



**Your Real Estate Partner**  
Selling - Buying - Investing

# Experience

That Takes You Where You Want to Go!



*Search. Love. Live.*

You need a partner who knows the neighborhoods, the market and the process. Who can advise you when to think on it, sleep on it or jump on it. This is about much more than wood, rocks and land. This is about where you hang your heart. You don't want to just reside. You want to love where you live.

For more than 35 years, hundreds of clients have relied on the experience and expertise of Steve and Beth Rider and the Rider Elite Team to help them successfully meet their real estate goals. Whether you are planning to buy or sell your home, The Rider Elite Team has everything you need to get the job done.

From the accurate pricing, extensive promotion and market exposure of your property, to skillfully negotiating the contract in your favor, our team will go above and beyond what the typical agent will do. Our unique contingency and trade-in programs work to your advantage if you have found your dream new-build and need to sell your existing home fast. And in challenging and changing markets, that's where our team really shines! We consistently market and sell multiple homes every week, regardless of industry conditions. Through many years of experience, we have learned how to adjust to market shifts and still meet your goals.

Buyers also benefit from our commitment to client satisfaction. We can scope out the perfect properties to show you, direct you to the top lending products, and negotiate the lowest and best price for you. Your transaction is handled efficiently and professionally from start to finish.

Our award-winning team has successfully built long-term relationships with home buyers and sellers, as well as a number of respected new home builders across the Phoenix Valley. We truly stand apart from the rest with a stellar reputation for customer service and satisfaction. A call to the Rider Elite Team is the only call to make! The following pages will introduce you to what we offer and how we can help you reach all of your real estate goals!

**OVER 200 YEARS  
OF EXPERIENCE  
WORKING FOR YOU!**

## **TEAM MANAGERS**

Beth Rider  
Steve Rider

## **SALES TEAM**

Ray Sullivan  
Brandon Tollefson  
Mitch Gladstone  
Keith Burton  
Craig Deck  
Donita Dahm  
Bob Dahm  
Bill Warner  
Angela Burke  
Jay Johnson

## **CLIENT CARE TEAM**

Missy Schroeder  
Deborah Adams  
Candye Padilla  
Teri McKerry  
Bev Auerbach  
Lexi Bickford  
Kristina Hepting  
Brittany Tubbs  
John Campbell  
Heather Bergsbaken  
Ashley Smith  
Jennifer Banks

## **PHOTOGRAPHERS**

Aaron Gullerud  
Michelle Agner  
Lenny Catalanotto

## **MARKETING**

Aaron Blackburn



# Why Choose Us

We are consistently ranked in the top 25 teams in the nation by REALTRENDS and here's some reasons why:



1

## Knowledge of Market and Process

Most people stay in their home around 10 years and sell a few homes in a lifetime. Even if you may have done this before, laws and regulations change yearly and from state to state. We consistently market and sell multiple homes every week, regardless of industry conditions. We have learned how to adjust to market shifts and still meet your goals.

2

## Top Negotiation Skills

Over 200 years of experience working in your favor! Our negotiation is a process by which agreement is reached while avoiding argument, dispute and delay. These negotiation skills can be of great benefit in resolving any questions or differences that arise. Last year over 87% of the homes sold used a REALTOR. We will help you get the best resolution out of any issues that arise.

3

## Trust

For more than 40 years, hundreds of clients have relied on the experience and expertise of Steve and Beth Rider and the Rider Elite Team to help them successfully meet their real estate goals. Whether you are planning to buy or sell your home, The Rider Elite Team has everything you need to get the job done.

4

## Your rock during emotional moments

A home is so much more than four walls and a roof. For most people, property represents the biggest purchase they'll ever make and the place where special memories are made. Having a concerned, but objective, third party helps you stay focused on the issues most important to you.

# Testimonials

Listen to what our clients are saying...

"Steve & Beth Rider and their team are honest professionals with integrity. Throughout my real estate experience, they earned my trust and will be my choice for a real estate team in the future. This builder made my family's home buying experience pleasurable. We received excellent customer service from everyone involved, and we are very impressed with the selection of options available. My family's time and money is important, and your team treated us with respect and appreciation throughout our buying experience."

Eicka & Keyvan Ghahreman

"They were very professional and helpful in finding us a new home at a great price because of their professional relationships they had developed with area home builders. They also helped us in leasing out our current home so we could get the new home. They took time to explain and guide us through the entire process. I would recommend them to anyone, especially in today's market."

John & Wilma Bier

"Their knowledge, commitment & willingness to go the extra mile for us time and time again is nothing short of extraordinary! Whether it was buying a new home for our young family (finding EXACTLY what we were looking for), or helping us rent out our first house, this team has all the answers and resources to accomplish the tasks with amazing results! There is no better team out there for you-professional, trustworthy, dependable, and capable!"

Jeremy & Amy Packer

"Given all the talk nowadays on the new and in the papers regarding the declining housing market, we were amazed that you were able to sell our home in less than 30 days! This is certainly a testimony to the research you did upfront to know what the market conditions were, and a statement to the dedication of the Rider Elite Team to make all this happen in such a short amount of time. Thanks for making this experience much less stressful than we could have imagined!"

Brian & Terry Treanor

"Please visit us online to see more of what people say about us. I love nothing more than helping a client purchase a home they truly love. If there is anything we can do to help you please let me know."

Beth Rider



RiderEliteTeam.com  
602.315.8749  
BethRider@kw.com

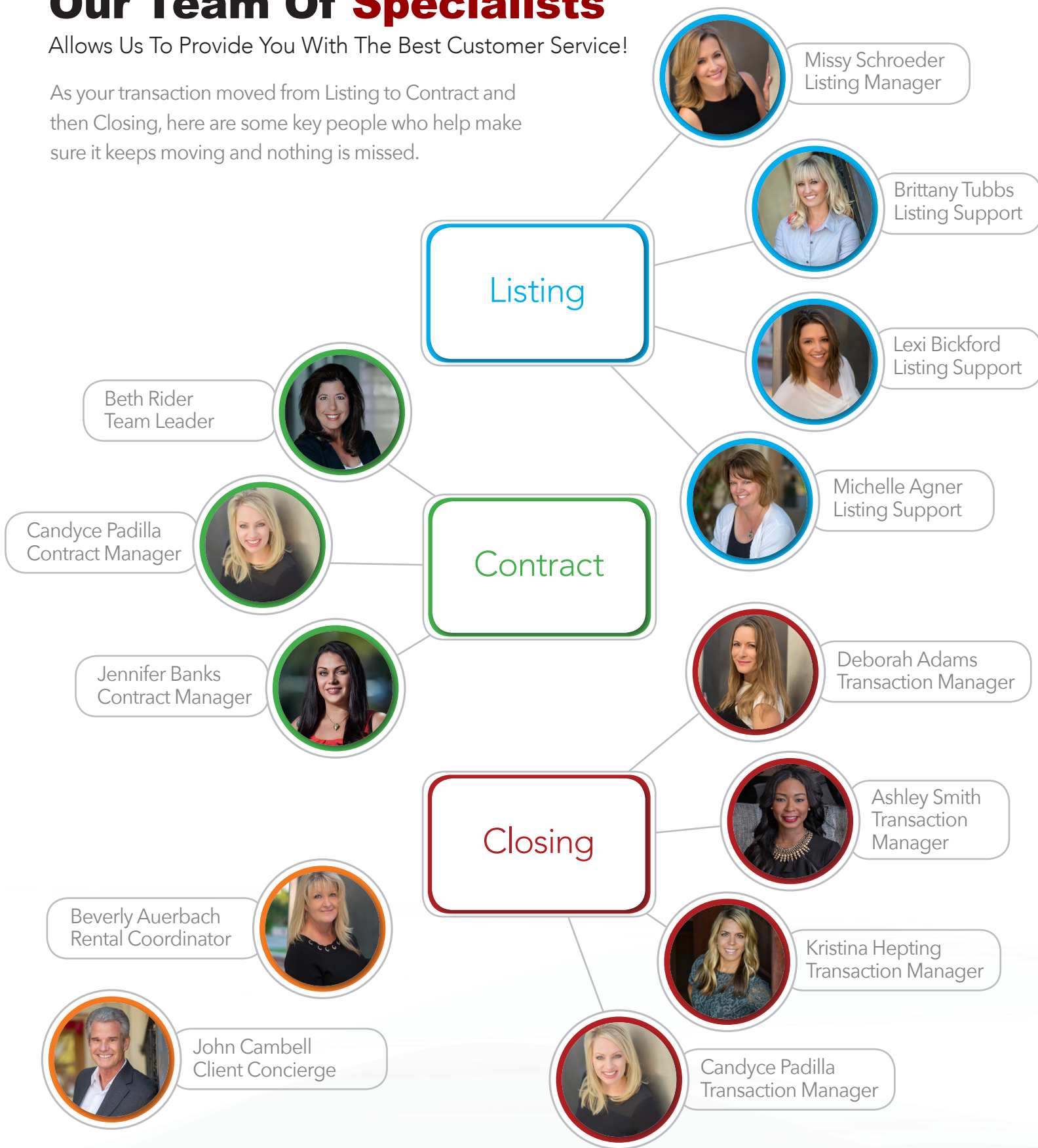




# Our Team Of Specialists

Allows Us To Provide You With The Best Customer Service!

As your transaction moved from Listing to Contract and then Closing, here are some key people who help make sure it keeps moving and nothing is missed.



# Virtual Home Buying Program

With the Federal Reserve dropping rates, many people are getting into their dream home by using our Virtual Home Buying Program. For the past several years we have helped many buyers purchase homes long distance, without ever leaving the comfort of their current home. Here's how:



## 1. Video Consulting Presentation

We will schedule a virtual appointment to learn what you are looking for and make a game plan to get what you want from the comfort of your home.



## 2. Pick Your Favorites

We will email you listings matching your criteria of everything on the market and the moment new listings hit the market.



## 3. Private Video Tours

We'll send you a private video tour of any of our homes or any homes you like on MLS, so you'll get to know every inch of the property.



## 4. Electronically Sign

You will sign all documents electronically, from the comfort of your home.



## 5. Earnest Money Delivery

You'll wire your earnest money or have our mobile title rep pick up a check.



## 6. Inspection 3-way Tour

Our inspectors will send you a 40+ page inspection report with detailed photos and descriptions. You along with a Rider Elite Team member and the inspector can do a 3-Way video tour of all inspection items.



## 7. Finalizing Documents

At no cost to you, a mobile notary will bring your closing documents to you in the comfort of your home and help finalize everything needed.




## 8. Welcome Home

We'll even deliver the keys to your new home!

# The Rider Elite Team Website

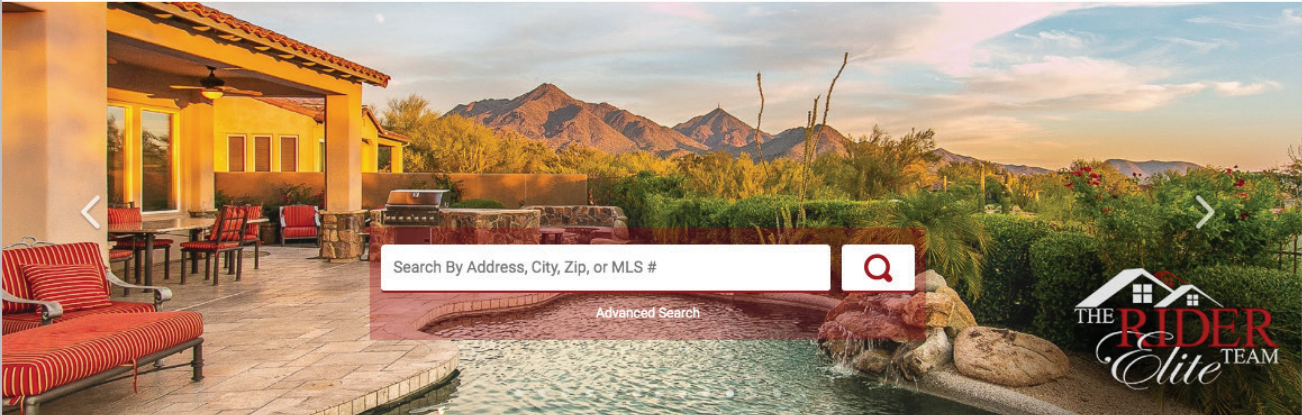
Our power-packed website receives thousands of unique visitors each month, with buyers using our search features, news blog, and helpful links when looking for a home.

602-315-8749  
info@RiderEliteTeam.com




Sign Up Login Contact Us




Contact Communities Find An Agent Real Estate Services ▾ Builder Trade In Program Our Rentals Find Real Estate ▾ About Us ▾




Search By Address, City, Zip, or MLS #  
Advanced Search



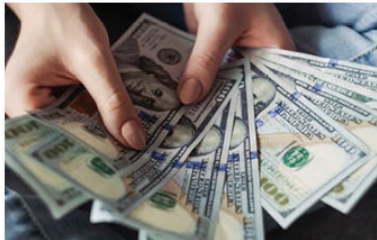
### Featured Properties



#### Instant Home Evaluation




#### Instant Cash Offer



### Testimonials

As first time homebuyers, we knew we'd need a knowledgeable (and very patient) realtor to help coach us through our search. Keith went above and beyond what we thought this process would look like. He treated our house hunt as if he was buying the home for himself or another family


Sprint 3:59 PM 82%  
www.ridereliteteam.com/



REALTRENDS Ranked #24  
NATIONWIDE

Search By Address, City, Zip, or MLS #  
Q

Featured Properties





# KW App

Stay connected to us everywhere you go.

"I feel like I was just handed an 'easy button' for real estate searching!"

- KW App Reviewer



5 STAR REVIEW



This mobile app that allows you to connect with your Keller Williams Realty agent. This GPS-enabled app allows you to easily search for properties, view local property details with photos, create notes about what you like for each property, share property information with family and friends and much more.

## Key Features



### Dynamic map

Add a pinpoint or draw a perimeter to see nearby homes for sale, open houses, or rental properties.



### Anytime Access

Save searches and listings, including notes or added property photos, across all your devices.



### Custom Searches

Add search filters like price, neighborhood, number of beds, open houses, and more.



### Find an agent

Not already working with an agent? Find a KW agent and send property inquiries instantly.



### Get Local

See what schools and other points of interest are nearby.



### Share information

Easily share homes through text, email, Facebook, or Twitter.



### Full screen photo gallery

Scroll through vivid, full-screen photos of homes.



### Be calculated

Free mortgage calculator to estimate home loan and monthly payments.



*"I love the KW App! I was able to find the house of my dreams in a distant city while traveling. Keller Williams also has access to ALL the houses on the MLS ... other services I tried only offered minimal listings."*

-KW App Reviewer



*"Best app in real estate. I can search for properties all over U.S. and Canada. Awesome! Love that it immediately shows the nearest property without having to click one button."*

-KW App Reviewer



## How do I get the Keller Williams Free App?

Download for iPhone & iPad



Download for Android



Or text "kw" to 87778 to download the Mobile app



# KellerMortgage

📞 602-315-8749

Exclusively available  
through Keller Williams agents

Save **Thousands**  
of Dollars on your  
next home loan.

The **ZeroPlus** loan can save you thousands of dollars. It's fast, easy, and you can begin the process right now!

**call today**



“

I saved more than \$5,000 by going through Keller Mortgage! With these savings, I was able to purchase new appliances for my home, and put the rest towards the moving expenses.

”

C. Duke  
Keller Mortgage Client

## Why Keller Mortgage?

Exclusively available through Keller Williams agents

Buying a home with a Keller Williams agent?  
Buying a Keller Williams listing?

Then you're eligible for savings with ZeroPlus!

✓ Zero Origination Fee

✓ Zero Lender Fees

✓ Plus \$1,000 at Closing  
\*Towards 3rd Party Costs

✓ Plus A Low Rate  
\*\$1,000 closing credit on loans \$150k +

**ZeroPlus**  
by KELLERMortgage NMLS #140234

**KELLERMortgage**<sup>TM</sup>  
NMLS #140234



### Savings

Customers are saving thousands with the ZeroPlus Loan Program.



### Best Professionals

Our Loan Officers average over 9 years experience and are ready to guide you through the process.



### Technology

Our tools integrate with the technology of Keller Williams, creating a seamless real estate experience.



### Results

Thousands of deals are closed on-time or early, every single month, while saving customers thousands of dollars.

\*Disclaimer: Savings based on comparison of equivalent loans when ZeroPlus qualifications are not met. ZeroPlus requires a Keller Williams Agent to be a party to the transaction, minimum loan amount of \$150,000, and the first mortgage is financed with Keller Mortgage, LLC. Keller Mortgage does not lend on commercial properties. When compared to United States 30-Year Fixed Rate Mortgage Average. Savings based on life of loan estimated interest savings only. No other lender or third-party fees included unless specifically stated. National monthly interest rate and points determined by averaging the weekly rates published by the Federal Reserve Bank of St. Louis. Monthly rate comparison based on month loan was locked. Keller Mortgage par rates reduced .25% to account for the points paid by national average consumers as published. Keller Mortgage comparative loans determined by using Freddie Mac loan selection criteria. This is not a commitment to lend. Buyers are advised to obtain a Loan Estimate. Rates are subject to change and are dependent on credit and underwriting criteria.

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# Docs Needed Checklist

- ☐ Clear copy of driver's license
- ☐ Last 30 days pay check stubs
- ☐ Last two years W2's **AND** federal tax returns (all schedules, all pages)
- ☐ Last two months bank statements (checking, savings, 401K, etc.) Please be sure to include **ALL PAGES, EVEN IF BLANK.**
- ☐ If self-employed, please provide most recent business license and ALL corporate returns with all schedules. If business license is not available, please provide a CPA letter.
- ☐ If you currently own a property or hold additional mortgages, **ALL OF THE FOLLOWING** must be provided for **ALL** properties owned. Current mortgage statements, homeowner's insurance dec page and if there is an HOA, please provide current HOA statement!
- ☐ Documentation of social security awards letter and /or pension (if applicable)

**Like every individual – every loan is unique! So from time to time there may be additional info/docs needed from you during the loan process. We ask you to PRETTY PLEASE be proactive in helping us get that information, this will ensure your expectations are not only met but exceeded! If you have any suggestions regarding the information above or during the loan process feel free to use us as a resource. We are always available to answer questions and want to make sure you understand every step of the loan process!**



# The Love It or Leave It Guarantee



If you purchase a home through Sofia Chacon Group and don't absolutely love it after you move in, we will sell it for **FREE**. That's right, we'll waive our portion of the commission for listing your home.

What's the catch? No catch, just a couple of qualifications.

1. We'll waiver our portion of the commission, but you will still have to pay the buyer's REALTOR's commission (could range from 2 to 3% of the selling price – this is a fee we aren't able to control).
2. In order to take advantage of this awesome offer, you must work with us to purchase your next home.
3. You have 180 days (beginning at the date of closing) to take advantage of this offer.
4. We have certain guidelines that we use when selling homes to get them sold quickly, and for the largest amount possible. We ask that you work with us when listing your home – we are great at our job and experience dictates the suggestions we make.
5. You will still be responsible for any extra fees associated with listing a home (aside from our commission, which will be totally FREE).

Why are we confident offering this guarantee? **Sofia Chacon Group is made up of top REALTOR's in our area – we are the best at what we do and are dedicated to our clients.** We are in the business of helping our clients find their dream homes, not making money as much money as we can off them. Buying a home is a BIG life decision. We want you to be totally satisfied with your home and will do everything we can to get you into home you will love – guaranteed!

# Buyer Brokerage Service Pledge

Rider Elite Team will only commit to working with motivated and qualified individuals in purchasing a home.

We will, with your permission, expose your buying needs through newspaper advertising, target mailings and telemarketing. Your name and personal information will not be published.

Rider Elite Team will follow up with everyone who owns a home similar to the property you are searching for, whether it is a particular floor plan, neighborhood, county, acreage, school district or price range.

We will mail you daily copies of all the new listings that come available through our company and all other real estate companies in the area, as well as search daily for that special property that suits all your particular needs as they become available.

You will have the first opportunity to purchase the best buys available in our market area.

You will receive complimentary perks such as trusted referrals, discounted and negotiable services payment plans, and an invitation to participate in client appreciation and networking events.

You will always have someone to assist you. If your agent is not available, your personal Client Care Manager will step in to assist you.

**All of the above services are at absolutely no cost to you as a potential buyer upon signing a Buyer Broker Agreement with Rider Elite Team.**

We are totally committed to assisting you in finding the right property to suit your needs. A lot of time and research has been spent on this revolutionary program. All of the above mentioned services are at no cost to you. We only ask for your loyalty and commitment to purchasing property from our company.

At Rider Elite Team, our clients are our family. We consider it an honor to work with you and look forward to helping you find your dream home!

---

Rider Elite Team  
Keller Williams Arizona Realty

Date

---

Client Signature

Date



RiderEliteTeam.com  
602.315.8749  
Info@RiderEliteTeam.com



# Virtual Open House

We can showcase your home in front of thousands of people by having a Virtual Open House. For years we have helped many buyers purchase from out of state. Many homes in Arizona are 2nd homes because of the mild winters. We help sellers open their homes electronically to help buyers make long distance decisions. Now it also keeps you safe. Here's how:



## 1. Facebook Live

We will schedule a Virtual Open House and promote it, so that prospective buyers can see what makes your home amazing.



## 2. Additional Yard Signs

We provide additional signs for the yard informing everyone that we are staying safe and where to get information.



## 3. Street Sign with Texting Number

We will be adding an additional texting number for direct connection to your agent and additional information on your home.



## 4. Recorded Walk Thru Tours

We will record a Walk Thru Tour of your house to post and use online for buyers to ask questions and feel the flow of the home.



## 5. Matterport & Zillow 3D

Anyone anywhere can experience the home through 3D interactive technology of being in the house and guiding your own walk thru talking to an agent asking questions or solo.



## 6. Experienced Staff

Many REALTORS are scrambling to figure out how to have Virtual Open Houses, but we have been doing long distance home sales for years. Speak with a Rider Elite Team representative and let them show you how well your home can be showcased virtually as you remain safe.



# Recommended Vendors

## Appliance Repair

Elite Appliance Repair 623-866-3677  
Spencer's TV & Appliance 480-833-3072  
Dryer Vent Wizard 623-806-8826

## Appraiser

Earl Wolf 480-220-1901

## BBQ Repair

BBQ Doctor 480-437-1227

## Cabinetry

Quality Woodcrafts 623-414-5310  
Designer Cabinet Refinishing 602-277-4396  
Elite Custom Paint & Cabinet 602-708-4444  
Four Peaks Paint & Cabinet 480-395-2275

## Cleaning Service

Arizona Clean PROS 480-836-4277  
Hard Surface Detox Pros (Chris) 480-330-6831  
Mina House Cleaner 602-541-4607  
Silvia House Cleaning LLC 602-435-3861  
Stone Touch Tile 602-325-3416  
Venturi Carpet Cleaners 480-820-5555  
SATRUCK.ORG - Free donation service

## Concrete

San-Co Concrete 480-378-8141  
Dynamic Concrete 602-999-5901

## Countertops

TecTop Countertops 602-510-2515

## Deck Repair

Decks Done Right 623-210-7542  
Design & Organization  
The Perfectionist 602-493-1233  
Jamie Herzlinger Designs 602-795-3824

## Doors

First Impression Doors 480-339-6131

## Electrician

ANP Electric Inc - TONY 602-828-3223  
Apollo Electric - MATT 480-216-6733  
Infinite Electric 602-791-9028

## Epoxy Floors

AZ Garage & Closet Design 480-483-3030  
Estate Sales  
Jan & Dean's Estate Sales 623-933-7777

## Flooring

AMCOR Carpets & Interiors 480-345-9300  
Scottsdale Flooring 480-451-9600  
RA Peel & Sons 602-499-2173  
Hard Surface Detox Pros (Chris) 480-330-6831

## Foundation Repair

AZ Foundation Solutions 844-280-3330  
RamJack 602-268-6889

## General Contractor

Dayton Construction 480-710-8782  
Chuck Montana 480-209-0807

## Inspections

Affordable Inspections 623-337-7926  
Advantage Home Inspection 602-864-8331

## Handyman Service

Matt Ramirez (also Apollo Electric) 480-216-6733  
Allen 480-785-6725  
Home Defense 602-750-2875  
Jack of all Trades— Masters of Help 602-284-1443

## Home Warranty

Old Republic Home Protection 800-445-6999  
Fidelity Natl Home Warranty 800-862-6837

## HVAC Services

AAA Cooling 480-389-3019  
Infinity AC & Heating 480-398-7143  
Reliance Refrigeration 602-944-9585

## Landscaper

Jose Mancilla 602-574-2860  
Gonzo 480-600-5635

## Movers

Above All Moving 602-435-0508  
Holiday Transportation 602-751-3648  
Allstate Moving Services 602-469-6683  
Get Your Move On 480-695-6621

## Painters

Luxor Painting 602-478-1355  
Already Done Home Painting 480-233-8233  
Miguel Nava 480-544-8344  
Tom Witt 480-570-0706

## Pest Control

Az Pest Elimination 602-799-1325  
City Wide Pest Control 602-944-0099  
Phoenix Pest Control 602-252-4212  
Wolf Brothers Termite & Pest 602-493-7100

## Pool Service & Repairs

Pool Daddy 602-380-4584  
Dave's Pool Tile 480-330-8452  
Piper Pools 623-293-2697  
Pool Surface Solutions 602-349-4964  
Pool Guard of Arizona 602-840-5591

## Plumber

Advanced Leak Detection 480-228-6981  
Moon Valley Plumbing 602-253-2600  
Central Arizona Supply 480-922-9191

## Restoration Services

AZ Fire-Water Restoration 480-775-8000  
Restoration Services Ltd 602-867-7771



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# \$50

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CALL FOR DETAILS

## 1-800-GOT-JUNK?

THE WORLD'S LARGEST JUNK REMOVAL SERVICE®

**PROMO CODE: KWKBURTON**

## Roof Repair

Roofstar Arizona 480-426-1915  
HR Roofing Solutions 480-840-1588  
i-Deal Roofing & Repair Jeremy M. 623-800-1912  
Geo Roofing Inc Marshall S. 623-328-9075  
5-Guys Roofing Sam R. 480-892-5311

## Septic

Sunset Septic Service 480-988-1401  
Septic Technology 623-932-3464  
Stucco Repair  
Miguel Nava 480-544-9344

## Stairs & Railings

Arizona Stairs 480-507-5433  
Modern Stairs & Railings 602-919-5711

## Tile Installation

Richard A Peeling Contracting 602-953-7924  
The Tile Shop Jessica 480-386-5479  
Patterson Home Darren I 480-299-2453  
Southwest Rest & Design Jerry 602-502-5044  
Carlson Tile Co Ron 602-489-0323  
Z Custom Renovations 602-312-7481  
H4U Construction Helene 602-740-7484  
PHD Home Solutions Paul 651-442-5800

## Tile Remodeling

Papagnos Marble & Granite Cntrtps 602-790-5679  
Wolfe Woodworking Cabinet 480-331-1530  
Better Homes Cabinet & Granite 602-795-5151  
A Touch of Glass Showers 623-580-1222  
Beyond Stone Solutions Restoration 602-993-9800

## Window Repair & Cleaning

Juan Hernandez 602-743-0067  
True View Windows 602-431-2272  
REM A D Window Repair 602-628-1042  
Squeaky Kleen Windows 480-221-1240

## Window Coverings

PSI Window Coverings 480-443-0203

## Binsr Specialists

Arizona BINSR - 602-471-5272  
Binsr Pros 480-450-2932  
Copper State Binsr Repair 602-550-1760  
Integrity Binsr Repair IntegrityBinsrRepair.com  
The Binsr Guys 480-427-0758