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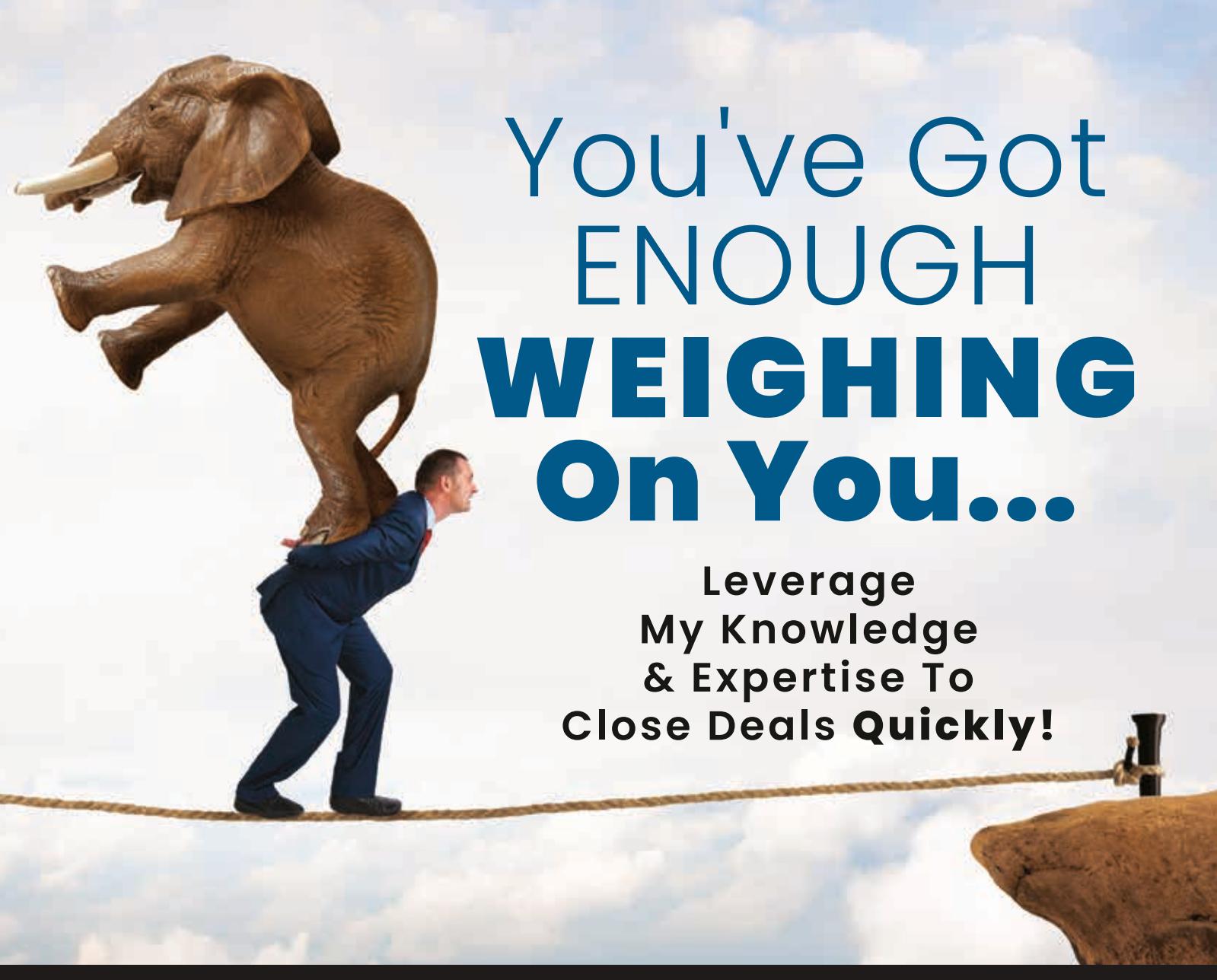
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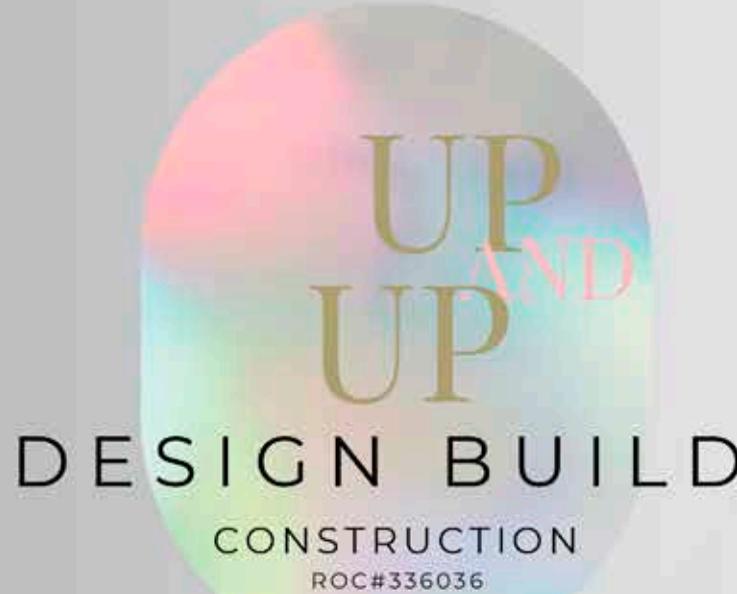
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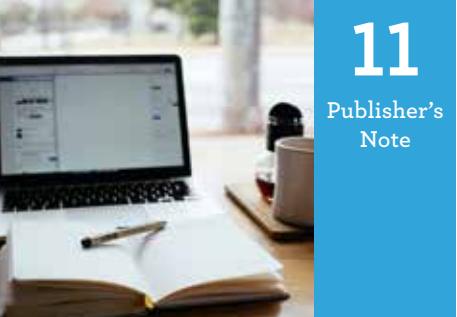


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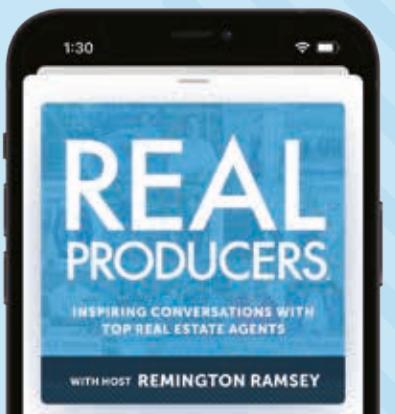
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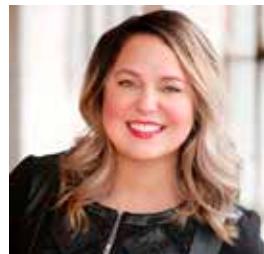
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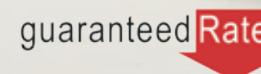
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► publisher's note

SCOTTSDALE REAL PRODUCERS -

First, let me start off by saying thank you to everyone who has had a chance to participate in our publication and events this year! It has truly had an impact on everyone involved.

The proximity to top performers creates motivation, market awareness, education, relationships, and business. With the market changes we have experienced this year, it has been the perfect antidote to anything that is down over last year. Many agents have told us that because they are more intentional with their time, they are more efficient and are actually up in sales over last year.

As we enter the final months of the year, please take a moment to reflect on 2023. What went well? What didn't go well at all? What do other top performers do? Sow the same seeds, reap the same rewards. Set your routines now and you will build tremendous momentum going in 2024.

Please be in the look out for invites to our next events. We have quite a bit in store for you so you can finish strong and set the tone for 2024. We are excited to see you all there!

With gratitude,

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JONATHAN MILLER

Written by
Elizabeth McCabe
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Realty Media



► featured realtor

A REALTOR® with a Heart for Community and Affordable Housing

“Contributing to the community is amazing,” says REALTOR® Jonathan Miller. Making a difference is what this real estate professional is all about. A seasoned residential real estate agent at Realty Executives, Jonathan is not your typical real estate professional.

With a wealth of experience in all aspects of residential real estate, ranging from high-end luxury properties to assisting first-time buyers, Jonathan has made a

name for himself not only in real estate, but also as a dedicated community advocate.

ARIZONA ROOTS

Born and raised in Scottsdale, Jonathan’s connection to the community runs deep. Interestingly, real estate was never on the radar for him.

“When I was in college, I considered a career in government,” says Jonathan. “I was trying to become a consular with the State

Department. I got through most of the process, but ultimately it didn’t work out. Instead, things worked out for the best.” His path in real estate awaited him, one that he happened to discover by chance.

ROAD TO REAL ESTATE

Jonathan’s path took him to Canada, where he lived for a few years, thanks to his dual citizenship. During his time there, he found himself settling his late grandfather’s estate, which

included real estate. It was his first experience in the real estate world, and it involved subdividing a lot and turning it into multiple properties, a move that proved more profitable than expected.

While in Canada, Jonathan had the opportunity to work with Joan Smith, a highly respected real estate agent known for her decades-long career in the field. She saw potential in Jonathan and encouraged him to pursue his real estate license. However, he was initially involved in another business related to home automation.

When Jonathan took a flight home from Canada to Arizona on May 25, 2006, that's when he

realized he preferred Scottsdale and changed the trajectory of his life. Fighting a blizzard on his way to the airport in Canada, he thought to himself, "I've had enough of this." After all, the day before was a beautiful spring day with green coming back to the trees. To be experiencing a blizzard 24 hours later was unexpected and unwelcome. Fortunately, Jonathan flew home to absolutely picture-perfect weather in Scottsdale. He knew where he was meant to be and returned to his Arizona roots. It was also where he found his footing in life.

Fueled by a desire for a change, he decided to explore a career

in real estate. In the summer of 2006, he enrolled in real estate school and obtained his license, marking the beginning of a career that would transform his life. "Getting my real estate license was the best decision I ever made," he smiles. It gave him purpose and passion for a career where he could truly make an impact for others.

Upon becoming a licensed real estate agent, Jonathan joined Realty Executives, a decision that he describes as the "best fit." He briefly explored owning his own brokerage, but found that he was more drawn to working directly with clients, which is what he does best.



“

Getting my real estate
license was the best
decision I ever made.

”



Jonathan with his family

LIVING WITH IMPACT

One of Jonathan's achievements in his real estate career was helping his best friend buy a home in 2007, who had worked for the City of Scottsdale Parks and Recreation Department. Researching down payment assistance programs helped Jonathan discover the Newtown Community Land Trust Program. Through a turn of events, he ended up becoming their REALTOR®.

Jonathan has a heart to serve, especially for helping people obtain affordable housing. In addition to working with Newtown, he has also helped municipalities and other housing non-profits, which provide down payment assistance to first-time homebuyers. His dedication extends to his role as board member with the Arizona Association of Realtors Housing Foundation Board.

Making a difference for others is what he's all about. His advocacy for affordable housing has even aligned with government initiatives, such as the American Rescue Plan, which allocated funds for down payment assistance.

As he continues to build the community land trust in real estate, Jonathan remains passionate

about creating affordable housing opportunities and making a positive impact in his community. With a supportive team by his side and a commitment to problem-solving, he tackles housing challenges head-on, recently working to develop the Tempe micro estates.

“It's a cool project,” he says. Initially, it was an idea that came from the School of Sustainability at Arizona State University, and presented to the City of Tempe.

When Newtown responded to the request for proposal from the city, they were awarded with the project and were provided with a parcel of land in Tempe. “We built micro homes and worked with an amazing builder and architect,” explains Jonathan. Houses are considered single family detached homes, and truly make a difference to those who need them.

Another project that they are working on is in Gila Bend, which suffered a 1000-year flood several years ago, contributing to a housing shortage. “We are doing our part to help solve some of their housing problems,” says Jonathan. Currently, he is looking for new parcels of land for development to build homes for needy families.

FAMILY FIRST

When he isn't working, Jonathan savors time with his family. He

and his wife are blessed with a 4-year-old daughter. They cherish quality time alone together as well as a family unit, whether teaching their daughter how to skateboard (which Jonathan loves to do!) or hanging out with his parents or sister (who is a vascular surgeon in Redondo Beach).

A FORCE FOR POSITIVE CHANGE

Jonathan's involvement in Social Venture Partners and nonprofit work underscores his belief in giving back and using his skills to benefit others. A successful real estate agent can be more than just a transaction facilitator; he or she can be a force for positive change in their community. Jonathan does that each and every day.

Jonathan stands out for his heart for the community and his unwavering dedication to affordable housing. He is a man of compassion and committed to making a difference—one home at a time.

As a REALTOR®, do you rank in the top 500? Have you been successfully working in the real estate industry for many years and would like to share your story? Email us at scottsdale@realproducersmag.com or reach out via social media to learn how.

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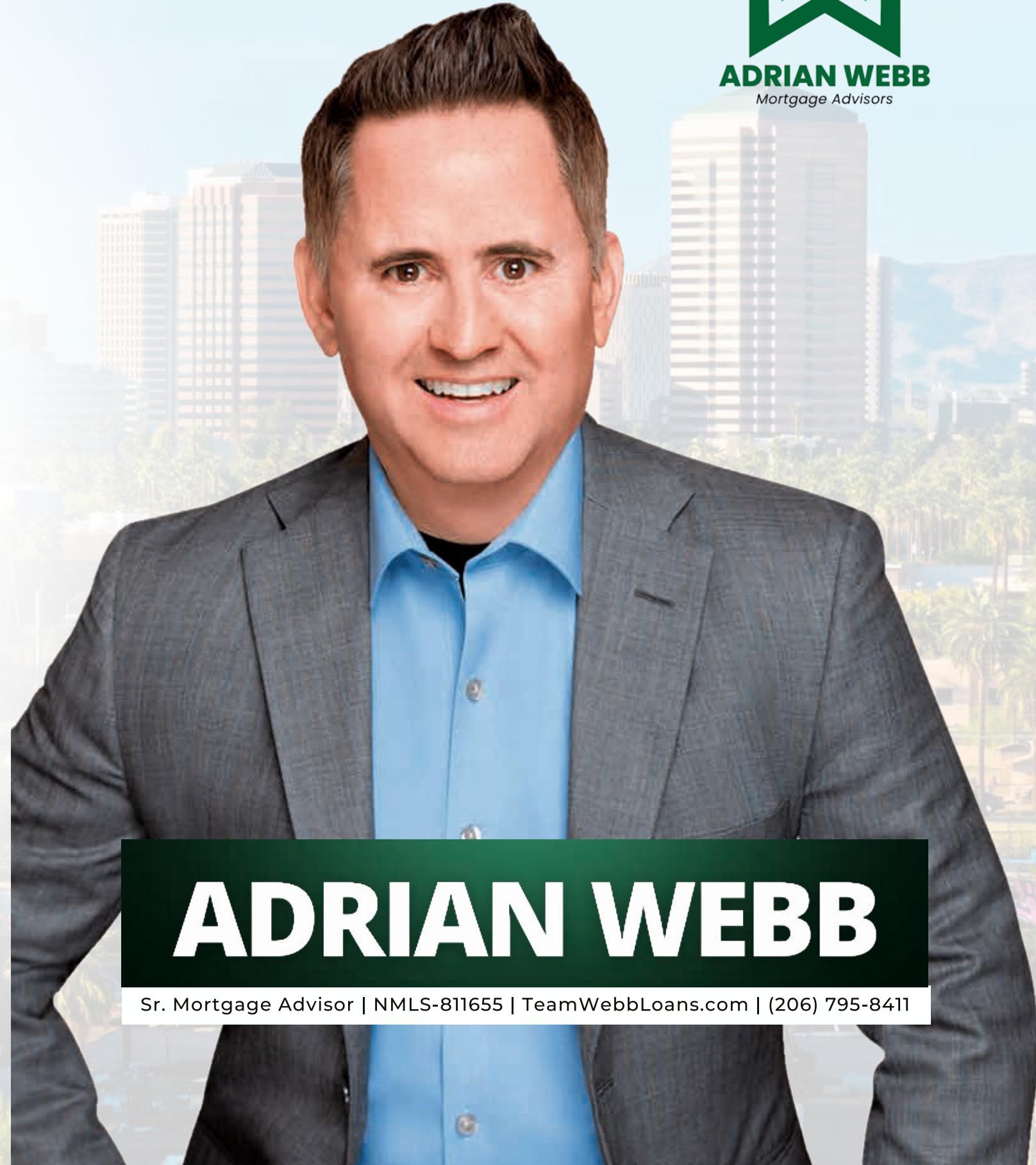


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Claire Ackerman

PASSION. PURPOSE. PERSEVERANCE.



► agent spotlight

Written by Elizabeth McCabe
Professional photos by Talisa Ordaz of Muse Haus Creative

Never underestimate the steps in life to prepare you for the future. Claire Ackerman found herself in the title and escrow industry in her home state in Maryland prior to becoming a REALTOR®. Little did she know that this experience would be fundamental for her foundation in real estate.

“It has built my character and problem solving,” she comments of working in title and escrow. It wasn’t until the end of 2005 that she got her license, led to real estate by a mentor. When her mentor needed help, Claire answered the call to serve. She has a heart to help others. “My ‘why’ is helping & educating people,” she explains. She moved to Arizona permanently in 2005 before going full-time in real estate in 2006. Initially, she worked for a small title company before finding her niche as a REALTOR®.

DEFYING THE ODDS

Early on in Claire’s real estate career, she was faced with a life-changing tragedy. In a “sheer and utter accident,” a dog bit her face, which required four reconstructive surgeries from September 2007 to August of 2010. “I had no health insurance at the time & the market was on the verge of crashing,” she recalls.

Did that break Claire? Absolutely not. She was unfazed in her new career choice, set on overcoming adversity, and eager to defy the odds. "I had a drive and determination and stuck with it," she says. Just as she was able to put this adversity behind her, she was able to put market uncertainty behind her. With tenacity and perseverance in her DNA, she rode the waves of real estate. Claire even has the word "Persevere" tattooed on her wrist, a constant reminder of this character quality.

When the Great Recession hit, Claire listed REOs, which then turned into listing short sales. It was the secret to staying afloat in a time of market volatility. Short sales, in particular, could take up to a year to complete, but it paid off.

THE POWER OF NETWORKING AND SMALLER BROKERAGES

Throughout her career, Claire has consistently gravitated towards smaller brokerages. This choice was not accidental; she was drawn to the culture and the sense of community that smaller firms offer. Her journey led her to North&Co., a brokerage where she has found a supportive and collaborative environment among roughly 250 agents.

Claire's ability to network effectively with other agents and build strong relationships has been instrumental in her success. She transitioned from short sales to working with hedge funds and traditional real estate transactions, seizing opportunities and leveraging the right connections.

A MENTOR'S HEART AND A TEAM BUILDER

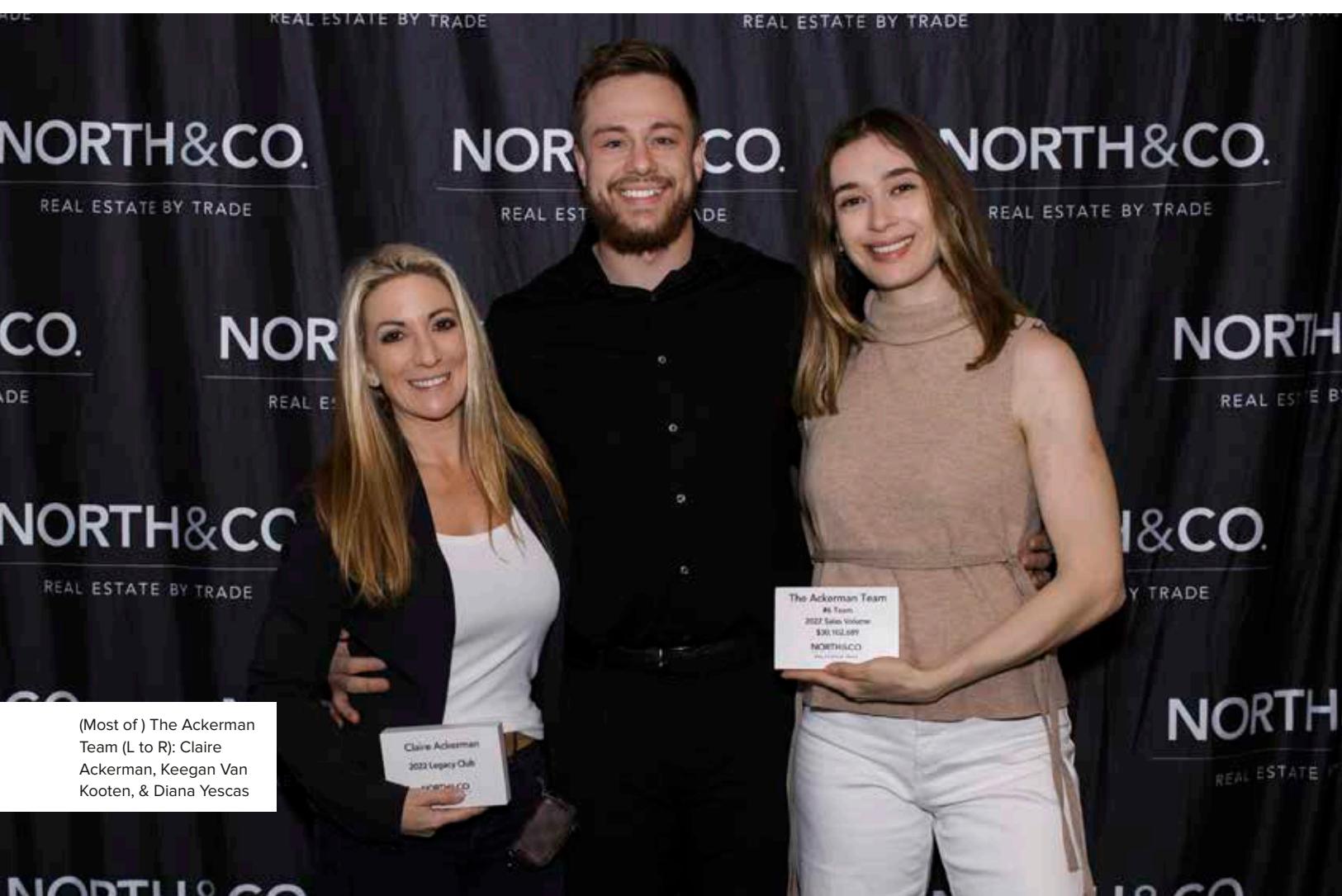
One of Claire's guiding principles is her passion for mentoring others. She has built a small team of herself, three agents and a transaction management team. "I started building my team in 2016," she says.

Claire takes great pride in providing her team with the tools and freedom they need to reach their full potential. For Claire, success isn't just about her own achievements; it's about helping others find their own paths to success in the real estate industry.

"I want to elevate the client & agent experience," she says. That involves educating the agents on her team to be the best that they can be.

TOP TIPS

When it comes to rising in real estate, there are no shortcuts to success. Claire knows that truth



(Most of) The Ackerman Team (L to R): Claire Ackerman, Keegan Van Kooten, & Diana Yesca



I am old school. Every single client has a magnet on their fridge when I visit them or meet with them to list their home. I strive to stay connected with my current and past clients, as I want them to become part of my team's growing family!

Do you know of any awesome real estate professionals who have worked in the industry for five or more years and are still crushing it, or are one yourself? Email us at scottsdale@realproducersmag.com to get the word out.

firsthand. An expert problem solver, she is eager to get to the bottom of situations. "If I don't know the answer, I will figure it out," she explains. Whether repairing something or working through a contract, her quest for knowledge is admirable.

Claire also goes the extra mile for her clients, filling their needs in the process. Whether spackling a wall or tidying a house, she knows that you never get a second chance to make a first impression. The little details make the difference.

It's no surprise that she has won over her clients as evident through their repeat and referral business. "I am old school," she smiles. Claire gives branded coffee mugs as part of her custom closing gifts and sends quarterly sports magnets to her clients and finds it heartwarming when "Every single client has a magnet on their fridge when I visit them or meet with them to list their home," she says. "I strive to stay connected with my current and past clients, as I want them to become part of my team's growing family!"

However, what resonates most with her clients is her transparency, coupled with authentic nature. She truly cares about her clients, which is more important than any branded coffee cup. As she says, "I love helping people and providing an unparalleled real estate experience"

LIFE BEYOND REAL ESTATE

Outside of her thriving real estate career, Claire enjoys a fulfilling life. She enjoys hiking, traveling, sky diving and spending time with her family, friends and her two dogs; Piper (brindle boxer) and Lasso (Catahoula Leopard Dog) which are her loyal companions.

NEVER GIVE UP

Claire is a shining example of the power of perseverance. Even in the face of adversity, success can be achieved through drive and determination. Surviving a horrific dog bite, starting a career in the middle of the Great Recession, and embracing market volatility has made Claire who she is today. A woman of courage and character, Claire's future looks bright in Scottsdale real estate.



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One of *Scottsdale Real Producers*' preferred partners, Camelback Moving, and the local Ice Denettes Synchronized Skating Team are proud to announce that their third Annual Toy Drive benefiting children living near the Steamboat Chapter House in Northern Arizona will begin this month!

The idea behind the toy drive is simple. Chad Olsen, President of Camelback Moving, explains, "We were looking for a way to help other people, and so were the Ice Denettes. As a moving company, we were in the position to offer manpower and logistics needed to make the toy drive a success." It was the perfect match!

Every year, Camelback Moving serves a different community within the Navajo Nation to give back to. This year the toy drive starts in early November and donations are accepted through the third week of December. They are collecting new or gently used toys, winter clothes, shoes, blankets, and gift cards to Walmart or Amazon for children 17 years old and under, although they will accept some items for parents, too.

This toy drive has been wildly successful in recent years; the donations have nearly doubled each year since they've started! Last year, they were able to fill two trucks with 19 pallets that were stacked with donations, including 10 bikes, 2 strollers, a basketball hoop, a crib, and a TV. "It's

so special and heartwarming to see people come together for a great cause," smiles Marie Renfro, Camelback's Executive Assistant who oversees the Toy Drive's operations in Phoenix.

"We offer many options to give back with us," says Chad, "Ask us about hosting a donation collection box at your office or our free pick-ups of donatable items. We will have a GoFundMe set up to collect monetary donations to purchase clothing, blankets, and heaters. Then we will deliver every donation in December, just before Christmas."

Marie comments, "The kids are so grateful and sweet! Receiving a hug from a child who has just been given a gift as simple as a basketball is just so wonderful; you can really see the impact it has on them!" Chad adds, "We try to make it as fun as possible by dressing up and involving as many people as we can."

Chad concludes, "[Donating to our toy drive] is a fantastic way to make a difference for kids who wouldn't otherwise get that chance. We would be honored if you chose to join our efforts to make Christmas magical for these children!"

For more information or to request a donation pick up, please call Marie Renfro at 602-564-6683 or email partners@camelbackmoving.com.





Santa's Workshop



Chad Olsen



Jaime and the Ice Dennettes



If you would like to nominate a philanthropy or nonprofit that you're involved with or nominate a fellow realtor who volunteers, we would love to spread awareness about your cause! Email us at scottsdale@realproducersmag.com to find out more.

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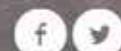
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