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If you are interested in contributing or nominating Realtors for certain stories, please email us at [Delilah.Royce@RealProducersmag.com](mailto:Delilah.Royce@RealProducersmag.com).

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►► publisher's note

# SURPRISE!

The anticipation, the planning, the uncertainty along with unbridled excitement for what is to come grew slowly. But, step by step, it happened. We jumped on board and rallied around to make memories, and create stories that were carved in the hearts of our family and will be recounted for years to come. We filled the calendar, crossed the t's and dotted all the i's. We celebrated my daughter's wedding last November (one month after our first issue arrived), and now, before they can celebrate a one-year anniversary, we will be welcoming not one but two precious baby girls. Identical twin girls! What a surprise and a joy! I just had to share!

Birth happens monthly for *Tucson Real Producers*. Almost a year ago, this baby hit the mailboxes. Below are a few comments that I have received recently from some of you. Thanks for sharing!

"Love the issues, love what you are doing. Shows me where I can be in my business and provides me with motivation to step up my game!"  
**Thank you, Grant Hampton Realty Executives"**

"Thank you!! I enjoy your publication. I will get in touch and definitely join you all at the next function."  
**Tracy Wood – Russ Lyons Sotheby's**

"Delilah, I very much enjoy the publication you've designed. Every issue inspires me to do just a little bit better and a little bit more every day toward my goals."  
**Tom Campbell – Long Realty"**

"Hi Delilah, Thanks for checking in... I think it is great and it is filling a void – we used to receive a magazine called *Agent Broker* years ago, and I think it faded away, I am not sure. But I think you are resurrecting a market with its absence – best of luck and thanks again!"  
**Alan Arnoff – Long Realty**

"Thanks for all you do – it is a great magazine!"  
**All my best, Mary Vierthaler – Long Realty"**



Email me your feedback! I would love to know what you think and if there is anything we can do better.

A quick reminder of what *Tucson Real Producers* is and our mission.

We are a local, Realtor®-centric publication and platform covering lifestyle, growth, and development for the top-producing Realtors®. We provide exclusively curated content for what you, the best and brightest agents, appreciate. Our mission is to inform and inspire industry professionals such as yourselves all over the Tucson area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 10 percent of your industry. Our Real Producers are wonderful people who do great work in real estate and in our community. We are taking nominations for the rest of this year right now! Nominate fellow Realtors® or yourself to be featured. You can nominate for a cover story, rising star, making a difference, and cool life story. I love hearing ideas from the community on other stories that are of interest to you and ideas you have — including about where you'd like to see events held. We are also adding a question section next month, so stay tuned!



With gratitude,  
**Delilah**  
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Tucson REALTORS Charitable® Foundation allocated over \$41,000 to local nonprofits. In the first half of 2018 TRCF has given \$14,000 in grants.



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# TLC

## professional inspections

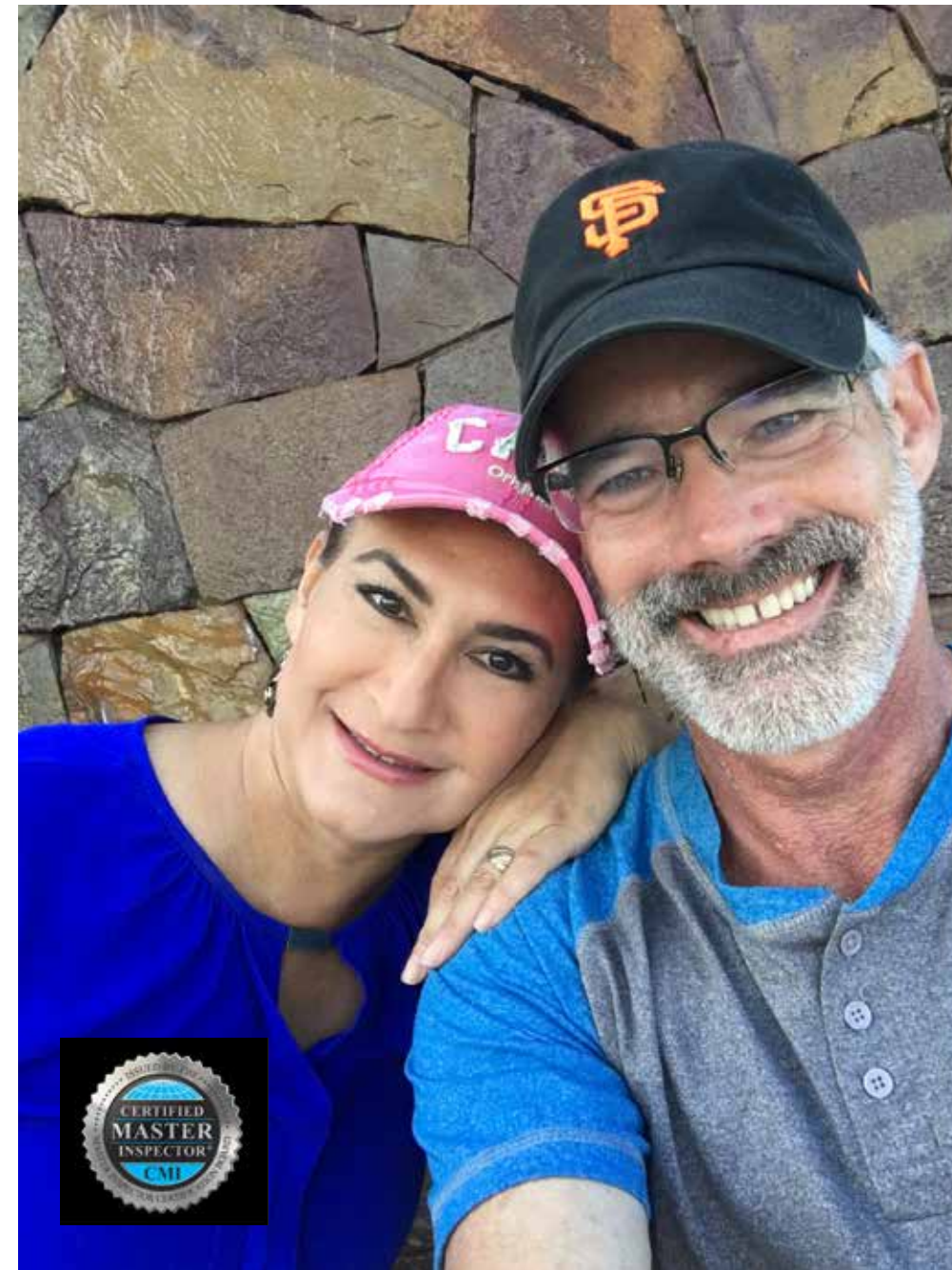
### “Every Home Needs A Little TLC”

Thom Culpepper’s passion for helping people and his interest in real estate inspired him to start TLC Professional Inspections with his wife, Pam, in 2003. Thom has lived all over the country and visited many parts of the world allowing him to identify with people from all walks of life. It is that quality which allows Thom to connect to people right away and has made TLC Pro a leading home inspection company here in Tucson. Thom has completed over 5000 inspections and has gathered extensive experience. He is now one of four Certified Master Inspectors in town with roughly 130 inspectors. A CMI designation is the inspection industry’s top certification and is awarded

to qualifying inspectors who have demonstrated the highest level of competency. Certified Master Inspectors are the very best of the best!

This title is well deserved and a clear testimony to Thom’s experience, professionalism, and longstanding track record of delivering first-rate home inspection services to the greater Tucson area for over 15 years.

Thom began his career as a paper boy, in Pittsburgh and has been employed ever since. Being one of



He emphatically shares: The home inspection industry is being underutilized for Realtor® clients who are selling. A pre-listing inspection on a home over 10 years old can point out a great deal of items that can be repaired prior to the listing. This type of inspection can make the transaction go much smoother and the seller will have more knowledge on what to expect. Unforeseen repair items, can be taken care of ahead of time, which will allow for more leverage on the seller’s side and less out of pocket expenses when the house is sold.

“For example: the connection to the water heater has a leak and mineral build up. A handyman can repair that before the property goes on the market and the seller can potentially save hundreds by not having it even come up on the BINSR where the buyer might request a licensed plumber to fix it. It’s already fixed and not documented as an issue!”

“I’ve inspected older homes with hardly any issues and asked if they had had a pre-listing inspection. They said “yes” and the report went to the client who was delighted there was little wrong with this older house and the seller received the full price. Great investment!”

If you want a home inspector who is:

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TLC also offers online scheduling from your mobile device through Simply Book Me App.

Go to his website at [www.tlcproinspections.com](http://www.tlcproinspections.com).

**“Every Home Needs a Little TLC”**

### Tana Newton’s testimonial:

I have known Thom for 13 years. He was the first home inspector I met and the impression was great. We have become lifelong friends as well as respected business partners. Thom has an awesome background in the military and nursing so his attention to detail is 2nd to none and his pricing is competitive. His time is well spent with the client. Thom does not just take 4 hours of his time with a client, instead he creates a bond and a relationship with them. He becomes the home inspector his clients can continuously call on throughout the years if there is an issue. If they need someone to run ideas by or if they need to make sure all systems are running smoothly he is even willing to go back to the property. This bond and relationship is what causes many of my clients to remember Thom and ask to use him repeatedly.

five sons of a Sgt. Major, he was taught great work ethic, drive, respect and compassion. Upon graduating high school, Thom joined the US Air Force as active duty in Aerospace medicine and was a flight medic in the Military for 10 years. Afterwards, he became a Registered Nurse in the ICU and ER for another 10 years. This is where he built on his strengths of discipline, detail and his joy for helping people. “What I have learned from being a Veteran, traveling the world, living in many states across the U.S., being an RN, and being a home builder is I can speak anyone’s language. From attending the needs of a new home buyer to inspecting million+ dollar homes. I have learned attention to detail, respect, as well as the ability to speak calmly & effectively from my other work life experiences. This is what I

bring to TLC Pro Inspection Company; I really care about my clients, including their health and well-being.”

Thom and Pam live full time in Tucson, where he enjoys singing, playing the piano, mountain biking, skydiving, and taking hikes with his dogs & his grandkids when they come to visit. He prides himself in serving his clients every need... and wants to make each home inspection a learning experience which will give peace of mind to buyers for years to come.

We asked him: “What do you wish Realtors® knew about your industry?”

# Linda NELSON

colleague corner ◀

## A TUCSON LEGEND!

Steve Rivera

Not too long into a conversation with Linda Nelson you get the sense that she's very good in the real estate world as a broker, and she is truly passionate about it. In her world, time is of the essence but is given lavishly when it comes to a client. From the first meeting to final signed document, it's all important, and she is beside them for every step.

With nearly every breath you can sense the excitement and love for a profession she's had for nearly 40 years.

"I do it for the people," said Nelson, who, nearing 70, still has the energy of a person 20 to 30 years younger. "I love it because I try to find the right home for people. I want to find a home that is solid, that will hold its value, and that suits them and fulfills their hopes and dreams.

Linda would never have thought about a career in real estate. Her degrees prepared her to teach – which she did for several years until children came and she remained home. When she wanted to return to work, real estate looked like something she could do part time around her focus of being a mother and wife. Her husband, Robert, was a general contractor, and so there was no pressure for her to "perform" financially; her income would simply help provide for retirement. Because she did not need to add to their household income, the decision to "try out" real state was not difficult.



Photography by Casey James

Since teaching was the profession Linda had trained for, and she knew nothing about real estate, she was hesitant about how she would fit in. But she says the first day her fears were quelled. In a little agency in Arcata, CA, she began answering floor calls, talking to people, and absolutely loving it, she recalls. With that, she knew that real estate was exactly where she wanted to be. It was also in these first conversations with potential clients that she realized the one thing that "stuck" in her memory since she was 2 years old were floor plans. Houses were important. As a military child, her family moved continually and never even owned their own home until she was 17. With all the moving, the floor plans stuck. She remembers her own house floor plans, she remembers her friend's house floor plans. Now when a past client calls and begins the conversation with, "Hi, it's so and so ... you helped us buy our home 15 years ago ... Do you remember me?" She always replies, "Of course I remember you, and your kids and ... your floor plan!"

A year later, she helped open a second office for the company and became the sales manager. A year after that, she got her broker's license which led, in a short time, to opening her own company, Community Realty, reflecting her love of the community. When asked where she got her work ethic, Linda is quick to acknowledge, "Any success I have enjoyed is because I stand on the shoulders of my grandfather who arrived at Ellis Island at the turn

of the century from Italy at 16 years old. By 40 he had become what we would call the original 'flipper.' He flipped houses in Indiana and did very well for himself. Also, my father, my mother, and my amazing husband are all inspirations of support in my life." Linda's mom became the first woman in her family to complete trade school and open a business. "That entrepreneurial spirit was from my grandfather," she states. "My husband, also, has been fearless and remarkable in forging his own path."

In the late 1990s, Robert longed for the sun and wanted to be done building in the rain, so he led Linda and her family to Tucson.

A one-woman company like Community Realty would not work in Tucson, so her first stop was Tucson Realty and Trust.

The massive room filled with little cubby holes, where people sat staring at beige fabric dividers, was a far cry from her beautiful Victorian office on Main Street Mckineyville. The work environment was foreign, but the

people were kind. Linda remembers walking out to her car and crying. She didn't know if she could make this transition! Later, she regrouped and thought, "God is on my side." It's now been nearly 20 years.

"God smiled on me," Linda recalls. A friend helped her create a simple website which ultimately ended up being the first site to pop up when searching: "Real Estate in Tucson" on the AOL search engine. This miracle produced more hits than she could handle!

By the end of the year, the cubby hole was exchanged for a bright, expansive corner office, and she had fallen in love with Tucson homes and serving people from all around the country in finding their new "nest."

She transitioned to Realty Executives when TRT sold. It was there she found a new level of joy as she now had giants in the industry like Judy Lowe and Sue Carton as mentors and administrators. Linda remembers realizing once again that she was "on the shoulders of great and wonderful people who were making a significant difference in the world."

She recounts the unforgettable day in 2003 when Sue Carton was standing at the podium at a La Paloma banquet room handing out the annual awards. She was describing a single agent with no assistants, who attended all of her inspections, did all of her own advertising and showings, and was the top performer of the year. As she looked around at all the wonderful agents (who were well-known and successful) trying to figure out who it would be, when Sue announced her name. Linda would never have guessed it would be her, and she was completely overwhelmed.

This legend transitioned into a home office from Realty Executives about eight years ago and opened her beloved "Community Realty" again.



Linda's Top Solo Agent award

•••

Determined to slow down and do some volunteer work, she tries to focus on expanding her “hobbies,” which have been lifelong passions.

As for teaching, she loves to educate people about homes, the market, and the importance of location. She said, “I try to discuss financial stability and long-term upkeep.”

Her teaching extends to the community as an inductive Bible instructor at HEART (His Everlasting Arms Around Tucson), and she is a passionate pro-life advocate. Among the many charities/nonprofits Linda and Robert support, is an organization called “Answers for Life.” It provides pregnancy testing, sonograms, free medical clinic care from the date of “discovery” to delivery, post-abortion counseling, material assistance to new moms and several classes designed to strengthen families. They have both served at “Answers for Life” and have seen the difference it can make.

Whether teaching people in business or personally, one thing remains consistent. Linda cares. A lot!



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Sunrise at Tanque Verde Creek

►► a closer look!

# THE TANQUE VERDE VALLEY

## A Hidden Jewel

By Vicki Holmes | Photos by Greg McCown, Saguaro Pictures.

**When you head East on Tanque Verde Road, you will know when you arrive in the Tanque Verde Valley. As you drive across the overpass above Pantano Road, you will notice the abundance of mesquite trees, and everything looks greener. You might notice the rural feel, with the average-size home on about an acre lot, though most homes are on multiple acres. You will also feel the temperature is about 5-10 degrees cooler. But don't tell anyone; these are our best-kept secrets in the Tanque Verde Valley!**

"Tanque Verde" translates to "Green Tank," and that happens to be quite fitting given how lush the vegetation is. At the far Northeast end of the Tanque Verde Valley is where the Catalina Mountains meet the Rincon Mountains. The reason for the drastic change in color tends to stem from the Valley receiving more rainfall from storms coming along the mountains edge. This precious water travels down the various channels and washes, richly nourishing the Valley's soil. You will also find a wide variety of hiking trails, including Tanque Verde Falls, which is a popular trailhead for hikers of any age or experience. Not only do the falls boost the greenery of the high desert, but there is almost always some sort of running waterfall or pool, a nice change from the surrounding draught. There are many hidden gems in the Tanque Verde Valley, including two prestigious golf courses. The rural area of the Forty Niners Country Club has an almost Californian feel to it, with the soaring mesquite, weeping willow, giant cottonwood, and eucalyptus trees plus each neighborhood has

cultivated really beautiful landscaping. The 18-hole course with its strategically placed greens, weaving through the housing community, is always well-manicured and blends in so nicely with the surroundings that you'll hardly know it's there. The homes in the community are full of character and charm, and usually have larger lots with plenty of mature vegetation. No home is alike in Forty Niners, as most were completely custom builds. Also, the community is constantly holding events and celebrations for outside guests to enjoy. Sitting a little more northwest to Forty-Niners is the guarded and gated community of Sabino Springs. This neighborhood is home to the gorgeous nationally recognized Arizona National Golf Course and is a perfect community for winter visitors and families alike. Each small subdivision within the community has their own unique features with houses ranging from smaller two-bedroom casitas to large and luxurious million-dollar homes. Both of these golf communities feature restaurants that are open to the public.

Head Northeast on Catalina Highway, and you'll end up high above the city at Summer Haven on our cherished Mount Lemmon. As you drive up the Mount Lemmon Highway, you see numerous changes. The scenery goes from saguaro-filled desert to intricate rock formations to tall pines and aspens. During the drive, you will climb about 7,000 feet in elevation in roughly 29 miles. Aside from the stunning cabin homes that reside on the mountain, Mt. Lemmon is home to University of Arizona's Stewart Observatories,

and a section called Ski Valley (with a lift that is open almost year-round for skiing in the winter and hiking in the summer). There are numerous campgrounds, hiking trails, and rock-climbing sites, complete with two restaurants for dining. Truly a hidden treasure, only about an hour away from the city and on average 30-degree temperature drop! The Tanque Verde Valley is also home to Agua Caliente Park, which literally means "hot water." When you pull up to the park, you'll notice that it almost looks like that quintessential movie depiction of an oasis, with large, lush palm trees and bodies of water full of fish, ducks and other desert wildlife. Within the 101-acre park resides more than 150 different species of birds, three different ponds connected by streams with a variety of different types of fish, plus hundreds of trees and desert plantings. This makes it a wonderful place for family outings, backdrops for photos, bird watching, and more!

In addition to all of this, the Tanque Verde School District is one of the top in the city, ranking 9 out of 10 stars overall. With the

Tucson average being 5 out of 10, this is a very impressive statistic for many parents. Other special attributes about the Tanque Verde Valley include the Tanque Verde Guest Ranch, Reddington Pass, a plethora of great restaurants and of course the amazing mountain views from almost any property located in the TVV.

While I'm not a native of Tucson, most of my many years here have been spent in the Tanque Verde Valley. It's where I live, work and play! My real estate career specializes in helping families buy and sell in this special area of Pima County. There are so many special things about the Tanque Verde Valley that make it a one-of-a-kind hidden jewel of Tucson, AZ.



**Vicki Holmes Team**  
**"Your Home Team" for the**  
**Tanque Verde Valley**  
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## HOW TO OVERCOME BUYERS' CREDIT CHALLENGES

Time is one of the most precious resources that we have in our business. As a REALTOR®, you want to use as much of that resource as possible in the service of buyers who are in a position to take action. If you have a buyer who is emotionally eager but financially unready to purchase a home, below is great and helpful information you can provide, to help them become a future homeowner and great client.

### DO

- **Stay Current on Existing Accounts.** One 30-day late payment can cost you drastically, as on time payments make up 35% of a credit score.
- **Maintain a Lower Revolving Debt.** Try to keep your credit card balances under 25% if you can, although under 10% is best, but not to a zero balance, during the loan process. The credit bureaus like to see that you can maintain and carry a small balance on revolving accounts.
- **Call Your Loan Officer.** Call us before making any address or credit changes that may affect your score.

### DON'T

- **Apply For New Credit.** Every time you have your credit pulled by a potential creditor or lender, it can cause a 2 to -5 point decrease. When applying for a mortgage loan, you will have 30 days that if any additional mortgage related credit pulls occur, will only count as one hard inquiry hit. However, if you apply for a credit card, auto loan, and a mortgage; those would all be separate hard inquiry hits.
- **Close Credit Card Accounts.** This may and typically will have a negative impact on your credit score. Reducing your available credit may appear that your debt ratio has gone up; which can impact both your credit and loan qualification.
- **Consolidate Your Debt.** If you are thinking of consolidating all of your debt onto one or two credit cards, or through a new consolidation loan, consult your Loan officer before doing so.

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# Victoria McGullam Anderson

DETERMINATION, PERSISTENCE AND GRIT

By Kamryn  
Stichter

Victoria McGullam-Anderson moved out at the age of 16, balanced three jobs while attending school, and has found happiness as a team leader and top producer. Victoria's unmatched ambition has led her to the life she's been working toward since she was a teenager.

"I was a very stubborn teenager, more than most kids my age, but only because I knew I wanted to be really successful," Victoria explains. By the age of 17, she had her own apartment and her beauty license. She held three jobs while going to nursing school but ultimately decided that she didn't want to be told what to do, and she didn't want to wait to be at the top.



Victoria entered the real estate industry just four years ago when she wanted to leave her career as a hairstylist. She loved that she was still able to build rapport and make people feel good, but the transition wasn't an easy one. She was certainly successful her first year but was far from satisfied. "I struggled for a very long time, but that doesn't mean you can't be successful." As a firm believer in CORE training and coaching, she knew that attending a summit seminar would change her life, and it did. After multiple attempts, pleading, and thousands of dollars, Victoria attended the seminar that she credits her 350-percent increase in sales.

In order to better accommodate her high volume of clients, Victoria assembled the McGullam-Anderson Team, a successful salary-based group of real estate individuals that help Victoria "truly serve and love on [her] clients."

"Being a team leader is the best thing in the world. I love it. It's freedom. It's really exciting for me to be able to empower other people," Victoria says. She has had to refine and perfect her hiring process but is now thrilled with how well her team is operating. "Every morning, unless I have to take my kiddos to school, I'm in the office super early. I have music going, I have read my book, and I'm pumped and full of energy," Victoria explains. As a self-proclaimed "crazy boss," she knows she is responsible for creating an energetic environment for her team to thrive in. The McGullam-Anderson team has a "Tree of Inspiration," where members place a leaf of gratitude every week. Victoria knows some of her methods are out of the box, but they work. Her team has already met their sales goal for the year. Moving forward, Victoria would like to be "better, not bigger."

In contrast to her unique team-leadership methods, Victoria is proof that traditional methods of selling real estate are still highly effective. She's a big believer in door knocking and is meticulously organized. "I'm a beast at time management. I live and breathe my calendar," she insists. Additionally, coachability remains at the forefront of Victoria's life. "If you're not growing, you're dying, and when you're uncomfortable, you're growing," she says.

She practices what she preaches. Victoria's ongoing hobby is public speaking. She has grown to love being in front of hundreds of people teaching what she knows or encouraging other professionals. She recently spoke at the Boss Lady Breakfast, she challenges herself at Tucson Toastmaster meetups and holds motivational and real estate seminars regularly.

When asked about a moment that changed her life, Victoria's face lit up when she remembered the time she met a blind and quadriplegic client. She wondered how his mindset was so different and how he always seemed so happy. This alone was inspirational to her, but when he let her borrow a book called *The Secret* by Rhonda Byrne, it sparked something in her. "I read the whole book in one night. It changed my entire thought process." After working diligently on her own for so long, Victoria recalls what it felt like to be in "survival mode," where she would stress about the future and would work to no end, which she admits wasn't healthy. This was an obstacle in her life, which she has worked hard to overcome. Moving forward, Victoria is confident with the direction of her life thanks to her "will to win" attitude. She truly feels like she has everything she ever wanted based on the principles she found in the book she borrowed years ago.

When it comes to giving back, Victoria has a personalized approach. "My community of clientele know that I'm there to help if they are hurting. This is how I give back." Victoria goes above and beyond during Christmastime, adopting four to five families on her own, but throughout the year she has a grocery program for people in need. She also has paid bills and even mortgages for people she's put in contact with by friends that are often former clients.

Victoria enjoys golfing, reading and spending time with her family. She has two children, Victoria Marnae McGullam-Dillingham, 8, and Giovanni Augustine Anderson, 18 months. Her husband, Nicholas Anderson, also owns his own business, an insurance company with 12 offices in the western region. Victoria wants to be remembered as a person that loves hard and makes people better. Whether it's her family or clients, Victoria McGullam-Anderson cares and works so intentionally that she can inspire all of us to be our best.



Victoria and her precious daughter, Victoria



Nicole Churchill, Tana Newton, Adriana Rincon, Johanna Rhodes, Jessica Ell, Barbara M. Addison.  
Photography by Casey James.

# Angel Charity *For Children*

## Ladies Impacting Tucson's Youth



Tana Newton

**Why do you choose to be a member of Angel Charity?**

This is my first year in the group, and we are known as Cherubs. I have known many members and attended many of the Angel events since living in Tucson. The Angel Ball is the highlight of my year, and I wanted to be a part of an organization that I believe in and can wholeheartedly stand behind. The sisterhood, the mission, and the impact of the organization span over 30-plus years in Tucson, and I am grateful to be a part of Angel Charity.

**With so many worthwhile non-profits, why Angel Charity?**

I wanted to be a part of an organization that helped local children lead better lives. Angel allows us to help charities of Tucson that cater to Tucson. We help them achieve their goals so that Tucson's youth are not left behind.

**How has Angel Charity impacted your community?**

As you drive around, you will notice different buildings with the Angel Charity logo. On Broadway, the Girl Scouts of America building is one that stands out to me. To be able to give such an outstanding group the ability to serve even more children in a safe environment is quite an accomplishment. This year our "big give" is to Tucson Village Farm, which is less than a mile from my home. This organization is helping children lead healthier lives. My own daughter had a field trip here. Next year they will have a building to serve their needs and mission. I am so excited that my own daughter will benefit from my charity work as a Cherub.

– Tana Newton



Nicole Churchill

**Why do you choose to be a member of Angel Charity?**

I was so honored when I was offered the opportunity to cherish (first-year pledge) with Angel Charity. When I got the invitation in the mail, it almost brought me to tears. For so long, I have had a strong desire to be part of something bigger than myself outside of selling real-estate and raising a family. My realty coach was actually the one that suggested I get involved with a charity or chamber, and within a week the opportunity

just showed up, and I've never looked back! I feel like it's an opportunity of a lifetime. I've made some amazing friends, and I love being part of an amazing group of ladies that have a common bond, which is the inner desire to team up and make a difference in this world.

**With so many worthwhile nonprofits, why Angel Charity?**

I chose Angel because I absolutely love children! Being a mother of two young kids, I always want to make sure I am setting a great example for them and teaching them the importance of always being generous, philanthropic and never taking what we have for granted. Sadly, many children's organizations and causes lack the funding needed for them to make their full impact. I love that together the Angels are making a huge difference and changing lives each and every day through raising money and awareness in the community. The children's charity just resonated with me, and I love being a part of it!

**How has Angel Charity impacted your community?**

This year we are working together to raise \$500,000 to support the construction of a certified teaching Kitchen for Tucson Village Farm. Teaching kids to grow and prepare healthy meals will empower them to make healthy life choices and prevent childhood obesity. We are also working hard to raise 200K to support First Tee of Tucson, More Than a Bed, Gabriel's Angels, Candlelighters Childhood Cancer Foundation, SAAVI Services for the blind, SARSEF and Tucson Soccer Academy.

– Nicole Churchill



Johanna Rhodes

**Why do you choose to be a member of Angel Charity?**

It is an amazing organization filled with strong women who are looking to help children in our community.

**With so many worthwhile nonprofits, why Angel Charity?**

I love Angel Charity because of their strong values and ethics throughout the organization and the community. I love how they support all local children-focused organizations.

**How has Angel Charity impacted your community?**

Angel Charity has greatly impacted our community through their decades of service. It is amazing to see the Angel Charity emblem on multiple business and organizations in Tucson. I love how the organization is truly nonprofit and creates such an amazing impact.

– Johanna Rhodes

...

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Andriana Rincon

**Why do you choose to be a member of Angel Charity?**

I was impressed with the amount of fundraising this group could consistently raise year after year. What an incredible impact to work collaboratively and make a huge impact on our local nonprofits.

**With so many worthwhile nonprofits, why Angel Charity?**

I love that Angel Charity does not have a specific focus except that the mission of the nonprofit is to

improve the lives of children in Pima County. So, we can fund education, sports, health/wellness, medical ... we don't limit the scope of nonprofits. It can be about emergency services, or it can be about enriching children's lives.

**How has Angel Charity impacted your community?**

I love driving around and seeing the Angel Charity logo on so many buildings. Each building and, more importantly, the children they serve have been touched by "angels."

— **Andriana Rincon**



Barbara M. Addison

**Why do you choose to be a member of Angel Charity?**

I have been a member of Angel Charity since 1991 because I like and believe in giving back to the community.

**With so many worthwhile non-profits, why Angel Charity?**

Angel Charity is my charity of choice because it involves helping children. Children are our future and should be given every opportunity to thrive in every way, whether it be in health, education and even adventures that they otherwise would not experience.

**How has Angel Charity impacted your community?**

Angel Charity has built buildings, retired mortgages, funded programs and assisted many organizations to get off the ground. Because Angel Charity focuses on children in Pima County we have touched the lives of hundreds and thousands of children in our community.

— **Barbara M. Addison**

**Why do you choose to be a member of Angel Charity?**

I began my career in nonprofit, working in development for Tu Nidito and then Carondelet Foundation. When I began doing marketing full time for my husband's real estate business, I continued to be involved to a lesser extent with the organizations I cared about. When I was approached about joining Angel, I saw it as an opportunity to dust off the skills I had from past jobs and make a contribution to something bigger



Jessica Ell

than myself and our real estate business. It is hard to overstate the level of need in Pima County, and it's a privilege to be in a position to help in the ways I can. Angel has been an avenue for me to give back in a way that magnifies my individual contribution; as an organization, Angel is truly more than the sum of its parts.

I've also seen Angel's work from the grantee side as a nonprofit employee – I worked in a building Angel built for Tu Nidito (The Angels' Nest), and I can say firsthand that Angel makes a difference, for the children nonprofits serve, but

also for the people who staff these organizations and provide the direct service our community needs. When I was at Tu Nidito, I shared an office with one other person. Before The Angels' Nest was built, there were FOUR staff members in that little office!

**With so many worthwhile nonprofits, why Angel Charity?**

I continue to be an Angel member because the organization is structured and diligent in a way I've never experienced from an all-volunteer organization. I know that the time and energy I invest in Angel is matched and far exceeded by the contributions of my fellow members and our remarkable donors, and that is a wonderful feeling to have. We are devoted stewards of donor funds, our grantees are deserving and extremely carefully vetted, and the operations of the organization are well-honed after three decades. Because of Angel's commitment to sound operations, I have no doubt that the work I do today will be built on by future members and that Angel will continue to be here serving Pima County kids in the next 35 years. I feel good about devoting my time and energy to Angel because I know the organization has longevity – it's an investment in the truest sense.

**How has Angel Charity impacted your community?**

I came to Tucson one year out of college – very green! – and I knew nothing about nonprofits or the community in general. I certainly didn't know anything about Angel. I did, however, notice all of the "Angel" buildings around town. There isn't a part of town that Angel has not touched through its capital campaigns, and I recognized that even as a Midwestern transplant. I was in awe of Angel's reach but never thought I could possibly be a member – I didn't realize then that the only prerequisites for being an Angel are a dedication to improving our community and a willingness to work very hard. That's possibly my favorite thing about Angel members. We're all from different walks of life, but as long as you're willing to work, there's a halo for you.

What I've loved to see is that Angel's impact goes beyond brick-and-mortar. Programmatic expenses are so critical for nonprofits, and I'm thrilled that Angel also contributes to those items in agency budgets, not just the big naming opportunities that tend to get all the attention. Our Smalls this year are a great example of Angel's contributions to those smaller line items. We're raising more than \$200,000 for seven Smalls, covering things from beds for foster children, literacy programs, and even a mobile-responsive website for a small, all-volunteer organization whose website hasn't been updated in years and years.

— **Jessica Ell**

▶▶ why this magazine?

# Hello, Realtors® Of Southern Arizona

**Congrats! You are a part of the Tucson Real Producers community! Thanks for reading our 11th edition of Tucson Real Producers magazine. Every month we strive to bring you inspiring, entertaining and educational articles, along with the Top 125 Producers List. We fully acknowledge our success with this publication is because of our business sponsors who have partnered with us, as well as the many realtors who have contributed to these first 11 issues.**

I am sometimes asked why we are doing this magazine. So, I figured I would share the why once more. I began my journey working in the industry about three years ago. I loved hearing 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. 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 working to build that community, create that network, and curate 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. Bringing extra attention to our local nonprofits important to us too. This gives you a chance to see what is out there and how you may be lead to give back.

**Contribution and Advertising:**

Do you want to contribute original content or nominate a Realtor® to be featured in a future edition? Do you know of an affiliate partner who should be part of our community? Or just want to get to know each other better? Please email me directly at **Delilah.Royce@RealProducersMag.com**. I do really 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. Use them if you have a chance; remember they have been recommended by other top agents.

**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. Look for an event schedule and details in upcoming editions of the magazine or on our Top 500 Tucson Real Producers Facebook page.

Make sure to join our Top 500 Real Producers Facebook page if you have not already done so.

**Connecting with us:**

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**Delilah Royce**  
Publisher of *Tucson Real Producers*

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featuring ◀◀

michele

# O'Brien

HGTV CAME A KNOCKING!

**Kylea Bitoka** Adventures call, and Michele O'Brien happily answers. Whether it's trekking through Peru, hopping an 8-foot fence to save a showing, or completing a triathlon, Michele does not shy away from a challenge. "Wake up every day saying anything can happen today." From Michele's stories, it's clear to see she follows her own advice. She laughs as she recounts the tale of how an average house showing suddenly turned into an adventure.

"We walked out onto the patio of the house, which was an elevated patio. My clients closed the door behind us, and it locked. It was a pin lock, and we could not remove the pin from the outside. One of us had to jump over the 8-foot wall to the desert below. My clients were both older, so it ended up being me. I kicked my heels off, threw them over the wall, and went over after them! It ended up being a great story for both me and my clients for years to come." The moral of the story: "Never set your phone or the keys down during a showing; always carry them with you." However, as Michele cheerfully tells the story, a more valuable lesson shines through – a positive, can-do attitude can save any situation.

"These are really special moments, so enjoy them! Don't just look at it as I have to go show 15 houses – have fun. Look for the laughter and excitement that it can bring." With 16 years of experience in real estate, Michele knows what she is talking about. Her energy is contagious. Michele puts the same enthusiasm into everything she does. "One of my goals is to visit a different country every year. A couple of years ago, my significant other, Ryan, and I hiked the Inca trails to Machu Picchu. This year, I hope to go to Costa Rica. Next year, I am definitely going to Italy!"

In addition to traveling, Michele and her two sons enjoy exploring local restaurants. "I tell people that I major in real estate and minor in restaurants." Michele's youngest son, Carson, is a student at Arizona State University, and her oldest son, Jackson, is at the University of Arizona. A University of Arizona alumni herself, Michele jokes about adjusting to having her sons at two rival schools. "So, I'm truly a house divided. It was a little challenging to wrap my head around initially because I'm definitely a Wildcat through and through, but I've adjusted."

When she is not showing houses or traveling the world you'll probably find Michele out running. "It's an outlet, such a joyful thing for me. I do two marathons every year with my friends. It's a fun way to experience cities. You get to run around for 26 miles and then eat anything you want!" She started with marathons, but it wasn't long before a triathlon was calling her name. "What was appealing about doing a triathlon was the challenge. I didn't know how to swim. I had to have a friend teach me so I could compete. I started with a sprint triathlon and worked up to an Iron Man. Now that I've done a couple, I don't know that I will do anymore," she adds with a chuckle.

So far Michele has run in 30 marathons. "Boston is one of my favorites as well as Carlsbad, CA. The farthest marathon I've done is in Berlin, and I've also done one in Alaska. It's great; well, there are a few miles in there that aren't so fun, but overall, it's a

...

“...Don't just look at it as I have to go show 15 houses – have fun. Look for the laughter and excitement that it can bring.”



Photography by Joey Ambrose

... “Wake up every day saying anything can happen today.”



Carson, Ryan McGuigan, Michele & Jackson

lot of fun! I enjoy the whole process of setting a goal, working to achieve the goal, and celebrating once you've achieved it – it applies in athletics but also in real estate.”

With Michele's enthusiasm, determination, and knowledge of the local market (she's been a Tucson resident for the last 35 years), it's not surprising that HGTV came knocking on her door. “I was contacted by the producers of an HGTV show called *Mountain Life*. They loved Tucson and wanted to highlight the mountain homes here. I had a client that was looking for a home in the mountains. It was an awesome experience.” For Michele, the best part was helping a family find their dream home and showing the rest of the country how beautiful Tucson is. “The producers did a great job of showcasing Tucson's beauty. It was a young family from L.A. They were coming from a small condo right in the heart of a big city. We found a home where they could walk out the back door and go rock climbing, which is their passion. They were ecstatic. It was so much fun!” You can check out Michele's episode of *Mountain Life* On Demand!



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# TOP 100 STANDINGS

By Volume | Teams And Individuals Closed Date From Jan. 1-June 30, 2018

Rank	Name	Listings	Volume	Average
1	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	254.0	49,357,595	194,321
2	Marsee Wilhems (16298) of Exp Realty (495201)	194.0	43,185,762	222,607
3	Kaukaha S Watanabe (22275) of eXp Realty (495203) and 1 prior office	158.0	32,478,672	205,561
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	163.0	30,759,925	188,711
5	Laurie Hassey (11711) of Long Realty Company (16731)	75.0	26,903,080	358,708
6	Janell E Jellison (4774) of Long Realty Company (16706)	42.0	26,056,600	620,395
7	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	103.0	25,810,952	250,592
8	Don Vallee (13267) of Long Realty Company (298)	74.0	21,900,650	295,955
9	Laura Sayers (13644) of Long Realty Company (16717)	60.0	20,383,300	339,722
10	Russell P Long (1193) of Long Realty Company (298)	32.0	19,819,757	619,367
11	Alfred R LaPeter (32582) of Long Realty Company (16717)	35.0	17,654,000	504,400
12	Anjela K Salyer (30415) of Mattamy Homes (5799)	45.0	17,246,870	383,264
13	Denice Osbourne (10387) of Long Realty Company (16707)	42.0	16,434,192	391,290
14	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	74.0	15,234,150	205,867
15	Don Hatcher (31480) of MTH Realty LLC (5383)	45.0	14,994,320	333,207
16	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	63.0	14,924,775	236,901
17	Sandra M Northcutt (18950) of Long Realty Company (16727)	48.0	14,922,623	310,888
18	Lisa M Bayless (22524) of Long Realty Company (16717)	39.0	14,453,888	370,613
19	Tom Ebenhack (26304) of Long Realty Company (16706)	54.0	14,385,287	266,394
20	Peter Deluca (9105) of Long Realty Company (298)	40.0	14,226,850	355,671
21	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	68.0	14,215,450	209,051
22	Curt Stinson (4808) of Realty Executives Tucson Elite (4983)	63.0	13,813,000	219,254
23	Brenda O'Brien (11918) of Long Realty Company (16717)	31.0	13,716,100	442,455
24	Judy L Smedes (8843) of Long Realty Company (16706)	26.0	13,680,600	526,177
25	Layne Lundeen (31434) of Long Realty Company (16731) and 1 prior office	34.0	13,568,710	399,080
26	McKenna St. Onge (31758) of Long Realty Company (16706)	22.0	13,361,900	607,359
27	Jameson Gray (14214) of Long Realty Company (16706)	22.0	13,229,900	601,359
28	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	15.0	12,906,600	860,440
29	Madeline E Friedman (1735) of Long Realty Company (16719)	30.0	12,662,000	422,067
30	Michael Shiner (26232) of CXT Realty (5755)	53.0	12,643,248	238,552
31	Nicole Jessica Churchill (28164) of Exp Realty (4952) and 1 prior office	52.0	12,630,330	242,891
32	Marian R Soto (28907) of Mattamy Homes (5799)	32.0	12,332,504	385,391
33	Joshua Waggoner (14045) of Long Realty Company (16706)	11.0	12,176,500	1,106,955
34	Ricardo B Aranda (30899) of Exp Realty (495201) and 1 prior office	62.0	11,760,850	189,691

Rank	Name	Listings	Volume	Average
35	Steve Nissen (15430) of Long Realty Company (16706)	19.0	11,708,265	616,224
36	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	63.0	11,262,725	178,773
37	Denise Newton (7833) of Realty Executives Tucson Elite (498306)	36.0	11,230,250	311,951
38	Jerri Szach (6050) of Long Realty Company (16706)	31.0	11,199,797	361,284
39	Jennifer Phillips (16201) of Realty Executives Tucson Elite (4983)	47.0	11,120,000	236,596
40	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	36.0	10,887,180	302,422
41	Stephen H McNair-Larese (33345) of Keller Williams Southern Arizona (478309) and 1 prior office	47.0	10,798,000	229,745
42	Pete M Torrez (21748) of Long Realty Company (16706)	17.0	10,663,265	627,251
43	Bob Norris (14601) of Long Realty Company (16707)	40.0	10,545,240	263,631
44	Kate Herk (16552) of Long Realty Company (16706)	17.0	10,534,900	619,700
45	Jose Campillo (32992) of Tierra Antigua Realty (2866)	66.0	10,513,035	159,288
46	Patty Howard (5346) of Long Realty Company (16706)	24.0	10,491,560	437,148
47	Dorothy May (25551) of Long Realty Company (16728)	27.0	10,380,000	384,444
48	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	24.0	10,288,350	428,681
49	Patricia Sable (27022) of Long Realty Company (16706)	21.0	10,276,849	489,374
50	Vicki L Holmes (19184) of Long Realty Company (16719)	41.0	10,260,900	250,266

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# TOP 100 STANDINGS

By Volume | Teams And Individuals Closed Date From Jan. 1-June 30, 2018

Rank	Name	Listings	Volume	Average
51	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	37.0	10,189,648	275,396
52	Margaret E. Nicholson (27112) of Long Realty Company (16728)	26.0	10,150,000	390,385
53	Angela Tennison (15175) of Long Realty Company (16719)	27.0	10,145,000	375,741
54	Mary G Dorais (5988) of Long Realty Company (16706)	24.0	10,130,300	422,096
55	Jean Barclay (19068) of Long Realty Company (298)	11.0	9,952,200	904,745
56	Tyler Lopez (29866) of Long Realty Company (16707)	48.0	9,844,897	205,102
57	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	13.0	9,643,000	741,769
58	Kristy E Johnson (22342) of Long Realty Company (16728)	28.0	9,635,450	344,123
59	Lynn Staten (14783) of Long Realty Company (16728)	28.0	9,635,450	344,123
60	Gary B Roberts (6358) of Long Realty Company (16707)	37.0	9,461,340	255,712
61	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	63.0	9,417,724	149,488
62	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	48.0	9,406,500	195,969
63	Maria R Anemone (5134) of Long Realty Company (16717)	19.0	9,339,200	491,537
64	Angella Hollar (14181) of RE/MAX Results (5106)	38.0	9,293,000	244,553
65	LaMar Watson (28955) of RE/MAX Results (5106)	49.0	9,232,680	188,422
66	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	39.0	9,230,100	236,669
67	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312) and 1 prior office	31.0	9,123,858	294,318
68	Liz Nguyen (27962) of Realty Executives Tucson Elite (498305)	42.0	9,069,600	215,943
69	Tana R Newton (18103) of Long Realty Company (16707)	43.0	8,975,300	208,728
70	Susan Denis (14572) of Habitation Realty (4119)	24.0	8,967,500	373,646
71	Taylor Mize (36294) of PCD Realty LLC (4826)	29.0	8,962,160	309,040
72	John LaRocca (26586) of Long Realty Company (298)	8.0	8,924,200	1,115,525
73	Anne Ferro (608) of Russ Lyon Sotheby's International Realty (472203)	11.0	8,874,500	806,773
74	Sondra Kantor (32581) of Long Realty Company (16717)	16.0	8,783,500	548,969
75	William S Allbright (28319) of DRH Properties Inc. (2520)	30.0	8,777,917	292,597
76	Tim Rehrmann (25385) of Exp Realty (4952) and 1 prior office	35.0	8,763,139	250,375
77	John E Billings (17459) of Long Realty Company (16717)	30.0	8,691,500	289,717
78	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	28.0	8,585,942	306,641
79	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	37.0	8,567,012	231,541
80	Tina J Baba (26603) of Long Realty Company (16719)	14.0	8,447,400	603,386
81	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	24.0	8,368,950	348,706
82	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	24.0	8,368,950	348,706
83	84 Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	39.0	8,349,000	214,077
84	Roni Benge-Adamson (8355) of Keller Williams Southern Arizona (4783)	25.0	8,343,492	333,740

Rank	Name	Listings	Volume	Average
85	Rick Howard (16645) of Long Realty Company (16706)	18.0	8,233,110	457,395
86	Victoria R McGullam (31547) of Tierra Antigua Realty (2866)	40.0	8,039,390	200,985
87	Cheryl Hallcock (28628) of Coldwell Banker Residential Brokerage (702)	30.0	7,963,999	265,467
88	Alicia Girard (31626) of Long Realty Company (16717)	28.0	7,912,869	282,602
89	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	28.0	7,896,250	282,009
90	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	25.0	7,894,500	315,780
91	Michael D Oliver (14532) of Keller Williams Southern Arizona (478302)	31.0	7,850,980	253,257
92	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983) and 1 prior office	38.0	7,825,000	205,921
93	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	43.0	7,803,774	181,483
94	Leslie Heros (17827) of Long Realty Company (16706)	22.0	7,769,260	353,148
95	John Hallcock (30739) of Coldwell Banker Residential Brokerage (702)	28.0	7,754,599	276,950
96	Sue Brooks (25916) of Long Realty Company (16706)	23.0	7,691,027	334,392
97	Maren Seidler (19694) of Long Realty Company (16728)	23.0	7,535,165	327,616
98	Jennifer C Anderson (16896) of Long Realty Company (16724)	31.0	7,528,600	242,858
99	Christina Esala (27596) of Tierra Antigua Realty, LLC (286607)	37.0	7,489,250	202,412
100	Jeffrey S Armbruster (28672) of Realty Executives Tucson Elite (498306)	27.0	7,374,886	273,144

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# TOP 100 STANDINGS

By Sides | Teams And Individuals Closed Date From Jan. 1-June 30, 2018

Rank	Name	Listings	Volume	Average
1	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	254.0	49,357,595	194,321
2	Marsee Wilhems (16298) of Exp Realty (495201)	194.0	43,185,762	222,607
3	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	163.0	30,759,925	188,711
4	Kaukaha S Watanabe (22275) of eXp Realty (495203) and 1 prior office	158.0	32,478,672	205,561
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	103.0	25,810,952	250,592
6	Laurie Hassey (11711) of Long Realty Company (16731)	75.0	26,903,080	358,708
7	Don Vallee (13267) of Long Realty Company (298)	74.0	21,900,650	295,955
8	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	74.0	15,234,150	205,867
9	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	68.0	14,215,450	209,051
10	Jose Campillo (32992) of Tierra Antigua Realty (2866)	66.0	10,513,035	159,288
11	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	63.0	14,924,775	236,901
12	Curt Stinson (4808) of Realty Executives Tucson Elite (4983)	63.0	13,813,000	219,254
13	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	63.0	11,262,725	178,773
14	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	63.0	9,417,724	149,488
15	Ricardo B Aranda (30899) of Exp Realty (495201) and 1 prior office	62.0	11,760,850	189,691
16	Laura Sayers (13644) of Long Realty Company (16717)	60.0	20,383,300	339,722
17	Tom Ebenhack (26304) of Long Realty Company (16706)	54.0	14,385,287	266,394
18	Michael Shiner (26232) of CXT Realty (5755)	53.0	12,643,248	238,552
19	Nicole Jessica Churchill (28164) of Exp Realty (4952) and 1 prior office	52.0	12,630,330	242,891
20	LaMar Watson (28955) of RE/MAX Results (5106)	49.0	9,232,680	188,422
21	Sandra M Northcutt (18950) of Long Realty Company (16727)	48.0	14,922,623	310,888
22	Tyler Lopez (29866) of Long Realty Company (16707)	48.0	9,844,897	205,102
23	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	48.0	9,406,500	195,969
24	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	47.0	11,120,000	236,596
25	Stephen H McNair-Larese (33345) of Keller Williams Southern Arizona (478309) and	47.0	10,798,000	229,745
26	Anjela K Salyer (30415) of Mattamy Homes (5799)	45.0	17,246,870	383,264
27	Don Hatcher (31480) of MTH Realty LLC (5383)	45.0	14,994,320	333,207
28	Tana R Newton (18103) of Long Realty Company (16707)	43.0	8,975,300	208,728
29	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	43.0	7,803,774	181,483
30	Robert H Brakey (19337) of Roca Realty (4688)	43.0	6,691,300	155,612
31	Ofelia S Lichtenheld (14058) of Integra Group Real Estate, LLC (4187)	43.0	6,295,992	146,418
32	Janell E Jellison (4774) of Long Realty Company (16706)	42.0	26,056,600	620,395
33	Denice Osbourne (10387) of Long Realty Company (16707)	42.0	16,434,192	391,290
34	Liz Nguyen (27962) of Realty Executives Tucson Elite (498305)	42.0	9,069,600	215,943

Rank	Name	Listings	Volume	Average
35	Vicki L Holmes (19184) of Long Realty Company (16719)	41.0	10,260,900	250,266
36	Peter Deluca (9105) of Long Realty Company (298)	40.0	14,226,850	355,671
37	Bob Norris (14601) of Long Realty Company (16707)	40.0	10,545,240	263,631
38	Victoria R McGullam (31547) of Tierra Antigua Realty (2866)	40.0	8,039,390	200,985
39	Lisa M Bayless (22524) of Long Realty Company (16717)	39.0	14,453,888	370,613
40	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	39.0	9,230,100	236,669
41	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	39.0	8,349,000	214,077
42	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	39.0	7,274,350	186,522
43	Angella Holler (14181) of RE/MAX Results (5106)	38.0	9,293,000	244,553
44	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983) and 1 prior office	38.0	7,825,000	205,921
45	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	37.0	10,189,648	275,396
46	Gary B Roberts (6358) of Long Realty Company (16707)	37.0	9,461,340	255,712
47	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	37.0	8,567,012	231,541
48	Christina Esala (27596) of Tierra Antigua Realty, LLC (286607)	37.0	7,489,250	202,412
49	Denise Newton (7833) of Realty Executives Tucson Elite (498306)	36.0	11,230,250	311,951
50	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	36.0	10,887,180	302,422

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# TOP 100 STANDINGS

By Sides | Teams And Individuals Closed Date From Jan. 1-June 30, 2018

Rank	Name	Listings	Volume	Average
51	James Servoss (15515) of Keller Williams Southern Arizona (478306)	36.0	5,889,635	163,601
52	Alfred R LaPeter (32582) of Long Realty Company (16717)	35.0	17,654,000	504,400
53	Tim Rehrmann (25385) of Exp Realty (4952) and 1 prior office	35.0	8,763,139	250,375
54	Layne Lundeen (31434) of Long Realty Company (16731) and 1 prior office	34.0	13,568,710	399,080
55	Alan Murdock (13942) of Realty Executives Tucson Elite (498305)	33.0	7,253,893	219,815
56	Leah Mandel (35134) of Keller Williams Southern Arizona (478306)	33.0	7,004,150	212,247
57	Louise Riley (14201046) of Tierra Antigua Realty (286610)	33.0	6,509,400	197,255
58	Ann Carlson (296) of Ann Carlson Realty (225)	33.0	4,917,625	149,019
59	Michael Z Anderson (35392) of Ann Carlson Realty (225)	33.0	4,917,625	149,019
60	Russell P Long (1193) of Long Realty Company (298)	32.0	19,819,757	619,367
61	Marian R Soto (28907) of Mattamy Homes (5799)	32.0	12,332,504	385,391
62	Karen A Baughman (20321) of Coldwell Banker Residential Brokerage (70202)	32.0	7,054,928	220,466
63	Jerimiah Taylor (17606) of Keller Williams Southern Arizona (478306)	32.0	6,364,991	198,906
64	Brenda O'Brien (11918) of Long Realty Company (16717)	31.0	13,716,100	442,455
65	Jerri Szach (6050) of Long Realty Company (16706)	31.0	11,199,797	361,284
66	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312) and 1 prior office	31.0	9,123,858	294,318
67	Michael D Oliver (14532) of Keller Williams Southern Arizona (478302)	31.0	7,850,980	253,257
68	Jennifer C Anderson (16896) of Long Realty Company (16724)	31.0	7,528,600	242,858
69	Maricela Bon (1420853) of HomeSmart Pros Real Estate (5143)	31.0	6,682,700	215,571
70	Madeline E Friedman (1735) of Long Realty Company (16719)	30.0	12,662,000	422,067
71	William S Allbright (28319) of DRH Properties Inc. (2520)	30.0	8,777,917	292,597
72	John E Billings (17459) of Long Realty Company (16717)	30.0	8,691,500	289,717
73	Cheryl Hallcock (28628) of Coldwell Banker Residential Brokerage (702)	30.0	7,963,999	265,467
74	Alexandra Berger (12643) of OMNI Homes International, LLC - 02 (579101)	30.0	5,421,900	180,730
75	Michael McNab (27218) of Tierra Antigua Realty (286603)	30.0	4,320,630	144,021
76	Sandy Kay Heath (4499) of State Territory Realty, LLC (5757)	30.0	3,976,417	132,547
77	Taylor Mize (36294) of PCD Realty LLC (4826)	29.0	8,962,160	309,040
78	Melissa Coate (27827) of Realty Executives Tucson Elite (498306)	29.0	7,329,000	252,724
79	Jason Mitchell (36629) of My Home Group Real Estate (427501)	29.0	6,393,100	220,452
80	Lori C Mares (19448) of Long Realty Company (16719)	29.0	6,225,200	214,662
81	Ryan Salisbury (15179) of Integra Group Real Estate, LLC (4187)	29.0	4,488,900	154,790
82	Kristy E Johnson (22342) of Long Realty Company (16728)	28.0	9,635,450	344,123
83	Lynn Slaten (14783) of Long Realty Company (16728)	28.0	9,635,450	344,123
84	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	28.0	8,585,942	306,641

Rank	Name	Listings	Volume	Average
85	Alicia Girard (31626) of Long Realty Company (16717)	28.0	7,912,869	282,602
86	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	28.0	7,896,250	282,009
87	John Hallcock (30739) of Coldwell Banker Residential Brokerage (702)	28.0	7,754,599	76,950
88	Nicole Brule-Fisher (14479) of Tierra Antigua Realty (286606)	28.0	6,983,100	249,396
89	Don Eugene (10600) of Realty Executives Tucson Elite (498306)	28.0	6,724,677	240,167
90	Iris R. Pasos (38869) of HomeSmart Pros Real Estate (5143)	28.0	6,357,090	227,039
91	Candy Bowen (37722) of Tierra Antigua Realty (286610)	28.0	5,742,310	205,082
92	Calvin Case (13173) of OMNI Homes International (5791)	28.0	5,711,200	203,971
93	Patrick Devine (1420835) of Tierra Antigua Realty (286610)	28.0	5,407,200	193,114
94	Frank A Ramirez (28908) of Keller Williams Southern Arizona (478306)	28.0	3,458,600	123,521
95	Dorothy May (25551) of Long Realty Company (16728)	27.0	10,380,000	384,444
96	Angela Tennison (15175) of Long Realty Company (16719)	27.0	10,145,000	375,741
97	Jeffrey S Armbruster (28672) of Realty Executives Tucson Elite (498306)	27.0	7,374,886	273,144
98	Heather Shallenberger (10179) of Long Realty Company (16717)	27.0	7,036,150	260,598
99	Paula J MacRae (11157) of OMNI Homes International (5791)	27.0	6,664,500	246,833
100	Ashley Kimberlin (18406) of Realty Executives Tucson Elite (498306)	27.0	6,584,528	243,871

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