

EAST VALLEY

# REAL PRODUCERS.®

CONNECTING. INSPIRING.

FEATURED AGENT

YALIN  
Chen-Dorman

SPONSOR SPOTLIGHT

Security Title Agency

REAL STORY

Mondai Adair

RISING STAR

Christian Wangsgard

Photo Credit Devin Nicole Photography

SEPTEMBER 2023



# WE ARE THE REALTOR ROOFERS!

• Tile • Shingle • Foam • Roof Certifications



*"AZ Roofing is a great company to work with, always on time & great prices on roofing replacement or repairs, I highly recommend them to anyone needing roof repairs."*

-JEFF B.  
Google Review



"Experience You Can Trust"

**REQUEST A FREE ESTIMATE TODAY**

Call **602-283-3383**  
or visit: [www.azroofingworks.com](http://www.azroofingworks.com)



FOLLOW US ON



## MISSION: IMPOSSIBLE



## Exceeding Expectations...

### Expect the Impossible!

- Two Inspectors at each inspection
- Termite-Mold-Sprinkler-Sewer Scope
- Engineering Certs-Drone-Infrared
- Residential and Commercial
- FREE REINSPECTS ON BINSR ITEMS!!!






Malani Tillotson and Brenda Mitchell  
Business Development  
480-244-7948 to Schedule Inspection



NATIONAL  
PROPERTY  
INSPECTIONS®



# TABLE OF CONTENTS

	<b>06</b> Preferred Partners		<b>09</b> Welcome Mat		<b>10</b> Publisher's Note: A Nod to Nominations
	<b>12</b> Golden Nuggets		<b>14</b> Sponsor Spotlight: Jeremy Eaton, Security Title Agency		<b>20</b> Featured Agent: Yalin Chen-Dorman
	<b>28</b> Real Story: Mondai Adair		<b>32</b> Coaching Corner		<b>34</b> Rising Star: Christian Wangsgard
	<b>40</b> Question of the Month		<b>42</b> WeServ Update: Safety is Everything		<b>44</b> Standings: Top 300



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).

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *East Valley Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

## MEET THE EAST VALLEY REAL PRODUCERS TEAM



**Jenni Vega**  
Owner



**Michele Jerrell**  
Operations Manager



**Dave Danielson**  
Writer



**Brandon Jerrell**  
Writer



**Roger Nelson**  
Guest Writer



**Chris Reece**  
Guest Writer



**Devin Egbert**  
Photographer



**Patrick McKinley**  
Photographer



**Gilead Hernandez**  
Photographer




**Helping you protect your client's most important investment.**

Fidelity National Home Warranty covers the repair and/or replacement of a home's major mechanical systems and appliances.



*We've got You Covered.*

**CORINA RODRIGUEZ**  
Sales Executive  
480-492-7711  
[corina.rodriguez@fnf.com](mailto:corina.rodriguez@fnf.com)



**LINDSAY NURNBERG**  
Sales Executive  
480-254-4780  
[lindsay.nurnberg@fnf.com](mailto:lindsay.nurnberg@fnf.com)

[homewarranty.com](http://homewarranty.com)




**TCT Property Management Services, LLC**

TCT is a full service property management company with a team that is big enough to handle all your commercial and residential needs, but small enough to deliver personal service.

**Contact us today**  
480-632-4222  
[info@tctproperties.com](mailto:info@tctproperties.com)



Agents, Power Mt. Seller Co-ops, Moving, And Beyond. If you're looking for a full-service team, call us today! [info@tctproperties.com](mailto:info@tctproperties.com)





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

EVENT VENUE

The Forum  
(480) 686-0476

HOME INSPECTION

A2Z Home Inspections  
(480) 404-3003  
A2ZHomeInspections.us

AJF Inspections  
Allie Jennings  
(480) 201-1964

Checklist Inspections  
John Tyler  
(480) 226-9006  
checklistaz.com

National Property Inspections  
(480) 244-7948  
AZinspector.com

Taylor Made  
Inspection Service  
Patrick Taylor  
(480) 521-0054

HOME RENOVATION

Curbio  
(810) 300-9432  
Curbio.com

HOME WARRANTY

Choice Home Warranty  
Sharp Chen  
(949) 426-5450

Fidelity National  
Home Warranty  
(800) 308-1424 x3430  
www.homewarranty.com

First American  
Home Warranty  
Kathryn Lansden  
(480) 338-1983

HVAC

AZTech Mechanical  
Amanda Price  
(480) 262-0274

INSURANCE/  
FINANCIAL SERVICES

Farm Bureau  
Financial Services  
Nikki Schaal LUTCF, Agent  
(480) 279-1874  
nikkischaal.fbfsagents.com/

LAW FIRM

HGPL Law  
John Lohr Jr  
(480) 991-9077

MORTGAGE

Alameda Mortgage Corp.  
Matt Askland  
(480) 759-1500 x1001  
www.alamedamortgage.com

Loan Depot  
Michael Pehrson  
(602) 799-1324

Nova Home Loans  
Jared Thom  
(480) 551-7669

Price Mortgage - Randy  
Bongard Sr. Loan Officer  
Randy Bongard  
(480) 580-5626  
RandyBongard.com

United American Mortgage/  
Harward Mortgage Team LLC  
Scott Harward  
(480) 223-2265

MOVE MANAGEMENT AND  
LIQUIDATION SERVICES

Caring Transitions  
Tina Patterson  
(480) 257-7127

MOVERS

Camelback Moving  
Chad Olsen  
(602) 564-6683  
www.camelbackmoving.com

PEST CONTROL

Black Pearl Pest Control  
Degen Perry  
(928) 812-1315

PHOTOGRAPHY

Devin Nicole Photography  
Devin Egbert  
(480) 440-9997

Gafobox Media  
(480) 322-6612  
grafoboxmedia.com

PROPERTY MANAGEMENT

TCT Property  
Management Services  
Jennice Doty  
(480) 632-4222

REAL ESTATE  
PHOTOGRAPHY

Listing Ladder  
Patrick McKinley  
(480) 430-8353

ROOFING

AZ Roofing Works  
Austin Gardener and  
Piper Lindenmuth  
(602) 283-3383  
www.azroofingworks.com

Eco Roofing Solutions  
Eric Perry  
(480) 695-7736

State 48 Roofing  
Jason Payne  
(480) 698-4828  
www.state48roofing.com

SHORT TERM RENTAL  
PROPERTY MANAGEMENT

iTrip  
Megan Rodriguez  
(480) 660-6535  
mesa.itrip.co

iTrip  
Peter South  
(480) 586-9096  
tempe.itrip.co

TITLE AGENCY

Landmark Title  
Kristi Smith  
(480) 695-1585  
www.LTAZ.com

Premier Title Agency  
Marla Calley  
(602) 491-9606

Security Title  
Sue Reagan  
(602) 919-8355

VIDEO PRODUCTION

B-Real Productions  
Brandon Morgan  
(480) 652-8887

VIDEO SERVICES

Permanent Estate  
Jason Crittenden  
(480) 999-9880



The Network of Professional  
Short-Term Rental Managers

Curious about Short-Term Rentals?  
**We're the resource you've been searching for!**

WE'LL ANSWER ALL YOUR QUESTIONS ABOUT:  
Most lucrative areas  
Features of top properties  
Startup Expenses and Fixed Costs  
Preparing for your first guests

Message us today to  
schedule a meeting  
with your team or clients

Valley-wide Property Management  
List your property. Do less. Earn more. Win-win.



**PETER SOUTH**  
*Serving Tempe, South Phoenix,  
Avondale, Goodyear, and Buckeye*

**480-440-3161**  
**Peter.South@itrip.net**  
**tempe.itrip.co**

**MEGAN RODRIGUEZ**  
*Serving Mesa, Chandler, Gilbert,  
Gold Canyon, and Queen Creek*

**480-660-6469**  
**Megan.Rodriguez@itrip.net**  
**mesa.itrip.co**







# Save Second Base Pub Crawl

## The Darwin Wall Team's 10th Annual Charity Pub Crawl

Location:  
Downtown Chandler

Date:  
Friday October 20th &  
Saturday October 21st

\$75 tickets include:

- 1 free drink at each participating bar
- State48 event t-shirt
- Swag bag full of goodies from our sponsors

[www.savesecondbasepubcrawl.com](http://www.savesecondbasepubcrawl.com)

About our event:

The Darwin Wall Team is excited to host their 10th annual charity pub crawl. In support of a Chandler local and their fight against cancer!

 480-726-2100

 [dwall@darwinwall.com](mailto:dwall@darwinwall.com)





# LISTING LADDER



## Introducing THE ULTIMATE BUNDLE!

EVERYTHING YOU NEED TO MAKE YOUR LISTING STAND OUT OF THE CROWD

- **THREE 3D tours:**
  - One Listing Ladder 3D MLS Compliant Tour
  - One Listing Ladder 3D Tour branded with your name and information
  - One Zillow tour for even more traffic
- All the photos of the property (we take pictures of every room)
- Sign post installation & removal
- Slide show virtual tours
- Single property website
- Vimeo video of your listing
- Craigslist ad
- MLS Data write up

480-799-2424

[www.ListingLadder.com](http://www.ListingLadder.com)  
[ListingLadder@gmail.com](mailto:ListingLadder@gmail.com)

# AJF

## INSPECTIONS



Scan to Schedule

SERVICES INCLUDE:

-  Home Inspection
-  Commercial Inspection
-  Sewer Scope
-  Termite
-  Pool & Spa
-  Radon Testing
-  Mold Screening

CALL THE AJF Team ...TODAY!



480.661.8888 | [OFFICE@AJFINSPECTIONS.COM](mailto:OFFICE@AJFINSPECTIONS.COM)

Our highly trained, experienced Team has completed over 100,000 home inspections for all ages, sizes, and types of properties.

We bring superior knowledge of complex systems and guarantee going above and beyond for your clients.

WWW.AJFINSPECTIONS.COM

 welcome mat

# WELCOME

## TO OUR NEWEST PARTNER!

We take a lot of pride in the businesses we partner with. Our partners are highly recommended referrals from top agents, so you can trust us as a fantastic referral source.

**AJF INSPECTIONS**  
Allie Jennings  
[AJFinspections.com](http://AJFinspections.com)

AJF Inspections is a local, 2nd generation, family-owned business that has completed over 100,000 residential and commercial inspections since 1996. Our Multi-Service Inspection solution is performed by the most highly trained inspection team in the industry, and eliminates the inconvenience, challenge, and additional costs of hiring several companies. This includes sewer line inspections, termite inspections, pool/spa inspections, radon testing, and mold screenings.

Our mission is to PROTECT, EDUCATE, and DELIVER an EXCEPTIONAL service every time. We guarantee customer satisfaction and believe that reputation and relationships are everything. Feel free to learn more about our company, team, and even schedule an inspection at [www.AJFinspections.com](http://www.AJFinspections.com). The AJF Team looks forward to connecting and supporting the community of Real Producers East Valley!

8 • September 2023

 @realproducers

[realproducersmag.com](http://realproducersmag.com)

East Valley Real Producers • 9



► publisher's note

# a nod to nominations

People often ask me, "How do you decide who to feature each month in *Real Producers*?" My answer: "We decide through our nomination system."

Top real estate agents and preferred partners who invest in this publication through advertising and sponsoring our events decide who we feature each month through their nominations. We also generate nominations throughout the year at our events, which top agents with top numbers and our sponsors attend.

Of those nominated, our *Real Producers* team decides who gets into each issue based loosely on the following "Five C" criteria.

- **Collaboration** . The number of nominations is usually an indicator that top producers are respected by their peers and work well with other agents.
- **Competition** . Production numbers speak volumes. Let's face it — the name of the publication is *Real Producers*, so folks need to be top producers to make it into the magazine
- **Character** . Although most in the industry have great character and integrity, we will not feature anyone — agent or business — that has not been nominated as a person or business operating with integrity.
- **Contribution** . We love to highlight those who are making a difference by giving back to real estate and the community.
- **Compelling story/conquering a life challenge** . Who doesn't love a good against-the-odds success story?

To nominate your favorite agents and businesses, you can email me at [jenni.vega@n2co.com](mailto:jenni.vega@n2co.com). Top agents and current business partners can nominate as many agents and businesses as they want.

Remember, our featured folks do not pay anything to be in the magazine. Although other programs out there may look similar, we are not a "pay-to-play" model. We select most articles six to 12 months in advance and notify everyone two months before their feature appears. Please don't be discouraged if you have met with us and have not received the call to be featured.

Nominations are what keep *Real Producers* going strong. We look forward to receiving your nominations so that we can continue to soar.

We would love your feedback about how we are doing. If you see anything we can do better to help the industry **Collaborate**, **Elevate**, and **Inspire** each other, please email, text, or PM all suggestions and feedback directly to me.

Wishing you a happy, healthy, and productive fall!

Jenni



Jenni Vega  
Publisher/Owner of  
East Valley Real Producers  
[Jenni.vega@n2co.com](mailto:Jenni.vega@n2co.com)  
480-721-9759

## Mike Has Moved!

### Mike Pehrson

NMLS# 601145  
Loan Consultant

(480) 494-8978 office  
(602) 799-1324 cell | (480) 494-8978 fax



[mpehrson@loandepot.com](mailto:mpehrson@loandepot.com)  
[www.loanDepot.com/mpehrson](http://www.loanDepot.com/mpehrson)

325 North Ash Street  
Suite 305  
Gilbert, Arizona 85233

**loanDepot**  
NMLS#174457



**HGPL**

**HYMSON GOLDSTEIN  
PANTILIAT & LOHR**  
ATTORNEYS, MEDIATORS & COUNSELORS

- Real Estate
- Real Property Tax Lien
- Business
- Litigation
- Personal Injury
- Automobile Accident
- Motorcycle Accident
- Dog Bite
- Slip & Fall
- Medical Malpractice
- Wrongful Death
- Product Liability
- Truck Accident
- Bankruptcy
- Estate Planning
- Intellectual Property
- Employment Law
- Construction Law
- Arbitration & Mediation

480-991-9077  
SCOTTSDALE-LAWYER.COM

OUR BUSINESS IS YOUR  
PEACE OF MIND®

Arizona  
14500 N. Northlight Blvd. • Suite 101  
Scottsdale, AZ 85260

New York  
525 Chestnut St. • Suite 203  
Cedarhurst, NY 11516

Happy Fall!



**TAYLOR MADE**  
INSPECTION SERVICE, PLLC

**Specializing in new  
construction and  
builder warranty  
inspections!**

There are a ton of new build homes all over the Phoenix area. They were built very quickly and with a lot of issues. We specialize in finding those issues for your clients to ensure they receive the best possible product.

We perform inspections at Pre-Drywall Stage after all plumbing, electrical and ductwork has been rough installed, Final Walk-Through right before closing, and for 1 Year Builder Warranties Most Builders provide a 1-year warranty to buyers. It is a good idea to provide the builder a home inspection report prior to warranty expiration to finalize needed repairs!

**Patrick Taylor, LICENSE NUMBER: 57195**  
(480) 521-0054 • [taylormadeinspection.com](http://taylormadeinspection.com)  
InterNACHI Standards of Practice • InterNACHI Code of Ethics





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



# Golden Nuggets



**Yalin Chen-Dorman**

*Realty ONE Group*

Challenge yourself and get out of your comfort zone. Don't be afraid of making mistakes; we all learn from mistakes. Talk to God when you're lost; listen to your heart when you're not sure what to do. Always believe in yourself.



**Christian Wangsgard**

*HomeSmart*

"If you are too busy to enjoy quality time with your family, then you need to re-evaluate your priorities" - Dave Willis  
In a few years, my girls are going to want to spend time with their friends more than me. I need to take advantage of this time as much as possible when they are obsessed with me and really build a great bond and relationship with my girls.



**Mondai Adair**

*Keller Williams Realty East Valley*

"We make a living by what we get. We make a life by what we give". I believe in "Doing well to do good".



**Jeremy Eaton**

*Security Title Agency*

"If you want to achieve your goals, help others achieve theirs." - Zig Ziglar

curbio

## FIX NOW, PAY WHEN YOU SELL.

Curbio is the pre-sale home improvement company that completes pre-listing updates quickly and without the hassle, stress, or upfront costs of working with a traditional home improvement company. With Curbio, your listing will be transformed into the move-in-ready home buyers are looking for, and sellers don't pay anything until the home sells!



### WHY CURBIO?

#### Leave the Closing Table with More Money

Homes that are outdated or in need of repair attract low-ball offers and can sit on the market. Instead of eliminating potential buyers or selling cheap, let Curbio help! Our pre-listing updates are designed to appeal to buyers, increase sale price, and maximize net proceeds.

#### Avoid the Stress of Typical Home Improvement

Curbio's turnkey updates are easy and painless for everyone involved. Your Curbio Project Manager will oversee the work, so you won't need to lift a finger - and, of course, you won't pay a dime until closing.

#### Renovate Twice as Fast

Due to technology and national partnerships with suppliers nationwide, Curbio provides estimates quickly, condenses timelines, and finishes on time and to quality. Plus, Curbio keeps a curated portfolio of high-quality materials that are ready-to-ship, and appeal to today's buyers.



LEARN  
MORE



# JEREMY EATON

## SECURITY TITLE AGENCY

### *To Make the World a Better Place*

Success can be defined in many ways, but defining success in a way that puts you in a position where you are obliged to help others is a surefire way to reach it. Jeremy Eaton with Security Title Agency has one such definition of success.

As expected of a title company, Security Title Agency works with clients looking to purchase a home by researching the title, identifying issues, and suggesting solutions. Then, once the title is clear, they issue title insurance, act as the escrow agent, and help close the sale. As for Security Title Agency and Jeremy Eaton, they do this with the goal of helping their clients grow.

For Jeremy, he wants to be remembered as “someone who was an example of how successful people can still be humble, kind, and help make the world a better place.”

#### **The Truth of Our Impact**

Jeremy was born and raised in Casa Grande. He has an Associate’s degree in Hotel and Restaurant Management and a Bachelor’s degree in Business Management. “I wasn’t raised around a ton of money or success,” he shares. “One of the greatest ways my past has helped shape who I am today is that it has given me the ability to work hard and have massive success while remaining humble and never forgetting where I came from.”

Jeremy claims that he “probably wouldn’t have been voted the most likely to succeed” when he was young, but he also insists that the “statistics are no match for someone who has a will and desire to succeed.”

“A pivotal moment in my life was the day I became a father. I quickly realized that my life was no longer just mine. That every decision I made wasn’t just going to impact the lives of my wife and myself, but the lives of future generations. That was a pivotal

moment for me to do better, and to believe I was capable of greater things. Not only for myself but for future generations.”

“My world still revolves around my family. My wife [of 28 years] and I now have three beautiful adult children. We constantly pour into them and remind them that the only limitations they have in this life are the limitations that they either place on themselves or that they allow others to place on them.”

#### **Defining Success**

Before joining Security Title Agency, Jeremy was a manager at CitiFinancial for nearly nine years. “The part of managing that I loved the most was interacting with and empowering people,” he shares. “I managed several operations at CitiFinancial. At the end of my career, I was spending an enormous amount of time auditing files. That led me to pursue my passions, and ultimately led me to Security Title.”



“

The part of managing that I loved the most was interacting with and empowering **PEOPLE.**



Photo Credit Gilead Hernandez, Grafobox Media





“

I’m extremely grateful for those who believed in me at times when I didn’t have the strength or courage to believe in myself.

**THEY TRULY SHAPED THE TRAJECTORY OF MY SUCCESS!**

Photo Credit Gilead Hernandez, Grafobox Media

He explains that he initially interviewed for an Escrow Officer position, but later realized that he was underqualified for such a position at that time. “During the interview, the County Manager asked me if I’d ever thought about a career in sales. I hadn’t, but I was open to learning more.” By the end of the interview, he was hired on as a Sales Executive. “That was a little over 18 years ago, and I’ve never looked back!”

Considering that it has been 18 years of immense success, there is no doubt that the County Manager was correct in his assessment of Jeremy’s skills. Throughout the years, Jeremy and his assistant, Yami, have worked together to make sure that their client’s concerns are acknowledged and handled quickly and without delay. “I reply to emails, texts, and phone calls after hours and on the weekends. I never sit back on my success, but am always looking for ways to help my clients grow their businesses.”

According to him, success is “having more than you need, giving more than your fair share to others, and loving and believing in the best for people even when they are at their worst.” This attitude towards success is the key to Jeremy’s nearly two decades of it.

#### To the Future

“My family consists of my wife and 3 adult children who will turn 27, 25, and 21 this year. Our oldest child, Preston, was married last October. Our daughter-in-law Azalia is an amazing addition to our family. We have always been a close-knit family who enjoys hanging out



Photo Credit Gilead Hernandez, Grafobox Media

together, spending time at our cabin up north, and going on super fun family vacations.”

When Jeremy is not working, he loves to simply relax with his wife and their French Bulldog, Koko Chanel. With all three children now in their adulthood, Jeremy shares that their dog brings “so much joy and love into [their] lives.”

Looking forward to the future, Jeremy believes that the future holds the opportunity for him to continue what he has been doing — pouring into himself and his family and watching them all become the best versions of themselves. “I’m also really looking forward to becoming a grandpa someday,” he adds.

Professionally, he intends to do much the same: “I look forward to advancing within the company and continuing to pour into our sales team while watching them grow, develop, and crush their goals.”

It is clear that Jeremy Eaton with Security Title Agency is someone you can trust wholeheartedly. It is doubtful that he will ever stop building up those around him, and it is certain that only more opportunities for success are headed his way.

“I’m extremely grateful for those who believed in me at times when I didn’t have the strength or courage to believe in myself. They truly shaped the trajectory of my success!”

**Website:** [www.securitytitle.com](http://www.securitytitle.com)



# CAMELBACK MOVING INC.



# VIP

## Partner Program



Welcome  
Back-to-School



Become a VIP Partner and give your clients special savings and some peace of mind. If a closing is delayed, 3 days, 2 nights, storage is FREE.

That's one reason our motto is "Preserving Sanity One Move at a Time."

(Membership is Free to Licensed Realtors®)



**CamelbackMoving.com**  
Enroll Online today or call

**602-564-6683**



US DOT #1635834



# PERMANENT ESTATE

MEDIA & MARKETING



## YOUR PREMIER HOME INSPECTORS SINCE 1998!



SCAN TO BOOK!



1000 +  
Five-Star  
Reviews!



**FREE**

Buyers Protection Plan  
& 1 Year Termite Warranty



**CALL TODAY or SCHEDULE ONLINE 24/7!**

RESIDENTIAL. COMMERCIAL. NEW BUILDS. PRE-LISTING. MOLD. RADON. SEWER SCOPES. POOLS. SPAS.

**480.361.8120**

**CHECKLISTAZ.COM**

SPECIALIZING IN CINEMATIC ULTRA-HD VIDEO  
FOR LISTINGS, BIOPICS, & TESTIMONIALS

P: (602) 999-9880

W: VIMEO.COM/PERMANENTESTATE



# YALIN Chen-Dorman

By Brandon Jerrell

## *Listen To Your Heart*



The expression “listen to your heart” is one that is often wrongfully ignored in an analytical view of businesses. This is not to say that impulsive decisions are the way to go. Instead, it means that we should choose what we want, even in the face of adversity.



This is just one of the many ways that Yalin Chen-Dorman of Realty ONE Group has built her image in this industry.

“I think I have found my inner voice over the years, and that inner voice talks to me when I am calm. I believe anyone can find that inner peace by listening to their heart.”

### **A Wide Perspective**

Yalin was born and raised in Taiwan. “I came to the United States for higher education in Arizona and met my husband!” she explains.

“Coming from a different culture, I was lucky enough to travel to many countries with my family when I was younger. I believe that this has made me more open-minded about new things and not shy of meeting new people,” she shares. “I was very involved in debate competitions throughout my high school and college years. This experience trained me to analyze things with pros and cons and to be able to find solutions when facing challenges.”

When she was still young, her parents sent her to a boarding school in Taiwan. “These three years helped me become a more independent and responsible individual. It was not easy, but I learned how to deal with schoolwork and relationships as a ‘society’

outside of the home.” She continues on to share that her parents also believe that the three years there brought about this growth in maturity.

Yalin has a Bachelor’s degree in Speech Communication and double majors of MBA in Management and Marketing. She speaks Taiwanese, Mandarin-Chinese, and English — the first two both as a result of growing up in Taiwan, and English as a third language.

### **Starting from Zero**

As already stated, Yalin met her husband during her educational stay in Arizona. After meeting him, she decided to stay in the United States for love, and she has now lived in Arizona for the last 22 years. She is now a citizen of both the United States and Taiwan, but choosing to become a first-generation immigrant meant that she also chose to, as she puts it, start at zero.

Before having any interest in real estate, she owned a cosmetic store in the mall with a few employees. At the same time, she also helped with her husband’s house-flipping business. “Part-time flipping houses triggered my interest in becoming a REALTOR®,” she claims.

“

I think I have found my inner voice over the years, and that inner voice talks to me when I am calm. I believe anyone can find that inner peace by listening to their heart.





I treat every client the same no matter the scale of the transaction. I put myself in their shoes as if I were the one buying or selling the home.

Photo Credit Devin Nicole Photography



Yalin shares that one of the pivotal moments in her life was when her first child was born, thus sparking the realization that she was now responsible for another person's life.

"After closing my business, I focused more on helping my husband's house-flipping business." Around the same time, she and her husband began trying to conceive their second baby. "While I was pregnant with my younger one, I realized being a stay-at-home mom is not for me. I was now looking for a new venture. My husband convinced me to obtain a real estate license." She then got her license just two weeks before the scheduled delivery of her second child.

"Viewing houses and going through houses to make them more sellable was always very interesting for me while my husband was in the business. After obtaining my license and being a stay-home-mom for my children for a few months, I decided to give it a try and be a full-time agent." She and her husband flipped a few houses together. Although she absolutely loved the professional process of buying and selling a house, she did not enjoy working with her husband. "Professionally working together is not for every couple," she admits.

#### Growing Success

"The most fulfilling part about my work is to be a part of helping people make one of their biggest financial decisions. Many of my clients become my friends after purchasing or selling. The growing size of friendships, networks, and database is fulfilling!"

Yalin runs her business by letting her clients take the driver's seat. "I am more like the GPS to give them guidance and reminders down the road," she elaborates. "Since what I do is customer service base, I really focus on what I can do for them. And of course, I set my own boundaries to keep it professional."

"I treat every client the same no matter the scale of the transaction. I put myself in their shoes as if I were the one buying or selling the home." It is this ability to empathize with her clients that allows her to truly understand how she can best help them. "I am confident that I have great communication skills with both clients and other agents. I keep in touch with clients after the transactions are completed; many of them come to me for referrals and questions for both house and non-house-related resources."





Most importantly in this business, Yalin understands that it is impossible to make everyone happy. “I used to try my best to please everyone, and I expected that everyone would appreciate what I do for them. I have learned over time that it is impossible to please everyone! What I need to do is do my best and hope for the best outcome.”

**True Values**

Yalin and her family are a family of four plus two fur babies. “My son is 13, and my baby girl is 10. We love traveling, dining out, cooking together at home, watching movies, and RV camping sometimes. We eat dinner together almost every night when our schedules allow. I would say at least 340 days a year we sit down and eat dinner together as a family.”



“The best advice I have ever received was from my dad when I was about 13 or 14. He told me, ‘Any problem that can be solved with money is not a problem. Remember, money can’t buy certain things, such as health, love, dignity, or conscience. These things that money can’t buy are hard to keep; once you find them, don’t ever let go!’ I was too young then to understand, but I’ve started to understand it now.”

There is no doubt that Yalin Chen-Dorman with Realty ONE Group is a living example of the too-often-forgotten American Dream. Her climb to success is one that many could be appropriately humbled by. “I want to tell everyone that working hard and having faith in what you do can really pay off.”

“I am lucky to have found my career path as a REALTOR® and to be doing what I love every day! I am grateful for what I have, and I am grateful for the ability to give back to my family, my friends, and the community.”

**Website:** [phoenix.myrealtyonegroup.com/real-estate-agent/16809/yalin-chen-dorman](https://phoenix.myrealtyonegroup.com/real-estate-agent/16809/yalin-chen-dorman)



I am grateful for what I have, and I am grateful for the ability to give back to my family, my friends, and the community.



Photo Credit Devin Nicole Photography





**AWARDED ROOFING CONTRACTOR OF THE YEAR 2022**  
OVER 25 YEARS EXPERIENCE IN ARIZONA

- WE DO BINSR REPAIRS!
- WE ARE HERE TO SERVE YOU!
- WE ACCEPT PAYMENTS THROUGH ESCROW!
- GUARANTEED ESTIMATES WITHIN 24HRS OF INSPECTION
- WE PROVIDE A TANGIBLE VIDEO FOR YOU TO SEND TO YOUR CLIENTS OF US ARTICULATING WHAT'S GOOD AND BAD WITH THE ROOF SO YOU CAN FOCUS ON HELPING MORE CLIENTS INTO THEIR DREAM HOMES!

**PROUDLY SERVING OUR  
REALTOR COMMUNITY**

**FAMILY OWNED & OPERATED**

### Services We Specialize In:

- ✓ Tile
- ✓ Shingles
- ✓ Flat Roofs
- ✓ Roof Repairs
- ✓ Free estimates
- ✓ Modified Bitumen
- ✓ Foam and Coating
- ✓ Roof Replacements



*We Love Serving and giving  
back to our communities!*



SCAN ME



**480.695.7736**

EcoRoofAZ.com  
ROC# 330901

Come Join  
The #EcoFamily





# MONDAI

By Brandon Jerrell

## Adair

When you make yourself a grand goal, the easy road to travel will very rarely bring you there. This is a truth that many REALTORS® know well, and it is one that Mondai Adair with The Home Selling Team with Keller Williams Realty East Valley holds highly.

“I would rather go that extra mile and do some extra work in order to get them the most proceeds from the sale of their property. I will not go the easy route for a quick sale.”

### Driven to Success

Mondai was born in Barnesville, Ohio, a small town of roughly five thousand people. Her dad served in the U.S. Army as a Green Beret, a detail that she and her siblings did not know until after his funeral in 2009. “He met my mom in Vietnam during his first tour via his interpreter, her brother. He went back and served a second tour in order to get my mom out of Vietnam because she was pregnant with me. He was able to marry my mom in Vietnam and brought her back to the U.S. in 1969, the year I was born.”

She shares that she is one of the first American-Asian from Vietnam to be born in the United States. “My dad was a very private man, but he was also very kind, loving, patient, and honorable.” She has three younger brothers, all of who have served in the U.S. Army.”

“Both my dad and mom had strong work ethics and valued education. Those qualities were instilled in my brothers and I. My family grew up having very little but we always had enough. I have a greater appreciation for everything I now have due to not having much growing up.”

She explains that with hard work and a strong work ethic, anyone can succeed. “I was driven to do my best with my studies and always had a strong work ethic.”

“I was on my own at 18, and I continued to work two jobs throughout college to pay for tuition and living expenses,” shares Mondai. She graduated from Middle Tennessee State University with degrees in both Architecture and Interior Design. “I had help along the way to get me to where I am today and am forever grateful for the mentors and friends who have come along the way.”

### Shifting to Real Estate

While wrapping up her college years, Mondai worked in Nashville, Tennessee at IDS Inc. as an intern for three years. “It was one of the largest southeast Commercial Interior Design and Furniture Businesses at the time,” she explains. Following her graduation, she joined the company there as a Project Manager for another three years. “My clients included Vanderbilt University and the Vanderbilt Medical Center. My experience also included the relocation of AT&T into the iconic Tennessee AT&T ‘Batman Building’.”

When her son was two years old, she decided to relocate from Tennessee to Phoenix. “I continued working as a project manager from 1998-2004 for Corporate Interior Systems (CIS), a top corporate design and furniture dealership in Arizona.”

## THE EXTRA MILE







“I would rather go that extra mile and do some extra work in order to get them the most proceeds from the sale of their property. I will not go the easy route for a quick sale.”

“I enjoyed working as a project manager but the hours were long and I didn’t have much quality time with my son. I took a leap of faith and signed up for the three-week real estate course.” She firmly believes that it was one of the best decisions that she ever made. “My real estate license has provided me with the freedom to invest in rental properties and start building generational wealth. I love that I have the opportunity to show others how real estate can help create financial freedom for their families.”

#### Giving Back

Mondai summarizes the role of a REALTOR® beautifully. “Being a REALTOR® is a privilege. We are held to a higher standard of care and professionalism and I take that role very seriously. Real estate is one of the largest investments that anyone can make. I feel that as a REALTOR®, I have a higher purpose than just selling a property.”

“I’m able to help others with achieving dreams, creating a better life for others, watching houses become homes, and seeing others create lasting memories. Changing careers and becoming a REALTOR® has shaped me into becoming someone who strives on providing service to others.”

She notes that she loves that her ‘Home Selling Team’ is community and service minded. “I’m passionate about making sure that my clients are provided with the best service, education, and resources in order to make the best decision with any of their real estate needs”

Her commitment to helping others is not only limited to her business. Here is a list of her active involvement with charity organizations and the community — all during the last 12 months no less:

“I’m able to help others with achieving dreams, creating a better life for others, watching houses become homes, and seeing others create lasting memories.”



“I am an Active member of the Church of Jesus Christ of Latter-day Saints and have a calling within the Stake Presidency. We are able to find needs within the community and address them by organizing service projects. I assist with organizing the collection of over 500 filled Christmas stockings every Christmas that are provided to the children of Guadalupe.”

“I assisted with organizing a collection drive of non-perishable food items to fill the City of Guadalupe Community Center pantry.”

“I assist with organizing a ‘Baby Drive’ that collects carloads of gently used baby items, diapers, wipes, toys, and supplies for the City of Guadalupe.”

“I volunteered with the ARIS Foundation to feed 300-plus homeless at Jaycee Park in downtown Tempe.”<sup>4</sup>

“I volunteered collecting cases of water for the Aris Foundation.”

“My team, the ‘Home Selling Team’, does yearly charity events and food drives from five different communities to feed families at the ‘House of Refuge’.”

And the list just continues on, further demonstrating her commitment to others, and the extra mile she will go for them.



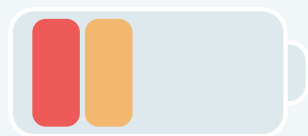
It is no surprise that Mondai Adair has reached such success over the past 19 years. By always going the extra mile, she has secured her place as a truly great and passionate REALTOR®.

“My greatest achievement is being able to say that I have a life worth living to the fullest. I have many struggles but try to always stay focused on the good and be grateful for the blessings that God has provided to me and my family.”

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



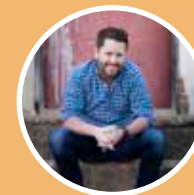
# my agents are EXHAUSTED: what do i do?



Here are three things you, as a leader, can do to support and energize your team right now.

Love on your people! Most relationships die because we stop taking care of our partner as we did in the beginning. Check-in with your relationships, have you stopped dating your people? Show your agents and team they are appreciated by you. As the leader of your team, it's your job to treat your agents like you did when you were trying to get them on your side. Bring that energy back by taking care of the five love languages in the workplace.

Most leaders desire to take care of their people but they leave it up to memory and will-power. You need to create a process to maintain the relationships. So ask yourself: are you taking care of your agents in a meaningful way that speaks to them? Now remember, words of affirmation don't work for every person in your office- you need to come up with a detailed plan that caters to each person's individual needs. As a leader, implementing a systematic approach to



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.

Wayne is the coach leader's call when they are done with one size fits all answers and know they deserve a custom tailor plan to help them get where they want to go faster and with fewer bruises

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

loving your people in a way that speaks to them is an absolute must. It doesn't sound very romantic but it's better to have a plan in place than realize you missed a team member.

Another way to support your agents/team is to be clear on the team's **how what and why**. There is nothing worse than someone running enthusiastically in the wrong direction. One of the best ways to clarify your goals and your team's goals is to figure out the Key 3. "The Key 3" are the three key actions needed every day to keep your team moving in the right direction. Make sure that every member of your team has their own Key 3 to build momentum in the office. If you need a tool kit to figure out your Key3, Hero Nation is here to help!

The third step in supporting your people is by making sure they are hungry, humble, and smart. Do they want this, are they coachable and do they have the emotional intelligence? The truth is that many people are experiencing resistance to reality and that is bringing them down. As the leaders of our team, we need to make sure our people are ready to put in the work, learn, and aren't resisting reality. The truth of the matter is there is a huge opportunity right now to help your people through this time with some tough love. Make sure they are ready to put in the work and that they are taking it into their own hands.

As leaders it's your job to love on your people, make sure they're going in the right direction and have some tough love; don't pour your energy into people unwilling to do the work. **Lean in.**

**Have your clients Breeze through their contracts with our SEAMLESS PROCESS from Contract to Close.**

**A Home Loan for every life Milestone**

**Matt Askland**  
Producing Branch Manager, NMLS 168130  
480.759.1500  
Matt.askland@alamedamortgage.com  
3105 S. Price Rd. Ste 135 • Chandler, AZ 85248

Alameda Mortgage Corporation, NMLS 271603, issued by the Nationwide Multistate Licensing System and Registry, Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act, AZ Lic. #BK-0947208. Additional licensing information can be found at: [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org).





►► rising star  
By Brandon Jerrell

# CHRISTIAN

## WANGSGARD

### a little effort each day

Great achievements rarely happen suddenly. For any grand goal, steps need to be made to reach it, but even some steps can be too large to take easily. That is why Christian Wangsgard divides these steps even further into even smaller baby steps.

This is how Christian Wangsgard with HomeSmart has reached his goals in both his personal and professional life. “I have seen that with anything I have done that consistency is key.”

#### To Help Others

Christian is from North Ogden, Utah. He earned his Associate’s Degree from Weber State University, and he has a Culinary Arts Certificate. In his own words, he comes from a very religious upbringing. Throughout his whole life, he has enjoyed interacting with and helping others.

With the goal of helping those in need, he moved to England for two years. He recounts the story from the time that he was there:

“While living in England, I was going out helping others in whatever help they were needing. One day I sat next to a woman who looked very sad on a park bench. I just started talking with her. She had been going through major issues in life. We became friends. A year or so later, she tells me that the day I met her on the park bench, she was going to take her life. Because I had talked with her and made her feel important, she didn’t follow through.”



He explains how hearing this from the woman who became his friend shocked him, but it also helped him have more compassion for others. Specifically, the importance of making others feel loved and feel wanted. “No matter what I am personally going through, it is important to not take it out on others. Have patience for others and just show love for those around you.”

#### Getting Into Real Estate

Before he began his career in real estate, he was a General Manager

of a Kneaders Bakery and Cafe. “Being in the food industry was very tiring, and I had no time to have a life with my wife,” Christian explains. “We wanted to start a family, so I got out and got into State Farm where my wife worked.”

While working at State Farm, he spoke with his wife’s Aunt and Uncle who are REALTORS® in Tucson. They told him that he is great with people and that he would make a great REALTOR®. With that, he decided to get his license while still at State Farm.



“I love being part of such an exciting time in a person’s life. I love how excited a person or family gets when they say they found the perfect home. I love times when I am able to prevent a headache during the buy/sell process; even though they might not realize that it would have caused them a lot of stress, just knowing that I eliminated that stress makes me happy.”



**Keeping Consistency**  
Since getting into real estate, Christian has utilized a few different techniques to help him stand out and remain successful. Firstly, Christian makes sure to keep doing different lead-generating opportunities. “I treat my real estate business like having different baskets to pull clients.” Alluding to the old proverb about eggs and baskets,

Christian describes that you must “make sure you have different baskets in case one basket runs out.” He finishes this thought by summarizing that the real estate business is unpredictable, so it is important to stay consistent with each basket of clients — and to make sure to not end up neglecting one of those baskets.

In order to achieve this strategy, Christian lists a few different specific examples of his consistency. For one, he makes sure to post five days a week on social media about real estate: one family post, two funny reels, one video, and one success story in real estate. For another, he gives personal market updates for all of his sellers every two months. Lastly, he knocks on 200 homes a week for the Open House he holds open that weekend. These are only a few ways in which he maintains consistency.

“  
I love being part of such an exciting time in a person’s life. I love how excited a person or family gets when they say they found the perfect home.

When asked, Christian describes success as listening to your intuition and following through on it. “Do not give up when it gets hard. So many people have great ideas, but lack the motivation to keep going.”

**Family First**  
Christian and his wife, Michelle, have been married for the past eight years. They have two daughters — Lucy who is four, and Daisy who is just under a year old. With such a young child, Christian and his wife have been limited in what they can do together, but they still enjoy walking to the park and playing board games together.

“In life, we go through stages. Right now, I am at the point in my life when my girls are young and I am everything to them, so I just love spending time with them playing with their toys, making food, and playing games with them. They are my everything and my best friends.”

Congratulations to this month’s Rising Star, Christian Wangsgard with HomeSmart, as his consistency is something that many should strive to implement into their own lives. “It only takes a little effort each day to make big things happen.”

Website: [christian.themedranogroup.com](http://christian.themedranogroup.com)



“  
In life, we go through stages. Right now, I am at the point in my life when my girls are young and I am everything to them, so I just love spending time with them playing with their toys, making food, and playing games with them.



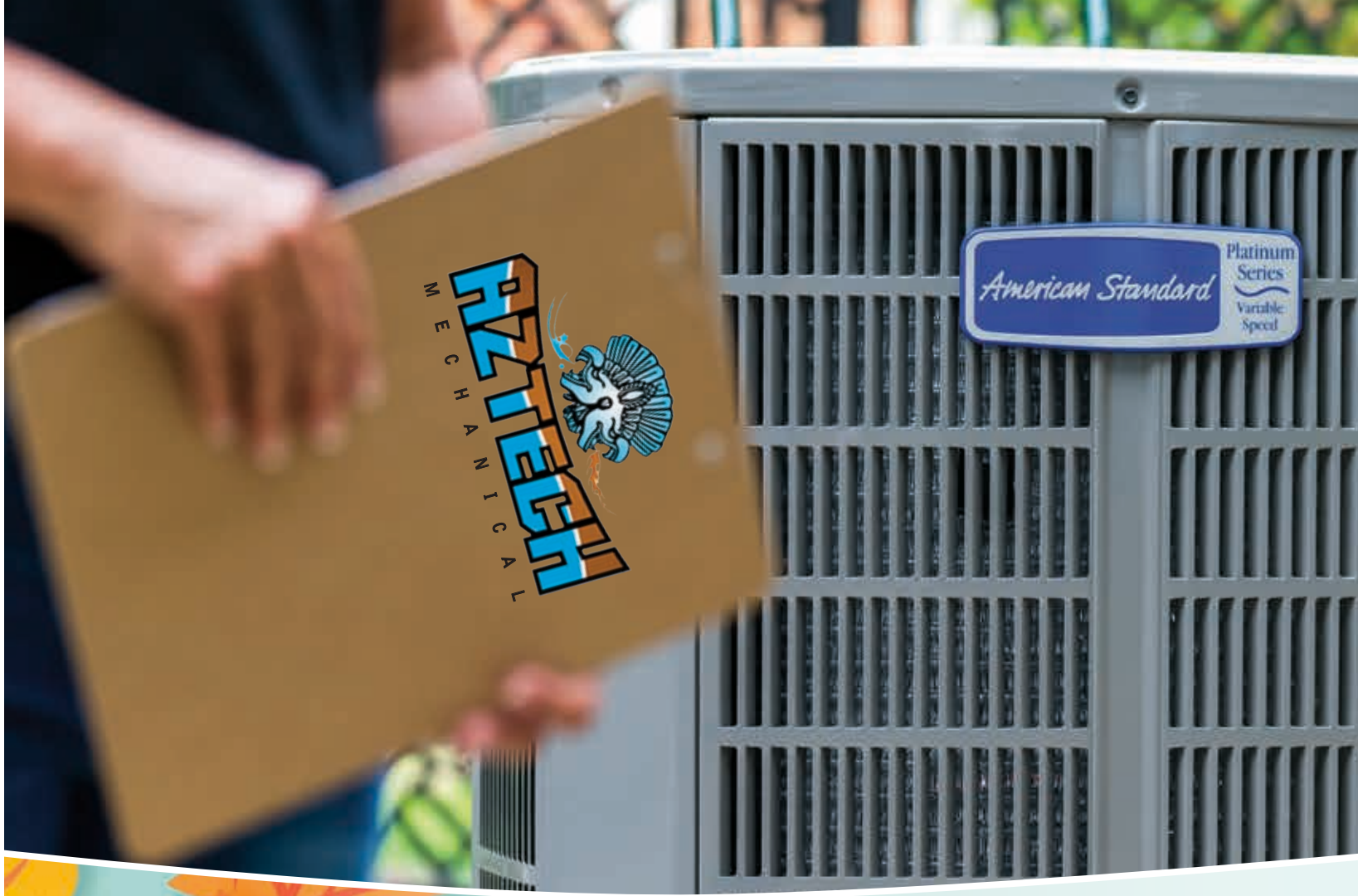


LIVE ENTERTAINMENT - COCKTAILS - FOOD

# The FORUM Lounge

www.TheForumLounge.com

Get 20% off your bill



## Bundle & Save

**Bundling your insurance into a single package policy saves time and money.**

Add life insurance for your family and you could save even more. **Contact me to schedule a SuperCheck® today.**

**Nikki Schaal, LUTCF**  
2509 S. Power Rd., Ste. 106  
Mesa, AZ  
(480) 279-1874  
NikkiSchaal.com

**FARM BUREAU FINANCIAL SERVICES**  
It's your future. Let's protect it.®

Securities & services offered through FBL Marketing Services, LLC, 5400 University Ave., West Des Moines, IA 50266, 877/860-2908. Member SIPC, Farm Bureau Property & Casualty Insurance Company, \*\* Western Agricultural Insurance Company, \*\*\* Farm Bureau Life Insurance Company \*\*/West Des Moines, IA, \*Affiliates. \*Company provided of Farm Bureau Financial Services, PR PL A (6/20)

# BEYOND THE HEADSHOT

Make a statement with your personal brand.  
Full photoshoot to step up your business game.

- Strategy session
- Mood-Board
- Images with purpose

**Book a Consultation**

**480.322.6612**

www.grafoboxmedia.com

# American Standard®

## HEATING & AIR CONDITIONING

**For all your air conditioning needs**

**(480)262-0274 • aztechaz.com**  
**aztechmechanical**



# What is the best piece of advice you have ever been given?



**Paul Pastore**  
*ProSmart Realty*  
“A home properly priced is half sold”.



**Darwin Wall**  
*Realty One Group*  
A rolling stone gathers no moss.



**Brent Heiden**  
*Iannelli & Associates Real Estate*  
The time is always right to do what is right and success is a byproduct of helping others



**Chris Tiller**  
*Russ Lyon Sotheby's International Realty*  
You will never regret doing something, your only regret will be what you didn't try.



**Cindi DeWine**  
*Russ Lyon Sotheby's International Realty*  
There have been so many great pieces of advice I have been given over the years. The one I would like to share is: Listen carefully to what your clients are saying and do not make assumptions of their decisions, present the facts and listen to their response.



**Jeff Franklin**  
*HomeSmart*  
Just because a majority agrees on something, doesn't mean they're right.



**Margery Wilson**  
*Hometown USA*  
Be yourself and don't try to be someone else!



**Deb McLean**  
*RE/MAX Alliance Group*  
I was given lots of great advice when I got my license 20 years ago. However, a unique piece of advice given to me by an agent I met early on in my career was to never look at commission split and just forget about what you are going to make on a deal, that way you are never subconsciously influenced by the \$ you are going to make AND you never spend it before you have it!!



**Cindy Flowers**  
*Keller Williams Integrity First Realty*  
“Put the oxygen mask on yourself first because you are of no use to anyone else if you don't take care of yourself.” It feels selfish but it is so important to do this and to remind others to take care of themselves first, too! This business can be emotionally and physically tough and we cannot do our best for our clients if we don't take great care of ourselves!

## question of the month



**Nick Kibby**  
*Keller Williams*  
To be comfortable being uncomfortable.



**Shawn Rogers**  
*West USA Realty*  
Never let someone who has done nothing tell you how to do anything.



**Randy Courtney**  
*Weicher, Realtors® - Courtney Valleywide*  
Mindset is the only thing that matters. Once you have the mindset and take action.....MAGIC Happens!



**Jerry Beavers**  
*Realty One Group*  
Treat others the way you want to be treated. Do what is right, not what is easy.



**Jessica Keigley**  
*Keller Williams Integrity First*  
The best piece of advice I have ever been given is, Don't give up! Failing is only when you stop trying. This advice has been my guiding principle, emphasizing the importance of perseverance and resilience in every situation. It reminds me that setbacks are normal and that I should keep trying and learning from my experiences. As long as I don't give up, I haven't failed; I'm just one step closer to achieving my goals. This powerful motivator keeps me going even when facing challenges, encouraging me to stay determined and focused on my journey towards success. With this advice in mind, I know that every failure is an opportunity to grow and improve, ultimately leading me closer to my dreams.





» weserv monthly update

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

# SAFETY IS EVERYTHING



## September is REALTOR® Safety Awareness Month

Real estate agents play a vital role in facilitating property transactions and connecting buyers and sellers. However, like any profession involving interactions with strangers and unfamiliar environments, real estate carries inherent risks. That is why the West and SouthEast REALTORS® of the Valley is focused on spreading REALTOR® Safety Awareness throughout September. It's essential for our association to ensure our members have the necessary tools when it comes to keeping their safety a top priority. Our industry, at times, can potentially be dangerous. In today's world, where safety concerns have gained prominence, it is crucial for real estate agents to prioritize their personal security. It might be the difference between life and death.

Our education department is hosting a REALTOR® Safety Day in September that will provide our members with the necessary tools they need to keep themselves safe. Safety Day is also designed for new and seasoned REALTORS® to sharpen their safety protocols when conducting business. Attendees will learn and share proven tactics and critical takeaways on spotting danger and navigating dangerous situations with friends, family, clients, and co-workers to keep you and your community safe.

In addition, WeSERV provides all of our members a plethora of benefits that are geared to enhance their physical and technological safety measures. Some of the benefits include:

- Mobile Security Manager
- SafeShowings REALTOR® Safety Application
- Credit Card Identity Theft Protection
- Cloud Backup Storage
- VPN Services

The National Association of REALTORS® provides REALTORS® with a variety of safety resources through its REALTOR® Safety Program. NAR also shares quick tips on keeping yourself and your business out of harm's way. Here are a few of my favorite tips and tricks:

- Make sure your phone is fully charged before arriving at an open house, showing, or meeting a client. Carry a portable charger or power bank to charge your phone on the go.
- Always use your office address when sending work-related mail, and never share your home address with clients. Follow the same protocol for email by using separate work and personal accounts.
- If you must take a call while showings a property, keep the call short and simple. This will minimize the time you are unaware of your surroundings and potential safety concerns.
- Prepare your vehicle for emergencies, especially when traveling long distances for rural properties. Pack your car with jumper cables, bottled water, blankets, and a first-aid kit.
- Social media usage impacts your safety. Carefully consider each item you share, and be aware that old posts, even if they've been deleted, may be copied or saved.

Safety awareness is of paramount importance for real estate agents, given the nature of their work. By adopting proactive safety measures and integrating them into daily routines, agents can significantly minimize risks and create a secure environment for themselves and their clients. Prioritizing personal security not only ensures the well-being of real estate professionals but also fosters trust, enhances reputation, and ultimately contributes to a successful and fulfilling career in the industry.



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

44 • September 2023

**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.

realproducersmag.com



EXPLORE THE LATEST FEATURES IN

# PTA COMPANION

*The closing cost, real property data, marketing and escrow app providing you with the tools you need for your next listing!*

MOBILE & WEB FRIENDLY



## EDIT ACTIVE FARMS FROM MAP VIEW

Map view in mobile allows you to see where you are standing in your farm area, edit notes, lead status, email address and phone number as you walk your farm!



## MORE FLEXIBLE PROPERTY SEARCHING

Optional city for owner/address searches  
New "Nationwide" search option in owner search screen  
When searching by address, street number is optional  
Less is more, leave optional fields blank when you aren't sure and see a list of potential matches



## PROPERTY PROFILE FROM FARM

Create a property profile for any record in your farming results with a single click.



## AREA SALES SUMMARY

Area summary added to active farm results and the PDF export.  
View average sales prices, turnover rates and much more!



## EXPANDED NOTES FOR NET SHEETS

You asked and we listened! We previously had a 128-character limit on notes you could add to your net sheets. Character limits have now been increased to 500! Please continue to use the feedback form to request helpful changes like this.



CONTACT YOUR PREMIER SALES  
EXECUTIVE FOR A LIVE DEMO TODAY!



**MARLA CALLEY**  
SALES EXECUTIVE  
602.531.2434  
mcalley@PTAnow.com



**KORI KENNEY**  
SALES EXECUTIVE  
602.513.3424  
kkenney@PTAnow.com



*Have your clients  
Breeze through their contracts  
with our SEAMLESS PROCESS  
from Contract to Close.*



*A Home Loan for every life Milestone*



**Matt Askland**

Producing Branch Manager, NMLS 168130

**480.759.1500**

Matt.askland@alamedamortgage.com  
3105 S. Price Rd. Ste 135  
Chandler, AZ 85248



Alameda Mortgage Corporation, NMLS 271603, issued by the Nationwide Multistate Licensing System and Registry, Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; AZ Lic. #BK-0947208. Additional licensing information can be found at: [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org).



# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales Jan 1 -July 31, 2023	Total Unit Sales Jan 1 -July 31, 2023
51	Susan Goodrich	Cachet Development	\$13,735,411	8
52	Cassandra J Mueller	eXp Realty	\$13,470,090	31
53	Jill Vicchy Heimpel	RE/MAX Classic	\$13,412,375	34.5
54	Delaney S Rotta	Launch Powered By Compass	\$13,247,500	4
55	Rodney Wood	Keller Williams Integrity First	\$13,179,315	20.5
56	Bill Bulaga	Russ Lyon Sotheby's International Realty	\$13,013,500	3.5
57	Michaelann Haffner	Michaelann Homes	\$12,746,300	23
58	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	\$12,696,390	53
59	Cristen Corupe	Keller Williams Realty Phoenix	\$12,681,450	10
60	Megan C Perry	Woodside Homes Sales AZ	\$12,650,795	20
61	Leonard Behie	Realty Executives	\$12,621,250	15
62	W. Russell Shaw	Realty One Group	\$12,407,900	27
63	Aimee N. Lunt	RE/MAX Solutions	\$12,402,442	18
64	Chris Anthony Castillo	CPA Advantage Realty	\$12,325,000	8
65	Cindy Flowers	Keller Williams Integrity First	\$12,324,949	23
66	Dallin Simonton	Realty ONE Group	\$12,290,500	16
67	Jason LaFlesch	Results Realty	\$12,225,000	17.5
68	Chris Allen	Hague Partners	\$12,149,050	22
69	James Bill Watson	Keller Williams Realty Sonoran Living	\$12,148,202	16
70	Jacquelyn E Shoffner	eXp Realty	\$12,062,881	16.5
71	Richard Johnson	Coldwell Banker Realty	\$11,926,995	19.5
72	Pushpit Tandon	Hague Partners	\$11,847,000	6.5
73	Angela Tauscher	Rover Realty	\$11,815,917	22
74	Eve Bragg	Opendoor Brokerage	\$11,657,875	27
75	Heather Werner	Ravenswood Realty	\$11,442,985	18.5
76	Joshua Will Hogan	eXp Realty	\$11,406,214	15.5
77	Karen C. Jordan	Thomas Popa & Associates	\$11,374,675	9.5
78	Mikaela N Clark	Limitless Real Estate	\$11,353,281	8.5
79	Leslie K. Stark	Realty ONE Group	\$11,342,000	10
80	Tiffany Gobster	My Home Group Real Estate	\$11,225,000	7.5
81	Brian J Cunningham	eXp Realty	\$11,159,700	18
82	Daniel Callahan	RE/MAX Classic	\$11,087,050	30
83	David C Zajdzinski	eXp Realty	\$10,980,328	21
84	Suzanne M Daniels	Opendoor Brokerage	\$10,954,250	25.5

#	Name	Office	Total Volume Sales Jan 1 -July 31, 2023	Total Unit Sales Jan 1 -July 31, 2023
85	Kelly Saggione	eXp Realty	\$10,905,075	17
86	Suzy Steinmann	Realty ONE Group	\$10,887,900	22
87	Krzysztof Okolita	My Home Group Real Estate	\$10,879,999	21
88	Steve Hueter	eXp Realty	\$10,831,915	22
89	John Biddle	Redfin Corporation	\$10,732,400	20
90	Dawn M Forkenbrock	Real Broker AZ	\$10,693,556	17.5
91	Elizabeth Rolfe	HomeSmart	\$10,690,215	12.5
92	Brent Heiden	Iannelli and Associates	\$10,646,499	22
93	Kathy Camamo	Amazing AZ Homes	\$10,579,186	26
94	Jason Crittenden	Realty ONE Group	\$10,535,965	20.5
95	Kelly Khalil	Redfin Corporation	\$10,505,500	16
96	Jason Arnett	Arnett Properties	\$10,392,700	17
97	Sergio Santizo	Hague Partners	\$10,375,710	20
98	Jennifer Felker	Keller Williams Integrity First	\$10,369,949	12.5
99	Angela Larson	Keller Williams Realty Phoenix	\$10,312,150	28
100	Mary Almaguer	Apache Gold Realty	\$10,294,000	22

**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.

## Instant Stress Reliever

Don't let move-in madness stress out your clients. Instead, give them peace of mind with home warranty coverage they can depend on when covered household items unexpectedly break.

[Contact me for details](#)

*"Protecting Client Relationships, Budget and Time"*

[firstamrealestate.com](https://firstamrealestate.com) | Phone Orders: 800.444.9030

©2023 First American Home Warranty Corporation. All rights reserved. AD\_SEPT\_LANSDEN\_MRP\_9/23



**Your Local Resource**  
**Kathryn Lansden**  
480.338.1983  
[klansden@firstam.com](mailto:klansden@firstam.com)





# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales Jan 1-July 31, 2023	Total Unit Sales Jan 1-July 31, 2023
101	Kelly Michael	KOR Properties	\$10,227,990	6
102	Nicholas R Kibby	Keller Williams Realty Phoenix	\$10,048,050	18
103	Elizabeth A Stern	Farnsworth Realty & Management	\$10,043,000	21
104	Kathleen Scott	Redfin Corporation	\$9,984,250	21.5
105	Michael W Cunningham	West USA Realty	\$9,926,409	14
106	Erik Geisler	West USA Realty	\$9,860,900	11
107	John Evenson	eXp Realty	\$9,771,820	24
108	Rachele M. Oram	HomeSmart Lifestyles	\$9,720,429	14
109	Nicholas Giles	Keller Williams Realty East Valley	\$9,711,600	12
110	Lisa Hordichuk	RE/MAX Fine Properties	\$9,700,000	5
111	Lori Blank	Lori Blank & Associates	\$9,693,900	11
112	Alisha B Anderson	Real Broker AZ	\$9,687,350	19
113	Frank Gerola	Venture REI	\$9,574,090	15
114	Scott Cook	RE/MAX Solutions	\$9,562,000	16
115	Heather Taylor	ProSmart Realty	\$9,550,499	10.5
116	Curtis Johnson	eXp Realty	\$9,459,700	20
117	Nicholas L. Carlson	Launch Powered By Compass	\$9,440,500	3
118	Shannon Nicole Duke	AZ Flat Fee	\$9,435,000	16
119	Annette E. Holmes	Good Oak Real Estate	\$9,412,700	17
120	Stacia Ehlen	RE/MAX Alliance Group	\$9,320,150	13.5
121	Jaime L Blikre	My Home Group Real Estate	\$9,298,315	17
122	Andrew McGuire	ProSmart Realty	\$9,276,900	15
123	Jesse Wintersteen	ProSmart Realty	\$9,256,500	19
124	Casey J. Jann	My Home Group Real Estate	\$9,187,366	7.5
125	Lisa M Harris	Hague Partners	\$9,160,000	17
126	Tammie Fischer	Realty ONE Group	\$9,158,900	18
127	Marc Slavin	Realty ONE Group	\$9,119,225	4.5
128	Allison T Johnson	Good Oak Real Estate	\$9,055,500	8
129	Mike Mendoza	Keller Williams Realty Sonoran Living	\$9,021,211	15.5
130	Braden Johnson	Limitless Real Estate	\$9,012,490	15
131	Denise Hanna	Gehan Homes	\$8,967,646	15.5
132	Michael Ratzken	Two Brothers Realty & Co	\$8,943,450	12.5
133	Janine M. Igliane	Keller Williams Realty East Valley	\$8,935,315	15.5

#	Name	Office	Total Volume Sales Jan 1-July 31, 2023	Total Unit Sales Jan 1-July 31, 2023
134	Brian Kingdeski	Gentry Real Estate	\$8,928,175	15
135	Adam B Coe	Delex Realty	\$8,886,700	18
136	Laura Michaud	Orchard Brokerage	\$8,860,650	17
137	Marshall Hancock	Delex Realty	\$8,858,197	11
138	S.J. Pampinella	Redfin Corporation	\$8,851,500	13.5
139	Ryan Rosscup	Realty ONE Group	\$8,839,500	15
140	Kristen Hekekia	HomeSmart Lifestyles	\$8,807,152	9
141	Kirk Erickson	Schreiner Realty	\$8,712,900	17
142	Paulina Matteson	Realty ONE Group	\$8,692,977	10.5
143	Kimberly Lotz	Redfin Corporation	\$8,686,071	18.5
144	Tara Hayden	Redfin Corporation	\$8,654,897	17
145	Christina M Fox	Tierra Bella Realty	\$8,614,275	24
146	Kirk A DeSpain	Call Realty	\$8,599,990	10
147	Scott Heywood	HomeSmart	\$8,573,990	9
148	Pamm Seago-Peterlin	Century 21 Seago	\$8,534,000	16
149	Warren Petersen	Network Realty	\$8,494,016	5
150	Amanda Pinkerton	HomeSmart Lifestyles	\$8,492,500	11.5
151	Carla Holzer	Realty ONE Group	\$8,470,500	5
152	Bret Johnson	Realty Executives	\$8,456,000	16.5
153	Michele Keith	HomeSmart	\$8,439,391	9.5
154	Radojka Lala Smith	eXp Realty	\$8,390,250	13.5
155	Shawn Rogers	West USA Realty	\$8,339,150	16.5
156	Brian Christopher C McKernan	ProSmart Realty	\$8,293,600	22
157	Natascha Ovando-Karadsheh	KOR Properties	\$8,285,750	8.5
158	Michelle Cross	Launch Powered By Compass	\$8,276,750	4.5
159	Shanna Day	Keller Williams Realty East Valley	\$8,247,550	10.5

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



# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales Jan 1-July 31, 2023	Total Unit Sales Jan 1-July 31, 2023
160	Daniel A Baker	Russ Lyon Sotheby's International Realty	\$8,228,970	13
161	Lori J Peterson	American Realty Brokers	\$8,172,000	20
162	Thomas L Wiederstein	Redfin Corporation	\$8,150,999	20
163	Ryan D Bawek	eXp Realty	\$8,144,500	7
164	Todd Stengel	Morgan Taylor Realty	\$8,138,325	7.5
165	Kimberly Sanders	Realty ONE Group	\$8,129,500	14
166	LaLena Christopherson	West USA Realty	\$8,123,500	10
167	Leila A. Woodard	My Home Group Real Estate	\$8,120,179	17
168	Justin Cook	RE/MAX Solutions	\$8,102,845	12
169	Beau K Tanner	Perkinson Properties LLC	\$8,054,000	6
170	Adriana L. Spragg	RHouse Realty	\$8,023,399	16
171	Amy N Nelson	Keller Williams Realty East Valley	\$8,008,500	13.5
172	Ryan Meeks	Keller Williams Integrity First	\$7,988,310	12
173	Daniel T Birk	Realty Executives	\$7,974,000	14
174	Cynthia Worley	Keller Williams Realty East Valley	\$7,973,536	9
175	Aaron Stradling	Weichert, Realtors-Home Pro Realty	\$7,883,400	11
176	Kiara I Cadillo	Opendoor Brokerage	\$7,879,038	18.5
177	Christian Lemmer	Engel & Volkers Gilbert	\$7,852,500	2
178	Beth Rebenstorf	Realty ONE Group	\$7,836,063	12
179	Dianna Wood	Opendoor Brokerage	\$7,820,617	18
180	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	\$7,816,900	11.5
181	Kathleen McMullen	Exclusive Homes and Land	\$7,803,500	5
182	Julia Kinkead	HomeSmart	\$7,803,000	10
183	Brandi Samples	Long Realty Partners	\$7,800,495	15
184	Wendy J Macica	Home Centric Real Estate	\$7,800,400	17
185	Annette Nelson	HomeSmart	\$7,797,490	16
186	Vincent Clark	VCRE	\$7,745,000	3
187	John Karadsheh	KOR Properties	\$7,744,250	7.5
188	Kelly R. Jensen	KJ Elite Realty	\$7,703,257	17.5
189	Danielle Bronson	Redfin Corporation	\$7,662,890	16
190	Robert Reece	Good Oak Real Estate	\$7,612,000	14
191	Stacie Neumann	Russ Lyon Sotheby's International Realty	\$7,581,890	9

#	Name	Office	Total Volume Sales Jan 1-July 31, 2023	Total Unit Sales Jan 1-July 31, 2023
192	Heidi S Spielman	Platinum Living Realty	\$7,572,811	30
193	Roger Lewis	Realty ONE Group	\$7,541,500	9.5
194	Lorri Blankenship	Carriage Manor Realty	\$7,523,600	45
195	Lauren Sato	West USA Realty	\$7,522,500	16
196	Bryce A. Henderson	Four Peaks Brokerage Company	\$7,511,800	15
197	Brian Rhode	Barrett Real Estate	\$7,511,500	10.5
198	Julie Chamberlain	eXp Realty	\$7,509,909	5
199	Deanna Calkins	Home Centric Real Estate	\$7,494,935	14
200	Chris Lundberg	Redeemed Real Estate	\$7,420,500	12.5

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





SCAN TO LEARN MORE!

- **LOWER RATES**
- **NO LENDER FEES**
- **MOST LOAN PROGRAMS**

*Get your buyers a better deal... and close more transactions with us!*

**RANDY BONGARD** **480.580.LOAN** **rbongard@pricemortgage.com**  
NMLS #832622

Price Mortgage, LLC is a licensed mortgage broker in the state of Arizona, NMLS #20643 AZ 518-015444. This is not a commitment to lend. All loans subject to credit approval. Guidelines subject to change without prior notice. This information is provided to assist business professionals only and is not an advertisement extended to the consumer as defined by section 225.2 Regulation Z-FCR, Equal Housing Lender. (50 E. Warner Rd., Ste. 100, Gilbert, AZ 85296, Main (480) 438-0200



# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales Jan 1 - July 31, 2023	Total Unit Sales Jan 1 - July 31, 2023
201	Ben Swanson	Keller Williams Integrity First	\$7,406,500	18
202	Gordon Hageman	Real Broker AZ	\$7,396,418	15
203	Pamela L Docekal	Realty ONE Group	\$7,391,300	9
204	Christopher T Doyle	Realty ONE Group	\$7,370,000	3
205	Lindsay Mazzola	eXp Realty	\$7,340,000	4
206	Anastasia Gervasi	HomeSmart	\$7,335,499	15
207	Steven Coons	Farnsworth Realty and Management	\$7,328,350	18
208	Michael D Smith	Barrett Real Estate	\$7,313,133	12.5
209	James Thompson	Keller Williams Realty East Valley	\$7,280,550	15
210	Brandon Gavins	Hague Partners	\$7,256,850	13.5
211	Jed A Gray	HomeSmart	\$7,226,800	9
212	Adam Dahlberg	Hague Partners	\$7,224,150	16
213	Benjamin Graham	Keller Williams Realty East Valley	\$7,199,000	14
214	Kraig Klaus	Keller Williams Integrity First	\$7,183,925	16
215	Dawn Carroll	Lori Blank & Associates	\$7,153,000	10
216	Hannah Farbstein	My Home Group Real Estate	\$7,148,868	15.5
217	Lisa Fonseca	Lori Blank & Associates	\$7,139,500	14
218	Katrina L McCarthy	Hague Partners	\$7,130,389	11.5
219	Diane Bearse	Realty Executives	\$7,122,614	10.5
220	Stephanie Strobel	Hague Partners	\$7,092,250	15
221	John Hrimnak	Keller Williams Integrity First	\$7,086,667	14
222	Jeffrey T Traynor	Howe Realty	\$7,075,000	1
223	Jim Sobek	Weichert, Realtors-Home Pro	\$7,043,250	13
224	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	\$7,025,000	9
225	Brett Worsencroft	Keller Williams Integrity First	\$7,002,200	15
226	Mike Schude	Keller Williams Integrity First	\$6,992,875	10.5
227	Peggie Jean Herron-Simmons	Realty Marketing Group	\$6,977,051	6
228	Christy Rios	Keller Williams Integrity First	\$6,961,750	9
229	Kristi Hinkle	MCO Realty	\$6,947,900	11.5
230	Eric R Middlebrook	Your Home Sold Guaranteed Realty	\$6,928,000	11
231	Rachel Krill	eXp Realty	\$6,917,900	14
232	David Larsen	West USA Realty	\$6,887,490	12
233	Mark Berberian	My Home Group Real Estate	\$6,855,000	3
234	Susan Hallamore	HomeSmart	\$6,789,000	5

#	Name	Office	Total Volume Sales Jan 1 - July 31, 2023	Total Unit Sales Jan 1 - July 31, 2023
235	Barbi King	Keller Williams Integrity First	\$6,785,000	5
236	Ashley McKee	Realty Executives	\$6,775,450	14
237	Ann Adams	Ann Adams And Associates Realty	\$6,768,900	11
238	Austin Denham	DenMar Realty	\$6,750,000	17
239	Becky Kolb	Keller Williams Integrity First	\$6,738,225	11
240	Richard Alan Ashby	Ashby Realty Group	\$6,732,390	11
241	Andrea D Garcia	Keller Williams Realty Sonoran Living	\$6,722,000	15
242	Len Nevin	eXp Realty	\$6,657,999	11.5
243	Eric Cluff	RE/MAX Alliance Group	\$6,645,500	12.5
244	Christine Schroedel	CMS Properties & Real Estate LLC	\$6,629,990	8
245	Keith M George	Coldwell Banker Realty	\$6,619,250	18
246	Chris Baker	Hague Partners	\$6,607,800	12
247	Timothy Ehlen	RE/MAX Alliance Group	\$6,605,950	9.5
248	Jill McFadden	Delex Realty	\$6,552,400	10
249	Michelle Mazzola	Berkshire Hathaway HomeServices Arizona Properties	\$6,551,468	10
250	Katie Lambert	eXp Realty	\$6,544,740	12.5

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

# CHOICE

## Home Warranty

1 MONTH FREE\*

PLUS \$100 OFF

all Multi-Year Plans!

\*Available for a limited time.

Email: [sharp@chwpro.com](mailto:sharp@chwpro.com)  
Cell: (949) 426-5450  
Realtor Portal: [www.CHWPro.com](http://www.CHWPro.com)  
Real Estate Customer Service  
888-275-2980

Re-Key | Multi-Year Discounts | Sellers Coverage

#MAKETHESHARPCHOICE

**SHARP CHEN**  
Senior Account Executive

54 • September 2023

@realproducers

realproducersmag.com

East Valley Real Producers • 55



# TOP 300 STANDINGS

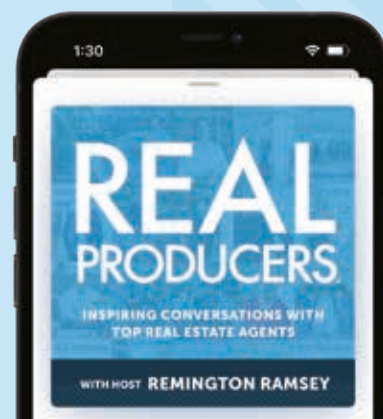
Teams and Individuals Closing Dates From Jan. 1 - July 31, 2023

#	Name	Office	Total Volume Sales Jan 1 - July 31, 2023	Total Unit Sales Jan 1 - July 31, 2023
251	Ronald Bussing	Realty ONE Group	\$6,535,789	11.5
252	Gilbert Moreno	HomeSmart	\$6,524,306	15.5
253	Tiffany Carlson-Richison	Realty ONE Group	\$6,516,499	10.5
254	Rita L. Stevenson	The Hogan Group LLC	\$6,500,000	4
255	Trisha A. Carroll	Wedgewood Homes Realty	\$6,485,300	14
256	Melanie Nemetz	Keller Williams Integrity First	\$6,480,410	10.5
257	Nicolle Karantinos	Realty Executives	\$6,476,000	8
258	Nicki Highmark	Realty Executives	\$6,476,000	8
259	Royal Henry	Cactus Mountain Properties	\$6,475,700	20
260	Kevin McKiernan	Venture REI	\$6,472,800	11.5
261	Jeffrey L. Franklin	Realty Executives	\$6,466,092	11
262	Kara M Beecroft	Thomas Jambor Realty Solutions	\$6,461,900	12
263	Andrea Deely	My Home Group Real Estate	\$6,442,085	12
264	Amy Laidlaw	Realty Executives	\$6,430,038	13.5
265	Timothy J Cusick	Homelogic Real Estate	\$6,426,435	10.5
266	Allen R Willis	Ensign Properties Corp	\$6,413,000	13
267	Kristi Jencks	eXp Realty	\$6,385,950	10
268	Kandi Andresen	Keller Williams Integrity First	\$6,371,000	10

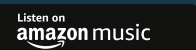
**Disclaimer:** Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. New construction and sales outside of the East Valley are not included.

## REAL PRODUCERS. PODCAST

**Inspiring conversations  
with the nation's  
top real estate agents.**



Same Brand, New Reach – Tune in for free today



podcast.realproducersmag.com

MORTGAGE EXPERTS WITH 30 YRS. OF PROFESSIONAL EXPERIENCE,  
Providing fast and easy loan approvals and closings!



Customized loan options, personalized communication (even on weekends),  
and pre-qualifications done in minutes over the phone.

**Scott Harward | (480) 223-2265**

NMLS# 188539 | LO-0912055

**Spencer Harward | (602) 793-4243**

NMLS# 2018058 | LO-1013072

TeamScott@UAMCO.com | UAMCO.com

4425 E Agave Rd. Phoenix, AZ 85044



## INVESTMENT PROTECTION



Photo Credit: ShannonLy Photography

GET IN TOUCH  
480-404-3003



**HOME INSPECTIONS**



### OUR SERVICES :

- New Builds (PreDrywall/PreClose/11 Month)
- Buyer / Seller
- 55+ Communities
- Mfg. Homes
- Condos/Townhomes/4-Plex
- Investors / Fixer-Flippers

**UPDATE YOUR PHOTOS FOR FRESH SOCIAL  
MEDIA MARKETING STRATEGY CONTENT!**  
SCHEDULE YOUR FALL SESSION TODAY

**Devin Nicole**  
photography



Using images of yourself in your  
social media marketing will help show clients  
WHO you are and WHAT you're all about.

I am an East Valley-based lifestyle  
portrait photographer focusing on:  
Headshots, branding, and social media content  
for REALTORS® and other business owners • Boudoir  
Families • Small weddings and Elopements

f @DEVINNICOLEPHOTOGRAPHY

(480) 440-9997 ♥ DEVINNICOLEPHOTOGRAPHY@GMAIL.COM



# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales Jan 1 -July 31, 2023	Total Unit Sales Jan 1 -July 31, 2023
269	Jennifer L Rutledge	Urban Luxe Real Estate	\$6,332,000	6
270	Kourtney Ness	Realty ONE Group	\$6,331,403	12
271	Kaushik Sirkar	Call Realty	\$6,328,950	10.5
272	Jenna L. Marsh	Realty Executives	\$6,326,590	8
273	Chris Benson	NextHome Alliance	\$6,312,000	10.5
274	Kimberly L Schonhoff	KJ Elite Realty	\$6,299,686	13.5
275	Luis Salmon	Keller Williams Integrity First	\$6,275,567	12
276	Debra Lopez	Berkshire Hathaway HomeServices Arizona Properties	\$6,273,125	7
277	Lawrence Bearse	Realty Executives	\$6,226,614	9.5
278	Andrew K Bradford	Realty ONE Group	\$6,220,144	13.5
279	Alexander M Prewitt	Real Broker AZ	\$6,219,187	7
280	William G Barker	HomeSmart	\$6,218,425	15.5
281	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	\$6,213,900	8
282	Dawn Matesi	Locality Real Estate	\$6,211,000	11
283	Kelli Blagen	LYS Properties	\$6,200,000	4
284	Brian AJ Flatley II	eXp Realty	\$6,182,000	8.5
285	Sarah J Luzi	Tyche Real Estate	\$6,181,940	9.5
286	Trevor Bradley	Real Broker AZ	\$6,175,000	11.5
287	Kathryn R Arter	Realty ONE Group	\$6,171,900	12
288	Julie R.B. Quesada	Keller Williams Integrity First	\$6,158,520	8.5
289	Geoffrey Adams	Realty ONE Group	\$6,145,863	11.5
290	Pamela Coffman	Opendoor Brokerage	\$6,144,659	14.5
291	Jean Grimes	Russ Lyon Sotheby's International Realty	\$6,114,750	12.5
292	Frank Vazquez	Venture REI	\$6,114,446	14
293	Tammy Medigovich	Bella Casa Realty	\$6,100,500	10
294	Mo Yaw	Realty Executives	\$6,098,900	13.5
295	Dane Emmer	DPR Realty	\$6,093,000	11
296	Sherri L. Stella	Russ Lyon Sotheby's International Realty	\$6,084,300	10.5
297	Chad Fuller	K. Hovnanian Great Western Homes	\$6,071,225	7
298	Kyle J. N. Bates	Keller Williams, Professional Partners	\$6,066,940	13
299	Kristina L. Sabo	My Home Group Real Estate	\$6,057,500	10
300	Caitlin Bronsky	eXp Realty	\$6,054,000	8

**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.



**SECURITY**  
TITLE AGENCY

COMMITTED TO *Excellence*

The Grand Canyon State is headquarters to Security Title Agency, Inc, one of Fidelity National Financial's largest and most dynamic title brands and team of title professionals. STA provides title insurance, underwriting, escrow and closing services, account servicing and default services to residential, commercial and industrial clients, lenders, developers, attorneys, real estate professionals and consumers.

STA has been servicing the real estate community in Arizona for over 42 years, closing all types of real estate transactions with an exceptional level of customer service. In addition to our commitment to closing homes for the residents of Arizona, our team can provide commercial services throughout the US. By determining risks and providing solutions to obstacles, the STA commercial teams are able to successfully close some of the most sophisticated transactions.

STA is the largest of the Fidelity National Title Group (FNTG) brands in Arizona, and for convenience purposes, our 22 offices are strategically located throughout this scenic desert state.

4722 N. 24<sup>th</sup> St. #200 • Phoenix, AZ 85016 • **602-266-3298**



DRONE

HOME TOURS

MARKETING VIDEOS

PODCAST

TIK TOK AND REELS



480.808.8991  
B\_REALVIDEOS  
ADMIN@BREALVIDEOS.COM

Take your business to the next level with  
**video marketing  
& social media  
management**



**Honest. Effective. Results Based.**

"Very happy with their service for my house in Queen Creek, Arizona. The tech is always professional, informative, and makes sure our kids and pets are kept safe from any unwanted pests. Adding their weeds service was the best decision I've ever made. Thank you Black Pearl!"  
- Jason P

**General Pest Control**  
**Termite Inspections & Treatment**  
**Weed Control**

**Family Operated**

**Contact Us**  
Our pest control experts are standing by to serve you.  
(480) 815-1032 | [info@blackpearlpest.com](mailto:info@blackpearlpest.com) | [BlackPearlPest.com](http://BlackPearlPest.com)

**Black Pearl**  
PEST CONTROL








Getting houses cleaned out quickly and getting online estate sale auctions done without hassle!

Relocation  
Downsizing  
Estate Sales & Online Auctions  
Re-settling  
Liquidation

**SCAN HERE to learn more!**



Contact us for a free consultation!  
480-257-7127  
[caringtransitionscentralaz.com](http://caringtransitionscentralaz.com)






Looking for a **LENDER** who gets the **JOB DONE CONSISTENTLY?**



☒ Smart
 ☒ Effective  
☒ Quick
 ☒ Local

Let us show you the difference.  
**CALL TODAY!**

Ask me about Manufactured Homes, Park Model Financing or Lease Land Loans.

**Chad Jenkins**  
Senior Loan Officer — NMLS 196990  
**480.760.3460**  
[chad.jenkins@novahomeloans.com](mailto:chad.jenkins@novahomeloans.com)



**ChadJenkinsGroup.com**

\*Other conditions and restrictions may apply. Rates and available loan programs are subject to change without notice. Contact your loan officer for more information. Chad Jenkins / Senior Loan Officer / NMLS 196990 / Nova Financial & Investment Corporation, DBA NOVA® Home Loans NMLS: 3087 / BK 0902429 / Equal Housing Opportunity Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act #4131230. Also licensed by the CA-DFPI under the CFL #6036566. Loans made or arranged pursuant to a California Financing Law License. <http://nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/3087>





Sell homes *faster* with  
**#SexyRoofStatus**



**480-698-4828**   **@State48Roofing**

✓ Maintenance      ✓ Repairs      ✓ Refelts  
✓ Replacements    ✓ Installs    ✓ New Construction

Complimentary inspections & appointment  
scheduling: **state48roofing.com**

**Residential and Small Commercial**  
ROC 325352