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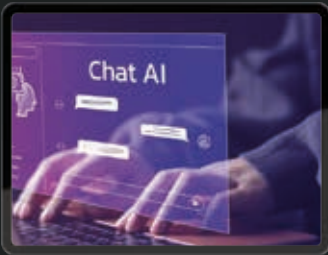
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How Arizona Sky Roofing Became a Trusted Partner for REALTORS®



Every successful real estate transaction depends on a team of professionals working together. While buyers and sellers often focus on inspections, financing, and closing dates, one element can quickly become a deciding factor in whether a deal moves forward: the roof.

That is where Arizona Sky Roofing has built its reputation.

Founded by their brotherhood, Eric and Josh with strong support from his wife Franny, Arizona Sky Roofing has become

a trusted resource for homeowners and REALTORS® across Arizona by combining expert craftsmanship with exceptional customer service. Their mission is simple, but powerful. Every customer deserves honesty, quality work, and a company that stands behind its promises.

Their motto captures that commitment perfectly: **“Your roof, our reputation.”**

For Josh, starting the company was the result of years of experience and a desire to build something better. After

spending nearly two decades in the roofing industry, he realized he could create a company that not only delivered outstanding roofing solutions but also prioritized relationships and integrity.

With encouragement from a close friend and business partner, he and Eric took a leap of faith and launched Arizona Sky Roofing four years ago.

Today, that leap has grown into a statewide company with nine project managers and 13 specialized roofing crews capable of handling virtually

every roofing system, including tile, foam, flat roofs, modified bitumen, TPO, and more.

That broad expertise has made Arizona Sky Roofing especially valuable to REALTORS® who need dependable partners capable of solving problems quickly.

Real estate transactions rarely leave room for delays. When a roof issue appears during the inspection period, time becomes critical. Buyers want answers. Sellers need solutions. Agents need contractors who answer the phone, show up when promised, and complete work on schedule.

That responsiveness has become one of Arizona Sky Roofing's greatest strengths.

The company offers free roof inspections and free estimates, allowing REALTORS® and homeowners to understand a property's condition without any upfront cost. Their team also prides itself on fast turnaround times, helping transactions stay on track even when roofing repairs or replacements become part of the negotiation.

"If someone needs a roof completed before closing, we do everything we can to make that happen," Josh says.

The company also helps clients identify opportunities many homeowners may not realize they have. If storm damage is discovered during an inspection, Arizona Sky Roofing works with homeowners to determine whether an insurance claim could cover the cost of replacement. That guidance can save clients thousands of dollars while eliminating one more obstacle during the sales process.

Another feature that sets Arizona Sky Roofing apart is its transferable 50-year warranty.

For REALTORS®, that benefit provides added confidence for both buyers and sellers. The company handles the warranty transfer paperwork, making the process simple while giving new homeowners long-term peace of mind.



Although technical knowledge is essential, Josh and Franny believe customer care is what truly distinguishes their business.

Franny understands firsthand how stressful roofing problems can be. After experiencing significant roofing issues during a severe snowstorm in Flagstaff, she gained a new appreciation for the uncertainty homeowners feel when their home is suddenly at risk.

That experience continues to influence how the company serves every customer.

"We know the stress and frustration that roofing problems can cause," Franny says. "Our goal is to provide honest solutions, quality craftsmanship, and complete peace of mind."

If a concern ever arises after the work is complete, the team does not disappear.

**“
IF SOMEONE
NEEDS A ROOF
COMPLETED
BEFORE
CLOSING, WE
DO EVERYTHING
WE CAN TO
MAKE THAT
HAPPEN.”**



"If we find it, we fix it," Franny says.

That commitment to standing behind every project has helped Arizona Sky Roofing earn the trust of homeowners throughout Arizona.

Outside of work, family remains the foundation of everything Josh and Franny do.

The couple met while working for a Christian nonprofit serving seniors in Arizona. Today they share a blended family with four children and enjoy spending time together cooking, traveling when they can, watching movies, creating memories and gathering around family meals inspired by Franny's Mexican heritage.

Faith also plays an important role in their lives. They are active at Christ's Church of Flagstaff and support New

Life Christian Ministries at Northern Arizona University, believing that serving their community extends well beyond the work they do each day.

Like many business owners, Josh admits balancing work and personal life is an ongoing challenge.

"I've worked every day for the last six months," he says with a smile.

Still, his definition of success has very little to do with production numbers.

"When I'm surrounded by family and loved ones at the end of my life, I'll know I've been successful."

Franny shares that perspective. She hopes to be remembered as someone who worked hard, faced every challenge with determination, and never stopped growing.

Looking ahead, both are focused on continuing to strengthen their faith, marriage, expand their company, and improve every aspect of the customer experience.

For REALTORS®, those values translate into something incredibly important: a roofing partner who understands the pace of real estate, communicates clearly, honors commitments, and treats every home with the same care they would their own.

At Arizona Sky Roofing, every project is about more than shingles and inspections. It is about protecting families, supporting homeowners, and helping REALTORS® deliver a smoother, more confident transaction from listing to closing.

When integrity, craftsmanship, and service come together, everyone wins. ▀

THE REALIST’S GUIDE TO PROPERTY MANAGEMENT

Hard Truths for Northern AZ Clients

BY DAVID WEISS



As real estate professionals in Northern Arizona, we’ve all had the conversation. A client is looking at a charming bungalow in Flagstaff or a mid-century ranch in Prescott, eyes gleaming with the promise of passive income. Alternatively, a seller is struggling to hit their price point and thinks, “Maybe I’ll just rent it out until the market shifts.”

It sounds simple enough, but transitioning a client from a homebuyer or seller into a landlord requires a massive shift in mindset. To keep your clients from learning the hard way, here are six essential talking points to ground their expectations in reality.

- 1. It’s a Business, Not a Hobby**
First and foremost, your clients need to strip the emotion out of the equation. A rental property is a business entity. It requires legal compliance, accounting, and boundaries. If a landlord approaches the property with a sentimental mindset, they will struggle. Every decision—from pet policies to upgrade budgets—must be evaluated through a financial and legal lens, not a personal one.
- 2. Residents Don’t Care About Your Expenses**
A common trap for new landlords is thinking they can price their rent based on their mortgage payment,

HOA fees, and rising property taxes. But here is the cold truth: tenants do not care about a landlord’s expenses. They care about market value. If a client’s monthly carrying cost is \$3,000 but comparable neighborhood rentals max out at \$2,400, the market wins every time.

- 3. The Unseen Budget: Maintenance, Vacancy, and Upkeep**
Cash flow isn’t just rent minus the mortgage. Clients must budget for the inevitable. In Northern Arizona, winter freezes can burst pipes, and summer monsoons can test older roofs. Advise your clients to use the 50% rule for a rough estimate (half of gross income goes to operating expenses) or, at minimum, set aside:
 - **Maintenance/Upkeep:** 10%-15% of the monthly rent.
 - **Vacancy:** 5% to 8% (budgeting for about 2-3 weeks of unrented time per year).
- 4. Tenant Expectations: Realistic vs. Unrealistic**
Clients often expect tenants to treat a rental exactly how they would treat their own home. That is unrealistic. A realistic expectation is that a tenant will keep the home safe, clean, and operational in accordance with the lease terms. Expecting pristine landscaping in the high desert without a hired service, or assuming a tenant will notice and fix a minor trim separation, will only lead to heartbreak and friction.

- 5. The Myth of the Long-Term Furnished Rental**
Many clients see the success of local vacation rentals and think, “I’ll just rent it long-term, but leave it furnished to command a premium.” In reality, long-term furnished rentals are incredibly tough to place. The pool of long-term renters looking for someone else’s couch is tiny. Furthermore, the wear and tear on furniture over a year or two is high, and inventorying items during move-out is a logistical nightmare. If they want long-term stability, tell them to clear out the clutter.
- 6. Evaluating a Realistic ROI**
Finally, teach your clients how to calculate a true Return on Investment (ROI). It’s not just about a positive bank balance at the end of the month. Walk them through **Cap Rate** (Net Operating Income divided by the asset price) and **Cash-on-Cash Return** (annual cash flow divided by the actual cash invested). A property that yields a 4% return might look great on paper, but if they could make 5% in a hands-off index fund without dealing with midnight plumbing emergencies, the rental might not be the right investment for them.

By prepping your clients with these realities, you aren’t just selling a property—you’re building your reputation as a trusted, expert advisor in the Northern Arizona market.

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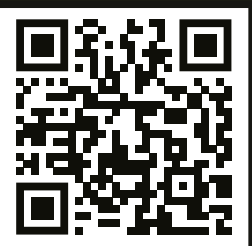
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Amey KAPLAN



The Blueprint for Excellence

PHOTOS BY KG PHOTOGRAPHY

The most accomplished REALTORS® rarely arrive at success by following a traditional path. More often, their greatest strengths are forged through experiences that have little to do with real estate—and everything to do with perseverance, preparation, and purpose.

For one Arizona luxury REALTOR®, the blueprint for excellence began long before her first transaction.

Before entering real estate, she spent nearly two decades in corporate healthcare sales, ultimately serving as Senior Vice President of Sales for a leading telemedicine company. She paired executive leadership with academic excellence, earning

a bachelor's degree from Arizona State University, graduating Summa Cum laude, followed by an MBA from the University of Georgia, where she graduated Magna Cum laude.

Just as influential was her life as an elite athlete. A Division I collegiate runner, professional triathlete, two-time national champion, and 2007 World Champion in Long Course Duathlon, she learned that championships aren't won on race day—they're earned during the countless hours of preparation no one else sees.

That philosophy has become the cornerstone of her business.

"I never want confidence to come from hope," she says.



“It comes from knowing no one has out-prepared or outworked me.”

Her journey into real estate wasn't part of a carefully crafted career plan. It was born from one of life's biggest transitions.

While on maternity leave with her second child—whose medical needs required her full attention—she also served as the owner-builder for her family's custom home in North Scottsdale. Drawing on years of executive negotiation and sales experience, she leveraged her bilingual fluency to manage contractors and timelines—ultimately driving maximum profitability on her projects while navigating the demands of a growing family. After completing a second custom home in Flagstaff, she realized she had discovered a passion that perfectly complemented her professional strengths.

“
I never want
confidence
to come
from hope.
It comes from
knowing no
one has out-
prepared or
outworked
me.”

Unable to return to a corporate role that required constant travel, she chose to build something different—a business that would allow her to be fully present for both her clients and her family.

Today, that unique background gives her clients an advantage few REALTORS® can offer.

She evaluates homes through the eyes of an owner-builder, helping buyers recognize renovation opportunities, understand construction possibilities, and estimate long-term value. Her executive background allows her to manage complex luxury transactions with precision, while her commitment to proactive communication ensures clients always know exactly where their transaction stands.

Her goal is simple: make even the most complicated transaction feel seamless.

That client-first mindset is especially meaningful in Northern Arizona, where she has fallen in love with the mountain lifestyle she now shares with buyers from across the country.

Experiencing the magic of Forest Highlands firsthand with her husband, Paul, and their two children, she introduces clients to much more than beautiful homes—she shares a lifestyle her family lives and loves. Selling the community with a genuine, unscripted passion, she focuses on the details that matter. She loves showcasing the hidden corners of the community,

her personal favorite trailheads, and local gems.

What captivates her clients is the sheer contrast and accessibility. A simple two-hour drive from the Valley leads to the ultimate, friction-free second-home lifestyle. They escape the desert heat and are instantly immersed in cool mountain air, towering pines, and a more intentional pace of life.

While her professional accomplishments are impressive, she doesn't define success by titles, awards, or sales volume.

She defines it by presence.

Leading her daughter's Girl Scout troop. Never missing a soccer game. Striving to raise children who are confident, kind, and resilient.

“Everything I build now is for my family,” she says.

That perspective influences every aspect of her business. She approaches decisions with a long-term mindset, asking one simple question: Will this matter in five years? If the answer is no, she refuses to spend energy on distractions, choosing instead to focus on what creates lasting value—for both her family and her clients.

Her favorite quote reflects the philosophy that has guided every major decision in her life:

“You'll never reach new oceans if you're afraid to lose sight of the shore.”

Whether joining the Peace Corps in Ecuador, leaving a successful executive career,



building custom homes, or launching a thriving luxury real estate business, she has repeatedly embraced uncertainty in pursuit of growth.

Her story is a reminder that the best REALTORS® aren't simply experts in contracts or market statistics. They are trusted advisors, strategic thinkers, tireless advocates,

and lifelong students of their craft.

The tools of success may evolve, but the qualities that truly define exceptional professionals never change: integrity, preparation, resilience, and an unwavering commitment to serving others.

For her, that's the blueprint worth following. ▀



PHOTOS BY KG PHOTOGRAPHY

MICHELE KUBIAK

FROM CASINO
FLOORS TO RED
ROCK COUNTRY

Some people plan their way into real estate. Michele Kubiak stumbled into it, and never looked back.

Growing up in Nipomo, California, Michele learned the value of hard work before most kids learn long division. At just 10 years old, she was riding her pony along her newspaper route, knocking on doors to collect payment from subscribers. It was an early lesson in persistence, in showing up, and in earning people's trust one doorstep at a time. Those childhood mornings on horseback planted seeds she wouldn't fully recognize until decades later.

With a father who worked at an oil refinery that went on strike often, Michele's family pulled together to make ends meet. She bought her own clothes at age 10, took on responsibility as a matter of survival, and developed a go-getter spirit that would define every chapter of her life. "My past shaped me to become a go-getter because of working since I was 10," she reflects. That self-reliance never left her.

A Seed Planted Young

When Michele was 12, her next-door neighbor was a REALTOR®. She helped her put up open house signs and sat alongside her at showings, absorbing the rhythm of the work without any idea she was previewing her own future. Years later, after a brief stint at Cuesta College in San Luis Obispo where she had considered becoming a pharmacist, Michele relocated to Nevada and built a life working in the casinos.

It was a customer who kept nudging her toward real





estate. And eventually, she listened. “I got convinced to do it. It wasn’t something I was planning on doing, yet it quickly became my passion.” She worked a second job for the first six months as a REALTOR®, staying the course until she had enough in escrow to go all in. From that point forward, there was no turning back.

Building a Business on Values

Michele has been a licensed REALTOR® since 2001, and today she serves clients through Coldwell Banker in Sedona, Arizona. Her numbers speak to her dedication. Between her Sedona and Las Vegas sales, she is on track to finish 2026 with over \$19 million in sales.

But to understand what drives Michele, you have to look beyond the sales figures. She describes what she finds most fulfilling in simple, direct terms: “Catering to people who really need my help. There are so many scenarios where people have to sell, and making sure I lighten their stress during the process.” For Michele, real estate has never been about chasing the next deal.

It has always been about serving the person in front of her.

That philosophy is baked into how she runs her business. She proactively communicates so clients never have to wonder what is happening. She deploys outside-the-box marketing strategies that cut through the noise. And she has always kept a coach in her corner, staying coachable even after more than two decades in the field. “I love serving people with honesty and integrity,” she says, “and I don’t chase quick deals or put a sign in the yard and run.”

Sedona: A Paradise Worth Sharing

Ask Michele what she loves about selling in Northern Arizona and her answer is immediate: the scenery, and the extraordinary variety of homes that exist within it.

Sedona’s red rock formations and high desert landscape draw clients from across the country, many of whom arrive wide-eyed and ready to plant roots. “My clients come from different areas, so for them this area is paradise,” she says. Being the person

who helps someone find their paradise is a privilege Michele never takes lightly.

A Mentor and a Miracle

One of the most pivotal chapters in Michele’s story was finding a mentor who believed in her, and then turning around to become that same figure for others. She went on to mentor four team members in Las Vegas, and says that teaching them has been among the most rewarding experiences of her career. “I now know I have a lot to offer as an agent and mentor,” she says. That realization is what has kept her in this profession through every market shift and personal challenge.

Michele speaks openly about her greatest personal achievement: getting clean and sober. It is a milestone that required courage, accountability, and the willingness to do the right thing even when no one was watching. That is also, she notes, the best advice she has ever received: “Do the right

“**CATERING TO PEOPLE WHO REALLY NEED MY HELP.**

There are so many scenarios where people have to sell, and making sure I lighten their stress during the process.”

thing even when nobody is watching.” It is a principle that extends seamlessly from her personal life into every client relationship she builds.

Life Beyond the Listing

When Michele steps away from the office, she steps into a life she loves. She and her husband share their home with three pugs and fill their weekends with hiking, cooking, traveling, and tending their garden together. Her family in California remains close to her heart, and she has embraced a bonus family through marriage, complete with children and grandchildren, with warmth and gratitude. “I couldn’t ask for a better bonus family,” she says.

She defines success not by volume or accolades but by alignment: “Building a business and life that aligns with my values, and surrounding myself with good people.” Looking ahead, she pictures a future filled with farm animals, open land, and as many clients as she can help navigate the real estate journey with confidence and peace of mind.

If there is one thing Michele wants people to know about her, it is this: she works hard for each and every one of her clients. Not some of them. Not the big ones. Every single one. And when the dust settles, she wants to be remembered for her willingness to help people. That newspaper-route kid from Nipomo, who learned to knock on doors from the back of a pony, has been doing exactly that her entire life. Don’t give up until the miracle happens. ▀



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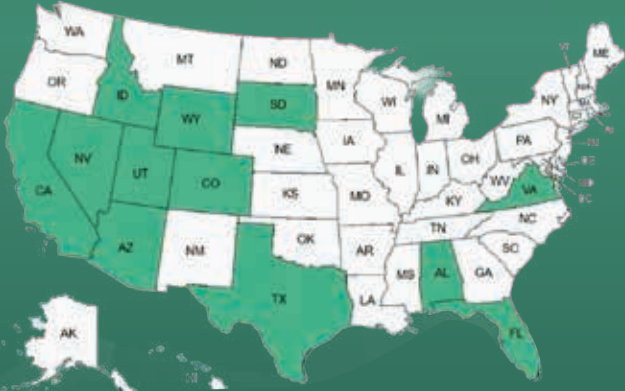
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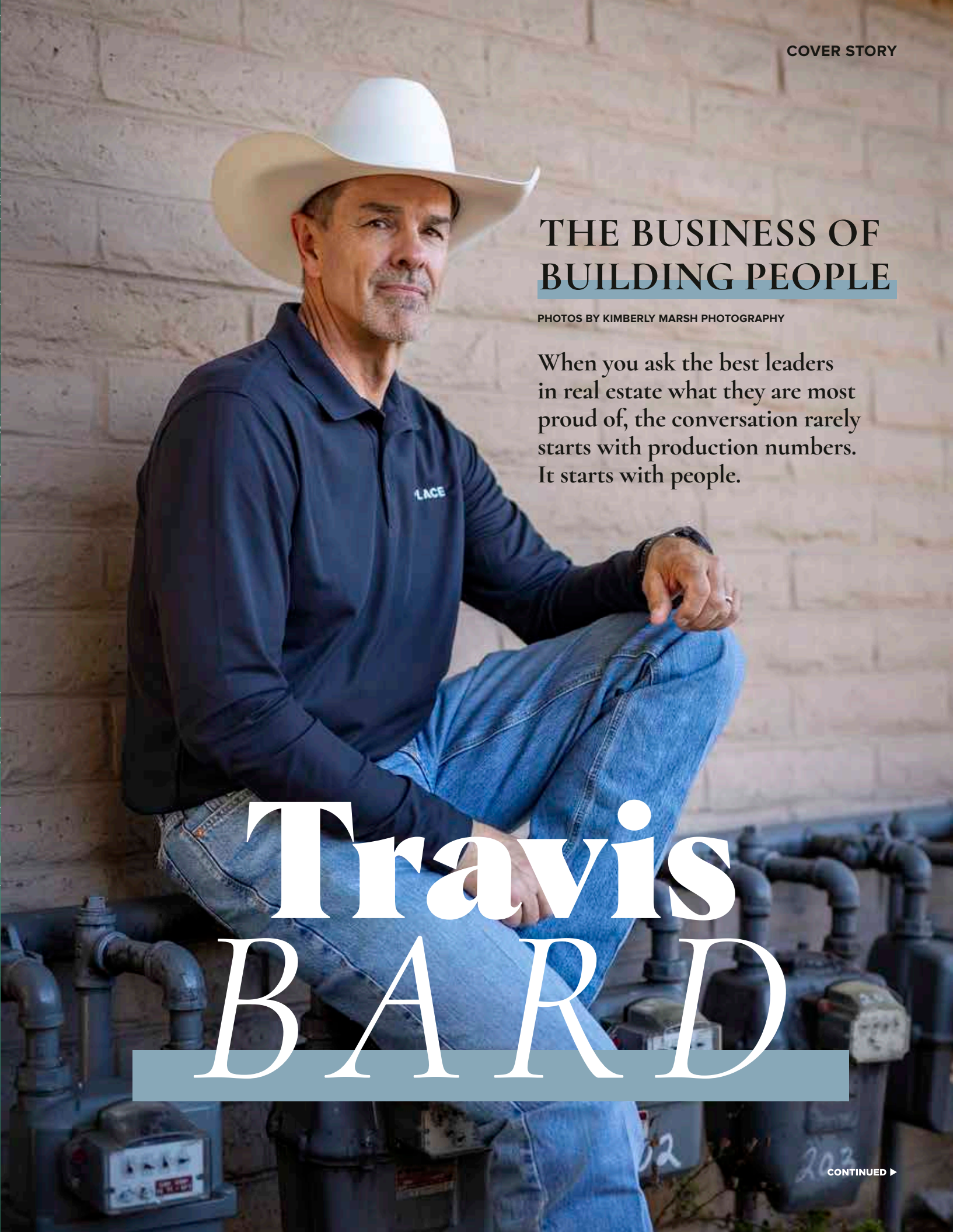
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THE BUSINESS OF BUILDING PEOPLE

PHOTOS BY KIMBERLY MARSH PHOTOGRAPHY

When you ask the best leaders in real estate what they are most proud of, the conversation rarely starts with production numbers. It starts with people.

Travis BARD



“Don’t build a team. BUILD A BUSINESS.”

For the founder of Legacy Real Estate Network, success has never been about building a team simply to close more transactions. For Travis and his wife, Kerry it has always been about building something that outlasts any one individual, creating opportunities for agents to grow thriving businesses while serving clients at the highest level.

That philosophy has been shaped by nearly four decades in the industry.

Licensed since 1988, he did not begin his career as a traditional REALTOR®. Instead, he worked in the banking industry during one of the toughest real estate markets of the late 1980s.

A savings and loan company sponsored his license so he could manage and sell REO properties, giving him firsthand experience with lending, development, commercial projects, and market cycles long before he focused on residential sales.

After years in banking, a leadership change prompted him to pursue real estate full time.

“I knew the industry inside and out,” he says. “But I approached it like a sales career instead of a business.”

That mindset changed during the housing downturn of 2008 and 2009. Looking for stronger leadership and education, he joined Keller Williams, where he learned what it truly meant to build a scalable business rather than simply selling more homes.

That realization became the foundation of Legacy Real Estate Network.

The team began with one administrator and one agent, Chris Marciano, who remains with the company today.



Growth has never been driven by recruiting for numbers. Instead, every new addition has been built on shared values, integrity, and a genuine desire to serve others.

Today, Legacy Real Estate Network reflects the diverse community it serves. With team members ranging from their early twenties to nearly sixty, clients are able to work with someone who understands their stage of life, whether they are first-time buyers, growing families, empty nesters, or navigating the difficult process of settling a loved one's estate.

"We have people with different backgrounds, interests, and life experiences," he says. "That allows us to connect with a wide variety of clients because our team really represents the people we serve."

Each team member brings unique strengths.

David Coyne spent decades leading church youth camps, developing a servant's heart that naturally translates into caring for clients. David works closely with Katie Olla who brings a wonderful midwest charm to their client relationships. Chris Marciano, the team's longest-tenured agent, grew up in Prescott and combines deep local knowledge with an analytical approach shaped by building several homes for his own family.

Kevin Schmidt is known for his thoughtful, methodical style and strong commitment to both family and faith. Becky Foster brings more than 25 years of real estate experience, helping clients feel comfortable and confident throughout every step of the transaction with her calm, reassuring presence.

His daughter, Jessica Richey, has become his trusted right hand. Over the past several years, she has developed into a skilled professional through hands-on experience and a commitment to continual growth.

Eric and Miles Holder contribute years of experience while balancing successful real estate careers on a part-time basis. Emily Mier understands firsthand the balancing act many of her clients face as a young mother raising her daughter while building a thriving business.

The newest additions continue that tradition. Joanna Nelson transitioned into real estate after working in social services, bringing compassion and empathy while raising her young family. Ginna Francis contributes the perspective of an experienced small business owner eager to grow her real estate career. Kelvin Sainz and Dakota McMains, Prescott and Chino Valley natives, are launching their business in the community where they grew up, while Amy Leinhart proudly serves clients throughout the Verde Valley, including Sedona and Cottonwood.

Together, they are supported by an exceptional operations team, including Operations Director LuAnn Miller and Transaction Coordinator Dani Deane, whose behind-the-scenes expertise allows agents to focus on serving clients. Maia Kinley brings her unique flair and knowledge of social media to marketing and client outreach.

For many REALTORS®, wearing every hat is considered part of the job.

"I was the marketing department, the technology department, the transaction coordinator, and everything else," he recalls.

Today, his mission is to create an environment where agents no longer have to do everything themselves. Instead, they receive operational, marketing, technology, and transaction support that allows them to

focus on relationships and delivering exceptional service.

Success also looks different for every agent.

Some want to sell five or ten homes each year while maintaining flexibility for family. Others aspire to build businesses closing fifty or more transactions annually. Rather than defining success by one production standard, Legacy Real Estate Network helps each agent achieve the business and lifestyle that fits their own goals.

His advice to anyone considering building a team is simple.

"Don't build a team. Build a business."

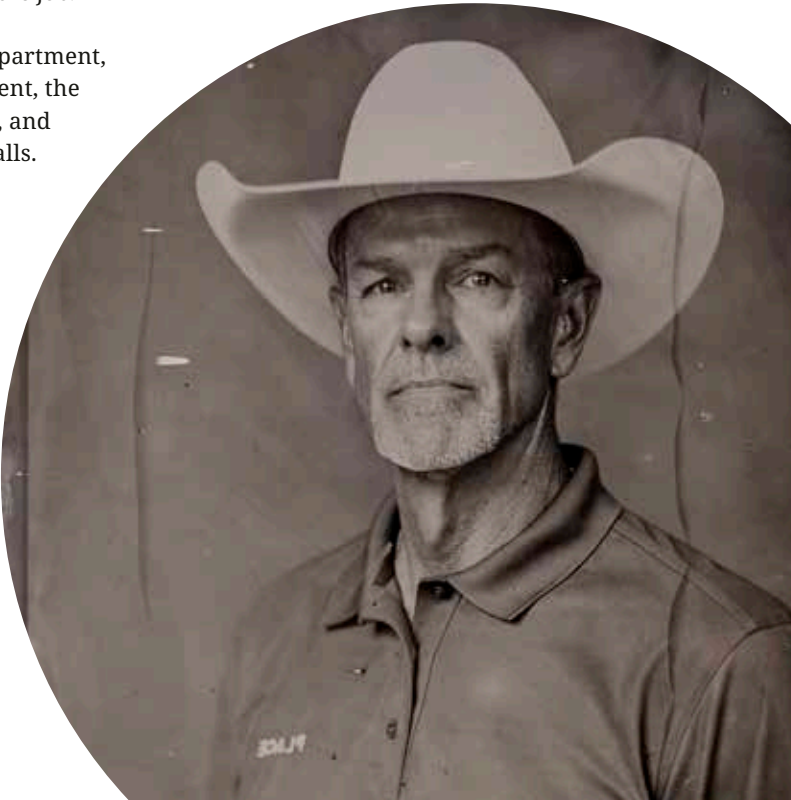
That means understanding financial statements, maintaining profitability, creating the proper legal structure, and preparing for uncertainty. For more than a decade, the company has maintained four months of operating reserves, a discipline that provided stability during the uncertainty of COVID-19.

Continuous learning remains another pillar of the organization. In 2019, the team partnered with Ben Kinney before later joining PLACE, gaining

“I knew the industry inside and out. But I approached it like a sales career instead of a business.”

access to proven systems, leadership development, and operational models that continue strengthening both the business and its people.

Outside of real estate, family remains his greatest priority. Travis and Kerry enjoy spending time with their grandchildren, and the family is preparing to welcome its eighth grandchild. A lifelong team roper who grew up in the rodeo world, he still enjoys competing while making time for hiking, skiing, travel, and their growing family. ▀



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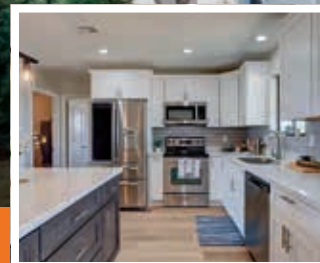
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A Night to Remember at MODERN AGAVE

Where Authentic Flavors and Real Estate Community Come Together



When the top real estate professionals in Northern Arizona gathered recently at Modern Agave in downtown Prescott, they weren't just sharing a meal — they were experiencing exactly the kind of upscale hospitality that owners Michele Moore and Steve have been crafting for decades.

The evening unfolded inside one of Prescott's most distinctive dining rooms: velvet booths, rustic brick walls, and the kind of warm ambiance that makes a two-hour dinner feel like it could go three. Latin-inspired music drifted through the space as the kitchen sent out plates that had guests talking — Calamari, Empanadas, Paella, Yucca Fries, and the restaurant's celebrated Red Snapper Vera Cruz. The cocktails, rooted in an extensive Tequila and Mezcal program, kept pace with the conversation.

For Michele and Steve, hosting a room full of Realtors and industry professionals felt natural. "I hear from many Realtors that having more upscale dining options helps the decision of clients to move to an area," Michele shared. "Prescott is a great town, but upscale restaurants are missing — so we are trying to fill that void."

It's a void they're more than qualified to fill. Michele brings ownership experience from six successful restaurants, starting her career in the gourmet coffee industry before catching what she calls the restaurant bug. Steve spent decades in corporate roles with major hotel chains, having fallen in love with hospitality at the age of 15. Together, they channel mentors who shaped their philosophies — for Michele, a business partner who reminded her that bigger isn't always better; for Steve, a leader who instilled that customer satisfaction lives in the details.

Those lessons show up in the guest experience at Modern Agave, and they show up in the staff. The team is trained to

a standard that Michele and Steve are genuinely proud of. "When they leave our company, they can get a job in any big-city restaurant," Michele said. It's a claim backed by a story they love to tell: a busser they once hired eventually became the General Manager of their Sedona restaurant — and today runs three locations for its new owner.

For the Real Producers community, Modern Agave has quickly become more than just a great dinner spot. It's a gathering place where relationships are built and business happens naturally over a shared love of good food and honest hospitality. The parallels aren't lost on Michele: "You are constantly selling, getting people in, selling when there, and hoping for repeat guests. I notice real estate agents are always promoting themselves — and we have to do the same."

Looking ahead, Michele and Steve have big plans for the space. The Agave Loft, located above the restaurant, is being developed as a premier private event venue — a natural next step for a team that knows how to bring people together. And in a move that speaks to their love of community and culture, they're partnering with the historic Elks Theatre to bring nationally recognized guitarist Ottmar Liebert to Prescott — an artist who performed at their Sedona restaurant for years.

"People enjoy experiences," Michele said simply, "and dinner and music are always a winner."

For Northern Arizona Real Producers, it was an evening that delivered on every front — great food, great company, and a reminder of why Prescott's dining scene is worth celebrating.

Modern Agave is located in downtown Prescott. For reservations or event inquiries, contact Michele Moore at 928-274-8173.

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Founded by Matt Maxwell nearly a decade ago, Silver Hammer has grown from a one-man operation to a dedicated team serving the Prescott Quad Cities, Sedona, Verde Valley, and now Flagstaff. Under Matt's leadership and hands-on training, the company has built a reputation for excellence that's reflected in every inspection, every report, and every review.

What makes Silver Hammer the go-to choice for REALTORS® is their true one-stop shop approach. From general residential and commercial inspections to critical add-ons like termite, air quality, radon, sewer scopes, well & water potability testing, and HUD foundation engineering certifications — they handle it all in one visit. That means fewer vendors to coordinate, faster scheduling, and a smoother process for everyone involved in the transaction.

They're also known for their same-day digital reports, packed with high-definition photos and embedded videos that make it easy for buyers and agents alike to understand the condition of the home. Their walk-throughs at the end of each inspection

help ensure clients feel safe and clear about how to proceed — a value Silver Hammer considers non-negotiable.

Silver Hammer Inspections doesn't just aim to meet expectations; they're here to raise them — for the entire industry. With deep local roots, involvement in both REALTOR® associations, and even their own TikTok channel (@Inspecthunns) showcasing real-life inspection finds, their presence in the community is both professional and personable.

For REALTORS® who care about timelines, communication, and working with professionals who treat every home and client like their own — Silver Hammer Inspections is more than a vendor. They're a partner in delivering the experience your clients deserve.

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What sets ROC Title Agency West apart is the depth of its team and its commitment to serving Northern and Western Arizona. With Northern Arizona dedicated offices in Prescott and Lake Havasu City, our local experts provide the personalized service agents and clients rely on. For transactions outside our service



area, the broader ROC Title network also offers convenient offices in Scottsdale, Chandler, Paradise Valley, Surprise, Goodyear, and coming soon Glendale, ensuring seamless support across Arizona. From ownership and encumbrance reports to full closing services and title examinations, every detail is handled with precision and care.

ROC Title Agency West isn't just a transactional partner — they're invested in the success of the agents they work with. Through ROC University, they offer industry-leading training and development resources designed to help agents stand out in their market and grow their business with the latest strategies and technology.

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What sets them apart is their singular focus. Unlike firms that split their attention between sales and management, UNLimited RE is 100% dedicated to property management — no distractions, no competing priorities. That commitment shows in everything they do, from extensive marketing across 20+ platforms and rigorous tenant screening to rent collection, maintenance coordination, regular property inspections, and detailed financial reporting through a robust owner portal.

With local teams serving Flagstaff, Prescott, Sedona/Verde Valley, and Lake Havasu City they have the regional reach to support investors wherever their properties are. Their approach is straightforward: no hidden fees, no renewal fees, constant communication, and the same proven systems they use on their own investment properties.

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confidently make. Beyond referrals, they will support you. UNLimited RE can assist agents with rental or investment analysis and answer any property management questions at any time. Whether you work with them, refer to them, or just need a second opinion, they're always happy to help.

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In an industry built on trust and relationships, Phyllis McDaniel stands out as a mortgage professional who consistently delivers for both clients and real estate partners. As a Senior Loan Originator with CMG Home Loans, Phyllis brings years of experience, deep product knowledge, and a calm, solutions-oriented approach to every transaction.



Phyllis works closely with real estate agents to ensure smooth, on-time closings and clear communication from contract to keys. Her expertise spans Conventional, Government, Non-QM, Jumbo, Refinance loans & Construction, allowing her to tailor financing strategies to meet the unique needs of each buyer. Agents value her reliability, responsiveness, and ability to navigate complex scenarios while keeping everyone informed and confident throughout the process.

At CMG Home Loans, a nationally recognized lender known for innovation and flexibility, Phyllis combines strong operational support with a highly personal level of service. Her commitment to professionalism, integrity, and communication has earned her lasting relationships and repeat business from both clients and industry professionals.

For agents looking for a lending partner who treats every deal like it's personal, Phyllis McDaniel continues to be a trusted name in the market.

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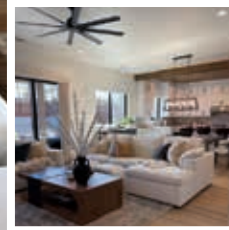
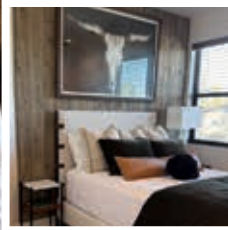
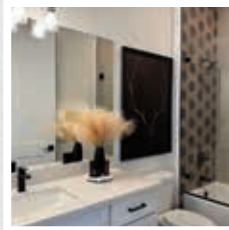
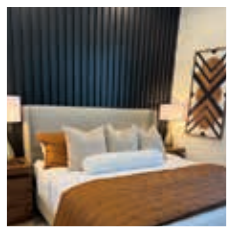


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