

EAST VALLEY

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

SPOTLIGHT ON

REAL ESTATE INVESTING



Photography by Gilead Hernandez, Grafobox Media

JANUARY 2024

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



FOLLOW US ON



WE'RE A ONE-STOP SHOP

For All of Your Clients' Inspection Needs



YOUR LOCAL PROPERTY EXPERTS

With our multi-inspector operation, you can expect high-quality inspections and excellent customer service. Here are just a few reasons to choose NPI Phoenix:

- ✓ **FREE** Re-Inspect After Repairs
- ✓ Online Scheduling & Fast Turnaround
- ✓ Easy-to-Read Digital Same-Day Reports
- ✓ 100% Satisfaction Guarantee & Free 60-Day Limited Warranty
- ✓ Additional Services, such as Sewer Scopes, Termite Inspections, Infrared, Irrigation System Inspections, Pool & Spa Inspections, Mold Testing, and Engineering Certifications for Manufactured Homes!



Vanessa Pearson
Business Development



Malani Tillotson
Business Development



Schedule Today!

📞 623.337.8872

💻 www.NPIweb.com/SLAnderson



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



MEET THE EAST VALLEY REAL PRODUCERS TEAM



Mike Maletich
Owner
412-606-9954
mike.maletich@n2co.com



Shane Dasher
Publisher
shane.dasher@n2co.com
541-517-3655



Kendra Woodward
Writer



Mitzie Maletich
Promo & Photo
Shoot Coordinator



Michele Jerrell
Editor



Roger Nelson
Guest Writer



John Lohr, Jr.
Guest Writer



Devin Egbert
Photographer



Patrick McKinley
Photographer



Gilead Hernandez
Photographer

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**



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, LUTC®
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.®

BERGER **ALLIED**
MOVING & STORAGE » The Careful Movers



602-254-7181
bergerallied.com
US DOT No. 00125665

Scan to meet the team and learn more about our services



HouseMaster
Home Inspections. Done Right. Guaranteed.™
a neighborly company



Scan to see why we are the preferred choice for Top East Valley Realtors!



Why Choose Housemaster?

- Professional Communication - Smooth Transaction
- An Educated Buyer Has Confidence In Their Purchasing Decision
- Working With Your Schedule Saves You Time
- An Exception Inspection Includes Accurate & Current Information
- Ask about our protection for you, the agent, and your client!

Local Office Operated By:
Brady Hafdal | 480.345.8570
Phoenix.HouseMaster.com | Easily Book Online!

**AZ Flooring
& FINISHES**



COUNTERTOPS | CABINETS | FLOORING

AZFlooringandFinishes.com
931 E ELLIOT RD #117 | TEMPE, AZ
480.209.1801

Scan to easily schedule a complimentary design consultation today!



TABLE OF CONTENTS

	06 East Valley Real Producers Staff & Contributors		10 Preferred Partners		12 Spotlight on Real Estate Investing
	17 WeServ Monthly Update: Community Impact		20 Partner Feature: The Copper House AZ and The Stanley AZ		26 REALTOR® On The Rise: Lindsay Picone
	30 Meet Our Partner: Food Truck Feeds		34 Event: Fall Social		38 Standings: Top 200



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at shane.dasher@n2co.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.



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



Welcome to
2024!

Now's the time to set meaningful goals to strengthen your connections, expand your business, and reach new heights. Contact me and I'll show you a game plan for success.

Let's get started!



Your Local Resource
Kathryn Lansden
480.338.1983
klansden@firstam.com



"Protecting Client Relationships, Budget and Time"

firstamrealestate.com | Phone Orders: 800.444.9030

©2024 First American Home Warranty Corporation. All rights reserved.



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!

CLOSING GIFTS

Cutco Closing Gifts
Amber Choongphol
(602) 218-0395

FLOORING

AZ Flooring & Finishes
Michelle Hunt
(480) 200-0068
azflooringandfinishes.com

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

HouseMaster
(480) 345-8570
phoenix.housemaster.com

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

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

Geneva Financial
Jeanine Robbins
(480) 626-3044
www.genevafi.com/
jeanine-robbins

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

MOVERS

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

MOVING & STORAGE

Berger Allied Moving
& Storage
(602) 254-7181
www.bergerallied.com

PHOTOGRAPHY

Devin Nicole Photography
Devin Egbert
(480) 440-9997

Grafobox Media
(480) 322-6612
grafoboxmedia.com

PLUMBING

Affordable Plumber AZ
(480) 702-6165
AffordablePlumberAZ.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

Premier Title Agency
Marla Calley
(602) 491-9606

VIDEO PRODUCTION

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

CAMELBACK MOVING INC.



VIP

Partner Program

MERRY
CHRISTMAS
& HAPPY NEW YEAR



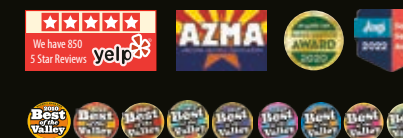
Become a VIP Partner and give your clients special savings and some peace of mind. If a closing is delayed, 3 days, 2 nights, storage is FREE.

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

Is It Time for a Change?

10 Reasons to Use Checklist Inspections in 2024!

- 1) WE WORK VALLEY WIDE!
- 2) MORE INSPECTORS = Quick Availability with US!
- 3) SAME DAY REPORTS - On Site Too!
- 4) Easy 24/7 Online Scheduling at ChecklistAZ.com
- 5) 200% Satisfaction Guarantee
- 6) NOW OFFERING: Repair Cost Estimates!!!
- 7) Pre-Listing, Residential, Commercial Inspections
- 8) New Construction Inspections at each Phase
- 9) Sewer Scoping, Mold & Radon Testing
- 10) Termite Reports w/ FREE One Year Warranty!

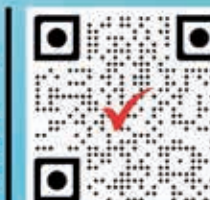


Let's Team Up! Schedule Today:

480.741.1267

→ 24/7 ONLINE: CHECKLISTAZ.COM
ARIZONA'S PREMIER HOME INSPECTORS SINCE 1998!

Scan to add us
to your Mobile
Contacts!



REAL ESTATE INVESTING

JUSTIN AND TARA SULLIVAN



We are a husband-and-wife real estate duo. When we first started, Tara got her real estate license and Justin was a general contractor. As we grew, we realized Justin's time was better spent working on the business rather than in the business. Now Justin is also a licensed REALTOR® and recently got his license to be a mortgage broker. Tara is now in the process of getting her broker's license here in Arizona so we can open our own real estate brokerage. We want to help people buy homes, including those who thought it was never possible. There are so many ways to become a homeowner, so we want to help as many people as possible achieve their goals.

1) How were you introduced to real estate investing?

End of 2015 I met my now husband Justin, we were living in a 1-bedroom apartment, it was actually my dad's garage he converted into a makeshift

in-law suite. We were both working basic jobs that we knew weren't going to be enough to really survive in the long term. Justin has an uncle who was very successful in investing in real estate, so Justin knew that was what he wanted to do — he just didn't know how to get the money up to start.

2) What is your favorite form of real estate investing? And why? Flippers - What has your greatest success story been in flipping, and how has flipping made you a better real estate agent?

My favorite form of real estate investing is definitely flipping. I love being able to take a disgusting home no one else wanted and make it into a stunning brand-new home for a family to enjoy and make memories in.

Our greatest flip story was our first one. We refer to it as "Oxford". When we decided to get out of the apartment and buy a house, I showed Justin all these beautiful homes and he said no to all of them. We finally went to see this home that was nice on the outside but had no inside photos (I now know it was because it was awful, lol) the ceiling was falling in, it smelled so bad, and it was so dirty I was ready to RUN when I hear Justin yell from the other room "It's PERFECT" my heart sank ...THIS ONE ... REALLY!? We went home and he told me to watch any show I could find on flipping houses (there were not many at the time). I was skeptical but I had faith in Justin. We spent a

year renovating that house with our own two hands every free moment we had in between work, kids, kids' activities, etc. It was not easy but we didn't have money to hire anyone to help. That house was our best investment to date! After I saw the amount of equity we created fixing up that home, I knew from there this was it, this was our way to build a better life for our family. We turned a \$98k run-down abandoned house into a stunning brand-new home that eventually sold for \$305,000!

Flipping has helped make me a better real estate agent because I am more aware of potential issues clients will come across in homes or items that may look like a scary expense but may only be a \$200 fix. I can explain to clients that these issues may not be as big of a deal as they think. I had one friend tell me she found her dream house but passed because the cabinets were green. She had no idea she could just hire someone to paint them another color.

3) Do you educate your clients about real estate investing? If so, how is this brought up?

We love to educate clients and the public about real estate investing. It changed our lives so drastically. If we can do it, anyone can, we didn't come from wealth we're just regular people who found a way to make it happen. We like to tell clients they have options such as house hacking which is where they can buy a

duplex and live on one side and rent out the other to help them pay their bills. This gives them more buying power because they will be bringing in passive income from the other half of the house.

4) How many rentals do you currently own and when were they acquired?

We currently own 5 doors but it's only 2 buildings, one single-family house and one quad which is 4 units in one building. We acquired them in 2020 and 2021. We found them on the MLS, fixed them up and put tenants inside. For the single-family home, we partnered with another investor we met online and decided to joint venture with.

5) In 5 years from now, where would you like to be in your real estate investing journey?

In 5 years we plan to be doing luxury high-end flips which we are currently under contract on our first one. We'd also like to build apartments and housing developments. The housing shortage is a real issue today so we need to start creating homes for families to own not just rent.

6) What are a few tips you would give fellow REALTORS® who want to get started in real estate investing, but don't know where to start or clients?

The best advice I would give someone who wants to get started investing is to partner with a seasoned investor and learn from them firsthand. If you have money, then put it into a deal. If you don't have money then offer to work for free and just get your foot in the door with seasoned investors and slowly grow from there. Remember this is a marathon, not a sprint. It has taken us years to get where we are today and we still have many more years before we ultimately reach where we want to go!

We are @RealEstate.Addicts across all social media platforms (Instagram,

TikTok, Facebook, YouTube, Pinterest) & @RE_Addicts on X aka Twitter

KARL TUNBERG



1) How were you introduced to real estate investing?

I finished college at ASU with a BS degree in Real Estate and Finance. Most of the advanced-level courses in Finance and Real Estate were related to real estate investing. My first "real" job out of college was working for a developer/investor that was expanding a new concept, super-sized optical stores (20/20 Eyes which eventually became LensCrafters) across the western US. I would find the space and negotiate the leases in regional malls west of the Mississippi. The job then morphed into doing entitlements for land deals in Central and Northern Arizona. Everything in some form or fashion was related to real estate investing. I had a great mentor who taught me the ins and outs of investing.

2) What is your favorite form of real estate investing? And why? Flippers - What has your greatest success story been in flipping, and how has flipping made you a better real estate agent?

I was in public homebuilding for most of my career with large builders. I progressed to opening up my home building and development company. I ran that for about 10 years and then had to close that down because of the real estate market crash in 2009. I started

another development and home-building company in 2012 focusing on infill developments and investing.

My favorite type of investing is residential entitlements, development, and building. I love the process of taking raw dirt and creating communities that become neighborhoods where people live and create lifelong memories. It's an honor and a huge responsibility to create places where people live.

I don't focus on flips as much as I used to, but I loved building, flipping and developing in Arcadia Lite, North Central, the historic districts and parts of Tempe. I always look for ways to add livable square footage, generally, the cost to build is much lower than what the sales price per square foot is in residential.

3) Do you educate your clients about real estate investing? If so, how is this brought up?

I generally work with experienced investors. In situations where a client is not experienced I offer a lot of counsel and education, and discuss risk mitigation. Investing looks and sounds sexy but the risks are huge, and most people don't consider what could happen if things go wrong. Going through the real estate crash I lost everything except my family. It was a very painful process but also a priceless education.

4) How many rentals do you currently own and when were they acquired?

I have 5 rentals and 3 homes currently under construction (flips). I have been acquiring these homes for the past 8 years.

5) In 5 years from now, where would you like to be in your real estate investing journey?

I love the real estate business; I can't think of anywhere I would rather be than buying and selling homes and

buildings. I am growing my property management company now if anyone needs those services! I am also coaching agents in real estate and plan to do more of that.

6) What are a few tips you would give fellow REALTORS® who want to get started in real estate investing, but don't know where to start or clients? Take your time and study other people who are investing. I would highly recommend getting a coach if you don't have one. I have been professionally coached for the past 8 years and it has made a dramatic difference in my business, investing, and my personal life. Additionally, seek out counsel from successful people in the business. Get a Mentor or two, learning from people who are experienced, knowledgeable, and humble is the path to finding your success and hopefully entrance into the exciting world of real estate investing.

JASON LAFLESCH



1) How were you introduced to real estate investing? Real Estate Investing has been in my family growing up since I was 3 years old. From the very beginning, my parents had a couple of good friends who all went in on investment properties. Whether it be our cabin in Lake Tahoe, hotels in California or homes in AZ ... I was introduced to it early on. My mom sold real estate beginning in 1980

when I was 9 years old. She had my brother and me farming neighborhood with her flyers at that age as well. Putting us to work!!! She started as a resale agent and then in 1985 began selling New Builds at a high level. She is what inspired me to start my real estate career in New Home Sales. Real estate investing went hand in hand with seeing the money that could be made by buying new builds and when the home was built to be able to sell for a profit. My real estate investing portfolio grew from there!

2) What is your favorite form of real estate investing? And why? Flippers - What has your greatest success story been in flipping, and how has flipping made you a better real estate agent? When it comes to real estate investing, I have done darn near all of it. I would say my favorite form of investing now is STR's. Short Term Rentals (Airbnbs). We love buying homes in destination areas that not only can we enjoy as a family but when we aren't there we can rent it out short term and earn income from it. We feel it's the best of both worlds! I have flipped over 800 homes in my career and all of them have been different and a growing experience for me. Being in the trenches and managing the acquisition, the remodel crews, selecting finishes in the homes and selling them has been very gratifying and has enabled me to educate 1000s of others on how to do what I've done based on EXPERIENCE. One cool success story that has always stood out to me because it was so easy was the purchase of a horse property in Buckeye of all places back in 2011. I bought the home from a couple that wanted to sell it ASAP because they had a home on the East Coast they were moving to that week. So they called me and said, "Give me \$250,000 and the home is yours". After doing comps and giving the home about \$30,000 in some updates and cleaning up I knew I could resell the home for close to \$450,000. Listed the home for sale a month later

and sold it right away for \$475k and had multiple offers. You do the math!

3) Do you educate your clients about real estate investing? If so, how is this brought up? I have been educating my clients and many friends on how to invest in real estate over the past 30 years. When we first started out investing, we were leveraging money, putting as little down as possible to own as many homes as possible. Buying long-term rentals and new builds to flip when completed was what we specialized in. That transformed over the years to building spec homes to flip for profit, fix and flip homes bought from the courthouse steps as foreclosures and also a handful of primary residences which we strategically lived in for at least 2 years to sell for "tax-free" profit!!!


4) How many rentals do you currently own and when were they acquired? We own several real estate investments that span across the board range from Single Family Homes, all of which we rent out short-term (Airbnb), Highway Frontage Commercial Land, and several pieces of Residential Land Parcels ranging from 40-60 acres each.

5) In 5 years from now, where would you like to be in your real estate investing journey? During the first 15 years of our investing journey, we were very focused on becoming completely debt-free. After paying our dues and working our butts off countless hours and with the help of our remodeling crews, our bidders at the courthouse steps, our drivers that checked on foreclosure properties that were going to sell that morning and countless others along the way.... we achieved the status of being complete "Debt Free". Now everything we own we don't owe a dime on and everything is either cash flowing or appreciating. Five years from now I see us staying the course, remaining debt free and continuing to buy real estate investments

with cash for continued future stability. And no, I'll never fully retire! I have a passion for real estate, so much so it doesn't even feel like work!

6) What are a few tips you would give fellow REALTORS® who want to get started in real estate investing, but don't know where to start or clients? DO YOUR RESEARCH.... ASK OTHERS THAT HAVE DONE IT... DON'T BE FOOLED BY SO-CALLED INVESTORS THAT "APPEAR" TO BE WILDLY SUCCESSFUL. Most investors out there don't even have their skin in the game. What I mean by this is most investors use "Others Money" and or use "Hard Money" or private money loans. In a real estate market that has signs of volatility or uncertainty, I always advise against using high-interest rate Hard Money loans. UNLESS your investment is an absolute bona fide home run. Time is never on your side when borrowing money because those monthly payments quickly eat into profits and can have you upside down before you know it. So be careful!!! I only invest and pay all cash and the investors that I've taken care of over the past 20+ years do the same. It's the goal that you will want to work towards stat!

SEAN NORMOYLE



1) How were you introduced to real estate investing? I started investing while working the

corporate grind. I'd flip about one house every two years or so. I decided to leave corporate and go all-in 3 years ago during the Covid era. I've ramped up my real flips to anywhere from 6-12 a year. I also average about \$25 million in real estate sales per year. My true passion is the Short-Term-Rental Property Management company I started 3 years ago. My team currently manages 45 Airbnbs. The company name is Absolute Vacation Rentals and we offer full-service management for 15% of the bookings we generate.

2) What is your favorite form of real estate investing? And why? Flippers - What has your greatest success story been in flipping, and how has flipping made you a better real estate agent? I love flips! There is no better feeling than taking the worst house in the neighborhood and transforming it into greatness! I do consider it a form of art. My favorite part is when the neighbors come up and thank me.

3) Do you educate your clients about real estate investing? If so, how is this brought up? Whenever they ask! Most of my clients are repeat investors who buy homes to rent on Airbnb. I teach them how to select the right home, how to profit, and repeat!

4) How many rentals do you currently own and when were they acquired? I currently own 7 properties. They are all located in Scottsdale.

5) In 5 years from now, where would you like to be in your real estate investing journey? I would like to sell my Property Management company 5 years from now with a goal of 500 properties managed. I'd like to flip for investors on top of my investments. I would also love to continue doing sales here and in another state to be determined.

6) What are a few tips you would give fellow REALTORS® who want to get

started in real estate investing, but don't know where to start or clients? I love this question! I would say first they need a mentor. It's critical to not go in thinking you know how to do it all. I'd recommend they create a checklist from the point of acquisition to the day of sale. The things you need to think of are silly but if you follow the checklist you won't go wrong. Flippers need to put on Project Manager hats and keep them on until the finish line. I'd say doing a flip is a glorified Project Manager. You need to get creative and put aside contractors' feelings sometimes, especially when it comes to working in the house at the same time. It's okay to work side by side with a different team.

JOHN EVENSON



1) How were you introduced to real estate investing? I took a seminar with Steve Valentine. I had a few rentals in the past but sold them for a decent profit and took about 10 years off. Now I'm back in it after that class.

2) What is your favorite form of real estate investing? And why? Flippers - What has your greatest success story been in flipping, and how has flipping made you a better real estate agent? I like the flip-and-hold. This means I'll take on a flip project, but I'll keep it long-term and take advantage of all the tax deductions and long-term

rental income. That way I don't have to keep replacing projects as fast.

3) Do you educate your clients about real estate investing? If so, how is this brought up?

I bring this up to anyone who asks about it. I have quite a large social media following and also I hold seminars to teach people how to get involved and learn the confidence and strength to be able to add to their portfolio for retirement through investing in real estate.

4) How many rentals do you currently own and when were they acquired?

I currently have eight homes. Two in Gilbert, four in Maricopa and two in San Tan/Queen Creek area. I currently have a value of around 3.6 million total with a balance due of 2.4 so the equity built in from buying at a discount as a flip and then holding long-term allows me to

make a return on average per year of 8-12 percent.

5) In 5 years from now, where would you like to be in your real estate investing journey?

Five years from now I would like to have my ten properties. That was my original 5-year goal two years ago when I started. I'm almost there but rates put a pause on it as I leverage other people's money for as much as I can. Instead of paying off mortgages faster or large down payments, I use the minimum I can so I can add more properties on an accelerated plan. Then to get them paid down as much as possible at the end of the five years.

6) What are a few tips you would give fellow REALTORS® who want to get started in real estate investing, but don't know where to start or clients?

To get started you have to do a few things. First, you need to study it.

Go to classes, seminars, etc. Go to people who are doing it well and offering the knowledge for free. Also, create a buy box where you set limits and maximum threshold areas that you stick to so you can protect yourself from FOMO. Make sure to run spreadsheets on costs, as well as full inspections on properties before closing. Always pad 15 percent extra on the project for unforeseen costs. I don't buy homes without being paid a commission as well as receiving concessions. This way I'm using their money first before my own. This leverages more equity for me immediately and allows a great cushion. Last, don't be afraid. Leap and take charge after you have studied. Nothing is worse than putting in all the pre-work and never going through with it. Don't buy more than one at a time and don't overleverage your cash. Get a good CPA as well so you take advantage of all the tax benefits.

Community IMPACT



» weserv monthly update

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

As Chief Executive Officer of WeSERV, I am fortunate to speak with many REALTORS from across the county who share their thoughts on the future of organized real estate. I believe everyone would agree that the organized real estate industry is going through a time of transition and change. Arizona benefits from the role REALTORS® and their partners play in supporting the creation of solid communities, impacting the local economy, being lead entrepreneurs and advocates in the cities and towns WeSERV represents, helping the public make better buying and selling decisions as advisers and stewards, and protecting and assisting in creating wealth for people of all races and social and economic backgrounds.

I would encourage each person reading this article to take a few minutes to think about the impact each of you has in your communities. Here are a few specific thoughts on the importance of the real estate community. First, every home sale generates more than \$100,000 in local economic activity, and every two home sales support one American job. Second, as engaged neighbors, REALTORS® commit to enhancing their communities through significant philanthropic work and advocating for fair housing. Third, most REALTORS® are small business owners – 65% of whom are women – who exemplify the entrepreneurial spirit of this country. Fourth, REALTORS® helps people navigate financial, legal, and community aspects of selling or buying a home in the most complex and consequential transactions most will ever make. Fifth, Every REALTOR® is bound by a strict code of ethics that includes providing clients with all relevant information, such as about commissions. Sixth, REALTORS® helps people achieve homeownership, the best and most accessible way for American families to build generational wealth.

Organized real estate, through the real estate licensee membership in the National Association of REALTORS®, the Arizona REALTORS, and perhaps most importantly, WeSERV, is in a unique position participating in one of the most competitive industries in the world while at the same time working together for the benefit of buyers and sellers. To find out more about the role of REALTORS®, I encourage you to go to the website realtor.competition.

So, what's next? There is a need for engaged REALTORS® and business leaders in our industry to be more vigilant than ever, and you can play a part. Educate yourself and increase your knowledge by taking classes that make you more valuable to the consumer. Whether that be designation classes, general knowledge lunch and learns, or continuing education classes, take as many as possible. Network with other REALTORS®, irrespective of whether they belong to the same company as you, as those relationships can help turn challenging transactions into wins for sellers and buyers.

A reminder: It is 2024 and with that come elections. It would be best if you were an active participant in the process. All three levels of the association are committed to protecting your business and the rights of homeowners from legislative attacks or municipal actions. WeSERV can use your help. We strive to have relationships with all the members of government at the local, state, and national levels, but you may as well. If you do, I would love to have you share that information with our government affairs team. If you don't have a relationship with your community leaders and would like to, we can help. Just let WeSERV know.

The role you serve in people's lives can never be understated. You made a difference in the lives of the first-time homebuyer, the veteran returning from a tour of duty, the family who needs to sell a home after a death, or the person who wants to buy or sell a new property.

WeSERV is here to assist you in your journey, and together, we can continue to impact all the communities of WeSERV for years to come.



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.rodriquez@fnf.com



LINDSAY NURNBERG
Sales Executive
480-254-4780
lindsay.nurnberg@fnf.com

homewarranty.com



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

Same Brand, New Reach – Tune in for free today



Listen on Apple Podcasts



LISTEN ON Spotify



Listen on amazon music



podcast.realproducersmag.com



THE Loan Angel
— Lending With Grace —

Scan to contact me today and let's make miracles happen!

 **Jeanine Robbins**
Branch Manager | NMLS #198078
480.626.3044
JRobbins@GenevaFi.com
@LOANANGEL

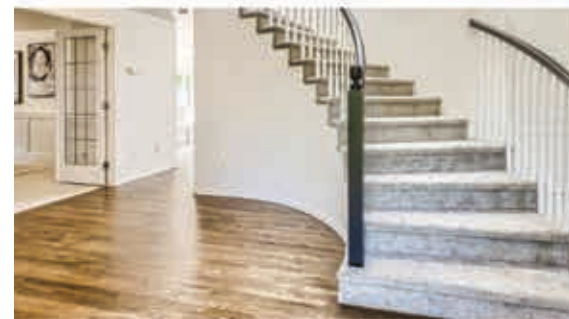
GENEVA FINANCIAL
Home Loans Powered By Humans®

Copyright©2023 Geneva Financial, LLC, NMLS #42056 All loans subject to qualifying factors. Not all applicants will qualify. Equal Opportunity Lender and Equal Housing Lender. 180 S. Arizona Ave., Ste 310 Chandler, AZ 85225. 1-888-689-0009. AZ BK #0910215.






THE REALTOR'S #1 PRE-SALE CONTRACTOR FOR EVERY LISTING



HGPL HYMSON GOLDSTEIN
PANTILIAT & LOHR, PLLC

Experience, Expertise, & Excellence
in Real Estate Law



HGPL Law Team (L to R)
Irving Hymson, David B. Goldstein, Eddie A. Pantiliat, John L. Lohr, Jr.

480.991.9077 | Scottsdale-Lawyer.com
14500 N. Northsight Blvd., Suite 101

Happy Holidays!
SCHEDULE YOUR NEW YEAR PHOTOS NOW!

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

 @DEVINNICOLEPHOTOGRAPHY

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



Get started with
a free estimate!

Preparing a listing for market is a big lift. Let us take care of it for you.

As general contractors who specialize in pre-sale home updates of any size, we have experience with everything from touching up paint to full kitchen renovations.

THE COPPER HOUSE AZ & THE STANLEY AZ

» partner feature

Written By Dave Danielson

One of the most rewarding parts of life is getting away and enjoying a relaxing time with friends and family.

Luckily, there are two great options locally – The Copper House AZ and The Stanley AZ.



UPSCALE OFFERINGS

The two properties are owned by the husband-and-wife team of Lindsey and Jim Wiley. They're located right next door to each other in the heart of Downtown Chandler.

"We have enjoyed having real estate investments around the Valley. We purchase properties to house long term renters and decided to explore the Airbnb world with The Copper House and The Stanley" Lindsey says.

"Downtown Chandler is a great area. The Copper House AZ and The Stanley AZ are surrounded by commercial properties, so we're close to a lot." Our properties have the option for guests to host events as well as stay the night or for a weekend."

MAKE A WEEKEND OF IT

As Lindsey says, the property is typically rented from Friday through Sunday.

"In a lot of cases, people will rent one or both of the of properties on a Friday, come in and get comfortable and be able to begin setting up if they're planning on a Saturday event," she explains.

"Then, after the event is done Saturday night, they don't have to worry about scrambling to pick everything up. Our guests know they have until mid-morning on Sunday to enjoy breakfast, coffee and take their time to wrap up."

SPECTRUM OF POSSIBILITIES

A wide range of events are hosted in the properties — including business events, home vacations, birthdays, graduations, and weddings.

The passion that Lindsey and Jim have is easy to see.

"I've been a stay-at-home mom for a long time ... about 13 years. I came from a marketing





“WHEN IT COMES TO HELPING OUR CLIENTS HOST EVENTS, WE WANT TO HELP THEM ACHIEVE THE RESULT THEY WANT WITHIN THEIR BUDGET. OUR GOAL IS TO DO EVERYTHING UP FRONT TO HELP PEOPLE BOOK THE PROPERTY.”



background before that, so this has been fun for me to go back to work alongside Jim on these properties” she says.

fewer guests. Personal parties can accommodate up to 100 people.

“Jim does all the construction, I handle the finishes and interiors and I run our social media, which is fun for me. I also work with all of our clients on hosting events. We come from families where both of our parents are still married. My parents have worked together in construction for 45 years, so it’s rewarding for me to carry on their work ethic in our own family.”

“A lot depends on the type of event it is and the kind of seating that is desired,” Lindsey points out. “For example, a nice sit-down catered dinner with large tables can be set up for around 50 people where an event with cocktails tables can double that number.

TEAMWORK IN ACTION

While Jim and Lindsey are officially a team of two with both properties, they have an extended professional team consisting of many of the area’s top providers in various areas, including caterers, bartenders, and event planners.

The two properties are also great photography venues and are often rented for that purpose.

As Jim and Lindsey look to the future, they hope to continue growing their investing and hosting. In the meantime, they are creating a warm, refined welcome for area residents day by day.

“When it comes to helping our clients host events, we want to help them achieve the result they want within their budget,” she says. “Our goal is to do everything up front to help people book the property.”

CONTACT THE COPPER HOUSE AZ AND THE STANLEY AZ TODAY!

In terms of capacity, both properties can accommodate weddings for groups generally ranging around 65 or

GO TO WWW.THECOPPERHOUSEAZ.COM AND FILL OUT THE INQUIRY FORM. THECOPPERHOUSEAZ@GMAIL.COM.



PRICE
MORTGAGE

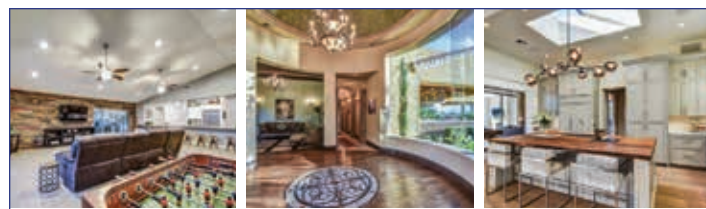


• **LOWER RATES**
• **NO LENDER FEES**
• **MOST LOAN PROGRAMS**

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 #429043.62 108-095444. 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 229.2 Regulation Z-FCR, Equal Housing Lender. (30 E. Warner Ave., Ste. 100, Glendale, AZ 85206, Mpls. (602) 428-0200)



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
ListingLadder@gmail.com

A2Z HOME INSPECTIONS



OUR SERVICES :

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

CALL TODAY! 480-404-3003



A2Z INVESTMENT PROTECTION

Photo Credit: ShannonLy Photography

Don't Let Your Sales Go Down the Drain

Your partner for closing with confidence!



Your Dedicated
BINSR Specialists!

**WE TAKE CARE
OF IT ALL!**

Water Heaters
Toilet & Faucet Installs
Sewer Leak Detection
Repairs/Repipe & More!



Call today to ensure a smooth
transaction process for your clients!

(480) 702-6165

Family Owned & Operated



Lindsay Picone

True Connections

It is an understatement to say that people are complex. That is why the ability to understand and connect to people in such a genuine manner is a skill integral for REALTORS®. This skill is embodied by Lindsay Picone with Limitless Real Estate.

This is done not only through self-integrity but through a genuine empathy for others that enables her to thrive in this people-focused industry.

Lifetime of Experiences

Lindsay and her twin sister were born in the state of Washington, but they moved to Iowa at a very young age where Lindsay grew up for the next 27 years. “I have a lot of experience from this time that would take a long time to explain, but it’s shaped me into who I am today,” she shares.

“From growing up with a former professional soccer player Dad and trying to impress/connect with him, to living with a nasty 12-year eating disorder, to my twin sister

trying to take her own life on our 18th birthday, to my family going bankrupt when I was in 6th grade, to my mom leaving us for 6+ months to care for her dying mother — I’d been through quite a bit by the age of 27.”

Lindsay holds a Bachelor of Arts in Psychology. “I got my degree in Psychology because I remember when I was at the peak of my eating disorder, I have a very vivid memory of myself standing outside one of my college’s buildings, and thinking ‘I’m not the only one to think this way! I have to learn more about people.’ And that opened my eyes and curiosity of learning about humans and how we all relate but simultaneously differ at the same time. It fascinates me!”

After 5 years of working in the social work field after school, she decided to move to Washinton to live with her twin sister who had moved there five years prior. “I remember thinking, ‘We aren’t trees! We’re meant to move.’” She moved to Washington with no job and only six thousand dollars in her bank account. “I had to figure out what I wanted to do with my life. I truly believe it was what I was meant to do because God opened up all the doors at the exact time I

needed them to open, and that’s just unexplainable otherwise.”

The Unpredictable

Lindsay bought a CrossFit gym in Issaquah, Washington. in 2019. She shares a story from this time that has changed her outlook on life.

“I was dating a guy who was a walking magnet. Every time he entered the room, he attracted people because of how bright, positive, and energetic he was. I ended up ending things in August of 2019 to ‘focus on my business’ because I had zero idea of what I was doing and I didn’t yet have the tools to manage my overwhelming stress and anxieties.”

“He was a member of my gym though and we remained very close friends. Fast forward to September 2019 when I was texting with Austin on the night of the 19th. It was a Thursday night. He had just gotten home from his first therapy appointment and was feeling proud of himself for taking the first step to better his situation. Austin struggled with depression and addiction, from which he recovered for almost a year recovered. I woke up on the morning of the 20th to a phone call from a member of my gym who was



also Austin's sponsor in recovery, telling me Austin was found dead in his apartment that morning. At first, they said it was suicide, but quickly learned it was not. It was an accidental overdose of Fentanyl. I don't know when Austin relapsed, why, how, where he got it — none of those details. All I know is he didn't mean to die that night. All I know is life is way too short and somewhat unpredictable."

"That experience shaped me into who I am now: living life to the fullest,



creating deep, meaningful relationships, being vulnerable and open, prioritizing my mental health, and doing what *I* want to do with my life."

To Help People

Lindsay sold her gym in 2022 and moved to Arizona where she then started her career in real estate. Her husband (fiancé at the time) and she decided to "leave the gloominess of Washington" in exchange for the sunshine of Arizona. "On the drive down, he asked me what I would do if I could do anything. In a matter of seconds, I said 'real estate.'" She continues to explain how it has always been something that she has been interested in.

"I had no idea what it even took to become a REALTOR®, so I literally Googled 'how to become a REALTOR® in Arizona' and got all the answers I needed. I figured I'd take the class and test — and if I end up hating it, it's only about \$1,000 and not the end of the world. Six months later, I was married, passed my test, and joined Limitless Real Estate."

Lindsay shares how real estate proved to be an avenue to create generational wealth and passive income. "It also allows me to help people, which is one of my values in life, as well as continually learn and challenge myself, which is also one of my values in life."

"Knowing firsthand that we all have baggage, trauma, insecurities, and embarrassing stories that we don't want others to know about makes me curious to listen and learn about as many people as I possibly can."

True Connections

Lindsay shares that she is fulfilled by helping people. She also boasts how she — for better or worse — thrives in chaos. "I can handle high amounts of stress for whatever reason. I've

chosen to take that skill and utilize it in my real estate career by carrying as much of the stress for my clients as I can. If I know something is going to work out one way or another, I give my clients peace of mind by telling them I will figure it out for them and just tell them when it's done."



When dealing with clients, she states that she has never initiated a conversation with her profit in mind. "I listen to their stories about their home, their dreams, and their lives, and I care to hear it through. I've been told on numerous occasions that I remember the most random things! That's because I listen and I care."

Lindsay finds a way to connect to anyone and everyone. Whether it be due to good experiences or bad ones, she finds a way to relate on some level. "At the end of the day, we are all trying to find connection with those around us."

Congratulations to Lindsay Picone, this month's REALTOR® on the Rise. Her ability to connect with others is at a level that experienced REALTORS® should strive to capture just a fraction of.



“ I listen to their stories about their home, their dreams, and their lives, and I care to hear it through.

”

FOOD TRUCK FEEDS

Satisfying a Hunger

The rise in popularity of food trucks is no accident. After all, who doesn't love high-quality food, a choice of menu items, and convenience that's literally brought to you?

That's the recipe that continues to produce tasty results across the valley with Food Truck Feeds, an organization that coordinates the offerings of a growing number of food trucks.

ORGANIC GROWTH

Chris Walker is the Booking Manager for Food Truck Feeds. As he says, the organization sprang into existence organically.

"As part of what we do, we take our food trucks to a lot of places. In the process, we started networking with other food trucks and coordinating. Before we knew it, there were others who asked if they could be part of what we were doing," Chris remembers.

"That's when we decided to put together Food Truck Feeds, which is really a coordinating company. We organized to keep all the trucks busy in an organized fashion to make sure everyone gets where they need to go on time."

HITTING ITS STRIDE

While some companies suffered



during the pandemic, the demand for food trucks was driven even higher.

"When the pandemic hit, it didn't take long before we got busy," Chris says. "At first, we started working with one hospital and were very busy there, since the cafeteria was closed

due to COVID-19. From there, other hospitals got in touch with us and we started serving them, as well."

When it comes to real estate, there are several ways that Food Truck Feeds is driving what they do home.



"We have all types of customers and we've seen how Phoenix has grown. Developers and agents are starting to reach out to us as a way to get more people to their events," Chris says.

"If you have food made available at an open house, it keeps people there longer. We can also provide another marketing tool for real estate agents, since we promote where we're going to be via social media. We tend to bring additional people to whatever event or location we set up at."

GROWING HUNGER

Today, Food Truck Feeds coordinates the efforts of 75 to 80 food trucks at any one time. The process of helping to satisfy the hunger that people have for food trucks is a rewarding one.

"It's fun to be in this role as an advocate for both the food trucks and for our customers," Chris explains. "This allows everyone to win. It's exciting because every day is different."

As he says, it's fun to contribute to the growing street food environment.

"The desire for this in Phoenix has continued to grow with new trucks that breathe new life into the food scene, with all types of cuisine," he says. "It makes me feel good to know that I'm contributing to their success. In a lot of cases, we are introducing people to street food."

CONTACT FOOD TRUCK FEEDS TODAY!
CELL: 602-410-0858
EMAIL: CHRIS@FOODTRUCKFEEDS.COM

Thank you to our

EVENT announcement SPONSORS!

GOLD SPONSORS



Eco Roofing Solutions

Eco Roofing Solutions was built on the principles of serving those in our community and providing the best customer experience. Led by third-generation roofer Eric Perry, Eco Roofing Solutions has a big vision — to change the way roofing is done in Arizona. The easiest way to contact us is at the office at 480-695-7736 or by going to EcoRoofAZ.com to schedule your free inspection! We are proud to serve a large number of REALTORS® in the valley and happily accept after-escrow payments as needed!

Many of the benefits of Eco Roofing can be summed up in the words *education, communication, and* organization. Eric and his Eco Roofing team are passionate about all three aspects, and they work together as an extension of each REALTOR’s® team to serve the community.

“REALTORS® have so much going on,” Eric noted. “We want to help make their job easier by taking care of things related to roofing. We strive to arrive within 48 hours of a requested pre-inspection. Agents never have to hunt us down because we always provide same-day estimates. We also go a step beyond and record *everything* in an easy-to-understand, tangible, compressed video that the agent can easily text or email to their clients. It is our goal to take all the stress of roofing needs off every agent’s shoulders and help them make their sales and retain satisfied clients.”



iTrip

Discover the iTrip Advantage in Short-Term Rental Management! As property owners ourselves, we understand that your property is not just an asset; it’s your income. Our dedicated franchisees are deeply invested in your success, providing boutique customer service that goes beyond the basics. We ensure your questions are understood, your peace of mind is prioritized, and your property is expertly cared for, staying up-to-date with the latest regulations for your peace of mind.

Megan and Peter, your local iTrip experts, bring unparalleled knowledge of Arizona’s short-term rental landscape. From industry trends to regulatory changes, they have you covered. Utilizing our proprietary software, they provide comprehensive revenue projections, ensuring you make a smart investment choice. With iTrip’s full-service management program, investors not only get more money but also more attention and time. Ready to elevate your short-term rental experience? Call today for a free rental revenue projection on any property!

iTrip – Your Partner in Profitable Property Management

SILVER SPONSORS



State 48 Roofing

State 48 Roofing is THE local source for quality roofing services in the valley. Owner Jason Von Payne took his decade of roofing experience and desire to create a company culture that was unmatched to his hometown of Gilbert, AZ and started State 48 Roofing. All inspections State 48 Roofing complete are done for FREE. And, to make things even more attractive and value-filled, clients who are selling their property who need roofing work done can pay for their repairs/replacement through escrow. When the team is not on rooftops, you will find them sponsoring local charity events, neighborhood organizations and school sports teams. Service and gratitude are at the heart of their core values and it is with that in mind that they continue to provide quality roofing for everyone they can.



**HYMSON GOLDSTEIN
PANTILIAT & LOHR**

Hymson Goldstein Pantiliat & Lohr LLC

Hymson Goldstein Pantiliat & Lohr LLC has proudly served individuals and businesses with consistent, high-quality legal services for over 30 years. With offices in Scottsdale and Cedarhurst, NY, the firm offers a broad range of legal services, including reviewing and drafting documents for commercial and residential real estate transactions, real estate litigation, business law and litigation, personal injury, bankruptcy, employment law, estate planning and asset protection, intellectual property, and construction law. HGPL prides itself on responsive, personalized attention to each matter and understands that every member of its team plays a valuable role in the client’s experience. From our attorneys to legal assistants to administrative staff, HGPL is committed to providing exceptional legal service and building long-term relationships with its clients. At Hymson Goldstein Pantiliat & Lohr, Our Business is Your Peace of Mind®.



Geneva Financial

Jeanine Robbins has proved time and again why she’s earned the name “The Loan Angel.” Her sterling achievements shine through features in renowned shows, including Host of the Emmy-nominated show “The American Dream TV” featured on The Travel Channel. Jeanine has more than 2 decades of experience and unparalleled expertise for all mortgage needs. She’s a stellar Branch Manager of Geneva Financial, LLC who isn’t just known in the industry; she’s revered. Her commitment to personalized customer service is matchless, allowing her to always operate her business with unwavering integrity. She aims to simplify the loan process for both clients and agents, ensuring a stress-free experience that lets you return your focus on what matters most. Jeanine is known for staying educated with the latest loan programs and nuances in the industry to give each client the tailored experience and result they want. With a proven track record of creating bespoke mortgage solutions and nurturing relationships, Jeanine has truly solidified her reputation. Dive into the world of seamless mortgages and realize your dream home. Stay informed and inspired by following Jeanine on Instagram @theloanangel.

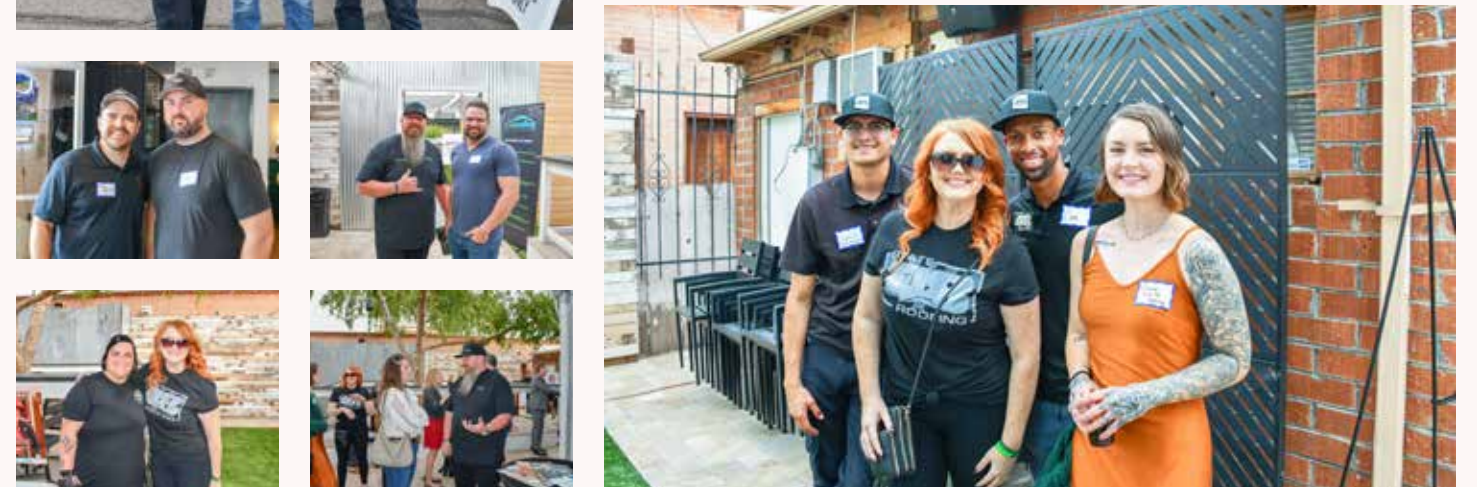
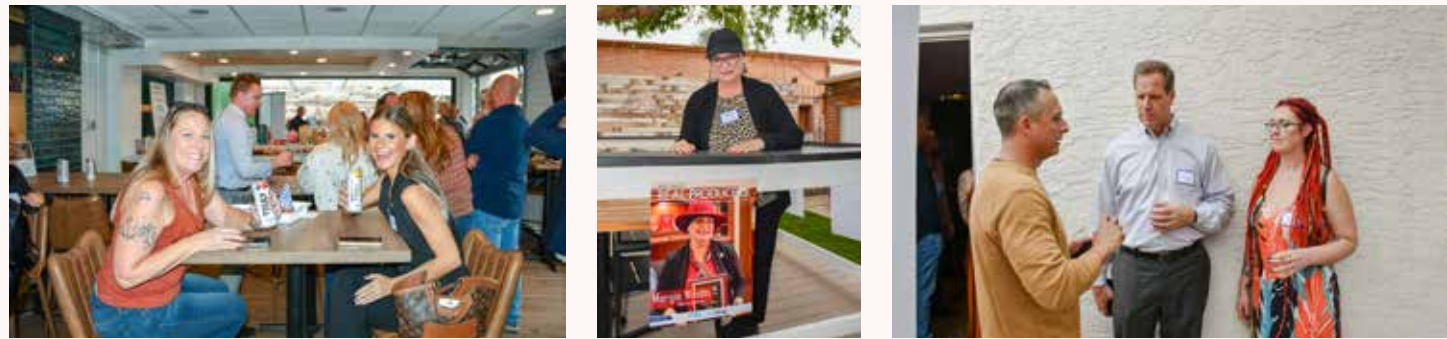


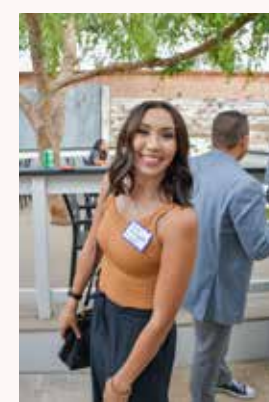
Listing Ladder

At Listing Ladder, we take care of all your real estate listing needs to free you up to grow your business. We take stunning HDR, wide-angle photos that tell the story of your listing. We don’t miss anything. You’ll get multiple angles of all the rooms in the house as well as numerous angles of the exterior. Personable and friendly staff and quick turn times! Oh, and we answer the phone!

FALL SOCIAL

The Copper House AZ





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



TOP 200 STANDINGS

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

#	Name	Office	Total Volume Sales Jan 1 - Nov 30, 2023	Total Unit Sales Jan 1 - Nov 30, 2023
1	Richard Harless	AZ Flat Fee	\$85,195,426	190
2	Jacqueline Shaffer	Offerpad Brokerage	\$84,747,382	180
3	Erin Ethridge Team	eXp Realty	\$64,884,631	149
4	Darwin Wall	Realty ONE Group	\$62,122,500	128
5	Karl Tunberg	Hague Partners	\$62,009,500	115
6	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	\$58,864,454	109
7	Shannon Gillette	Real Broker AZ	\$56,645,390	110
8	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	\$49,303,906	90
9	Carol A. Royse	Your Home Sold Guaranteed Realty	\$45,408,350	77
10	Tyler Blair	My Home Group Real Estate	\$42,166,541	88
11	Ben Leeson & TJ Kelley	Keller Williams Integrity First	\$35,291,992	61
12	Jody Poling	AZ Seville Realty	\$34,323,105	25
13	Lacey and Drew Lehman	Realty ONE Group	\$34,023,770	68
14	Charlotte Young	Realty ONE Group	\$33,756,978	59
15	Kenny Klaus	Keller Williams Integrity First	\$32,163,557	66
16	Carin S Nguyen	Real Broker AZ	\$31,595,732	55.5
17	Michelle Rae Colbert	Keller Williams Integrity First	\$30,117,900	45.5
18	Russell Mills	Close Pros	\$29,709,280	40
19	Mindy Jones	eXp Realty	\$29,543,965	72
20	Garrett Lyon	eXp Realty	\$28,096,155	56.5
21	Jody Saylor	Just Selling AZ	\$27,382,737	45.5
22	Clayton Denk	David Weekley Homes	\$26,737,484	31
23	Bob & Sandy Thompson	West USA Realty	\$26,600,280	36.5
24	Benjamin Arredondo	My Home Group Real Estate	\$26,436,849	37.5
25	Rebekah Liperote	Redfin Corporation	\$26,308,330	41
26	Kristy & Nick DeWitz	72Sold	\$25,703,200	46
27	Nathan D Knight	Varsity Homes Real Estate	\$25,228,229	44
28	Carey Kolb	Keller Williams Integrity First	\$23,973,975	45.5
29	Yalin Chen Dorman	Realty ONE Group	\$23,864,266	42
30	Randy Courtney	Weichert, Realtors - Courtney Valleywide	\$23,677,870	36.5
31	Heather M Mahmood-Corley	Redfin Corporation	\$23,587,175	38.5
32	Scott R Dempsey	Redfin Corporation	\$23,167,212	39
33	Kevin Albright	Century 21 Northwest	\$23,065,386	16
34	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	\$22,911,050	33

#	Name	Office	Total Volume Sales Jan 1 - Nov 30, 2023	Total Unit Sales Jan 1 - Nov 30, 2023
35	Adam Prather	Russ Lyon Sotheby's International Realty	\$22,683,600	35
36	Brandon Howe	Howe Realty	\$22,437,650	23.5
37	Charlotte M Allred	Gehan Homes	\$22,342,635	34.5
38	Heather Openshaw	Keller Williams Integrity First	\$22,006,067	37.5
39	Eric Brossart	Keller Williams Realty Phoenix	\$21,307,000	23.5
40	Rodney Wood	Keller Williams Integrity First	\$21,229,165	31.5
41	Rick Metcalfe	Canam Realty Group	\$21,159,377	53
42	Bryant William Aplash	Gentry Real Estate	\$21,145,000	13
43	Thomas Popa	Thomas Popa & Associates	\$20,917,025	18
44	Hai Kim Bigelow	Redfin Corporation	\$20,873,900	37
45	Jennifer Felker	Launch Powered By Compass	\$20,384,849	24.5
46	Justyna Korczynski	The New Home	\$20,360,434	43.5
47	Blake Clark	Limitless Real Estate	\$20,301,750	22.5
48	James Bill Watson	Keller Williams Realty Sonoran Living	\$19,885,602	22.5
49	Bill Bulaga	Russ Lyon Sotheby's International Realty	\$19,751,000	5.5
50	Robin R. Rotella	Keller Williams Integrity First	\$19,658,400	39

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
Cell: (949) 426-5450
Realtor Portal: www.CHWPro.com
Real Estate Customer Service
888-275-2980

Re-Key | Multi-Year Discounts | Sellers Coverage

#MAKETHESHARPCHOICE

SHARP CHEN
Senior Account Executive



TOP 200 STANDINGS

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

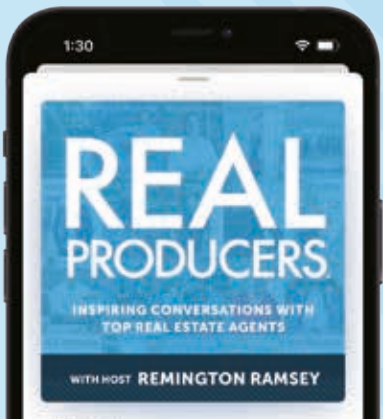
#	Name	Office	Total Volume Sales Jan 1 - Nov 30, 2023	Total Unit Sales Jan 1 - Nov 30, 2023
51	Dallin Simonton	Realty ONE Group	\$19,484,164	25.5
52	Aimee N. Lunt	RE/MAX Solutions	\$19,358,442	26
53	Cindy Flowers	Keller Williams Integrity First	\$19,153,449	33
54	Lorraine Ryall	KOR Properties	\$19,053,900	20.5
55	Brock O'Neal	West USA Realty	\$18,963,937	19.5
56	Jill Vicchy Heimpel	RE/MAX Classic	\$18,682,375	47
57	Jason LaFlesch	Results Realty	\$18,607,900	25
58	Kathy Camamo	Amazing AZ Homes	\$18,307,516	39
59	Janine M. Igliane	Keller Williams Realty East Valley	\$18,229,715	31
60	Delaney S Rotta	Launch Powered By Compass	\$18,143,231	5
61	Brian J Cunningham	eXp Realty	\$17,754,600	26
62	Michaelann Haffner	Michaelann Homes	\$17,608,300	31
63	Kelly Khalil	Redfin Corporation	\$17,540,490	30.5
64	Jacquelyn E Shoffner	eXp Realty	\$17,459,381	23.5
65	Todd Stengel	Morgan Taylor Realty	\$17,339,156	15
66	Cassandra Mueller	Limitless Real Estate	\$17,336,780	41
67	Mary Newton	Keller Williams Integrity	\$17,309,750	47
68	Leonard Behie	Realty Executives	\$17,255,556	24
69	David C Zajdzinski	eXp Realty	\$17,141,228	32.5
70	Justin Cook	RE/MAX Solutions	\$17,072,615	29
71	Joshua Will Hogan	eXp Realty	\$16,719,713	22.5
72	Megan C Perry	Woodside Homes Sales AZ	\$16,638,286	27
73	Dawn M Forkenbrock	Real Broker AZ	\$16,439,345	27
74	Chris Allen	Hague Partners	\$16,311,800	30.5
75	Jerry Thomas Beavers	Realty ONE Group	\$16,300,150	20.5
76	Heather Werner	Ravenswood Realty	\$15,957,875	27.5
77	Elizabeth Rolfe	HomeSmart	\$15,931,215	19.5
78	Elizabeth A Stern	Farnsworth Realty & Management	\$15,909,500	33
79	LaLena Christopherson	West USA Realty	\$15,863,500	18
80	Jorge L Quijada	Arizona Proper Real Estate	\$15,738,750	6.5
81	Suzy Steinmann	Realty ONE Group	\$15,643,525	33
82	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	\$15,628,400	18.5
83	Angela Tauscher	Rover Realty	\$15,292,417	29
84	Connie Murphy	Keller Williams Integrity First	\$15,204,201	22

#	Name	Office	Total Volume Sales Jan 1 - Nov 30, 2023	Total Unit Sales Jan 1 - Nov 30, 2023
85	Steve Hueter	eXp Realty	\$15,188,795	37
86	Scott Cook	RE/MAX Solutions	\$15,158,150	25
87	Frank Gerola	Venture REI	\$15,130,290	23.5
88	Kathleen Scott	Redfin Corporation	\$14,891,049	32.5
89	Sergio Santizo	Hague Partners	\$14,482,210	27.5
90	Richard Johnson	Coldwell Banker Realty	\$14,425,995	23.5
91	Chris Lundberg	Redeemed Real Estate	\$14,290,999	18
92	Tara Hayden	Redfin Corporation	\$14,192,749	26
93	Beau K Tanner	Perkinson Properties	\$14,124,000	9
94	Mary Almaguer	Apache Gold Realty	\$14,079,000	32.5
95	Alisha B Anderson	Real Broker AZ	\$14,000,049	27
96	Andrea D Garcia	Keller Williams Realty Sonoran Living	\$13,963,500	26.5
97	Krzysztof Okolita	My Home Group Real Estate	\$13,818,412	27
98	W. Russell Shaw	Realty ONE Group	\$13,812,900	30
99	Sabree Loera	DRH Properties	\$13,769,125	17.5
100	Susan Goodrich	Cachet Development	\$13,735,411	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.

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



YOUR PEACE OF MIND, OUR
EXPERTISE, EVERY INSPECTION!

HOME INSPECTION	TERMITE
COMMERCIAL INSPECTION	SEWER SCOPE
PRE-DRYWALL INSPECTION	RADON TESTING
POOL & SPA	MOLD SCREENING

WISHING YOU A HAPPY & HEALTHY
2024

AJFINSPECTIONS.COM | 480.661.8888
OFFICE@AJFINSPECTIONS.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

Insuring Property in Arizona for FUTURE GENERATIONS

At **PTA**, it's about the **PEOPLE**.

- MAIN: BILTMORE 2910 E Camelback Rd #100 • Phoenix, AZ 85016 **P** 602.491.9660
CAMBRIC 1760 E River Rd #302 • Tucson, AZ 85718 **P** 520.463.3350
CHANDLER 2065 S Cooper Rd #1 • Chandler, AZ 85286 **P** 480.935.5520
LAKE HAVASU 2265 Swanson Ave #A • Lake Havasu City, AZ 86403 **P** 928.453.1177
PARADISE VALLEY 5203 E Lincoln Dr • Paradise Valley, AZ 85253 **P** 480.935.5540
SCOTTSDALE 20645 N Pima Rd #N-150 • Scottsdale, AZ 85255 **P** 480.935.5560
WILLIAMS CENTRE 5210 E Williams Cir #100 • Tucson, AZ 85711 **P** 520.334.4990



SCAN



TANNER HERRICK
EXECUTIVE VICE PRESIDENT
480.200.7429
therrick@ptanow.com



TOP 200 STANDINGS

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

#	Name	Office	Total Volume Sales Jan 1 - Nov 30, 2023	Total Unit Sales Jan 1 - Nov 30, 2023
101	Karen C. Jordan	Thomas Popa & Associates	\$13,709,675	12
102	Nicholas Giles	Keller Williams Realty East Valley	\$13,702,862	17
103	Brent Heiden	Iannelli and Associates	\$13,693,999	30
104	Jason Crittenden	Realty ONE Group	\$13,689,215	26.5
105	Stacia Ehlen	RE/MAX Signature	\$13,683,050	20
106	Mikaela N Clark	Limitless Real	\$13,645,681	12
107	Angela Larson	Keller Williams Realty Phoenix	\$13,593,550	37
108	Jardin Ratzken	Two Brothers Realty & Co	\$13,461,250	14.5
109	Jesse Wintersteen	ProSmart Realty	\$13,416,400	27
110	Stephanie Strobel	Hague Partners	\$13,336,188	25
111	Curtis Johnson	eXp Realty	\$13,333,700	27
112	Daniel T Birk	Realty Executives	\$13,277,000	22
113	Danielle Janssen	Limitless Real Estate	\$13,260,500	9.5
114	Kimberly Lotz	Redfin Corporation	\$13,238,071	26.5
115	Karen Walling	Realty ONE Group	\$13,097,000	2
116	Shanna Day	Keller Williams Realty Phoenix	\$13,066,050	18
117	Daniel Callahan	RE/MAX Classic	\$13,001,050	35
118	Michael D Smith	Barrett Real Estate	\$12,934,620	23
119	Kelly Saggione	eXp Realty	\$12,853,075	20
120	John Biddle	Redfin Corporation	\$12,706,800	24
121	Braden Johnson	Limitless Real Estate	\$12,696,255	21.5
122	Denise Hanna	Gehan Homes	\$12,691,873	22
123	Kirk Erickson	Schreiner Realty	\$12,687,300	24
124	Cristen Corupe	Keller Williams Realty Phoenix	\$12,681,450	10
125	Michelle Cross	Launch Powered By Compass	\$12,629,634	6
126	Nicholas R Kibby	Keller Williams Realty Phoenix	\$12,578,050	22
127	Kimberley Stoegbauer	TomKat Real Estate	\$12,540,950	11
128	Annette E. Holmes	Good Oak Real Estate	\$12,480,700	22
129	Taryn Toby Ware	Launch Powered By Compass	\$12,475,000	5.5
130	Hannah Farbstein	My Home Group Real Estate	\$12,470,318	24
131	Eve Bragg	Opendoor Brokerage	\$12,450,875	28.5
132	Shawn Rogers	West USA Realty	\$12,437,400	25
133	Atif Musharbash	Keller Williams Realty Sonoran Living	\$12,414,290	14
134	Laura Kulakowski	Realty ONE Group	\$12,333,300	8.5

#	Name	Office	Total Volume Sales Jan 1 - Nov 30, 2023	Total Unit Sales Jan 1 - Nov 30, 2023
135	Cari Gililland	Keller Williams Integrity First	\$12,330,500	20
136	Jaime L Blikre	My Home Group Real Estate	\$12,328,315	24.5
137	Chris Anthony Castillo	CPA Advantage Realty	\$12,325,000	8
138	Tiffany Gobster	My Home Group Real Estate	\$12,302,500	8.5
139	Lori J Peterson	American Realty Brokers	\$12,289,000	29
140	Kirk A DeSpain	Call Realty	\$12,261,990	16
141	Scott Heywood	HomeSmart	\$12,228,464	14
142	Danielle Bronson	Redfin Corporation	\$12,205,890	23
143	Pamm Seago-Peterlin	Century 21 Seago	\$12,186,700	24
144	John Evenson	eXp Realty	\$12,184,920	30.5
145	Debra Lopez	Berkshire Hathaway HomeServices Arizona Properties	\$12,137,063	18.5
146	Cynthia Worley	Keller Williams Realty East Valley	\$12,132,811	15
147	John Condon	Landsea Homes	\$12,116,213	24
148	Michelle Mazzola	Berkshire Hathaway HomeServices Arizona Properties	\$12,113,768	19
149	Heather Taylor	ProSmart Realty	\$12,099,239	14
150	Pushpit Tandon	Real Broker AZ	\$12,062,000	7

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.

THE GOLD STANDARD

IN MAGAZINE



& AD DESIGN

But don't just take our word for it. Take *theirs*.







n2co.com

TOP 200 STANDINGS

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

#	Name	Office	Total Volume Sales Jan 1 - Nov 30, 2023	Total Unit Sales Jan 1 - Nov 30, 2023
151	John Karadsheh	KOR Properties	\$12,001,750	9.5
152	Erik Geisler	West USA Realty	\$11,982,900	14
153	Kristen Hekekia	HomeSmart Lifestyles	\$11,966,152	13
154	Michael Ratzken	Two Brothers Realty & Co	\$11,927,350	17
155	Ryan Meeks	eXp Realty	\$11,873,310	16
156	Michael Kent	RE/MAX Solutions	\$11,713,250	31
157	Suzanne M Daniels	Opendoor Brokerage	\$11,688,500	27.5
158	Christina M Fox	Tierra Bella	\$11,680,775	30
159	James Thompson	Keller Williams Realty East Valley	\$11,673,550	24
160	Lisa M Harris	Hague Partners	\$11,656,777	22
161	Stacie Neumann	Russ Lyon Sotheby's International Realty	\$11,633,890	15
162	Brandi Samples	Long Realty Partners	\$11,565,495	22
163	Allison T Johnson	Good Oak Real Estate	\$11,540,501	11
164	Amanda Pinkerton	HomeSmart Lifestyles	\$11,525,000	17.5
165	Doug Bonham	Balboa Realty	\$11,409,200	21.5
166	Chad Fuller	K. Hovnanian Great Western Homes	\$11,386,259	13
167	Nicholas L. Carlson	Launch Powered By Compass	\$11,350,500	5
168	Leslie K. Stark	Realty ONE Group	\$11,342,000	10
169	Adam B Coe	DeLex Realty	\$11,331,690	21
170	Roger Lewis	Realty ONE Group	\$11,300,891	14
171	Shannon Nicole Duke	Manageplace	\$11,218,200	20
172	Trisha A. Carroll	Wedgewood Homes	\$11,205,151	20
173	Jason Arnett	Arnett Properties	\$11,177,398	18
174	Ryan Rosscup	Realty ONE Group	\$11,124,400	18
175	Beth Rebenstorf	Realty ONE Group	\$11,087,813	17
176	Katrina L McCarthy	Hague Partners	\$11,068,830	17
177	Amy N Nelson	Keller Williams Realty East Valley	\$11,045,000	19
178	S.J. Pampinella	Redfin Corporation	\$11,019,000	19.5
179	Brandon Gavins	Hague Partners	\$11,017,850	20
180	Steven Coons	Farnsworth Realty and Management	\$11,017,299	27.5
181	Kevin McKiernan	Venture REI	\$11,010,250	18
182	Maryelisabeth Wolf-Breen	Russ Lyon Sotheby's International Realty	\$10,983,890	16.5
183	Wendy J Macica	Home Centric Real Estate	\$10,977,690	23
184	Kraig Klaus	Keller Williams Integrity First	\$10,958,625	23.5

#	Name	Office	Total Volume Sales Jan 1 - Nov 30, 2023	Total Unit Sales Jan 1 - Nov 30, 2023
185	Gigi Roberts-Roach	Coldwell Banker Realty	\$10,953,810	20
186	Rachel Krill	eXp Realty	\$10,909,587	23
187	Rachael Richards	RHouse Realty	\$10,756,299	18
188	Ann Adams	Ann Adams And Associates Realty	\$10,747,390	19
189	Daniel A Baker	Russ Lyon Sotheby's International Realty	\$10,743,970	16
190	David Larsen	West USA Realty	\$10,734,490	19
191	Ryan D Bawek	eXp Realty	\$10,692,000	11.5
192	Lorri Blankenship	Carriage Manor Realty	\$10,689,313	62
193	Katie Lambert	eXp Realty	\$10,624,240	18
194	Michael W Cunningham	West USA Realty	\$10,551,409	15
195	Thomas L Wiederstein	Redfin Corporation	\$10,514,999	25
196	Casey J. Jann	Home Group Real Estate	\$10,471,866	10.5
197	Robert Reece	Good Oak Real Estate	\$10,446,500	21
198	Ashley McKee	Realty Executives	\$10,433,350	21
199	Kyle J. N. Bates	Keller Williams, Professional Partners	\$10,430,327	20.5
200	Trevor Bradley	Real Broker AZ	\$10,395,400	19.5

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.

WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- Acquisition Email Campaigns
- Search Engine Optimization
- Live Chat
- Reputation Management
- SEM / Paid Search
- Mobile and Display Advertising
- OTT / CTV Streaming Advertising
- Paid Social Media
- Yelp Partnership

Reach out to the publisher of this magazine for more information.

[HYPORTDIGITAL.COM](https://hyportdigital.com)





**Your Dedicated
BINSR Specialists!**

Refer Your Client To Our Skilled HVAC Technicians!

HVAC Inspections // Repair // Installation
Maintenance // Ductwork Service & Maintenance



*We take pride in our service -
partner with us today!*

480.262.0274 // AztechAZ.com
Family Owned & Operated for 15+ Years



Easy
Financing &
Free Quotes
Available!



**SOUTHWEST
COMPANY GIFTS**

Client Retention Experts

**We turn gifts into
long-term branding opportunities**

Place Your Name In Front of Clients Daily
Best Quality of It's Kind
100% Tax Deductable
Easy Delivery System In Place
Used In The Kitchen with Friends & Family



*Amber
Choangphol*

Client Gift Specialist
602.218.0395
AchoongPhol@gmail.com
SouthwestCompanyGifts.com

CUTCO
The World's Finest Cutlery

Scan to contact me today
& let's retain
your clients
- for **LIFE.**





20 YEARS OF
THE N2 COMPANY



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