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TABLE OF CONTENTS



05

Meet The
East Valley
Real
Producers
Team



08

Preferred
Partners



12

Partner
Spotlight:
Stacy Neal



16

Feature
Agent:
Becky and
John Kolb



22

Coaching
Corner:
The Victim
Stance is
a Powerful
One



26

Real Story:
Darlin
Gutteridge



28

On the
Rise:
Heather
Mahmood



33

Question
of the
Month



34

Book
Review



37

Pamela's
Monthly
Update



38

Calendar
of Events



42

Top 300
East Valley

MEET THE EAST VALLEY REAL PRODUCERS TEAM



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▶▶ partner spotlight
By Jacob Cabezudo

Wallick and Volk STACY NEAL

HIGH TECH-HIGH TRUST



Left: The Neal Family

Top Right: Stacy with her family exploring Arizona together.

Bottom Right: Stacy Neal with Michael Groff, Jim Volk, Brian Rogerson on a President's Club trip.

At Wallick and Volk Mortgage in Mesa, Stacy Neal, branch manager, is focused on bringing clients the latest technology and the most trust throughout their mortgage transaction. Wallick and Volk was founded in 1932, in Cheyenne, Wyoming, and Stacy is one of the brightest stars of this longtime source for mortgage services.

Before becoming a lender, Stacy worked for 16 years for a non-profit that helped first-time homebuyers, educating them on buying a home and counseling them on their credit. She was recruited at Wallick and Volk by Brian Rogerson, now the president of the company. Stacy has since climbed the ladder to become the Mesa branch manager.

What makes Wallick and Volk different from other mortgage lenders is their emphasis on technology. Although they have been around for a long time, that hasn't stopped them from implementing the latest tools to help facilitate a transaction. They utilize an online application called Simple Mortgage, that makes it easy

to access paperless documents anywhere and makes the entire mortgage process run that much smoother.

"High tech, high trust," is a mantra that Stacy stands by for Wallick and Volk. "We truly believe in having a loan officer that you can trust—not just for one transaction, but for life."

The Wallick and Volk Mesa branch has 14 loan officers and assistants. Everything the company does is in-house, from processing to underwriting. Everyone at the branch is based locally as well, and able to help clients and agents at the drop of a hat.

"One thing that is super important to me and my loan officers right now is coaching our real estate partners," Stacy said. "Not just being a lender partner for the client and the buyer but being really involved in our REALTOR® partners' businesses and helping them grow." Wallick and Volk Mesa doesn't do this by just buying a bunch of Zillow leads. They operate by expanding the idea of a referral-based business from their own company to agents' businesses.

Consistently engaging with clients is a habit that real estate agents and other companies should take up to boost productivity throughout the holidays, according to Stacy. Popping by and connecting online often is very important, especially since clients and prospects will be bombarded by many brands and services in the upcoming months.

She also advises using a key feature on Facebook that can send custom-targeted advertisements to your contacts. This includes uploading an excel spreadsheet of all your clients and their email addresses and crafting an ad that appeals to a segment of your sphere. This will do wonders with your ad engagement and lead generation. You will find that Stacy has many more tips like these for top producers.

As a whole, Wallick and Volk is a family. They are not a giant conglomerate where everyone is represented by a number. Across the company, managers, officers and assistants know each other by name, feeding into its family-oriented service approach to business. When working with Wallick and Volk, you're not just a number—you're family.

"I'm not in it for the paycheck. I'm in it because I genuinely love people," Stacy said. "How do I make their lives better? How can I bring wealth to their life through homeownership? It's no ordinary experience. I really care!"

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Becky and John KOLB



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► feature agent
By Jacob Cabezudo



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“ We don’t seem to be very good at doing things halfway, ”

John Kolb said of how he and his wife, Becky, run their business. Ten years ago, as business owners moving to Arizona to retire, Becky and John got their real estate licenses and planned to sell real estate part-time and play golf. However, they soon discovered that to be a good real estate agent required a full-time commitment. Ever since becoming full-time agents, the Kolbs with their all-out approach have reached the top of the East Valley real estate industry and are in the top 1% of 160,000 Keller Williams agents nationwide.

Formerly from Colorado Springs, the Kolbs owned a franchise and grew it to the 10th largest in the country. After selling the business, they had their sights set on semi-retirement in Sun Lakes where they had visited family in previous years. “It did not

turn out that way,” Becky said. “It was really important that we commit to our real estate business, and that’s what we did.”

In their first full year in the business in 2011, they did \$5 million in volume, and the next year, they grew to \$7 million, then \$10 million. They dove deep into marketing, building their sphere in Sun Lakes, and getting involved in the community. As the business grew, so did the need for administration and buyers’ agents and they began building a team known as The Kolb Team.

It was not easy in the beginning, as Becky and John knew absolutely no one in Arizona. “Our broker at the time was holding training meetings for new agents,” John remembered, “and he said the first

...



Photo credit
Margareth Jaeger

The Kolb Team; Trish, Carey, Helen, John, Anne, Becky and Lynette.



“John and Becky know that they would not be as successful without a dynamic and supportive team of talented people. As a team, they are looking forward to celebrating what is going to be their best year yet. “We could not do this business without the team that we have.” Giving it everything they’ve got, The Kolb Team has built something that will last longer than their lifetimes.”

thing you do is go out and contact your local circle of influence. We didn’t have one.” It did not take long for them to get entrenched in the community. Through volunteering and joining different organizations and clubs, their sphere grew to five times larger than any group of contacts they had in the other states in which they had lived.

Today, The Kolb Team is comprised of four salespeople and two admin, including John’s son Carey and his wife Trish who are licensed sales agents. They relocated in 2017 to join the family business and will continue the Kolb Team legacy when John and Becky eventually retire. Lynette Messick, licensed since 2002, is a sales agent. Anne Annis and Helen Edie round out the team as licensed assistants handling all of the administration and transaction management. In 2018, the team racked up an outstanding \$30.9 million in volume, and in 2019, they are already at \$37 million with a couple months to go.

All agents face challenges and obstacles along their journey to the top of the totem pole in the industry. The Kolbs don’t see them as obstacles, though. They see them as opportunities. Becky says, “It is critical in today’s market to be able to demonstrate how we differ from competitors.” Although their top competitor likes to say they have sold more homes, they are ahead of them in 2019 and those tables have turned.

Even when there are other agents with more experience, the Kolbs know just how to flip that “obstacle” into an opportunity. “When I had eye problems,” Becky recalled, “I found the ophthalmologist that had the most experience and I went with him. Two years later, I was still having the same problem. So, I researched someone who did not have the most years’ experience, but still had a great reputation. And what I found out was that the first doctor was stuck in the old ways of doing things. The new doctor had the latest equipment and technology

“Show up to work every day. Because when you’re brand new, you think if you don’t have any appointments today you can run errands or lie low. That’s doing nothing to help grow your business.”

and fixed my problem. I say that we’re like that newer doctor because we’re doing all of the traditional marketing AND social media and online strategies where 90 percent of the buyers are coming from.”

Living and serving a community that houses predominantly older couples, Becky and John take pride in the network they have created where they can help in any way. They have encountered situations where a spouse passed away or they were a caregiver and didn’t know how to begin the overwhelming process of selling their home. The Kolb Team has a network of partners to help their clients in these situations. John says, “We hold seminars in the community about the selling process as well as other topics related to seniors and we get a great turnout because people realize we are about more than just selling. We are passionate about people and helping them with the entire process.”

Becky and John have four boys between them and 14 grandkids who joke that they party more than the kids do. The prototypical social butterflies, the Kolbs like having get-togethers with their closest friends; many of whom are past and current clients. When they’re not socializing or selling homes, they love traveling and playing some golf.

As for advice for aspiring top producers, the Kolbs keep it simple. “Show up to work every day. Because when you’re brand new, you think if you don’t have any appointments today you can run errands or lie low. That’s doing nothing to help grow your business.” 70 percent of people who get their real estate license never do a single deal, and a big reason why is that they’re not showing up for work.

Part of going to work is also getting involved in committees or organizations and putting yourself in front of people. That should be a big focus for anyone new in the industry, since Becky and John have hung their hat on their community involvement since coming to Arizona. And they are big believers in giving back to the communities that support them. As part of their community service, they sponsor shred-a-thons and seminars, and volunteer with the homeowner association.

John and Becky know that they would not be as successful without a dynamic and supportive team of talented people. As a team, they are looking forward to celebrating what is going to be their best year yet. “We could not do this business without the team that we have.” Giving it everything they’ve got, The Kolb Team has built something that will last longer than their lifetimes.



John, Becky, Trish and Carey Kolb in Paris.



John and Becky in front of the Matterhorn in Zermatt, Switzerland.

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THE VICTIM STANCE IS A POWERFUL ONE

The idea of, “It’s not when you fail or how you fail, it’s a matter of how quickly you get back up,” has been shared from the likes of Tony Robbins to Mark Hutchins, My Home Group, to Michael Gallagher, Toro Insurance Group. Implementing this simple statement into your everyday life will lead you to almost guaranteed success. Recognizing that you are never a victim will launch you to the greatest freedom you could ever imagine.

No matter who you are, every one of us has experienced hardships, bad experiences, bad relationships and injustices; some of us on a deeper level than others. Then why is it that when faced with life’s difficulties, they leave some of us bitter, unhappy and feeling victimized, while others grow from the experiences to be stronger, wiser and even kinder?

coaching corner

By Heidi Zebro

Some small things can become big things when we feel like the world is against us. Couldn’t get your car to start this morning? Your entire day could be ruined. How about a friend not returning a call, or spilling coffee on your pants, or your spouse or significant other not noticing the extra effort you put into making a special dinner? Well, you get the idea. These things can leave us feeling rejected, unappreciated, even abused.

Big things are even more difficult to navigate through; getting passed over for a promotion, a loan not repaid from a friend or family member, having money stolen from you, facing a serious illness, an unfaithful spouse ... the list is endless.

It is common when experiencing life’s challenges to blame others, and in many scenarios, it actually is someone else’s fault. But to be the best you, the happiest you, seek what you can do about the situation. We have no control over what others do, but we have 100% control on how we react to it. Once you start practicing the simple task of not blaming others and seeking what you can do, you will immediately feel empowered.

A great example of this is in sports. In almost every game there will be a bad call—a game play that a referee simply blew. What’s interesting, is you rarely see this affect the player. Yes, there may be an initial reaction, but then the player gets right back in the game. The best players and team leaders will actually play better because of it.

Let’s do that in our business—heck, in our personal lives too.

How do we do it? In Cylon George’s published article, *10 Ways to Stop Feeling Like a Victim Once and for All*, he lists examples of this. I am going to share with you this list, but I encourage you to find the article and read how Cylon goes into examples for every line item.

1. Stop blaming others
2. Be compassionate to yourself
3. Practice gratitude
4. Resist self-sabotage (and I add, recognize self-sabotage)
5. Perform acts of kindness to others
6. Forgive and let go
7. Build self-confidence
8. Find the source of your learned helplessness
9. Shift your mentality from that of a victim to survivor
10. Challenge your perceptions of reality

DA Southern said, “The victim stance is a powerful one. The victim is always morally right, neither responsible or accountable and forever entitled to sympathy.” Boy, it certainly would be very hard to thrive, if not impossible, if we lived in this victim mentality.

On a personal note, not being a victim is completely selfish for me. I am just as much of a control freak as the next person, but more important than having control, I want to be happy and enjoy as much of life as I can. Don’t get me wrong, when I feel that someone has done wrong to me, it angers me and hurts me. I will discuss it with them. Often, I do not change their opinion, and that is okay. But I want to be strong, honest and hard-working. I cannot be those things if I am a victim.

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Though Real Estate agents are still in “sales”, the age of slick hair and slick shoe sales is over. And this is for the good. The cause has several factors, but amount of knowledge the client has (thank you internet!), and past abuse from past predatory salespeople are the leading causes.

So, how do you become one that sells without being “selly”? Though most of the “tricks” in sales still work, it is not really about the sale. Don’t sell them, help them. You should be a facilitator and coach.

Your clients already want to sell and buy a home. And, when someone feels “sold to” they can resent you. Instead, keep the clients focused, show options, and help them with there goals.

What I see in the field and talking to top agents is that they are typically good listeners to the parts that matter on helping them find a home. They also know the questions to ask to help find the right fit for them.

Realtors that create value are the ones used and referred. Be the “go to” person for not just real estate, but anything home related. This is a part of being a trusted advisor. To do this properly, go in with each client with their goals and direction in mind, not yours. It may be difficult to turn off sometimes, and doesn’t mean don’t give your opinion, but people will since if you are guiding them to your goals, and not theirs.

Now, don’t confuse personal interactions with stopping to build your database. There is a very important place for door knocking, calling expired and FSBOs, etc. And those should have a script.

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Darlin Gutteridge

Darlin Gutteridge with RE/MAX Fine Properties stands out above the crowd due to her hard work, sincerity, generosity, and kindness. She's been a REALTOR® for 25 years. Before launching her career as an agent, she was a real estate assistant.

If, as Ralph Waldo Emerson said, "Sincerity is the highest compliment you can pay," then Darlin's sincerity toward her clients adds astronomical value to all of her transactions and relationships. When we asked Darlin what her focus is, this is what she told us. "My focus is showing people that I'm sincere when I help them. I think so many people are focused on closing the deal that they may not necessarily do what's right in the long run for the client. I believe you have to show your clients that you really want to do what's right for them and that you're sincere about it. Sometimes that means having a tough conversation and that may mean turning away a listing or walking away from a deal which is not in their best interest in the long run. Selling, in its most exquisite form, is not about taking or persuading. It's about giving.

I think if people know that you're sincere and that you actually do care, they're going to like you. They're going to want to work with you and they're going to want to refer people to you. Whatever your business is, whatever you're selling or whatever service you have, if people feel you're genuine instead of fake, they're going to want to work with you. We all remember the way we're treated no matter the outcome.

I try to make it a habit of every week sending out a handwritten notecard to five to seven people. For example, I just had a client who posted on Facebook that their dog died. Well, I'm a dog person and I've sold them a couple of houses, so I sent them a very nice heartfelt handwritten card. I just said, 'I'm sorry for your loss. She was a great dog.' And they sent me a text thanking me a couple of days later.



I think some REALTORS® lose sight of what really matters. They're looking at the numbers, but all those numbers are *because* of people, they are not people. It is incredibly frustrating for me when I feel that our profession is not being properly represented by those who are only driven by the numbers. Our profession is much more than that. I strive to make sure my clients know I don't look at them as just another transaction. I look at them as a person and I truly care."

On top of her genuine spirit, Darlin shows generosity and kindness by supporting various organizations. "My husband and I decided many, many years ago that we wanted to make a difference. Initially we had more time than money, so we volunteered. Now we are able to find a better balance. Being hands on with the organizations we support is tremendously rewarding. I think that if you're successful, you should give back whether it's with your time or money. It's good karma. By contributing both, hopefully it's even better karma!

Some of the organizations we choose to support include Lost Our Home, Fisher House, and the Phoenix Children's Hospital (PCH). Jody Polanski, who is one of my good friends, left her career as a successful mortgage lender to start Lost Our Home Pet Rescue in 2008 in response to the housing crisis. As we recall, the crisis left families displaced and thousands of pets abandoned. Lost Our Home provides temporary pet care for owners who are unable to care for them, pet food for financially struggling individuals, a shelter for abandoned pets, and discounted pet boarding for low-income individuals. They also have an amazing partnership



Darlin and her husband on vacation.

with the Sojourner Center in Phoenix that is a large domestic violence shelter. I've learned that in many cases, women do not want to leave their pet to escape an abusive relationship because of what their significant other might do to their pet. Lost Our Home manages a Pet Companion Shelter on the Sojourner campus so that women escaping domestic violence can heal while keeping their pets. You can learn more about how to support Lost Our Home at www.lostourhome.org.

Fisher House is an organization based in the Washington D.C. area that helps military families and veterans. My husband was in the Army and learned about Fisher House while his brother, who also served, was receiving treatment at Walter Reed Army Medical Center. The Fisher House is a place where veterans can go for therapies and their families can stay there while the veteran recovers, which can take months or years. The Fisher Houses are throughout the country, much like Ronald McDonald houses are. You can learn more about Fisher House at www.fisherhouse.org. We can't do enough to thank those who have sacrificed and served, especially those who were injured, and Fisher House allows us to show our gratitude.

The Phoenix Children's Hospital, in short, saved my sons' life. In 2015 when my son was 14 years old, he went into full liver failure and was listed for a liver transplant. As any parent knows, it was a very scary time in our lives. The amazing doctors and staff there were able to find the right medications to help his liver heal, and thankfully, he was removed from the transplant list. We continue to receive phenomenal care as part of his healing journey from the folks at PCH. While we do not know what caused the episode, it appears he will not have any lasting effects on his health.

Every Christmas our office decorates a Christmas tree at PCH. When the tree is removed, all the items get donated to the hospital. We put things on the tree that can be used by the patients after Christmas. Last year the theme of the tree was nighttime, and we decorated the tree with pajamas, slippers and books. We also do a drive once a year for their food pantry or other gifts.

We donate funds from every transaction to these three organizations throughout the year, and at the end of the year we look at how much business we've done and donate additional amounts. These are three organizations we have personal ties to



Christmas tree for Phoenix Children's Hospital.



The teddy bears collected for PCH.

and that we feel utilize the resources they are given wisely.

In preparing for this article, I thought of how intertwined the organizations we care about are woven into the fabric of what I do in real estate. We have only adopted our dogs and that ties into the work Jody does at Lost Our Home. Fisher House is a part of helping those displaced, again much like the mission of Lost Our Home and Phoenix Children's Hospital for an especially difficult month in the summer of 2015 was our home. PCH will always feel like home to my family.

I'm good at what I do, but I don't want to be known for being a good REALTOR®. I would rather be known for being a great person and a great wife and mom."

HEATHER MAHMOOD-CORLEY



Photo Credit Cindi Hardy

on the rise By Sarah Wind

Heather Mahmood-Corley is one of the most caring and hardworking REALTORS® you'll ever meet, and her tremendous success in the last two years of her real estate career in Arizona is the fruit of those qualities. Prior to doing real estate in Arizona she was an orthopedic nurse specializing in spines for twelve years in Washington State. She decided she needed a new challenge, so she became a REALTOR® in Washington for two and a half years before moving to Arizona. Her nurturing attitude and personal care for her patients carried over into the way she treats her real estate clients.

"The best advice I learned in my nursing career was to treat everyone like you want to be treated. I didn't treat my patients as if they were a number, but like they were a real person. Now I treat my clients as if they were my grandmother, mom and dad, or my sister or brother. It's not a transaction to me. I get to know who my clients are and everything about their families.

I tell them whether it takes one showing or a hundred showings for them to find the house that suits their needs, that is okay. It's not like they are buying a pair of shoes at Nordstrom that they can return. It's a huge purchase.

As I get to know my clients, they often refer me to their friends and family, so the time I invest in them is time well spent. The way I intentionally invest is by checking in about once a month after we close the transaction, and if I'm in their neighborhood I'll try to stop by their house and say hello every couple of months. I ask them how they like their new house and tell them to let me know if there are any problems, like with the home warranty, that I can help them with.

Another simple way I keep in touch with my clients is through social media. I become Facebook friends with them so I can see what's going on in their lives. It's nice to find out what we have in common,



Adam and Heather on their boat, Lake Washington, Seattle.



Going to one of her favorite Rodeos, Prescott Rodeo.

too. That can happen by going out for coffee or dinner or just being intentional to communicate throughout the time their home is in escrow. I also hold a client appreciation event for all my clients once a year. It is usually like a happy hour. I get a lot of good feedback from those events."

When we asked Heather to name one thing that has gotten her out of her comfort zone the most, she said, "Going to networking events by myself. When I moved to Arizona, I forced myself to go to events hosted by YPN as well as other networking

...

and volunteering events. Even though I have an outgoing personality, it can be scary going to venues where I don't know anyone and could possibly face rejection, but I forced myself to do it. Doing that definitely made a difference and I have met a lot of people that way."

As far as what she does to grow her skills and knowledge, she said, "Lately I've been going to events hosted by title companies and lenders to learn more about the 55+ market because I've had a lot of clients in that age bracket recently. I also like to attend events to learn more about the real estate climate in general in our market, so I can share those things with my clients. I try to regularly read about current events in this area, like what's happening regarding new businesses, to understand how these things affect the real estate market. For example, a lot of IT companies are moving to this area because the cost of living is less. Many of my clients are from out of state and choose to move to Phoenix because of all it has to offer regarding work/life balance as well as lower taxes and home prices."

Her biggest challenge actually involves preconceived ideas about how competent she is by other agents. "Many agents don't understand what Redfin is and why I would choose to work for them on a salary and not on commission. They think that agents that work for Redfin are new to the industry, but that is not true. It is a difficult process to be hired at Redfin and agents need to go through about six interviews. The truth is I am an agent like everyone else and I work just as hard for my clients as you do for yours. I get up at 4:00 am to start my day. My phone starts ringing at 7:00 am and sometimes it doesn't stop until 10:00 pm."

As far as Heather's professional aspirations, she would like to double her transactions next year as well as move up in her company, Redfin, to become a team manager.

Her business savvy advice for first-time REALTORS® is to be themselves and find a mentor. "I highly recommend finding a mentor who has your



Family dinner with Heather's Dad, Dennis, Mom, Penny, husband Adam, brother Shane and daughter Kaci.

same values and does business how you would like to also. Be yourself and find your niche. Don't worry about being judged by people because you don't fit the mold of what they think a good agent is. I have found that if you are genuine, people appreciate that, and everything falls into place. If you try too hard to be someone that you are not, people will see through that and won't want to work with you."

When we asked Heather what her perfect weekend would look like, this is what she told us. "A perfect weekend for me is to spend time with my family and friends, take a spin class on my Peloton, and try not to do anything real estate-related for one day. It is hard to take time off and not feel a little guilty."

Heather has a 19-month-old daughter named Kaci, who is the light of her life. "Being a working mom makes it extra difficult to maintain a good work/life balance. It takes family and friends who are supportive of career goals. I could not have done the sales volume I did if it wasn't for my husband, Mary Beth at day care, my mom, and my cousins Amy, Sophia, and Tessa!"



"I highly recommend finding a mentor who has your same values and does business how you would like to also. Be yourself and find your niche. Don't worry about being judged by people because you don't fit the mold of what they think a good agent is. I have found that if you are genuine, people appreciate that, and everything falls into place. If you try too hard to be someone that you are not, people will see through that and won't want to work with you."



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►► question of the month

What are your favorite Phoenix area holiday activities?



CARI GILLILLAND, KW INTEGRITY FIRST REALTY
My favorite thing to do is to grab some hot chocolate and go look at Christmas lights. We like to go to Cherry Lane near Alma School/Extension, the loop of lights in San Tan Valley and Christmas on Comstock in Gilbert.



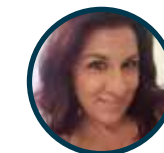
KRISTIN GRAGG, KW INTEGRITY FIRST REALTY
I love Schnepf Farms to get me in the holiday spirit!



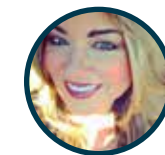
DARLIN GUTTERIDGE, RE/MAX FINE PROPERTIES
I love going to all the holiday markets like Highland Vintage Market in Chandler. I get some great decorating ideas and often something new that I need. I also enjoy driving around at night and looking at Christmas lights and decorations.



RJ MITCHELL, CONWAY REAL ESTATE
One of my favorite places to go is San Tan Village Mall. All of the storefronts are decorated with holiday cheer, and people are out in high spirits purchasing gifts. They even have Santa Claus! It is a great way to immerse yourself in the Christmas spirit.



CRISTINA PUMA, KELLER WILLIAMS REALTY
Zoo lights at the Phoenix Zoo, McCormick-Stillman Railroad Park in Scottsdale and Vertuccio Farms in Mesa. They all have fun stuff for the harvest and Christmas season.



TIFFANY HERRMANN, REVELATION REAL ESTATE
As the holidays are approaching and you are contemplating some fun experiences, I encourage you to check out the World of Illumination—the largest animated light show with 1.7 million lights. My family and I adventured through this show last year and found it to be an entertaining holiday experience. As we arrived at Tempe Diablo Stadium where the event was held, we were able to purchase hot cocoa and snacks. We tuned in our car radio to the holiday music and proceeded to the light show. The ride twisted and turned through a beautiful light show with joyful, uplifting holiday music. It was a wonderful time to share with family, making memories. Hope you each will have a great time with your loved ones this holiday.



STACIA EHLEN, RE/MAX Alliance Group
We love taking our kids to the Fairmont Princess for their holiday festivities! We always stay overnight, and have a blast on the ice slide, carousel, and train. The resort looks amazing when decorated for the holidays!



CATHY ABRAMSON, VISIONARY PROPERTIES REALTY
Thanksgiving weekend in Bisbee. Enjoying the Historic Bisbee Home Tour. Lots of things to do!

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REAL ESTATE BEST BUDDY

By **Scott Warga**

By Sharon Lechter and Greg Reid

With that statement in mind I have two things to say, number one get this book and read it, my 8 seconds are up. Number two if you want to learn how to train your mind and/or you enjoy anything written by Napoleon Hill you will love this book. Some of the topics are revisited from Napoleon Hill's works however there is never before published content from Napoleon Hill, as well more modern-day examples.

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▶▶ pamela's monthly update

By Pam Frestedt CEO of Sevrar

SEVRAR Update

NOVEMBER

As we enter into November, we hope that you all take the time to attend the Economic Update from NAR Chief Economist Lawrence Yun on November 4, 2019 from 11:00 am to Noon at SEVRAR. His insights and information will help you plan and project for 2020. Dr. Lawrence Yun will cover the following, with a special emphasis on the East Valley:

- Recent developments in the housing market (national and local)
- The direction of home prices in the next 12 to 24 months
- Comparisons with past housing cycles
- Economic backdrop
- Forecast of economy and housing market

Lawrence Yun is Chief Economist and Senior Vice President of Research at the NATIONAL ASSOCIATION OF REALTORS®. He oversees and is responsible for a wide range of research activity for the association including NAR's Existing Home Sales statistics, Affordability Index, and Home Buyers and Sellers Profile Report. He regularly provides commentary on real estate market trends for its 1.3 million REALTOR® members. Later that day, we have National Speaker Matt Jones at SEVRAR for another free event from 1:30 pm to 2:30 pm. Matt Jones is a world-class professional keynote speaker and author. He is committed to motivating audiences and delivering strategies to help the organization thrive amid adversity and excel to new heights of performance. Matt's story has been featured in both international magazine and TV shows. Matt's keynotes are based of his inspiring life experiences of overcoming cancer three times when doctors did not think he would live, surviving a bone marrow transplant, relearning how to walk, and completing seven marathons on seven continents. Using his experience of overcoming insurmountable odds, Matt incorporates psychology tools from the field of Positive Psychology to motivate individuals and organizations to achieve greater victory. Set aside a few hours on November 4 to enhance your business for years to come. SEVRAR members can attend for free by registering at SEVRAR.com.

WHAT DO YOU KNOW...ABOUT NEW BUILDS? Are New Builds competing with your listings? Join us for our semi-annual tour with a 45 minute pre-training and learn the ins and outs of selling new builds, communicating the product, what makes each builder different, and growing your business through new builds. Enjoy a tour of three premier builders in Eastmark in Mesa. On November 6, 2019 we are presenting the New Build Tour from 8:00 am to 2:00 pm at SEVRAR with bus service to the builders' sites.

Later that day, we have a Networking Happy Hour sponsored by our Affiliate Committee. This is completely free to our REALTOR® members. The proceeds from this event are used to fund the annual SEVRAR Scholarships for High School Seniors attending college.

We are looking for our 2020 Leadership Program Class. This is a 12-week program that includes leadership training, meetings with the Real Estate Commissioner and the CEO of ARMLS as well as a community outreach project. Each year 12-15 members are selected to participate. If you want to learn more, please call me at (480) 477-5883 and we can discuss how it can change not only your business but your career.

As we plan for 2020, we want to remind all of our members of the NAR requirement to complete your biennial Code of Ethics training due December 31, 2020. As a SEVRAR member, you can attend these classes at no charge, since they are included in your membership. If you haven't attended a class at SEVRAR, I invite you to come experience great education in a modern atmosphere that is SEVRAR.

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NOVEMBER

calendar details

Real Estate Market Outlook

Event Date: November 4
Event Time: 11:00am - 12:00pm
Event Description: Non-Accredited
Instructor: Dr. Lawrence Yun
Location: SEVRAR

Real Estate Sales = Marathon

Event Date: November 4
Event Time: 12:30pm - 1:30pm
Event Description: Non-Accredited
Instructor: Matt Jones
Location: SEVRAR

Toast Masters Club

Event Date: November 5
Event Time: 7:00am - 8:00am
Event Description: Self-Improvement
Location: SEVRAR

BMC #1

Event Date: November 5
Event Time: 8:00am - 10:45am
Event Description: Commissioner's Standards
3.00 Credits
Instructor: Jim Zirbes
Location: SEVRAR

BMC #2

Event Date: November 5
Event Time: 11:00am - 1:45pm
Event Description: Commissioner's Standards
3.00 Credits
Instructor: Jim Zirbes
Location: SEVRAR

Flipping Panel

Event Date: November 5
Event Time: 2:00pm - 4:00pm
Event Description: Self-Improvement
Instructor: Panel
Location: SEVRAR

BMC #3

Event Date: November 5
Event Time: 2:15pm - 5:00pm
Event Description: Commissioner's Standards 3.00 Credits
Instructor: Jim Zirbes
Location: SEVRAR

Termites-The Uninvited Guest

Event Date: November 6
Event Time: 9:00am - 12:00pm
Event Description: Disclosure
3.00 Credits
Instructor: David Bair
Location: SEVRAR

Agency Law & Ethics

Event Date: November 6
Event Time: 1:00pm - 4:00pm
Event Description: Agency Law
3.00 Credits
Instructor: Marlene Olsen
Location: SEVRAR

New Member Orientation

Event Date: November 7
Event Time: 2:00pm - 3:30pm
Event Description: Non-Accredited
Instructor: Torey Gannon
Location: SEVRAR

Code of Conduct

Event Date: November 12
Event Time: 10:30am - 1:30pm
Event Description: Commissioner's Standards 3.00 Credits
Instructor: Brian White
Location: SEVRAR

GRI: Transaction Technology

Event Date: November 14
Event Time: 9:00am - 4:00pm
Event Description: Non-Accredited
Instructor: Jeff Raskin
Location: SEVRAR

Code of Ethics & Advertising

Event Date: November 15
Event Time: 9:00am - 12:00pm
Event Description: Real Estate Legal Issues 3.00 Credits
Instructor: Marlene Olsen
Location: SEVRAR

This SOLD House

Event Date: November 15
Event Time: 1:00pm - 4:00pm
Event Description: Disclosure
3.00 Credits
Instructor: Tim O'Neill
Location: SEVRAR

GRI: Anatomy of the COE

Event Date: November 18
Event Time: 9:00am - 4:00pm
Event Description: Multiple Categories
6.00 Credits
Instructor: Mike Mulvena
Location: SEVRAR

Jumbo Mortgages/Luxury Homes

Event Date: November 18
Event Time: 9:00am - 12:00pm
Event Description: General Education
3.00 Credits
Instructor: Patrick Ritchie
Location: SEVRAR

Fair Housing Awareness II

Event Date: November 18
Event Time: 1:00pm - 4:00pm
Event Description: Fair Housing
3.00 Credits
Instructor: Marlene Olsen
Location: SEVRAR

ToastMasters

Event Date: November 19
Event Time: 7:00am - 8:00am
Event Description: Self-Improvement
Location: SEVRAR

HomeSmart Class

Event Date: November 19
Event Time: 11:00am - 2:00pm
Event Description: Accredited 3.00 Credits
Instructor: Bill Gray
Location: SEVRAR

Contract Writing Essentials

Event Date: November 20
Event Time: 9:00am - 12:00pm
Event Description: Contract Law 3.00 Credits
Instructor: David Compton
Location: SEVRAR

Desert Water Damage Issues

Event Date: November 20
Event Time: 1:00pm - 4:00pm
Event Description: Real Estate Legal Issues
3.00 Credits
Instructor: Ben Gottlieb
Location: SEVRAR

New Member Orientation

Event Date: November 21
Event Time: 9:00am - 10:30am
Event Description: Non-Accredited
Instructor: Torey Gannon
Location: SEVRAR

Transaction Desk®

Event Date: November 21
Event Time: 11:00am - 1:00pm
Event Description: Non-Accredited
Instructor: Keri Means
Location: SEVRAR

HomeSmart Class

Event Date: November 25
Event Time: 9:00am - 12:00pm
Event Description: Accredited
3.00 Credits
Instructor: Bill Gray
Location: SEVRAR



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NOVEMBER

SUNDAY	MONDAY	TUESDAY
24	25	26
03	04 Real Estate Market Outlook 11:00am - 12:00pm Real Estate Sales = Marathon 12:30pm - 1:30pm	05 Toast Masters Club 7:00am - 8:00am BMC #1 8:00am - 10:45am BMC #2 11:00am - 1:45pm BMC #3 2:15pm - 5:00pm
10	11	12 Code of Conduct 10:30am - 1:30pm
17	18 GRI: Anatomy of the COE 9:00am - 4:00pm Jumbo Mortgages/ Luxury Homes 9:00am - 12:00pm Fair Housing Awareness II 1:00pm - 4:00pm	19 ToastMasters 7:00am - 8:00am HomeSmart Class 11:00am - 2:00pm
24	25 HomeSmart Class 9:00am - 12:00pm	26

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
27	28	01	02
06 Termites-The Uninvited Guest 9:00am - 12:00pm Agency Law & Ethics 1:00pm - 4:00pm	07 New Member Orientation 2:00pm - 3:30pm	08	09
13	14 GRI: Transaction Technology 9:00am - 4:00pm	15 Code of Ethics & Advertising 9:00am - 12:00pm This SOLD House 1:00pm - 4:00pm	16
20 Contract Writing Essentials 9:00am - 12:00pm Desert Water Damage Issues 1:00pm - 4:00pm	21 New Member Orientation 9:00am - 10:30am Transaction Desk® 11:00am - 1:00pm	22	23
27	28	29	30

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–September 30, 2019

#	First Name	Last Name	Office Name	Total Unit Sales	Total Volume Sales
				01/01/2019 - 08/31/2019	01/01/2019 - 08/31/2019
1	Derek	Dickson	Offerpad	962.5	\$245,171,603
2	Carol A.	Royse	Keller Williams Realty East Valley	222	\$74,646,578
3	Patrick	Mcclain	Homesmart	288.5	\$65,643,449
4	Mary Jo	Santistevan	Berkshire Hathaway Homeservices Arizona Properties	140	\$55,746,023
5	Rick	Metcalfe	Canam Realty Group	196.5	\$54,172,482
6	Brian	Cunningham	List 3k, LLC	126.5	\$47,582,184
7	Rebecca	Rains	Berkshire Hathaway Homeservices Arizona Properties	146	\$47,214,059
8	Catherine	Renshaw	Lennar Sales Corp	111.5	\$43,490,453
9	Kenny	Klaus	Keller Williams Integrity First	153.5	\$41,357,635
10	Karl	Tunberg	Midland Real Estate Alliance	65	\$35,634,728
11	Shanna	Day	Keller Williams Realty East Valley	65	\$34,154,904
12	Donna Cherie	Mortensen	Redefy	85	\$33,639,650
13	Spencer	Lindahl	Main Street Renewal, LLC	143	\$33,302,594
14	Mindy	Jones Nevarez	Keller Williams Integrity First	86	\$32,832,726
15	Rachael	Richards	Rachael Richards Realty	72	\$25,241,625
16	Kristine	Smith	Kb Home Sales	90	\$25,037,685
17	Jason	Crittenden	Realty One Group	65	\$23,314,719
18	Annette	Holmes	Rachael Richards Realty	57	\$22,303,815
19	Van D.	Welborn	Redfin Corporation	36	\$22,274,700
20	Benjamin	Arredondo	My Home Group Real Estate	72.5	\$22,251,020
21	Randy	Courtney	Weichert, Realtors - Courtney Valleywide	59.5	\$22,109,851
22	Zachary	Cates	Revelation Real Estate	43	\$21,991,600
23	Bonny L.	Holland	Keller Williams Realty Sonoran Living	27.5	\$21,428,675
24	Lacey	Lehman	Realty One Group	72.5	\$21,205,826
25	Justin	Cook	RE/MAX Solutions	57	\$21,066,518
26	Shawn	Camacho	United Brokers Group	70.5	\$20,943,300
27	Beverly	Berrett	Berkshire Hathaway Homeservices Arizona Properties	50	\$20,722,479
28	Russell	Mills	Gentry Real Estate	56	\$20,719,695
29	Tyler	Blair	My Home Group Real Estate	73.5	\$20,657,802
30	Darwin	Wall	Realty One Group	35	\$20,568,138
31	Shannon	Gillette	Launch Real Estate	46.5	\$19,835,769
32	David	Arustamian	Russ Lyon Sotheby's International Realty	43	\$19,474,299
33	Bill	Olmstead	Keller Williams Realty East Valley	54.5	\$19,261,900
34	Becky	Kolb	Keller Williams Integrity First	51	\$18,810,750

#	First Name	Last Name	Office Name	Total Unit Sales	Total Volume Sales
				01/01/2019 - 08/31/2019	01/01/2019 - 08/31/2019
35	Damian	Godoy	Argo Real Estate Professionals	72	\$18,766,250
36	Gus	Palmisano	Keller Williams Integrity First	43.5	\$18,712,300
37	Bob	Lisk	Network Realty	29	\$18,489,135
38	Robin	Rotella	Keller Williams Integrity First	60.5	\$18,162,400
39	Brock	O'Neal	West Usa Realty	56	\$18,069,655
40	Rebekah	Liperote	Redfin Corporation	51.5	\$18,062,400
41	Jonas	Funston	Venture Rei, LLC	50.5	\$18,034,345
42	Shivani	Dallas	Keller Williams Integrity First	50	\$17,419,812
43	Bob & Sandy	Thompson	Revelation Real Estate	53	\$17,321,000
44	Angela	Larson	Keller Williams Realty Phoenix	67	\$17,196,555
45	Heather	Openshaw	Keller Williams Integrity First	46.5	\$16,850,034
46	Jason	Laflesch	Results Realty	36	\$16,589,550
47	Kelly	Jensen	Kj Elite Realty	51	\$16,555,570
48	Scott	Cook	RE/MAX Solutions	47.5	\$16,493,022
49	Terry	Young	Revelation Real Estate	43.5	\$16,405,430
50	Geoffrey	Adams	Realty One Group	57	\$16,197,796

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–September 30, 2019

#	First Name	Last Name	Office Name	Total Unit Sales	Total Volume Sales
				01/01/2019 - 08/31/2019	01/01/2019 - 08/31/2019
51	Gina	Mcmullen	Redfin Corporation	45.5	\$15,967,200
52	Rebecca	Dorn	Redefy	44	\$15,725,925
53	Katie	Shook	Redfin Corporation	47.5	\$15,708,750
54	Dean	Thornton	Redfin Corporation	47	\$15,682,999
55	Michael	Cunningham	West Usa Realty	39	\$15,552,228
56	Heather	Mahmood-Corley	Redfin Corporation	39	\$15,532,572
57	Kelly	Khalil	Redfin Corporation	41	\$15,433,240
58	Scott	Dempsey	Redfin Corporation	37	\$15,269,850
59	Kraig	Klaus	Keller Williams Integrity First	49.5	\$15,262,575
60	Mike	Mendoza	Keller Williams Realty Sonoran Living	34	\$15,258,112
61	Shawn	Rogers	West Usa Realty	53	\$15,077,140
62	Henry	Wang	Revelation Real Estate	40.5	\$15,053,850
63	Frank	Merlo	Berkshire Hathaway Homeservices Arizona Properties	25	\$15,012,021
64	Denver	Lane	Balboa Realty, LLC	43	\$14,757,152
65	Timothy J	Cusick	Homelife Professionals	39	\$14,733,662
66	Kathy	Camamo	Amazing AZ Homes	50	\$14,676,058
67	Michaelann	Haffner	Michaelann Homes	38	\$14,674,244
68	Brett	Tanner	Keller Williams Realty Phoenix	59	\$14,475,175
69	Alan	Kittelman	Realty Executives	73.5	\$14,410,900
70	Ben	Leeson	Arizona Experience Realty, LLC	36	\$14,383,944
71	Kelly	Money	Redfin Corporation	42	\$14,354,504
72	Janine	Igliane	Keller Williams Realty East Valley	38.5	\$14,330,825
73	Jennifer	Felker	Infinity & Associates Real Estate	29	\$14,221,500
74	Kirk	Erickson	Schreiner Realty	37	\$14,131,700
75	Jason	Zhang	Gold Trust Realty	32	\$13,816,000
76	William	Nager	Stunning Homes Realty	42	\$13,756,305
77	Roger	Marble	Marble Real Estate	37	\$13,696,737
78	Stacia	Ehlen	RE/MAX Alliance Group	31	\$13,679,599
79	Charlotte	Young	Revelation Real Estate	35	\$13,507,330
80	James	Watson	Keller Williams Realty Sonoran Living	40	\$13,494,189
81	Amy N	Nelson	Keller Williams Realty East Valley	42.5	\$13,493,887
82	Michael	D'Elena	North & Co	35	\$13,340,374
83	Erik	Geisler	Revelation Real Estate	34	\$13,021,300
84	James	Sanson	Keller Williams Realty Phoenix	56	\$12,950,425

#	First Name	Last Name	Office Name	Total Unit Sales	Total Volume Sales
				01/01/2019 - 08/31/2019	01/01/2019 - 08/31/2019
85	Kimberly	Healy-Franzetti	West Usa Realty	20	\$12,810,557
86	Jody	Poling	Dpr Realty LLC	20	\$12,724,692
87	Thomas M	Speaks	Revelation Real Estate	37	\$12,681,373
88	Tanner	Milne	The Menlo Group Commercial Real Estate	18	\$12,667,602
89	Paul	Whittle	American Allstar Realty	43	\$12,635,688
90	Kelly	Pedraza	West Usa Realty	4	\$12,599,000
91	Bryce	Henderson	Four Peaks Brokerage Company	38	\$12,343,965
92	Mark	Captain	Keller Williams Legacy One	37.5	\$12,302,025
93	Mike	Santistevan	Berkshire Hathaway Homeservices Arizona Properties	30.5	\$12,299,359
94	Kyle	Bates	My Home Group Real Estate	41	\$12,181,505
95	Trevor	Bradley	Stunning Homes Realty	37.5	\$12,175,468
96	Lorraine	Ryall	Kor Properties	25	\$12,132,800
97	Renee'	Merritt	Russ Lyon Sotheby's International Realty	14.5	\$12,038,344
98	Eleazar	Medrano	Homesmart	39	\$11,875,835
99	John	Karadsheh	Kor Properties	21.5	\$11,865,075
100	Frank	Bennett Jr	Frank Bennett Realty	50	\$11,843,500

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–September 30, 2019

#	First Name	Last Name	Office Name	Total Unit Sales 01/01/2019 - 08/31/2019	Total Volume Sales 01/01/2019 - 08/31/2019
101	Cindy	Flowers	Keller Williams Integrity First	44	\$11,812,950
102	Debi	Gottlieb	Key Results Realty LLC	31	\$11,801,150
103	Tara	Hayden	Redfin Corporation	31	\$11,569,675
104	Ron	Hollingsworth	Revelation Real Estate	51	\$11,557,132
105	Carol	Gruber	Revelation Real Estate	43	\$11,528,285
106	Rob	Hale	Elite Results Realty	43	\$11,481,730
107	Frank	Gerola	Venture Rei, LLC	33	\$11,463,350
108	David	Larsen	West Usa Realty	32	\$11,423,445
109	Gregory	Hagopian	RE/MAX Solutions	31	\$11,408,350
110	Heather	Taylor	Prosmart Realty	22.5	\$11,328,100
111	Rachel	Krill	Revelation Real Estate	40	\$11,295,090
112	Josh	Randall	Keller Williams Realty East Valley	33	\$11,229,790
113	Curtis	Johnson	Exp Realty	35	\$11,107,465
114	Peg	Bauer	Cactus Mountain Properties, LLC	42	\$11,091,050
115	Templeton	Walker	Stunning Homes Realty	36.5	\$11,086,174
116	Max	Dewitt	Realty One Group	38.5	\$11,077,345
117	Douglas	Hopkins	Realty Executives	35.5	\$11,071,049
118	Diane	Bearse	Realty Executives	24.5	\$11,019,420

#	First Name	Last Name	Office Name	Total Unit Sales 01/01/2019 - 08/31/2019	Total Volume Sales 01/01/2019 - 08/31/2019
119	Kandi	Andresen	Rachael Richards Realty	32	\$10,988,500
120	Tiffany	Carlson-Richison	Realty One Group	29	\$10,954,162
121	Jody	Sayler	Just Selling Az	37	\$10,934,950
122	Michael	Velasco	My Home Group Real Estate	31	\$10,932,938
123	Adam	Coe	Revelation Real Estate	32.5	\$10,865,200
124	Timothy	Ehlen	RE/MAX Alliance Group	30	\$10,740,974
125	Kristina	Sabo	United Brokers Group	31.5	\$10,725,800
126	Ben	Swanson	RE/MAX Precision	46	\$10,636,400
127	Amy	Laidlaw	Realty Executives	36.5	\$10,530,065
128	Cynthia	Dewine	Russ Lyon Sotheby's International Realty	25	\$10,529,654
129	Sophia	Willets	Grace Cre	21	\$10,478,910
130	Randy	Duncan	Realty Executives	34	\$10,402,180
131	Scott	Morgan	Revelation Real Estate	36	\$10,349,962
132	Jill	Dames	Realty One Group	30.5	\$10,321,400
133	Adam	Prather	RE/MAX Solutions	31	\$10,305,755
134	Christopher	Cline	Realty One Group	31	\$10,301,895
135	Carlie	Goulet	Keller Williams Realty Phoenix	28	\$10,246,665
136	Gordon	Hageman	My Home Group Real Estate	31	\$10,232,520
137	Steve	Helmstadter	Helmstad Realty	22	\$10,226,138
138	Jasson	Dellacroce	My Home Group Real Estate	35.5	\$10,205,940
139	Christy	Rios	Keller Williams Integrity First	26	\$10,196,390
140	Nick	Bastian	Realty Executives	31.5	\$10,092,000
141	Katherine	Walsh	Keller Williams Realty East Valley	32	\$10,066,005
142	Christopher	Dudley	The Daniel Montez Real Estate Group	30	\$10,017,100
143	Eric	Williams	Realty Executives	13	\$9,968,459
144	Layne	Peterson	Housso Realty	38	\$9,941,100
145	Robert	Reece	United Brokers Group	29.5	\$9,902,311
146	Michael	Barron	Infinity & Associates Real Estate	28.5	\$9,833,860
147	Allen	Willis	Ensign Properties Corp	41	\$9,830,095
148	Blake	Clark	Homesmart Lifestyles	30.5	\$9,824,400
149	Richard	Johnson	Coldwell Banker Residential Brokerage	25	\$9,766,500
150	Richard	Ashby	Ashby Realty Group, LLC	25	\$9,745,950

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–September 30, 2019

#	First Name	Last Name	Office Name	Total Unit Sales 01/01/2019 - 08/31/2019	Total Volume Sales 01/01/2019 - 08/31/2019
151	Kamberly	Stoltz	Dpr Realty LLC	22	\$9,744,240
152	Marc	Slavin	Realty One Group	26	\$9,717,100
153	Pamm	Seago-Peterlin	Century 21 Seago	29.5	\$9,715,950
154	Barbara	Schultz	Coldwell Banker Residential Brokerage	38.5	\$9,708,400
155	Angela	Tauscher	West Usa Realty	32	\$9,668,099
156	Danny	Perkinson	Perkinson Properties LLC	26	\$9,658,810
157	Natascha	Ovando-Karadsheh	Kor Properties	16.5	\$9,637,075
158	Jill	Mcfadden	Delex Realty	22	\$9,634,900
159	Nate	Randleman	Infinity & Associates Real Estate	36	\$9,607,100
160	Matthew	Potter	Stunning Homes Realty	34	\$9,605,695
161	Don	Juvan	Gentry Real Estate	47	\$9,598,976
162	Julie	Gallego	Redfin Corporation	28	\$9,583,142
163	Stephany	Bullington	Revelation Real Estate	27.5	\$9,511,000
164	Christa	Cooper	CC Real Estate Company	17	\$9,505,500
165	Bryan	Gremillion	Better Choice Homes, LLC	35	\$9,505,400
166	Kaushik	Sirkar	Call Realty, Inc.	24	\$9,488,413
167	Julia	Gessner	Revelation Real Estate	29	\$9,446,576
168	John	Payne	United Countryreal Estate-Arizona Property & Auction	5	\$9,430,600
169	Christine	Holwell	Revelation Real Estate	29	\$9,376,800
170	Lori	Blank	Lori Blank & Associates, LLC	23	\$9,313,450
171	Jennifer	Schumacher	Century 21 Arizona Foothills	25	\$9,307,998
172	Patrick	Smith	Nexthome Alliance	29.5	\$9,305,339
173	John	Fabirkiewicz	Marketplace Homes	26.5	\$9,196,820
174	Matthew	Kochis	Keller Williams Realty East Valley	26	\$9,191,778
175	Sanjog	Gopal	Oz Realty	45	\$9,169,100
176	Rich	Giddings	Omninuvo Realty	31.5	\$9,109,985
177	Daniel	Birk	Realty Executives	19	\$9,061,900
178	Nathan	Knight	Prosmart Realty	34	\$9,053,900
179	Maureen	Waters	RE/MAX Foothills	27	\$9,038,538
180	Benjamin	Graham	Revelation Real Estate	28	\$9,038,100
181	Brooke	Bogart	Keller Williams Realty East Valley	30	\$9,007,076
182	Brook	Miller	RE/MAX Solutions	25.5	\$9,005,389
183	Gina	Mckinley	RE/MAX Fine Properties	32.5	\$8,998,150
184	Andrew	Cooper	Gentry Real Estate	29	\$8,973,129

#	First Name	Last Name	Office Name	Total Unit Sales 01/01/2019 - 08/31/2019	Total Volume Sales 01/01/2019 - 08/31/2019
185	Dawn	Carroll	Lori Blank & Associates, LLC	24.5	\$8,972,750
186	William	Carter	Keller Williams Realty Phoenix	30.5	\$8,949,650
187	Steven	Bernasconi	Keller Williams Integrity First	30	\$8,941,155
188	Rodney	Wood	Realty One Group	30	\$8,938,285
189	Tj	Kelley	Arizona Experience Realty, LLC	22	\$8,893,098
190	Stacie	Neumann	Russ Lyon Sotheby's International Realty	22	\$8,879,916
191	Carey	Kolb	Keller Williams Integrity First	23	\$8,876,105
192	Steven	Drew	Southwest Mountain Realty, LLC	37.5	\$8,858,922
193	Elmon	Krupnik	Stunning Homes Realty	31.5	\$8,851,320
194	Steve	Hueter	Exp Realty	23	\$8,836,245
195	Adrianne L	Lynch	Conway Real Estate	26.5	\$8,825,524
196	Gina	Donnelly	Prosmart Realty	25	\$8,815,050
197	Robert	Petersen	Petersen Realty	39.5	\$8,780,500
198	Amanda	Pinkerton	Realty One Group	25.5	\$8,756,490
199	Shamra	Harrison	Revelation Real Estate	36	\$8,753,900
200	Marci	Burgoyne	Crown Key Real Estate	27	\$8,751,242

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–September 30, 2019

#	First Name	Last Name	Office Name	Total Unit Sales	Total Volume Sales
				01/01/2019 - 08/31/2019	01/01/2019 - 08/31/2019
251	Kamberly	Stoltz	Dpr Realty LLC	22	\$9,744,240
252	Marc	Slavin	Realty One Group	26	\$9,717,100
253	Pamm	Seago-Peterlin	Century 21 Seago	29.5	\$9,715,950
254	Barbara	Schultz	Coldwell Banker Residential Brokerage	38.5	\$9,708,400
255	Angela	Tauscher	West Usa Realty	32	\$9,668,099
256	Danny	Perkinson	Perkinson Properties LLC	26	\$9,658,810
257	Natascha	Ovando-Karadsheh	Kor Properties	16.5	\$9,637,075
258	Jill	Mcfadden	Delex Realty	22	\$9,634,900
259	Nate	Randleman	Infinity & Associates Real Estate	36	\$9,607,100
260	Matthew	Potter	Stunning Homes Realty	34	\$9,605,695
261	Don	Juvan	Gentry Real Estate	47	\$9,598,976
262	Julie	Gallego	Redfin Corporation	28	\$9,583,142
263	Stephany	Bullington	Revelation Real Estate	27.5	\$9,511,000
264	Christa	Cooper	CC Real Estate Company	17	\$9,505,500
265	Bryan	Gremillion	Better Choice Homes, LLC	35	\$9,505,400
266	Kaushik	Sirkar	Call Realty, Inc.	24	\$9,488,413
267	Rob	Hale	Elite Results Realty	37.5	\$9,968,730
268	Eric	Williams	Realty Executives	13	\$9,968,459

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data.



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#	First Name	Last Name	Office Name	Total Unit Sales	Total Volume Sales
				01/01/2019 - 08/31/2019	01/01/2019 - 08/31/2019
269	Joanne	Brown	Berkshire Hathaway Homeservices Arizona Properties	21	\$7,500,590
270	Chris	Dunham	Keller Williams Realty East Valley	26	\$7,491,425
271	Nicholas	Kibby	Keller Williams Realty Phoenix	24	\$7,481,629
272	Alberto	Garcia	Fulton Home Sales Corporation	15	\$7,468,466
273	Susan	Miller	Keller Williams Realty East Valley	22.5	\$7,431,200
274	Heather	Werner	Ravenswood Realty	22	\$7,425,400
275	Ann	Schude	Keller Williams Integrity First	22	\$7,407,925
276	Scott	Graff	Keller Williams Realty East Valley	19.5	\$7,393,639
277	Jeffrey	Eldridge	Revelation Real Estate	10.5	\$7,390,450
278	Josh	Whittemore	Prosmart Realty	30.5	\$7,387,841
279	Leslie	Stark	Realty One Group	14	\$7,374,500
280	Lawrence	Bearse	Realty Executives	17	\$7,365,280
281	Jay	Culton	Homesmart	19	\$7,340,300
282	Matthew	Murray	Revelation Real Estate	26	\$7,324,542
283	Leila	Woodard	Vision Realty Pros, LLC	25	\$7,322,115
284	Barbara A	Shadoan	RE/MAX Classic	31.5	\$7,321,200
285	Lisa	Wunder	Keller Williams Realty Sonoran Living	25.5	\$7,302,564
286	Ken	Rembold	Homesmart	7	\$7,294,000
287	Shawntel	Breakiron	Redfin Corporation	21	\$7,291,300
288	Maggie	Diamond	Penfield Properties	16	\$7,279,859
289	Gale	Richardson	Realty Executives	10.5	\$7,264,903
290	Jason	Rosenberg	Homesmart	21.5	\$7,262,614
291	Courtney	Hogue	Sound Realty	19	\$7,211,000
292	Alanna	Foudy	Arizona Best Real Estate	17	\$7,206,500
293	Lisa	Fonseca	Lori Blank & Associates, LLC	22.5	\$7,197,300
294	Elizabeth	Rolfe	Homesmart	17	\$7,192,800
295	Durand	Berg	Russ Lyon Sotheby's International Realty	24	\$7,182,510
296	Hani	Aldulaimi	Keller Williams Realty East Valley	12	\$7,181,000
297	Mark	Sloat	Realty One Group	21	\$7,178,550
298	Johannes	Rath	Coldwell Banker Residential Brokerage	18	\$7,178,000
299	Cara	Wright	Revelation Real Estate	14	\$7,176,505
300	Michelle	Colbert	Keller Williams Integrity First	26	\$7,165,200

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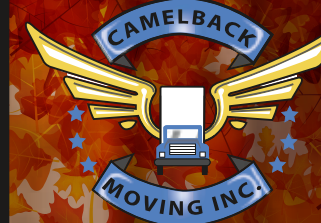


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