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COVER STORY

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2024

BY THE NUMBERS

HERE'S WHAT SCOTTSDALE'S
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12,219



TOTAL
TRANSACTIONS

AVERAGE SALES
VOLUME PER AGENT



\$25.07 Million



SALES
VOLUME

\$12,533,627,000

AVERAGE
TRANSACTIONS
PER AGENT



25



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"Protecting Client Relationships, Budget and Time"

Monie Wilder

From CrossFit to Coaching & Closings

WRITTEN BY
ELIZABETH MCCABE
PHOTOGRAPHY BY
GRAFOBOX MEDIA

I“I’m an entrepreneur at heart. That’s why I love real estate,” says Monie Wilder, Regional Vice President with the Jason Mitchell Group and founder of Wilder Real Estate and Coaching for Closers. “Real estate has given me the opportunity to build my own company and brand that is really authentic and true to me.”

From flipping houses to leading top-producing agents, Monie has built a thriving real estate business grounded in authenticity, action, and alignment. Her story didn’t begin in a corporate office or real estate school—it started in a CrossFit gym.

“I owned a gym—big CrossFit gym—and people there kept telling me I’d be good at real estate,” Monie recalls. At the time, she and her husband, Jovan, were flipping homes and got tired of paying commissions. “So, I got licensed.”

Her first year? She sold more than 30 homes.

“It was the perfect mix of what I was already doing—sales, coaching, and being good with people. Putting those three things together in a meaningful way has been an ongoing adventure since 2017 when I got licensed.”

Today, Monie does far more than sell homes. She runs a growing team of agents in Arizona, California, Washington, and Oregon, supports local agents under her own brand, and leads as Regional VP for the Jason Mitchell Group. But one of the most meaningful pieces of her work is what she calls “Coaching for Closers,” a business she launched this year to help agents across brokerages build something powerful.

“I help agents find their unique and authentic position and drive as it relates to their real estate business—and then turn it into something that makes money. I want to help others create a life that flows and is in alignment with who they are.”

Monie’s coaching platform is full of hands-on, digestible content. “I have a ton of content in all different forms—step-by-step tutorials, things you can walk through. You just go and select what you want.” One of her newest offerings is “Big Sphere Energy”, a six-class downloadable program. “It’s self-led with check-ins from me. Once they go through it, we look at what they’ve created, refine it, make it sing.”

She doesn’t only coach on business tactics—she coaches the human side, the most important key to success.

“I definitely consider myself a coach. No matter what world I’m in, I end up being a coach,” she says. “I have a unique ability to understand how things work and to articulate it—to explain it to people in a way that resonates and motivates them to take action. That’s what I’m meant to do.”

Monie’s biggest key to success? Taking the leap—even before she’s ready.

“For me, it’s about taking action before I feel ready. That’s my north star—if I’m going to do something, I execute and trust my future self to know what to do in the moment. You don’t have to know how to do everything in order to start.”

Her personal practices keep her grounded. “I take my mental and spiritual health very, very seriously,” she shares. “I have daily practices before I get out into the world. That’s helped me stay true to myself and create for myself, rather than for others. I see old journals where I wrote what I wanted to do, and now I see those things are real. I honor that daily practice of asking—who do I want to be today? And how is that version of me a piece of the overall life I am creating?”

She adds, “Being an entrepreneur is a continual creative process. It’s all good information—if it doesn’t work, it doesn’t. We will try again tomorrow. Adjust it next time and move forward with a new plan.”

Her biggest cheerleader? Her husband, Jovan. “He thinks I can do everything. He pushes me to try. I’m over here like—okay, let’s go. If it works, it works. If not, we’ll figure it out. Together, we can do anything.”

When Monie isn’t working—and truthfully, she says she’s always working—she’s with her family. She and Jovan have been married for 10 years and have two children: Bear, 6, and Honey, 4. “We spend a lot of time outside, bug hunting, gardening, enjoying nature—especially with my kids.” To relax, Monie does hot yoga, walks, and loves getting glasses of wine and great pizza with her husband. “That’s our time to dream and set our intentions; so special to me.”

Whether she’s leading a coaching session, managing agents across the West Coast, or swimming with her kids in the backyard, Monie Wilder is doing it with intention, joy, and an unstoppable drive to build an unimaginably beautiful life—and to help others do the same.

“Being an entrepreneur is a continual creative process. It’s all good information—if it doesn’t work, it doesn’t. We will try again tomorrow. Adjust it next time and move forward with a new plan.”





PETER SANDOVAL

FROM BLUEPRINTS TO BUILDING A REAL ESTATE CAREER

“My original plan was to become an architect,” says Peter Sandoval. “But life had a different blueprint.”

Today, Peter is a powerhouse top producer with Compass Arizona—known not only for his impressive sales volume, but for his eye for detail, artistic aesthetic, and unwavering authenticity. But his path to success wasn’t paved with blueprints and drafting tables. Instead, it was carved out by a relentless drive to merge his creative soul with the business of real estate.

Peter’s love of architecture ran deep—so much so that he was accepted into the prestigious Herberger Institute at Arizona State University. Through the early stages of school, what started as an introduction to be a real estate appraiser quickly turned into a career pivot. He became an apprentice, then an appraiser, before realizing his true calling was on the frontlines—working directly with clients.

In 2013, Peter got his real estate license. “And I never looked back,” he says.

Peter’s first foray into real estate came through a team setting. From 2013 to 2015, he cut his teeth in the industry before deciding to forge his own path. A partnership followed—one that lasted from 2015 until 2023. After the team dissolved, Peter stepped out solo, and something remarkable happened.

“2024 became the biggest year I’ve ever had,” he says. It opened up a new window of opportunity.

That opportunity included major sales—\$9.6 million and

\$6.2 million deals that catapulted him to the top of his game. He leaned heavily into networking, traveling across the country to Compass events, expanding his referral base, and reconnecting with the essence of who he is.

Now, Peter is sitting on \$50-60 million worth of active clientele and laying the foundation to rebuild a team—his way.

Peter’s secret to success? Staying true to himself.

“I’ve always been artistic at heart. I never wanted to

break who I am to fit market trends,” he says. His love for mid-century architecture, classic design, and timeless aesthetics informs how he advises clients—down to the angles of the sun and the geometry of space. “It’s in how I walk clients through properties—offering insights they wouldn’t think to ask about.”

Whether it’s architecture, photography, or music, Peter brings an intuitive, creative eye to every part of the transaction. That artistic sensibility shines through his marketing and social media, becoming not just a brand, but a signature style.

“It’s what connects me with people,” he says. They see the consistency, the care, the artistry. That builds trust.

He calls his approach “The H.I.T.T.”—Honest, Integrity-driven, and Transparent Transactions. It’s more than a motto; it’s a mission to treat clients the way he’d want to be treated.

“We customize every plan based on each person’s needs. Top-notch service is the standard.”

Beyond the real estate hustle, Peter is a dedicated father and husband. He and his high school sweetheart, Melissa, have been together for 16 years.

Together they have three wonderful kids, Noah (14), Katerina (8) and Mayly (3). Noah and Katerina are top-tier club soccer



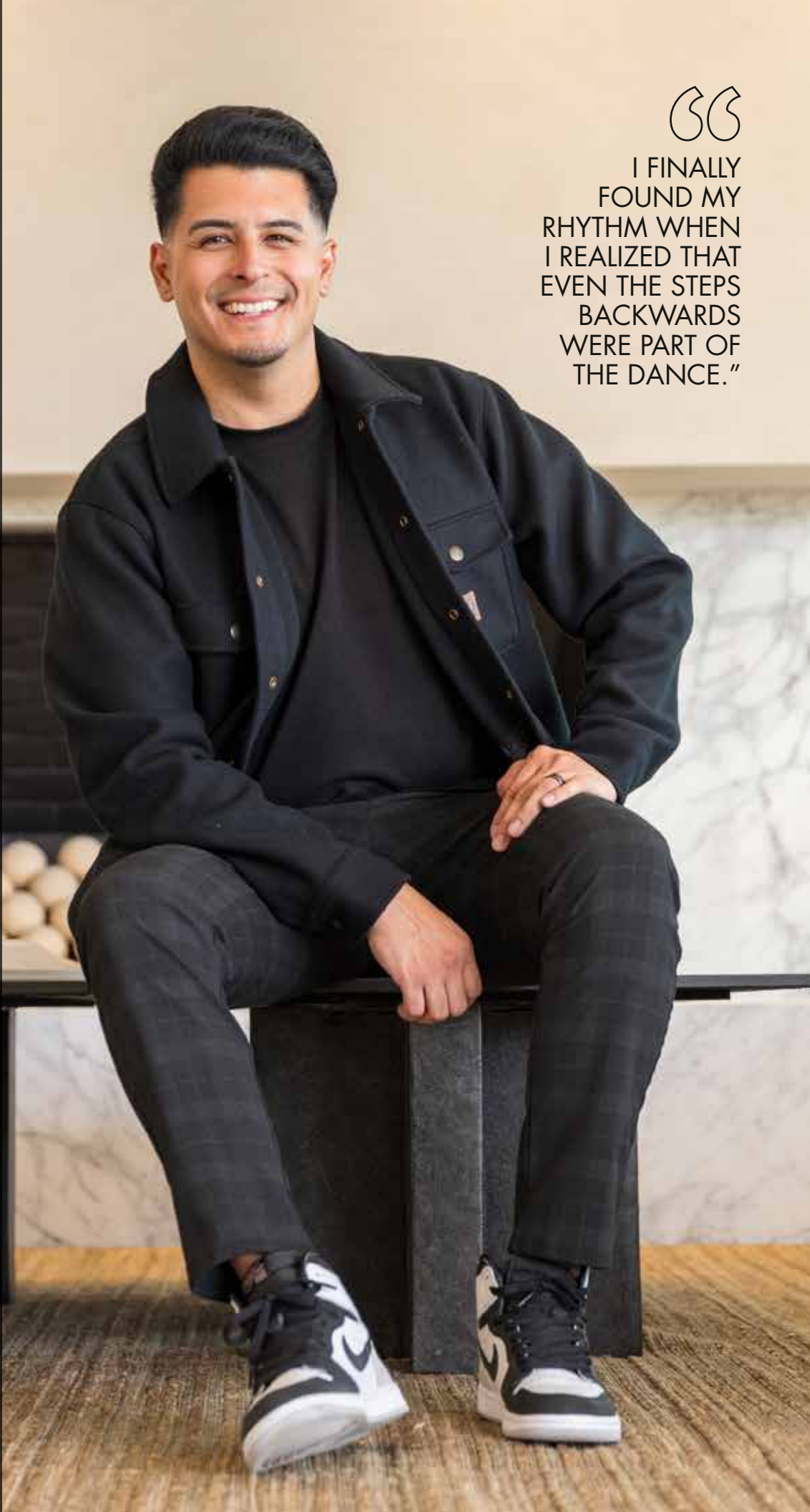
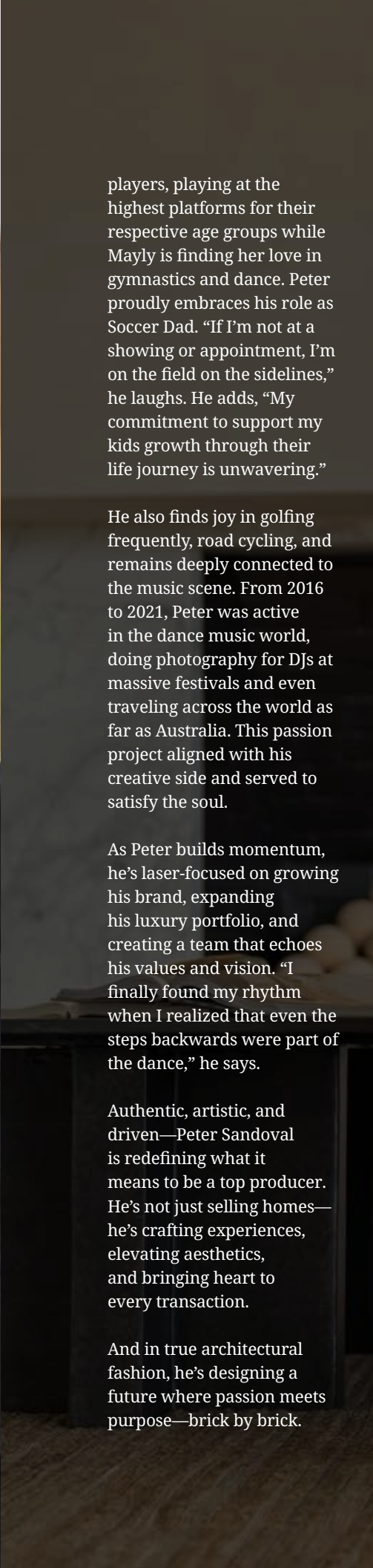
players, playing at the highest platforms for their respective age groups while Mayly is finding her love in gymnastics and dance. Peter proudly embraces his role as Soccer Dad. “If I’m not at a showing or appointment, I’m on the field on the sidelines,” he laughs. He adds, “My commitment to support my kids growth through their life journey is unwavering.”

He also finds joy in golfing frequently, road cycling, and remains deeply connected to the music scene. From 2016 to 2021, Peter was active in the dance music world, doing photography for DJs at massive festivals and even traveling across the world as far as Australia. This passion project aligned with his creative side and served to satisfy the soul.

As Peter builds momentum, he’s laser-focused on growing his brand, expanding his luxury portfolio, and creating a team that echoes his values and vision. “I finally found my rhythm when I realized that even the steps backwards were part of the dance,” he says.

Authentic, artistic, and driven—Peter Sandoval is redefining what it means to be a top producer. He’s not just selling homes—he’s crafting experiences, elevating aesthetics, and bringing heart to every transaction.

And in true architectural fashion, he’s designing a future where passion meets purpose—brick by brick.



“
I FINALLY
FOUND MY
RHYTHM WHEN
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EVEN THE STEPS
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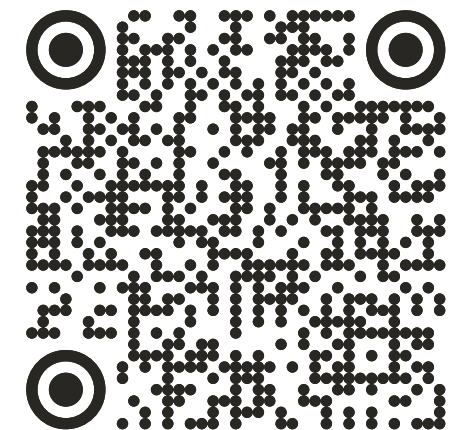
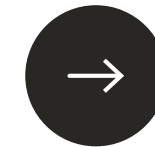
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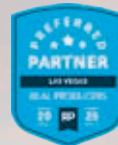
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