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**PARTNER SPOTLIGHT**

HomeTeam Inspection Service

**REAL STORY**

Ceejay Cesiela

**RISING STAR**

Crystal Hight

Photo Credit  
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JUNE 2023



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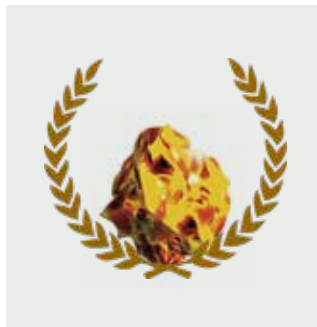


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## MEET THE EAST VALLEY REAL PRODUCERS TEAM



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**Dave Danielson**  
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**Brandon Jerrell**  
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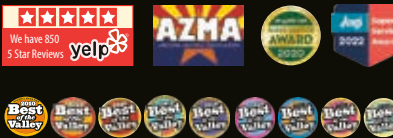
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P R E S E N T S



# Golden Nuggets



**Jerry Beavers**

**Realty One Group**

"Ability is what you're capable of doing. Motivation determines what you do. Attitude determines how well you do it."

- Lou Holtz

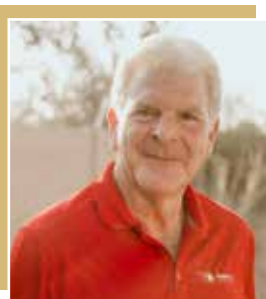


**Crystal Hight**

**Knight and Associates**

"The best and most beautiful things in the world cannot be seen or even touched- they must be felt with the heart."

- Helen Keller



**Ron Riley**

**HomeTeam Inspection Services**

"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

- Maya Angelo



**Ceejay Cesiel**

**Berkshire Hathaway HomeServices**

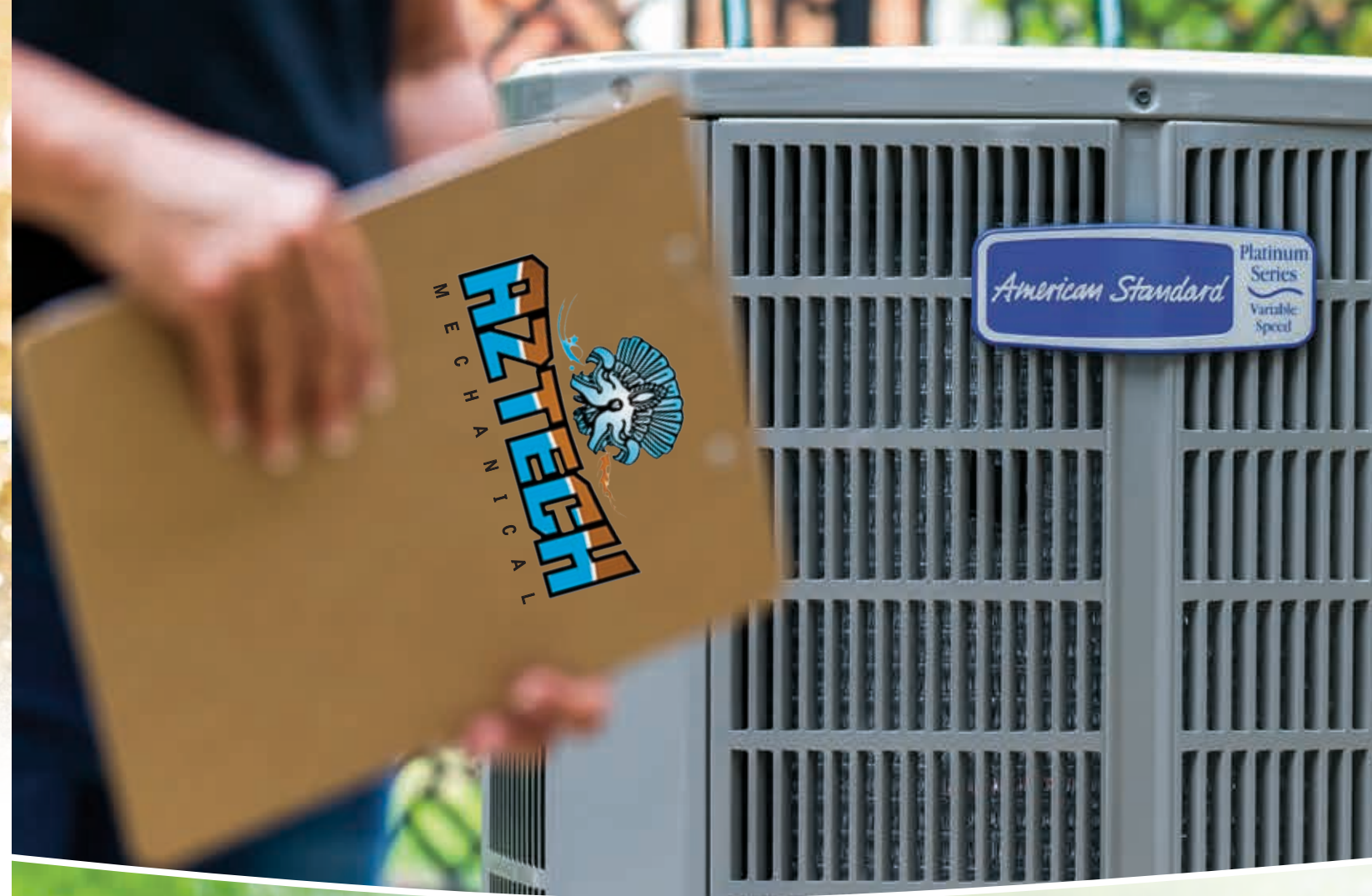
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"Whether you think you can or you think you can't, you're right."

- Henry Ford

Loving what you do is a wonderful thing, you get the added reward of feeling fulfilled and accomplished and satisfied.

Most people get into Real Estate because they think it's a walk in the park and they will just make a ton of money. It is so far from the truth. It takes a lot of time and dedication to make it to the top and if it isn't in your heart then you will more than likely fail at doing it. This quote comes into play every day, if you're not happy or enjoy anything that you do, then why do it? Everything I do comes from the heart and showing people how much I care and appreciate them is fulfilling for me.



## Happy Father's Day!

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Ron Riley and son Jeff Sagers of HomeTeam Inspection Service.  
Photo Credit: Devin Nicole Photography



Photo Credit: Devin Nicole Photography

# HomeTeam

## INSPECTION SERVICE

**EVERY PATH IN LIFE COMES WITH THE EXPECTED AND UNEXPECTED. THE KEY TO MOVING AHEAD IS HANDLING THE JOURNEY WITH A BALANCED APPROACH, KNOWLEDGE, AND EXPERIENCE.**

That's the spirit at work when you partner with HomeTeam Inspection Service.

Ron Riley is the owner and president of the company. He takes his role in the process very seriously.

"We're there to perform a vital service. In the process, we are a piece of a much larger puzzle. The buyer's

agent is responsible for everything from A to Z. Our job is an important one ... to uncover the things in a home that a buyer is buying, and to tell them the things that might be wrong with it. We have to be thorough, concise, and precise in the way we present those findings," Ron explains.

### KEY QUALITIES

As Ron points out, a good home inspector takes the time to be thorough and balanced in the inspection and in communicating with a buyer.

"We peel the layers of the onion for them, and yet we don't overemphasize a small issue to scare a buyer, or

de-emphasize a large issue so the buyer doesn't understand that's something that needs to be addressed right away. We let them know the things that are wrong with the house and yet understand the issues and the path forward as opposed to just scaring the heck out of them and having them be afraid of purchasing a home that is inconsequential and something they have built up because they didn't understand."

### ONGOING BONDS

That approach goes beyond the day of the inspection, too.

"During the inspection, we take the time during the inspection and we

## SUPPORTING THE PATH FORWARD

let each buyer know that if they have any questions or if they see anything in the report they don't understand, we want them to pick up the phone and call us," Ron points out. "My job doesn't end when I deliver the report. My job is to provide them with the information they need to help them make an informed decision."

### EXPERIENCE AT WORK

Before entering the home inspection business, Ron developed a wealth of valuable experience during his 35 years in corporate America. There, he served as a Regional Sales Manager for an automotive parts manufacturer and oversaw a team of 18 salespeople.

As he says, "In 2016, after spending those years in that industry, I wanted

to do something that would keep me home. So I started this business."

### TEAM APPROACH

Those who work with HomeTeam Inspection Service benefit from the company's team approach.

"One thing that makes us different is we always bring more than one inspector to an inspection. We have two inspectors... my son and I," Ron says. "My son, Jeff Sagers, has 28 years of experience as a journeyman plumber. We each have our own responsibilities. He handles the parts of a home that touch the plumbing and internal systems of the home, while I do the exterior, roof, attic, and garage."

As Ron says, having a two-person team provides important benefits.

As he says, "Having two people pays big dividends on the homes that are 4,000 to 5,000 square feet. Because of the specialization that we have during the process, we're able to provide a higher quality inspection in a shorter period of time."

### SUPERIOR SERVICE

From the start, Ron has placed an extreme emphasis on providing superior service.

"When I got into home inspection, I had to figure out what was going to differentiate the experience with us from any other inspector. With my background in sales, I see sales as customer



service. Our emphasis is on that. We're there to take care of the needs of the buyer's agent," Ron explains.

"With the way the market it now, we've seen inspection periods shortened from 10 days to 5 days. We do everything we can to accommodate the Buyers Agents and their timelines and meet their needs. Our job is to meet the needs of the client and provide a high-quality inspection and a high level of experience for their client."

**FAMILY FOUNDATIONS**

Away from work, Ron looks forward to time spent with his wife, Carol.

"I couldn't do this without her. She is a Vice President of a corporation. Without her support and diligence keeping us fed and on the road, we couldn't do what we do," Ron smiles. "We know it's important to be available so we work 363 days a year... all days except Thanksgiving and Christmas because we know that's the life for REALTORS®, as well."

Ron and Carol have four children — Jeff, who works with Ron in the business, along with a son in Vermont, a daughter in Michigan, and a son in Salt Lake City. They also cherish time with their 10 grandchildren.



The Riley family

Away from work, Ron has a passion for golf. He and Carol also enjoy exploring local restaurants.

"We are foodies. During our 37 years of marriage, we've moved eight times. As part of that process, whenever we move, one of the things we enjoy is finding great local food that you can't find anywhere else.

Those who know Ron count on his willingness to go the extra mile and his honest, helpful nature.

"I know how stressful it is for clients and how much work REALTORS® go to set up just one showing. I keep that in mind. I'm not looking to gloss over things that are important, and, at the same time ... the last thing I want is for a client to walk away from a deal because of something they heard or misunderstood from my inspection," Ron says. "I know how hard it is and how much time, energy, and effort is involved. I want to do my part to keep that on track."

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ARE A PIECE OF A  
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IS RESPONSIBLE FOR  
EVERYTHING FROM A TO Z.

OUR JOB IS AN IMPORTANT  
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TO TELL THEM THE  
THINGS THAT MIGHT  
BE WRONG WITH IT.

**WE HAVE TO BE  
THOROUGH, CONCISE,  
AND PRECISE IN THE  
WAY WE PRESENT  
THOSE FINDINGS.**

”



Photo Credit: Devin Nicole Photography



# JERRY BEAVERS

By Dave Danielson

The steps we take today have a ripple effect that go out in all directions to impact those around us and our community.



Photo Credit Devin Nicole Photography

▶▶ featured agent

## THE REWARDS OF STRONG LIFELONG BONDS



Jerry Beavers is a prime example of that truth.

As a REALTOR® with Realty One Group, Jerry makes a positive impact on his clients and community — in turn, creating the rewards that come from building strong bonds through time.

“I am always here for my clients, seven days a week, even after the transaction has closed,” Jerry emphasizes. “My goal is to build a lifelong relationship with each and every client including the cross-sale agent.”

### FROM WASHINGTON TO ARIZONA

Jerry grew up and graduated from high school in Everett, Washington. There he earned his Associate of Arts Degree at Edmonds Community College. In time, he became a firefighter, working as a volunteer and as a resident firefighter in Washington.

“After my grandfather passed away, I decided to make the move to Arizona to live with my grandmother,” he says. “Not long after that, I purchased my first home which I still live in today.”

Jerry earned his real estate license in 2004. But he can trace the start of his career in the business back before that ... to the point when he purchased his first home.

“At that point, I knew immediately that real estate was the career for me. I was confident that I could help make the process for first-time home buyers one they would not forget,” he remembers. “I saw the opportunity to help make a difference in people’s lives which was exciting to me. I wanted to continue serving my community.”

### ELEVATING THE EXPERIENCE

The fulfillment that Jerry finds in his work comes from helping others elevate their experience.

“This can be one of the biggest purchases of a person’s life and can be



Photo Credit Devin Nicole Photography





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Nicole Photography

“  
FOR ME,  
IT’S KNOWING  
THAT I’VE  
HELPED SOMEONE  
ACCOMPLISH THEIR  
REAL ESTATE GOALS  
NO MATTER WHAT THE  
CIRCUMSTANCES ARE.  
”

overwhelming for some. I find it gratifying when I can help them to have a positive experience.”

Those who know and have a chance to work with Jerry appreciate the way he is reachable and responsive.

“I always try to answer my phone, day or night, seven days a week. If I am on another call, I call everyone back immediately. I always tell myself, if I don’t answer my phone, another REALTOR® will,” he says. “I go above and beyond for every client. I try to help them with all their needs that arise, whether it’s part of my job or not I always try to help in any way I can.”

#### GETTING TO KNOW HIS CLIENTS

Another area of focus for Jerry that he focuses on is having a healthy dialogue with his clients.

“I always want to better understand their goals and reasoning for buying or selling. We talk through multiple scenarios to make sure what they are trying to accomplish makes sense,” Jerry says.

“I want to make sure my clients know all of their options so they can make the best decision for themselves. Sometimes in this business, the sale isn’t always in the best interest of the client once you know their circumstances.”

#### SIGNS OF SUCCESS

The results of Jerry’s dedication have truly been rewarding all the way around. In fact, in 2022, he recorded 55 transactions, representing over \$23.4 million in sales volume. Since 2018, Jerry has continued to be a top producer at his office and ranks in the top 1% of all Arizona REALTORS®.

Beyond all of the numbers and accolades, though, lies a true sense of purpose that defines success for Jerry.

“For me, it’s knowing that I’ve helped someone accomplish their real estate goals no matter what the circumstances are,” he points out. “I pride myself on helping anyone that needs help, whether it’s a first-time home buyer, someone buying or selling a vacant lot, the seasoned investor or the multi-million dollar client. I love helping to make people’s dreams come true!”

As he reflects on his career, Jerry still remembers the

“  
I WANT TO BE KNOWN FOR MAKING A DIFFERENCE IN  
PEOPLE’S LIVES AND REMEMBERED FOR MY HONESTY,  
INTEGRITY, WORK ETHIC, AND KINDNESS TO ALL.  
”





advice that a mentor of his gave him that has stuck with him to this day.

“That advice was always treat people the way you want to be treated,” he says. “That has really stuck with me through the years. My goal is to always make sure my clients know that getting their transaction closed is my top priority.”

Today, Jerry considers his greatest professional achievement to be the growth of his business.

As he says, “I’ve cultivated my relationships for the past 20 years in this field and my business is mostly referral based, which is rare, and I believe this is because of my focus on always doing the right thing and going above and beyond to ensure a smooth transaction.”

**FAMILY FOUNDATION**

Family is at the heart of life for Jerry.

“In 2014, my wife underwent open-heart surgery to repair her mitral valve, and even though the surgery was a success, Teashya coded two days later and went into cardiac arrest. The medical staff at Scottsdale Shea and the Mayo Hospital went to great lengths to save her life. After



spending two weeks in the ICU, Teashya was finally strong enough to come back home,” Jerry remembers.

“This was a turning point for our family and a big eye-opening experience. Today we look at life through a different lens and try to focus on the bigger picture. Life isn’t always about the hustle and bustle or what you have or don’t have. Life is precious and every day is a blessing so I try not to let the small things get to me (my wife is much better about this than I am).”

A couple of years ago, Jerry and Teashya, bought a vacation home in Prescott. In 2022, he joined the Prescott Association of REALTORS®.

“I am thankful for my supportive wife and grateful for the business relationships I’ve created over the years with Security Title, Dave Ramsey, and most of all my broker Kathy Laswick at Realty One Group. Without all these people I truly believe I would not be where I am today.”

In his free time, Jerry looks forward to time unwinding with his family and friends, as well as spending as much time as possible with his 1-year-old grandson. Other favorites include playing golf, watching the Suns play with his son, or enjoying a welcoming beach.

**LOOKING FORWARD**

As he looks to the future, Jerry hopes to one day purchase a home near the hospital where his wife received her care ... with the goal of turning it into a place where families can stay while their family members receive care.

“I want to be known for making a difference in people’s lives and remembered for my honesty, integrity, work ethic, and kindness to all,” Jerry says. “I see myself being a REALTOR® for many years to come. I have a passion for what I do, and I can’t imagine doing anything else. I look forward to helping people for as long as I can. Personally, now that we are close to being empty-nesters, I see my wife and I traveling more and enjoying our new grandbaby every chance we get.”

“  
I AM THANKFUL  
FOR MY SUPPORTIVE  
WIFE AND GRATEFUL  
FOR THE BUSINESS  
RELATIONSHIPS  
I’VE CREATED OVER  
THE YEARS.  
”



Photo Credit Devin Nicole Photography





» rising star  
By Brandon Jerrell

# Crystal HIGHT



*Honesty is the foundation of a person's trustworthiness, and trustworthiness is at the core of every great REALTOR®. Crystal Hight, this month's Rising Star, exudes these traits.*

"I have a servant's heart and find a lot of joy in helping people."

#### **Hard Working from the Start**

Crystal was born in Utah. Her parents separated when she was only two years old, and she and her mother moved to California to be with her mother's family. "I grew up in a small town in Lemoore, California, it was a farming town with lots of dairies and cotton fields."

Growing up with two older sisters and without her father around, she learned many skills from a young age. "If something broke, my mom taught me how to fix it and how to utilize my resources. I am extremely handy and if I don't know how to fix something, I more than likely can figure it out."

"Growing up, I didn't come from a family with money, but one thing we had was a lot of love and we knew how to give. My grandfather owned his own masonry company where we spent a lot of time at 'The Yard' growing up. My mom worked for my grandfather as a masonry and went to school for her general contractor's license. She taught me how to work hard and not to give up, that nothing comes easy but if you are dedicated and give it your all you will be successful."



## Honesty & Trust

In high school, when she was a junior, while her friends and peers were enjoying their summer, Crystal went to school to receive her CNA (certified nursing assistant) license. She worked in home health care for roughly two years before going to work at a nursing facility as a Supervisor and Med Tech.

"There I oversaw my employees, scheduling, and making sure all nurses were trained in every aspect of the job. Along with being ahead of the Medication department, ordering all medications for a 200-bed facility, I worked the as a supervisor/med tech providing care for the residents and making sure all medication was given according to doctor's orders. After the nursing facility, I work with special needs children and adults. I found a lot of joy in helping others."

#### **Changing Careers**

In her early 20s, she moved to a small town that did not have a nursing facility in the area.







She instead started at a property management company as the receptionist where she quickly climbed the ladder to the position of property manager. “I helped manage over 500 properties, with running applications, writing leases, collecting rent payments, walkthroughs, maintenance concerns, move-outs, and accounting.”

“After becoming a property manager, I then received my real estate license and managed over 100 properties on my own. From acquiring new properties from investors looking for a property for a good property manager that could do everything from start to finish,” she explains. “I also helped families that were moving out of state/town that turned their home into an investment property. During that time, I got into helping my clients purchase real estate. Whether it was an investor looking for a new investment opportunity with a high ROI or helping tenants purchase their home and start growing wealth through Real Estate. I found a lot of fulfillment in the property management world. I could still serve people but in just a different way.”

#### **Client First Planning**

“Property management was a lot of hours and with that came a lot of sacrifice but I was accustomed to hard work. I was able to turn a bad situation into something good by helping people get into a home that they might not have thought they could. Seeing the gratitude and the joy after finding a home that was once thought to be impossible to obtain is an incomparable emotional reward.”

Crystal puts more than her all into her work and her clients. She excels at marketing with a plethora of items such as professional photos, drone footage, and video. “I create luxury brochures for every home, regardless of the price point.”

“When it comes to open houses, this is where I shine. I love to connect with people and establish those relationships. During an open house, I have custom cookies made, I also have a scavenger hunt for the kids. This allows the parents to take a look around the house while I spend some time with the kids finding things on the scavenger list. If they find 5 things, (everyone can find five items), then they get to pick a treat/toy out of the treasure box.”

“I create open house bags. In there you will find important information about buying a home, some infographics with very informative papers like ‘10 Commandments of Buying a Home’, ‘Ways To Take Title’, and ‘Who Pays What’, along with a coloring page for the kids with a small pack of crayons, a measuring tape (because everyone always needs one of those to measure the areas but don’t always think to bring one), a bag of popcorn that has a tag on it reading ‘thanks for popping by’.”

Despite the extravagance of her open houses, those don’t compare to the thought and care that she puts into



her closing gifts. “I have banners that say ‘Welcome Home’ that I put up inside the home along with very massive and thought-out closing gifts depending on what the buyer needs and/or enjoys to do in their spare time. Some baskets include candles, kitchen stuff, towels, picture frames, some wine/alcohol, animal toys depending on the pet, cutting boards with the client’s last name, and the coordinates to their new home.”

It is clear why Crystal’s favorite quote is “Proper prior planning prevents poor performance.”

#### **Always Improving**

Recently, Crystal has been making an effort to put her family first which is difficult for a hard worker such as her. She has been married to her husband for the past 13 years. He was a marine serving three tours in Iraq and is now in law enforcement. They have two sons: Connor who is 12 and Liam who is 8. They are a very athletic family taking part in a variety of different sports.

Congratulations to Crystal Hight, this month’s Rising Star! Her care for her clients is hard to match let alone beat.

“There is a thin line between success and failure. Being a good person and always striving to be the best version of myself and creating a positive impact around the people in front of me. A client’s happiness is my ultimate goal. At the end of the day, if my clients are happy, then I have done my job.”

**Website:**  
[crystal.prosmartqueencreek.com](http://crystal.prosmartqueencreek.com)





# Create Your Own INVENTORY

## "The Gold is Where The Pain is"

By Wayne Salmans

Think of all the people you look up to. Now think about why you look up to them. I can guarantee it's not because they waited for greatness to drop in their lap. Take Lin Manuel Miranda for example, when he started out in theatre he wasn't getting cast, his talent wasn't being utilized. So he built the play that needed him. He created the space for himself to shine. How are you creating your own opportunity today; your own space to shine?

Here's how a few leaders in the Hero Nation Community are building their own stage and creating their own inventory.

### 1. Work Backwards

Find your own inventory by reverse-engineering the perfect house search. Start by using tax information to identify potential homes that would meet your client's needs. Now that we have a small working list, do a drive-by of the properties so you are well informed of all the benefits for your client and this home (i.e. the neighborhood) matches their needs. Now, get brave enough to knock on the door or call the homeowner and say, "Thank you for taking my call today. I have a potential buyer who loves this neighborhood, would you be interested in selling your home?"

### 2. Be a Financial Friend

Be the solution to your client by approaching them with a financial advisor mindset. Showing clients there is financial gain in listing their home now provides them a pathway to increased wealth. Empower them with the knowledge to turn their

listing into money and show them an ROI (return on investment) when they are poised to sell.

### 3. Forbearance doesn't mean Forever

Leverage yourself as the helpful person you are by finding people coming out of forbearance. Show them the win if they sell now and rebuild their finances. Find these potential clients by utilizing your favorite loan officer or obtain a list if it is available in your state.

### 4. Zillow is your Frienemy

Don't hate, appreciate that half the work is done for you already. Use Zillow (or other like websites) to find rental properties listed by the owner and make those calls! Informing them of the value of selling can gain you a listing or a potential listing down the line.

### 5. NEIGHBORHOOD STATS

Use the facts to your advantage. Pay attention to houses on the market that are in selling specific neighborhoods. When a property sells find out:

- How many offers did the house get?

- How much it sold for?
- Use this information while Door knocking to present potential buyers with future gains. If you are able to present a clear picture of the market and financial gain you are more likely to pique interest.

"If you're interested in selling, let me give you some information about the last property sold in this neighborhood. It sold for \_\_\_\_\_, in about (time frame)."

### 6. Be the Change You Wish to See in the Market

Change the narrative of negativity in real estate by being a social media HERO. Use your social media as a database and remind people what you do and how you do it. Gain clients by being your true, positive, and helpful self.

### 7. Specific Marketing

Use social media, digital billboards, or your favorite marketing tool to share specifics about properties

you're looking for or selling. Don't just say, "I have a buyer," say "I have a buyer looking for a three-bedroom and a backyard."

### 8. Start the Conversation

Don't take no for an answer. Help potential clients see the future by coaching them through future goals. Ask "If you were gonna move where would you go?"

It keeps the conversation open, less about sales, and more about the person. It tells the property owner you're here to be helpful.

### 9. Be the Solution

After someone has sold their house where do they go? Provide a list of places to live that you recommend for your client making their transition easier and less stressful.

Take this idea to the next level by building your own wealth and invest in rental property

apartments that you sublet to your clients.

### 10. Work Your Network

Building a large sphere is crucial to building your own brand. Build a group of trusted agents all working with off-market properties to build a bigger pool for you, your clients, and each other.

You've built the network, now use it!

Hero Nation Community Contributors: Bradley Allen, Kelly Kilmer, Anthony Mosley, Virginia Franzeze, and Jean Christenberry

Want momentum? Download the 30-Day Momentum Toolbox at <https://www.theheronation.com/30daymomentum> The tools you need to gain momentum.



**WAYNE SALMANS** is an author, speaker, and business coach. In the past decade, he has coached and trained over 6,000 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 fewer bruises. [www.TheHeroNation.com](http://www.TheHeroNation.com) Text 469-500-3642 to get a free discover coaching call.

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»» real story  
By Brandon Jerrell

# CEEJAY CESIEL

## AT THE END OF THE DAY

THE FIRST STEP TO SUCCESS IS TO FOCUS ON YOURSELF AND FIGURE OUT WHAT WORKS FOR YOU. THEN, WHEN YOU LOOK BACK AND ARE HAPPY AT THE END OF THE DAY BECAUSE YOU WORKED HARD AND PROVIDED VALUE, YOU KNOW THAT YOU ARE SUCCESSFUL.

Ceejay Cesiel with Berkshire Hathaway HomeServices Arizona Properties puts it simply: “If you do the right thing for people, you’ll be successful.”

### EARLY LIFE

Ceejay is from a suburb of Atlanta, Georgia. She attended Kennesaw State University. She lived in Dallas and Los Angeles for a year each before returning to Atlanta.

“My very first job was in sales and provided me the opportunity to meet a lot of people. Being able to travel all over the



world has opened my eyes to different cultures and diversity to have an open mind and heart to everyone I meet.”

She worked in the luxury jewelry industry as a regional sales executive which required her to make weekly

out-of-state trips. This lifestyle worked until she became pregnant with twins. “I continued working and traveling up to the time I had them. I decided that I wasn’t able to travel out of state weekly anymore and needed to shift focus to a new career.”



“

ALREADY BEING IN THE INDUSTRY OF LUXURY SALES, I KNEW I WANTED TO CONTINUE HELPING PEOPLE BUY AND SELL SOMETHING THAT BROUGHT THEM JOY. THE TRANSITION TO REAL ESTATE SEEMED NATURAL.

“Right after I had my twins, I left my traveling job without a backup plan. My husband was out of work at the time and we were figuring out what we were going to do, as well as raise two new babies. We didn’t have much and would have yard sales to make ends meet. I knew I never wanted to be in that position again and worked hard to get to where we are today.”

#### CLIENT FOCUSED ATTITUDE

“Already being in the industry of luxury sales, I knew I wanted to continue helping people buy and sell something that brought them joy. The transition to real estate seemed natural,” she shares. “Interestingly enough, I recently found a journal I had when I was a kid and I wrote in the journal that I wanted to be a real estate agent. I don’t remember writing that but I guess my younger self knew I would be doing this one day!”

Ceejay has three main focuses in the way she conducts her business. The first is what she calls “Selling with empathy.” This focuses on keeping the client’s interests in mind before your own. This is in response to how quickly business can turn transactional and can therefore lose sight of the true goal.



The second is collaborating with other agents.

“There is a lot of competition between agents and I feel it’s more important to collaborate and work together, while sharing ideas on how to best service our clients, is crucial,” she shares.

Third, she makes sure to handle all aspects of her business. “I don’t use different trades to delegate workload; i.e. social media, showing assistants...which maybe I should start! I can see the benefits of having help, but I’m still at a place that I want to make sure my clients know they can come directly to me.”

#### TRAVEL BUG

Ceejay and her husband have three children. This includes the twins who are now 12 and a younger child who is 9; they are all daughters. “We love traveling together! The girls have the travel bug too and make plans for travel spots with us. The twins asked to go to Hawaii for their last birthday and the youngest requested to go to New York City.”



“My dream was to go to Bora Bora and stay in the huts over the water. We got to do that in 2019 and it was everything I was hoping it would be!”

There is no doubt that Ceejay Cesiel has the key to her success all figured out.

“Buying or selling one of your greatest assets can be a stressful process. And knowing that I can spearhead any stresses for my clients so they can have a great experience is very fulfilling,” she says. “It’s always my goal to increase my business year over year and to help more people than I did the year before.”

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# RENTAL PROPERTY EVICTIONS

## What rules and laws control evictions for rental properties?

In Arizona, Commercial and Residential Landlords must follow the *Rules of Procedure for Eviction* Actions. Residential Landlords must also comply with the Arizona Residential Landlord Tenant Act A.R.S. §§ 33-1301 to 33-1381. Commercial property Landlords must comply with Landlord and Tenant laws A.R.S. §§ 33-301 to 33-381. In addition, in both commercial and residential contexts, the Landlord must also be guided by the terms of the written lease.

## Can I use self-help means and lock a tenant out of the property?

A Landlord of a commercial property, after complying with appropriate notices in the lease, has the right to use self-help means against a tenant in the event of a breach. This allows the Landlord of a commercial building to change the locks and lock a tenant out of the property.

A Landlord of residential property generally cannot enter the premises and lock out a residential tenant. The only way a residential Landlord can remove a tenant is to file an eviction lawsuit. One exception to reentering the premises is when a tenant abandons a property. But even when a tenant abandons, the Landlord must still provide proper notification to the tenant before retaking possession pursuant to A.R.S. § 33-1370.

## Do I need to send written notice before evicting a residential tenant?

Yes.

The first step in the eviction process is for a Landlord to send either a five or a ten day notice alerting the tenant of the breach and giving the tenant time to cure the default. The Landlord should refer to A.R.S. § 33-1368 to determine the right amount of time to give the tenant depending on the type of breach. The lease may require a longer notice so a Landlord should also review the lease before sending the notice as well.

If certain dangerous crimes are being committed on the rental property, the Landlord has the right, pursuant to A.R.S. § 33-1368(A)(2), to provide a tenant with written notice that he is immediately proceeding with an eviction lawsuit without giving the tenant any time to cure.

## What is the proper way to send the tenant the written notification of breach?

A Landlord should start by looking at what notification methods are required by the lease. If the lease is silent, the best method to send the initial default notice is hand-delivery. If that does not work, posting and/or mailing will suffice. The Landlord should try to have some evidence that he actually sent and possibly the tenant received the notice to avoid an argument by the tenant that he did not receive proper notice.

## What happens if the tenant cures?

The lease is reinstated if the tenant cures his/her breach. The landlord should be careful of taking partial rental payments as that can be viewed as a partial cure by the Court.

## What if the tenant does not cure?

If the tenant does not cure the default within the time specified in the notice, the Landlord may proceed with filing the eviction lawsuit.

## Where do I file the eviction lawsuit?

If less than \$10,000.00 in rent and damages are owed, the Landlord has the option of filing either in the Superior Court or Justice Court. There are advantages and disadvantages to both Courts so a case by case analysis needs to be done to determine the proper Court.

If more than \$10,000 is owed, the Landlord must file in Superior Court. If the eviction is post foreclosure, the case must also be filed in Superior Court.

However, if the Landlord owns his property through a corporation or LLC, the Landlord must have an attorney representing him in the Superior Court. In the Justice Court, provided certain statutory requirements are met, if the Landlord owns his property in a LLC or corporation, he may represent himself. However, we still recommend utilizing an attorney to navigate through the Courts.

## How do I start an eviction lawsuit?

An eviction lawsuit is commenced with filing a document called a Complaint detailing the reason for the eviction. Arizona has specific rules governing eviction Complaints. Those rules require the Landlord to insert certain minimum elements

within the Complaint (See Rule 5 of the Rules of Procedure for Eviction Actions for the 8 to 15 minimum requirements).

In addition, a Residential Eviction Information Sheet providing the tenant with notice of his rights is also required to be attached to the Complaint (See Appendix A to the Rules of Procedure for Eviction Actions).

The Landlord must also file a Summons with the Court with a space left open for the Court to insert a return hearing date. The Summons also has specific requirements and a Landlord should review Rule 5 of the Rules of Procedure for Eviction Actions).

If the Landlord fails to follow these minimum requirements and/or provide the tenant with the Residential Eviction Information Sheet, the Court will dismiss the case.

## What do I do after I file the Eviction Complaint?

After the Courts inserts the return hearing date on the Summons, the Landlord must serve the Complaint, the Residential Eviction Information Sheet, and the Summons upon the tenant. In the residential context, personal service can be made either by a process server or sheriff through personal delivery or the process server or sheriff may leave a copy of the Complaint, Residential Eviction Information Sheet and Summons on the tenant's door and mail a copy of the Summons and Complaint (this is commonly known as nail and mail). If the case is a post-foreclosure eviction, service must be accomplished in person.

## How soon is the initial return hearing?

By statute, the return hearing must be set within 3 to 6 days after the filing of the Complaint and Summons.

## What happens at the initial return hearing?

Most courts set telephonic or web based video return hearings. The tenant has the right to appear and defend and file an answer at the return hearing. Generally, in eviction actions, counterclaims are not permitted.

If the tenant does not appear and defend, the Judge will enter a default Judgment against the tenant for



► legal corner

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



unpaid rent, damages and will order the tenant to vacate five days from the Judgment.

If the tenant appears at the return hearing, the judges have great discretion to inquire with the tenant on the veracity of the tenant's defenses. If the Court determines that the tenant's defenses lack merit, the Court will enter a judgment against the tenant just like if the tenant had not appeared.

The Landlord should bring two different versions of a form of Judgment with him to the return hearing for the Judge to sign (One stating that the tenant appeared and one stating that the tenant did not appear).

If the Court determines that the tenant's defenses have merit, the Court will then set a trial. Typically, the trial occurs either the day of the return hearing or within 3 days of the return hearing in Justice Court or five days in Superior Court if one of the parties asks for a continuance or if the Court's calendar is too full to schedule the trial that day.

#### Is disclosure and discovery required if a trial is set?

Upon request, limited disclosures are required pursuant to Rule 10 of the Rules of Procedure for Eviction Actions.

Upon a showing of good cause, the Court may allow limited discovery including depositions, request for production and inspection, and subpoenas.

#### Does the tenant have a right to jury trial?

Possibly. A party who wants a jury trial must ask for it at or before the initial return hearing or the party loses that right. But, even if requested, the Judge has a great deal of discretion to determine if a jury trial is even necessary.

#### What happens after the Court enters a Judgment?

After a judgment is entered, the tenant has 5 days to vacate. If the tenant does not voluntarily vacate after the Judgment voluntarily, then the Landlord may have the Court issue a Writ of Restitution issued which allows the sheriff or constable to forcibly remove the tenant from the Landlord's property.

#### What if I don't know the full extent of the damages to the property at the time I file the eviction lawsuit?

A Landlord has the right to seek damages in the eviction lawsuit or may file a separate lawsuit for damages against the tenant at that time or a later time once the Landlord understands the full extent of the damages caused by the Tenant.

#### Do I have the right to recover my attorneys' fees?

The Landlord has the right to recover reasonable attorney's fees from the tenant. Typically, in Justice Court the Judges limit those fees to under \$1,000. In Superior Court, the Judges usually allow for a higher amount.

#### Does the tenant have appeal rights?

Yes. However, the tenant may have a hard time staying in the property during the appeal process. If a Justice Court case is appealed to the Superior Court, the tenant must pay a cost bond; pay rent during the appeal and post a superseadeas bond to stop the enforcement of the monetary portion of the judgment. If a Superior Court case is appealed to the Court of Appeals, the Superior Court (the very court that ruled against the tenant) has the discretion to determine whether to stay the execution of the judgment during the appeal. Similar bond requirements must also be satisfied by the tenant in a Superior Court appeal.

Should you have any additional questions or are ready to hire an attorney to handle your eviction matter, please contact attorney John L. Lohr, Jr. [jll@hgplaw.com](mailto:jll@hgplaw.com) or 480-991-9077.

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THE ARIZONA  
SUMMER IS UPON US,  
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▶▶ tenacious reviews By Kimberly "Tenacious T" Tocco

**If there is one thing we Arizonans know, it's that if you are not in the pool, you are doing something indoors during our fiery summers. Yet after the movies, malls, and museums, where is there to go that will have something for everyone and only play on our nostalgic senses? How about the Valleys #1 antiques and merchant square!**

With over 250 merchant vendors under a 58,000 square foot AIR-CONDITIONED marketplace, the Merchant Square in Chandler is a plethora of goods both old, new, and unique. Owner Mike Moore purchased the building in August 2001 with some partners who had intended to lease the building to an indoor skate park. But, after the events of Sept. 11, as the economy plunged into recession from fear and uncertainty, Mike found himself with a hefty mortgage and no tenant to occupy the building.

With some creativity, foresight, and a little paint, Mike introduced 58,000 square feet of antiques and vintage items from two hundred-plus merchants. He's now celebrating 22 years in the business!

This building was completely unexpected, having visited these types of places throughout my years of writing and reviewing. To put it mildly, this place really sets the bar in fashionable, clean, and quality service and management. There is a cafe, market, bakery, and deli attached with the most devious brisket sandwich I have had in quite some time. The main warehouse has row after row of truly unique booths with vintage pieces I would date back 100 years. Most of the merchant prices are shockingly

low, especially for the costume jewelry, 1950s dishes, final records, and paintings I viewed.

Each booth and section is organized, clean, everything has prices and the secretion is delightful. Disney, old books, religious pieces, old and new furnishings, I could literally spend an entire day just going through each aisle and reminiscing.

Many times we forget the most fun we can have is shared memories with our children and friends and that is carried through stories. This Market connects all generations with its vast selection of things that would normally remain forgotten if we don't come across them and stir one's memory. As I walked down and meandered my way through I could help but hear the voice of my grandmother or grandfather as I spotted an item I would have seen in their home. Some of the vinyl records and Disney toys sparked a joy inside that I would have loved to share with my own children. It became so clear to me what a beautiful experience this would be for the entire family to come visit during our summer months and truly have it be a tradition that would carry forward. In these hard times, vacations may not be attainable this season but places and experiences like this truly do take you to another World and time.

fantastic vintage looks with actual concert Ts, modified jeans, and awesome boots and accessories. Again, fully organized, priced and exceptionally clean I felt as if I was in a high-end boutique.

I wound back towards the front of the Marketplace I decided to visit the Smokehouse where I ordered a gluten free pastrami sandwich and pick out two old fashion sarsaparilla sodas and a blue cream soda out of the over 50 selections to take home to the kids. The smoked meat was some of the best I have ever had and the BBQ sauce was sweet yet a bit of spice. The desserts were also very tempting with the cookies the size of a small bowling ball and other treats that had my mouth watering along with espresso and lattes. I had seen a great many things I plan on telling my kids about and also purchase...but that will be on that summer day when they look at me and say, "Hey mom, we are bored, what is there to do." .....and I will look at them and say, "Well boys, let's get in the car and take a short drive, I have a place and it is filled with treasures!"

Another fantastic surprise was the Garment District! My OH my! Not only a consignment shop but designers who have created these

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## What is the Best Neighborhood/ Suburb of the East Valley?

### Why should buyers consider moving there?



**Marge Peck**

*ProSmart Realty*

I have lived in Chandler, Mesa, and now Gilbert. I have been in my Gilbert home since 2004. The past 5 years, I have completely remodeled and updated my home. The location is 2 miles from the 202 and 5 miles from the 60. All shopping is very close. I love my huge cul de sac lot! The neighborhood is Rancho Corona. I love Gilbert and all it has to offer for all ages.



**Brittany Meyer**

*DPR Realty*

Power Ranch, South Gilbert. Family focused, several parks, walking/bike paths, 2 elementary schools within the neighborhood, 2 lakes for fishing and fun, 2 clubhouses rentable to residents, 2 swimming pools (one of which has a “tot pool” for tiny kiddos), it’s an awesome neighborhood for all ages!



**Celeste LaRocque-Wolfe**

*Realty ONE Group*

I live in a tree-lined gated community called Countryside Estates in south Chandler. We have larger than normal lots and only mainly one stories (there are two 2 story homes) plus some basements, all cul-de-sacs and each cul-de-sac in the middle has a circle with grass and a tree. It is quiet and still has a bit of a country feel because we are surrounded by county island.



**Michelle Mazzola**

*Berkshire Hathaway HomeServices Arizona Properties*

AGRITOPIA in Gilbert Hands down!!! From the Midwest feel, to the tree-lined streets, the incredible neighbors and sense of community, the most amazing Christmas displays, and monthly events that would knock your socks off! It truly is “The Best Hood”. We also are walkable now to The EpiCenter featuring Under Tow, Belly, Matt’s Big Breakfast, Urbana, The Fit Collective, Beer Barn, Barre 3, Bunky Boutique, Gadzooks, Peixoto Coffee, Source, Spinatos Pizzeria, Vintage Home, Wylie Hair Salon, and Air Guitar. Not to mention the originals Joe’s Farm Grill, The Coffee Shop, Garage East, 12 West, Fire and Brimstone, and Cream of the Crop. We also have a working organic farm in the middle of the community along with gardening plots for lease to grow your own produce. By the end of year, we will have the wonderful Buck & Rider restaurant. The best all-around community to live, work, and play!!!



**Brent Heiden**

*Iannelli & Associates Real Estate*

Seville in South Gilbert. We love the friendly people and the feel of a small town. One the most sought-after neighborhoods in Gilbert with homes for every



**Mondai Adair**

*Keller Williams East Valley*

The best newer community to check out is Barney Farms, a Fulton Homes new build community in Queen Creek, AZ. Barney Farms is a master-planned community like none other. Upon completion, there will be 1700 homes and amenities and activities for every interest. With 114 acres of open space, a massive lakeside park, a neighborhood trail system, several sport courts and playgrounds, a clubhouse worthy of the grandest of celebrations, an aquatic center with multiple pools, and a 22-acre deep-water lake through the center of the community, Barney Farms is becoming the crown jewel of Queen Creek. Barney Farms is also managed by CCMC, the best active lifestyle community management company in AZ. CCMC manages several other active master-planned communities including Power Ranch, Ironwood Crossing, The Bridges, Morrison Ranch, Fulton Ranch and many others.

Another plus is that Queen Creek has had a yearly population growth of 6%, 10x the national average and an annual job growth of 3.3%, which is 7x faster than the national average. With newer housing, amenities, schools, services, entertainment, and retail options, Queen Creek has become a highly desirable place to call home. Barney Farms will be the community to check out!



**Chris Tiller**

*Russ Lyon Sotheby's International Realty*

I think the best neighborhood in the valley is Agritopia in Gilbert. This community has its own unique feel and was built to model the town of the original landowner from the Midwest. Front stoops, tree-lined streets, and basements give you an outside Arizona feel but are in the center of it all. Connected to one of the best dog parks in the state, a community garden, and an active HOA with a



**Sara Weller**

*Berkshire Hathaway HomeServices Arizona Properties*

Speaking to families relocating from out of state - Seville Golf and Country Club is truly a unique community, offering opportunities for adults and kids to connect and get plugged in right away! Even if not members at the club - there are always events happening throughout the community!



**Jerry Beavers**

*Realty One Group*

I love East Mesa, especially Las Sendas. Las Sendas offers stunning mountain and sunset views. You will fall in love with all of the activities including two swimming pools, pickle ball and tennis courts, workout facility, miles and miles of trails for hiking and mountain biking, and more.



**Debbie Sapp**

*Berkshire Hathaway HomeServices Arizona Properties*

Wow ~ what a tough question! I would have to go with Seville Golf and Country Club neighborhood though, mainly because of the fabulous memories and adventures my family and I have created over the years while living here.

I was a single mom when I first moved to Seville. The clubhouse wasn’t even built yet. Driving into the main entrance, I loved the orange orchards, sprawling walking trails, and mountain views. A few years later, my husband and I decided to get married overlooking the 18th hole. Majestic views and sunsets are the norm.

The best of friendships have been created at Riggs Elementary events, Casteel High School sports, and local charity events. The community comes together to support several local families and children over the years. I love how amazing and helpful everyone is with each other.

I call my neighbors “Sevillians” - It’s a Seville Thing!





# HELP SUPPORT

## Homeownership Month, Volunteer Days & Code of Ethics Day

It's hard to fathom that we are midway through 2023. Summertime is upon us, bringing hotter temperatures, family vacations, and the opportunity to celebrate National Homeownership Month. National Homeownership Month began in June of 1995 as a strategy of President William Clinton's administration to increase homeownership across the nation. In 2002, President George W. Bush expanded the observance to the entire month of June. According to the National Association of REALTORS® website, NAR is sharing how REALTORS® help the millions of Americans who aspire to join the nation's 83 million property owners. National Homeownership Month gives our industry a chance to shine a light on why homeownership matters. It's the cornerstone of the American Dream. It is why REALTORS® such as yourself work tirelessly for your clients so they can own a home and build a solid foundation for their family's future.

In addition to supporting Homeownership Month, June allows REALTORS® to get involved in REALTOR® Volunteer Days. You can join NAR in a national week of REALTOR® volunteering from June 3-11. Choose a good cause where you, your association, brokerage, or organization can make a real difference. Then, plan a volunteer activity, and rally your members, agents, and colleagues to participate and serve as shining examples in your community. For more information on how to get involved, visit [https://www.nar.realtor/realtors-are-good-neighbors/2023-realtor-volunteer-days?cid=ban\\_RGN0440](https://www.nar.realtor/realtors-are-good-neighbors/2023-realtor-volunteer-days?cid=ban_RGN0440).

Lastly, mark your calendars for Code of Ethics Day on Thursday, June 29. World-renowned speaker, coach, and entertainer Leigh Brown will discuss the Code of Ethics - LIVE via Zoom. This class will help you identify to clients you're working for and help you realize your duties extend beyond the client to all other parties involved in the transaction.



► weserv monthly update

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

# curbio

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
1	Jacqueline Shaffer	OfferPad Brokerage, LLC	\$64,416,062	137.5
2	Richard Harless	AZ Flat Fee	\$24,599,879	54
3	Erin Ethridge	eXp Realty	\$24,527,324	47
4	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	\$20,434,455	45
5	Darwin Wall	Realty ONE Group	\$20,024,778	42
6	Lacey & Drew Lehman	Realty ONE Group	\$19,066,269	34
7	Tyler Blair	My Home Group Real Estate	\$15,993,034	33.5
8	Shannon Gillette	Real Broker AZ, LLC	\$15,974,390	30
9	Karl Tunberg	Hague Partners	\$15,556,300	32
10	Russell Mills	Close Pros	\$14,554,175	18
11	Garrett Lyon	eXp Realty	\$13,894,640	28.5
12	Charlotte Young	eXp Realty	\$13,767,542	25.5
13	Brandon Howe	Howe Realty	\$13,044,750	9.5
14	Bill Bulaga	Russ Lyon Sotheby's International Realty	\$13,013,500	3.5
15	Rebekah Liperote	Redfin Corporation	\$12,843,000	19
16	Benjamin Arredondo	My Home Group Real Estate	\$12,776,500	14.5
17	Randy Courtney	Weichert, Realtors - Courtney Valleywide	\$12,297,670	19.5
18	Jody Saylor	Just Selling AZ	\$12,123,482	23
19	Thomas Popa	Thomas Popa & Associates LLC	\$11,786,525	9
20	Carol A. Royse	Your Home Sold Guaranteed Realty	\$11,731,369	22
21	Kenny Klaus	Keller Williams Integrity First	\$11,139,526	24
22	Rick Metcalfe	Canam Realty Group	\$11,139,400	30
23	Michelle Rae Colbert	Keller Williams Integrity First	\$11,045,550	18
24	Ben Leeson & T.J. Kelley	Keller Williams Integrity First	\$10,950,493	22
25	Nathan D Knight	ProSmart Realty	\$10,806,000	18
26	Chris Anthony Castillo	CPA Advantage Realty, LLC	\$10,720,000	4
27	Rodney Wood	Keller Williams Integrity First	\$9,997,315	16.5
28	Heather M Mahmood-Corley	Redfin Corporation	\$9,886,500	15
29	Karen C. Jordan	Thomas Popa & Associates LLC	\$9,862,675	8
30	Bob & Sandy Thompson	West USA Realty	\$9,840,211	13.5
31	Kevin Albright	Delex Realty	\$9,739,241	6.5
32	Robin R. Rotella	Keller Williams Integrity First	\$9,728,750	19.5
33	Jody Poling	AZ Seville Realty, LLC	\$9,529,850	7.5
34	Susan Goodrich	Cachet Development, Inc	\$9,281,267	4

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
35	David C Zajdzinski	eXp Realty	\$9,225,828	17.5
36	Mary Newton	Keller Williams Integrity First	\$9,089,750	24.5
37	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	\$8,940,197	18
38	Leonard Behie	Realty Executives	\$8,820,500	6.5
39	Adam Prather	Russ Lyon Sotheby's International Realty	\$8,721,750	13.5
40	Jesse Wintersteen	ProSmart Realty	\$8,721,500	18
41	Hai Kim Bigelow	Redfin Corporation	\$8,596,000	13
42	Cristen Corupe	Keller Williams Realty Phoenix	\$8,580,000	6
43	Carey Kolb	Keller Williams Integrity First	\$8,482,225	16
44	Rachele M. Oram	HomeSmart Lifestyles	\$8,320,929	11.5
45	Elizabeth A Stern	Farnsworth Realty & Management	\$8,277,000	17
46	Jill Vicchy Heimpel	RE/MAX Classic	\$8,099,425	20.5
47	Jerry Thomas Beavers	Realty ONE Group	\$8,053,800	9.5
48	Lisa Hordichuk	RE/MAX Fine Properties	\$8,000,000	2
49	Jason Crittenden	Realty ONE Group	\$7,715,465	15
50	Michaelann Haffner	Michaelann Homes	\$7,675,900	14

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



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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
51	Heather Openshaw	Keller Williams Integrity First	\$7,613,750	14.5
52	Eve Bragg	Opendoor Brokerage, LLC	\$7,567,375	17.5
53	Scott R Dempsey	Redfin Corporation	\$7,382,400	12
54	Kelly Khalil	Redfin Corporation	\$7,323,500	12
55	Mary Almaguer	Apache Gold Realty, LLC	\$7,312,000	15.5
56	Cassandra J Mueller	eXp Realty	\$7,245,990	11.5
57	W. Russell Shaw	Realty ONE Group	\$7,199,800	16
58	Daniel A Baker	Russ Lyon Sotheby's International Realty	\$7,193,970	11
59	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	\$7,188,638	13
60	Ryan D Bawek	eXp Realty	\$7,112,500	4.5
61	Lori Blank	Lori Blank & Associates, LLC	\$7,078,900	9
62	Brent Heiden	Iannelli and Associates	\$7,055,499	17
63	Amanda Pinkerton	Realty ONE Group	\$7,034,000	9
64	Laura Michaud	Orchard Brokerage	\$7,029,650	13
65	Richard Johnson	Coldwell Banker Realty	\$7,005,000	12
66	Charlotte M Allred	Gehan Homes	\$6,905,679	12
67	Clayton Denk	David Weekley Homes	\$6,901,211	8
68	Kristy & Nick DeWitz	72Sold	\$6,886,400	11
69	Carla Holzer	Realty ONE Group	\$6,740,000	2
70	Daniel Brown	My Home Group Real Estate	\$6,732,290	11
71	Brian Christopher C McKernan	ProSmart Realty	\$6,725,500	18
72	Tara Hayden	Redfin Corporation	\$6,705,800	13
73	Elizabeth Rolfe	HomeSmart	\$6,654,093	8.5
74	Yalin Chen-Dorman	Realty ONE Group	\$6,623,379	12
75	Jaime L Blikre	My Home Group Real Estate	\$6,604,825	11.5
76	Lindsay Mazzola	eXp Realty	\$6,600,000	3
77	Nicholas L. Carlson	Launch Powered By Compass	\$6,568,000	1.5
78	Brock O'Neal	West USA Realty	\$6,538,400	7
79	Suzanne M Daniels	Opendoor Brokerage, LLC	\$6,508,250	15.5
80	Carin S Nguyen	Real Broker AZ, LLC	\$6,447,785	13
81	John Biddle	Redfin Corporation	\$6,359,400	11
82	Lisa Fonseca	Lori Blank & Associates, LLC	\$6,352,500	12
83	Justyna Korczynski	The New Home Company	\$6,335,753	13.5
84	Kelly Saggione	eXp Realty	\$6,334,965	9

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
85	Angela Tauscher	Rover Realty	\$6,254,917	11
86	Casey J. Jann	My Home Group Real Estate	\$6,251,466	5.5
87	Kathy Camamo	Amazing AZ Homes	\$6,219,386	19
88	Brandon Gavins	Hague Partners	\$6,207,850	11.5
89	Kelli Blagen	LYS Properties, LLC	\$6,200,000	4
90	Aimee N. Lunt	RE/MAX Solutions	\$6,187,859	9
91	Nicholas R Kibby	Keller Williams Realty Phoenix	\$6,184,050	11
92	Kirk Erickson	Schreiner Realty	\$6,173,000	12
93	Lauren Sato	West USA Realty	\$6,167,500	13
94	Eric Brossart	Keller Williams Realty Phoenix	\$6,154,000	8
95	Jeffrey T Traynor	Howe Realty	\$6,150,000	0.5
96	James Bill Watson	Keller Williams Realty Sonoran Living	\$6,148,202	7
97	Pamela Coffman	Opendoor Brokerage, LLC	\$6,144,659	14.5
98	Lori J Peterson	American Realty Brokers	\$6,133,000	15
99	Megan C Perry	Woodside Homes Sales AZ, LLC	\$6,102,312	9
100	Brian Kingdeski	Gentry Real Estate	\$6,088,775	10.5

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
101	Jacquelyn E Shoffner	eXp Realty	\$6,085,181	8.5
102	John Evenson	eXp Realty	\$6,067,100	15.5
103	Andrew McGuire	ProSmart Realty	\$6,053,000	9
104	Chris Allen	Hague Partners	\$6,049,900	8.5
105	Kristi Hinkle	OfferPad Brokerage, LLC	\$5,990,900	10
106	Heather Werner	Ravenswood Realty	\$5,985,485	9
107	Suzy Steinmann	Realty ONE Group	\$5,981,950	12
108	Cindy Flowers	Keller Williams Integrity First	\$5,981,550	12.5
109	Marci Burgoyne	Crown Key Real Estate	\$5,915,000	8
110	Allison T Johnson	Good Oak Real Estate	\$5,913,000	5
111	Curtis Johnson	eXp Realty	\$5,883,000	12
112	Lorri Blankenship	Carriage Manor Realty	\$5,873,700	34
113	Joshua Will Hogan	eXp Realty	\$5,853,464	8
114	Robert E Johnson	RJ4Homes LLC	\$5,800,000	1
115	Carissa Gardner-Bolton	Opendoor Brokerage, LLC	\$5,758,850	13.5
116	Becky Kolb	Keller Williams Integrity First	\$5,737,475	9
117	Blake Clark	Limitless Real Estate	\$5,650,000	5.5
118	Jennifer L Rutledge	Urban Luxe Real Estate	\$5,640,000	5
119	Angela Larson	Keller Williams Realty Phoenix	\$5,636,900	15
120	Peggie Jean Herron-Simmons	Realty Marketing Group	\$5,630,000	4
121	Sergio Santizo	Hague Partners	\$5,596,900	11
122	Scott Cook	RE/MAX Solutions	\$5,580,500	9
123	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	\$5,549,000	7
124	Janine M. Igliane	Keller Williams Realty East Valley	\$5,536,315	10
125	Jason Arnett	Arnett Properties	\$5,520,000	9
126	Dallin Simonton	Realty ONE Group	\$5,504,000	6.5
127	Kelly Robbins	Opendoor Brokerage, LLC	\$5,497,090	13
128	Jim Sobek	Weichert, Realtors-Home Pro Realty	\$5,482,250	11
129	Krzysztof Okolita	My Home Group Real Estate	\$5,470,999	11.5
130	Adam B Coe	Delex Realty	\$5,415,200	11
131	Brandi Samples	Long Realty Partners	\$5,387,495	11
132	Braden Johnson	Limitless Real Estate	\$5,369,480	9
133	Daniel Callahan	RE/MAX Classic	\$5,369,100	14

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
134	Shanna Day	Keller Williams Realty East Valley	\$5,357,500	6
135	Brian J Cunningham	eXp Realty	\$5,311,200	7
136	Jason LaFlesch	Results Realty	\$5,270,500	7.5
137	Jennifer Felker	Infinity & Associates Real Estate	\$5,264,950	5.5
138	Kimberly Lotz	Redfin Corporation	\$5,227,571	11
139	Heidi S Spielman	My Home Group Real Estate	\$5,226,600	23
140	Beth Rebenstorf	Realty ONE Group	\$5,172,313	8
141	Dawn Matesi	Locality Real Estate	\$5,166,000	9
142	Michael W Cunningham	West USA Realty	\$5,155,784	7
143	Tiffany Carlson-Richison	Realty ONE Group	\$5,142,899	7.5
144	Shawn Rogers	West USA Realty	\$5,093,650	10
145	Warren Petersen	Network Realty	\$5,089,856	3
146	Charles P. Turner	Keller Williams Integrity First	\$5,088,596	7
147	Kathleen Scott	Redfin Corporation	\$5,052,750	11.5
148	Wendy J Macica	Home Centric Real Estate, LLC	\$5,030,900	11
149	Krysten Giordano	ONE Group	\$5,018,350	10.5
150	Megan Elizabeth Blank	Libertas Real Estate	\$5,000,000	1
151	Shannon Nicole Duke	AZ Flat Fee	\$4,988,550	7.5
152	Lisa Wade	Realty ONE Group	\$4,987,300	41.5
153	Kurt C Kominski	Realty ONE Group	\$4,987,300	41.5
154	Michele Keith	HomeSmart	\$4,982,740	5
155	Jeffrey T Hubbell	Dana Hubbell Group	\$4,964,300	8
156	Lorraine Ryall	KOR Properties	\$4,939,000	7
157	Brian Rhode	Barrett Real Estate	\$4,930,000	6
158	Dianna Wood	Opendoor Brokerage, LLC	\$4,909,067	11.5
159	Brett Worsencroft	Keller Williams Integrity First	\$4,905,450	9.5

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
160	Keith Stevens	Realty ONE Group	\$4,883,000	4
161	Roger Lewis	Realty ONE Group	\$4,880,000	6
162	Lisa M Harris	Hague Partners	\$4,876,000	10
163	Delaney S Rotta	Launch Powered By Compass	\$4,875,000	2
164	Andrea Deely	Redfin Corporation	\$4,855,585	9
165	Anastasia Gervasi	HomeSmart	\$4,841,499	10
166	Jill Anne Hamilton	Infinity & Associates Real Estate	\$4,840,000	3.5
167	Jed A Gray	HomeSmart	\$4,827,300	3.5
168	Adriana L. Spragg	Rhouse Realty	\$4,801,550	9.5
169	Ben Swanson	Keller Williams Integrity First	\$4,791,500	10
170	Christina M Fox	Tierra Bella Realty	\$4,787,500	16
171	Heather Taylor	ProSmart Realty	\$4,767,999	6.5
172	Alisha B Anderson	West USA Realty	\$4,743,400	9
173	Denise Hanna	Gehan Homes	\$4,733,500	8
174	Susan Hallamore	HomeSmart	\$4,715,000	3
175	Tammie Fischer	Realty ONE Group	\$4,710,500	9
176	Michelle Turley-Crane	Thomas Popa & Associates LLC	\$4,686,250	3
177	Dawn M Forkenbrock	eXp Realty	\$4,679,557	9.5
178	Jenna L. Marsh	Realty Executives	\$4,674,090	6
179	Amy N Nelson	Keller Williams Realty East Valley	\$4,672,500	7.5
180	Ryan Rosscup	Realty ONE Group	\$4,650,000	9
181	Gilbert Moreno	HomeSmart	\$4,641,126	11.5
182	Eric Cluff	RE/MAX Alliance Group	\$4,641,000	9
183	Leslie K. Stark	Realty ONE Group	\$4,630,000	4
184	Erik Geisler	West USA Realty	\$4,610,000	5
185	Stacia Ehlen	RE/MAX Alliance Group	\$4,607,000	7
186	Radojka Lala Smith	eXp Realty	\$4,587,500	7.5
187	Steve Hueter	eXp Realty	\$4,580,825	10
188	David Courtright	Coldwell Banker Realty	\$4,566,560	11
189	Melissa Forsman	Realty ONE Group	\$4,561,500	5
190	Mary Lokka	Century 21 Arizona Foothills	\$4,558,900	8.5
191	Ryan Meeks	Keller Williams Integrity First	\$4,522,065	7

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
192	Kiara I Cadillo	Opendoor Brokerage, LLC	\$4,502,777	10.5
193	Luis Salmon	Keller Williams Integrity First	\$4,484,900	9
194	Richard Alan Ashby	Ashby Realty Group, LLC	\$4,477,390	7
195	Bart Haiduk	Haiduk Realty Experience	\$4,375,500	8
196	Kristie Falb	HomeSmart	\$4,366,842	27
197	Jason Hubbard	eXp Realty	\$4,358,500	9.5
198	Leila A. Woodard	My Home Group Real Estate	\$4,355,500	9
199	Jill McFadden	Delex Realty	\$4,353,900	8
200	Ronald Bussing	Realty ONE Group	\$4,348,399	8

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

56 • June 2023

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
251	Mark David Sloat	My Home Group Real Estate	\$3,794,900	4.5
252	Dawn Carroll	Lori Blank & Associates, LLC	\$3,790,000	5
253	Johannes Rath	Coldwell Banker Realty	\$3,788,386	5
254	Michelle Mazzola	Berkshire Hathaway HomeServices Arizona Properties	\$3,788,000	5
255	Marshall Hancock	Delex Realty	\$3,787,202	5
256	Stephanie Strobel	Hague Partners	\$3,773,500	9.5
257	Hope A. Salas	Keller Williams Integrity First	\$3,762,700	6
258	Michael Hargarten	Mitchell Real Estate	\$3,752,000	7
259	Michael McCabe	My Home Group Real Estate	\$3,745,200	7
260	Shannon Elizabeth DiBiasi	eXp Realty	\$3,742,900	7.5
261	Sharon Coffini	Keller Williams Realty Sonoran Living	\$3,734,000	4
262	Frank Vazquez	Venture REI, LLC	\$3,728,696	8.5
263	Aaron C. Hawkins	Keller Williams Realty Sonoran Living	\$3,712,000	6.5
264	Karen D McMeen	Keller Williams Integrity First	\$3,709,000	6.5
265	Benjamin Graham	Infinity & Associates Real Estate	\$3,701,000	7
266	Scott Heywood	HomeSmart	\$3,697,000	4
267	Sarinah G Brooks	Realty ONE Group	\$3,692,590	7
268	Brandon W. Volz, PLLC	A.Z. & Associates	\$3,675,000	2

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2023 - 04/30/2023	Total Unit Sales 01/01/2023 - 04/30/2023
269	Stacy Esman	Launch Powered By Compass	\$3,669,000	3
270	Sheila M Popeck	RE/MAX Classic	\$3,662,935	11
271	Diane Bearse	Realty Executives	\$3,652,914	5
272	Joanne Summa	Realty Executives	\$3,649,201	4
273	Tammy Medigovich	Bella Casa Realty, LLC	\$3,647,500	5
274	Daniel J. Porter	RE/MAX Solutions	\$3,629,860	5.5
275	Angel Ureta	NORTH&CO	\$3,625,000	1
276	Kari Salvato	Coldwell Banker Realty	\$3,625,000	5
277	Tia Moore	eXp Realty	\$3,617,400	3.5
278	Mike Schude	Keller Williams Integrity First	\$3,608,875	6.5
279	Kayli Morgan	Redfin Corporation	\$3,592,000	7.5
280	Allen R Willis	Ensign Properties Corp	\$3,586,000	8
281	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	\$3,569,000	5
282	Deena Fischer	DPR Realty LLC	\$3,553,500	3
283	Annette E. Holmes	Good Oak Real Estate	\$3,552,700	8
284	Doug Royse	Keller Williams Realty East Valley	\$3,552,500	3
285	Ryan D Royse	Keller Williams Realty East Valley	\$3,552,500	3
286	Imoni Morales	My Home Group Real Estate	\$3,547,500	3
287	Jennifer Mirigliani	eXp Realty	\$3,540,800	4
288	Lori A Cowin	Realty Executives	\$3,539,850	7
289	Kimberly Lynn Ortiz	Realty ONE Group	\$3,536,151	3
290	Trisha A. Carroll	Wedgewood Homes Realty	\$3,531,400	8
291	Mindy Jones Nevarez	eXp Realty	\$3,520,500	7.5
292	Dean John Lorti	RSP New Village Homes	\$3,518,329	6
293	Nicole L Williams	RE/MAX Alliance Group	\$3,516,100	15
294	Katie Lambert	eXp Realty	\$3,511,500	6.5
295	Rita L. Stevenson	The Hogan Group LLC	\$3,500,000	2
296	Lisa Buhr	HomeSmart Success	\$3,499,770	7
297	Brandon C Schneider	Realty ONE Group	\$3,498,000	3
298	Devyn B Rivera	My Home Group Real Estate	\$3,494,050	7
299	Barbara A Shadoan	RE/MAX Classic	\$3,489,800	10
300	Octavian Curpas	Delex Realty	\$3,475,000	1

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