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➤ publisher's note

Traditions, Memories and *Our Legacy*

Growing up in the South, in Cajun country, family holidays meant lots of eating, drinking, playing cards, crawfish boils and laughter. There were plenty of characters in the Motlow family. Well, that's what we called them. But we loved to be together even if it meant I would lose all my allowance to my grandma, mom, aunts and uncles playing poker or bourre.

One of those characters was my grandmother, we called her MoMo. Now, that's my name! I couldn't avoid it when my first granddaughter was born. My three daughters wanted to make sure that important name was passed down. It is important only because of the woman it represents. My grandmother was strong, feisty, and determined to raise her seven children. Many of those years she was a single mom because my grandfather had died in his 40's suddenly while working on the railroad. He was a handsome man who I never had a chance to meet. But he loved my MoMo, not caring at all that she was born with only one hand. It did only take one hand to wring a chicken's neck! Those were the days when chickens ran in your backyard so you had something to cook for dinner. And could she cook! She was an amazing cook. The okra salad, the seafood gumbo, the red beans and rice, the crawfish etouffee, the rabbit sauce piquant, the barbecued chicken and potato salad. How I miss our Louisiana cuisine, especially my MoMo's cooking. Food brought us together, friends and family. No one was looking at the yard, was it manicured, or

the house, was it clean, no one cared if the kids ran around like wild little children. I want to be more like that. I want to care more about being with friends and family than worrying about the house or yard. MoMo cared and showed it in the way she lived. I remember nights when she sat in her chair singing at the top of her lungs. She may have had one too many, but as the years passed so did those nights. I also remember when I was in college the mornings when I would stop in for coffee and she would tell me she had been up since 4 a.m. reading her bible, praying for all her family and cooking her lunch. She often offered me a taste of her lunch that was sitting on the stove. But if I took two bites she would yell "Don't be a cochon." That is Cajun for pig. I loved that I lived around the block from her when I was newly married, before moving to Arizona. I was able to be there to share the joys of our precious baby daughter and bring her a meal when her health was failing. Of course, sometimes I used too much red pepper and I would get an ear full. Didn't I remember she couldn't eat red pepper anymore? I didn't, I was just trying to cook like MoMo.

I will be forever grateful for the impact she made in my life. It's been 30 years since we laughed together. But I want to remember and am committed to recognizing the legacy that has been passed down. All in hopes I will notice the legacy I am leaving.

This time of year, will you take the time to think of those who impacted you and remember the gift that was passed down? Our legacy is being lived out day by day and someone is watching.
- Delilah

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Why this
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If you are interested in contributing or nominating Realtors® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.

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Guest Writer



Susan Cegin
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Joey Ambrose
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This adobe-to-modern green blending remodel done in the Tucson mountains is a favorite. It is built from Rastra Block construction and open cell spray-foam insulation. It also has Water Harvesting, LED lighting, finished concrete floors, high-efficiency HVAC, exposed spiral ducting in air-conditioned space, upgraded/efficient windows, shade trees and many more green features.



“GREEN” - HERE TO STAY

Let It Pay!

Sue Hayes

What Agents Need to Know About Green Home Features

Green is here to stay. We have all heard the buzz about solar and wind power, climate change, and carbon emissions. With leaps in technology in the past 10 years, alternate energy is becoming a requirement that we cannot ignore and could bode well for our planet and our future. Cleaner air, cleaner water, and cleaner living are goals we can agree on worldwide.

In the real estate industry, there is a unique opportunity to help define and quantify the significantly higher value of buying homes with green build-

ing features. This may also have an impact on the building industry to include these features in all new homes. “Although it can be difficult to quantify the benefits of green construction and home features, for most people, the biggest driver for purchasing a green home is lower energy bills and more cash in their pockets,” said Andrew Hayes, V.P. of Hayes Construction, Inc. What is often overlooked, however, is the true value these features add to the home itself and our community in the long term.

Data and documentation are the key to showing what is working. There are many methods for documenting the cost-savings of green home features.

One of the most common methods is the Home Energy Rating System (HERS). This is a miles-per-gallon equivalent comparison for homes built to different code standards throughout the years. There are many other systems, but they all have the goal of measuring the efficiency of a building and striving for a fair measurement and value of green features for homes.

For example, HERS data shows that homes built to the 2012 International Energy Conservation Code (IECC) are operating approximately 20-25% more efficiently than those built in 2006. This translates to a lower energy bill each month for homeowners. These better practices also control air and waterflow in and out of the home. This, in turn, helps reduce the deterioration of building materials and contributes to less operating costs and fewer maintenance issues. In the end, it means significant money savings for owners and builders.



Agents in the Tucson area have an excellent opportunity to lead in documenting the green features that add value to every home they sell with a very simple form. The Tucson Area Real Estate Green Committee has initiated the “Check Your Green Features in MLS” campaign. This en-

forces that “agents note any energy-saving feature that applies is checked for every home they encounter,” said Thadeaus Jones, V.P. of Washington Federal.

Obvious features—such as solar panels, water harvesting, native plants, exhaust fans, low-E windows, and shade trees—are found in many homes and are easy to spot. Items such as LEED or TEP certifications, low to no VOC paint and carpet, thermal mass, and renewable materials are also part of the list and can be determined by having a discussion with the homeowner.

These improvements and principals hold true to older homes as well. New technologies are emerging almost daily to address the big energy wasters of older homes. Sealants for ducts, insulation for exposed pipes, new windows, exterior coating to increase insulation, simple water harvesting, and tree planting are all being used and tested to improve our lives.

By working together, we can encourage all homeowners to buy green homes and add green features as needed, which will help save them money and protect the environment. The more we check our green features in MLS and educate homeowners’ about HERS ratings and certifications, like LEED and TEP, the greater value these features will represent in home costs. Green, higher value homes are good for everyone.

Kristi Penrod

Finding Her Groove

► a rising star!

Sue Cepin
Photography by Casey James



Kelsie - 10, Levi & Kristi, Kylar - 8, Kashley - 5, Kennedie - 15

"I am the ultimate front porch sitter," muses Kristi Penrod over a glass of iced tea. When the weather is nice, you'll find her relaxing in a chair somewhere, watching her daughters play outside. She cheers at softball games, wanders downtown Tucson with her husband, Levi, and grows her own grapes for homemade jams and jellies. So how did this friendly, unassuming mother of four come to be a rising star of Tucson realty?

In 2014, Kristi was considering whether or not to pursue a graduate degree in Psychology. On a whim, she decided to get her real estate license instead. Excited to find a brokerage that fit well with her personal values, she cold-called the manager at Redfin. After working six months as an associate agent, she started as a full-time real estate agent in May of 2015. Since then, Kristi Penrod has reached a career volume of \$23 million, closing over seventy deals in just two-and-a-half years.

For Kristi, this newfound career combines her background in psychology, a predilection for

details, a desire to manage her own schedule, and a taste for the adventure of exploring unfamiliar homes and neighborhoods. "I kind of get to mix it all together," she explains. However, while real estate combines many of her interests, it is clear that Kristi Penrod's popularity as a realtor is the direct result of a people-based approach. Her success has been propelled by a high rate of recurring customers and the referrals they send her way. "People feel like I'm on their side," she states simply. Her goal in closing any real estate deal is to always leave with happy clients. She hopes to hear from them again and finds that

leaving things on good terms provides for positive ongoing relationships.

"When you take the time to understand your clients, you can really help them," Kristi asserts. This idea of understanding people comes up repeatedly as she discusses her philosophy. Being the mom of 4 girls under the age of 15 has certainly sharpened her skills in time management, helped her become an excellent negotiator and multi-tasker. Her negotiation skills allow her to help resolve differences between not only buyers and sellers but also co-buyers, herself and her clients, and even her clients'

own wishes and their actual needs. Kristi recognizes that buying real estate is an emotional process. She tries to help her clients find a balance between emotion and logic so they can make informed decisions that they will be happy with in the long run.

Kristi and Levi grew up in a small rural town in the White Mountains living on a ranch surrounded by family. When Levi was offered a job opportunity he could not refuse they moved to “the big city”. It was a little intimidating at first but having lived here for ten years now, Kristi credits her pride in being a Tucsonan to her experiences in real estate. She has had the opportunity to see the beauty inherent in vastly different neighborhoods around town and has enjoyed glimpses of old homes gaining new life as people invest in them.

When asked about mentors, Kristi quickly points to two important women in her life. She refers to her mom as a life mentor, acknowledging, “She’s really different from me.” Sporting a bracelet engraved with the quote, “Well behaved women rarely make history,” her mother is a self-made, assertive businesswoman who helped Kristi find her voice early in life. She has also consistently emphasized treating people well, modeling generosity and kindness to friends and strangers alike. On the professional side of things, Kristi’s market manager, Sara Fischer, has provided a great deal of guidance. “She has seen it all,” Kristi proclaims, explaining that Sara has answered any and all real estate-related questions, inspired her to be the best that she can be, and, as a mother of young children herself, understood the demands of tending to family and career.

Things haven’t always come easily for Kristi on this journey. When asked about her biggest obstacle along the way, she says, “Finding my confidence... my groove.” Early on, she wanted every party involved in each transaction to be happy with the outcome. “It was exhausting,” she admits. She found that she was better able to balance the demands of the job once she prioritized advocacy for her clients’ goals. She has also been grateful for client feedback surveys. In these, she discovered details about her strengths and weaknesses and responded by tailoring her approach. Through trial and error, Kristi also gradually developed a team of service providers in the community (lenders, inspectors, etc.) whom she trusts to care for her clients in a way that complements her work. She also acknowledges her brokerage team as an important support, specifically mentioning her transaction coordinator, who helps manage paperwork and the associate agents who show properties when she is not available.



Kristi recalls the process of establishing her work-life balance as another daunting challenge, remembering, “Sara helped me see that it’s not balanced but flow.” This concept of flow has helped her negotiate the variations in weekly routines and enabled her to move back and forth between home and work responsibilities, naturally integrating the two. She describes drives spent listening to audiobooks on the way to a property; the occasional email perusal while waiting for one of her daughters’ softball games to start; and mornings that roll from phone calls to laundry to listings. Her husband, a paramedic for the City of Tucson, joins her in managing and enjoying these rhythms of work and family.

When asked about what inspires her, she cites examples of workers in various fields who are excited about their jobs and do them well, saying, “I’m always jazzed by passionate people.” Kristi Penrod is clearly one of these people.

“I think, ‘If I can do it, anybody can.’ I’m not even kidding. I have a lot going on. I didn’t think I had what it takes to be a great agent. I don’t have superb organizational skills, and I’ve never been motivated by the idea of grand success or setting big goals. I just kind of put my head down and started working. If you find something you love to do and really work at it, you can figure it out.”



Thank you Tucson

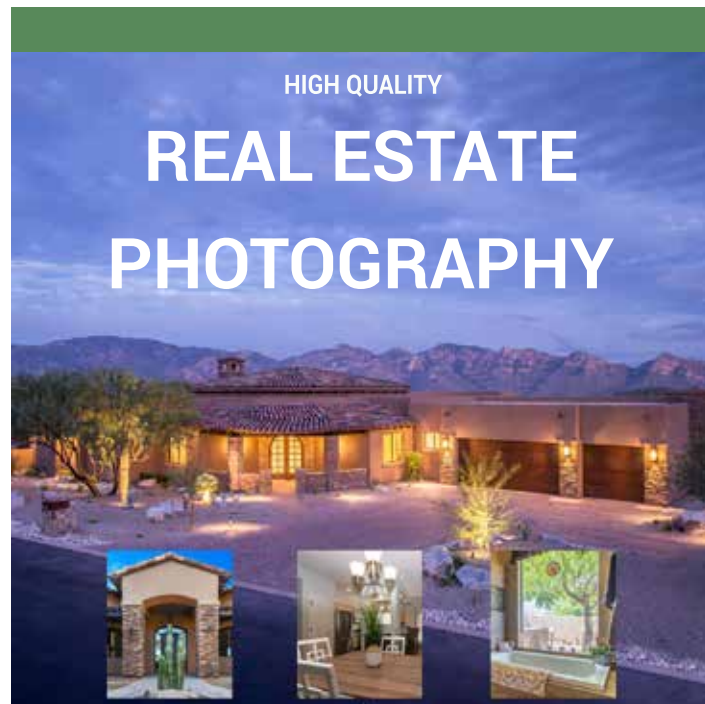
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NICOLE BRULÉ- FISHER



Photography by Joey Ambrose

The Sweetness Of Real Estate

Business Partner Nick Vargas



Apryl Lopez

“This is a business that’s built on relationships.” This sentiment is the theme of Nicole Brulé-Fisher’s real estate business and life. She is a woman built on positive and continual relationships with her family, her friends, and her many clients. She measures her business a success as she looks at the families she has helped and the lives she has changed. “It is great fun to hand those keys over, and it’s an incredible honor,” Nicole says, referencing the joy of handing homeowners the keys to their new homes.

Nicole has been a licensed and practicing Tucson REALTOR® for 15 years. Before becoming a successful real estate agent, Nicole worked as a social worker for Child Protective Services. It was there that she honed the necessary skills of listening, understanding, and problem solving that would help her succeed as a real estate agent. In the last 15 years, Nicole has made a significant impact on the real estate industry—locally and nationally. She was a founding member of the Green Committee for the Tucson Association of REALTORS® (TAR); named REALTOR® of the Year by TAR in 2010; was a 2013 graduate of the National Association of REALTORS® Leadership Academy, and worked as President of TAR in 2015. These awards and opportunities are just a few of the many ways that Nicole has left her mark as a real estate agent. In the end, though, she isn’t in it for the prestige; she does it all for her clients. “I want to do right by my clients,” Nicole continually insists.

This continuous drive for her clients is apparent to anyone who meets Nicole. She considers many of her clients to be lifelong friends, and she has seen them through the countless changes of everyday life. Nicole has been there for clients when a loved one passes or they choose to downsize their home; she has also witnessed the joy of a family moving into a larger home and a child receiving his own room for the first time.

(Nicole recalling that exact moment) “Recently, I showed a home to a family for a colleague. Of course, the moment she went out of town, her clients needed to see the perfect new listing. So, I showed the home to this sweet, sweet family. The 13-year-old boy struck me. He was so thrilled, so excited about the proposition of his family owning this home. He was so excited, so joyous, that he was literally jumping up and down with unbridled joy. He said

...

to me, 'I am so excited for my future in this home.' That simple, yet profound statement, so struck me. His joy, his vision of their family's future together in this home was unfolding before us. He went on to say while continuing to jump up and down, 'I can't contain my joy! I'm so excited about having my own room. I've never had my own room.' He laid out the furniture, described his homework space, etc. I, of course, told him NOT to contain his joy. NOT EVER. This delightful young family left a mark on my heart. Sweetness in real estate."

These moments—full of sorrow or happiness—keep Nicole coming back to the world of real estate. She has a unique window into the lives of her clients and considers it a blessing to be a part of their changing lives.

"This delightful young family left a mark on my heart. Sweetness in real estate."

Creating an eco-friendlier community is one of Nicole's interests. "It's something I feel passionate about... The desert is such a fragile environment, so, however, we can minimize our impact we're all better off for it." She—along with her business partner Nick Vargas—work with clients to find the right home and help them make it into an eco-friendlier location. "I think the greenest thing you can do is purchase something already built and make it tighter and sustainable long-term." Nicole has taken her own advice in the past. Her family refurbished and extended their home with green-minded techniques, such as recycled denim insulation, concrete flooring, and a TPO roof with thin-film solar cells. She has learned much about the environment through her own experiences, and she is dedicated to giving her clients the benefits of that experience.

Nicole is also fiercely dedicated to her family. She and her husband, Tom, have two adult children, Max and Emilie, who are as driven and successful as their parents. Emilie is starting her college education at the University of Arizona, and Max is following in his mother's footsteps as a commercial real estate agent with PICOR. While Nicole and her husband are hands-on parents, they have enjoyed the advantages of living 12 years in a multi-generational home with Nicole's mother. When Nicole's father unexpectedly passed away in 2005, the family banded together and chose to live under the same roof. All of this time together and the support of Nicole's mother gave Nicole the time and ability to focus on building her career. "I'm blessed to have my amazing mother... I was building a business all this time. She was always



Photography by Joey Ambrose

there." Nicole is also quick to point out that her husband has been equally supportive throughout their 30-year relationship. "He has always been by my side."

With the help and support of her family, Nicole has been able to expand her professional and philanthropic endeavors. In her early years of learning about the real estate industry, Nicole worked with a local nonprofit to develop workshops and one-on-one counseling to help first-time homebuyers learn more about the process of securing mortgages and buying homes. She has also taken up the mantle of "volunteer" many times in the past. She is a contributor to the REALTORS® Political Action Committee (RPAC) to help affect local and national change to benefit homebuyers, sellers, and real estate agents. However, there is another charity that Nicole pledges much of her time and service to due to its personal effect on her family. JDRF—also known as Juvenile Diabetes Research Foundation—is a global organization leading the way in finding a cure for type 1 diabetes (T1D), which is an autoimmune disease that impacts both children and adults. Nicole can't stress enough the impact and importance that JDRF has had on millions of people affected by T1D. "Their goal is to find a cure and to effect different treatment modalities, so I'm a huge fan of JDRF... That is my charity of choice. Every day, I yearn for and I hope for a cure."

Nicole Brulé-Fisher has taken all aspects of her professional and personal life and woven them together into a successful tapestry that has far-reaching connections. Her entire life and ideals are built on creating genuine and long-lasting relationships. She has taken these constant connections and made her mark. Nicole realizes that changing people's lives, changing communities, and changing the world begins with one person, and that person may just be a single dedicated REALTOR®.



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Gloria Coldiron
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Sharpen Your EXPERTISE

Gloria Coldiron

As a homeowner with a large family of seven, energy efficiency is very important in our household. From TV and light usage to the washer, dryer, cooktop, and water that never seems to turn off! As energy costs rise, we are always looking to find ways to cut our household energy consumption costs.

As a Realtor of fifteen years, I have witnessed that more often in this accelerating age of technology, energy efficiency in a home is on the list of top priorities when considering value.

In fact, many lenders have gotten on board with this line of thinking and now offer products which include renovation loans to assist the buyer in making alterations to their new home purchase, which will immediately create energy cost savings.

As a seller in today's market, making changes is as easy as replacing old wasteful high energy-consuming appliances and can surprisingly help the sale of a home! There are also many rebates offered and available from utility sources, just by changing out old versions of appliances. Both Seller and Buyer have a win here!

As agents in the real estate industry, we have many specialists of our own that provide specific expert knowledge and designations that reflect the Realtor's dedication of expertise for certain real estate needs. One designation that all Realtors would benefit from is obtaining the "Green" designation. Green, efficient, and sustainable homes are no longer considered specialty homes. They are in high demand by the consumer, which means REALTORS® must always be up-to-date on resources to address consumer concerns

All REALTORS® understand that there is a multitude of information and energy efficient lingo that can be overwhelming to an environmentally-conscious consumer. Where do they start?



A slimline tank enables water harvesting in tight spaces. Photo: Jamie Manser/Watershed Management Group



Creating passive water harvesting features, such as basins and berms, enables rain water to sink into the local water table and supports native vegetation year-round. Photo courtesy Watershed Management Group

What should they choose? Sharpening your expertise in the green direction of real estate will set you apart from the rest and benefit your business and your clients of all different real estate needs. REALTORS® are starting to recognize that all areas of real estate are now intertwined with environmental concerns. Raw land, commercial, new build, and pre-existing or renovations all require embracing knowledge of energy efficiency and going green. It is, without a doubt, a must for all REALTORS® of today.

The Tucson Association of REALTORS® (TAR) is proud to offer a Green Committee to all members. This is an incomparable source of information where REALTORS® can receive and understand the latest national and local information regarding energy efficiency and sustainability. TAR's Green Committee seeks to help uplift local business by answering questions and providing information on how to obtain a Green Designation. TAR has always been at the forefront of helping REALTORS® support their community, but they are also here to help REALTORS® support their environment.

NAR'S GREEN DESIGNATION

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- » **Valuable real estate education** that differentiates your market

focus and broadens your abilities in the eyes your clients, prospective clients and associates

- » **Enhanced ability to participate** in the green real estate market
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ROC #264596

TOP 125 STANDINGS

Teams and Individuals Closed date from Jan 1 - Oct 27, 2017

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 10-27-17)	Total \$ (01/01/2017 - 10-27-17)
1	Marsee	Wilhems	145	28921000	160	38615303	305	67536303
2	Kyle	Mokhtarian	295	53677300	52.5	8312225	347.5	61989525
3	Kaukaha	Watanabe	116.5	23469909	162	28737014	278.5	52206923
4	Michael	Rhodes	199.5	37676950	62	11305106	261.5	48982056
5	Laura	Sayers	56	16699400	79.5	27706350	135.5	44405750
6	Janell	Jellison	39.5	24231064	19	10439854	58.5	34670918
7	Danny	Roth	85	18968634	69	14957012	154	33925646
8	Kevin	Mcandrews	90	18658910	70	14730710	160	33389620
9	Robin	Kaiserman	39.5	22242863	13	6121400	52.5	28364263
10	Peter	Deluca	66	18899583	30.5	8582562	96.5	27482145
11	Russell	Long	33	21737000	12	5420900	45	27157900
12	Laurie	Lundeen	79	15105100	47	9593750	126	24698850
13	Sandra	Northcutt	57	16691500	27	7613400	84	24304900
14	Denice	Osbourne	36	13723728	26	10394500	62	24118228
15	Brenda	O'Brien	36	11202000	31	10387500	67	21589500
16	Layne	Lundeen	30	10808450	38.5	10743900	68.5	21552350
17	Don	Vallee	37.5	12764314	30.5	8699370	68	21463684
18	Vicki	Holmes	39	11916098	31	9536232	70	21452330
19	Curt	Stinson	82	16931700	25	4490000	107	21421700
20	Rob	Lamb	31.5	11959300	22.5	9288550	54	21247850
21	Jarrett	Reidhead	11	9061500	22	11093000	33	20154500
22	Taylor	Mize	46	14056770	17.5	5843746	63.5	19900516
23	Nicole	Churchill	41	9659875	41	9636698	82	19296573
24	Eddie	Watters	31.5	6194500	58.5	12155904	90	18350404
25	Shawn	Polston	86.5	15444725	14.5	2669434	101	18114159
26	Lisa	Bayless	38.5	14192635	9.5	3724285	48	17916920
27	Louis	Parrish	47.5	12974247	14.5	4618808	62	17593055
28	Susanne	Grogan	20	13621028	7	3785378	27	17406406
29	Mckenna	St. Onge	20	7752400	23	9266950	43	17019350
30	Ricardo	Aranda	22	3853950	74.5	13160755	96.5	17014705
31	Becca	Riccardi	35.5	6880700	45	9988600	80.5	16869300
32	Jeffrey	Ell	35	9536686	23.5	7066034	58.5	16602720
33	Tom	Ebenhack	29	6993500	30.5	9476341	59.5	16469841
34	Craig	Tucker	32	14789399	3	1638701	35	16428100

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 10-27-17)	Total \$ (01/01/2017 - 10-27-17)
35	Barbara	Bardach	17	11692500	9.5	4700500	26.5	16393000
36	Aaron	Wilson	25.5	5146210	49.5	10262700	75	15408910
37	Jose	Campillo	14	2507200	86	12673995	100	15181195
38	Ronnie	Spece	49	13961564	5	1082900	54	15044464
39	Tony	Reed	15.5	12869655	3	1500400	18.5	14370055
40	Spirit	Messingham	21	6422050	26	7881245	47	14303295
41	Patty	Howard	10	5039748	19	9074300	29	14114048
42	Jill	Jones	32	10043103	13	4047480	45	14090583
43	John	Billings	34	9985999	14	4067454	48	14053453
44	Tom	Peckham	11	6023548	15	7693905	26	13717453
45	Joshua	Waggoner	11	7562500	5	5385000	16	12947500
46	Alan	Murdock	61	10424395	8.5	1933000	69.5	12357395
47	Sue	Brooks	23.5	5428700	22	6857897	45.5	12286597
48	Roni	Benge-Adamson	22.5	6846467	17.5	5364088	40	12210554
49	Jerri	Szach	23	5918350	21	5841609	44	11759959
50	Kelly	Garcia	22.5	6813467	15.5	4799098	38	11612564

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TOP 125 STANDINGS

Teams and Individuals Closed date from Jan 1 - Oct 27, 2017

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 10-27-17)	Total \$ (01/01/2017 - 10-27-17)
51	Oscar	Ramirez	15	8626000	7	2974950	22	11600950
52	Michael	Shiner	18	3803500	35.5	7766900	53.5	11570400
53	Kristy	Johnson	19	6627790	14	4936300	33	11564090
54	Angela	Kuzma	30.5	6358400	23	4924650	53.5	11283050
55	Bob	Norris	25.5	4750100	29	6516850	54.5	11266950
56	Ann	Gavlick	21	5484855	24.5	5780175	45.5	11265030
57	Glenn	Nowacki	20.5	4180400	33	7060250	53.5	11240650
58	Victoria	Mcgullam	25	3985700	45	7177352	70	11163052
59	Traci	Jones	27	6606375	19.5	4505325	46.5	11111700
60	Dorothy	May	16	5646500	15	5446000	31	11092500
61	Christina	Esala	24	3641190	39	7440342	63	11081532
62	Calvin	Case	34.5	6445700	21.5	4558330	56	11004030
63	Denise	Newton	26	5757750	23	5231764	49	10989514
64	Anjela	Salyer	16	5996831	13	4852801	29	10849632
65	Alfred	Lapeter	14	5045738	17	5776945	31	10822684
66	Wanda	Fudge	8.5	2784500	23	7846691	31.5	10631191
67	Leslie	Heros	18	4087268	21	6515015	39	10602283
68	Curtis	Anderson	41	6533228	23.5	3990784	64.5	10524012
69	Kristin	Penrod	8	2511500	22	7964940	30	10476440
70	Pam	Ruggeroli	16	4597500	20	5829360	36	10426860
71	Tyler	Lopez	19.5	4012400	36	6399977	55.5	10412377
72	Michele	O'Brien	16	4772830	15	5601053	31	10373883
73	Beth	Jones	17.5	4395800	20	5932500	37.5	10328300
74	Lynn	Slaten	19	6627790	9.5	3613300	28.5	10241090
75	Heidi	Baldwin	9	4295000	13.5	5920000	22.5	10215000
76	Joelle	Kahn	18.5	4986800	22	5198030	40.5	10184830
77	Susan	Denis	23	5566300	15	4614200	38	10180500
78	Pam	Treece	12	4403200	16	5749500	28	10152700
79	Tim	Rehrmann	42.5	8640076	7	1388175	49.5	10028251
80	Dean	Groth	14	3832200	19	6133700	33	9965900
81	Camille	Rivas-Rutherford	5	1838900	24	8079068	29	9917968
82	Kenneth	Herb	63.5	8832700	12	1004000	75.5	9836700
83	Judy	Smedes	9	4341600	12.5	5441450	21.5	9783050
84	Margaret	Nicholson	16	5646500	12	4133000	28	9779500

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 10-27-17)	Total \$ (01/01/2017 - 10-27-17)
85	Maria	Anemone	15.5	7016400	4	2733000	19.5	9749400
86	Nestor	Davila	18	3738650	40	5974620	58	9713270
87	Lamar	Watson	53.5	9670902	0	0	53.5	9670902
88	Vincent	Yackanin	22	6005820	8.5	3625950	30.5	9631770
89	Madeline	Friedman	21	7018950	7.5	2567500	28.5	9586450
90	Nicole	Brule-Fisher	18.5	3752325	22.5	5810276	41	9562601
91	Angela	Tennison	15	5221000	10	4292671	25	9513671
92	Lori	Mares	15.5	2725583	32.5	6693178	48	9418761
93	Gary	Roberts	23.5	4122200	23.5	5287285	47	9409485
94	Jenni	Morrison	13.5	3715500	15.5	5690950	29	9406450
95	Corissa	Miller	11	2040288	37	7337261	48	9377549
96	Michael	Block	21	4754900	18	4620534	39	9375434
97	Jake	Arnold	14.5	5722908	17.5	3620190	32	9343098
98	Patricia	Brown	19	5422575	16	3905574	35	9328149
99	Rebecca	Crane	13.5	3576000	21	5660450	34.5	9236450
100	Steven	Inouye	16	5560750	8	3665300	24	9226050

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ROC # 267228

TOP 125 STANDINGS

Teams and Individuals Closed date from Jan 1 - Oct 27, 2017

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 10-27-17)	Total \$ (01/01/2017 - 10-27-17)
101	Michael	Oliver	12	3062770	26.5	6092963	38.5	9155732
102	Anthony	Boatner	25	4121475	29	5020100	54	9141575
103	Steve	Nissen	17	5298305	10	3817000	27	9115305
104	Karen	Baughman	9	1733500	25	7287900	34	9021400
105	Jennifer	O'Brien	13	4146750	16	4836500	29	8983250
106	Jason	Foster	10	3914359	16	5052866	26	8967225
107	Helen	Curtis	19.5	4939900	17.5	4010750	37	8950650
108	Heather	Shallenberger	15.5	3814392	21	5117880	36.5	8932272
109	Jennifer	Phillips	21	3817100	27	5047100	48	8864200
110	Pete	Torrez	16.5	5133305	11.5	3709300	28	8842605
111	Glenda	Grow	14	3938550	12	4839000	26	8777550
112	Jill	Rich	18	3648296	21	5120382	39	8768678
113	Lisa	Korpi	16	4042250	18	4683000	34	8725250
114	Gerry	Costa	21	4967548	18	3749700	39	8717248
115	Lisa	Soares	14	3464350	11.5	5249000	25.5	8713350
116	Jennifer	Bury	12.5	2310820	27	6383035	39.5	8693855
117	Richard	Kenney	12	5732500	7	2921200	19	8653700
118	Helen	Vinson	18.5	4460000	18	4160200	36.5	8620200
119	Suzie	Corona	17.5	5695500	10	2803935	27.5	8499435
120	Catherine	Donovan	10	4035900	14.5	4462894	24.5	8498794
121	Mary	Vierthaler	15	3902500	13	4565500	28	8468000
122	Jameson	Gray	14.5	5226750	7	3238500	21.5	8465250
123	Misty	Rich	14.5	3081954	17.5	5354700	32	8436654
124	Elizabeth	Orr	16	4759395	11.5	3621400	27.5	8380795
125	Melody	Mesch	11.5	3215750	15.5	5099850	27	8315600

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Welcome to the Tucson Real Producers community! Thank you for taking the time to pick up and read through this third edition of Tucson Real Producers Magazine. Every month we strive to bring you uplifting, entertaining and educational articles along with the Top 125 Producers List. We fully acknowledge that our success with this publication is thanks to our business sponsors who have partnered with us, as well as the many realtors who have contributed to these first three issues.

A few weeks ago, someone asked me why we are doing this magazine. So, I figured it wouldn't hurt to let all of you know. I began my journey working in this industry about two years ago. I loved agents unique stories and personalities, the community feel, and their heart for their clients. In case you're not aware, I began my business selling Realtors (including many of you) closing and client gifts. Having a "bird's eye view" of the community around Tucson and learning every day, I realized something. One, there is no network that consistently brings together the best of the best, in terms of both Realtors and Affiliates. There is no platform that connects Realtors across all brokerages who are consistently performing at a high level. So, we are building that community, creating that network, and curating that platform through this publication and our events. There are infinite stories to be told, strategies to share, connections to make, and relationships to build in this top Tucson market.

Quick Tucson Real Producers Facts Distribution: The publication is sent to the top 500 producing agents of Southern Arizona, which include Sierra Vista, Benson, Wilcox, Patagonia, St David, Tubac, Green Valley, Oro Valley, Marana, Sahuarita, Vail and Tucson.

Contents: This publication has both a social and business aspect. We will highlight local top producing agents and their unique

stories. As we continue to grow, we will also bring you fresh content – mostly from local contributors – that will add value and insights to help you thrive in business and in life.

Contribution & Advertising: Want to contribute original content or nominate a realtor to be featured in a future edition? Know of an affiliate partner who should be part of our community? Or, just want to get to know each other better? Please email us directly at Delilah.Royce@RealProducersMag.com

I sincerely look forward to hearing from you!

Cost: As a top 500 producer, this monthly publication is being provided to you free of charge. Our advertising partners cover the cost of producing, printing, and mailing each issue.

Events: We will host various free events to bring our realtor community together. They will include social events (free food and drinks!) at local restaurants and bars, model homes, and other featured locations. We will also host various educational events with respected speakers and trainers. Look for an event schedule and details in upcoming editions of the magazine.

Connecting with us: email: Delilah.Royce@RealProducersMag.com
Facebook: www.facebook.com/TucsonRealProducers

Coming up next: Our launch party will be on January 18, 2018 at the JW Marriott Tucson Starr Pass Resort. Look for details on our top 500 Facebook page and in the email you will get in December. Save the Date!.



Delilah Royce
Publisher of Tucson Real Producers



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