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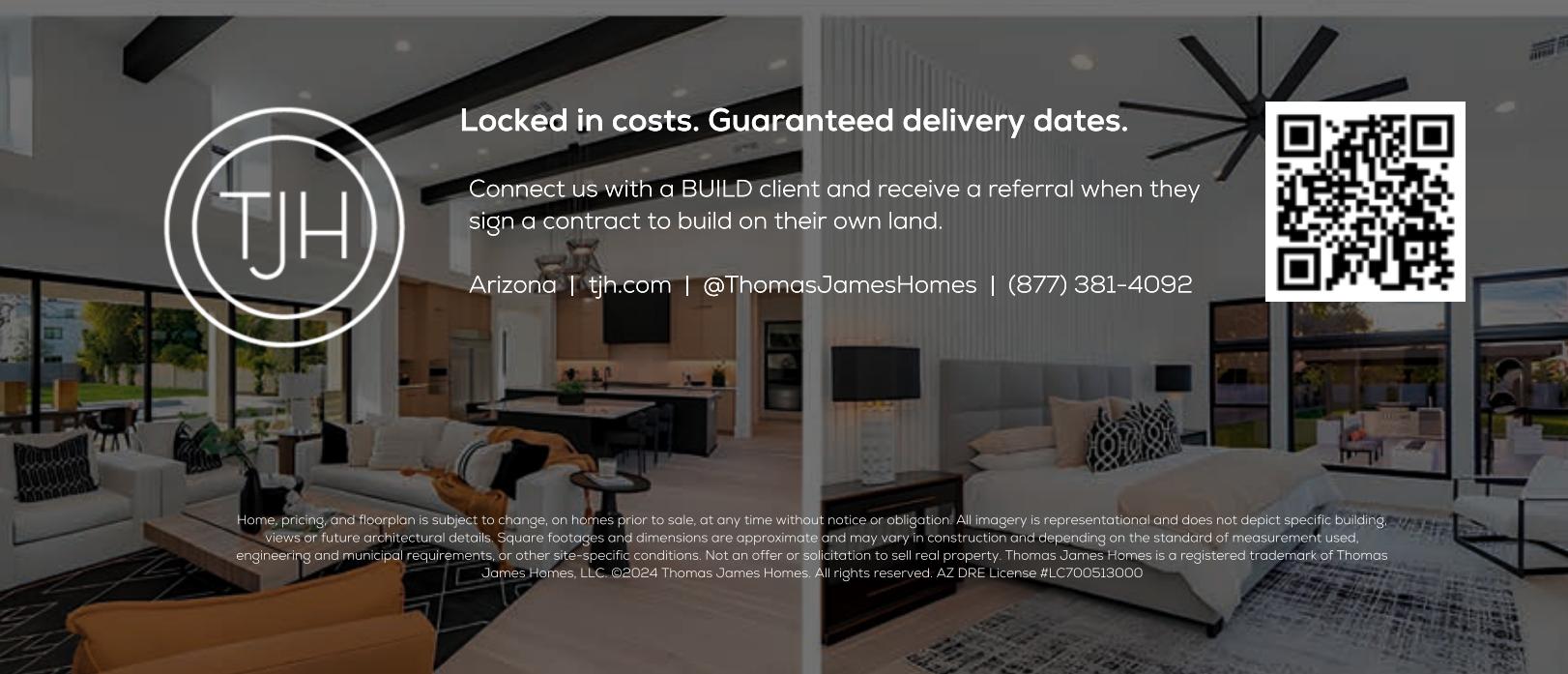
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## Meet The Team



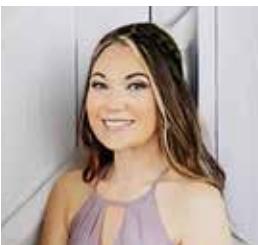
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## 8 COVER STORY

### Christine Espinoza

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# 2024

# BY THE NUMBERS

HERE'S WHAT SCOTTSDALE'S TOP 500 AGENTS SOLD...



**\$12,533,627,000**

SALE VOLUME



**12,219**

TOTAL TRANSACTIONS



**\$25.07 Million**

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**25**

AVERAGE TRANSACTIONS PER AGENT

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**"Protecting Client Relationships, Budget and Time"**

# Christine ESPINOSA

WRITTEN BY ELIZABETH MCCABE • PHOTOGRAPHY BY GRAFOBOX MEDIA

**"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" - MAYA ANGELOU**

"I grew up in real estate," says Christine Espinoza, whose career path seems almost destined from the start.

Christine, a Scottsdale-based solo agent with a full-time executive assistant and transaction coordinator, earned her license in 1997—fresh out of the University of Arizona. Real estate was in her DNA. Her father owned several brokerages over the years, and she spent her youth surrounded by open houses, contracts, and client conversations. "After graduation, I joined him, and we worked as a father-daughter team for my first few years in the business," she recalls.

Years later, Christine branched out on her own, spending many years with RE/MAX before making her next move to RETSY - Forbes Global Properties, where she's currently licensed. Life, of course, had its plot twists. Christine married, had two boys, and then went through a divorce when they were just four and seven years old. With two children to raise and provide for completely on her own, she turned a challenging season of life into a story of resilience.

She worked her way out of significant debt, created stability for her family, and continues to give her boys everything they need, from financial support to life lessons about perseverance. "It was really hard, but it's been good for my kids to see that hard work and doing the right thing leads to positive results," she says.

After the divorce, Christine made a strategic decision to geographically focus on the McDowell Mountain Ranch neighborhood—where she and her boys lived. Nearly 4,000 homes strong, it was a perfect place to put down both personal and professional roots. She joined the HOA community relations committee, sponsors school events, and has become a familiar face at community gatherings. Almost 10 years ago, Christine approached a seasoned agent, Helene Cass, who had been farming the area since it was built in 1997. The veteran wasn't ready to retire—yet—but Christine kept the conversation open. "For three years I told her, 'When you're ready, let me know,'" Christine says. Eventually, the call came. The two crafted a four-year transition plan that

blended traditional farming with Christine's tech-savvy marketing. "I kept her print newsletter, but added social media, private client events and online tools," she says. The partnership worked beautifully, Helene has officially been retired now for over three years, and today, Christine is the top-selling agent in the neighborhood.

With a solid business foundation, Christine uses her platform to give back. She hosts community events like shred-a-thons, blanket drives, toy collections, and shoe drives. The blankets are donated alongside hot meals to the homeless in Central Phoenix—an effort Christine shares with her sons. "They didn't always want to go, but ended up feeling good after giving back and volunteering their time. It's important for them to see the value in helping others," she says.

The majority of Christine's spare time is dedicated to her two sons—Dominic, a sophomore at the University of Arizona, and Brody, a

*Rising to  
the Top!*





junior at Chaparral High School. "I've spent so many years on the football and soccer fields and basketball courts, it's hard to believe I only have two years left," she reflects. With Dominic away at college, she mostly sees him on holidays and school breaks, making her time at Brody's high school games all the more meaningful. "I'll be sad when that era is over—there's nothing better than cheering on my sons in their games."

Her passion for service extends beyond real estate and local charity work. She just recently completed five-month global manifesting course, connecting with

participants worldwide twice a week via Zoom. "I believe mindset is everything, and there's scientific proof to back it up," she says. "I'm a forever learner, always looking to grow." When she's not closing deals or organizing community events, Christine stays active and adventurous. She loves hiking, yoga, pickleball, and discovering new Scottsdale restaurants. Travel is her ultimate escape. "The only time I truly relax is when I'm out of town," she admits. "When I'm not traveling, I'm planning my next trip," she laughs.

From overcoming personal and financial hurdles to becoming the leading agent in her community, Christine's story is inspirational, proving that hard work and heart can turn challenges into triumphs. As she puts it, "When I feel down, I help someone else. It puts everything into perspective."

Christine is living the life of her dreams through real estate. From family legacy to community leader, Christine Espinoza has built a powerhouse real estate career, turning personal challenges into professional triumphs while redefining what it means to serve. In the process, she has helped countless clients, impacted the community, and inspired others. She proves every day that success is measured not just by what you achieve, but by the lives you uplift along the way.



# National Property INSPECTIONS

WRITTEN BY ELIZABETH MCCABE  
PHOTOGRAPHY BY GRAFOBOX MEDIA

## Raising the Bar

When it comes to property inspections, National Property Inspections (NPI) isn't just checking boxes. Expect more than that. This innovative home inspection company is rewriting the playbook and flipping the script on what real estate pros expect.



Vanessa Pearson

Aften Welker

For Vanessa Pearson, managing partner of NPI Phoenix, this business isn't just a career move. It's her calling. She started 10 years ago as a business development manager, worked her way up, and now proudly owns the Scottsdale franchise. And she's obsessed with what she does.

"I love it—because no two days look the same," Vanessa says. "Every house is different, every REALTOR® is different. I'm never bored."

But behind the energy and hustle lies a serious mission: protecting buyers and sellers. "We help clients make informed decisions about the biggest purchase of their lives," Vanessa explains. "That's not something we take lightly."

What makes NPI Phoenix stand out? A lot.

- **Two Inspectors, Every Time:** Every inspection has *two sets of eyes* on the property. That means fewer mistakes

and faster turnarounds. What takes other companies four hours, NPI delivers in two.

- **All-in-One Services:** Termite, sewer scans, mold and air quality testing, infrared technology—you don't have to call six different companies. NPI does it all in one shot.
- **Free Re-Inspections:** When sellers make repairs, NPI reinspect those items for free. No guessing games—clients know repairs are actually completed.
- **Same-Day Reports:** Waiting days for results is a thing of the past. Whether it's a termite report, solar report, or inspection summary, NPI guarantees same-day delivery (air quality reports go to a lab, but everything else? In your hands fast).
- **60-Day Limited Warranty:** If the dishwasher dies within 60 days of move-in, NPI steps up. Their in-house warranty bridges the gap, saving homeowners money when it matters most.

These aren't "extras." This is the standard NPI holds itself to. And it all comes down to three non-negotiables: honesty, integrity, professionalism.

But here's the kicker: NPI Phoenix isn't only about inspections. They're about experiences. They partner with local real estate professionals to build trust, close deals, and yes, even bring some flair to the process.

Vanessa is unapologetically bold about it: "We're not just the inspection company you hire and forget about. We're an extension of your business on the inspection side and the marketing side."

That means they show up, and not just with a clipboard. Real estate agents in the Valley have seen NPI at open houses with cotton candy machines, blow-up mascots, and football-themed attractions that stop traffic. Whatever the vibe, Vanessa's crew knows how to grab attention and keep potential buyers engaged.

"Let us be creative in your marketing," she says. "We're here to make REALTORS® look good."

That's where **Afton Welker**, NPI's Scottsdale East Valley marketing rep, shines. With a background in insurance and roofing, she adds knowledge and strategy to every client interaction. Vanessa doesn't mince words about Afton: "Not only is she phenomenal in building relationships, she is an amazing human being, too. She has every realtor's best interest at heart."

Together, Vanessa and Afton are proof that inspections don't have to be boring. They can be fun, fast, professional—and downright unforgettable.

REALTORS® across Phoenix lean on NPI not just because their reports are detailed and fast, but because their people are real. They explain findings in plain English, field every question, and support agents with creative touches like client appreciation events and brainstorming sessions.

This isn't a "buy you lunch and leave" kind of company. This is a partner that shows up, brings energy, and makes agents shine.

Desirae K., a satisfied client, sums it up: "If you're looking for a thorough, quality inspection with top-notch service, then you came to the right place. I've interacted with several people from NPI and their standards are high. Customer service runs through their veins!"

Shira B. also raves: "I had a great experience with NPI! As a real estate agent to many first-time home buyers, it was great to have such knowledgeable employees taking the time to explain the issues with my client. They will be my go-to inspection company to use and to recommend to others!" NPI Phoenix isn't in the business of blending in. They're in the business of standing out. With cutting-edge technology, same-day reports, bold marketing support, and a team that genuinely cares, they've built a reputation that dominates the Valley. National Property Inspections: Honesty. Integrity. Professionalism. And just the right amount of edge.



**"Let us be creative in your marketing. We're here to make REALTORS® look good."**

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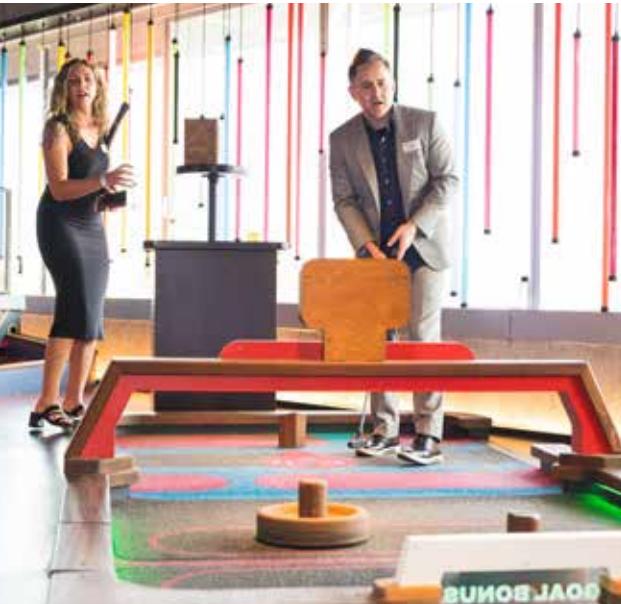
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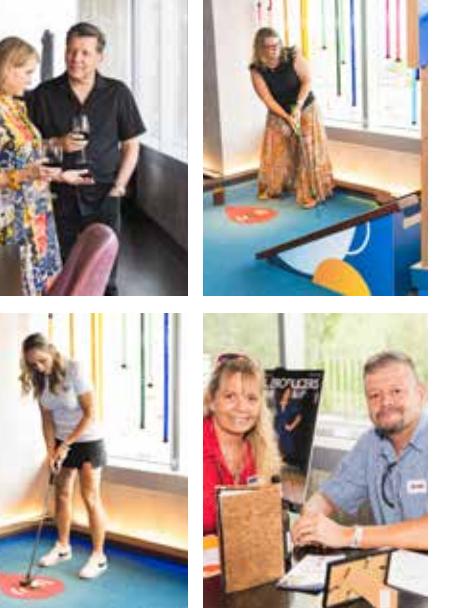


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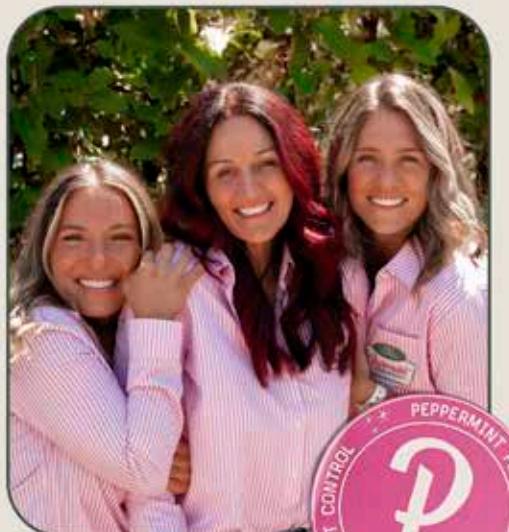
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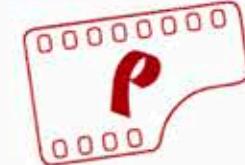
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