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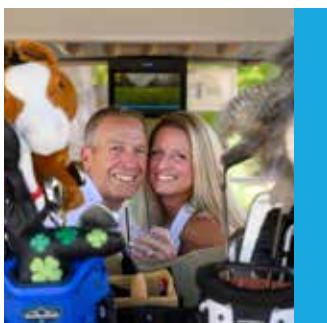
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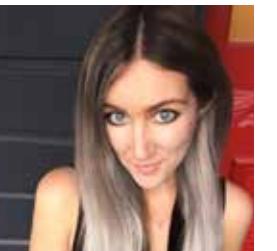
**Mike Maletich**  
Owner  
412-606-9954  
mike.maletich@n2co.com



**Marissa McCutchan**  
Publisher  
951-233-4899  
marissa@n2co.com



**Katherine Fondren**  
Editor



**Lanie Schaber**  
Ad Strategist



**Mitzie Maletich**  
Photo Shoot &  
Promo Coordinator



**Kendra Woodward**  
Writer



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12,637



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SALES VOLUME

**\$17 MILLION**  
AVERAGE  
SALES VOLUME  
PER AGENT



26

AVERAGE  
TRANSACTIONS  
PER AGENT



## ► cover story

Written by Kendra Woodward | Photography by Purple Moss Photography

# TAMARA ZANDER

**T**amara Zander, Lead Listing Agent and Co-owner of Zander Real Estate Team LLC, has cultivated a thriving real estate business that stands out for its focus on integrity, teamwork, and community service. Licensed in 2011, Tamara, alongside her husband, Corey, has built a dynamic team consisting of licensed agents, administrative staff, a licensed handyman, a licensed inside sales agent, and a marketing manager, all driven by a shared commitment to their core values.

Tamara's journey into real estate began unexpectedly. Born and raised in Idaho Falls, Idaho, Tamara attended BYU-Idaho, where she earned an associate's degree before serving as a missionary for the Church of Jesus Christ of Latter-day Saints in Lima, Peru. This experience was transformative, not only teaching her a foreign language but also instilling a deep sense of gratitude and love for other cultures. "I think everyone should live in a third-world country for a little while. You learn so much about people's lives, and you return feeling blessed with a desire to serve," Tamara reflects.

Upon returning to the States, Tamara pursued a degree in Therapeutic Recreation at BYU-Provo, where she met Corey. They married, started a family, and settled into family life by purchasing their first home, a duplex in Provo, Utah. Tamara wanted to be a full-time, stay-at-home mom focused on raising their four children and volunteering at the schools and in her church. However, the economic downturn in 2007 forced the couple to rethink their future. Corey, who had been part of the leadership team developing Daybreak, a massive master-planned community in Utah, was laid off, and the couple found themselves navigating uncertain financial waters. "It was a great growing experience, but I wouldn't want to do it again," Tamara quips.

At the heart of Tamara's life is family. She and Corey have one daughter and three sons. Their three sons are happily married, and Tamara and Corey are thrilled to be grandparents to 2-year-old Wesley. Tamara cherishes her time with her family, whether it's hiking, playing pickleball, or traveling. "Hiking makes me happy," she beams, adding that "movement is medicine," a philosophy she embraces through her water aerobics classes, which she has taught for 29 years.

In 2011, a friend's suggestion to invest in short-sale homes and foreclosures set the Zanders on a new path. As they explored the business model for flipping homes, they realized they would need a licensed agent to help them sell their renovated properties. This led Tamara to obtain her real estate license. Corey continued as manager of their crew, and Tamara listed and sold the properties with great success. What began as a means to sell their own flipped properties quickly evolved into something much larger. "We had no vision of growing a real estate career, let alone a brokerage and a team," Tamara admits. But her dedication and attention to detail set her apart, and her passion for the industry grew. Her niche in listings became her strength, and she soon developed a reputation for selling homes quickly and for top dollar.

As their real estate business continued to grow, they knew Corey's involvement was key. He soon joined her full-time, working initially as a Buyer's Specialist and later became an independent broker, and they started a team. The Zander Real Estate Team LLC was born! With the support of Corey's master's degree in business administration and a bachelor's degree in economics, the team has grown into a successful operation with a dedicated office space in Daybreak.

Tamara's niche and expertise in listings is particularly unique as 98% of her business comes from listings. The agents on the Zander Team specialize in helping buyers find the perfect home and successfully listing and selling homes along the Wasatch front. When a new client comes to the team, Tamara ensures that it is shared with the agent best suited to meet the client's needs. Her attention to detail extends to every aspect of the transaction. Listing homes has been Tamara's

focus, and she has a detailed process that includes staging consultation, decluttering, high-quality photography, and videos. A few years ago, Corey had the bright idea of adding a handyman to the team. This was an intentional investment they made to provide superior services for their clients to prepare their homes to list and to resolve repairs in the homes they purchase. "LIST your home with me, get your handyman services for FREE" has even become their team's tagline.

Despite her many responsibilities, Tamara remains passionate about inspiring and elevating others. Tamara and Corey regularly participate in coaching with the Tom Ferry Team Mastery coaching. This robust coaching system moves the Zander Team forward with increased skill and standard practices. This, in turn, creates an atmosphere for agent growth and superior client care and service. The Zanders were invited to be featured speakers at the SLC Roadmap Tour in 2023 and 2024. Tamara

and Corey were invited on stage in 2023 to discuss "How to Develop a Strong Brand" and "Listing Attraction." This year, Tamara joined Tom Ferry on stage and shared with hundreds of growth-minded agents from Utah, Idaho, and Wyoming. Her topic this year was "Turning Transactions into Traditions: Our Approach to Lifelong Clients." The Zander's client care system supports every agent on the team. All clients who transact with the Zander Team participate. Every agent on the team "taps"



“  
I'M WORKING TO MAKE  
THIS COMMUNITY  
STRONGER AND BETTER  
FOR EVERYONE.



into the robust lifelong client care support and listing services that define the Zander Team brand.

What truly sets the Zander Real Estate Team apart is their commitment to their mission statement, which is a simple yet profound list of core values. “We go through our core values at our weekly team meetings and say them out loud,” Tamara explains. This practice ensures that the entire team is aligned and focused on the core values of integrity, service, and excellence.

One unique part of Tamara’s story is the connection the Zanders have as residents in Daybreak for the past 20 years. As the 13th family to buy into the masterplan community, they consider themselves founding members. They are passionate about giving back and are excited to continue

their journey, both in real estate and in life. As Tamara sums it up, “I’m working to make this community stronger and better for everyone.”

Beyond real estate, Tamara is deeply committed to her community. She is a founding board member of Early Light Academy, a charter school she helped establish when she noticed a gap in education for her child. Additionally, she serves on the South Valley Chamber of Commerce board of directors and was recently elected to serve her third term as a South Jordan City Councilwoman.

With a strong foundation in values, a commitment to service, and a passion for helping others, Tamara Zander and the Zander Real Estate Team LLC are sure to thrive, leaving a lasting impact on their community and the real estate industry.



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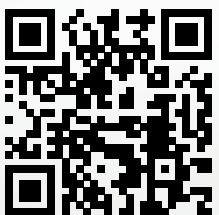
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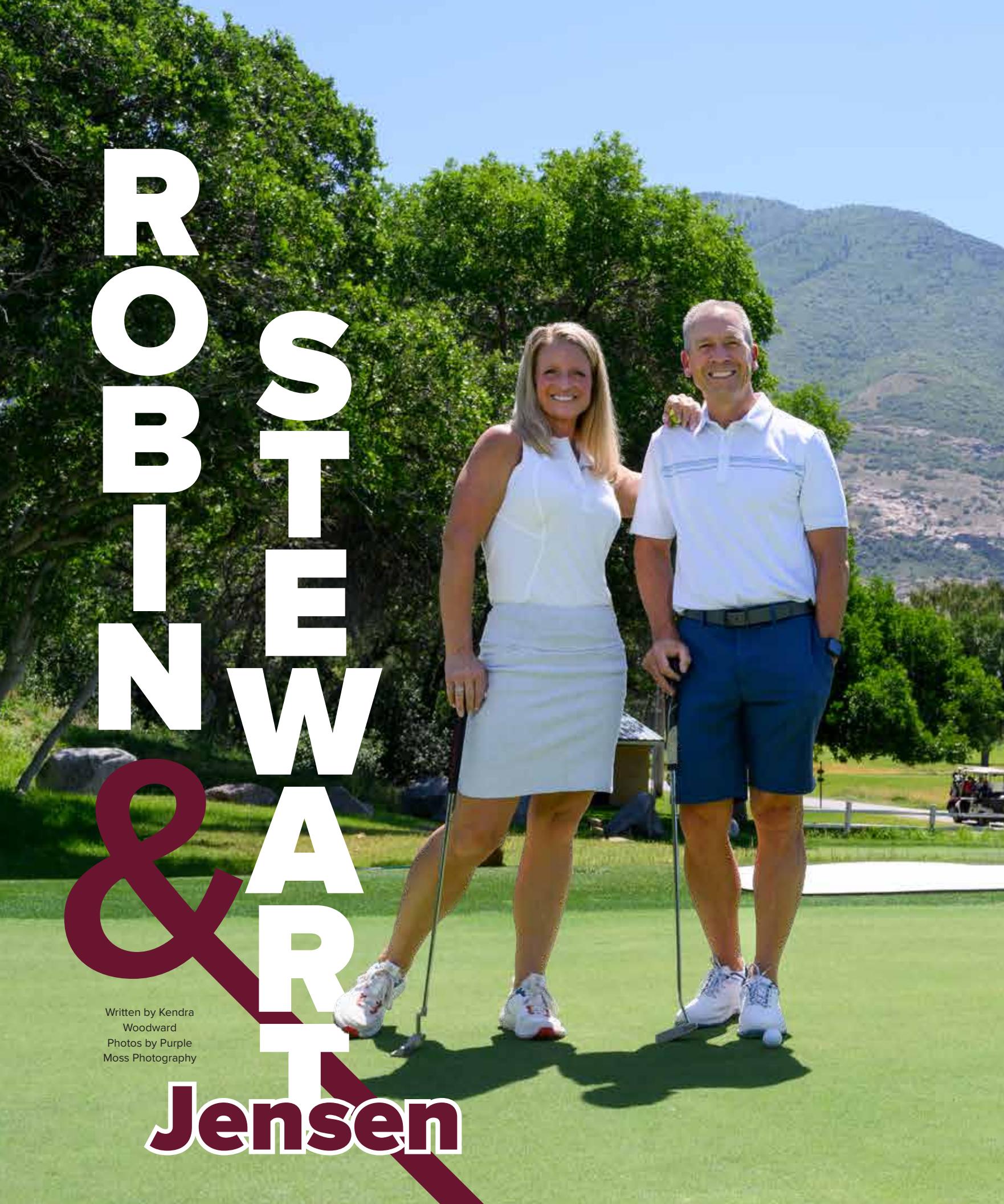


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# ROBIE NIE & WAR Jensen



Written by Kendra Woodward  
Photos by Purple Moss Photography

**Robin and Stewart Jensen are the power couple behind Team Jensen Real Estate, a venture that began as a hobby and quickly evolved into a successful career. Robin, who got her real estate license in 2015 to pursue her passion for home remodeling, never anticipated that this hobby would turn into a thriving business. "It was shortly after getting my license that someone came to me and asked for help finding a home. It never stopped from there... within a couple of months, I had sold over \$4 million in real estate in Utah," Robin recalls.**

In 2023, the Jensens officially launched Team Jensen Real Estate, and later that same year, they opened their own brokerage in St. George, Utah. Their success has been driven by a simple philosophy: "We've always believed that if we just serve, the business will happen organically," Robin explains. This approach has allowed them to build a business that thrives on integrity, service, and the genuine care they provide to each client.

Robin's background is as diverse as it is impressive. She grew up traveling all over the country, attending 13 different schools before graduating high school, and later attended BYU after more traveling in her early adult years. Her love for remodeling homes began as a necessity when she realized that to live in the neighborhoods she wanted, she would have to buy and transform homes that no one else wanted. This drive led her to tear off the roof of her last home in California and build a full second story, all while managing big projects with little kids in tow. "But it paid off!" she prides. Admitting how living in expensive markets was the driving force for her learning new things.

Stewart brings his own unique skill set to the table, having grown up on a wheat farm in Kansas before attending the University of Utah, serving a mission for the Church of Jesus Christ of Latter-day Saints in Peru, and later running a successful commercial door and hardware business in Boise, Idaho. He also developed subdivisions and built a few homes on the side, making him well-versed in real estate development. After selling his business in 2018, Stewart moved to Utah and joined Robin in real estate. "Neither of us expected to land in Utah, but it's been a wonderful place to live," Robin says.

The Jensens' real estate careers have flourished, not by chance, but through their commitment to service. "We approach everything we do as service... and sometimes we get paid," Robin quips with a smile. Their passion for helping people and creating value in every transaction has made them a trusted name in the industry. Helping people is the clear reason the Jensens love real estate. "Every home is different, and every client has different needs. Knowing what they need and how to serve each one is the key to our success serving clients," says Robin. "It's absolutely the best part about our job — being able to work with new and wonderful clients who will be friends for life."

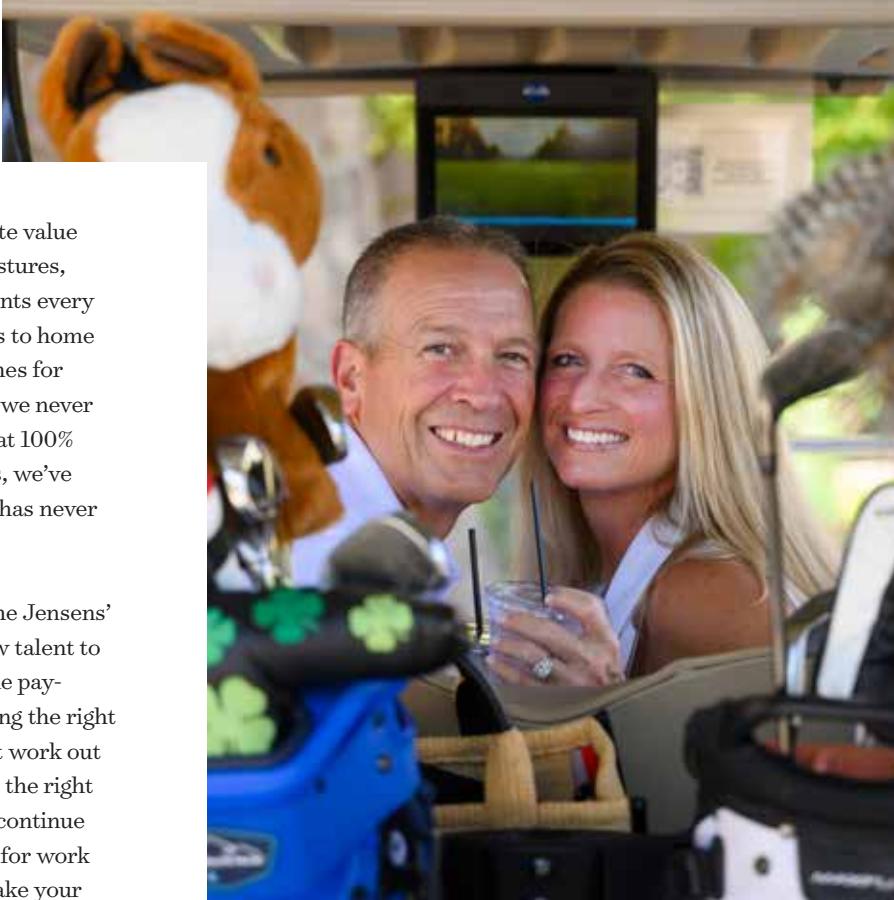


One of the ways Robin and Stewart create value for their clients is through thoughtful gestures, like sending gifts to past and current clients every quarter. These gifts range from gift cards to home décor items and even emergency wrenches for gas meters. “People love it. Even though we never expect anything in return, we can say that 100% of the time we’ve done our gift deliveries, we’ve received a new listing or a new buyer. It has never failed,” Robin notes.

This same mentality is what has led to the Jensens’ success, which is why Robin advises new talent to treat people well and not worry about the pay-check. “Worry about doing good and doing the right thing. Even if a couple transactions don’t work out how you hope they will, if you always do the right thing and focus on others, business will continue to come,” she advises. “You’ll never lack for work if people trust you and know that you make your choices for their benefit, not your own.”

Outside of real estate, the Jensens are passionate about giving back to their community, are proud sponsors of the Corner Canyon High School Mountain Bike Team, and offer a college scholarship each year to a student who demonstrates perseverance, hard work, integrity, and kindness. At home, Robin and Stewart’s personal lives are as full as their professional ones. Married in January 2022, after meeting through a dating app, they have embraced their blended family of seven children and nine grandchildren — they even started a unique tradition of taking one child (and their family) on a vacation of their choice each year, joking that there’s only two rules: keep within the budget and taking them along is part of the budget.

Robin and Stewart’s love for Utah, particularly St. George, where they own a second home and another brokerage, is evident in everything they do. “Utah is such an amazing place. You can be amidst majestic mountains then drive four short hours to Red Rock - two totally different, special places. We are so lucky!” Robin prides.



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# Adrian MACO



► REALTOR® life

Written by  
Kendra Woodward  
Photography by Tiffany  
Burke Photography

**Adrian Maco's journey into the world of real estate began in 2018, but his story starts much earlier, with roots in Lima, Peru, and a childhood shaped by resilience and determination. Now a proud member of The Perry Group with Real Broker, Adrian's tagline, "Building Trust in Real Estate," reflects the values that guide him in both his personal and professional life.**

Despite being born in Peru, Adrian was raised in Provo, his early life marked by the hard work and determination of his immigrant parents who moved to the States when Adrian was just two years old, working multiple jobs to support their five children. "Seeing their work ethic and go-getter mentality was instilled in me at a young age," Adrian recalls.

This work ethic was put to the test when Adrian's father was deported back to Peru when Adrian was age 16. Overnight, his mother became a single mom and had to work even harder despite not knowing a lick of English, and Adrian also had to step up to help support the family. A year later, his family situation became even more challenging when his mother took his younger siblings back to Peru, leaving Adrian to finish high school on his own. Despite these hardships, Adrian persevered, working part-time at McDonald's while couch-surfing with three different families until his mother and siblings returned a year later.

These experiences shaped Adrian's character, instilling in him a deep appreciation for hard work and the opportunities available in the U.S. After high school, he tried college for a month but decided conventional education wasn't the route for him. "I liked school socially but not academically," he admits. Instead, he turned to various customer service and sales jobs to build his skills in communication, negotiation, and sales. His first job, selling credit repair over the phone, taught him valuable lessons about credit bureaus and financing, and he later worked with several startup companies, where he learned about building a business and operations.

It was a suggestion from a colleague at one of these startups that led Adrian to pursue a career in real estate. Licensed in 2018, Adrian joined a few small and large teams before eventually going solo. Now, with his full-circle return to The Perry Group, he's found a balance that combines the benefits of team support with the personal branding and operational skills he developed as an independent agent. "It's great for new agents to be on teams and then learn to fend for themselves as a solo agent—branding, operations, etc.—and taking that back to a team helps with leads and personal branding."

For Adrian, integrity is more than just a word; it's a guiding principle and something he implements in all areas of life - business, relationships, connections, friendships, and his core values. "It's who I am and what I stand for," he says. One of the ways Adrian exemplifies this is through his passion for contract law and negotiation, taking great pride in representing his clients' best interests and using his expertise to navigate the complexities of real estate contracts. "It's the closest thing to being an attorney. I love representing my clients' best interests and advocating for them."

Adrian's dedication to service also extends beyond his real estate clientele as he serves on the board of directors for the National Association of Hispanic Real Estate Professionals (NAHREP), where he helps support and spotlight Hispanic real estate professionals across the industry. He's also involved in his father-in-law's philanthropic efforts through the Building Hope Foundation—which builds houses and schools in underprivileged communities—by contributing financially and participating in local service projects, especially during the holidays.

One story that highlights Adrian's commitment to his clients involves a young couple he helped two years ago. They were trying to buy a house to become more eligible for adoption after several unsuccessful rounds of IVF and had a trip planned to visit Prague for their last round of treatment. After a couple of months in their new house, their waterline burst, and Adrian quietly raised \$5,000 for them, knowing it would drain their savings. Soon after, they successfully conceived and now have a little boy.



Outside of real estate, Adrian is passionate about music. A self-taught guitarist who later learned piano, Adrian's love for music spans from his favorite band, Linkin Park, to classical composers like Beethoven, Bach, and Chopin. He recently invested in a grand piano after four years of lessons and enjoys playing classical music in his spare time.

Adrian is also a devoted husband to his wife, Kimberly, and a proud father to their daughter, Elise, named after Beethoven's famous piece, "Für Elise." The couple shares their home in Saratoga Springs with their three dogs and enjoys traveling and trying new foods whenever they can.

As Adrian continues to build his career with The Perry Group, his commitment to integrity, service, and personal growth remains at the forefront. His journey from Peru to Utah, from customer service jobs to real estate success, is a testament to the power of resilience, hard work, and unwavering values.



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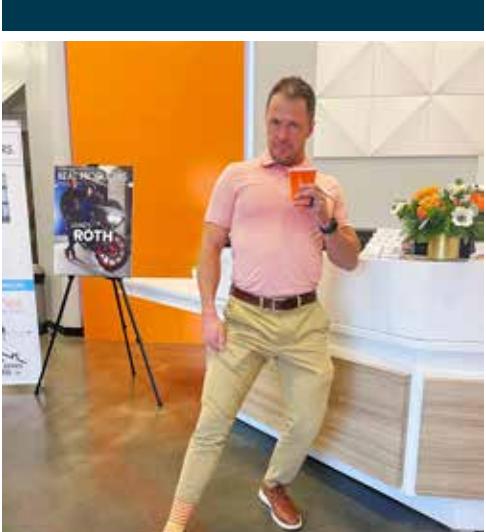
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