

SCOTTSDALE

MARCH 2025

REAL PRODUCERS®

David
Arustamian



CONNECTING. ELEVATING. INSPIRING.

Your home financing, without looking back.

Explore Forward Loans Mortgage Marketplace: Access 50+ lenders & hundreds of programs to secure the best rates and tailored financing solutions for your unique needs.

**How much
will the home
cost me?**



Jeff Ohm

PARTNER / BRANCH MANAGER
NMLS #894175
(602) 714-0532
jeff@forward.loans

Forward Loans

Your home financing, without looking back.

f X G @ in d y
@forwardloans
www.forward.loans

License MB-1012025 Corp NMLS #2006640

Forward Holdings is a Duly Licensed Mortgage Broker. © Forward Holdings. Services not available in all states.



CODE BLUE
PLUMBING

**SPECIALIZING IN
SEWER SCOPE
INSPECTIONS**

**MAXLINER TRENCHLESS
CIPP SOLUTIONS**



Schedule Online Now!
www.codeblueaz.com

Do you want a free FREE BINSR Repair Estimate... with inspection results?

DISCOUNT FOR VETERANS, TEACHERS AND REALTORS | WE ARE PHOENIX'S REALTORS SPECIALISTS

Email infophx@codeblueaz.com ★ Call Now **928-500-2937**

24 Hr Emergency Service

ROC 319497

Meet The Team



Mike Maletich
OWNER
412-606-9954
Mike.Maletich@n2co.com



Erika Soto
PUBLISHER
602-769-3039
Erika.Soto@n2co.com



Mitzie Maletich
PROMO & PHOTO SHOOT
COORDINATOR
412-605-9491



Katherine Fondren
EDITOR



John Lohr Jr
Guest Writer



Devin Nicole
Photographer



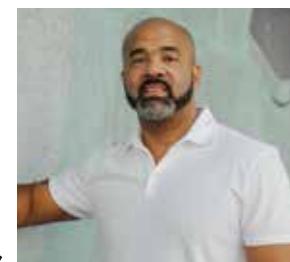
Gilead Hernandez
Photographer



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies. NOTE: When community events take place, photographers may be present to take photos for that event and they may be used in this publication.

Contents

PROFILES



16 Brandon Edwards

12
COVER STORY



David Arustamian

If you are interested in nominating people for certain stories, please email us at: Mike.Maletich@n2co.com

IN THIS ISSUE

- 4** Meet the Team
- 6** Preferred Partner Index
- 12** Cover Agent: David Arustamian
- 16** REALTOR® Life: Brandon Edwards

Chrissie Heimbuck

Chrissie@azNorthStar.com
602.619.8483

www.NorthStarTitleAgency.com

NORTHSTAR
TITLE AGENCY

We are pleased to announce that Chrissie Heimbuck. Chrissie brings a wealth of knowledge and experience to our team, paired with an unwavering dedication to providing exceptional service. Her attention to detail, proactive communication style, and commitment to creating seamless and stress-free experiences for her clients set her apart as a true leader in the industry.

At NorthStar Title, we pride ourselves on assembling a team that embodies professionalism, expertise, and heart—and Chrissie is a perfect fit. Please join us in giving her a warm welcome as we continue to make strides in redefining the title and escrow process in Scottsdale and beyond.

Uncompromising quality for discerning clients.

30 YEARS OF EXCELLENCE

**VALLEY BUILDING
INSPECTIONS**

FULL SERVICE
CONCIERGE

EASY FLEXIBLE
SCHEDULING

ATTENTION
TO DETAIL

VBIAZ.COM
480.860.1100

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

HOME & PROPERTY INSPECTIONS
Valley Building Inspections
(480) 860-1100

LAW FIRM
HGPL Law
(480) 991-9077

HOME INSPECTION
National Property Inspections
(623) 337-8872

HOME WARRANTY
First American Home Warranty
Jennifer Brosius
(480) 760-5623
2411 W Rose Garden Ln STE 100
Phoenix, AZ 85027

MORTGAGE / LENDER
Adrian Webb Mortgage Advisors
(425) 658-8600

Oliver Walker - Rocket Mortgage
(480) 548-4365

MORTGAGE BROKER
Forward Loans
(602) 714-0532

PLUMBING
Code Blue Plumbing
John Gruber
(520) 297-9949

PLUMBING / SEWER
100% Plumbing
Mont Stephenson
(602) 757-6780
17437 N 71st Dr
Suite 106
Glendale, AZ 85308

ROOFING
Eco Roofing Solutions
(480) 695-7736

TITLE & ESCROW COMPANY
NorthStar Title Agency
(480) 748-6448

TITLE AGENCY
Premier Title Agency
(602) 818-4115

Keeping Your Closings Flowing Smoothly!



Sewer Camera Inspection Performed for ALL New Home Buyers & 10% OFF to Real Producers Realtor Clients

Mont Stephenson | Owner
602.757.6780
100PercentPlumber.com

100% PLUMBING 

PLUMBING DRAINS WATER HEATERS
24 HOUR SERVICE - 7 DAYS A WEEK

CALL for a FREE Quote!

What Is Scottsdale Real Producers?

Real Producers started in Indianapolis in 2015 and is now in over 130 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 SCOTTSDALE Real Producers MAGAZINE?

The top 500 agents in SCOTTSDALE from the previous year. We pull the MLS numbers (by volume) from the previous year. Approximately 18,000 agents are licensed in this territory. We cut the list off at #500, and the distribution was born. 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



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: 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

Erika Soto
Publisher
Scottsdale Real Producers



2024 By The Numbers

Here's What Scottsdale's Top 500 Agents Sold...

12,219

Total Transactions

**\$25.07
Million**

**Average
Sales Volume
Per Agent**

6591

**Total Listing
Sides**

5628

Total Buy Sides

\$12,533,627

Sales Volume

25

**Average
Transactions
Per Agent**

14

**Average Listing
Per Agent**

12

**Average Buy
Sides Per
Agent**

SAVE THE DATE

FOR

RPElevate

SEPTEMBER 29 & 30, 2025

LOEWS ARLINGTON HOTEL & CONVENTION CENTER

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with **industry insights, cutting-edge strategies, and powerful networking opportunities** designed to help you succeed in the ever-evolving real estate market.



MOLLY BLOOM

Oscar-nominated for "Molly's Game," the movie tells Bloom's journey from US skier to waitress to high-stakes poker game fame



RORY VADEN

New York Times bestselling author of "Take the Stairs"



REMINGTON RAMSEY

Creator of Real Producers, host of Real Producers Podcast

Tickets are limited! Reserve your spot today at rpelevate.com.

SPONSORSHIP OPPORTUNITIES AVAILABLE



How Does Someone MAKE the Magazine?

The Answer is Simple - Reach Out!

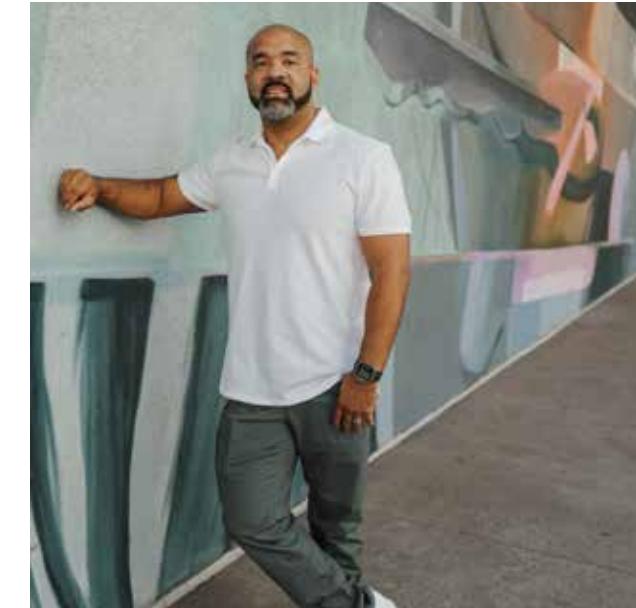


HGPL HYMSON GOLDSTEIN
PANTILIAT & LOHR, PLLC

Experience, Expertise, & Excellence
in Real Estate Law



480.991.9077 | Scottsdale-Lawyer.com
8706 E. Manzanita Drive, Suite 100 | Scottsdale, AZ



NATIONAL PROPERTY INSPECTIONS



Brittani Holding
Business Development Manager

SAME - DAY REPORT GUARANTEE

YOUR LOCAL INSPECTION EXPERTS

We're a one-stop shop for all of your clients' needs.

- ✓ FREE Re-Inspect After Repairs
- ✓ Commercial Property Inspection
- ✓ Sewer Scopes & Mold

Schedule Your Inspection Today!

623.337.8872



DAVID. Arustamian



Hard Work PAYS OFF

WRITTEN BY ELIZABETH MCCABE • PHOTOGRAPHY BY GRAFOBOX MEDIA

From selling cars on ebay to selling luxury real estate, anything is possible with his work ethic!

Driven. Determined. Disciplined. David Arustamian has all of those qualities. Born in Baku, Azerbaijan, he and his family had to flee the country due to a religious conflict at the time before coming to America, the land of opportunity.

"We came here with nothing," he says. "My dad worked as a gas pump attendant, and my mom was a baker at a cake store." They lived in Boston for the first 25 years of David's life with frigid winters and humid summers. Little did he know that Boston would be where he started and where he discovered his passion as an entrepreneur.

"I went to Babson College," recalls David. "It was the number one school in the country for entrepreneurship undergraduates at that time." David put the principles into practice, discovering that he had a skill in sales.

"I worked for a few car dealerships at that time. I actually started at 16 1/2 years old working for Lexus," he says. "I used my personal eBay account to market cars around the country for Lexus and the

BMW store." But when faced with an ultimatum to choose between full-time work or school, David made the life-changing decision to pursue education and explore new opportunities.

At just 19, David earned his real estate license, diving headfirst into the world of high-end properties in Massachusetts. His dedication paid off, as he quickly climbed the ranks at Coldwell Banker before joining Sotheby's International Realty. "I didn't have much production at Coldwell Banker, but I did sell some multi-million dollar homes for Sotheby's when I switched over," he shares.

David's career took a transformative turn when he moved to Arizona to be closer to his sister.

His friend, who had moved to Arizona, saw that David was in San Diego visiting his sister and asked him to take the next day's flight to visit him in Phoenix. "I loved it," says David. "He told me, 'Why don't you come back when it's hot? If you can deal with the heat, consider moving.' I moved back here and bought a house on my fourth day here."

Initially flying back and forth to maintain his business in Massachusetts because he was selling homes in both states, David

eventually committed full-time to Arizona, leveraging his expertise to establish a thriving career in the Southeast Valley, and today, he is with Russ Lyon Sotheby's International Realty.

"I would start my day at 6:45 a.m. and leave the office at 8:45 p.m.," he recalls. "I spent a lot of time in lead generation in the office." Although David never intended to build a team, his business evolved into one. "I needed the assistance," he says. "I couldn't do everything myself. My first hire was a transaction coordinator, and she is still with me." He was closing 15-20 home sales a year at that point. "When I got to 30 sales a year, I hired a buyer's agent, then an assistant," he explains. Now, he has five agents on his team, and they sell 100 homes each year.

David continued building his business in real estate. "We identified a gap in luxury services in the Southeast Valley," David explains. "I worked with two agents and a broker to launch a Sotheby's office there, and today, it's home to over 60 agents."

David's dedication to providing "luxury service at all price points" has earned him a reputation as a trusted advisor for clients across the state. His team

now consists of five agents who share his vision of excellence and commitment to client satisfaction.

What are the secrets to success? David has a relentless work ethic, often putting in 12-hour days, six to seven days a week, which proved to be his greatest asset. "I'm married to real estate—and real estate never sleeps." In addition, he identifies discipline, consistency, and a positive mindset as the keys to success. "It might sound cliché, but it's the truth," he states. "Success doesn't happen overnight. It's the result of doing the right things repeatedly."

While David's accomplishments are enviable, they've come at a cost. "I've sacrificed the last 10 years of my life for real estate," he admits. "People see the success, but they don't always see the hard work and sacrifices it takes to get there."

Despite the long hours and personal sacrifices, David remains optimistic and driven. His favorite mantra, *"Everything happens for us, not to us,"* reflects his belief in the power of perspective and perseverance.

To relax and recharge, expect to find David hiking Camelback Mountain in under 30 minutes on Sunday

mornings. He also likes to work out and stay in the best shape that he can, fueling himself with proper nutrition with no processed food and no sugar.

"I eat a clean diet," he comments. From grass-fed beef to organic greens, he eats healthily. "I feel pretty darn good," he says. He also is careful to embrace optimism, reject negativity, and stay away from negative people. His disciplined lifestyle fuels his productivity. "What we put into our bodies directly impacts our energy and mindset," he emphasizes.

Beyond real estate, David is passionate about giving back. He actively supports Operation Underground Railroad, a nonprofit combating human trafficking. He has a personal goal of purchasing a property for his parents by 2028 in San Diego to thank them for their sacrifices.

With big goals on the horizon, including expanding his impact in real estate and continuing to grow his team, David is far from slowing down. He came here with nothing, had to build his business from the ground up, and became a leader in luxury real estate. His example exemplifies the power of hard work and determination.

"Your income is a direct correlation to the value you provide to the world," David concludes. And if his life is any indication, his value is immeasurable.



“

I'm married to real estate—and real estate never sleeps.”

PAVING A WAY
FOR HIMSELF IN
REAL ESTATE

WRITTEN BY ELIZABETH MCCABE
PHOTOGRAPHY BY DEVIN NICOLE
PHOTOGRAPHY

Brandon EDWARDS



Brandon with his wife, Cerita, and their children, Kingsley & Kamdon

"I spent the first 18 years of my life in Anchorage, Alaska," says Brandon Edwards with West USA Realty. "I needed more sunshine and was tired of the gray skies." Eager for bright sunny days, he decided to move to Arizona to play basketball at SCC and has been happy ever since. "I figured out I would stay because I could predict the weather here," he jokes. What he didn't predict, however, was that he would make a name for himself in real estate.

First, he gained invaluable experience and expertise in the banking world to shift gears into real estate. "My sister was working in banking at Washington Mutual, and I followed her there, got a job, and purchased my first home at 21." This early experience planted the seed for what would become a thriving career, even though his journey would take a few twists and turns along the way.

Initially, Brandon's professional life was rooted in the banking industry, where he gained a deep understanding of the financial aspects of buying property. "I worked on the mortgage side with Washington Mutual. It was fascinating to learn about different financial strategies to buy properties," he says. But the financial crisis of 2008 disrupted everything. "I had my first child on the way, and it was a challenging time. But rather than feeling defeated, I saw it as a learning experience."

Through resilience and hard work, Brandon switched to Chase Bank and had an opportunity to go into commercial banking, and he loved to learn about the different industries and how they worked. Brandon excelled in this field, but yet, something was missing. "While I was successful, I felt handcuffed by corporate restrictions. I knew I wanted more freedom to make

an impact." This realization led him to real estate, where he could fully apply his skills and knowledge in a field that offered independence.

After obtaining his real estate license in 2019, Brandon's career quickly took off. He was thrilled to help clients achieve their dreams, especially when many were uncertain during the COVID-19 pandemic. "I just get joy out of helping people," he says. "It's not as hard as it seems—you just need someone to guide you through the process."

With a background in commercial lending, Brandon is uniquely positioned to assist clients in both residential and commercial real estate transactions. "I'm not just about making a sale. I focus on helping clients find the best solutions for their financing needs," he explains. "I want them to trust that they're getting an honest answer when they call me."

“

**OUR GOAL IS TO PROVIDE
SUPPORT AND OPTIONS,
NOT JUST CLOSE DEALS.”**



He and his wife, Cerita, who has a long-standing career in lending, make a strong team. Together, they ensure that their clients' interests come first, whether they're first-time homebuyers, investors, or commercial property clients. "People work with us because they trust us," says Brandon. "Our goal is to provide support and options, not just close deals."

For Brandon, integrity and hard work are at the core of his business. "I approach my career with the same discipline I learned playing basketball," he shares. A former state basketball champion, Brandon credits sports with teaching him the value of teamwork, accountability, and mental toughness. "I learned that success doesn't just come; you have to put in the work every day. I carry that

championship mentality into everything I do, including real estate."

Beyond real estate, Brandon is passionate about impacting the next generation. "I'd love to help young kids develop mental toughness, especially young athletes," he says. "Helping them understand the importance of discipline, resilience, and finding their identity is something that feels even greater than closing a transaction."

Though he's made Arizona his home, he returns to Alaska every few years to visit family. Yet, after all this time, he admits that Arizona feels more like home than anywhere else. "I've been here longer than in Alaska," he laughs, "and Arizona's growth is incredibly exciting. With so much opportunity here, it feels like there's no limit to what's possible."

Brandon attributes much of his success to the support of his brokerage, West USA Realty, which he describes as a place where agents receive the tools and backing needed to excel. "They provide so much support without high fees, and they really excel in different parts of the industry," he says.

When he's not working with clients, Brandon spends his time at the gym with his wife, coaching his kids' basketball teams, or cheering them on from the sidelines. "However I can impact a kid's life, I'm all in," he says. For Brandon, real estate may be a career, but it's his commitment to people that sets him apart. Whether guiding clients through complex transactions or inspiring the next generation, he's all about making a positive impact.

Don't Leave It to LUCK

When covered household items break, a quick service request online or via phone offers a convenient repair/replacement solution your clients can count on. And happy clients are worth their weight in gold.

Contact me today.

firstamrealestate.com
Phone Orders: 800-444-9030



First American
Home Warranty™

©2025 First American Home Warranty Corporation. All rights reserved. FA_AD_MAR_MARMSTRONG_MRP_3.25

Your Local Resource
Melissa Armstrong
480-760-5623
marmstrong@fahw.com



*"Protecting Client
Relationships,
Budget and Time"*

Rocket Mortgage is Local in Phoenix

As your Local Loan Officer in Phoenix, I provide a single point of contact with Rocket Mortgage, same day approvals, and exclusive pricing and incentives to help you close more deals and help your clients save money!



Save Time. Save Money. Trust Local - Only with Rocket.

The Sky's the Limit.
**Rocket
Mortgage**

Oliver Walker
Sales Manager | NMLS: 34960

480.934.3000 | MortgageOliver.com
OliverWalker@RocketMortgage.com



Rocket Mortgage, LLC; NMLS #3030; www.NMLSConsumerAccess.org. Equal Housing Lender. Licensed in 50 states. AL License No. MC 20979, Control No. 100152352, AR, TX: 1050 Woodward Ave., Detroit, MI 48226-1906, (888) 474-0404; AZ: 1 N. Central Ave., Ste. 2000, Phoenix, AZ 85004, Mortgage Banker License #BK-0902939; CA: Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; CO: Regulated by the Division of Real Estate; GA: Residential Mortgage Licensee #11704; IL: Residential Mortgage Licensee #4127 - Dept. of Financial and Professional Regulation; KS: Licensed Mortgage Company MC.0025309; MA: Mortgage Lender License #ML 3030; ME: Supervised Lender License; MN: Not an offer for a rate lock agreement; MS: Licensed by the MS Dept. of Banking and Consumer Finance; NH: Licensed by the NH Banking Dept., #6743MB; NV: License #626; NJ: New Jersey - Rocket Mortgage, LLC, 1050 Woodward Ave., Detroit, MI 48226-1906, (888) 474-0404; NY: Mortgage Lender License #ML 3030; RI: Not an offer for a rate lock agreement; UT: Not an offer for a rate lock agreement; VA: Not an offer for a rate lock agreement; WA: Not an offer for a rate lock agreement; WI: Not an offer for a rate lock agreement.

ecoroofing
SOLUTIONS

**PROUDLY SERVING OUR
REALTOR COMMUNITY**

AWARDED ROOFING CONTRACTOR OF THE YEAR 2022

OVER 25 YEARS EXPERIENCE IN ARIZONA

- WE DO BINSR REPAIRS!
- WE ARE HERE TO SERVE YOU!
- WE ACCEPT PAYMENTS THROUGH ESCROW!
- GUARANTEED ESTIMATES WITHIN 24HRS OF INSPECTION
- WE PROVIDE A TANGIBLE VIDEO FOR YOU TO SEND TO YOUR CLIENTS OF US ARTICULATING WHAT'S GOOD AND BAD WITH THE ROOF SO YOU CAN FOCUS ON HELPING MORE CLIENTS INTO THEIR DREAM HOMES!

**Services We
Specialize In:**

Tile
Shingles
Flat Roofs
Roof Repairs
Free estimates
Modified Bitumen
Foam and Coating
Roof Replacements



FAMILY OWNED & OPERATED

SCAN ME



480.695.7736

EcoRoofAZ.com
ROC# 330901

Come Join
The #EcoFamily



BANKER RATES *without the* BANKER HOURS

Tired of hearing, "*I love your lender, but their rates are too high*"? Frustrated by unanswered calls and weekend unavailability? Experience flexible products, streamlined processes, and 24/7 service with Adrian Webb, a 20+ year mortgage expert. Committed to service and expertise, Adrian Webb Mortgage Advisors delivers competitive solutions for your clients. We stand confidently behind our terms, experience, and reputation, surpassing any lender in the field.

Traditional Banker  Adrian Webb Mortgage Advisors

<input checked="" type="checkbox"/> Limited Hours - Closed on Weekends	<input checked="" type="checkbox"/> Available 24/7, every day
<input checked="" type="checkbox"/> Lengthy Approval Processes	<input checked="" type="checkbox"/> Fast Approvals in 24 hours
<input checked="" type="checkbox"/> Impersonal Service	<input checked="" type="checkbox"/> Exceptional customer service
<input checked="" type="checkbox"/> Limited Mortgage Options	<input checked="" type="checkbox"/> Diverse Mortgage Options

Upgrade your lender today! Call Adrian.



ADRIAN WEBB

Sr. Mortgage Advisor | NMLS-811655 | TeamWebbLoans.com



We are here to Power your business, go to www.PowerYourBusiness.ai for more info on events and how we support your growth!

Adrian Webb | NMLS ID: 811655 | Milestone Mortgage Solutions, LLC | NMLS #1815656 | 128 Union Street, Suite 101, New Bedford, MA 02740 | Milestone Mortgage Solutions, LLC is licensed/registered in California (60DBO-192393), Connecticut (MB1815656-MORTGAGE BROKER ONLY, NOT A MORTGAGE LENDER OR MORTGAGE CORRESPONDENT LENDER), Idaho (MLB-2081815656), Maine (1815656), Nevada (NCEM-101664), New Hampshire (26661-MB), Oregon (1815656), Rhode Island (20193813LB and 20214285LL), South Carolina (1815656), and Washington (CL-1815656).

Copyright ©2023 | Milestone Mortgage Solutions, LLC | NMLS #1815656
Visit www.nmlsconsumeraccess.org and www.milestonemortgagesolutions.com/legal for more information. For informational purposes only. This is not a commitment to lend or extend credit. Information and/or dates are subject to change without notice. All loans are subject to credit approval. Other restrictions may apply. For additional details, visit www.milestonemortgagesolutions.com.

MILESTONE
MORTGAGE SOLUTIONS



ADRIAN WEBB

Sr. Mortgage Advisor | NMLS-811655 | TeamWebbLoans.com | (206) 795-8411