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FEATURING

SPIRIT
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OCTOBER 2017

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ABOUT THIS MAGAZINE

Welcome to the *Tucson Real Producers* community. We are pleased to bring you the first edition of Tucson Real Producers! Our goal is to serve by bringing educational and inspirational excitement to you, your teams and brokerages in our monthly publication. We look forward to highlighting your accomplishments, encouraging your dreams and delivering recognition as you continue to serve your clients daily.

We will strive to create platforms to connect the Tucson top producing REALTOR® community to help you communicate with one another. In the months and years to come, I want to get to know each of you on a personal level, see you at our events, provide tools to help grow your business and work on how to best serve as you move forward.

QUICK FACTS:

DISTRIBUTION: The top 500 agents in the Tucson area, including Green Valley/Sahuarita and Santa Cruz County.

Contents: This publication, has both a social and business aspect. It will highlight local top producing agents, rising stars and agents with unique stories which help to inspire us all. As we continue to grow, you will see fresh content – mostly from local contributors – with the intention of adding value and insight to help you thrive in life and business.

Cost: This monthly publication is being provided free of charge to you, a top producer in the Tucson area. Our advertising partners cover the cost of producing, printing and mailing each issue. Please consider them when you or your clients have a need for one of their services.

Events: Along with the magazine, we will host various free events to bring our REALTOR® community together. They will include social and educational events. We will communicate the various events we are hosting through the magazine, emails and social media.

Contribution & Advertising: If you are interested in contributing, nominating REALTORS® for certain features, or know of an affiliate partner who should be part of our community, please

email me at Delilah.Royce@RealProducersmag.com. I look forward to hearing from you!

I would like to personally thank all our business sponsors who partner with us, as well as the many REALTORS® who contributed to the first issue. Just know that Tucson Real Producers would not exist without you. Welcome to the cream of the crop!

See you all at our launch party, which will be announced soon!

Delilah and the Tucson Real Producers Team



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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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Writer



Deborah Erdmann
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Casey James
Photographer



Delilah Royce
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Rodney Hugen
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Brian Ramsey
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▶▶ partner spotlight:
Brian Ramsey

Tom Tatro Of State Farm

Serving Our Community One Neighbor At A Time

The famous commercial touts the idea that “like a good neighbor, State Farm is there!” Are there different concepts of what a good neighbor is or does? Certainly, all would agree that our homes are one of our most valued possessions, and those who live nearby share a special place in our private world. Hopefully, our neighbors are watching out for us and take a special interest in helping us during times of need whether great or small. It is no different for Tom Tatro, who has spent all his life serving the interests of others.

Tatro graduated from the University of Nevada with a degree in business administration. For seventeen years, he served in a government position in the state of Nevada as well as on various local boards and community efforts. While visiting his State Farm agent (his sister) for an annual review, Tatro was encouraged to consider a career in insurance, as his two sisters had. Tom worked through the screening process and started the internship program in 2001. State Farm began to discuss location options, and since Tatro had never been to Tucson, he decided to investigate its charm. The visit was as eventful as the “monsoon” that was sweeping through, but Tatro told his wife that it was just the place for them. Tom and his wife moved to Tucson in January of 2002, and he started his new career by opening his office in June of that year.

Tom loves his work and appreciates his connection to such an exceptional company. State Farm is a mutual company (owned by the clients) with a solid 95-year history of excellent performance. Tom loves State Farm’s values, noting that just because they insure more homes than anyone and more cars than the next two companies combined, State Farm seeks to make a difference in the marketplace and to perform at the highest level possible helping clients to create a complete and comprehensive risk management plan.

Tom is very pleased with the four-member staff in his office. Systems and processes have been carefully designed to accommodate the needs of his customers. Their goal is to eliminate any “surprises” and to educate clients on the coverages that they possess as well as the ones that they do not. “Every customer deserves to make informed choices,” quips Tatro. One feature that sets



State Farm apart is the additional products that are available. Tom even has Saturday office hours for the convenience of his clients.

Tom has been married to his wife, Ronda, for 39 years, and they have two sons, Ryan and Jared, as well as three grandsons. They enjoy fitness, being at the gym and anything healthy. Of course, a visit with the grandchildren is always a highlight. The two appreciate watching football and basketball, but Tom also loves participating in athletics by running marathons, of which he has entered twelve. With fourteen brothers and sisters between them, the Tatros spend a lot of time traveling to visit each other. Tom still stays very active in the community. He has been a member of the local Rotary club for fourteen years, serving as the president on two different terms.

Tatro has some sage advice for his clients. The most important thing is to relax! Those who visit the office will not need to fear “being sold.” Experts will work with each family to suggest and plan for appropriate coverage. Clients often need help to navigate quotes, as many companies disseminate the information in a variety of ways. Tom also sells life insurance and provides affordable coverage that complements his clients’ overall financial plans.

Inside the office hangs a sign that says, “No Ice for Eskimos” (see BillWhitely.com). That captures the business model for Tatro and his team. Putting his clients first and giving appropriate and specially designed care is exactly what they do! It is quite neighborly if you think about it!



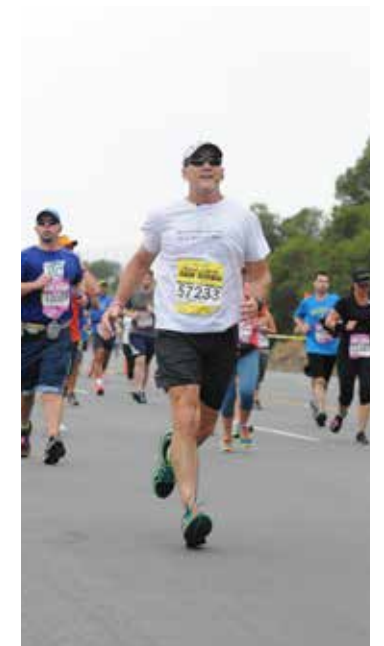
The Tom Tatro Team | Renee Covington, Ryan Tatro, Tom, & Ashely Warren



A Family Run



Tom & his grandson





DAMION ALEXANDER

Photo courtesy of GDA Photographer

The man loves bicycles. You walk past a wall of bicycle jerseys and almost trip over his bike to get to his desk. He has a prodigious knowledge of everything bicycle. From racing bikes to empowering kids with bikes, to supporting El Tour de Tucson, to simply pedaling his way around the loop with his family, Damion Alexander loves bicycling. But that isn't what really drives him.

When Damion walks you down the wall of jerseys, it isn't his accomplishments that he talks about. He doesn't talk about how fast he rode or how many miles he pedaled, or what place he finished in the race. Instead, he points to the name of the charity on the jersey and talks about what they do. He is thrilled to tell you about folks being active and living full lives, such as an athletic who lives with diabetes, or the mission of Tu Nidito to ensure that no kid grieves alone, or a story about getting a replacement bike for a Paralympic racer whose expensive racing bicycle was stolen. He is excited to talk about the Tucson community and the good things that happen in it. He is knowledgeable and enthusiastic about community involvement, but mostly he exudes humility. "I don't care about personal recognition," Damion says, "I just want to leave a legacy of community involvement because I've seen what happens when people do good in the community." It's a way of living he learned from his activist mother, Lynn Rae Lowe while growing up in Telluride, Colorado.

Damion Alexander is a REALTOR® who talks passionately about his Long Realty team on River Road. He is effusive in his praise for Chris Garcia, who works side-by-side with him to make the team work. "I couldn't do this without him. I certainly couldn't do what I do in the community if it wasn't for Chris. My name may be on the door, but it is a true partnership and we are successful because of him." They've worked together for seventeen years, and that kind of loyalty and longevity matter. Teamwork is important to their success.

Despite his appreciation for Chris, Damion is quick to say that the most important members of his 'team' are his wife, Janna, his son, Samuel, and his daughter, Sophia. He talks about the sacrifices they make and the support they offer as he engages the community and works the long hours that are required to succeed in real estate. It's clear that his family matters deeply to him. He laughingly mentions that his family isn't nearly as enthusiastic about riding bikes as he is, but he chats eagerly about things they do enjoy as a family, such as his daughter's love of baking and acting. He says he enjoys eating her baked goods, but ruefully notes it isn't good for his training regimens. Clearly, his wife and family bring him joy.

Early on, Damion attended a real estate class where he chatted with another class member who had just gone through the horrific pain of losing most of his belongings in a house fire. Deeply sympathetic, Damion jumped up on a table and called out to the



eighty folks gathered in the room, that they needed to help a friend in need. Many folks donated furniture, fixtures, and money to help him out. "What did that take?" Damion asks. "Five or ten minutes? A lot of good can be done if you are willing to stand up and spend five or ten minutes helping out."

Taking a few minutes to do good in the community is clearly a mantra that Damion lives by. He talks about the importance of involvement in the causes he supports. "It's easy to just write a check; it's harder to be involved personally." He hastens to add that writing checks is also important. Money, he claims, is the lifeblood of the organizations he supports and contributes to. But he also encourages personal engagement. He speaks about diabetes and its impact on families, and their concerns with blood sugar levels. He freely admits knowing very little about the disease – until it impacted personal friends. His personal engagement allows him greater empathy, sympathy, and compassion. He is deeply moved by the plight of others who struggle with the disease and takes the time to learn more about it.

"No good deed goes unpunished," he quotes, laughingly, when asked what frustrates him. Not every charitable offering is well-received, and many times there are roadblocks in trying to improve the community. He worked hard on getting the no-texting-while-driving hands-free policy instituted, out of a deep concern for bicyclist's safety. There are always push-backs to such things, but Damion says he's learned to listen and adjust. "As REALTORS®, our work is relationships. You learn to listen to people."

Doing what is good for the community matters deeply to him. "Don't sit on the sidelines and gripe if you aren't doing something," is his heartfelt advice to others. He wants everyone involved. Everyone should give five or ten minutes here or there to improve the community. When asked how many hours his 'five or ten minutes here and there' adds up to in his week, he sheepishly admits his community involvement can easily consume twenty or sometimes thirty hours in a week. It's why he isn't reluctant to

tell people that he meets in his charitable work, that if they need a real estate agent, he's their guy. "I could make a lot more money if I didn't spend so much time doing good in the community. The reason I can do the good I do is because of the business." He regularly reminds the charities he supports that their support of his business is what allows him to make Tucson a better place.

Damion asked this interviewer if I rode a bike. I confessed that I hadn't ridden a bike in years. I explained that my extra-large sized bicycle had been stolen and that I hadn't been able to afford to replace it. I mumbled some excuses. He interrupted, saying, "If I found you a bicycle, would you ride it?" The man is hard to say no to. He said he'd start looking. "The condition for finding a bike for you is that you can't ever sell it. If you don't use it, give it back, or give it away to someone who needs it."

Damion uses bicycles to make his community a better and healthier place. His enthusiasm is catching. If you want to get connected just reach out.

"The Weekly Bike Ride List", created by Damion, is comprised of all the regular weekly mountain bike, road rides, social rides, as well as upcoming races and volunteering opportunities in the cycling community. To be added to his list email Damion@DamionAlexander.com, 520-977-5664 or follow his escapades in giving on his Facebook Page: The Damion Alexander Team.

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Ride for a Child
Photo by Damion Alexander



TU NIDITO

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Tu Nidito provides emotional, social and educational tools through one-on-one services and support group programs to children impacted by the diagnosis of a serious illness or the death of a loved one. When families arrive at Tu Nidito their lives have been turned upside down. They exhibit debilitating grief characteristics such as depression, sleep deprivation and even loss of hope for the future. Our team of professionals address these issues and help guide families through their individual journeys, equipping them with the tools they need to cope and have success in the future. Services are offered to families for as long as they are needed, at no cost to them, in English and Spanish.

Since beginning over 20 years ago, Tu Nidito has supported over 15,000 grieving children. We have grown from serving 12 children in our first year of service in two programs, to today, serving over 800 children and over 500 adults from over 350 families in nine programs.

As an agency dedicated to advancing child-centered grief support, we rely on the support of the community to help fund our non-duplicated services. Like Ride for a Child, a program that matches El Tour de Tucson cyclists with Tu Nidito

children. It provides cyclists the opportunity to ride and raise vital funds in honor of a Tu Nidito child. Ride for a Child cyclists like Michael and Lauren Mosgrove are extraordinary community members who are champions for Tu Nidito.

Personally driven by her "Go big or go home" attitude, Lauren likes to think big when it comes to training for El Tour de Tucson and championing for Tu Nidito through her fundraising efforts. Michael adds that he finds the fundraising more of a personal challenge than the training itself. "We spend hours and hours training. If you're going to spend so much time doing something, it's great that it can be for an important reason," explains Lauren.

Each year, when cyclists make the decision to ride in El Tour de Tucson in honor of a Tu Nidito child, it becomes more than a commitment of athletic endurance. Tu Nidito guides our community's grieving children and families through the death of a loved one or the diagnosis of a serious illness.

Who are YOU riding for? Take it to the streets in honor of a Tu Nidito child and make the most of your El Tour experience! www.rideforachild.com or call 520-322-9155

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By Lisa Larkin, Esq., CLHMS Certified Luxury Home Marketing Specialist

Have you heard about “Virtual Reality”? Maybe this conjures up an image of google glasses on the heads of nerds. Wearing the goggles is one way to experience homes in 3D, but 3D Real Estate Tours are so much more than that and very easy to access without the headgear. The 3D Tour is created by a special “camera” which actually scans each room and the whole house up to 4000 times, and then pieces them together. The result is stored in the software of the camera vendor, primarily “Matterport”, and creates an experience that allows the user to see the home in 3D!

If you haven’t seen a home in 3D, go to Realtor.com and search Tucson listings until you find one with a “3D View” on the main photo page. For a quick link go to 1932 S Twinkling Starr, Tucson, AZ 85745. Once you click on the link or otherwise access the main page of the 3D Tour, you will click on the arrow and the tour will load. The first thing that you will see after the tour loads up is an overhead or “dollhouse” view of the home. You can use your mouse or smart phone or tablet touchscreen to manipulate your view of the dollhouse and click anywhere to enter the home! Once inside you can go from room to room with your mouse or finger and even see the ceiling.

The marketing advantages of the 3D Tour are numerous. It eliminates unnecessary showings and seller inconvenience. It shows off the home as it is exactly, and virtual showings can occur 24/7. It helps buyers narrow down the houses that they want to see and even allows them to buy sight unseen! It has happened at

our office. If the tour creator wishes, they can even add “Tags” to point out special features of the home, such as appliance brands and countertop materials.

While the use of the 3D Tour initiated with luxury homes, the price has come down substantially and it is now being used by many agents across lower price ranges. It’s even used on select rentals to make showing less time consuming for all parties. In addition to Realtor.com, the Southern Arizona Multiple Listing Service (MLSSAZ), remax.com, theremaxcollection.com and the global.remax.com websites support 3D. You can also find the link on Zillow if you look for the View Virtual Tour link under “Interior Features, See More Facts and Features, other interior features. The 3D Home Tour on the Tucson MLS is found under the Virtual Tour Link in “Photos” and really is virtual as opposed to a stitched together view of photos panned from side to side.

If you are selling your home, the 3D Tour is one part of a myriad of marketing options to show your home in the best light including, professional photographs, night photos, video, drone photos and video, and architectural floor plans that allow you to “place” your furniture. In Tucson, our office has embraced the technology and have pooled multiple agent’s listings on Tucson3DTours.com, a website that makes it really easy to find homes in 3D. The site also features local business including the Madaras Gallery, Originate Natural Building Materials and the Rialto Theatre.

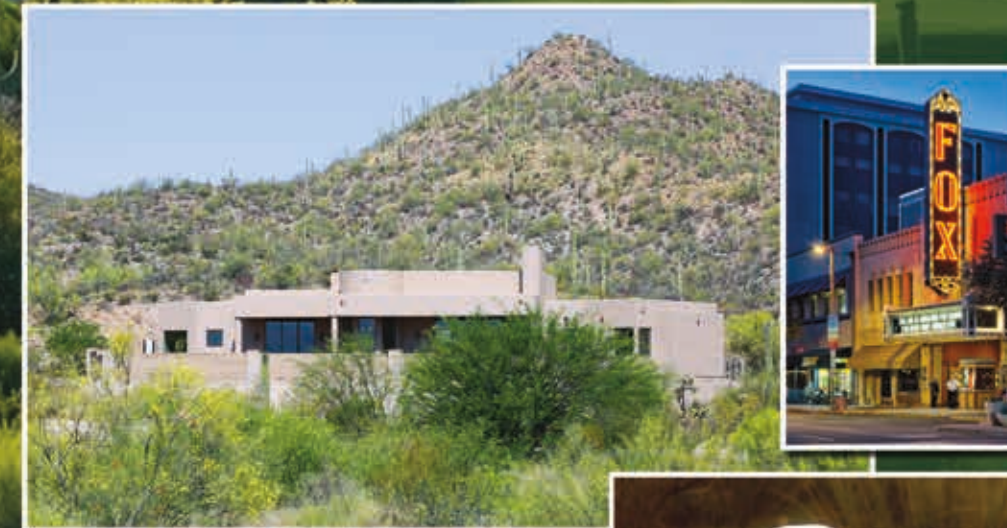


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The Spirit Of Tucson SPIRIT MESSINGHAM

Representing His Clients

As the world becomes more reliant upon machines and computers, ethics tend to be cast aside. Often, our priorities are geared toward convenience and high-productivity. Everybody is looking for that one thing to make their business better, easier and more successful. Usually, it's some software device or other automated enhancement. But Spirit Messingham has a different outlook. He believes that commitment to his clients, dedication to the rules of the real estate industry and a do-it-yourself attitude are the only enhancements you need to make your business successful.

Messingham was born and raised near Cedar Falls, Iowa. He takes pride in being a Midwestern farm boy and the work ethic it instilled. For 10 years, Messingham was a salesperson for the fortune 500 company—Dun and Bradstreet, but his mom and grandmother both made their careers as real estate brokers, so being a REALTOR® is in his blood.

Spirit obtained his real estate license in 2007 which turned out to be an unfortunate time to sell houses since the market was in shambles. "For the first few years, I was getting about one client per month. It was like juggling one ball. However, once the market started to stabilize, I was able to get things rolling." One step at a time, his focus and work ethic started to pay off.

Messingham's vast knowledge of the industry is one area that sets him apart as one of Tucson's best. He understands the fiduciary duties he has to his clients and takes them very seriously. His advice is to always give as much information to the client as possible, without jumping to conclusions about what you think they need to know. "We are the professionals," he says. "We must show our clients that we are completely competent in handling every area of the process." One of Spirit's main goals is to create a high-satisfaction rate. He does this by working one-on-one with each individual client because that way he is able to ensure the best possible experience for them. He also manages the many overlapping business tasks with great proficiency. With over 231 reviews on Zillow and a five-star rating, there is no denying that Spirit looks out for the well-being of his clients. As a result, they walk away happy.

It is this dedication and integrity that pushes him to new heights in his business. "I'd rather sell less and do it the right way," he states. However, his one-on-one approach doesn't limit his success. Not only does he show over 400 homes per year but in 2016 he handled 52 transactions, an average of one residence bought or sold per week.

One of the greatest challenges of this industry, Messingham believes, is the general public's opinion about REALTORS®. Being viewed as a facilitator or a trusted confidant is what Spirit strives for in his business. When his clients discover his passion for clearly communicating and working his business with integrity and perseverance, he helps to change this perception.

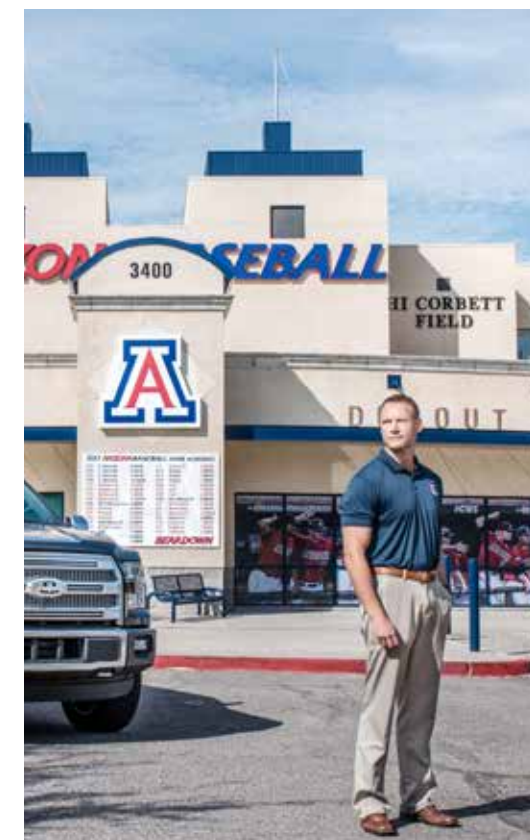
His clients get a glimpse of the real Spirit when they step into his office and realize his love for Marvel Comics or when they ride in his Ford truck, sported with a "DARKNGT" license plate and notice every decal has been replaced with a Batman emblem. Spirit has collected over 300 Marvel Legend comic books in their original packaging and many cover the walls of his office. He shares, "I decided to come out of the closet a few years ago, and now people know that I'm a serious comic nerd."

Spirit's wife, Amelie, partners at a local law firm, Farhang and Medcoff. She also serves as his "in-house counsel" and partner in life and business. He is deeply grateful for Amelie's trust, support and patience as he builds his business and continues to work long hours to serve his clients. Together they are passionate about health and fitness, which has translated into working on opening a JABZBoxing Fitness for Women workout studio in Tucson.

Spirit also expresses immense gratitude for Cathy Erchull, his educator and mentor. "She continues to be a source of great knowledge. I am fortunate she took pity on me early in my career and brought me under her tutelage."

In addition, Spirit supports SAR (Southern Arizona Roadrunners), a non-profit organization dedicated to promoting health and fitness through walking and running in Tucson and Southern Arizona. SAR utilizes running events to help local charities raise funds while promoting an active lifestyle in the community. He also sponsors the Happy Hour Hobble, a monthly fun-run event organized by SAR which is affiliated with local breweries around Tucson.

As a third-generation real estate agent, Spirit Messingham continues the tradition of serving his clients the only way he knows how, by using his expert knowledge of the ins-and-outs of the real estate industry, his dedication to hard work, and his unshakable passion to connect with and care for his clients.





A Risen Star: Tanya Barnett

Leading With Compassion & Heart

“The starting point of all achievement is desire. Keep this constantly in mind. Weak desires bring weak results, just as a small amount of fire makes a small amount of heat. If you find yourself lacking in persistence, this weakness may be remedied by building a stronger fire under your desires.”
- Napoleon Hill, Think and Grow Rich

With that in mind, and the desire to work hard, Tanya Barnett is fueled with energy and passion. Having had her license for a short five years, Tanya has accumulated a skill-set for real estate sales and leadership that has made her a Risen Star and set her on a path to success.

Tanya is a true self-starter, and because of that, real estate was a natural choice for her. She has always worked in customer service, and while she loved the customer interaction aspect, she eventually realized she wasn't cut-out for a traditional nine-to-five job. She enjoys being her own boss and loves having the freedom to craft her business with the integrity she treasures. Doing it her way, without following the norm, makes her unique in this

industry. Tanya believes that staying positive, being grateful, and dancing to the beat of your own drum is the key to success and fulfillment in life.

Tanya is a firm believer in the law of attraction. She believes that you always get back what you put out, so she stays mindful of the things she does and says. This mindset has influenced who she is, how she lives and how she runs her business.

Tanya formed The Reliance Group in 2015. The decision came at a time when her business was growing quickly, and it had become too difficult to handle everything on her own without feeling like her client service might suffer. She then decided to structure a team that followed her core values. Tanya believes in building only “mutually beneficial relationships,” and that became her theme. Each agent adds value to the team by specializing in what they excel at. This strategic design allows them to reach every area of town, and provide great service to all clients. Her diverse team includes agents who are fluent in Vietnamese and Spanish, and come from all walks of life. Tanya takes pride in working



with her eight team members by empowering them to grow their businesses the way they want to, focusing on their strengths. They have the freedom to structure their business how they see fit and keep the credit for their own transactions. All marketing is driven to the individual agent. They have very fair splits that cap each year, and they all work together to keep building the group as a whole. This fosters an environment of the community as they work toward a common goal that everyone benefits from.

Motivated by her nurturing spirit, Tanya uses her success in real estate to marry her true passions in life. She has always loved animals, and even as a young girl found a way to make a difference by working in animal outreach programs. Since 2009 Tanya has partnered with the Humane Society of Southern Arizona, to foster kittens who are abandoned by their mothers, and she's grateful for her flexible work schedule since they often need to be fed every two to three hours. In real estate, Tanya is now able to make an even bigger impact.

Last year she created what she affectionately calls, The Animal Lover's Program. Simply put, this program benefits clients who are animal lovers. Tanya discounts her commission and donates to The HSSA in their honor. She's recruited several referral partners to offer special discounts for animal lovers as well. In addition, she has taken on the huge task of running an annual golf tournament named Putt for Paws, the proceeds of which go to the HSSA. In her first year, she raised \$10,000 for animals in need. This year the tournament sold out in record time and is on track to raise \$15,000.

Tanya describes her life outside of real estate by confessing she is a total hippie at heart. She enjoys hiking, swimming, soaking up the sun, cooking, and all the fun, quirky things Tucson offers. She loves to read and has a daily routine that includes journaling, exercise, meditation, and affirmations. She accredits all her success to this morning ritual, which sets her tone for the day; forcing her to reflect, make new goals for herself, and remain in a state of constant learning and growth. This routine was introduced to her by her good friend, Lisa Larkin, broker/owner of RE/MAX Excalibur, and she is forever grateful for that introduction.

If you sat down with Tanya as a new agent, she would encourage you to find what you love about real estate, and focus all your energy in that area. It is important to surround yourself with good people who will help you on your path. Find what works for you—whether it is writing a blog, making calls, or networking, and commit to doing it every single day.

Tanya's energy and passion are contagious. She says that every stranger is a friend whom she has not yet met. This spirit is what keeps her excited about real estate, and has her on the road to a great career. She is proud of who she is, and how hard she has worked to accomplish what she has so far. She is looking forward to a lifetime in real estate, surrounded by her amazing team, and as refers to them “the best clients ever.”

TOP 100 STANDINGS

Teams and Individuals Closed Date From Jan 1 Through Aug 31

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 08/31/2017)	Total \$ (01/01/2017 - 08/31/2017)
1	Marsee	Wilhems	120	24131455	109.5	25447800	229.5	49579255
2	Kyle	Mokhtarian	233	43042700	42.5	6533225	275.5	49575925
3	Kaukaha	Watanabe	87	17980299	131	23774092	218	41754391
4	Michael	Rhodes	164.5	31022350	50.5	8959456	215	39981806
5	Laura	Sayers	50	14685900	66.5	22072350	116.5	36758250
6	Janell	Jellison	33.5	21322611	14	8649534	47.5	29972145
7	Kevin	Mcandrews	67	13827910	54	11294110	121	25122020
8	Danny	Roth	62	12725195	51	10331294	113	23056490
9	Peter	Deluca	56	15706533	24.5	7105562	80.5	22812095
10	Robin	Kaiserman	32	17401363	12	5396400	44	22797763
11	Russell	Long	28	17266000	11	4888900	39	22154900
12	Denice	Osbourne	30	11637728	25	10209500	55	21847228
13	Sandra	Northcutt	51	14995650	23	6646900	74	21642550
14	Laurie	Lundeen	68	13098900	40	8208250	108	21307150
15	Vicki	Holmes	35	11180198	26.5	8028045	61.5	19208243
16	Brenda	O'Brien	31	9575000	25	8438200	56	18013200
17	Nicole	Churchill	36	8564875	35.5	8319448	71.5	16884323
18	Rob	Lamb	25.5	9183800	19.5	7541550	45	16725350
19	Don	Vallee	30	9817432	22.5	6143450	52.5	15960882
20	Susanne	Grogan	17	12402828	6	3470378	23	15873206
21	Shawn	Polston	74.5	13302725	11	2250332	85.5	15553057
22	Curt	Stinson	67	12435300	17	3080000	84	15515300
23	Barbara	Bardach	15.5	10755000	9.5	4700500	25	15455500
24	Ricardo	Aranda	17	3180400	69	11881847	86	15062247
25	Lisa	Bayless	31	11217685	9.5	3724285	40.5	14941970
26	Jarrett	Reidhead	8	6911500	13	7765500	21	14677000
27	Layne	Lundeen	22.5	7644000	24.5	6962900	47	14606900
28	Eddie	Watters	24	4540000	51	9973894	75	14513894
29	Mckenna	St. Onge	16.5	6451400	20.5	7996600	37	14448000
30	Taylor	Mize	33	9913521	13.5	4244932	46.5	14158453
31	Louis	Parrish	38.5	10224172	11.5	3743308	50	13967480
32	Becca	Riccardi	31.5	5870400	37	7942100	68.5	13812500
33	Jeffrey	Ell	27.5	7480263	19.5	6178534	47	13658797

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 08/31/2017)	Total \$ (01/01/2017 - 08/31/2017)
34	Tom	Peckham	11	6023548	13	7089028	24	13112576
35	John	Billings	29	8919599	14	4067454	43	12987053
36	Craig	Tucker	24	11066694	3	1638701	27	12705395
37	Janine	Long	40	12358380	1	289000	41	12647380
38	Jose	Campillo	12	1998700	70	10408295	82	12406995
39	Tom	Ebenhack	24.5	5974500	24.5	6300591	49	12275091
40	Spirit	Messingham	17.5	5665550	22	6561450	39.5	12227000
41	Patty	Howard	7.5	3107600	17.5	8749400	25	11857000
42	Jill	Jones	27	8288025	11	3442980	38	11731005
43	Ronnie	Spece	37	10450464	5	1082900	42	11533364
44	Aaron	Wilson	20	4034410	36	7389300	56	11423710
45	Joshua	Waggoner	8	5625000	5	5385000	13	11010000
46	Alan	Murdock	52	8956620	8.5	1933000	60.5	10889620
47	Kristy	Johnson	16	5746950	12.5	4515300	28.5	10262250
48	Christina	Esala	20	3011190	36	7058442	56	10069632
49	Oscar	Ramirez	12	7466000	5	2309950	17	9775950
50	Wanda	Fudge	8.5	2784500	20	6897691	28.5	9682191

Disclaimer: This list was compiled using Broker Metrics reports. Closed unit and dollar sales production were determined by Broker Metrics between January 1, 2017, and August 29, 2017. It is important to note that an individual licensee's production may be greater than that reported in Broker Metrics. For instance, Broker Metrics is not the primary resource for reporting new home construction sales, commercial sales and leasing, land, property management, or multi-family sales. Therefore, for this purpose, totals closed production is determined solely by the closed listing and sale production reported to Broker Metrics.

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TOP 100 STANDINGS

Teams and Individuals Closed Date From Jan 1 Through Aug 31

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 08/31/2017)	Total \$ (01/01/2017 - 08/31/2017)
51	Glenn	Nowacki	17.5	3601650	28	6016850	45.5	9618500
52	Victoria	Mcgullam	22	3563200	37	6016852	59	9580052
53	Traci	Jones	25.5	6415275	14	3117575	39.5	9532850
54	Sue	Brooks	18.5	3811200	19	5642500	37.5	9453700
55	Denise	Newton	22	4843250	20	4595614	42	9438864
56	Jerri	Szach	17	4407350	18	4956609	35	9363959
57	Bob	Norris	22	4017250	23.5	5294400	45.5	9311650
58	Pam	Treece	10	3670700	15	5470000	25	9140700
59	Susan	Denis	18.5	4724800	14	4399200	32.5	9124000
60	Angela	Kuzma	27	5286400	18.5	3823450	45.5	9109850
61	Leslie	Heros	16	3794268	14	5289015	30	9083283
62	Lynn	Slaten	16	5746950	8.5	3334300	24.5	9081250
63	Dean	Groth	14	3832200	16	5240200	30	9072400
64	Dorothy	May	12.5	4182750	13.5	4764500	26	8947250
65	Kristin	Penrod	6	1869500	19	6970940	25	8840440
66	Alfred	Lapeter	13	4449538	13.5	4362200	26.5	8811738
67	Heidi	Baldwin	8	3865000	9.5	4918000	17.5	8783000

Rank	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total # (01/01/2017 - 08/31/2017)	Total \$ (01/01/2017 - 08/31/2017)
68	Glenda	Grow	14	3938550	12	4839000	26	8777550
69	Angela	Tennison	14	4839000	9	3922671	23	8761671
70	Lisa	Korpi	16	4042250	18	4683000	34	8725250
71	Jake	Arnold	12.5	5483658	16	3225940	28.5	8709598
72	Maria	Anemone	11.5	5915400	4	2733000	15.5	8648400
73	Michael	Shiner	14	2976500	26.5	5610350	40.5	8586850
74	Madeline	Friedman	19.5	5903950	7.5	2567500	27	8471450
75	Jennifer	O'Brien	11	3788950	15	4679500	26	8468450
76	Lori	Mares	14	2358083	29.5	6097178	43.5	8455261
77	Rebecca	Crane	11	3105000	19.5	5345450	30.5	8450450
78	Beth	Jones	14.5	3650800	15	4709000	29.5	8359800
79	Peter	Oosterhuis	4	2636000	7	5665400	11	8301400
80	Nestor	Davila	17.5	3626150	32	4652170	49.5	8278320
81	Calvin	Case	27	4662500	19	3601580	46	8264080
82	Suzie	Corona	16.5	5350500	10	2803935	26.5	8154435
83	Nicole	Brule-Fisher	15	3106575	19.5	5041376	34.5	8147951
84	Jenni	Morrison	11.5	3270500	13	4858500	24.5	8129000
85	Ann	Gavlick	14	3498800	19.5	4616175	33.5	8114975
86	Curtis	Anderson	36	5024728	20.5	3051858	56.5	8076586
87	Tyler	Lopez	15	3294000	27.5	4732604	42.5	8026604
88	Heather	Shallenberger	12.5	3447392	19	4550880	31.5	7998272
89	Judy	Smedes	8.5	4121600	10	3832500	18.5	7954100
90	Steven	Inouye	14.5	5003250	5	2895300	19.5	7898550
91	Camille	Rivas-Rutherford	4	1475400	18	6400452	22	7875852
92	Michele	O'Brien	15	4566000	11	3291553	26	7857553
93	John	Larocca	4	1562279	8	6240000	12	7802279
94	Lamar	Watson	44	7769252	0	0	44	7769252
95	Pam	Ruggeroli	13.5	3679500	15.5	4077360	29	7756860
96	Tim	Rehrmann	32.5	6558076	6	1183175	38.5	7741251
97	Michael	Oliver	10	2622024	21.5	5030613	31.5	7652638
98	Margaret	Nicholson	12.5	4182750	10.5	3451500	23	7634250
99	Tony	Reed	13.5	6604655	2	1000400	15.5	7605055
100	Jason	Foster	9	3689359	12	3906866	21	7596225

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