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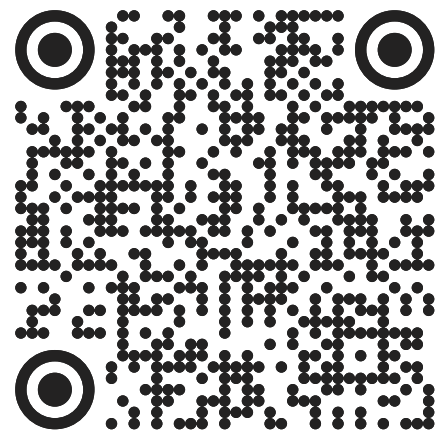


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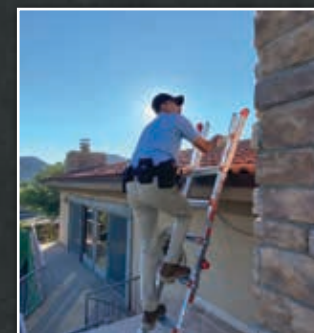
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# 2023

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IN 2023...

15,100  
  
TOTAL TRANSACTIONS

\$13,747,441,048  
SALES VOLUME

\$27.5  
MILLION  
AVERAGE  
SALES VOLUME  
PER AGENT

31  
AVERAGE  
TRANSACTIONS  
PER AGENT



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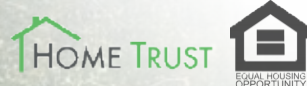


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cover agent

Written by Elizabeth McCabe  
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HARD WORK  
IS THE SECRET  
TO SUCCESS

# Viktori Gortman







Real estate isn't for the faint of heart. It takes consistency, drive, and discipline to rise in this competitive field. Fortunately, Vikki Gorman, an award-winning REALTOR® with Realty Executives, has what it takes in residential real estate.

Vikki has built a reputation for excellence in Arizona's competitive real estate market. Based in Yuma, Vikki initially ventured into real estate out of a personal passion. Starting in commercial and property management as early as 2000, her career evolved into residential real estate by 2018.

"Real estate is something I always wanted to do," Vikki explains. "I love the design aspect of homes, the architecture, and the incredible work that developers do in creating communities."

#### Tasting Sweet Success

After obtaining her residential real estate license in 2018, Vikki hit the ground running. By 2019, she was named Realty Executives' Rookie of the Year, an achievement that set the stage for even greater success. In 2020, she joined the

100% Club with gross commissions surpassing \$100,000, and in 2021, 2022, 2023, and 2024, she reached the prestigious Double Diamond status.

**"I love helping people achieve their real estate goals in a way that benefits them 100 percent. When they win, I win—and I love to win."**

Her hard work and dedication culminated in her being named Realty Executives' 2023 Agent of the Year, an honor awarded to only one solo agent each year. "It's a huge accomplishment," Vikki says proudly. "I love

helping people achieve their real estate goals in a way that benefits them 100 percent. When they win, I win—and I love to win." Vikki has also been recognized as a top agent by *Phoenix Magazine*, earning the title of Top Producer each year since 2019. Her deep knowledge of the Phoenix and Scottsdale markets, coupled with a genuine passion for helping clients, has made her one of the area's most sought-after real estate professionals.

#### Making Her Mark

But behind Vikki's achievements lies a simple yet powerful philosophy: hard work. "There's no secret to success," she shares. "It's all about follow-up and working all the time. I'm fortunate to love what I do, and I'm incredibly grateful for the flexibility it gives me to be with my family."





“  
We’re building a  
better community  
for today and the  
future, and I’m  
grateful to be part  
of that process.  
”

Photo courtesy of Sara Waterman Photography



When she’s not closing deals, Vikki is deeply involved in her community. She serves as the president of the Boosters Club at her son Finn’s school, BASIS Scottsdale Primary West, where she has been a board member since 2019. Additionally, Vikki has been an active volunteer at CCV Church since 2003.

#### **A Wonderful Life**

Outside of real estate, Vikki enjoys spending time with her husband, Larry, and their 9-year-old son, Finn. Their family also includes Chloe, a lovable 3-year-old chocolate goldendoodle, who makes their house a home. Vikki’s dedication to her family is clear, and she values the balance her career provides. “Being able to be there for my family while thriving in real estate is something I cherish every day.”

#### **What’s Next?**

As Vikki looks ahead, her goals remain simple but strong: to continue working hard, providing value to her clients, and staying involved in the community she loves. “Phoenix and Scottsdale are amazing places to live,” Vikki says. “We’re building a better community for today and the future, and I’m grateful to be part of that process.”

For Vikki, the key to success lies in the relationships she builds and the values she holds dear. “I value the people I work with and the company I work for,” she emphasizes. “I’m grateful for every moment, and I love every part of what I do.”

We wish Vikki continued success in real estate. She’s making the world a brighter place by helping people achieve their real estate goals!



►► announcement

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# KILEY HAPNER

## *Kansas Native Rises in Residential Real Estate*

“What sets me apart is my unwavering dedication to my clients,” says REALTOR® Kiley Hapner with the Baccus Realty Group of Keller Williams Realty Sonoran Living. She adds, “I understand that buying or selling a home is not just a transaction; it’s a life-changing experience. That’s why I take the time to listen to my clients’ needs, dreams, and concerns, ensuring that each transaction is tailored to meet their unique goals.”

Originally from Kansas, Kiley moved to Arizona in 2003 from Northern California. She has always had an interest in real estate since she moved to The Grand Canyon State. “By the time I was ready to get licensed, the market crashed, so I put that dream on hold,” she admits.

Instead, she did marketing with Diamond Resorts for 14 years, which was invaluable for her future career in real estate. In 2018, Kiley got her license and couldn’t imagine doing anything else. “I’m so happy that I am now doing what I love,” she comments.

Now the senior agent under the team leader, Kiley specializes in Scottsdale, Phoenix, and East Valley cities. Her dedication and expertise have earned her numerous awards, including KW Gold, Platinum, Diamond, and Double Platinum

Achievement Awards. Kiley is passionate about growing the team that Katie started in 2015. Best of all, she genuinely loves what she does.

### **Passionate About her Profession**

Kiley’s passionate about working with buyers and sellers, which fills her heart with joy. “There is something especially rewarding when helping a first-time buyer. All of the nerves, excitement and overall joy the buyers have during the process is really awesome to support and watch,” she shares.

Kiley wouldn’t be where she is today without the support of her mentor, Katie Baccus. “She welcomed me to her team in 2020 right before we entered the pandemic and lockdown. Katie has been an amazing leader, offering support, training, and fantastic systems.”

What’s the secret to Kiley’s success? “It’s all about the follow up and staying in front of your sphere of influence (SOI),” she shares. Kiley also comes from a place of value. “I love educating buyers and sellers on the process so there are no surprises,” she adds.

### **Fueled by Family**

When it comes to her motivation, Kiley is fueled by her family. She explains, “I am motivated to provide

a life for my family that allows us to spend quality time together, travel and create amazing memories.”

Kiley has been married to her husband Eric for almost 12 years. “He joined our team 2 years ago as our transaction coordinator,” she says with pride. “I also have an 18-year-old daughter who just graduated high school. She plans to get her real estate license and join our team in the future.”

As a family, everyone likes trying new restaurants in the Phoenix area. You can also find them hiking, working out, and traveling. They also like giving back to others. “With the help of the Baccus Realty Group team, we collectively raise food donations for a local food bank,” explains Kiley. “We have also been a part of the Salvation Army holiday donations. It always feels good to give back to the community.”

### **What’s Next?**

“I love what I do, and I plan to stay in real estate until I retire,” concludes Kiley. This REALTOR® on the Rise has no plans of stopping the career that has become her passion. We wish Kiley the very best in all her real estate endeavors and can’t wait to see what she accomplishes next!





“There is something especially rewarding when helping a first-time buyer. All of the nerves, excitement and overall joy the buyers have during the process is really awesome to support and watch.”







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