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» publisher's note

BABIES, BEACHES,

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"Mom, my water just broke!" The call came at 12:30 p.m. on a Sunday. After waiting with anticipation for weeks, we finally had to quickly pack so we could be on the road within the hour. My daughter was almost eight hours away, and first babies don't usually come that fast, so we thought we had a good chance of being there to witness this miracle. But, with twins, you just never know how it will happen. So many uncertainties when it comes to welcoming two babies into the family. A tradition that has been a part of our family for the last 10 years is to all be together when a little one (ones) arrive. I have three girls, one son, and seven grandchildren, plus the two identical twins I am sharing about. This tradition has brought us so much joy, so many memories, and is truly a most treasured time for our family. When we finally arrived, the girls were an hour old. We had missed their exciting entrance. But God was in control; they are healthy, strong and beautiful.

During these few weeks together, we were blessed to be able to take six excited kids to the beach to enjoy the cold Pacific and explore all the creatures

that are hiding in the tide pools. We prepared for our traditional Sip and See (Sebou') almost two weeks later to celebrate the new babies' arrival where family and friends came to take in the joy that only a new baby (or two) can bring. The cousins spent time playing together, celebrating a birthday of one turning 7, making forts, and checking out the chickens, goats, sheep, geese, and rabbits that are here on the farm.

I know you have times in your life that you treasure and would love to recreate or remember. The busyness of this season can take over and cause life to be quite stressful. With the responsibilities of your business, holiday parties, and the expectations of family and friends, I encourage you to make your own traditions, create memories that will impact your heart, find things that truly matter in the whole scheme of life. Whether you are pouring your soul into your family, friends, clients or your business, let this time of year be one that causes you to take notice, make a difference and treasure the good things life has to offer.

# ADRIAN *alejandra*

## FIERCE, INTELLIGENT, AND APPROACHABLE

By Kamryn Stichter | Photography by Joey Ambrose

**Adrian Alejandro hit the ground running when he moved back to Tucson just a year and a half ago. When Adrian is determined, he is unstoppable. The fierceness he has shown in achieving his goals only adds to the fact that he's one of the most approachable and intelligent new agents you will ever meet.**

Adrian and his wife, Ali, were working in Salt Lake City, UT, when they decided they wanted to move to be closer to their families in Arizona. Knowing there wasn't a ton of opportunity in financial services in Tucson and eager for a change of pace, Adrian took his sister's advice and got his real estate license in May 2017. With a growing family to support, not making it in the industry simply wasn't an option.



"I was basically raised in customer service. I always act with a sense of urgency and produce top-quality work. Being well-versed in business puts me in a unique place to serve my clients," Adrian explains. He has been developing skills in customer service, management and finance since he was a teenager. He started bussing tables at Chili's when he was 16 and ended up working for the company for 14 years, climbing to roles like assistant manager, general manager and culinary corporate trainer. He made the decision to go back to school when he was 26 years old and admits it was one of the biggest challenges he

has experienced. "I relied heavily on my wife, Ali, mentally, emotionally and financially during this time in my life. I'm very grateful for her," he explains. He started at Pima Community College, taking classes while working between 50-55 hours a week until the curriculum got significantly more challenging. He transferred to the University of Arizona and double-majored in Finance and Accounting at the Eller College of Management. Upon graduating in 2015, Adrian accepted a job offer as a Financial Analyst at Goldman Sachs that prompted him and Ali to move to Utah. They both worked at Goldman Sachs, and although they loved the downtown culture and the opportunities for outdoor activities, they worked a lot and were ready to focus on starting a family.

"My 'why' is definitely my family. They are why I get out of bed every day. It's my goal to provide and for my wife to be able to stay home," Adrian said. Things are moving fast at the Alejandro house. Adrian and Ali have a 16-month-old son named Barrett, a baby boy due this January, two dogs named Whopper and Bailee, and a 9-year-old potbelly pig named Chloe, whom they've had since she was a piglet. The decision to move back to Tucson last year was a big one. Adrian knew he had to mentally prepare, get settled and make a living fast. He hung his license with Long Realty in June 2017 and has been making moves ever since.



“I always act with a sense of urgency and produce top-quality work.”

“Open houses have been a core part of my business plan, but I also received a lot of unexpected support from my sphere of influence. Friends of friends and family of family really came out and supported me heavily, which I didn’t anticipate.” Adrian’s knowledge as a former financial analyst make him unique. “I’m super comfortable with explaining the closing disclosure and have caught errors in my clients’ favor. I also build Excel models for my clients and calculate capitalization rates for investors. Using these skills has been a great opportunity for me to show our value as agents.” One of Adrian’s most memorable deals was a listing he had in Tucson Country Club. “It was set up to be complicated. The offer we were navigating had a ton of moving parts, including a contingency to sell homes in another state and the possibility of pre-possession. There was a lot of risk involved, but everything was resolved in time, and everyone was happy at the end of the day,” Adrian recalls. As a longtime manager, Adrian credits his ability to see it all through the end and overcome pushback to his success in handling deals.

In the next three to five years, Adrian wants his family to be living a comfortable lifestyle. He wants to have tons of time for his kids’ soccer games and family vacations. He would love to continue building a successful real estate business, building rapport with other agents, and wouldn’t turn his back on the opportunity to become a branch manager at Long Realty, where he can provide the same availability for questions, clarification and strategy development that he has received. “I learned the business really well. I learned the process right out of the gate. I was able to speak confidently, and this helped my clients trust me beyond who I am as an individual.” Fast forward just a year and a half later, it’s clear to Adrian Alejandro that pursuing real estate has been a risk worth taking.



# ALL PRO ROOTER AND PLUMBING POLYBUTYLENE PIPES



Tracy and Scott Rykman

## ▶ preferred partner tips

By Tracy and Scott Rykman

If you’re not familiar with polybutylene pipes, it’s a gray pipe that was popular for homes built in the early 1980s to 1995. The best way to tell if its poly B is that it has a stamp on it (PB2110). The color of the piping is prominently gray, but in later years they also used black or blue. Poly B was banned in 1995.

Invented in 1978, poly B was largely designed to replace copper pipes in order to keep the cost down in new home builds. One of the reasons it was so popular is there was no soldering necessary, and the pipes were flexible and easy to assemble. In the beginning, they had plastic fittings to connect the pipes, but in the late ‘80s to early ‘90s they changed the fittings to metal.

Poly B has a history of failing. It cracks, bursts, and can develop pinhole leaks. Often pipes burst due to water pressure being too high. Builders ran the pipe in the walls, ceilings and under concrete. The most common place Poly B bursts is within 10 feet of a hot water heater. So, if you notice new piping near the water heater, you need to make sure the whole house has been re-piped.

Another note: Home insurance companies don’t like Poly B. They usually ask the age of the house, and if it’s in that timeframe, they want to know if the house has Poly B. If it does, they may ask for the house to be re-piped or issue a high-water damage deductible, or just cancel their coverage. Always have your client check with their home insurance company before purchasing a home with poly B. In addition, homes with poly B often take longer to sell, and sell for less.

If you do find a house with Poly B, the best thing is to have the house re-piped with either Pex and/or copper because the typical life of Poly B is only 10 to 15 years. Keep in mind, not all current poly B pipes need to be removed; most of the time these pipes can simply be disconnected and then bypassed with the new plumbing. This is a great way to reduce re-pipe cost in many situations.

Unsure if your Tucson home has Poly B? Give us a call; we’ll help determine if a re-pipe is right for you. Give All Pro Rooter and Plumbing a call at 520-325-8681.



when

# NO ONE ELSE WOULD!

*billy mordka*

▶▶ colleague corner

Kylea Bitoka  
Photography by Casey James

The house was in disarray, and the situation was even more tragic. An out-of-state family inherited a house after their brother committed suicide. The brother had suffered from mental health issues. The house had not been cleaned or maintained; there was a hoarding problem and squatters. The house was unlivable, condemned by the city. The family was in desperate need of help, but what REALTOR® would take on a project like this in a down market for a small commission?

The phone rings. William “Billy” Mordka answers the call. The man on the line explains the situation. He asks Billy to drive by the house before committing to the listing. “I drove by; it was absolute squalor. I agreed to help because the family didn’t have anyone else to turn to. I arranged the securing of the house and the eviction of the ex-girlfriend who had been taking advantage of the brother. We had to call the cops a few times to get rid of squatters.” After extensive work, the house was ready to go on the market. “The house sold. We actually received

...





multiple offers! The family was so grateful. They were happy to have things end on a positive note after such a difficult situation.” Billy’s hard work to clean up the house and market the listing did not go unnoticed by the family. “That is the one and only time someone has bonused me at the end of a deal. They said to me, ‘You worked way harder than your commission was worth, and we want to give you more.’”

As Billy concludes the story, he is reminded of his father’s advice. “If you take care of the client, they’ll take care of you. You can have all sorts of letters behind your name and any company on your card, but ultimately it comes down to your relationship with your client. Treat every transaction like it’s your own as if you were the seller or buyer, then you will always do the best thing for your clients.” It’s words Billy lives by as he continues the business his father founded.

Owner/designated broker of Harvey Mordka Realty since 2012, Billy is proud to carry on the family tradition of real estate. Billy’s grandfather was a real estate developer, and his father was a real estate investor and REALTOR®. Billy recounts what it was like growing up in a real estate family. “During the summers of

my teenage years, I would help with bookkeeping, balancing the checkbook, making phone calls for utilities, or delivering the paperwork for closings. On weekends when we were little, my dad would take my older brother and me to go look at properties because there was no MLS with 5,000 pictures of the home. There was one picture of the front of the house, you had to go check out the property in person. My brother and I would race to the lockbox to see who would get to open it.” Billy chuckles as he adds, “I was entrenched in real estate on multiple levels, it was ingrained in me. I didn’t know other families didn’t function like this.”

Billy learned the family business of real estate, but his caring spirit came naturally. In fact, Billy has as much of a history in real estate as he does in helping people. Billy talks about the special connection he made with his first-grade teacher, Mr. Chesnik, and the impact it had. “I had a phenomenal teacher for first grade and third grade. He had polio, and he never missed a day of work for 33 years. He walked with a limp and had a very large brace. In first grade, we hit it off. He designated me the classroom helper. It was the first time I was chosen for a leadership role.” Years later Billy learned how much his friendship meant to Mr. Chesnik and the difference his help had made, especially on days when his

polio flared up. The friendship impacted Billy too. Now a leader in the Tucson community, Billy is thankful for that first small leadership opportunity and what he learned through it.

Billy’s desire to help others has not changed. Every year Billy volunteers with Southern Arizona’s largest youth soccer tournament, the Tucson Association of Realtors Soccer Shootout. He serves as the tournament director. It’s important to Billy to keep events like the shootout in Tucson. “People ask me, ‘Why do you run a kids soccer tournament when you don’t have any kids?’ I tell them, ‘Because when I was younger someone did it for me.’ I am a big advocate for children having a great childhood because I was blessed enough to have one. Also, I don’t want Tucson to lose anything else. Over the years Tucson has lost events like Toros baseball. The shootout is important to keep around not only for the kids that play soccer but for the community because it generates money.” Billy also serves on the board of Team Hoyt, a nonprofit that makes it possible for kids with disabilities to experience the thrill of running marathons and being outdoors.

Many of Billy’s connections in the community developed through the Tucson Association of Realtors (TAR). In 2020, Billy will serve as the President of the Tucson Association of Realtors. It’s an exciting opportunity after years of involvement. “When I got my real estate license in 2003, it was something that I thought I had to do because my dad was very involved in the association. It started as something that I had to do, but it quickly grew into something that I was passionate about. The Tucson Association of Realtors not only benefits REALTORS® it benefits the city of Tucson as well.” Billy encourages other REALTORS® to get involved. “Not only does it help your community and industry, but it also helps your business. Your clients will benefit from the camaraderie you’ve built with other REALTORS® through TAR. Plus, you have the opportunity to learn from experienced REALTORS®. There is a wealth of knowledge at TAR.”

As far as the future, Billy admits he’s not much of a planner. “I don’t even do yearly goals. I work as hard as I can all the time while making sure I keep my priorities straight. I make time for family and church. I make time for everything that is more important than business because there is stuff more important than business; the rest of it will come to you. My mother and father taught me to work as hard as I can and help those around me. That’s what I’ve done. When I’m asked to volunteer, I volunteer; when I’m asked to step up, I try to step up, and God takes care of the rest.” Whatever the future holds for Billy, there’s no doubt that he will continue to be an active member of the Tucson community.



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►► featuring

# NICOLE CHURCHILL

THE VANGUARD GROUP

Rod Hugen  
Photography by Casey James

**N**icole Churchill has built her Vanguard real estate team for two reasons: family and freedom. A Tucson native, Nicole is a graduate of Catalina Foothills High School and the Eller School of Management at the University of Arizona. Nicole's bright, cheerful attitude and positive, energetic enthusiasm is contagious and a great part of her success. But she is also a self-confessed workaholic. Nicole remembers with pain the day when she and her husband, Adam, took their kids, daughter, Charleigh, and son, Parker, to Disneyland for the very first time. "We were on this wonderful family vacation, and I asked 4-year-old Parker what he wanted to see the next day at the park? His answer stunned her and changed her life. He said, "All I care about is that you and Dad just stop looking at your horrible phones." Nicole recognized at that moment the truth of her little boy's longing. "Before building my team, I was a deal-aholic, day or night, 365 days a year, if the phone was ringing I was on it. I realized in my third year of real estate when I started kicking out solid sales numbers that this industry can become 100-percent consuming and can begin to take over your life." For Nicole that is slavery, not freedom. Hearing her son's desire changed everything. "Heartbroken, as you can imagine." Nicole recalls, "I realized he was right. We had both spent nearly the entire day either on our phones, looking at our phones, sending and receiving text messages and emails, and truly not being 'present' for our children at Disneyland, the happiest place on earth." She goes on to say, "I don't remember the deals that were so important for me to be working on that day, but I do remember how it impacted my son. It chills me to this day."

Building a team allows her the freedom to do what she does best: caring for her clients, generating leads, and growing the business. Through coaching with CORE and now Driven Coaching, and many months of banging her head against the wall, Nicole realized that having more deals and making more money wasn't making her happier, and was actually making her less happy because of the high level of stress and the constant anxiety that she might be forgetting something. She knows often, "The most successful salespeople on earth are most often the worst transaction managers and office administrators." She also recognizes that most agents that are self-made successful realtors struggle with letting go and trusting that someone else can and will do things better than they can. Her advice is, "If you are a single agent and you are overwhelmed, hire yourself an amazing administrator, and you will not only attract more deals, but the service you deliver to the client will be much, much better!" She has gathered her own special team including Roxie Blumentritt, the team's transaction manager and her executive assistant, Kristina Kluga. Michael Barry is the sales team manager and Charlie Blair is in charge of marketing. Buyers agent Jose Felix and real estate partner Jessica Hernandez are also highly valued members of the team. In 2019 her goal is to grow by adding three or four more salaried buyers agents to the team. "Without a great team, I truly feel like I would probably be miserable, divorced, and my kids would be resentful of our lives."

"I would not be half the woman I am or where I am today in my career or in my life without my husband, Adam," Nicole says. "Since we first met he has always believed in me and accepted all my quirks. He even loves those things about me. I am my most authentic self with him, which has created a rich stability in our lives." Together she and Adam built a business, watched it crash, and then rebuilt The Vanguard Group. The business has never been better than it is today. In the past year, Adam decided since Vanguard Group was thriving, it was time for him to venture onward and upward and start a new reality business that compliments the traditional resale business. Adam loves the investment side and finding custom solutions for homeowners where the traditional sale is not the best option. It has been the perfect blend for them. "We both get the privilege to love and enjoy doing what fits us best and inherently we both come home happier. I am super proud of Adam for carrying out his dreams and am so blessed that we can still work



Kristina Kluga, Jose Felix, Nicole Churchill, Charlie Blair, Jessica Hernandez, Michael Barry, and Roxanna Blumentritt

together in the same building and both serve out our highest purpose in both our careers.” They also have taken to supporting each other with living a healthier lifestyle. Adam got back on his bike again, and Nicole starting running, and they both love going to Orange Theory. “We’re working on helping our kids see the importance of having balance and a healthy lifestyle,” Nicole says. “For us, when we each have our own passions and hobbies, with different goals and a common vision our marriage thrives.”

Nicole not only loves and cares for her own children but also supports Angel Charities, an agency that helps Tucson children. “I have always had a passion for children and serving our community and Angel Charities allows me to give back to children on a far larger scale than I could on my own.” Her goal in 2019 is to help 200 families buy or sell their homes and to give \$20,000, \$100 per close, to the charity. She says she will not fail to reach that goal.

Nicole shares, “Something most people don’t know about me is that I am very much an empath. What that means is that I feel energy more than most humans do. My ‘sixth sense’ is often stronger than most other people’s five senses. I have this rare ability to know things about people and places simply by the way they feel and energy they release.” This gift allows Nicole to “tune in” to her clients and to “know” which house is “the one,” sometimes before the client even knows. Matching the client to the perfect house is a wonderful gift and leads to lots of happy clients.

Nicole recently moved to the eXp Realty Group, a virtual, cloud-based realty company. “I love working with this company! It’s definitely a disrupter and is going to change real estate as we know it – it already has!” There is immediate cash revenue sharing, retirement options, and company stock options. It gives her the opportunity to build her favorite kind of income — passive income.” Her business background helps her be fully aware of the benefits of the eXp model, and the way it can help her and her family prepare for the future. She is excited about the move and is excited to share the opportunities with others.

Nicole’s children are everything. “As a mother, I want to teach my daughter, Charleigh, that she can do or be anything she can dream of in this world. She can have the career, friends, family, and life of her dreams. She never has to play small or fit inside anyone’s box. I adore her charismatic personality and enthusiasm for life; she’s an amazing little girl!” She adds, “She’s gonna give all you other realtors a run for your money when she starts selling houses! Parker is also very special,” she continues, “Parker and I just ‘get each other’ on a very deep level. More than anyone I’ve ever known in my life. The moment he was born I knew he was an ‘old soul’ with a massive purpose here on earth. At age 7, he is wise beyond his years and understands the world better than many adults do. He’s a truly gifted child, but his greatest gift is his inner spirit. He is kind at heart and able to do anything he puts his mind to.”

Family and freedom – for Nicole, that’s what it’s all about.

“Family & Freedom.... that’s what it’s all about.”



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# TAR Shoot Out

For the Love of Soccer,  
Children And Tucson



By **Billy Mordka** | Photography by **Chris Mooney**

The upcoming Tucson Association of Realtors (TAR) Shootout marks the 29th year of this fantastic community event. Every January, the weekend before Martin Luther King Jr. Day, the Old Pueblo is flooded with 3,000-plus soccer players from across the Western region of the U.S. to showcase their soccer skills and take part in a weekend full of making new friends and making new memories. Many of you reading this article either played in the TAR Shootout or had a child who did; in 29 years, tens of thousands of people have participated. The Tucson Association of Realtors Shootout was originally known as the "Fort Lowell Shootout" which was the idea of a group of Parents of players in the Fort Lowell Soccer Club. They had an idea that instead of having a soccer tournament that starts on Saturday morning, why not have some festivities on Friday night for the players and families to enjoy? So, every year since then on Friday night, the players participate in the Parade of Teams where they dress in costumes, chant cheers for their teams, carry banners and everything else you could imagine that displays their team pride. After that, the Soccer Olympics occurs where players can show off their soccer skills from Goal scoring, juggling, dribbling, and passing. These events are still unique only to the TAR Shootout. As the years went by, the event grew in popularity with teams and players, and it got bigger and bigger. On a Friday night, it is typical to have anywhere from 12-15,000 people attend. A few years back the event outgrew its original location at Fort Lowell Park, and it was moved to Kino Sports Complex, a great facility that has allowed even more growth and improvements to the tournament.

So how does a tournament like this have such longevity and growth? Well, it is because of great sponsors such as The Tucson Association of Realtors, Pizza Hut, and Tucson Orthopedic along with many others, and an army of volunteers that every year take time out of their lives to help put this event on starting in March of every year and planning until the event in January. They do it because they love soccer, they love children, and mostly they love Tucson. It is an event that was made at the beginning for the soccer community, but it has evolved into an event that benefits the city as a whole. From hotel rooms to restaurants and everything in between, city business owners look forward to the Tucson Association Realtors Shootout every year. In addition, a direct benefit of the tournament is the lighted fields at the former Townsend Middle School, Doolen Middle School, and now Booth Fickett. Having lighted fields allows for more youth sports to occur throughout the year; those were made possible by the TAR Shootout. Lastly, the Tucson Association of Realtors Shootout is a catalyst for bringing people to our City to show off the wonderful place we get to call home. Every year we have teams and families from New Mexico, Texas, Colorado, Utah, all over Arizona, and Mexico that come and see our beautiful winter weather and enjoy our town and see what Tucson is all about.

Opportunities to help and volunteer at the Tucson Association of Realtor Soccer shootout range from helping at concessions to registration and everything in between. If you are interested in volunteering, please contact the volunteer coordinator Stefanie Lockery at [Slockery@rslaz.org](mailto:Slockery@rslaz.org).

# SHOOTOUT

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# CHERISHED Traditions



My favorite holiday tradition is seeing the Nutcracker performed downtown by Ballet Tucson. This year's performance is December 7-9th. Another favorite is the Angel Ball by Angel Charity for Children taking place at La Paloma Hotel on December 8th. A fun memory - 3 years ago, my dress for the ball was messed up, so I went to Maya Palace and tried on a gorgeous dress that cost \$1000. When I told the woman helping me, I couldn't buy it, an anonymous woman watching over me decided to buy it for me as a "pay it forward" for the night. Tyler and I ended up donating \$2000 that night because of my Fairy God Mother. Angel Ball has been especially cherished by me ever since.

**Tana Newton**



Christmas is always a little different at our house due to Levi's (my husband) work schedule as a firefighter/paramedic. Most years he either ends up working a 24-hour shift on Christmas Eve or Christmas Day. We try to do a lot of the common traditions leading up to Christmas like baking cookies, looking at lights, etc., but we always make sure we spend as much of it as possible together, which often leads to us packing up to spend some of Christmas at the fire station with Dad. I have gained an immense appreciation for first responders and public safety officers for showing up and sacrificing precious time with their loved ones to be there to help whenever they are needed, holidays included.

**Kristi Penrod**

The Deck Family Christmas Traditions: The season starts for us the weekend after Thanksgiving when we recover from The Feast and can drag ourselves out to the barn to get the decorations. It used to be a barn



that included a lot of things including Christmas decorations, but we accumulate so much stuff every season that it is now referred to as the "Christmas decoration barn". Years ago, before we had children, we could carry all of our decorations in one or two trips from the barn. Today, we rent a flatbed.

Once we have the barn emptied, the fun begins! Out come the wreaths, nutcrackers, stocking hangers, all of the old, new & hand-made ornaments. Up goes 850 feet of lights around the house. We put up the 25-foot tree in the front yard that dad created out of the flagpole and multiple strings of lights. The huge neon blinking star sits on top.

And of course, up goes the Christmas tree(s). Rather than get rid of old ornaments as we collect new ones, we simply get more trees to decorate. Today we have 3, not including the flagpole tree.

Christmas Eve is all about dragging out the gifts that have been collecting in various hiding places and putting them under the tree. Then we each open one special gift. We all know it's pajamas because it is every year. And now everyone has new pajamas for Christmas morning. And a lot of old ones in the closet.

Christmas day brings together the entire extended family. There's usually about 40 of us, so I cook 2 turkeys and a ham. Oh- one of our other traditions is the kids name the turkeys and the ham before we cook them. Last year was Mongo, Ralph, and Louise. Pretty sure my husband started that one...

Then we just have fun, and enjoy the day with family and friends!

**Asia Deck**



Christmas is such a wonderful time for our family and traditions brought down from our parents are very much a part of our holidays. Christmas Eve begins with a traditional Polish dinner known as Wigilia that begins when the first star is seen in the sky by the youngest child. Everyone shares Oplatek, or the Christmas wafer, wishing each other peace and a Merry Christmas. Dinner includes an odd number of dishes, typically seven or nine with fish and pierogi being the main course. Our children have all learned how to make pierogi so these are homemade and oh so delicious. Chocolates, nuts, and fruits are always on the table and shared at the end of the meal. An extra place setting is also set to welcome Jesus to the table. Straw is put under the tablecloth to represent the manger and at the end of dinner, each child pulls the straw from under the tablecloth with the longest strand bringing good luck for the year. When our kids were young, we also started a Secret Santa exchange among the five of us. The new tradition our family has added is that before we start our Christmas Eve dinner, we reveal to one another who their

secret Santa is this year. Gifts are exchanged after dinner with everyone opening one gift at a time so we can all enjoy seeing the thoughtfulness put into finding the perfect gift for one another. It has been fun to now be able to include our children's partners in all of our traditions and to know that our parents' traditions will live on through our children.

**Ann Gavlick**



Our holiday tradition is to have Black-Eyed Peas, collard greens and cornbread on New Year's Day for a prosperous year ahead. I have never missed a year! I have even eaten cold Black-Eyed Peas out of a can and raw college green with store-bought cornbread in a Walmart parking lot on New Year's Day because I almost forgot and I didn't wanna have a horrible year.

**Candy Bowen**

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# TOP 100 STANDINGS

Teams And Individuals Closed Date From Jan. 1- Oct. 31, 2018

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	327.5	74,500,621	227,483
2	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	349.0	65,892,844	188,805
3	Kaukaha S Watanabe (22275) of eXp Realty (495203) and 1 prior office	255.0	51,111,408	200,437
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	243.5	46,150,515	189,530
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	170.0	45,880,681	269,886
6	Janell E Jellison (4774) of Long Realty Company (16706)	79.0	42,327,815	535,795
7	Laura Sayers (13644) of Long Realty Company (16717)	103.0	35,211,218	341,856
8	Brenda O'Brien (11918) of Long Realty Company (16717)	64.0	31,115,185	486,175
9	Don Vallee (13267) of Long Realty Company (298)	97.5	29,713,093	304,750
10	Peter Deluca (9105) of Long Realty Company (298)	89.0	29,054,828	326,459
11	Russell P Long (1193) of Long Realty Company (298)	45.5	28,556,878	627,624
12	Denice Osbourne (10387) of Long Realty Company (16707)	73.0	28,455,521	389,802
13	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	27.0	27,050,350	1,001,865
14	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	131.5	26,705,350	203,083
15	Sandra M Northcutt (18950) of Long Realty Company (16727)	86.5	26,644,173	308,025
16	Don Hatcher (31480) of MTH Realty LLC (5383)	81.0	24,820,170	306,422
17	Laurie Hassey (11711) of Long Realty Company (16731)	76.0	24,446,045	321,658
18	Curt Stinson (4808) of Realty Executives Tucson Elite (498302) and 1 prior	124.0	22,600,900	182,265
19	Lisa M Bayless (22524) of Long Realty Company (16717)	62.0	21,414,543	345,396
20	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	110.5	20,576,955	186,217
21	Alfred R LaPeter (32582) of Long Realty Company (16717)	44.5	19,940,366	448,098
22	Joshua Waggoner (14045) of Long Realty Company (16706)	18.0	19,369,500	1,076,083
23	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	75.0	19,232,294	256,431
24	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	89.5	18,919,025	211,386
25	Jose Campillo (32992) of Tierra Antigua Realty (2866)	112.0	18,033,424	161,013
26	Nicole Jessica Churchill (28164) of eXp Realty (4952) and 1 prior office	77.5	17,849,916	230,321
27	Jennifer Phillips (16201) of Realty Executives Tucson Elite (4983)	78.0	17,689,000	226,782
28	Jarrett W Reidhead (14745) of Tucson Integrity Realty (4438)	29.0	17,416,740	600,577
29	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	117.0	16,918,036	144,599
30	Anjela K Salyer (30415) of Mattamy Homes (5799)	43.0	16,548,789	384,856
31	Tom Ebenhack (26304) of Long Realty Company (16706)	59.0	16,213,565	274,806
32	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	71.0	15,978,499	225,049
33	Susan Denis (14572) of Habitation Realty (4119)	43.5	15,970,158	367,130
34	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	11.0	15,922,002	1,447,455

Rank	Name	Sides	Volume	Average
35	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	56.0	15,881,400	283,596
36	Denise Newton (7833) of Realty Executives Tucson Elite (498306)	49.5	15,858,650	320,377
37	Michael Shiner (26232) of CXT Realty (5755)	68.0	15,569,248	228,960
38	Jerri Szach (6050) of Long Realty Company (16706)	46.0	15,415,797	335,126
39	Angela Tennison (15175) of Long Realty Company (16719)	40.0	14,672,500	366,812
40	Madeline E Friedman (1735) of Long Realty Company (16719)	36.0	14,655,745	407,104
41	Patricia Sable (27022) of Long Realty Company (16706)	30.5	14,646,349	480,208
42	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	73.0	14,522,449	198,938
43	Rob Lamb (1572) of Long Realty Company (16725)	28.0	14,401,900	514,354
44	Taylor Mize (36294) of PCD Realty LLC (4826)	46.0	14,241,650	309,601
45	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	62.0	14,194,752	228,948
46	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	49.0	14,145,850	288,691
47	Ricardo B Aranda (30899) of eXp Realty (495201) and 1 prior office	74.5	14,108,047	189,370
48	John E Billings (17459) of Long Realty Company (16717)	49.0	13,873,325	283,129
49	Tim Rehmann (25385) of eXp Realty (4952) and 1 prior office	53.5	13,846,582	258,815
50	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	73.0	13,769,124	188,618

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# TOP 100 STANDINGS

Teams And Individuals Closed Date From Jan. 1- Oct. 31, 2018

Rank	Name	Sides	Volume	Average
51	Victoria R McGullam (31547) of eXp Realty (495203) and 1 prior office	69.5	13,732,490	197,590
52	Anthony D Schaefer (31073) of Long Realty Company (298)	51.5	13,608,237	264,238
53	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312) and 1 prior	45.0	13,535,358	300,786
54	Jill M Jones (7585) of Lennar Sales Corp. (1281)	36.0	13,292,750	369,243
55	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	53.0	12,997,950	245,244
56	Judy L Smedes (8843) of Long Realty Company (16706)	27.0	12,908,023	478,075
57	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	71.0	12,675,050	178,522
58	Patty Howard (5346) of Long Realty Company (16706)	27.5	12,478,031	453,747
59	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	32.0	12,453,139	389,161
60	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	29.0	12,360,325	426,218
61	Wanda Fudge (28579) of Long Realty Company (16728)	36.5	12,274,598	336,290
62	Timothy R Hagyard (32545) of Long Realty Company (16707)	38.0	12,151,270	319,770
63	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983) and 1 prior office	60.0	12,136,900	202,282
64	Sue Brooks (25916) of Long Realty Company (16706)	39.5	12,062,823	305,388
65	Vicki L Holmes (19184) of Long Realty Company (16719)	50.0	12,021,200	240,424
66	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	37.5	12,018,263	320,487
67	Alicia Girard (31626) of Long Realty Company (16717)	41.0	11,986,269	292,348
68	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	49.0	11,980,048	244,491
69	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	67.0	11,952,900	178,401
70	Layne Lundeen (31434) of Long Realty Company (16731) and 1 prior office	33.5	11,919,805	355,815
71	Glenn Michael Nowacki (35737) of Cobb Realty LLC (4563)	50.5	11,817,455	234,009
72	Maria R Anemone (5134) of Long Realty Company (16717)	25.0	11,729,100	469,164
73	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	55.5	11,706,090	210,921
74	Roni Bengé-Adamson (8355) of Keller Williams Southern Arizona (4783)	37.5	11,363,496	303,027
75	Robert H Brakey Campos (19337) of Roca Realty (4688)	70.0	11,357,200	162,246
76	James Servoss (15515) of Keller Williams Southern Arizona (478306)	57.5	11,336,735	197,161
77	Craig A Tucker (27599) of Maracay Realty, LLC (4708)	26.0	11,230,860	431,956
78	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	37.5	11,199,100	298,643
79	Becca Riccardi (29910) of Tierra Antigua Realty (286603)	51.5	11,123,350	215,987
80	Tracy Wood (36252) of Russ Lyon Sotheby's International Realty (472203)	42.0	11,117,450	264,701
81	Gary B Roberts (6358) of Long Realty Company (16707)	42.0	11,038,270	262,816
82	Bob Norris (14601) of Long Realty Company (16707)	43.0	11,011,570	256,083
83	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	39.0	10,944,700	280,633
84	Pam Treece (13186) of Long Realty Company (16717)	34.0	10,939,950	321,763

Rank	Name	Sides	Volume	Average
85	Michele O'Brien (14021) of Long Realty Company (16717)	31.0	10,848,730	349,959
86	Kevin McAndrews (25461) of KLB Equity Brokers (5700)	46.0	10,833,700	235,515
87	Karen A Baughman (20321) of Coldwell Banker Residential Brokerage (70202)	48.0	10,790,848	224,809
88	Alan Murdock (13942) of Realty Executives Tucson Elite (498306) and 1 prior office	51.5	10,717,393	208,105
89	Gerald L Hause (30852) of Long Realty Company (16728)	28.0	10,484,500	374,446
90	Stephen H McNair-Larese (33345) of Keller Williams Southern Arizona (478309) and 1 prior office	48.0	10,445,200	217,608
91	Vincent R Yackanin (2249) of Long Realty Company (298)	32.5	10,430,850	320,949
92	McKenna St. Onge (31758) of Long Realty Company (16706)	21.0	10,374,100	494,005
93	Donna B. Rollman (26628) of Realty Executives Tucson Elite (4983)	15.0	10,296,391	686,426
94	Lori C Mares (19448) of Long Realty Company (16719)	46.0	10,173,200	221,157
95	Jim Storey (27624) of Tierra Antigua Realty, LLC (286607)	37.5	10,113,385	269,690
96	Candy Bowen (37722) of Tierra Antigua Realty (286610)	47.5	10,020,239	210,952
97	Debra Quadt (16709) of Redfin Corporation (477801) and 1 prior office	28.5	10,010,666	351,251
98	Charles A Loschiavo (31557) of Keller Williams Southern Arizona (478306)	20.5	10,009,750	488,280
99	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	9.0	9,977,700	1,108,633
100	Kristy E Johnson (22342) of Long Realty Company (16728)	26.5	9,940,925	375,129

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