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A portrait of Heather Mahmood-Corley, a woman with long, wavy brown hair, smiling and wearing a tan jacket. She is standing in front of a vibrant, colorful mural featuring large, stylized flowers in shades of red, orange, and yellow, with green foliage on the left. Her arms are crossed, and she is wearing a black watch on her left wrist and blue earrings.

HEATHER

Mahmood-Corley

Photo by Gilead Hernandez,
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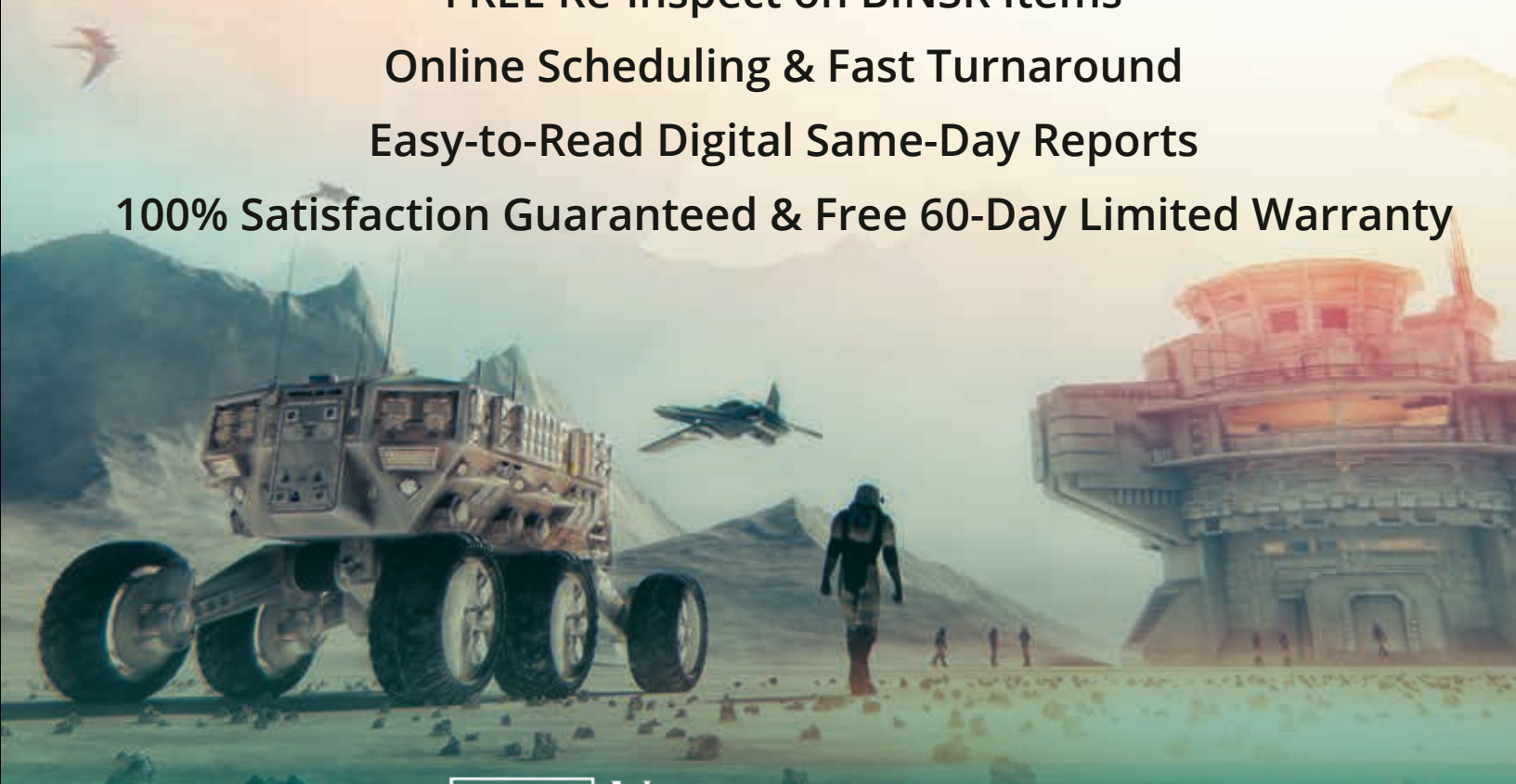
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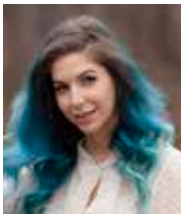
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announcement

What Is East Valley Real Producers?

Real Producers started in Indianapolis in 2015 and is now in over 100 markets across the nation and spreading rapidly.

Name a large city and we are there or will be soon! In every market, we take the top 500 agents, based on the MLS production, and we build an exclusive magazine around those agents.

We share their stories, successes, market trends, upcoming events — really, anything that will connect, inform and inspire, we put in the monthly publication. We strive to inform and inspire the top-producing real estate agents in the local market and connect them socially.

The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

Q: WHO RECEIVES EAST VALLEY REAL PRODUCERS MAGAZINE?

The top 500 agents in THE EAST VALLEY from the previous year. We pull the MLS numbers (by volume) from the previous year. Approximately 14,000 agents are licensed in this territory. We cut the list off at #500, and the distribution was born. The Top 500 cutoff is \$8 million. The list will reset at the end of every year and will continue to be updated annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention who is in the Top 500 because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email our publisher Erika Soto at erika.soto@n2co.com with the subject line, "Nomination: (Name of Nominee)."

Please explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to interview to write the article and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR® /TEAM TO BE FEATURED?

Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away!

We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One of many of the top agents has recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top REALTORS®, please email our owner to let us know at mike.maletich@n2co.com



Publisher
Erika Soto
602-769-3039
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» cover agent

Written by Kendra Woodward
Photography by Gilead Hernandez, Grafobox Media

HEATHER

Mahmood-Corley



Finding a Place to **CALL HOME**

Born and raised in the Pacific Northwest, Heather's adventurous spirit led her to traverse many different paths in life. After graduating high school in Mukilteo, Washington, she wasted no time embarking on a new adventure when she moved to Denver, Colorado to work for United Airlines. Starting as a customer service representative and later becoming a flight attendant, Heather's time with the airline exposed her to people from all walks of life, broadening her horizons and instilling in her a deep sense of empathy and understanding.

However, it was the tragic events of September 11th that altered the course of Heather's life, prompting her to reevaluate her path. With a new move on the horizon thanks to her ex's military status, the couple relocated to Hawaii where she pursued her nursing degree and eventually lined up a job back in Seattle working as an Orthopedic Spine Nurse at Evergreen Hospital.

Despite her success in nursing, Heather found herself yearning for a new challenge after her 15-year stint. Recognizing her innate drive and passion for helping others, she obtained her real estate license in 2015 and quickly gained momentum in the industry, thanks in part to her extensive network and sphere of influence. Soon, she made the leap to full-time real estate, leaving behind the world of nursing to pursue her newfound passion.

When Heather's parents retired to Phoenix, she took the opportunity to make another crucial decision in her career — one which excelled her path tenfold yet again when Redfin reached out to recruit her. There she found a sense of belonging and purpose. As a W2 employee, Heather appreciates the stability and support offered by Redfin, allowing her to focus on providing exceptional service to her clients without the uncertainty of commission-based compensation.

"When I came over to Redfin and started working, to me it was like coming home. They have a lot of the same business and life ideals," Heather explains. "It really felt like this is where I was meant to be and where I also belonged." In the six years since, Heather still enjoys the camaraderie and

team-oriented atmosphere where agents are asked to express their input on a regular basis.

With a focus on excellence and collaboration, Heather thrives in her role, guided by the principles instilled in her by her father and his older brothers of hard work, integrity, and a commitment to excellence. They taught her that life is cutthroat, and to be successful, you have to put in the work. But they also instilled in her a passion for others and pride in your service — traits that are ever-present in the care she gives her clients whether they're relocating out of state or buying their first home.

Despite being surrounded by real estate 24/7, with Heather's husband being a loan officer as well, she admits they strike a really good balance in work and life. Together, she and Adam find great joy in spending time with their daughter, Kaci, by traveling often and their commitment to the Girl Scouts. Heather finds fulfillment in her role as a wife and mother, and takes great pride in instilling in Kaci the values of compassion, curiosity, and a love for exploration.

Through volunteer work with the Catholic Church and a dedication to giving back to her community, Heather exemplifies the importance of making a positive impact wherever life may take her. As she continues to navigate life's twists and turns, she does so with a steadfast belief in the power of hard work and a commitment to excellence. With her tagline, "money never sleeps," Heather embraces the challenges of the real estate industry with unwavering determination and a genuine desire to make a difference in the lives of her clients and community alike.





*It really felt like
this is where I
was meant to
be and where I
also belonged.*

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▶▶ meet our partner

Written by Kendra Woodward
Photography by Gilead Hernandez,
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AZ Flooring & Finishes

A PASSION FOR PERFECTION: REDESIGNING MADE SIMPLE

With a team of dedicated professionals that have a passion for their client's happiness and satisfaction, it's no wonder AZ Flooring & Finishes has such a great reputation. Add in the knowledge and long family history surrounded by real estate for owner Michelle Hunt, it's no wonder why REALTORS® are also gravitating towards this flooring and finishing company to help them improve their listings and satisfy buyers.

Originally from Grand Junction, Colorado, Michelle's journey into the realm of flooring and design began almost three decades ago. While her family had deep roots in real estate, scattered throughout its many niches, Michelle initially followed in their footsteps and started working as an assistant at a Keller Williams brokerage right out of college. When she discovered that selling real estate wasn't her passion, she decided to learn everything she could about the other sections and nuances of the real estate industry, and started working at a design center. From there she focused on gaining as much knowledge as she could by taking construction and design classes, and even touring textile and flooring manufacturers. And that's when she discovered her true passion.

When Michelle found her calling in the world of home interiors, she started off working for smaller companies in her hometown in Colorado, but when her husband was offered a job in Arizona, they saw a unique opportunity to move. Having vacationed in the area quite frequently thanks to her grandparents having a home here, Michelle admits it seemed like the perfect fit for her family.

In the beginning Michelle enjoyed leading sales in smaller family-owned companies, managing her projects and building career long relationships. With a son, the hours allowed her to be present in his life and focus on growing her family. But this past year,

she was finally inspired and took the advice her business partner had been preaching to her for so many years ... and started her own company.

For Michelle, the transition to entrepreneurship was a natural progression fueled by her entrepreneurial spirit and desire for greater flexibility. With her family's encouragement and her wealth of experience, Michelle founded AZ Flooring & Finishes, a testament to her commitment to quality and customer satisfaction. "I love working with people and making their homes beautiful," she beams.

At the heart of Michelle's business philosophy lies a dedication to customer service and excellence. Drawing inspiration from her grandfather's wisdom and the guidance of numerous mentors, Michelle believes in going above and beyond to exceed her clients' expectations. "I have had so many mentors in the business that I am grateful for," she admits. "We all have people in our lives who encourage, inspire, and make us who we are."

From educating clients on their options and improving ROIs for agents, to ensuring seamless communication throughout the entire process, Michelle's priority is always the satisfaction of her customers. "I believe my customers come first," she explains. "Communication is key, and in the end, that they love their homes." Which is why AZ Flooring & Finishes offers a comprehensive

range of products and services, including floor and wall tiles, carpets, hardwood floors, window treatments, cabinets, and countertops. "Whether you are remodeling or starting from scratch or getting ready to sell your home. AZFF is your one-stop shop for full-service design and installation."

With a passion for building long lasting relationships, agents and clients can rest easy knowing Michelle and her team are taking their best interest to heart and providing them with expert knowledge. They have a highly trained sales team and an outstanding group of installers and subcontractors that are so tight knit they call each other family. As a matter of fact, HER MOTHER, Karen Lyda, is their Office Manager. Long time friend and former co-worker Brenda LeMond, flooring specialist and Jaiden Farr has become a great addition as a Sales Assistant and Customer Care Specialist at AZ Flooring & Finishes. So it truly is a family affair. "All this works towards our goal of making each project a success," Michelle boasts.

Yet it is the lifelong career, surrounded by real estate, that has ingrained the importance of trust and reputation when it comes to REALTOR® relationships for the team at AZ Flooring & Finishes...and that is something they don't take lightly.

Even so, Michelle's impact extends beyond the realm of her business. Committed to giving back to the community that supports her, Michelle



FLOORING & FINISHES

“All this works towards our goal of making each project a success”



actively participates in charitable endeavors, including donating to food banks, assisting the homeless, and Sponsoring children in need at Sunshine Acres. For Michelle, community involvement isn't just a

responsibility - it's a privilege and a source of fulfillment.

Outside of work, Michelle and her husband Douglas are blessed with a son, Christopher, their daughter-in-law

Myranda, and granddaughter Sophie. When she's not transforming homes or giving back to the community, Michelle enjoys spending time with her family, traveling to the beach, and spending time with Sophie.








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Is the Way Buyers' Agents' Commissions are Paid IN JEOPARDY OF CHANGING IN ARIZONA?



In Arizona, generally, a buyer's agent's commissions are not paid by a buyer.

Instead, a buyer's agent's commissions are paid from the total sales price which means that the seller actually pays the buyer's agent. This has been the practice in Arizona and in many states for decades. However, some forces are at work to change that practice.

In November 2023, in *Burnett v. The Nat'l Ass'n of REALTORS®*, No. 19-CV-00332-SRB (W.D. Mo. Dec. 16, 2022), a jury in an antitrust case found that the National Association of REALTORS® (NAR) and some associated local brokerages were liable for \$1.78 billion in damages with another award for treble damages that could result in NAR paying upwards of five billion dollars. This class-action suit is probably the most well-known of the commission lawsuits in the U.S. currently. In *Burnett*, plaintiffs made claims that NAR and associated brokerages colluded to "fix prices" in order to maintain artificially high commission rates for NAR REALTORS®.

Arizona is not immune to this type of lawsuit. Following on the heels of *Burnett*, Joseph Masiello filed his own class action lawsuit in Arizona in the United States District Court for Arizona, Case No. 2:24-cv-00045-JZB. Masiello filed his lawsuit against the Arizona Association of REALTORS®; The Phoenix Board of REALTORS®, Inc., d/b/a The Phoenix Association of REALTORS®; Scottsdale Area Association of REALTORS®; West and Southeast REALTORS® of the Valley, Inc.; Tucson Association of REALTORS®, Inc.; HomeSmart Holdings, Inc.; My Home Group, LLC; Realty One Group Arizona, Inc.; West USA Realty, Inc.; Hague Partners Holdings, LLC; Realty Executives, LLC; Valley Metro Investments, Inc., d/b/a Arizona Best Real Estate; Corduroy IP, LLC, d/b/a North&Co.; Silverleaf Realty, LLC; Retsy, LLC; Walt Danley Realty, LLC, d/b/a Walty Danley Local Luxury, Christie's International Real Estate; Bortlock, LLC, d/b/a The Brokery; Roy H. Long Realty Company, Inc., d/b/a Long Realty; and Tierra Antigua Realty, LLC. Two of these Defendants were later dismissed from the case including Walt Danley Realty LLC and Hague Partners Holdings LLC. In his complaint, Masiello alleged that these Defendants violated The Sherman Act 15 U.S.C. § 1 and Arizona's Antitrust Act, A.R.S. § 44-1402, by conspiring to require home sellers to pay the buyer-broker agent's commission and inflated those commissions. In the lawsuit, *Masiello* seeks class action certification; an award of unspecified damages; an injunction to stop this alleged unfair way of compensating buyer's agents/brokers; an unspecified award of statutory interest and penalties; and an award of attorney's fees and costs.

After the filing of *Masiello v. Arizona Association of REALTORS® et al.*, on February 2, 2024, the parties to the case filed a Joint Motion to Stay Proceedings Pending Determination of Motion to Transfer by the Judicial Panel on Multidistrict Litigation. There is a separate multidistrict lawsuit pending. The plaintiffs in two actions pending outside of the Arizona Court—*Gibson v. Nat'l Ass'n of REALTORS®, et al.*, Case No. 4:23-cv-00788 (W.D. Mo.), and *Umpa v. Nat'l Ass'n of REALTORS®, et al.*, Case No. 4:23-cv-00945 (W.D. Mo.)—filed a motion

pursuant to 28 U.S.C. § 1407 (the "MDL Motion") before the U.S. Judicial Panel on Multidistrict Litigation (the "Panel") to transfer nine cases pending in seven different U.S. District Courts to the U.S. District Court for the Western District of Missouri for coordinated or consolidated pretrial proceedings.

On February 5, 2024, the Honorable Judge Michael T. Liburdi for the United States District Court for the District of Arizona granted the Joint Motion to Stay Proceedings Pending Determination of Motion to Transfer by the Judicial Panel on Multidistrict Litigation. Judge Liburdi ordered that the deadline for all Defendants to answer or otherwise respond to the Arizona Complaint is suspended pending a ruling by the U.S. Judicial Panel of Multidistrict Litigation on the motion to transfer this action to the Missouri federal court. Judge Liburdi ordered that the Defendants shall have thirty (30) days from the date of entry of such order to file an answer or other responsive pleading to *Masiello*'s Complaint in the event the motion to transfer this action is denied. In the event that the motion to transfer is granted, the parties were ordered to confer on an appropriate deadline to file an answer or other responsive pleading to *Masiello*'s Complaint in the multidistrict case.

Some argue that these commission lawsuits are beneficial to the consumer because it will allow buyers to negotiate their commissions with their REALTORS® thereby creating a freer market for consumers. Others argue that this will eliminate inexperienced real estate agents as buyers would be more willing to pay the more experienced agents directly. In addition, another potential negative repercussion is that younger or not as wealthy home buyers may not be able to afford to hire or pay an agent unless the commissions can be added into their home loan and may drive them away using an agent or simply not try to buy a home at all. Only time will tell of what the long-term repercussions will be and whether commission practices will be changed in Arizona.

As of the date of this article, Arizona maintains the status quo on paying buyer's agent's commission through the proceeds of the sale. However, if the *Masiello* lawsuit is successful it could dramatically change the way buyer's agents' commissions are paid. The fate of the current buyer's compensation system may not be known for years. Cases like *Masiello* take years to get to trial. Even after the trial is completed, the appeals process to the United States Court of Appeals and possibly even then U.S. Supreme Court would take even longer from there.

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CARI GILILLAND



PRIORITIZING PEOPLE, SIMPLIFYING REAL ESTATE

AS THE TEAM LEAD AT PERSPECTIVE REAL ESTATE GROUP, KELLER WILLIAMS INTEGRITY FIRST, CARI GILILLAND LEADS A DYNAMIC TEAM OF FIVE, COMMITTED TO PROVIDING EXCEPTIONAL SERVICE AND PERSONALIZED ATTENTION TO EVERY CLIENT THEY SERVE.

CARI'S JOURNEY THROUGHOUT THE WORLD OF REAL ESTATE IS A TESTAMENT TO HER ENTREPRENEURIAL SPIRIT, RELENTLESS PURSUIT OF EXCELLENCE, AND DEDICATION TO SUCCESS.

Born in Reno, Nevada, and raised primarily in Arizona, Cari's entrepreneurial journey began at a young age when she embarked on her first business venture as a nail technician at just 17 years old. Over the subsequent 15 years following, she honed her skills and eventually purchased her first of many businesses, a nail salon in Colorado. There she led a team of 8 technicians. She cultivated a deep appreciation for customer service and client satisfaction which is a strong focus for her in every business venture. In 2012 she took all the same skills and put them to good use and opened a dance studio in partnership with her mother, and a wildly talented husband and wife dance teacher duo. They owned and operated that business for 5 years and even today their former business partners are like family.

It was Cari's experience as a first-time homebuyer in 1994 that ultimately led her to discover her passion for real estate. Dissatisfied with her first REALTOR®, Cari and her husband were lucky enough to have a much different experience when they purchased their second home with an excellent REALTOR® who was recommended to her by a family member. He helped them find their dream home and at the same time he inspired Cari to pursue a career in real estate. While his initial encouragement was for her to focus on her family first and wait until her kids were a little older, in 2002 Cari decided it was time to leave the beauty industry and take a different career path. A few months later, Cari obtained her real estate license and embarked on a journey that would ultimately shape her into the industry leader she is today.

“
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YET FOCUSING
ON THE SAME
CARE FOR
OUR CLIENTS,
SYSTEMS, AND
STANDARDS OF
PRACTICE.

”

From her many years as a solo agent to her brief tenure as a Team Leader at Keller Williams Integrity First in 2019, Cari has continually sought out new challenges and opportunities for development, demonstrating a relentless commitment to personal and professional growth. With over two decades of real estate experience under her belt, she has helped her clients through many different markets.

In 2010, Cari took the next step in her journey by founding Perspective Real Estate Group alongside her business partner, Michelle Regier. Real estate can be a lonely business for a solo agent and neither Cari or Michelle wanted to join a team, so they decided to come together and build a non-traditional team structure. They spent many years working as a cooperative type of a group, sharing resources and supporting each other. Their team environment gave them the space and freedom to build their businesses their own way but still benefiting from the collaboration and community they created within the team. Over the years the team has evolved and grown to more than just a collaborative group.

Now with a team of five, Perspective Real Estate Group is small but mighty, offering clients personalized attention and unparalleled expertise. Their team has a deep familial bond with both Cari's daughter, Morgan Dimbatt, and Michelle's daughter, Shelby Underwood, working alongside them.

“We have created a safe environment where our team can support and learn from one another. We all go about our business in a little different way yet focusing on the same care for our clients, systems, and standards of practice” Cari explains. They believe in going above and beyond to ensure their client's needs are met and their expectations are exceeded, which is evident with 95% of their clientele being referral-based. It's not just about buying or selling a home – it's about building lasting relationships and community.

For Perspective Real Estate Group their focus is always on their clients, which is obvious in their regular client events and initiatives. Through projects like food drives, charity events, and volunteer work with organizations like the United Food Bank, Cari and her team are always looking for opportunities to serve within their community and are dedicated to making a positive impact in the areas they serve.

Outside of real estate, Cari's proudest accomplishment is her family. With her husband Rob, they have three daughters, Jordan, Morgan, and Logan, and three grandchildren, Reese, Ryker, and Roxy. Family is at the center of everything she does.

Together with her daughters, Cari also owns and operates a mobile hat bar called Copper Brim Hat Bar, working private events, concerts, festivals, and corporate events. Their customers can purchase various styles of hats and customize them with all sorts of accessories, branding and burning. Unlike real estate which takes a long time to get a client to the finish line, Copper Brim Hat Bar is a fun and creative outlet for Cari and her girls where they get instant satisfaction. They love being able help people find the perfect hat, style it their own way and leave feeling beautiful with a smile on their face.

As she reflects on her journey, Cari remains grateful for the opportunities she's had and the relationships she's built along the way. With a steadfast commitment to excellence and a passion for serving others, she continues to make a difference in the lives of her clients and her community, one home at a time.

“The experience of homeownership is so special and important! I love being able to share a small part in that piece of my client's life!”



Team: Lisa Gould, Janna Low, Morgan Dimbatt, Cari Gililand, Shelby Underwood, Michelle Regier



“

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”

Cari with her daughters, Jordan Anderson, Morgan Dimbatt, and Logan Gililand



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