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*Rebecca*

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COVER STORY:  
**Rebecca Durfey**

---

RISING STAR:  
**Susanna Bressner**

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PARTNER SPOTLIGHT:  
**AZ Residential Home Inspections**

**SEPTEMBER 2024**



# YOU ARE INVITED!!!!

## ▶▶ local events

Thursday, September 19

4:00pm - 6:00pm

West Valley Real Producers Launch Party!  
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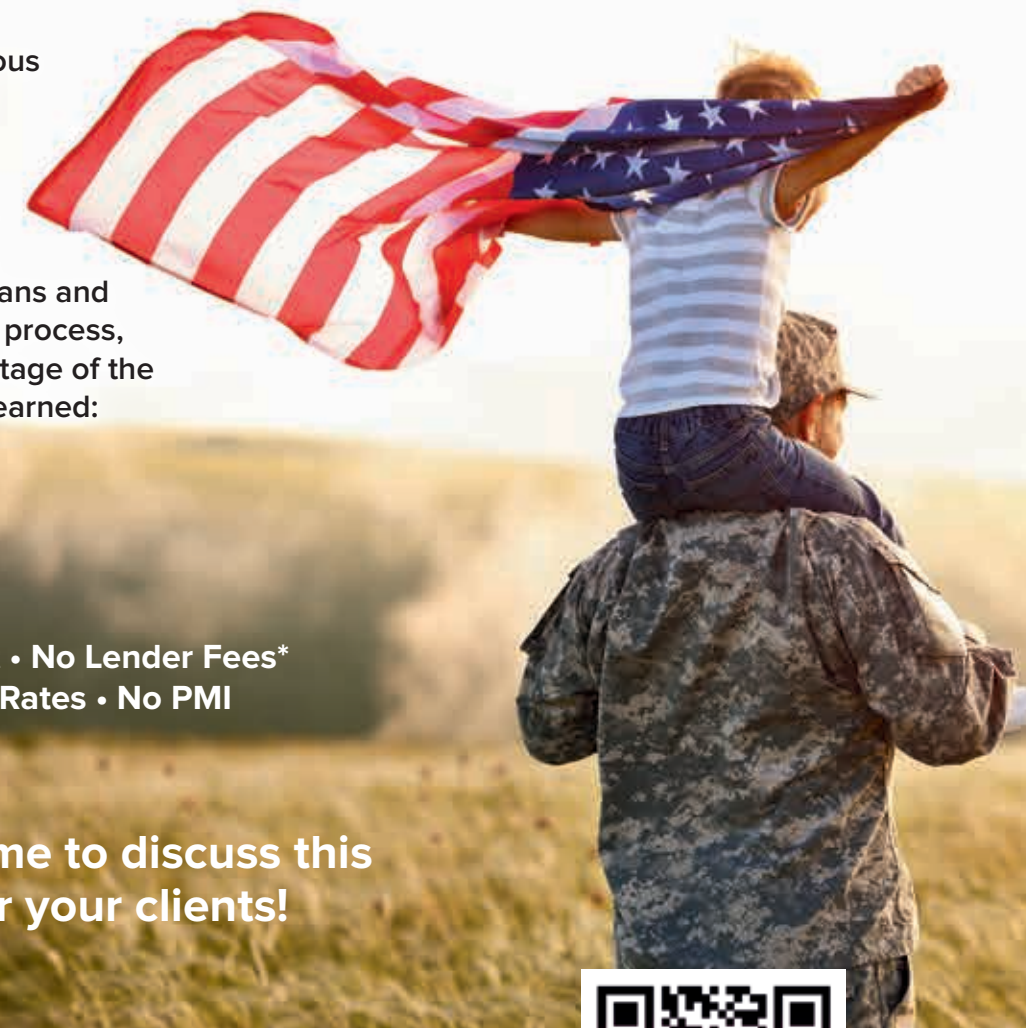


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# MEET THE WEST VALLEY REAL PRODUCERS TEAM



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If you are interested in contributing or nominating agents for a story in future issues, please email us at [laura.robinson@RealProducersMag.com](mailto:laura.robinson@RealProducersMag.com).

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# WELCOME TO WEST VALLEY REAL PRODUCERS

► publisher's note | By Laura Robinson

We're already diving into our third issue - time flies, doesn't it? If you're new to our publication, a warm welcome to you!

Over the past few months, we've had the pleasure of sharing stories from some incredible realtors in the west valley. The talent here is truly remarkable, and we're grateful to work with such amazing agents.

### Our Preferred Partners

A big thank you to our trusted partners for their ongoing support. This month, we're excited to introduce two new partners: Fernando Roofing and On Target Contracting. Both are family-owned businesses with amazing reputations. Welcome to the Real Producers Community!

All of our partners are experts in their fields and recommended by top agents. If you need assistance this month - whether it's home inspections, lending, or property

services - check out our list and give them a call. You'll be impressed by the quality of service you receive.

### Events

I'm thrilled to announce that our launch party is just around the corner. Join us on September 19, 2024, at 4 pm at the Palm Valley Golf Club. It's a fantastic opportunity to connect with top agents and forge lasting relationships. Trust me, it's going to be a party you won't want to miss so RSVP!

See you all soon!

*Laura Robinson*



**Laura Robinson**  
Owner/Publisher  
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# Noel Childs

of AZ Residential Home Inspections

partner spotlight ◀◀

Written by Kendra Woodward  
Photography by Sarah Medina



## Transforming The Idea of Home Inspections

With nearly 15 years experience in Residential and Commercial Inspections, Noel Childs of AZ Residential Home Inspections has developed a reputation for delivering thorough, reliable inspections with a personable and lighter touch.

Noel has played a pivotal role in helping shape the real estate landscape within the valley, having developed over 70 certified inspectors through his company, AZ Residential Home Inspections Parallel Training & Mentoring. His journey is marked by a rich background in architecture, civil engineering, and a brief detour into the world of music.

After high school, Noel took a gap year to pursue a music career and made a promise to himself to attend college a year later if things didn't pan out. A year later he kept that promise, attending a school for architecture while continuing to pursue his passion for music, which culminated in him going on tour as the drummer for the eccentric rock band Psychelicasi.

Noel's career began in Architectural Design, creating futuristic concepts in commercial structures, classrooms and office spaces for one of the largest College Campuses in Wisconsin. After a decade, Noel redirected his career into Civil Engineering, designing and managing road & bridge reconstruction projects.

When his wife's military career required relocation to Arizona, Noel took advantage of the opportunity to become an entrepreneur, blending his vast experience in Architecture & Civil Engineering with residential and commercial property inspections. While specializing in luxury home construction, Noel is often commissioned to inspect complex commercial structures, as well as all stages of new home construction.

Known for his calm demeanor, ability to make homebuyers feel at ease, and laid back humor, Noel's personality is what sets him apart in the



Noel and family

home inspection industry. "A relaxed buyer isn't stressing over the details," he chuckles. "You want to be that calm for them." Because of this approach,

his ability to deliver a message effectively has become part of his expertise, with REALTORS® often praising him for providing a quality inspection...and a comedy show.

A particular joy that is unique to Noel's line of work is that he gets to experience the home buying and selling experience

from both sides of the transaction - helping sellers with inspections before they list their home and helping buyers with inspections once they've selected a property. His aim is always to be thorough and detailed, providing on-site reports printed in full color. At the conclusion of the inspection, Noel consults with the buyer, reviewing each and every adverse condition with an emphasis on relative importance. As a Certified Pest Inspector, he is also able to provide a termite inspection that is backed by a one-year warranty, provided by Action Termite & Pest Control, a leader in the industry.





At home, Noel's wife, Kimberly, is soon to retire from the military after 33 years of service and is actually in the top 1% of realtors in the area. The couple have been married for 23 years and have two sons, both of whom have achieved remarkable success - London, is a 21 year old graduate of the University of California San Diego, in Aerospace Engineering. He is currently interning at Aerojet Rocketdyne in LA as a Rocket Propulsion Specialist. Their younger son Lourde, (age 20) is a senior at Berklee College of Music in Boston, and is making waves in the music industry having performed with the CMA Foundation and recently released his first EP album.

As empty nesters now, Noel and Kimberly find joy in their work and travel. Noel is working on rebooting his architectural career with ambitious plans to redesign the home building process in order to remedy common inspection issues he finds every day. His goal is to revolutionize the home construction industry by eliminating the common factors that contribute to costly maintenance, repairs and utilities. Imagine owning a home that is not subjected to termites, has self sustained power, and smart home integration systems.



They are Die-Hard "Green Bay Packer Football" Cheeseheads!



Noel and his wife like challenging road courses, plus the New River Trail (from Happy Valley to Cardinal Stadium) is a favorite.

For Noel, making the homebuying experience enjoyable is the most fulfilling aspect of his work, transforming the often-outdated and scary process with his expertise, humor, and care. His vision for the future, combined with his dedication to excellence, ensures that AZ Residential Home Inspections will continue to be a trusted name in the industry.

Looking ahead, Noel is focused on reestablishing and rebuilding his team of highly qualified and informative inspectors to help with the overwhelming support he has received from area REALTORS®. His approach to training new inspectors is methodical and empathetic, encouraging them early on to find their niche, whether it be bilingual, cultural, or another unique selling point. Once Noel sees they are dedicated to their niche, he will often introduce aspiring inspectors to one of his many trusted REALTORS® partners, growing their network and their reach.



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# SUSANNA BRESSNER

- A Teacher For Life



## GENUINELY GUIDING YOU HOME

Susanna Bressner has rapidly established herself as a rising star in the real estate world. Recently licensed in June 2022 with eXp Realty, Susanna's journey from middle school English teacher to successful real estate agent is a far cry from the corn and bean fields she grew up surrounded by as a child.



Born and raised in the heart of Central Illinois, Susanna's path to Arizona was both unexpected and fortuitous. While everyone was practicing online learning and quarantining during the COVID-19 pandemic, Susanna and her family spent three weeks in an Air-BnB in Arizona, during which her daughters fell in love with the state. Seizing the opportunity that she and her husband, Curt, had planned to do upon retiring, the family made the decision to move.

Early on in life, after having designed their first custom-built home in White Heath, Illinois, Susanna was hooked, admitting, "I fell in love with the entire process from blue-print

design to pulling electrical wires and painting the trim work." At their next house in Winfield, she came up with an entire basement remodel plan, admitting, "When a home has good bones, and you just add a little TLC, it's amazing the transformation that takes place." When they moved to Arizona, Susanna admits she could no longer suppress her passion for real estate and got her license.

"I enjoy helping others see the potential in a home that might not be perfect, just yet; I love creating visions in their minds on how to fill the spaces of a new place, and I revel in sharing the process of making a few changes that will give back more in return when they sell."

Coupled with her passion for design and remodeling, 23 years of teaching had laid a solid foundation for Susanna's real estate career as she had gleaned enough knowledge of the industry to know that it would turn into something special for her. Even though she continues to substitute in the classroom (in hopes of giving her fellow teachers some peace of mind that a seasoned professional is taking over while they're away), Susanna has found her true calling. "Those few days a year fill the void of being out of the classroom, but I don't miss it enough to go back teaching full-time. I love working as a real estate agent!"

"Genuinely Guiding You Home" is a slogan that encapsulates Susanna's





approach in real estate - not solely committed to helping clients buy/sell homes, but also to supporting their continued journey. She explains that the same processes she developed to break down difficult-to-understand texts for her students translates seamlessly into her ability to communicate legal documents and negotiations for her clients.

“To be an effective teacher, the students had to trust you. For 23 years, I fine-tuned my ability to build rapport with even the most difficult of students and create trusting relationships. Now, I use those skills to develop relationships with not just my clients, but I also build relationships with neighbors and friends, and



Susanna and Curt in Italy.



support their businesses by sharing their expertise with those who need it.”

For Susanna, finding solutions, thinking on her feet, and providing strength for her clients during their search is her greatest pride. Her proclivity for being a problem solver is evident in her motto, “There is a solution to every problem, some are just harder to solve than others.” This desire to help extends well beyond real estate however, as Susanna’s goal has always been to find a job that would allow her to give back, support educators on a state level, and

create a better school system where teachers feel supported, students feel successful, and the community is enriched by their successes.

Through her volunteer efforts in her neighborhood, Susanna created a community with a sense of self-reliance. By hosting quarterly events at her house, she is able to get to know her neighbors, the businesses they own and the services they provide, and then highlight those neighbor-owned businesses in their community Facebook page. Additionally, with the Helping Others Together (HOT) Community Foundation, Susanna has helped gather clothing, hygiene essentials, food, shoes, and toys for struggling families in the West Valley.



Savanna, Curt, Susanna and Lyndi.

At home, Curt and Susanna are getting used to life as empty nesters, with their two daughters away at college - Lyndi is a junior at Arizona State University Barrett Honors College and Savanna is a freshman at Northern Arizona University Honors College. Both daughters have excelled in their respective fields, making their parents incredibly proud. Having recently celebrated their 25th anniversary in Italy, the couple is looking forward to more adventures in Europe.



Susanna’s commitment to continued education (for herself and those around her), her genuine care for others, and her passion for giving back make her a standout in the real estate community. Her fundamental mission in life is summed up by her favorite quote by Maya Angelou, “My mission in life is not merely to survive, but to thrive; and to do so with some passion, some compassion, some humor, and some style.”





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# Rebecca DURFEY

*“Strive Not To Be A Success, But Rather To Be Of Value.” - Albert Einstein.*



## *“Uncompromised Service for All Your Real Estate Needs,”*

Rebecca Durfey (with Keller Williams Realty Professional Partners) has been making waves in the real estate industry since she obtained her license back in 2002. With a steadfast commitment to her clientele and a deep-seated passion for her work, Rebecca’s career-success is a testament to her values of hard work, dedication to continuous learning, and genuine care for those around her. Her slogan, “Uncompromised Service for All Your Real Estate Needs,” perfectly encapsulates her approach to real estate, further underscored by her mantra, “We Commit to #CANE Client Care - Communicate. Advocate. Navigate. Educate.”

Life has taken quite a winding path for Rebecca and her family, traveling across the states for her husband’s work they first landed in California, then to Wisconsin, and finally to Arizona where Rebecca found her calling in real estate. As a paralegal Rebecca much appreciated the contract side of the business, but needed something with more flexibility to care for her special needs daughter, Tori. Rebecca admits real estate offered the perfect blend of passion and practicality for her work life balance citing, “It was a passion from the very first day of classes, and I still love it.”



With their grandchildren.





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*I not only appreciate the opportunity to work for them, but I also want to be the very best choice to represent them.*  
”

A standout still, even after 22 years, is Rebecca’s dedication to her clients - a trait that her clients have come to expect and has become the cornerstone of her career. Putting the needs of her clients first and making sure she is working hard, for them, is the utmost priority for Rebecca. “I not only appreciate the opportunity to work for them, but I also want to be the very best choice to represent them.” With this mindset, it’s obvious that her mission is clear: to be the best choice for her clients, ensuring they feel valued and well-represented.

But where did Rebecca glean her positive mindset and hard work ethic you might ask? From her father. Starting at the age of 18, Rebecca began working with her father in corporate sales, recalling the energy he poured into every one of his clients and employees. Known for his weekly motivational sales meeting, Rebecca’s dad truly had a way with people, and that characteristic obviously rubbed off on her. Coupled with the knowledge and experience she gleaned of corporate structure, accountability, and various systems and management applications, Rebecca was primed for the real estate industry.



But in order to accomplish her goals while offering top notch service to her clientele and still being present for her family, efficiency and availability became two of Rebecca’s trademark attributes. “I try to be very efficient in the work I do, which helps when we are handling so many transactions and





Rebecca and her family love going to watch plays.



have multiple client demands, but I also try to be as available and present for the clients as I can be.”

Timing and efficiency was something Rebecca worked hard to control in her early years as an agent, initially underestimating the amount of time that went into pursuing real estate full time. “I wish I had known how time-consuming it can be and there is not ‘time off’ in the typical sense,” she admits, which is something she shares with novice agents. Due to the balance that real estate requires, Rebecca advises agents to make the same commitment she did to herself on the day she obtained her license - “If real estate ever becomes about making more money...it’s time to find another job. We are working for clients that trust us with one of their greatest investments – as well as a place that often has deeper meaning – so always treat that as an honor.”

At home, Rebecca and her husband, Steven, are enjoying their journey. Their eldest son, Anthony, is married with three children; middle child Zachary and his wife have three children as well; and their youngest daughter, Tori, who was born with Down Syndrome and who just turned 27 has taught the family many invaluable life lessons with her positive attitude and outlook on life. The Durfeys are passionate supporters of the Special Olympics and

the One Step Beyond adult day program for special needs, reflecting their commitment to giving back, and they also contribute to their church’s humanitarian aid fund, helping those in need.

In her limited free time, Rebecca enjoys simple pleasures like shooting pool with her husband, visiting family, and watching Dateline while savoring a comforting bowl of chicken noodle soup (full of saltine crackers she quips). Family trips to Disneyland in California and Universal Studios in Florida are cherished traditions that continue to create lasting memories for the family.

Rebecca’s journey is a shining example of how passion, integrity, and hard work can create a fulfilling and impactful career. Through setting clear objectives and structures within her daily life, Rebecca is able to achieve her goals with ease - to keep growing and learning with every new day, to be true to herself at all times, and to always aim to do her best.

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