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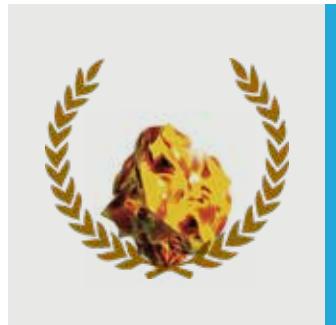
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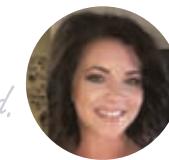
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► publisher's note

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. 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
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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
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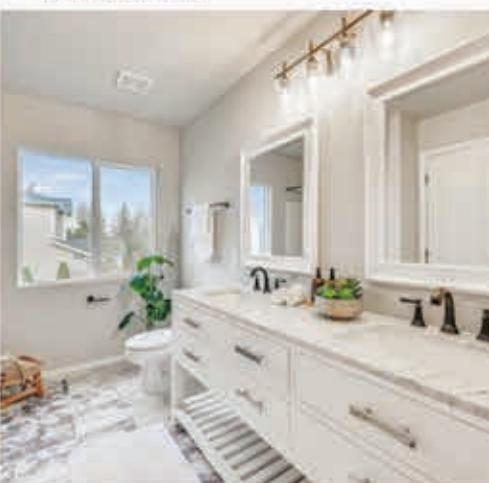
Jeremy Eaton
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JEREMY EATON

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



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.



Photo Credit Gilead Hernandez, Grafobox Media

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!”

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YALIN Chen-Dorman

By Brandon Jerrell

*Listen To
Your Heart*



Photo Credit Devin Nicole Photography



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.

66

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.

66

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

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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.





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MONDAI

Adair

By Brandon Jerrell

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.”⁴

“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.

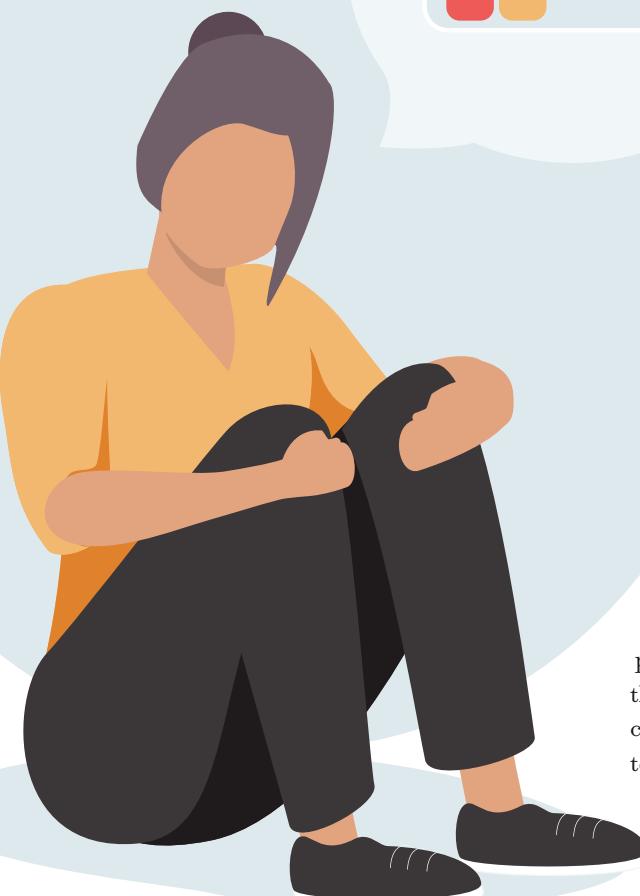


It is no surprise that Mondai Adair has reached such success over the past 19 years. By always going the extra mile, she has secured her place as a truly great and passionate REALTOR®.

“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

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

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.

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



WAYNE SALMANS is an author, speaker, and business coach. In the past decade, he has coached and trained over 6,000 entrepreneurs, awarded 30 under 30 by REALTOR® Magazine, and ranked one of the top coaches in the world.

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

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.**



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▶ 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



“

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.

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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!



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.

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	#	Name	Office	Total Volume Sales Jan 1-July 31, 2023	Total Unit Sales Jan 1-July 31, 2023
1	Richard Harless	AZ Flat Fee	\$49,396,772	109	35	Brock O'Neal	West USA Realty	\$16,121,900	15.5
2	Darwin Wall	Realty ONE Group	\$44,798,180	85	36	Hai Kim Bigelow	Redfin Corporation	\$15,923,000	25
3	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	\$44,374,193	106	37	Kevin Albright	Century 21 Northwest	\$15,641,155	10.5
4	Shannon Gillette	Real Broker AZ	\$41,386,690	80	38	Kristy & Nick DeWitz	72Sold	\$15,629,300	28
5	Karl Tunberg	Hague Partners	\$39,860,736	67	39	Mary Newton	Keller Williams Integrity First	\$15,479,250	42
6	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	\$34,327,128	79	40	Blake Clark	Limitless Real Estate	\$15,378,950	15.5
7	Tyler Blair	My Home Group Real Estate	\$27,870,044	60.5	41	Heather M Mahmood-Corley	Redfin Corporation	\$15,360,500	26.5
8	Carol A. Royse	Your Home Sold Guaranteed Realty	\$27,034,819	49	42	Heather Openshaw	Keller Williams Integrity First	\$15,316,817	26.5
9	Lacey & Drew Lehman	Realty ONE Group	\$25,603,614	51	43	Rick Metcalfe	Canam Realty Group	\$15,194,799	38.5
10	Garrett Lyon	eXp Realty	\$23,990,110	48.5	44	Justyna Korczynski	The New Home Company	\$15,051,926	32
11	Ben Leeson & TJ Kelley	Keller Williams Integrity First	\$22,935,392	44	45	Lorraine Ryall	KOR Properties	\$15,051,000	15.5
12	Charlotte Young	Realty ONE Group	\$22,739,229	41.5	46	Jerry Thomas Beavers	Realty ONE Group	\$14,877,650	18.5
13	Kenny Klaus	Keller Williams Integrity First	\$22,388,007	46.5	47	Jorge L Quijada	Delex Realty	\$14,563,750	5.5
14	Jody Sayler	Just Selling AZ	\$21,923,482	35.5	48	Bob & Sandy Thompson	West USA Realty	\$14,420,400	22
15	Jody Poling	AZ Seville Realty	\$21,506,705	18	49	Erin Ethridge	eXp Realty	\$14,063,375	22
16	Russell Mills	Close Pros	\$21,358,665	28	50	Yalin Chen-Dorman	Realty ONE Group	\$13,952,259	26
17	Rebekah Liperote	Redfin Corporation	\$21,101,550	33					
18	Benjamin Arredondo	My Home Group Real Estate	\$20,907,349	27					
19	Nathan D Knight	ProSmart Realty	\$20,736,239	34.5					
20	Clayton Denk	David Weekley Homes	\$20,476,484	23					
21	Scott R Dempsey	Redfin Corporation	\$19,961,922	33					
22	Mindy Jones	eXp Realty	\$19,380,940	48					
23	Randy Courtney	Weichert, Realtors - Courtney Valleywide	\$18,422,670	27.5					
24	Adam Prather	Russ Lyon Sotheby's International Realty	\$18,320,850	29.5					
25	Carey Kolb	Keller Williams Integrity First	\$17,251,475	32.5					
26	Charlotte M Allred	Gehan Homes	\$16,965,178	25					
27	Michelle Rae Colbert	Keller Williams Integrity First	\$16,945,550	26.5					
28	Carin S Nguyen	Real Broker AZ	\$16,926,435	31.5					
29	Eric Brossart	Keller Williams Realty Phoenix	\$16,881,000	17.5					
30	Stacy Ladin	Berkshire Hathaway HomeServices Arizona Properties	\$16,540,000	2					
31	Robin R. Rotella	Keller Williams Integrity First	\$16,528,150	33					
32	Daniel Brown	My Home Group Real Estate	\$16,511,190	27					
33	Brandon Howe	Howe Realty	\$16,228,250	14					
34	Thomas Popa	Thomas Popa & Associates	\$16,219,525	13.5					



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51	Susan Goodrich	Cachet Development	\$13,735,411	8	85	Kelly Saggione	eXp Realty	\$10,905,075	17					
52	Cassandra J Mueller	eXp Realty	\$13,470,090	31	86	Suzy Steinmann	Realty ONE Group	\$10,887,900	22					
53	Jill Vicchy Heimpel	RE/MAX Classic	\$13,412,375	34.5	87	Krzysztof Okolita	My Home Group Real Estate	\$10,879,999	21					
54	Delaney S Rotta	Launch Powered By Compass	\$13,247,500	4	88	Steve Hueter	eXp Realty	\$10,831,915	22					
55	Rodney Wood	Keller Williams Integrity First	\$13,179,315	20.5	89	John Biddle	Redfin Corporation	\$10,732,400	20					
56	Bill Bulaga	Russ Lyon Sotheby's International Realty	\$13,013,500	3.5	90	Dawn M Forkenbrock	Real Broker AZ	\$10,693,556	17.5					
57	Michaelann Haffner	Michaelann Homes	\$12,746,300	23	91	Elizabeth Rolfe	HomeSmart	\$10,690,215	12.5					
58	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	\$12,696,390	53	92	Brent Heiden	Iannelli and Associates	\$10,646,499	22					
59	Cristen Corupe	Keller Williams Realty Phoenix	\$12,681,450	10	93	Kathy Camamo	Amazing AZ Homes	\$10,579,186	26					
60	Megan C Perry	Woodside Homes Sales AZ	\$12,650,795	20	94	Jason Crittenden	Realty ONE Group	\$10,535,965	20.5					
61	Leonard Behie	Realty Executives	\$12,621,250	15	95	Kelly Khalil	Redfin Corporation	\$10,505,500	16					
62	W. Russell Shaw	Realty One Group	\$12,407,900	27	96	Jason Arnett	Arnett Properties	\$10,392,700	17					
63	Aimee N. Lunt	RE/MAX Solutions	\$12,402,442	18	97	Sergio Santizo	Hague Partners	\$10,375,710	20					
64	Chris Anthony Castillo	CPA Advantage Realty	\$12,325,000	8	98	Jennifer Felker	Keller Williams Integrity First	\$10,369,949	12.5					
65	Cindy Flowers	Keller Williams Integrity First	\$12,324,949	23	99	Angela Larson	Keller Williams Realty Phoenix	\$10,312,150	28					
66	Dallin Simonton	Realty ONE Group	\$12,290,500	16	100	Mary Almaguer	Apache Gold Realty	\$10,294,000	22					
67	Jason LaFlesch	Results Realty	\$12,225,000	17.5	<p>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.</p>									
68	Chris Allen	Hague Partners	\$12,149,050	22										
69	James Bill Watson	Keller Williams Realty Sonoran Living	\$12,148,202	16	<p>Instant Stress Reliever</p> <p>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.</p> <p>Contact me for details</p>									
70	Jacquelyn E Shoffner	eXp Realty	\$12,062,881	16.5	<p>"Protecting Client Relationships, Budget and Time"</p> <p>firstamreal estate.com Phone Orders: 800.444.9030</p>									
71	Richard Johnson	Coldwell Banker Realty	\$11,926,995	19.5										
72	Pushpit Tandon	Hague Partners	\$11,847,000	6.5	<p>First American Home Warranty Your Local Resource</p> <p>Kathryn Lansden 480.338.1983 klansden@firstam.com</p>									
73	Angela Tauscher	Rover Realty	\$11,815,917	22	<p>©2023 First American Home Warranty Corporation. All rights reserved.</p>									
74	Eve Bragg	Opendoor Brokerage	\$11,657,875	27	<p>AD_SEPT_KLANSDEN_MRP_9_23</p>									
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										

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	#	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	134	Brian Kingdeski	Gentry Real Estate	\$8,928,175	15
102	Nicholas R Kibby	Keller Williams Realty Phoenix	\$10,048,050	18	135	Adam B Coe	Delex Realty	\$8,886,700	18
103	Elizabeth A Stern	Farnsworth Realty & Management	\$10,043,000	21	136	Laura Michaud	Orchard Brokerage	\$8,860,650	17
104	Kathleen Scott	Redfin Corporation	\$9,984,250	21.5	137	Marshall Hancock	Delex Realty	\$8,858,197	11
105	Michael W Cunningham	West USA Realty	\$9,926,409	14	138	S.J. Pampinella	Redfin Corporation	\$8,851,500	13.5
106	Erik Geisler	West USA Realty	\$9,860,900	11	139	Ryan Rossrup	Realty ONE Group	\$8,839,500	15
107	John Evenson	eXp Realty	\$9,771,820	24	140	Kristen Hekekia	HomeSmart Lifestyles	\$8,807,152	9
108	Rachele M. Oram	HomeSmart Lifestyles	\$9,720,429	14	141	Kirk Erickson	Schreiner Realty	\$8,712,900	17
109	Nicholas Giles	Keller Williams Realty East Valley	\$9,711,600	12	142	Paulina Matteson	Realty ONE Group	\$8,692,977	10.5
110	Lisa Hordichuk	RE/MAX Fine Properties	\$9,700,000	5	143	Kimberly Lotz	Redfin Corporation	\$8,686,071	18.5
111	Lori Blank	Lori Blank & Associates	\$9,693,900	11	144	Tara Hayden	Redfin Corporation	\$8,654,897	17
112	Alisha B Anderson	Real Broker AZ	\$9,687,350	19	145	Christina M Fox	Tierra Bella Realty	\$8,614,275	24
113	Frank Gerola	Venture REI	\$9,574,090	15	146	Kirk A DeSpain	Call Realty	\$8,599,990	10
114	Scott Cook	RE/MAX Solutions	\$9,562,000	16	147	Scott Heywood	HomeSmart	\$8,573,990	9
115	Heather Taylor	ProSmart Realty	\$9,550,499	10.5	148	Pamm Seago-Peterlin	Century 21 Seago	\$8,534,000	16
116	Curtis Johnson	eXp Realty	\$9,459,700	20	149	Warren Petersen	Network Realty	\$8,494,016	5
117	Nicholas L. Carlson	Launch Powered By Compass	\$9,440,500	3	150	Amanda Pinkerton	HomeSmart Lifestyles	\$8,492,500	11.5
118	Shannon Nicole Duke	AZ Flat Fee	\$9,435,000	16	151	Carla Holzer	Realty ONE Group	\$8,470,500	5
119	Annette E. Holmes	Good Oak Real Estate	\$9,412,700	17	152	Bret Johnson	Realty Executives	\$8,456,000	16.5
120	Stacia Ehlen	RE/MAX Alliance Group	\$9,320,150	13.5	153	Michele Keith	HomeSmart	\$8,439,391	9.5
121	Jaime L Blikre	My Home Group Real Estate	\$9,298,315	17	154	Radojka Lala Smith	eXp Realty	\$8,390,250	13.5
122	Andrew McGuire	ProSmart Realty	\$9,276,900	15	155	Shawn Rogers	West USA Realty	\$8,339,150	16.5
123	Jesse Wintersteen	ProSmart Realty	\$9,256,500	19	156	Brian Christopher C McKernan	ProSmart Realty	\$8,293,600	22
124	Casey J. Jann	My Home Group Real Estate	\$9,187,366	7.5	157	Natascha Ovando-Karadsheh	KOR Properties	\$8,285,750	8.5
125	Lisa M Harris	Hague Partners	\$9,160,000	17	158	Michelle Cross	Launch Powered By Compass	\$8,276,750	4.5
126	Tammie Fischer	Realty ONE Group	\$9,158,900	18	159	Shanna Day	Keller Williams Realty East Valley	\$8,247,550	10.5
127	Marc Slavin	Realty ONE Group	\$9,119,225	4.5	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.				
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					

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
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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

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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

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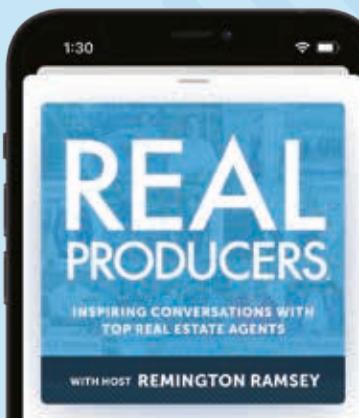
Teams and Individuals Closing Dates From Jan. 1 - July 31, 2023

#	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	Nicole 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

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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

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