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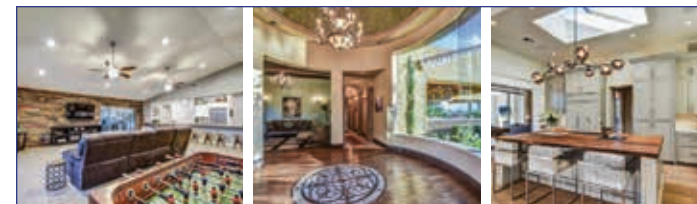
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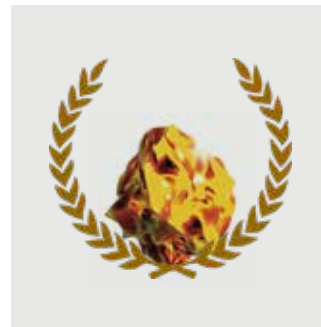
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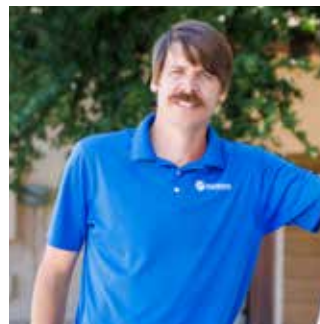
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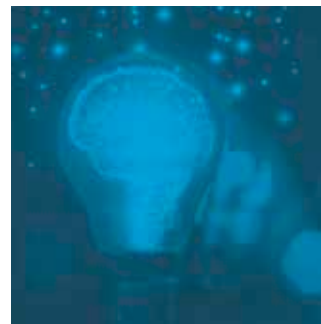
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [jenni.vega@realproducersmag.com](mailto:jenni.vega@realproducersmag.com).

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Randy Bongard runs a very experienced mortgage team for Price Mortgage (who is one of the Valley's top mortgage brokers). He has been on both the mortgage "banking" side and the mortgage "broker" side. Randy views his relationships with real estate agents as true partnerships. He strives to provide exceptional service and to always be accessible and responsive (7 days a week ... morning, noon, and night). He is one of the highest-rated loan officers online (check out all of his reviews on Google and Zillow). And, he is one of the top-producing loan officers in the Valley (in the top 1%). His value to real estate agents is simple ... to help you make more money doing what you are already doing! He can accomplish two ways:

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Randy works in Gilbert but lives in Chandler. He has been married to his wife Courtney for almost 30 years. They have 2 children - Bauer (23) and Canon (20).



EAST VALLEY  
REAL PRODUCERS.  
P R E S E N T S

# Golden Nuggets



**Michelle Colbert**  
Wood & Rise Real Estate Group  
“I can do all things through Christ which strengtheneth me.”  
– Philippians 4:13

favorite quote is: “A comfort zone is a beautiful place, but nothing ever grows there.” – John Assaraf



**Chuck Wolf and Tina Patterson**  
Caring Transitions of Central Arizona

“What if today we were just grateful for everything!” and “Every day may not be good, but there is something good in every day!”

We like these quotes because they remind us to be in the moment and appreciate everything we have and everyone we get the pleasure of working with. They also remind us to be positive, especially in a time when it seems there is a lot of negativity floating around.



**Twila Edwards**  
eXp Realty  
“If your dreams don’t scare you, they are too small.”  
– Richard Branson



**Patrick Taylor**  
Taylor Made Inspection Service  
For me, so much of my growth has come when I left my comfort zone. The comfort zone concept has been a huge one for me since I started my business. It is vital to make yourself uncomfortable for any sort of growth or leaning to take place. Therefore, my

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Peace might be one of the last words that come to mind for clients when they think about buying or selling a home.

That is until you put your experience and expertise to work for them — taking on the stresses and unknowns behind the scenes.

That's why it means so much when you're able to partner with someone who shares that same approach to their work, as well.

That's exactly what you get when you partner with the husband-and-wife team of Chuck Wolf and Tina Patterson with Caring Transitions of Central Arizona.

### Making the Best of What Can Be Challenging Moves

As the name of their company illustrates, Chuck and Tina specialize in helping seniors who are moving on from their homes that, in many cases, they have lived in for decades.

"We help them figure out what they can take with them. We pack for them. We are not movers, but we manage their

move for them. We manage the process for them to make sure everything gets moved," Chuck says.

"And then, if they moved locally, we unpack for them and help them get settled in a new place. And then we do online auctions to liquidate whatever they can't take with them."

### Far-Reaching Results

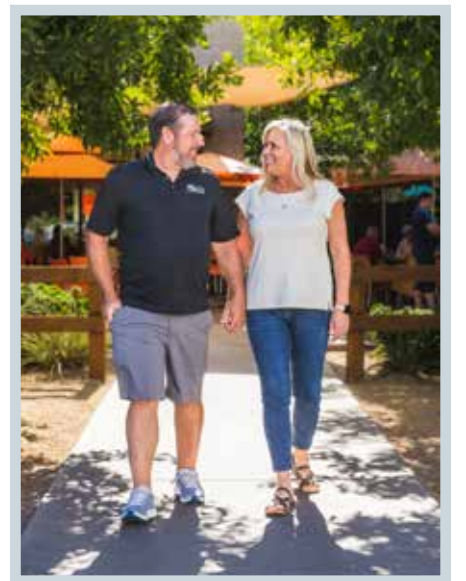
The work that Chuck and Tina carry out is done nationwide, as people move to and from the area.

"As part of that, we do online auctions for people. That could include situations where parents who live here in Arizona are retired who are downsizing and moving to be closer to children who live in other parts of the country," he says.

"Or it could be that the parents have passed away and their children need help getting everything cleaned out of the home. In those cases, we are also able to take care of things with online auctions."

“  
We care and we  
work with heart.  
We want to relieve  
the stress and  
make that process  
as comfortable  
and easy as we  
possibly can.  
”

# Caring Transitions OF CENTRAL ARIZONA





**Finding Their Arizona Home**

Chuck and Tina moved to Arizona from California in 2016. Prior to starting their new chapter with Caring Transitions, Chuck worked as a teacher. In time, as they looked at other career options in Arizona, they looked at other business options, and came across Caring Transitions.

“That’s something that we could still help people with because I love teaching, because it was about helping students, and Caring Transitions lets us help seniors with transitions. So, we are still in the business of helping people.” Chuck says.

The passion for their work comes through loud and clear when you talk with Tina and Chuck.

As Tina says, “One of the things that we really appreciate about what we do is being able to serve as an important, one-stop shop for people.”

**Educating and Serving**

They also take pride in being creative and finding the elements that can really make an auction take off and draw people to a house.

Education is a central part of their work, as well.

“We work with REALTORS® to do things like sponsoring classes and providing free consultations,” Tina says. “As part of that, we sit down and talk to the customer and discover their needs and then tell them what we can do.”

Their efforts have been recognized in a number of ways and have led to a variety of rewarding results. In fact, they were named as the local Micro Business of the Year for 2023.

Away from work, Chuck and Tina treasure time together, as well as with

their six children in their blended family. In their free time, they enjoy chances to travel and explore new destinations together.

**Finding the Best Way Forward**

At the end of the day, Chuck and Tina dedicate themselves to finding an easier way forward.

“It is a stressful situation, and our goal is to make things easier for them. It means a lot when we hear from them that they appreciated the way we came in and took care of everything and made it stress-free,” Chuck says.

“We care and we work with heart. We want to relieve the stress and make that process as comfortable and easy as we possibly can.”

When you’re looking for a partner who will serve your clients with the same level of care that you do, look to Caring Transitions of Central Arizona.

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**480-257-7127**



“It is a stressful situation, and our goal is to make things easier for them. It means a lot when we hear from them that they appreciated the way we came in and took care of everything and made it stress-free.”





▶▶ featured agent

By Brandon Jerrell  
Photo Credit Gilead Hernandez,  
GrafoBox Media

STAYING  
TRUE

# Michelle Colbert

Although appearances may change, what is at the core of a person does not change. Some say that success can change a person, but the best REALTORS® have always been the others-first kind of people.

Michelle Colbert with Wood & Rise Real Estate Group is a prime example of this. Although life changes, she is still the same kind-hearted person that she has always been.

“I want to be remembered for my giving heart and for always doing the right thing.”

#### Moving to Arizona

Michelle is from the Champaign, Illinois area. “My mom was the office manager for a RE/MAX office back in Champaign, Illinois, and that is where I actually began my career. I started working at the front desk, then helping more and more agents with transaction work/marketing help, and quickly moved my way up to the Managing broker’s assistant by the time I was 18 years old.”

She and her husband, Bryan, moved to Phoenix while Bryan was chasing a job opportunity that would allow him to be home more so that they could start a family. “My husband used to travel the world for a flight simulator

company, he was out of the country 2 weeks out of every month,” she shares.

“I was eight-and-a-half months pregnant with our first child when he got the job offer in Phoenix. He was actually in Dubai at the time. I quickly jumped on board with the idea although I had never stepped foot in Arizona before.”

Michelle’s husband picked out their house before she ever saw it. Due to the new job’s insurance not kicking in for 90 days after his employment, Michelle and their first daughter were unable to move in for six weeks. She got her real estate license shortly after arriving.



Michelle and her husband Bryan.





#### Dealing with a Fluid Environment

“Real estate is *ALWAYS* changing,” Michele emphasizes. “No transaction is ever the same, and when I learned that Real Estate is more than just selling/buying homes, that it is about building a business and brand, I became deeply obsessed with the career choice and haven’t looked back since.”

Michelle is not exaggerating with that statement. She started in real estate back in 2006 and has been at it since — with a short six-month stint in 2014 where she tried out financial advising.

“I honestly find helping and coaching individuals to achieve their financial goals through purchasing their primary residence, investing in real estate, and even coaching agents to their financial goals by keeping accountability

is the *MOST* fulfilling thing about building this business.”

“My perspective is one of leadership, growth, and opportunity. With every person I meet, every service provider, and every interaction I always like to ask, ‘How can we help you achieve your goals?’ We are more than just a real estate team, we are advocates who help others build their financial wealth.”



“

I want to be remembered for my giving heart and for always doing the right thing.

”



“

We are more than just a real estate team, we are advocates who help others build their financial wealth.

”



The Colbert Family



Michelle with some of her team members.

“I am very driven by outside doubters. If a team member, family member, or outside friend tells me I can’t do something, I will show them I can and do more! I will not let any outside factors hold me back!”

Like many successful REALTORS®, Michelle prides herself on offering services and special care that go above and beyond. Michelle emphasizes her and her team’s commitment to communication and relationship building. “When we talk communication, we are talking about at minimum three times a week,” she explains. “We also pride ourselves in always getting back to clients, even if we don’t have all the answers, by the same business day just to give them an update.”

“We don’t just treat our clients as a transaction, we build a continued relationship with them and support them in whatever way we can. Whether that is a need for a landscaper, a painter, a restaurant recommendation, or anything. We want to become their go-to for all of their questions.”

#### In the Sun

Michelle and her husband have two children: their seven-year-old daughter, Brynlee, and their five-year-old son, Lucas. “We also have two older ‘puppies’: A Great-Dane mix and a Blue Healer mix which are both over eleven years old. However, they very much still have puppy-like energy. We love to explore outdoors, try new foods, and enjoy a variety of wines.”

When she is not working, she loves to spend her time outside. Whether that be in the pool, on a hike, or on a walk, you can be sure to find her in the sun. “The more I can be outdoors the happier we are as a family.”

It is abundantly clear that Michelle Colbert’s attitude, personality, and core values have never changed. She has always been the outgoing and client-focused person that she has always been.

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WAYNE SALMANS is an author, speaker and business coach. In the past decade he has coached and trained over 5,000 entrepreneurs, awarded 30 under 30 by REALTOR® Magazine, and ranked one of the top coaches in the world. His passion is coaching business owners to build, grow and scale their business, faster and with less bruises. [www.TheHeroNation.com](http://www.TheHeroNation.com); Text 469-500-3642 to get a free discover coaching call.

*It's easy in our quest for success to focus on what we don't yet have. If we lean too far on what we don't have it becomes a stumbling block for us. We lose sight of the abundance we already live in.*

As a teenager I had big dreams for my life. I wanted it all. I wanted success, wealth, a wonderful family and meaningful work. Every couple of months I like to reflect on that young man and his aspirations. What did he think was possible so many years ago? Then I reflect on my life now. I've already achieved much more than I thought was possible in my youth. The life I enjoy now is much more abundant than I thought was possible as a teenager. Then, I take time to dwell in the contrast between those dreams and my reality. Consequently, I feel gratitude.

One of my morning rituals is to write down three things I'm grateful for. The act of expressing gratitude is more than just writing things down. Taking a couple minutes to write these three things down sets the intention for the day. It puts my mind in a state of gratitude. By acknowledging what I already have, I open my world to more abundance.

Wallace D. Wattles in his book *The Science of Getting Rich* has an entire chapter dedicated to gratitude. I'd like to share with you a few quotes from his book that are profound.

*"The whole process of mental adjustment and atonement can be summed up in one word. Gratitude."*

*"It is easy to understand that the nearer we live to the source of wealth, the more wealth we shall receive; and it is easy to understand that the soul that is **ALWAYS GRATEFUL** lives in closer touch with God than the one which never looks to Him in thankful acknowledgment. The more we fix our minds on the Supreme when good things come to us, the more good things will come to us, the more good things we will receive, and the more rapidly they will come; and the reason is simply that the mental attitude of gratitude draws the mind into closer touch with the source from which the blessings come."*

*"Gratitude will lead your mind out along the ways by which things come, and it will keep you in close harmony with creative thought and prevent you from falling into competitive thought."*

It's easy to be grateful for the wonderful things in our lives. It's also important to be grateful for the pains and difficult things in life. Those challenges hold the seeds of greatness. The next time you run into something you don't want I challenge you to ask a simple question.

What about what I'm experiencing right now can I be thankful for? Then be quiet for one minute. Listen to the answers that come to mind.

No matter what happens to you, there is something in that occurrence you can be thankful for.

It has been said, "Most folks are as happy as they make up their minds to be." Everything in my life is better when I choose gratitude. What do you choose?



A Home Loan for every life Milestone



**Matt Askland**  
Producing Branch Manager, NMLS 168130  
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» real story

By Brandon Jerrell  
Photo Credit Gilead Hernandez, Grafobox Media

## *Lasting Relationships*

# Twila

Edwards

As many great REALTORS® know, the most important aspect of your business is your relationships. This industry is built upon referrals, so maintaining relationships is paramount.

Twila Edwards with eXp Realty is a pro when it comes to this. She recognizes the importance of maintaining relationships with past clients and making good impressions with new clients. She prides herself on having three-quarters of her business come from past clients and their referrals.

“I am truly hands-on — I don’t just hand you keys at closing and disappear.”

### Early Life

Twila grew up in North Dakota up until junior high school when she moved to New Mexico. “I moved a lot and went to eight schools before I graduated from high school,” she shares. Since she moved a lot as a child and subsequently met new friends every few years, the experience has given her the ability to talk and relate to many people.

“I took the long road getting my Bachelor’s degree but finishing it is a huge accomplishment. While working on it I worked in a photo lab for years and developed pictures in a dark room which lead to me doing some photography myself.”

Twila shares a pivotal moment from her life. “My oldest son, Dean, has Diamond Blackfan Anemia. The night he was born is a pivotal moment in my life, but not for the normal reason. He was born anemic and had to be flown to a different hospital. What really is amazing about that night is that we had two nurses that did more than they had to: one that insisted he was pale and one that got him to the right NICU that cared for him. Both of these wonderful women went above and beyond their ‘job description’ and truly saved his life.”







“A couple of years ago I would define success with a number. Now, I feel like there is so much more to being successful. I strive to be a better person every day.”

#### Helping People

Twila's transition into being a REALTOR® is a very direct one. “When we bought our first house, I was so nervous driving to the title office,” she explains. “Once I got over the experience and enjoyed being a homeowner, I wanted to help others go through the process. No one should be that nervous.”

“I love working with people. When I did photography, it was great to be with people on such a special day. I feel the same way about buying and selling a house. It is usually an exciting time and when it's not, I want to help people through that also.”

She summarizes her whole mindset very simply. “Most of my clients possess a specific want or need, as a dedicated professional, my primary objective is to help them achieve it. By leveraging my expertise, market knowledge, and resources, I am to guide them towards success. Together we embark on a journey to help them meet their goals and dreams.”

#### A REALTORS® Job

Like all the top agents, Twila has a few practices that she accredits her success to that she is willing to share. As already said, Twila is not a REALTOR® that stops after the transaction is over. “I also follow up with my past clients, I check in often with past clients to see

how things are going. I get invited to a lot of their life events — baby showers, birthday parties, etc.”

“I also negotiate hard for every client with realistic expectations. I'm not the agent that will lie and give you an unrealistic number when you are selling — I'm in the business of selling houses.”

“The same applies to my buyers. I will get them the best deal possible, but sometimes that looks different than what people think. When there are 14 offers, getting your offer accepted, without giving everything up, is the win. Other times it's getting the price reduced or seller concessions.”

#### Outside the Office

Twila and her husband, Aaron, have two boys. “My oldest son is in nursing school and is a movie guy. Our youngest plays soccer so we spend many nights and weekends on the fields watching him.”

They love to go to California while on vacation. Twila says that it is a hard toss-up between going to the beaches or going to Disneyland.

As many other top agents consider themselves, Twila also considers herself a workaholic. So much so that she claims that she needs to be reminded to relax now and again. However, once she is relaxing, she loves to spend that

time in her home. “I love a good book by my pool,” she adds.

“I am very happy with my life. I love helping people with real estate. I see myself doing this for many more years. I am working on systems now because I want to increase the number of people that I am able to help while still providing high-quality service.”

It is clear why so many of her past clients come back to her and refer others to her. It is clear that Twila Edwards cares about her clients and takes to heart the importance of these relationships.



“A couple of years ago I would define success with a number. Now, I feel like there is so much more to being successful. I strive to be a better person every day. Who can I help? Am I making a difference? So, I think success is being better than I was yesterday.”

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





# PATRICK TAYLOR

By Sarah Wind  
Photo Credit **Gilead Hernandez**, Grafobox Media

TAYLOR  
MADE  
INSPECTION  
SERVICE

► sponsor spotlight

If you're looking for a stellar home inspector, Patrick Taylor with Taylor Made Inspection Service is your man! Patrick has been an inspector since 2014. He grew up in Stockton, CA, and worked in various corporate jobs after graduating from ASU in 2008.

"I bought a house before becoming a home inspector," he explains, "and was very interested in the home inspection portion of the process. The job looked interesting, and it appeared to have an element of independence. After owning my home for less than a year, I took the plunge and started training to become a home inspector and start my own business."

Patrick provides thorough and easy-to-read reports. "My goal is for the reader of the report to have a better understanding of the important systems and components in their home so they can determine any current problems and identify any future concerns. Many clients do not have a good understanding of the important systems in their home and how to be ready for the necessary maintenance and repairs that come along with it. Therefore, I put extra effort in report writing to describe functions of systems regardless of their current condition, so clients can understand what to expect. This often leads to longer reports, but can help the client."



“  
I am flexible to  
meet people’s  
needs. Also, when  
I say I will do  
something, you  
don’t have to worry;  
it will get done.  
”





“  
When I hear from  
happy clients, I  
am even more  
excited to wake  
up in the morning  
and keep doing  
what I am doing.”



Beyond providing comprehensive reports, Patrick goes above and beyond in other ways. “I am happy to schedule all other inspectors including but not limited to: termite, roof, HVAC, when needed. Oftentimes sellers remain living in their home during the process. I take extra care to reach out to the listing agent so they know what to expect from my visit and so that all parties are on the same page. I am flexible to meet people’s needs. Also, when I say I will do something, you don’t have to worry; it will get done.”

When we asked Patrick what the most rewarding part of his job is, he said, “Meeting many new people and clients, and receiving gratitude and appreciation from them for the work I provided them. When I hear from happy clients, I am even more excited to wake up in the morning and keep doing what I am doing.”

He also loves exploring all over Arizona and the many neighborhoods throughout Phoenix Metro. “A day can have me way down in Florence to the South East Valley one day, and back up in NW Buckeye the next day. One of my favorite parts of the home inspection industry is seeing new locations every day.”

When Patrick isn’t doing home inspections, he enjoys



Patrick with his wife, Kendall.



spending time with his wife, Kendall, their beagle/pit bull mix dog, Copper, attending BNI, spring training games and playing golf.

“I was raised on a golf course,” he said, “so of course the sport came naturally. I played two years of junior college golf in my hometown at San Joaquin Delta College. Now I’m a scratch golfer and play in a few highly competitive events during the year, including the pre-qualifying tournament for the WMO Phoenix Open. Earning a spot in the Monday Qualifier for the WMO Phoenix Open is an extreme challenge, but a lot of fun to shoot for each year. I also like playing in charitable golf tournaments throughout the year.”

As we all know, buyers are in especially challenging times. Patrick says, “Buyers are my main clientele. In a sellers’ market buyers are making huge sacrifices just to get into a home, any home. Unfortunately, I am seeing quality of homes drop as sellers can get away with selling homes requiring more work for a premium. My goal is to focus even more on providing the detail my clients need to ensure the purchase they are making will be safe and secure.” That’s the kind of inspector you want in your corner!

“  
My goal is to focus even more on providing the detail my clients  
need to ensure the purchase they are making will be safe and secure.”



## What are YOUR favorite tools, tricks, strategies, or apps to be more efficient, automate, or outsource?



**Jen Felker**

*Keller Williams Integrity First Realty*

My biggest “trick” and “strategy” is working more efficiently and focusing on each task individually. I try not to get overwhelmed and take each opportunity or challenge head on and not let it get to me and overthink it. Making decisions with a clear head makes the outcome a positive one for everyone involved.



**Matt Veronica**

*Keller Williams Integrity First Realty*

Boomtown is my go-to application for managing my business because it offers a wide range of features that help to streamline my workflows and increase my efficiency, so that I can focus more of my attention on my clients. In my experience as a Real Estate Agent I’ve learned that a robust CRM platform is essential for enhancing my productivity because:

1. It allows me to not only capture and track all my leads in one place, but it also helps me to easily prioritize leads based on their timeline and readiness to transact.
2. It provides automated follow-up and lead nurturing tools making it easy to consistently stay connected with my clients.
3. The mobile app makes it easy to quickly respond to inquiries and manage tasks from anywhere, allowing me to stay productive even when I am away from my desk.



**RC Hard**

*The HARD Home Group*

When I hired a transaction coordinator to assist me my sales took off.



**Sheryl Willis**

*Go Arizona Real Estate*

Zoom! Zoom meetings significantly streamline and enhance my relocation business, making it easier and more efficient in several ways for both the client and my team:

1. Introduction: Make it personal! We are able to connect with the lead instantly. This is even before they arrive in Phoenix and when they get here, we can jump right into whatever plan we have already put in place.
2. Increased Productivity: We send an expectation email and video prior to our Zoom call. This helps to keep discussions focused and on track, resulting in more productive meetings and visits.
4. It has robust reporting and analytics features that allow me to track my performance and identify areas for improvement, so that I can optimize my strategies and focus on activities that yield the best results for my business.



**Paul Pastore**

*Infinity Real Estate*

Self-discipline to form habits that will last decades. Most agents will do things for a few weeks. Some agents will do things for a few months. A real producer will do the things necessary to succeed for decades. Lead generation is the cornerstone for a top producer.



**Chris Tiller**

*Russ Lyon Sotheby's International Realty*

I think most top producers have a very similar business structure and simply apply different companies to provide the same service. For instance, CRM's, TC's, photos, etc. The most interesting and impactful process I've seen in years is ChatGPT. If you haven't employed this or played around with it, I highly encourage you to wrap your head around the possibilities. This will be transformational for the agents that can adapt and deploy.



**Nick Kibby**

*Keller Williams*

Virtual assistants are amazing for almost all automated followup with leads, past clients, or your database.



**Annette Holmes**

*The Holmes Team Real Estate*

I really love using Email Templates for repeated emails and for sharing videos with clients, I love the BombBomb app!



**Jessica Keigley**

*Keller Williams Integrity First Realty*

When it comes to running my business on a daily basis, I rely on several key tools to ensure smooth operations and effective communication. Social media platforms, such as Facebook, Instagram, LinkedIn, and Twitter, play a vital role in building our brand presence and engaging with our audience. They allow us to share valuable content and stay connected with potential clients.

To keep our social media presence on point and consistent, I use Planoly. This platform enables me to plan and schedule our Instagram posts, create an aesthetically pleasing feed, and analyze performance metrics. With Planoly, we can maintain a visually appealing and engaging social media presence.

Another essential tool in our arsenal is HomeBot. It allows us to provide automated home valuation reports and personalized financial information to homeowners. By delivering valuable insights about property values and potential savings, HomeBot helps us stay in touch with our clients and remain top of mind when they consider real estate-related decisions.

To effectively manage our client database and streamline communication, we rely on Command. This database system, developed by Keller Williams, automates emails, texts, and reminders for important dates such as anniversaries and birthdays. Command helps us maintain strong client relationships by ensuring timely and personalized communication.

Overall, these tools—social media platforms, Planoly for consistent social media management, HomeBot for delivering valuable insights to clients, and Command for efficient database management and communication automation—form the backbone of our daily business operations. Regularly assessing their effectiveness and exploring new tools or features is crucial to continuously improving our business processes.









▶▶ show review

By Chris Reece



“THE  
TRUTH  
SHALL  
SET  
YOU  
FREE.”

**I don't particularly care for soccer, so the Ted Lasso show didn't really draw my attention the way it was marketed. But after a great friend continuously told me for two full years how good it was then finally added "There was a lot of foul language and it's really funny". I caved and gave it a watch. IT IS THE GREATEST TV SHOW to have come out in the last 40 years! I rank it with All in the Family and Cheers. I know, I know those are specific titles from a long long time ago... But to me, they were the last shows that actually made me feel real raw emotions! They could make me burst out loud laughing, and in the same episode make me need to grab a box of tissues!**

Ted Lasso, has been the breath of fresh air television has needed for a long time. Being a Lasso virgin until December '22, I got the opportunity to watch the first season all the way through in about a week. I actually rewatched the first season three times in a row. One of those times was because my wife kept falling asleep, and I wasn't going to wait for her. The show is simple, but maintains depth that made me want to pause and hold the thought and emotions it had brought me to.

The second season takes a darker turn, taking on the subject of mental health. Something you don't typically see in the main character. But they don't dwell on that subject. Something I've personally come to grips with in my own life. Mental Health is very important, but life is still happening around you and that it's your responsibility to seek health and help. Hence the title of this article.

I know seeing Lasso's struggle with his personal life while living his coach life will unveil some very personal feelings.

But it's not just Lasso you'll relate to! I'd be willing to bet you could find yourself in just about every character in this show. Along with all of their personal highs and lows.

The show is only three seasons and I read it was designed purposefully that way. I believe the creators of Ted Lasso wrapped up better than any other show I've ever seen. It tied and untied all of the necessary storylines. It left two very important storylines open but in a way that I'm not left angered like at the end of No Country for Old Men where probably the vilest of evil bad guys literally walks into the sunset. Breaking Bad was my favorite ending to a show until Ted Lasso just to give you a couple shows for context.

A show that made a 42-year-old man cry, and feel all the feelings in between anger and love, happiness to sadness.

Ended without all of the answers. It ended with enough of the answer that you know if this show were real life, is probably how it would be.

I think that's the let down of so many shows and sitcoms, after the end they leave you feeling like real life isn't all it's cracked up to be. Ted Lasso is an American football coach that is hired to coach Soccer/Futbol in England. You meet all the characters. Sometimes Lasso's team is good, sometimes they're not.

I dare you to watch this and try not wanting to have had a coach like Ted in your life and at the same time try to be the coach and friend he is to those around him, friends and enemies alike.

Next to Ted Lasso, there is a foul-mouthed character named Roy Kent. He's by a very small margin my second favorite character in the show. There is a spot in the early stages of the second season where he, and his girlfriend are on a double date with a good friend and main character of the show, Rebecca. Rebecca, recently divorced, has decided to start dating again. At the end of the double date, Rebecca asks Roy and his girlfriend: "Well?!" ...implying 'What do you think of my date?'

Roy's girlfriend politely says: "I think he's a really good match, his age and financially appropriate. He's not shy.."

Rebecca: "I love that about him"

Roy: \*\*\*exacerbated, abruptly says\*\*\* "EFF'n Hell!!!"

Rebecca- "Is there a problem?"

Roy looking at his girlfriend... "tell her the truth..."  
"He's fine. That's it. There's nothing wrong with that. Most people are fine. It's not about him, it's about why the F you think he deserves you? You deserve to be with someone who makes you feel like you've been struck by F'ing lightning! Don't you dare settle for 'fine!' ...not that it's any of my business."

Stop watching what you're watching and get on the pitch with Coach Lasso. You won't be disappointed, and who knows you might get so mad that you stop settling for fine and get back in touch with some feelings you might have forgotten you had! Keep the tissues close.





## ► weserv monthly update

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

# WeSERV Benefits

*Leveling Up How We Serve Our Members*



Happy Independence Day! I hope you are enjoying the “dry” heat. This month I am focusing on some of the wonderful opportunities and services the staff at WeSERV has available for our members. WeSERV is hard at work providing as much value as possible for your local dues dollars.

### **WeSERV Benefits: Leveling Up How We Serve Our Members**

The West and SouthEast REALTORS® of the Valley prides itself on being an association that provides services that lead to member prosperity. One of the ways we keep member prosperity at the forefront of everything we do is by supplying our members with an array of benefits and resources they can utilize. The benefits and resources assist our members with advancing their business practices, business networks, and more. Below are a few that WeSERV offers.

#### **Professional Development**

WeSERV provides continuing education credit and designations and certifications in our in-person, remote, or online classes. In addition, we host national speakers, global and cultural business, commercial real estate, special interest, and business development courses, webinars, seminars, and panel discussions to gain insight into current industry issues and trends. With hundreds of classes offered throughout the year at no additional cost, our members acquire innovative and relevant material essential to all real estate professionals.

#### **Online Education**

Whether members are looking for CE classes or want to advance their career with designation classes, there’s an online class available. WeSERV members can choose courses from Dodd’s School of Real Estate, The CE Shop, Hogan School of Real Estate, and Desert Sage Seminars. These schools also offer NAR-approved Code of Ethics classes. In addition, we offer the WeSERV Online School, in which members can save 30% on continuing education real estate courses.

#### **Professional Standards**

A real estate professional’s membership in the association distinguishes them from non-members. REALTORS® voluntarily accept the obligation to meet the standards of practice and conduct outlined in the National Association of REALTORS® (NAR) Code of Ethics and Standards of Practice. The association has the responsibility to enforce these professional ethics and conduct standards. To accomplish

it, we offer an ombudsperson service for monetary business disputes through arbitration and mediation proceedings and process Code of Ethics violations through disciplinary proceedings.

#### **Real Mart REALTOR® Store**

Our Real Mart REALTOR® Store has various products such as sign riders, frames and posts, flyer displays, open house supplies, and more. We are the one-stop shop for all real estate supplies. In addition, WeSERV members automatically receive a 10% discount on store purchases.

#### **WeC.A.R.E.**

The WeC.A.R.E. Fund is the heart of our commitment to assist REALTOR® and Affiliate members, their immediate family members, and employees in good standing who encounter a catastrophic crisis. It’s a way of discovering and serving the higher purpose of business through charitable giving in the communities where our members live and work. Since the fund’s creation, we’ve received over 100 applications for assistance from individuals within our WeSERV family.

#### **Member Benefits**

We are always searching for member benefits to assist members in building a more prosperous and profitable business. We partnered with some companies offering WeSERV members discounts on VPN, password protection, real estate marketing programs, car washes, professional and personal services, activities, wellness and fitness, legal services, tenant screening, and tax record keeping.

#### **Committee Involvement**

WeSERV members have the opportunity to help guide the association into the future. Their participation in our committees grows the real estate industry and communities. We encourage all our members to join one of our many committees to help strengthen their leadership skills, knowledge, and career while bonding with WeSERV members throughout our Chapters.

#### **Leadership Program**

Behind every successful REALTOR® is a sense of community. The more you know about your community, the more successful you’ll be. Recognizing this, we established our Leadership Development Program in 2004. This unique educational opportunity is not only about making you a better REALTOR®; it’s also about building your community and becoming a successful leader throughout your life.



# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
1	Erin Ethridge	eXp Realty	\$54,837,419	66
2	Richard Harless	AZ Flat Fee	\$33,566,000	76
3	Darwin Wall	Realty ONE Group	\$28,220,318	58
4	Karl Tunberg	Hague Partners	\$24,144,800	45
5	Lacey & Drew Lehman	Realty ONE Group	\$24,000,669	45
6	Shannon Gillette	Real Broker AZ, LLC	\$23,864,970	44
7	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	\$23,500,955	48
8	Tyler Blair	My Home Group Real Estate	\$18,667,709	40.5
9	Charlotte Young	eXp Realty	\$18,097,229	33
10	Garrett Lyon	eXp Realty	\$17,635,540	36.5
11	Rebekah Liperote	Redfin Corporation	\$16,875,500	25
12	Russell Mills	Close Pros	\$16,825,165	22
13	Scott R Dempsey	Redfin Corporation	\$16,632,922	26
14	Benjamin Arredondo	My Home Group Real Estate	\$16,548,750	19
15	Nathan D Knight	ProSmart Realty	\$16,331,240	27
16	Randy Courtney	Weichert, Realtors - Courtney Valleywide	\$15,490,170	23
17	Carol A. Royse	Your Home Sold Guaranteed Realty	\$15,366,369	29.5
18	Jody Saylor	Just Selling AZ	\$15,125,482	28
19	Kenny Klaus	Keller Williams Integrity First	\$14,976,401	32
20	Ben Leeson & T.J. Kelley	Keller Williams Integrity First	\$14,883,393	29
21	Brandon Howe	Howe Realty	\$14,607,250	11.5
22	Mindy Jones	eXp Realty	\$14,574,440	36
23	Shanna Day	Keller Williams Realty East Valley	\$14,537,790	19
24	Eric Brossart	Keller Williams Realty Phoenix	\$13,258,000	14
25	Jerry Beavers	Realty ONE Group	\$13,055,200	15
26	Bill Bulaga	Russ Lyon Sotheby's International Realty	\$13,013,500	3.5
27	Michelle Colbert	Keller Williams Integrity First	\$12,966,050	20.5
28	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	\$12,847,235	23
29	Mary Newton	Keller Williams Integrity First	\$12,688,250	34
30	Thomas Popa	Thomas Popa & Associates LLC	\$12,623,525	10
31	Daniel Brown	My Home Group Real Estate	\$12,415,290	19
32	Jody Poling	AZ Seville Realty, LLC	\$12,266,905	11.5
33	Heather Openshaw	Keller Williams Integrity First	\$12,150,000	20.5
34	Charlotte M Allred	Gehan Homes	\$12,142,053	16.5

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
35	Rick Metcalfe	Canam Realty Group	\$12,009,299	32.5
36	Robin R. Rotella	Keller Williams Integrity First	\$11,348,650	23.5
37	Carey Kolb	Keller Williams Integrity First	\$11,297,225	22
38	Chris Anthony Castillo	CPA Advantage Realty, LLC	\$10,968,000	5
39	Yalin Chen-Dorman	Realty ONE Group	\$10,937,139	20
40	Rodney Wood	Keller Williams Integrity First	\$10,864,315	17.5
41	Leonard Behie	Realty Executives	\$10,818,400	10.5
42	Heather M Mahmood-Corley	Redfin Corporation	\$10,789,500	17
43	Clayton Denk	David Weekley Homes	\$10,763,644	12
44	Bob & Sandy Thompson	West USA Realty	\$10,640,280	16.5
45	Cassandra J Mueller	eXp Realty	\$10,472,290	13.5
46	David C Zajdzinski	eXp Realty	\$10,457,828	20
47	Hai Kim Bigelow	Redfin Corporation	\$10,446,000	15
48	Susan Goodrich	Cachet Development, Inc.	\$10,370,171	5
49	Adam Prather	Russ Lyon Sotheby's International Realty	\$10,354,750	17
50	Jill Vicchy Heimpel	RE/MAX Classic	\$10,321,875	26

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.



ESPLANADE | 602.748.2800  
KIERLAND | 480.476.8200  
RAINTREE | 480.977.1300  
ARROWHEAD | 623.259.8300  
GOODYEAR | 623.250.4859  
SE VALLEY | 480.476.8165  
PRESCOTT | 928.756.0001  
BILTMORE LAKES | 602.775.5990



# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
51	Karen C. Jordan	Thomas Popa & Associates LLC	\$10,287,175	8.5
52	Elizabeth Rolfe	HomeSmart	\$10,195,215	11.5
53	Leslie K. Stark	Realty ONE Group	\$10,180,000	8
54	Blake Clark	Limitless Real Estate	\$10,092,450	12
55	Carin S Nguyen	Real Broker AZ, LLC	\$10,004,085	21
56	Jacquelyn E Shoffner	eXp Realty	\$9,958,931	14.5
57	W. Russell Shaw	Realty One Group	\$9,915,600	21
58	Michaelann Haffner	Michaelann Homes	\$9,905,900	19
59	Kevin Albright	Delex Realty	\$9,739,241	6.5
60	Suzanne M Daniels	Opendoor Brokerage, LLC	\$9,721,250	22.5
61	Rachele M. Oram	HomeSmart Lifestyles	\$9,720,429	14
62	Dallin Simonton	Realty ONE Group	\$9,706,000	12.5
63	James Bill Watson	Keller Williams Realty Sonoran Living	\$9,533,202	11
64	Kelly Michael	KOR Properties	\$9,447,990	5
65	Joshua Will Hogan	eXp Realty	\$9,367,214	13
66	Jesse Wintersteen	ProSmart Realty	\$9,256,500	19
67	Mary Almaguer	Apache Gold Realty, LLC	\$9,227,000	19.5
68	Lisa Hordichuk	RE/MAX Fine Properties	\$9,180,000	4
69	Eve Bragg	Opendoor Brokerage, LLC	\$9,064,375	21
70	Allison T Johnson	Good Oak Real Estate	\$9,055,500	8
71	Cristen Corupe	Keller Williams Realty Phoenix	\$8,914,950	6.5
72	Brent Heiden	Iannelli and Associates	\$8,815,499	19
73	Jaime L Blikre	My Home Group Real Estate	\$8,803,315	16
74	Elizabeth A Stern	Farnsworth Realty & Management	\$8,722,000	18
75	Angela Tauscher	Rover Realty	\$8,442,917	15
76	Heather Werner	Ravenswood Realty	\$8,327,485	13
77	John Evenson	eXp Realty	\$8,303,080	20.5
78	Brian McKernan	ProSmart Realty	\$8,293,600	22
79	Richard Johnson	Coldwell Banker Realty	\$8,245,000	14
80	Aimee N. Lunt	RE/MAX Solutions	\$8,187,859	11
81	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	\$8,063,638	13.5
82	Jason Crittenden	Realty ONE Group	\$8,035,465	16
83	Dawn M Forkenbrock	eXp Realty	\$8,028,557	14.5
84	Suzy Steinmann	Realty ONE Group	\$7,987,900	16

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
85	Ryan D Bawek	eXp Realty	\$7,987,500	6.5
86	Angela Larson	Keller Williams Realty Phoenix	\$7,963,900	22
87	Chris Allen	Hague Partners	\$7,930,400	13.5
88	Brian J Cunningham	eXp Realty	\$7,866,700	12
89	Scott Heywood	HomeSmart	\$7,804,990	8
90	Jennifer Felker	Keller Williams Integrity First	\$7,789,949	7.5
91	Justyna Korczynski	The New Home Company	\$7,757,219	16.5
92	Kelly Khalil	Redfin Corporation	\$7,745,500	13
93	Lisa M Harris	Hague Partners	\$7,729,000	15
94	John Biddle	Redfin Corporation	\$7,683,400	14
95	Daniel A Baker	Russ Lyon Sotheby's International Realty	\$7,673,970	12
96	Kirk Erickson	Schreiner Realty	\$7,665,500	15
97	Kelly Saggione	eXp Realty	\$7,614,865	12
98	Brian Kingdeski	Gentry Real Estate	\$7,553,225	12.5
99	Cindy Flowers	Keller Williams Integrity First	\$7,516,700	16
100	Amanda Pinkerton	HomeSmart Lifestyles	\$7,455,000	10

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klansden@firstam.com





# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
101	Scott Cook	RE/MAX Solutions	\$7,421,500	12
102	Janine M. Igliane	Keller Williams Realty East Valley	\$7,375,315	13
103	Nicholas R Kibby	Keller Williams Realty Phoenix	\$7,356,050	13
104	Daniel Callahan	RE/MAX Classic	\$7,320,300	19
105	Kathy Camamo	Amazing AZ Homes	\$7,251,886	21
106	Brock O'Neal	West USA Realty	\$7,215,900	8.5
107	Lorri Blankenship	Carriage Manor Realty	\$7,154,600	42
108	Megan C Perry	Woodside Homes Sales AZ, LLC	\$7,114,202	11
109	Tara Hayden	Redfin Corporation	\$7,084,800	14
110	Lori Blank	Lori Blank & Associates, LLC	\$7,078,900	9
111	Jeffrey T Traynor	Howe Realty	\$7,075,000	1
112	Marshall Hancock	Delex Realty	\$7,042,197	9
113	Laura Michaud	Orchard Brokerage	\$7,029,650	13
114	Anastasia Gervasi	HomeSmart	\$7,015,499	14
115	Andrew McGuire	ProSmart Realty	\$6,992,900	11
116	Krzysztof Okolita	My Home Group Real Estate	\$6,977,499	14
117	Brandon Gavins	Hague Partners	\$6,919,350	13
118	Nick and Kristy DeWitz	72 Sold	\$6,880,000	11
119	Nicholas Giles	Keller Williams Realty East Valley	\$6,862,150	9
120	Michelle Cross	Launch Powered By Compass	\$6,826,750	4
121	Brian Rhode	Barrett Real Estate	\$6,812,500	9.5
122	Dianna Wood	Opendoor Brokerage, LLC	\$6,802,817	15.5
123	Shannon Duke	AZ Flat Fee	\$6,790,550	11
124	Sergio Santizo	Hague Partners	\$6,759,210	13
125	Michele Keith	HomeSmart	\$6,758,040	7
126	Carla Holzer	Realty ONE Group	\$6,740,000	2
127	Daniel T Birk	Realty Executives	\$6,735,000	11
128	Lisa Fonseca	Lori Blank & Associates, LLC	\$6,720,500	13
129	Jason LaFlesch	Results Realty	\$6,685,500	10.5
130	Cynthia Worley	Keller Williams Realty East Valley	\$6,668,536	7
131	Lindsay Mazzola	eXp Realty	\$6,600,000	3
132	Nicholas L. Carlson	Launch Powered By Compass	\$6,568,000	1.5
133	Michael W Cunningham	West USA Realty	\$6,541,834	9

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
134	Ryan Meeks	Keller Williams Integrity First	\$6,509,065	9
135	Rita L. Stevenson	The Hogan Group LLC	\$6,500,000	4
136	Tammie Fischer	Realty ONE Group	\$6,496,400	13
137	Brett Worsencroft	Keller Williams Integrity First	\$6,460,450	13.5
138	Kimberly Lotz	Redfin Corporation	\$6,456,571	14
139	Denise Hanna	Gehan Homes	\$6,417,281	11
140	Adam B Coe	Delex Realty	\$6,391,700	13
141	Roger Lewis	Realty ONE Group	\$6,368,000	8
142	Jennifer L Rutledge	Urban Luxe Real Estate	\$6,332,000	6
143	Brandi Samples	Long Realty Partners	\$6,315,495	13
144	Chris Benson	NextHome Alliance	\$6,312,000	10.5
145	Heather Taylor	ProSmart Realty	\$6,260,499	8
146	Casey J. Jann	My Home Group Real Estate	\$6,251,466	5.5
147	Mike Schude	Keller Williams Integrity First	\$6,227,875	9
148	Kelli Blagen	LYS Properties, LLC	\$6,200,000	4
149	Heidi S Spielman	My Home Group Real Estate	\$6,199,600	27
150	Jed A Gray	HomeSmart	\$6,186,800	6.5
151	Lauren Sato	West USA Realty	\$6,167,500	13
152	Wendy J Macica	Home Centric Real Estate, LLC	\$6,157,900	13
153	Lorraine Ryall	KOR Properties	\$6,149,000	8.5
154	Pamela Coffman	Opendoor Brokerage, LLC	\$6,144,659	14.5
155	Frank Gerola	Venture REI, LLC	\$6,138,140	10.5
156	Lori J Peterson	American Realty Brokers	\$6,133,000	15
157	Radojka Lala Smith	eXp Realty	\$6,111,250	9.5
158	Sherri L. Stella	Russ Lyon Sotheby's International Realty	\$6,084,300	10.5
159	Becky Kolb	Keller Williams Integrity First	\$6,041,975	9.5

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## QUEEN CREEK

Gilbert 4th of July Celebration

Gilbert Regional Park

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
160	Kathleen Scott	Redfin Corporation	\$5,967,750	13.5
161	Jason Arnett	Arnett Properties	\$5,930,000	10
162	Deanna Calkins	Home Centric Real Estate, LLC	\$5,927,935	11
163	Kelly R. Jensen	KJ Elite Realty	\$5,925,221	13.5
164	Marci Burgoyne	Crown Key Real Estate	\$5,915,000	8
165	Kiara I Cadillo	Opendoor Brokerage, LLC	\$5,864,777	14
166	Kate Anderson	Coldwell Banker Realty	\$5,829,750	9
167	Curtis Johnson	eXp Realty	\$5,814,500	13
168	Jill McFadden	Delex Realty	\$5,803,900	9
169	Robert E Johnson	RJ4Homes LLC	\$5,800,000	1
170	Braden Johnson	Limitless Real Estate	\$5,765,790	10
171	Christopher Lopez	World Class Properties	\$5,760,000	2
172	Bret Johnson	Realty Executives	\$5,738,100	10
173	Mikaela N Clark	Limitless Real Estate	\$5,699,350	5
174	Michael Ratzken	Two Brothers Realty & Co	\$5,685,500	8
175	Jill Anne Hamilton	West USA Realty	\$5,659,890	5.5
176	Peggie Jean Herron-Simmons	Realty Marketing Group	\$5,630,000	4
177	Zachary Pebler	Realty ONE Group	\$5,626,000	3
178	Alisha B Anderson	Real Broker AZ, LLC	\$5,610,400	11
179	Christian Lemmer	Engel & Volkers Gilbert	\$5,600,000	1
180	Benjamin Graham	Keller Williams Realty East Valley	\$5,596,000	11
181	Rachel Krill	eXp Realty	\$5,593,400	12.5
182	Tiffany Carlson-Richison	Realty ONE Group	\$5,571,499	8.5
183	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	\$5,549,000	7
184	Adam Dahlberg	Hague Partners	\$5,546,400	11.5
185	Beth Rebenstorf	Realty ONE Group	\$5,541,063	9
186	Annette Nelson	HomeSmart	\$5,520,000	10
187	Adriana L. Spragg	RHouse Realty	\$5,514,050	11
188	Kelly Robbins	ProSmart Realty	\$5,497,090	13
189	Steve Hueter	eXp Realty	\$5,495,825	11
190	Jim Sobek	Weichert, Realtors-Home Pro Realty	\$5,482,250	11
191	Megan Trentin	Libertas Real Estate	\$5,481,000	2

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
192	Katie Lambert	eXp Realty	\$5,457,240	11
193	Luis Salmon	Keller Williams Integrity First	\$5,444,850	10.5
194	Shawn Rogers	West USA Realty	\$5,443,650	11
195	Andrew W Eiferle	Realty ONE Group	\$5,438,000	11
196	Ronald Bussing	Realty ONE Group	\$5,425,799	9.5
197	Robert Reece	Good Oak Real Estate	\$5,425,500	11
198	Leila A. Woodard	My Home Group Real Estate	\$5,372,679	13
199	Bryce A. Henderson	Four Peaks Brokerage Company	\$5,364,800	10
200	Royal Henry	Cactus Mountain Properties, LLC	\$5,348,700	16

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### Teams and Individuals Closing Dates From Jan. 1 - May 31, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
235	Edith Gilbertsen	West USA Realty	\$5,038,800	9
236	Kirk A DeSpain	Call Realty, Inc.	\$5,030,490	6
237	Mike Mendoza	Keller Williams Realty Sonoran Living	\$5,030,000	8.5
238	Krysten Giordano	Realty ONE Group	\$5,018,350	10.5
239	Michael McCabe	My Home Group Real Estate	\$5,010,200	10
240	Jeffrey T Hubbell	Dana Hubbell Group	\$4,964,300	8
241	Michael D Smith	Barrett Real Estate	\$4,948,133	8.5
242	Christina M Fox	Tierra Bella Realty	\$4,937,500	17
243	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	\$4,935,000	6
244	Amy Laidlaw	Realty Executives	\$4,913,038	10.5
245	Stephanie N Sandoval	HomeSmart Lifestyles	\$4,904,390	8
246	Katrina L McCarthy	Hague Partners	\$4,890,939	8.5
247	Keith Stevens	Realty ONE Group	\$4,883,000	4
248	Delaney S Rotta	Launch Powered By Compass	\$4,875,000	2
249	Thomas L Wiederstein	Redfin Corporation	\$4,867,000	13
250	Cassie Rhodes	My Home Group Real Estate	\$4,852,445	9

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# TOP 300 STANDINGS

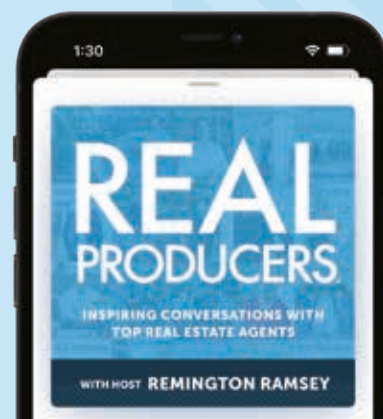
Teams and Individuals Closing Dates From Jan. 1 - May 31, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
251	Kyle Zwart	My Home Group Real Estate	\$4,846,499	8
252	Richard Collins	Keller Williams Integrity First	\$4,819,440	10.5
253	Anastasia R. Martinez	O48 Realty	\$4,800,000	2
254	Matthew Kochis	Keller Williams Realty East Valley	\$4,788,010	9.5
255	Gabrielle Bruner	Delex Realty	\$4,785,900	9
256	Allen R Willis	Ensign Properties Corp	\$4,784,000	11
257	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	\$4,766,000	6
258	Stacie Neumann	Russ Lyon Sotheby's International Realty	\$4,757,890	7
259	Gus Palmisano	Keller Williams Integrity First	\$4,725,450	9
260	Susan Hallamore	HomeSmart	\$4,715,000	3
261	Aaron C. Hawkins	Keller Williams Realty Sonoran Living	\$4,712,000	8.5
262	Joanne Mills	HomeSmart	\$4,705,000	4
263	Steve Tracy	8888 Real Estate	\$4,700,000	2
264	Sharon Coffini	Keller Williams Realty Sonoran Living	\$4,691,500	5
265	Michelle Turley-Crane	Thomas Popa & Associates LLC	\$4,686,250	3
266	Leslie D Wright	Home Centric Real Estate, LLC	\$4,686,000	7
267	Ashley McKee	Realty Executives	\$4,680,950	9.5
268	Pamela L Docekal	Realty ONE Group	\$4,654,900	5

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 05/31/2023	Total Unit Sales 01/01/2023 - 05/31/2023
269	Kerry Jackson	Arizona Gateway Real Estate	\$4,647,740	10
270	Hannah Farbstein	My Home Group Real Estate	\$4,646,500	10.5
271	Grady A Rohn	Keller Williams Realty Sonoran Living	\$4,635,000	6
272	Nicole L Williams	RE/MAX Alliance Group	\$4,629,100	19
273	Keith M George	Coldwell Banker Realty	\$4,626,000	13
274	Michael J. D'Elena	NORTH&CO.	\$4,625,500	7.5
275	Steven Coons	Farnsworth Realty and Management	\$4,601,600	12.5
276	Caitlin Bronsky	eXp Realty	\$4,590,000	6
277	Sylvia Lopez	HomeSmart	\$4,589,900	3
278	Kathryn R Arter	Realty ONE Group	\$4,584,900	9
279	Brandon C Schneider	Realty ONE Group	\$4,582,900	4.5
280	David Courtright	Coldwell Banker Realty	\$4,566,560	11
281	Kraig Klaus	Keller Williams Integrity First	\$4,565,175	10.5
282	Melissa Forsman	Realty ONE Group	\$4,561,500	5
283	Mary Lokka	Century 21 Arizona Foothills	\$4,558,900	8.5
284	Kelly Ann Mayo	Gentry Real Estate	\$4,550,000	3
285	Kimberly A Weber	Russ Lyon Sotheby's International Realty	\$4,537,390	8
286	Donna Mendoza	Jason Mitchell Real Estate	\$4,528,335	9.5
287	Chris Lundberg	Redeemed Real Estate	\$4,527,500	7
288	Kimberly Lynn Ortiz	Realty ONE Group	\$4,511,151	3.5
289	Michael J Caldarelli	Jason Mitchell Real Estate	\$4,504,590	8
290	Jim N Hunt	HomeSmart	\$4,481,500	4.5
291	Richard Alan Ashby	Ashby Realty Group, LLC	\$4,477,390	7
292	Mark David Sloat	My Home Group Real Estate	\$4,459,400	6
293	Andrea D Garcia	Keller Williams Realty Sonoran Living	\$4,457,000	11
294	Julie R.B. Quesada	Keller Williams Integrity First	\$4,453,020	4.5
295	Pamm Seago-Peterlin	Century 21 Seago	\$4,439,000	9
296	Michael Kent	RE/MAX Solutions	\$4,431,900	14.5
297	Dawn Carroll	Lori Blank & Associates, LLC	\$4,430,000	6
298	Kevin McKiernan	Venture REI, LLC	\$4,421,850	8
299	Jason Serikaku	Realty ONE Group	\$4,418,285	8.5
300	David Larsen	West USA Realty	\$4,395,090	8

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