

NORTHERN ARIZONA

NOVEMBER 2026

REAL PRODUCERS[®]

The Van Dyke Team

She Builds
**JONELLE
KLEIN**

Power Couple
**OAKLEY
& LARISSA
BECHTOLD**

Partner
Spotlight
**PIONEER
TITLE**

CONNECTING. ELEVATING. INSPIRING.

PHOTO BY KG
PHOTOGRAPHY

GRATEFUL TO SERVE NORTHERN ARIZONA

November reminds us to appreciate the places and people that make Northern Arizona home. Every closing is the start of a new chapter, and we're honored to support our local buyers, sellers, and real estate partners.

Thank you for choosing Landmark Title Prescott and allowing us to be part of your journey. We are proud to serve the people who make this community special.



TIFFANIE MARRERO
Branch Manager/Escrow Officer
TMarrero@LTAZ.com



RAELYNN ROSAS
Business Development Manager
Raelynn.Rosas@LTAZ.com



PATTI BALLMANN
Senior Escrow Officer
Patti.Ballman@LTAZ.com

THANK YOU

for choosing us!

Landmark Title Prescott.
Thankful to be part of the community.



(928) 756-0001 | www.LTAAG.com

Ensuring Top-Quality Roofing Services with Unwavering Reliability,

Meeting Deadlines with Precision & Excellence!



Call or Text
928-420-6443 or 928-710-3211
thewaytodoit@goldenroofing.biz



ROC #331571
Licensed, Bonded, Insured
ROC 331671.

Elevate Your Listings with **Custom Homes**
Built and Renovated to

Impress!



CUSTOM HOME CONSTRUCTION · KITCHEN REMODELS · BATHROOM REMODELS
CUSTOM HOME DESIGN · CUSTOM ADDITIONS · RESIDENTIAL EXCAVATION SERVICES



"Top of the line work." - Tad B.



Insured - Bonded - Family Owned - Locally Owned

TEKConstructionLLC@gmail.com
TEKConstructionAZ.com



ROC #335118

Your Hometown Title Agency Since 1963

Where Excellence is Tradition



SEDONA
928-282-4141
1650 W. State Route 89A,
Suite #A, 86336

PRESCOTT MAIN
928-445-2528
123 N. Montezuma Street,
86301

CAMP VERDE
928-567-0590
497 S. Main Street,
86322

CHINO VALLEY
928-636-0899
980 N. State Route 89,
86323

PRESCOTT LAKES
928-771-7555
3200 Lakeside Village Drive,
86301

PRESCOTT JUNCTION
928-776-7070
1235 E. Gurley Street,
86301

COTTONWOOD
928-634-7591
716 S. Main Street,
86326

PRESCOTT VALLEY
928-772-8546
8070 E. State Route 69,
86314

www.YavapaiTitle.com

THANK YOU!

Contents



The Van Dyke Team **40** COVER STORY

PROFILES



30 Jonelle Klein



36 Better Together



Pioneer Title



IN THIS ISSUE

- 8 Preferred Partners
- 12 Meet the Team
- 14 Partner Spotlight: Pioneer Title
- 20 Fall Social: A Night of Connection in Prescott
- 25 Dolce Fresh Market & Catering
- 26 Thank You To Our Sponsors
- 28 Around the Table: Table of 15: Flagstaff & Sedona
- 30 She Builds: Jonelle Klein
- 34 Coaching Corner: Real Estate's AI Flood
- 36 Power Couple: Better Together
- 40 Cover Story: The Van Dyke Team

Mortgage Options Beyond Traditional Lending

More solutions. Faster turn times. More loans closed.

At Efinity Mortgage, our Non-QM products are underwritten in-house, giving you faster decisions, greater control throughout the process, and a smoother experience for you and your clients.

In-House Loan Solutions

- ✓ Non-QM Loans
- ✓ Self-Employment Loans
- ✓ Investment Property Loans
- ✓ Loans Without an SSN
- ✓ Asset Qualifier Loans
- ✓ High Net Worth
- ✓ Non-Warrantable Condos
- ✓ Doctor Loans

EFINITY MORTGAGE

This material is for informational and advertising purposes only and does not constitute an offer to lend or a commitment for financing. All loan products are subject to credit approval, underwriting guidelines, and program eligibility. Terms, conditions, and availability may change without notice. Efinity Financial LLC DBA Efinity Mortgage. Copyright©2025 Efinity Mortgage, LLC, NMLS #1043983. All loans subject to qualifying factors. Not all applicants will qualify. Equal Housing Lender. 6805 N Capital of Texas Hwy, Suite 250, Austin, TX 78731 • (817) 561-8878 • AZ BR #1040086 • CA 0008067442
www.nmlsconsumeraccess.org • https://efinitymortgage.com/licenses/

Theron Wall
NMLS: #256412
(928) 533-7473
theron.wall@efinitymortgage.com

Personal Brand Photographer
www.kimberlymarshphotography.com
LET MY PHOTOS MAKE YOU FAMOUS!!

- > Images Monthly
- > Reels Monthly
- > Personal Brand Help
- > Personalized Shoots
- > Styling & Posing Help
- > Networking Groups
- > Increased Visibility
- > Plus MORE!

Kimberly Marsh
— PHOTOGRAPHY —

Angela Dunn

Account Executive
480-868-6176
adunn@hwahomewarranty.com

If you are interested in nominating people for certain stories, please email us at: NorthernArizona@realproducersmag.com

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!

BUILDER

Southwest Sunset Homes
(928) 593-4142

TEK Construction LLC
Layton Cooper
(928) 710-1751
tekconstructionaz.com

**CARPET AND UPHOLSTERY
CLEANING**

**Expert Carpet and
Upholstery Cleaning**
Michael Hicks
(928) 282-3836
expertcarpetand
upholsterycleaning.com

DEVELOPER

**Stringfield Development
Company LLC**
(928) 227-1847

ELECTRICIAN

High Valley Electric LLC
Broc Bishop
(928) 499-8755
Instagram @highvalleyelectric

HEALTH & BEAUTY

**ABOOST Wellness
and Aesthetics**
Jessica Dickinson
(928) 713-6150
aboostwellness.com

HOME WARRANTY

First American Home Warranty
(480) 760-5623
firstamrealestate.com

Guard Home Warranty

(602) 245-0689
www.guardhomewarranty.com

HWA Home Warranty

Angela Dunn
(480) 868-6176
hwahomewarranty.com

INSPECTIONS

Silver Hammer Inspections
(928) 301-3319

INSURANCE

State Farm
Makayla Chadwick
(928) 237-5094
prescottvalleyins.com

VIP Insurance Professionals

Daneth Hollahan
(928) 327-1314
myvipinsurance.com

**INTERIOR DESIGN &
HOME STAGING**

Affinity Decorators
Kaye Anderson
(928) 814-8525
affinitydecorators.net

LAW FIRM

Evergreen Law LLC
Christina Howden
(928) 227-1111
evergreenlawaz.com

MORTGAGE

Efinity Mortgage
(928) 533-7473
efinitymortgage.com

Fidelity Mortgage Team

Scott R Bell
(435) 272-1600
scottbell.benchmark.us

Guild Mortgage

(928) 848-1664
guildmortgage.com

The Riggs Team

(928) 830-6942

MORTGAGE PROFESSIONAL

**Chad Burgueno of
Fairway Mortgage**
(602) 410-4197
homeloansbychad.com

PHOTOGRAPHY

KG Photography
Kelsi-Ann Gould
(928) 713-0302
azkgphotography.com

Kimberly Marsh Photography

(928) 499-5160
kimberlymarshphotography.com

PROPERTY MANAGEMENT

**UNlimited RE Property
Management**
David Weiss
(928) 275-1009
UNlimitedreaz.com

REMODELING

Covenant Builders
(928) 533-3203

ROOFING

Arizona Sky Roofing
(928) 600-0611
azskyroofing.com

Golden Roofing

Adriana Najera
(928) 420-6443

**SHORT-TERM RENTAL
MANAGEMENT & CLEANING**

Optimize Cleaning
Angie Prosser
(928) 379-9864
optimizecleaning.com

TITLE AGENCY

**Landmark Title
Assurance Agency**
Raelynn Rosas
(928) 756-0001
ltaag.com

Pioneer Title Agency

(928) 848-4490
ptaaz.com

ROC Title Agency West

(928) 223-4471

Title Services Agency

of Northern Arizona
(858) 699-2674
tsvaz.com

Yavapai Title Agency

Anthony Selna
(928) 592-7800
Amy Saunders
(928) 445-2528
yavapaititle.com

**WATER FILTRATION
AND PURIFICATION**

H2O Health
(928) 899-7504
H2OHealth.com

The world can be chaotic,

but finding a mortgage partner
doesn't have to be.

Make the
Smart Choice!
Contact Travis Today!

Guild
mortgage
OWN WHAT MATTERS



Travis Smart

Senior Loan Officer | NMLS #1471121

O: 928-220-7673

M: 928-848-1664

120 N Marina St Suite A | Prescott, AZ 86301
Company NMLS # 3274





ONE

OF A KIND

S

DISCOVER SPACIOUS CUSTOM HOMESITES UP TO TWO ACRES AND CREATE A HOME UNIQUELY YOURS. ONLY 10 MINUTES FROM DOWNTOWN PRESCOTT.

At Stringfield, home is where everything you love comes together—an ideal place to raise a family, room for grandchildren to play, generous garages for the way you live, and endless views that make every day feel extraordinary. Spanning more than 700 acres bordered by Prescott National Forest, this master-planned community offers privacy, natural beauty, and immediate access to trails, desert flora, and the open space that defines Prescott living.

PRESCOTTVIEWS.COM

YOUR FOREVER HOME IS BEING BUILT

ONE OF OUR FOUR UNIQUE PLANS WITH 16 ELEVATIONS

Building with Southwest Sunset Homes means embarking on a journey of quality, style, and personalized options. In the all-new phase of Stringfield at Granite Mountain, aptly named Serenity at Stringfield, we are thrilled to offer four distinct floor plans with options and multiple elevations, each designed to suit a variety of tastes and lifestyles. With a wide array of customizable options, Southwest Sunset Homes ensures that every detail reflects your vision, creating a home that is uniquely yours in this serene and picturesque community.

SERENITY
AT STRINGFIELD BY SOUTHWEST SUNSET HOMES

COMMUNITY ON-SITE SALES OFFICE NOW OPEN

4471 N Blackridge Trail, Prescott, AZ
info@stringfieldprescott.com
(928) 597-8954

Office at the Community Trailhead: Monday-Friday 9am-5pm, Saturday 10am-5pm, Sunday by appointment.

Construction by Davis Construction Consulting, LLC ROC323591
Renderings are artists' representations only. Actual homes may vary.



STRINGFIELD
AT GRANITE MOUNTAIN

Meet
The
Team



Jenni Vega
Owner/Publisher



Nena Ull
Social Media



Magdalena Romanska
Writer



Kimberly Tocco
Guest Writer



Garrett Hamlin
Guest Writer



Jacki Semerau Tait
Guest Writer



David Weiss
Guest Writer



Kimberly Marsh
Photographer



Kelsi-Ann Gould
Photographer

Have an Idea?



Want to pitch, nominate
or share a really cool story
with our readers? Scan
the QR code to share with
our Publisher.



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

Turkey, Pie, and
Peace of Mind

This Thanksgiving, let's give thanks for home warranties. These treasured gems can feel like a financial blessing when covered household appliances and systems unexpectedly break.

Happy Thanksgiving!

firstamrealestate.com
Phone Orders: 800-444-9030



First American
Home Warranty™

Your Local Resource
Ashley Larkin
480-760-5623
alarkin@fahw.com



"Protecting client
Relationships, Budget
and Time"

THE ROOFING COMPANY THAT HELPS YOU CLOSE
FASTER.

Roof Installation • Roof Repair
Storm Damage Repair
Roof Replacement
Residential & Commercial Roofing



Your Roof. Our Reputation.

Partner with a roofing
team that agents trust.

**BOOK A FREE
INSPECTION TODAY!**



Scan to visit
AZSkyRoofing.com

Northern Arizona: 928-600-0611
Central Arizona: 602-881-6073

info@azskyroofing.com

REMODELS | OUTDOOR LIVING | DECKS | NEW CONSTRUCTION

NO JOB TOO BIG



OR TOO SMALL



**COVENANT
BUILDERS
& RENOVATION**

ROC# 349211

928.533.3203

cbbuilders316@gmail.com | CovenantBuildersAZ.com

**Building Your Dream
Around You**

OWNER: HERB KEPPEL
COVENANT BUILDERS AND
RENOVATION LLC

Local to Prescott for 46 years.

Septem**BER**
Octo**BER**
Novem**BER**
Decem**BER**

As the temperature drops,
don't leave your peace of
mind out in the cold.
Partner with VIP Insurance
today to ensure you're
covered all season long.

Stay Warm. Stay Covered.

COVERAGE FOR EVERY "WHAT IF."

• Auto • Homeowners • Umbrella
• Motorcycle/ATV • Business • Life & Health
• Events/Wedding • Mexico/Travel Insurance.

LOCAL BROKERS. REAL SAVINGS. VIP SERVICE.



contact@myvipinsurance.com
928-327-1314
www.myvipinsurance.com

We are able to insure high-value, hard-to-place, and high-risk properties.

PIONEER TITLE

The Pioneer Difference for Top REALTORS®

PHOTOS BY KG PHOTOGRAPHY

In the fast-paced world of real estate, top producing REALTORS® need partners who are reliable, innovative, and deeply rooted in the local community. Pioneer Title Agency stands out as a unique force in Arizona. Established in 1985, Pioneer has grown to include 85 branches across the state. Despite this massive footprint, the company maintains a local, family-owned atmosphere. The owner, Keith, is an NAU alumni who is known for being down to earth, loving dogs, and truly caring about his employees. This genuine care translates into incredible longevity, with some team members staying for 30 years or more.

What does this mean for a top Realtor® and their clients? It means unparalleled convenience and support. Clients can sign documents anywhere a branch is located through convenient inter-office signing agreements. If a team member is unavailable for a signing, the company takes care of its clients by covering the cost of a notary. The agency also boasts specialized internal



teams, including a dedicated fraud department that protects luxury clients with significant funds on the line. Additional internal resources include a builder department and an account servicing

department, keeping everything in one place for a seamless transaction. Furthermore, title departments remain local within the state for quick and efficient responses,

rather than being outsourced out of the country.

Meet Your Flagstaff and Sedona Marketing Experts

Behind the exceptional service are the people who make it happen. Jenny Grace brings over 25 years of real estate industry experience to the Flagstaff team. After earning her license in 2005, she eventually joined Pioneer as an escrow officer but quickly realized her true passion was marketing. She has now been with the company for a decade, enjoying a more social role. Off the clock, Jenny enjoys true crime, attending concerts, and traveling to different beaches in the Caribbean.

Macy Maine serves as a Flagstaff Marketing Specialist, starting as a part-time administrative assistant while studying advertising at NAU. She stayed on as an Escrow Assistant before transitioning to marketing, combining her title industry experience with her education. Macy is passionate about creating graphics that highlight the unique team members and community involvement

of the agency. She loves exploring Northern Arizona, paddleboarding, and hosting game nights with friends.

Aiden Martin, a Flagstaff Marketing Assistant, is currently studying marketing at NAU and sought an opportunity for real-world experience. Aiden is highly passionate about supporting the REALTORS® they work with through hands-on

marketing efforts, helping with materials and events to make clients' jobs easier. He enjoys the gym, watching sports, and getting outdoors with friends and family.

In Sedona, Marketing Specialist Justin Hansen brings over 30 years of sales and marketing experience to the title industry. Justin believes people do business with those they





like and trust, emphasizing relationship building, reliability, and simply showing up to do what you say you will do. Away from the office, he enjoys horseback riding with his kids, playing golf, mountain biking, hunting, and fishing.

Your Prescott Powerhouses

In Prescott, Heidi Howard began her journey at the Prescott Area Association of REALTORS® in 2013 and later served as a director of growth for Keller Williams. After helping another title company open its doors and spending four years in public affairs with the local sheriff's office, she returned to the title industry and joined Pioneer. Heidi thrives on taking a wacky idea and helping clients get unstuck from mundane creative ruts to elevate their business. In her personal time, she enjoys working out, kayaking, and making jewelry.

Skye Direen practically grew up in the business, tagging along on appointments because her mother was a real estate agent for 28 years. Skye transitioned

from radio and lending into the title industry 12 years ago. She chose Pioneer because of their genuine reputation for taking care of their people, recounting how the entire team rallied around a coworker who needed emergency eye surgery by providing meals and coverage. Outside of work, Skye is a volunteer firefighter and the proud owner of five cats.

A Commitment to Community and Innovation

A core pillar of Pioneer Title Agency is its unyielding dedication to the communities it serves. The company is deeply involved in local charities and consistently sponsors nonprofits that its team members believe in. This level of involvement allows employees to connect with amazing people outside of the real estate community and give back to the towns they call home.

Furthermore, Pioneer remains exceptionally trend-forward to help any Realtor® stay ahead of the curve. They proactively



tackle major industry changes, such as FinCEN regulations, rather than waiting to adapt. They also provide access to a marketing strategist, Stephanie Baldwin, and a social media guru named Bo, who help clients navigate

AI, social media trends, and complex analytics. By combining deep local roots, vast internal resources, and a genuinely caring team, Pioneer creates an environment where top agents can truly elevate their business. 📌





CLOSE FASTER. AVOID WATER ISSUES.

We fix water problems so you can close deals.

WATER ISSUES CAN:

Delay inspections. Jeopardize financing. Cost you the deal.
We solve them-FAST.



FAST TESTING. FAST SOLUTIONS.

Quick well water testing and solutions to keep your deals moving.



BUYER-FRIENDLY OPTIONS.

Pay at the close of escrow so your buyer doesn't have to.



CALL US TODAY:

928-899-7504

You Sell Homes
Faster with
Cleaner Water.

We move FAST to get your problems solved so you can get closed.

Pay at the close of escrow so the buyer doesn't have to come out of pocket to correct any issues.



BUY A FILTER, OR BE A FILTER!

We build the right system for what's in your water.

Dive into a world where water purity meets family and pet health with PureVita.

Your health, your home, your choice.

**Be Confident
In Your Water!**

www.h2oHealth.com

FALL Social

There's something special about getting a room full of top-producing REALTORS® together when there's no agenda other than having fun, making connections, and celebrating the people who make our real estate community so strong.

This fall, *Northern Arizona Real Producers* hosted an evening social at **Founding Fathers in Prescott**, bringing together featured REALTORS®, advertising partners, and members of the local real estate community for a night of drinks, charcuterie, prizes, and plenty of conversation.

The event was designed as a celebration of our past features and the incredible professionals who have been part of the magazine. With a lively bar, a spread of charcuterie, and raffle prizes throughout the evening, there was no shortage of reasons to mingle.

One of the highlights was Realtor Matchmaker, a game created specifically to encourage connection. Rather than simply standing around making small talk, guests were given a fun reason to meet someone new, learn a little about each other, and discover common ground. The result was plenty of laughs and conversations between people who may not have otherwise crossed paths.

At *Northern Arizona Real Producers*, we believe the relationships within our real estate community are just as important as the transactions happening within it. Events like this give our featured agents and partners an opportunity to connect outside the usual workday and celebrate the accomplishments that brought them into the magazine in the first place.

From the first pour at the bar to the final raffle prize, the Prescott Fall Social was a reminder that business relationships can be built in a relaxed atmosphere, and sometimes the best connections begin with a little fun.

A NIGHT OF CONNECTION IN PRESCOTT

PHOTOS BY KIMBERLY
MARSH PHOTOGRAPHY





EXPERT WE PROMISE THE MOST THOROUGH CLEANING *EVER* or your money back.

Carpet & Upholstery Cleaning

You have nothing to lose, except the dirt!

Free Estimates • Tile and Grout Cleaning • Carpet & Upholstery Cleaning
RV / Motorhome Cleaning • Emergency Flood Service • Oriental & Area Rug
Cleaning Powerful Truck Mounted Units • Teflon Fabric & Carpet Protectors •
Environmentally Friendly Products

20% DISCOUNT FOR NEW CLIENTS

Sedona (928) 282-3836
Verde Valley (928) 567-7334

Scan here to visit our website
ExpertCarpetandUpholsteryCleaning.com



Thank You

TO OUR SPONSORS

VIP INSURANCE PROFESSIONALS

We at VIP Insurance Professionals, your local insurance broker, are proud to sponsor the Real Producers Magazine Social.

One of the main reasons we chose to advertise in this magazine is because of you—top-producing real estate agents and lenders.

With over 20 years of experience working closely with professionals in your industry, we understand how critical insurance can be in getting deals to the closing table.

That's why we focus on delivering fast, accurate quotes to keep your transactions moving smoothly. As brokers, we have access to multiple carriers, allowing us to shop the best options for your clients. We also specialize in high-risk markets, including properties in the pines and areas with high fire scores.

We're honored to partner with Real Producers Magazine and look forward to continuing to support our real estate community by making insurance one less hurdle in your transactions.



LANDMARK TITLE ASSURANCE AGENCY

When it comes to title and escrow, having a partner you can trust isn't just a convenience—it's essential to keeping your transactions on track. That's why we're proud to highlight Landmark Title Assurance Agency as a featured sponsor.

With physical offices serving real estate professionals across Arizona and Nevada, plus full national capabilities for commercial title and escrow, Landmark Title goes well beyond standard closing services. They operate as a true, reliable partner for top-producing agents, brokers, lenders, and investors—whether handling local residential deals or complex commercial transactions across the country.

Real estate professionals know that when Landmark Title manages a file, clear communication, seasoned expertise, and proactive problem-solving come standard—ensuring a smooth, seamless path all the way to the closing table.

If you're looking for a title and escrow partner who genuinely invests in your success and acts as an extension of your team, connect with the Landmark Title team today at ltaag.com/locations/arizona.



DANELL RIGGS AND THE RIGGS TEAM

are known for one thing: getting deals to the finish line - without the chaos.

With over 20 years in the business, Danell has built her reputation by showing up differently. This isn't just about rates and approvals. It's about helping agents win - keeping clients confident, solving problems early, and staying in control all the way to the closing table.

Real Estate Agents who partner with The Riggs Team know they're not chasing updates or wondering what's happening behind the scenes. Communication is proactive. Expectations are clear. And when things get complicated (because they always do), there's a strategy - not a scramble.

Danell leads with a relationship-first mindset but make no mistake—she's profit-focused and performance-driven. Her role is simple: help agents look good, keep clients excited to buy, and put every file in the strongest possible position to close.

If you're looking for a lender who operates like an extension of your business not just another vendor - you'll feel the difference immediately.





Dolce Fresh MARKET & CATERING

An open house is more than a walkthrough of square footage. It is a prospective home buyer's first opportunity to picture their future life in a space. While baking cookies is a classic trick, elevating that experience with high-quality charcuterie helps potential buyers visualize hosting their own gatherings. That is where Dolce Fresh Market & Catering steps in, turning routine walkthroughs into unforgettable client experiences.

The Story Behind Dolce Fresh Market & Catering

Dolce came out of hard work, determination, and deep local roots. As third-generation entrepreneurs whose family has been in Prescott for 122 years, our love for this community comes from a long history and a genuine interest in seeing Prescott thrive. Though starting Dolce was not the original plan when leaving a corporate career, the journey took off unexpectedly. The initial goal was launching a mobile bartending service with a vintage Italian motorcycle truck. With an eight-month waitlist for the build and retirement proving too quiet, the decision was made to launch a charcuterie cart in the

interim. The reasoning was simple: wine and charcuterie are a natural pairing. Despite very few boards being built prior to taking this leap, the overwhelming community response took over, and the business grew far faster than predicted.

How REALTORS® Use Dolce's Offerings

For local REALTORS®, presentation and relationship-building are everything. Dolce Fresh Market & Catering offers spreads that deliver an elegant, easy-to-eat experience tailored specifically for open houses, broker previews, and private showings. Beyond open houses, top REALTORS® leverage Dolce across every stage of their business. Visually stunning, photo-ready grazing tables capture attention in promotional materials and social media, while styled "meet the neighbors" parties celebrate selling out a new development phase. Additionally, Dolce collaborates with local creators to provide custom branded charcuterie boards, curated welcome baskets for closing gifts, and full housewarming party catering. They even support internal team and brokerage meetings with fresh, high-end spreads.

Dolce views every collaboration as an opportunity to build an ongoing partnership rather than just hosting single events, creating a mutually beneficial relationship where both businesses shine.

Looking Ahead: Hometown Hospitality

As Dolce expands, finding a permanent brick-and-mortar home is top of mind. Recent city zoning issues impacted the planned site, sending the team back to the drawing board. Any commercial real estate agents who could assist in sourcing the perfect location in the Prescott area are encouraged to reach out!

Looking ahead over the next one to five years, the priority is deliberate, personal growth rather than expanding just for the sake of growth. The core mission remains focused on knowing customers, supporting local businesses, and being part of meaningful moments. Ultimately, Dolce aims to be known for "Hometown Hospitality"—beautiful food, great experiences, and genuine relationships that turn everyday events into lasting memories.

Around *the* TABLE

TABLE OF 15

Sometimes the most meaningful conversations happen around a small table.

This season, *Northern Arizona Real Producers* brought top-producing REALTORS® together for two intimate Table of 15 events, one in Flagstaff and one in Sedona. Designed to create a more personal setting for connection and conversation, each gathering offered a chance to step away from the everyday pace of real estate and spend time with other leaders in the industry.

With only 15 guests at each table, the format encouraged something that can be difficult to find in a busy industry: genuine conversation.

Rather than a traditional networking event, these gatherings felt more like an intimate mastermind. The conversations were thoughtful, candid, and surprisingly wide-ranging. Agents shared ideas, experiences, challenges, lessons learned, and perspectives on what is happening in their markets and businesses.

There was no pressure to make a pitch or work the room. Instead, the focus was simply on being present, learning from one another, and creating relationships that extend beyond a single event.

Both Flagstaff and Sedona brought their own unique energy to the table, but the takeaway was the same: **there is tremendous value in getting the right people in a room together.**

Here are some comments from those in attendance:

Flagstaff: Holly Zamora - Thanks again for hosting this, Jenni! I feel that our time at the round table was impactful in so many ways! I appreciated that everyone was raw and real with their experiences this year. Authentic sharing can lead to so much growth. Nobody is out here having a seamless experience, so taking the ego out of it and sharing real-life frustrations, client obstacles, and even mindset obstacles can help others feel less alone, and reminds us that we're all doing our best. Without compassion for other agents, we lack true professionalism. Sharing moments like the round table with one another reminds us to remain compassionate and grateful for the positive connections we have! I sure am grateful for all of you! Would love to do something like this again soon.



Flagstaff: Sarah Meyer - I loved the small group mastermind and your questions! It is so nice to know you're not alone in this Realtor world and the experiences we all have. I loved it!

Sedona: Leslie Yardley - Thanks so much for putting this together at Rascal. What I like the most is for all of us to

carve out a moment to be together with some heartfelt conversation.

What I came away with is the power of our resilience and our ability to pivot and navigate. We are hard on ourselves perhaps too much at times. I woke up this morning rejuvenated and grateful for the experience we had together a few days ago.

Guard Home Warranty, Karynn Wass - "I am proud to be a partner of Real Producer Northern Arizona magazine, and it was wonderful to have the opportunity to attend some small intimate gatherings with some of the top agents in Northern Arizona. Valuable to hear agent's honest feedback and perspective of how they are modifying their strategies to stay successful in changing markets. I truly appreciate the vulnerability and collaboration of such brilliant like-minded agents. Makes me feel good to know I have a product that can enhance their business and bring added value to them and their clients."





Roots in Prescott

LOCAL EXPERTISE. EXCEPTIONAL SERVICE. A TEAM YOU CAN COUNT ON.

ROC Title Agency West believes that every successful closing starts with people who care. Our Prescott team is committed to delivering **responsive title and escrow service, clear communication, and meaningful support** for our real estate partners — from the first conversation to the closing table.

OUR PROMISE Exceptional Service • Local Expertise • Trusted Partnership



JANEL MILLER
Regional Escrow VP |
Sr. Escrow Officer



MADISON RENNING
Escrow Officer



VANESSA SWAGER
Sales Executive

PRESCOTT | VERDE VALLEY | SEDONA | FLAGSTAFF
255 E SHELTON ST. SUITE C, PRESCOTT, AZ 86301

 928.223.4471  ROCTITLEAGENCYWEST.COM

Pioneer Title Agency

COMMITMENT TO SERVICE

"Our success is directly linked to our people. Our team and 'local-first' company culture are of what we are most proud"

— BOB NEWLON | FOUNDER

1570 WILLOW CREEK RD.
PRESCOTT, AZ 86301
(928) 778 - 2222

2955 N. LAKE VALLEY RD.
PRESCOTT VALLEY, AZ 86314
(928) 772 - 4800

821 W. RIORDAN RD.
FLAGSTAFF, AZ 86001
(928) 774 - 3000

923 E. GURLEY ST. STE 201
PRESCOTT, AZ 86301
(928) 778 - 6612

2445 W. STATE ROUTE 89A, STE 3
SEDONA, AZ 86336
(928) 203 - 9190

128 W. GRANT AVE. STE C.
WILLIAMS, AZ 86046
(928) 635 - 9496

300 W. 3RD ST.
WINSLOW, AZ 86047
(928) 289 - 2028

1056 VISTA AVE. UNIT A
PAGE, AZ 86040
(928) 645 - 0064

100 N. ELDEN
FLAGSTAFF, AZ 86001
(928) 779 - 0371

WWW.PTAAZ.COM



4.6 ★★★★★
Google Review Rating

TRUSTED PARTNER TRUSTED

✓ 20 YEARS OF REAL ESTATE EXPERIENCE

✓ 100% CHOOSE YOUR OWN CONTRACTOR.

✓ 97% OF CLAIMS RESOLVED SAME DAY THE CONTRACTOR CALLS.

✓ U.S. BASED CLAIM CENTER

✓ BRINGING YOU A BETTER HOME WARRANTY



KARYNN WAAS

Contact

 602-245-0689

 KWaas@guardhomewarranty.com

 www.GUARDHOMEWARRANTY.com



Makayla Chadwick

State Farm

INSURANCE MADE SIMPLE.  SERVICE MADE PERSONAL.



 (928) 237-5094

 3700 N Robert Rd Ste #1 & 2
Prescott Valley, AZ, 86314



Partner with a **trusted loan officer** with proven integrity & success!

★★★★★

"Everything went so smoothly. I kept thinking the mortgage process would get complicated or difficult but it never did. Highly recommended! Best home buying experience ever!" - **Mary T**

*Not a paid testimonial

Danell Riggs
Originating Branch Manager
NMLS420524

 928.458.0507

 danell.riggs@ccm.com

 ccm.com/danell-riggs

 **THE RIGGS TEAM**
CROSSCOUNTRY MORTGAGE®

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS1029
www.nmlsconsumeraccess.org 260_00000407



CURATING CONNECTION: How Jonelle Klein Redefines the Realtor® Experience in Sedona

PHOTOS BY GARY GLENN

When you step into the world of Northern Arizona real estate, you are instantly surrounded by breathtaking landscapes that feel like living inside a national park. For Jonelle Klein, a Real Estate Advisor with Coldwell Banker Realty, this stunning backdrop is just the beginning. Operating out of sedonarealestateexperts.com, Jonelle has spent over thirteen years in Sedona building a highly intentional business that prioritizes people, process, and character. She stands out as a true inspiration for any Realtor® wanting to elevate their craft, proving that true success lies in human connection rather than mere transaction volume.

From Silicon Valley to the Serene Red Rocks

Before relocating to Sedona, Jonelle built a highly successful career in Silicon Valley as a specialized executive recruiter. She spent her time pairing top tier CPAs and MBAs with emerging startups and established industry leaders. After moving to Arizona, she initially ran her recruitment firm virtually. However, she soon realized exactly what was missing. She longed for direct, face to face client relationships. Choosing to leave her recruiting career to build a real estate advisory practice in Sedona was her greatest obstacle and her defining pivot.

This transition allowed her to merge her advisory expertise from California with genuine, in person service. It also grounded her in the power of authenticity and intention. This shift shaped her into a Realtor® who listens deeply and treats every client's journey with the exact same care and dedication as her own.

Architecture, Art, and High Touch Service

Real estate has always been a baseline in Jonelle's life. Raised with a deep reverence for architecture, she was heavily inspired by her grandfather, who worked alongside the legendary

Frank Lloyd Wright. Because of this rich lineage, she is naturally drawn to land, art, and design. She approaches her work as both a refined design craft and a high stakes advisory service. In an industry that often demands speed, her greatest competitive advantage is the generous gift of her time and personal involvement. For Jonelle, being a Realtor® is not a transactional volume game, but rather a high touch commitment. By giving completely of her expertise and personal focus, she ensures every client feels deeply advocated for. She expertly curates properties to showcase their finest architectural qualities and gently guides buyers to the exact home that speaks to them. Furthermore, when clients feel entirely overwhelmed by major life transitions, she sits with them through every concern, providing

total peace of mind and helping them approach their next chapter with clarity rather than fear.

Overcoming Obstacles and Defining True Success

Handling high pressure situations on behalf of her clients has shaped Jonelle into a resilient and observant professional. It has taught her to anticipate friction before it occurs, communicate with absolute clarity, and always lead with empathy. She believes that true strength as an inspirational figure is demonstrated by how generously you give of yourself to elevate others. She measures her success as a Realtor® by trust and peace of mind. Success is evident when long term relationships yield referrals and clients rely on her judgment during major life transitions. Her philosophy is perfectly

captured by her favorite Aristotle quote, stating that pleasure in the job puts perfection in the work. For Jonelle, loving the process naturally produces excellence and exceptional results. The best advice she ever received encourages surrounding yourself with people who excel where you do not. This reminds her that true strength involves recognizing your own blind spots and building a strong network that complements them.

Community Stewardship and The Faces of Sedona

Beyond her daily real estate practice, Jonelle's heart belongs to the community through a personalized passion project called The Faces Of Sedona and the Verde Valley. This project serves as her dedicated way of giving back and celebrating the



incredible individuals who make the region so special. Partnering with the fabulous Sedona photographer Gary Glenn, she conducts interviews and captures portraits of local residents and business owners. Featuring their unique journeys on her website, facesofsedonaandtheverdevalley.com, Jonelle highlights who these neighbors are, showcases their local businesses, and shares the personal stories of how they came to call Sedona home. Through this initiative, she aims to weave together

the vibrant fabric of a shared community, one face at a time.

Outside of this initiative, Jonelle lives a deeply intentional lifestyle rooted in family and outdoor adventures. She takes full advantage of living in a premier day hiking destination alongside her husband Larry, a California attorney. Their three Swiss Bernese Mountain Dogs keep them active with weekly obedience training and hikes. When stepping away from work, she loves traveling, heading to the ocean, touring local museums, discovering regional art, and

enjoying exceptional food and fine wine. Jonelle also supports the Fine Art Museum of Sedona to help establish a dedicated cultural home for the region, as well as the Ronald McDonald House at Stanford and the Red Wing Horse Sanctuary. Ultimately, Jonelle wants to be remembered as a steady advisor with unwavering integrity who always put people, process, and character first.

For any Realtor® looking to build a sustainable, meaningful career, Jonelle Klein proves that true fulfillment comes from serving people through homes.

How do you plan to incorporate Jonelle's philosophy of high touch service into your own business practices? ▼

Handling high pressure situations on behalf of her clients has shaped Jonelle into a resilient and observant professional.



Real Estate’s AI Flood

Fact-Checking, Phone Calls, and the Human Edge

BY DAVID WEISS



In an era where generative AI can draft a counter-offer in seconds or construct a polished email demanding repair concessions, real estate sales agents are facing a brand-new operational hurdle: a massive surge of AI-generated correspondence.

From buyers trying to negotiate price via hyper-formal prompts to sellers, vendors, and even tenants firing off AI-crafted demands, inboxes are increasingly overflowing with algorithmically polished communication. While AI tools make drafting text effortless, they also introduce a unique layer of noise—often diluting clear communication and complicating standard deal flows.

To navigate this evolving landscape successfully, sales agents must protect their deals and their time by leaning into what AI can never replicate: deep professional expertise and genuine human connection.

Fact-Check the Fine Print: Expertise Still Wins

AI models excel at sounding authoritative, but they are notoriously prone to “hallucinations”—generating information that sounds convincing but is legally, contractually, or factually inaccurate. A buyer’s AI-generated repair request might cite non-existent building codes, or a tenant’s AI-prompted notice could completely misinterpret local lease compliance laws.

As a listing or buyer’s agent, your expertise is your greatest defense against algorithmic noise:

- **Never Assume Accuracy:** Just because an email uses sophisticated language or structured bullet points doesn’t mean the underlying facts are sound. Always cross-reference claims against actual contracts, current disclosures, and local statutes.
- **Anchor in Hyper-Local Reality:** AI lacks context. Respond with precise, factual data on neighborhood comps, specific contract clauses, or local zoning rules—nuances generic software cannot grasp.

By stepping in as the grounded authority, you keep negotiations on track and protect your clients from costly missteps caused by unverified AI claims.

Avoid the “Bot vs. Bot” Trap: Pick Up the Phone

When faced with a wall of AI-generated emails, it’s tempting to plug those messages into your own AI assistant and fire

off a generated response. But allowing one AI agent to argue with another creates a frustrating, counterproductive loop. Nuance gets lost, minor points escalate into rigid impasses, and transactions stall.

Real estate sales will always be a relationship-driven, high-emotion business. Trust is built through tone, active listening, and mutual problem-solving.

When an email thread starts reading like a clash of algorithms, step away from the keyboard and pick up the phone:

- **De-escalate Friction:** A voice conversation strips away the cold, litigious tone often injected by AI prompts, allowing parties to speak candidly.
- **Uncover the Real Priority:** Clients and buyers often use AI because they don’t know how to articulate their primary concern. Direct dialogue reveals what they actually care about.
- **Maintain Deal Momentum:** A two-minute phone call can resolve misunderstandings that might otherwise take ten back-and-forth email exchanges.

Where Property Management Fits Into the Equation

Managing property-level friction—especially when it involves complex tenant requests, vendor quotes, or post-sale owner obligations—requires the same level of hands-on oversight. In property management, we see the impact of AI correspondence every day. From tenant repair notices to vendor billing disputes, unvetted AI emails can quickly derail operations if experienced professionals don’t verify facts and pick up the phone.

For sales agents, managing these ongoing operational details while trying to grow your core sales business can consume valuable hours. Partnering with a dedicated property management team ensures your investor clients receive expert, high-touch communication after the deal closes—protecting their assets, preserving client relationships, and keeping your pipeline clear for the next sale.

AI correspondence isn’t going away, but it doesn’t have to control your deals. Recognize it as a tool people use when they want to feel prepared. Acknowledge their input, verify the facts with your market knowledge, and bridge the gap with personal, voice-to-voice outreach. By pairing sharp industry expertise with direct connection, you remain the indispensable human element in an automated market.

UNLimited
re Real Estate
Property Management • Consulting • Referrals

928-378-3638

UNLIMITEDREAZ.COM

PROPERTY MANAGEMENT IN NORTHERN ARIZONA

At UNLimitedRE we focus on property management only, no sales transactions! Ask how working with UNLimited as your **preferred property management partner** will help generate more deals for your business!



FREE

**property-specific rental analysis
for your investor clients**



PAID

**referral fees for any referrals who
sign up for property management**



LEADS

**any leads generated by the properties
you refer, we send back to you!**

CONTACT US TODAY!



928-378-3638

clientsuccess@UNLimitedreAZ.com

UNLIMITEDREAZ.COM





Better Together

How Oakley and Larissa Bechtold Built a \$100M+ Powerhouse Built on Trust, Complementary Strengths, and Family First

PHOTOS BY KIMBERLY MARSH PHOTOGRAPHY

In an industry where success often requires wearing a dozen hats at once, top agents know that true scale requires leverage. For Oakley and Larissa Bechtold, leaders of the Bechtold Real Estate Team in Prescott, Arizona, that leverage didn’t come from a massive support staff or an aggressive cold-calling strategy. It came from a shared life, a deep mutual respect, and a strategic union of complementary talents.

With more than 200 completed transactions and over \$100



million in career sales volume, Oakley and Larissa have established themselves as premier producers in Northern Arizona. But behind every major milestone is a partnership forged in authenticity, clear boundaries, and a shared mission to serve their community.



A Foundation Built on Distinct Expertise
Long before they became business partners, Oakley and Larissa were both thriving in the local real estate ecosystem. Oakley brought a decade of hands-on real estate sales expertise, skilled negotiation tactics, and an intuitive ability to guide buyers and sellers calmly through complex transitions. Larissa spent two decades navigating the banking and mortgage lending industries, serving as a Production Manager for a prominent local mortgage team.

When they joined forces in life and business, that diverse experience became their greatest competitive advantage. While Larissa maintains her mortgage license purely for knowledge and technical insight, she operates as a full-time licensed REALTOR®. She does not originate loans today. Instead, her deep financial background gives the team a distinct edge over the average agent.

“Larissa handles the ins and outs of our transactions, making sure the process is as smooth as possible for our clients,” Oakley explains. “Her 20 years in mortgage and banking means she understands contracts, financing nuances, and listing details at an incredibly deep level. She helps our clients navigate the financial side of a transaction with total confidence.”

This dual approach gives their clients a comprehensive perspective that single-agent models simply cannot match. Where Oakley leads the front line in market analysis, property strategy, and buyer and seller negotiations, Larissa brings high-level organizational precision and deep financial fluency to every contract.

Defining Lanes and Ditching the Ego
For power couples operating high-producing businesses, dividing responsibilities without stepping on each other’s toes is often the hardest hurdle. The Bechtolds solved this early on by defining clear lanes and trusting each other’s mastery.

“In the beginning, we were probably both involved in almost everything,” Larissa shares. “As the business grew, we realized that wasn’t the most efficient or healthiest way to work together. Today, our roles are much more defined. We trust each other’s judgment and don’t feel like we both need to be involved in every single decision.”

That mutual trust extends into their communication strategy. Disagreements inevitably arise in a fast-paced market, but Oakley and Larissa remain anchored in a unified goal.



“We definitely don’t agree on everything, but we’ve learned that being right isn’t nearly as important as finding the best solution,” says Oakley. “When things get stressful, we try to remember that we are on the same team.”

Protecting the Partnership Outside the Office

To sustain top-tier production without burning out, the couple actively protects their personal life. Between raising a blended family of four children, enjoying two grandsons, attending Arizona Cardinals games, and golfing, they make non-work time a priority.

“Real estate can easily become a seven-day-a-week business,” Larissa notes. “We make a conscious effort to create time when real estate isn’t the center of the conversation. Sometimes protecting your relationship doesn’t require a big elaborate date night. It can simply mean putting the phones down and remembering that you were husband and wife before you were business partners.”

For Oakley and Larissa, production numbers are simply a reflection of the trust they have earned. Their primary focus remains building lasting relationships that span generations.

“Our business has grown through trust, hard work, and treating people the way we would want our own family treated,” says Oakley. “We don’t want to simply be someone’s REALTOR® for one transaction. Success isn’t just measured in homes sold. It’s measured in the relationships we’ve built along the way.”

“

We definitely don't agree on everything, but we've learned that being right isn't nearly as important as finding the best solution.”



Together, We Can Watch Your Client's Dream Blossom into Reality!



Chad Burgueno of Fairway Home Mortgage - Loan Officer

NMLS # 255393

chad.burgueno@fairwaymc.com

(602) 410-4197 - Cell | 928-634-5490 - Office

HomeLoansByChad.com

1865 W. State Route 89A, Suite D | Sedona, AZ 86336



Copyright©2026 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. Restrictions and limitations may apply. All rights reserved. Equal Housing Opportunity. AZ License #BK-0904162.



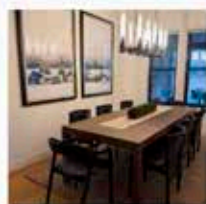
AD AFFINITY DECORATORS Beautiful Spaces Start Here.

Affinity Decorators brings your vision to life with exclusive wholesale furnishings that cost less than retail. From home to office, you'll get expert design services and exceptional value —every time!



KAYE ANDERSON

Coming alongside realtors and their clients since 2005. Hoping to be an asset to you!



AFFINITYDECORATORS.NET • AFFINITYDECORATORS@GMAIL.COM • 928-814-8525



Thankful for Every Door We Help Open.

Proud to partner with real estate professionals who make homeowners happen.

We offer an array of loan options, including:

- Conventional
- FHA
- USDA
- VA
- 2nd Home
- Investment Homes
- Reverse Mortgage
- Jumbo
- DCSR
- Manufactured Homes (Single/Multi-wide)
- Down Payment Assistance
- Bank Statement Loans

Same day Funding and Recording | In House Underwriting



Scott R. Bell

BRANCH MANAGER

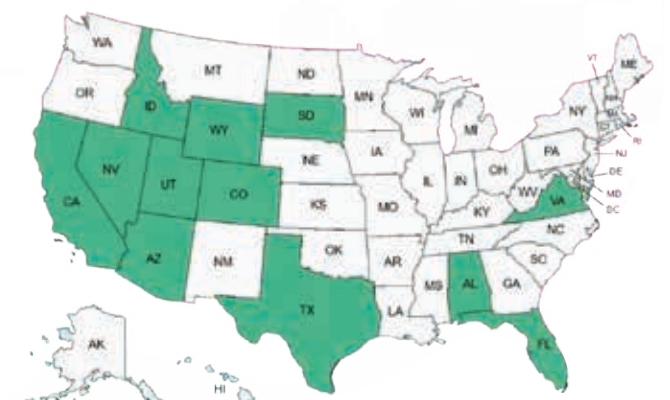
NMLS# 289786

435.272.1600 Main

435.215.4209 Direct

Scott.bell@fidelitymtg.com

scottbell.benchmark.us



At Fidelity Mortgage, we offer nationwide lending solutions designed to move your clients seamlessly from pre-approval to closing. As a loan officer, I'm licensed in the following states:

UT, AZ, CA, ID, TX, NV, VA, WY, FL, CO, AL & SD



ARK-LA-TEX FINANCIAL SERVICES, LLC DBA BENCHMARK MORTGAGE NMLS #2143 (WWW.NMILSCONSUMERACCESS.ORG) 5160 TENNYSON PKWY STE 1000, PLANO, TX 75024. 972-398-7676. (HTTPS://BENCHMARK.US) EQUAL HOUSING OPPORTUNITY.

THE VAN DYKE TEAM

WHEN YOUR NAME IS ON IT, DO IT RIGHT

PHOTOS BY KG PHOTOGRAPHY

That mindset has helped The Van Dyke Team, now proudly affiliated with Real Broker, build a business driven almost entirely by referrals, with more than 317 transactions completed and \$186 million in sales.

But ask Ty and Lindsay about their success, and they aren't quick to talk about production numbers. They talk about reputation.

Two Agents. Two Strengths. One Brand.

Ty and Lindsay have built their partnership around a division of strengths that many successful REALTOR® teams strive to achieve.

Ty is the relationship builder. A Flagstaff native with deep roots in the community, he thrives on networking, meeting clients, showing homes and getting in the car to introduce buyers to the city he has called home for nearly five decades.

For Ty and Lindsay Van Dyke, real estate is a family business in every sense of the word. Their three sons have helped rake pine needles, shovel snow, paint fences and even move an entire home before a listing hit the market. Their philosophy is simple: if your name is on it, make it the best product you can put out there.

Lindsay is the detail-driven force behind the scenes. After spending more than 10 years in the corporate world with USAA, she brought a highly organized, process-oriented approach to the business. She manages timelines, paperwork, contracts and transaction details while also overseeing the team's social media presence.

The result is a partnership where each person can focus on what they do best.

And for their clients, it means two agents are genuinely involved rather than simply having two names on a team.

The “Whatever It Takes” Philosophy The Van Dykes aren't afraid to get their hands dirty or spend money to solve a problem.

They reinvest more than \$50,000 annually

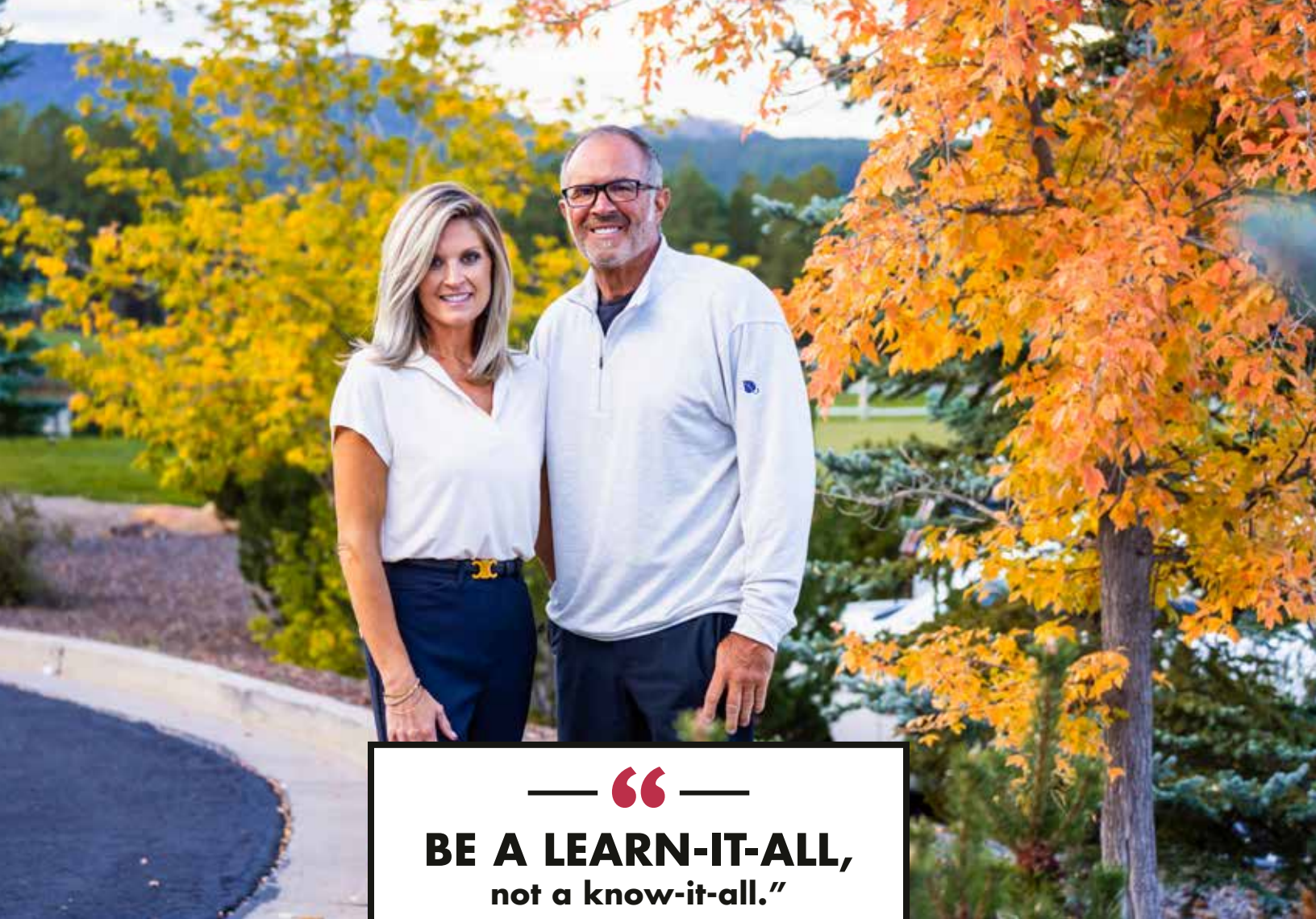
directly into their clients' transactions, whether that means purchasing a home warranty, helping cover a trade service when an issue arises or providing a credit to bridge a closing gap.

“We think outside of the box,” Ty says. “We take a lot of enjoyment in thinking creatively during roadblocks that come up in a transaction and figuring out how to get it past the finish line.”

That attitude was developed long before Ty entered real estate.

After graduating from NAU, Ty built three Pit Stop Lube and Oil locations from the ground up. Running multiple businesses taught him how to manage people, satisfy customers and, perhaps most importantly, recognize when growth creates complexity that can hurt the customer experience.





— “ —
**BE A LEARN-IT-ALL,
not a know-it-all.”**

In 2014, he sold the business and entered real estate. Three years later, Lindsay joined him, and The Van Dyke Team was born.

Flagstaff Is More Than a Market

For Ty, selling Flagstaff isn't simply business.

His family moved to Flagstaff when he was a child, and he has spent nearly his entire life watching the community evolve. Today, he gets genuine enjoyment from showing buyers around town and sharing the lifestyle that made him stay.

Four seasons. The outdoors. Easy access to Sedona, the Grand Canyon and Phoenix. And a community where Ty has spent decades building relationships.

“I take a huge amount of pride in showing this wonderful city off to potential buyers,” he says.

That local knowledge is one of the team's greatest assets and something that can't be replicated by simply studying market statistics.

For buyers discovering Flagstaff for the first time, Ty isn't just opening the door to a house. He's showing them the neighborhoods,

lifestyle and experiences that make the city special. That personal connection is part of what has allowed the team to turn clients into long-term relationships and referrals.

Built on Something Bigger Than Real Estate

The Van Dyke Team's business is ultimately an extension of the way they live.

Ty and Lindsay are raising three boys and have built their family around baseball, golf, hunting, the outdoors and competition. Ty has coached his sons and sees real estate as another opportunity to teach the same lessons he learned

growing up: work hard, be honest and do things right the first time.

Their family-first philosophy also shows up in the way they approach their business. They aren't interested in simply building the biggest team or chasing growth for growth's sake. They want to maintain the personal service and reputation that got them here.

His favorite piece of advice is equally simple: “Be a learn-it-all, not a know-it-all.”

After decades in business, Ty understands that success isn't about having



all the answers. It's about continuing to learn, staying humble and giving people your best.

That perspective is especially relevant in real estate, where markets change, technology evolves and every transaction brings a new challenge.

For a team that has built its business almost entirely through referrals, the formula remains remarkably straightforward: work

hard, communicate clearly, solve problems and take care of people.

For Ty and Lindsay, the Van Dyke name is more than a brand. It represents decades of community involvement, family values and a commitment to doing things the right way.

Because when your name is the brand, every transaction matters, and The Van Dyke Team intends to make every one count. ▀



PRECISION IN EVERY INSPECTION. PEACE OF MIND IN EVERY HOME.
Northern Arizona's Most Recognized Home Inspection Company!

- Residential and Commercial Building Inspections
- Termite Reports
- Sewer Scopes
- Air Quality/Mold Tests
- Radon Tests
- Well Inspections w/ Flow Test
- Water Potability Sampling
- HUD Foundation Engineering Certifications



SILVER HAMMER
INSPECTIONS



Pricing Guide



Contact Card

📞 928.254.0024 ✉ info@silverhammerinspections.com

House Cleaning

& Vacation Rental Management

928-800-1703

Optimize
CLEANING SERVICES

HOMETOWN
HOSTS

Our Services Include:

- Residential House Cleanings
- Real Estate Cleanings
- Construction Cleanings
- Airbnb/VRBO Cleanings
- Hands on Hosting & Co-Hosting Services

Service Areas:

- Prescott, Prescott Valley, Chino Valley, Groom Creek, and Williamson Valley, AZ

Licensed & Insured



Cleaning:
www.optimizecleaning.com

Hosting:
www.hometown-hosts.com

Electricity isn't
just a necessity,
It's a Statement!



PHOTO CREDIT: JENN LUECK PHOTO



High Valley Electric is providing
Arizona with 20+ years of experience
in quality electrical work.

You Handle The Turkey.
We'll Handle The Title.

From complicated title issues to getting your transaction
across the finish line, **our experienced team is here to help.**
Because you have enough on your plate.

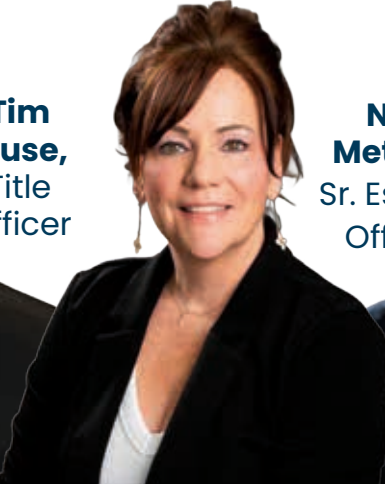
 **TitleServices**
of the Valley Agency

600 W Gurley St. Suite 200
Prescott, AZ 86305
(928) 605-4002 • TSVAZ.com

Give us a call today!



Tim
Muse,
Title
Officer



Niki
Metzler,
Sr. Escrow
Officer



Kevin
Endres,
Sales



YOU CLOSE DEALS.
We keep you looking & feeling
UNSTOPPABLE

Aboost Wellness & Aesthetics offers advanced wellness and aesthetic treatments, including IV hydration, weight loss injections, Botox, fillers, laser treatments, tattoo removal, and XERF skin tightening.

Enhance your confidence with tightened skin and laser hair removal.

ABOOST

WELLNESS | IV HYDRATION | AESTHETICS

928-713-6150 • AboostWellness.net • aboostiv@gmail.com

 #jessDaesthetics

Exclusive Realtor Perk:
10% off all IV infusions.

WE SPECIALIZE IN: Estate Planning | Asset Protection | Deed Work

WE HELP PEOPLE PROTECT THEIR ASSETS & PRESERVE WEALTH

At Evergreen Law LLC, you will find an unparalleled experience, rooted in trust. We offer exceptional estate planning and asset protection services, personalized to your specific needs.



 **EVERGREEN LAW**
LLC

928.227.1111
EvergreenLawAZ.com
102 W. Gurley St, Suite 205
Prescott, AZ

SCAN HERE TO LEARN MORE!