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

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PRESSING ON!

► publisher's note

Welcome to the 12th issue of *Tucson Real Producers*! What a ride it has been! Watching *Real Producers* grow here in Tucson and all over the country has been nothing short of spectacular. We are now in over 60 cities, connecting top realtors with each other and with quality businesses that other top realtors recommend. Our partners are there to make your job easier and make you look good with your clients. Reach out and use them when you have a need. They make this publication possible.

Growth comes as we pour our heart and souls into our endeavors. You know all about that because you are a top 500 Realtor® in Southern Arizona. As I look back and think about the common threads that I have heard over and over as I met with Realtors® this last 18 months,

it is crazy how many of you started right after the crash in 2007. It is also surprising how many of you did not sell a single property for months, many even a solid year. As you shared your struggle and spoke of those who mentored you and helped you become successful agents, it was quite inspiring. You all eventually found your way and became top agents. The hard work it took to be where you are today reminded me of a quote my dad sent me when I was in college, which often spurred me on. This quote has been an integral part of my life for many years. It has encouraged me and inspired me to remember what really matters. I even have the original copy from 1980 still hanging in my office. I think some of you will recognize and appreciate the qualities that no doubt brought you to the top.

Press On!

- Nothing in the world can take the place of persistence.
- Talent will not; Nothing is more common than unsuccessful men with talent.
- Genius will not; unrewarded genius is almost a proverb.
- Education alone will not; the world is full of educated derelicts.
- Persistence and determination alone are omnipotent!

Let's press on to keep Southern Arizona's Realtor community connected, caring and intentional. *Tucson Real Producers'* goal is to inform, inspire and educate. I am so excited about the upcoming article series that will bring to light what is coming for Tucson's downtown as Tucson plans and grows.



With gratitude,
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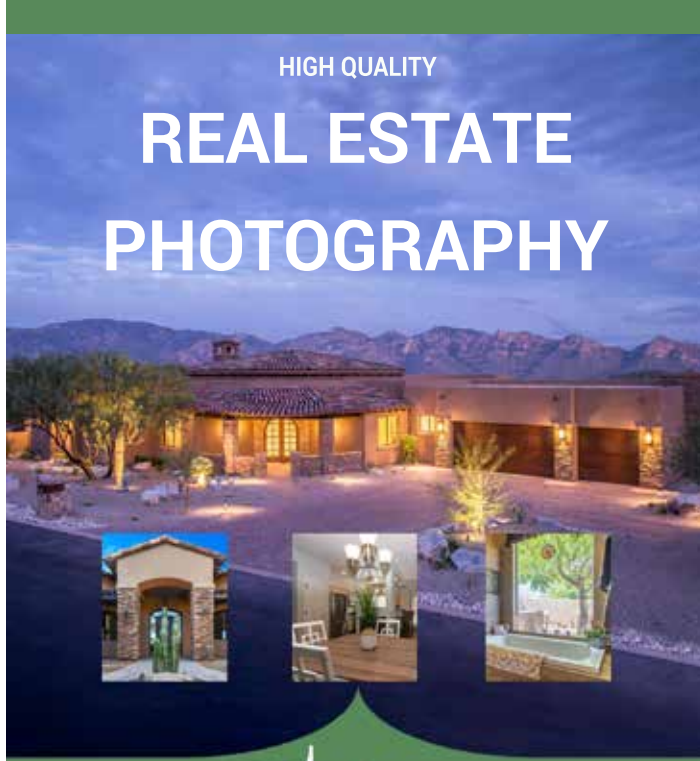


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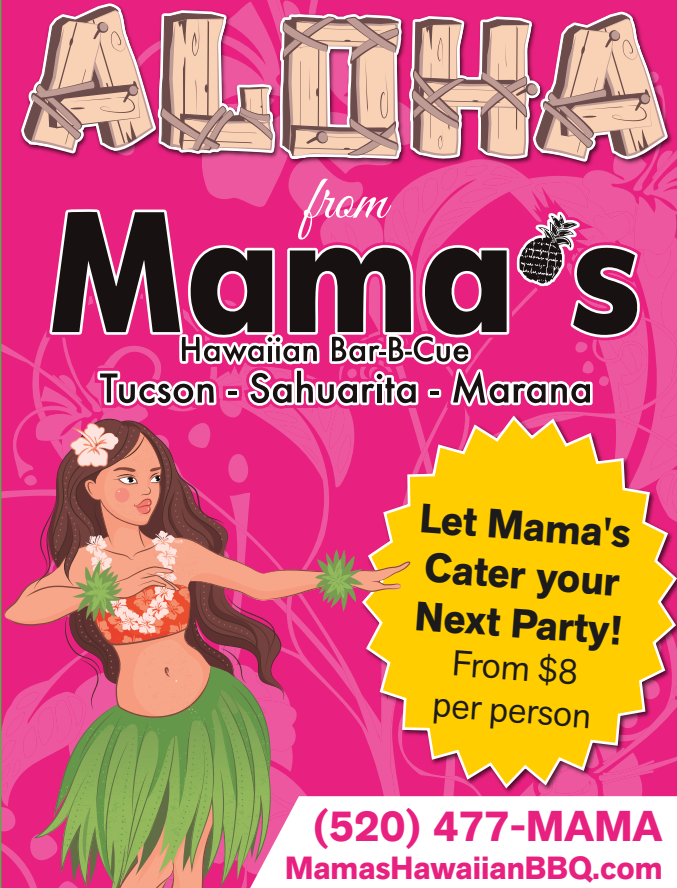
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-Bizzy Orr, Realty Executives Tucson Elite

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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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CASAS
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Marcela Fuentes

Marcela Fuentes' decision to become the owner and broker at CASAS Real Estate in 2016 came as a surprise to her family, friends and even her colleagues.

She asked her mom, longtime business partner and the other half of The Las Fuentes Team, Maricruz Fuentes, to join her in pursuit of this exciting adventure, leaving the comfort and stability of an established brokerage behind. This life-changing decision has challenged them, changed them and has managed to bring this duo even closer.

"We were a team before being a team was a thing," laughs Marcela. In 2005, Marcela was studying sociology and psychology at the University of Arizona. Her life changed when her mom, Maricruz, moved to Tucson from Nogales, and they both began pursuing real estate together full time. "We would always tell our clients that they get a two-for-one deal with us," Marcela remembers.

"I think 2018 has been our best year yet because we've been implementing the ideas we've been saving," Marcela reflects thoughtfully. She explained that starting her own brokerage had always been in the back of her mind, so when we decided to start this new journey, "I just went for it. I'm not afraid of going for things, but I was lucky enough to have mentors guide me, support me and be there for me. I will forever be grateful to them." The adjustment has been huge, but the freedom has re-invigorated them to pursue new heights.

Marcela was eager to pursue the branding and advertising ideas she's been thinking about for years. "We're constantly changing and always adapting to make our practices better... we're never bored!" she asserts. She glances at her mother, who is taking notes with a pen and paper, then sighs and laughs. They know it's the balance of new *and* traditional methods that have helped their new brokerage succeed. Their personalities and interests are also complimentary. "I rely on her for a lot of things; no one can do it all alone," Marcela says. After so many years of working together, they feel that their overall communication is so much easier, not only as coworkers but as family too.

“ We make ourselves available even if it means showing a house with a flashlight...

"We specialize in the most inexperienced clientele: first-time homebuyers. We do a lot of handholding," Marcela explains. Being bilingual is an absolute advantage, but they're far more than just translators. They say it's their understanding of Latin culture that has helped them better relate and serve their clients, which has been a big propellant of their success. They don't only serve the Latin community; however, they enjoy helping a diversity of clients




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to take, Marcela and Maricruz make it a priority to go on short trips together.

Taking on the role of broker has forced Marcela out of her shell. She is proof that taking risks can be incredibly rewarding and positively transformative. Marcela surprises her mom every day with how outgoing she has become. “She amazed me every day this year. I don’t even recognize her,” Maricruz laughs. Marcela is the 2019 Vice President for the Tucson Association of Realtors, she is on the Small Brokers Committee, the Risk Committee, and the 2018 Chair of the Young Professionals Network. “Real estate is a community within itself. We’re not a competition. We achieve so much more if we work together,” Marcela says passionately.

When thinking about growing CASAS Real Estate, Marcela and Maricruz reflect fondly on the time they spent at smaller brokerages. They want to make time for the agents they bring on by talking them through their problems and creating an environment of togetherness. The closeness, dedication, and inherent collaborative attitude of Team Las Fuentes will surely attract a family of professionals who are a joy to work with.



...

and are always enriched by the experience of working with people from all backgrounds.

“We make ourselves available even if it means showing a house with a flashlight,” Maricela says. Maricruz nods in agreement. “I don’t remember a time ever saying no.” With that said, it can be hard for the Las Fuentes Team to think about activities that don’t revolve around work. They sometimes spend their weekends at client social events, which they are invited to more as extended family members than guests. But when they have real free time, Marcela loves trying out new cooking recipes and spending time with her Schnauzers, Tico and Luna. She loves taking them on walks around the Rillito and the farmers’ market. Maricruz loves spending time with her family. Although vacations can be difficult

WELCOME TO OUR NEWEST PARTNERS AND THANKS TO OUR GROUND BREAKERS!



We take a lot of pride in the businesses we partner with to make this magazine FREE to the top 500 producers in Tucson and the surrounding areas. Our partners are highly recommended referrals from top agents, so you can trust us as a fantastic referral source.

We are so excited to have our NEWEST RP partners on board! Welcome!



Justin Musgrove owns a top producing American Family Agency here in Tucson, AZ. When he is not working at the office he enjoys being outdoors going on hikes with

his family, hunting, fishing, mountain biking, working on vehicles, playing softball, volunteering at his church and doing DIY projects around the house. His wife Danielle and him have been happily married now for almost 8 years, and have 2 amazing boys Easton and Korbin. (If you’re a country music fan you pick up their names.) Their boys love anything related to Sports, Legos, lizards, and mud.

Justin has been an Agent with American Family for 6 years and enjoys every moment of it. His wife plays a huge role inside of his agency as the Marketing Specialist, and who better to help him promote their brand than the woman who shares his name. They have a high standard of customer service and the products they deliver. They take a great deal of pride in establishing personal relationships with each of their clients and extending to them unparalleled trusted advice they can rely on. They believe that superior customer service drives a great company, and is pivotal in today’s growing market. It is their goal to treat clients the way they want to be treated and to have all of your protection under one roof.

Ground Breakers saw the value RP could bring to the REALTOR community before *Tucson Real Producers* was a reality. Vision, trust, and support of the real estate agents in Tucson made sense to them from the very beginning. We are forever grateful for these partners!



Tom Tatro – State Farm Insurance, Agent

Tom Tatro graduated from the University of Nevada with a degree in business administration. Visiting his State Farm agent (his sister) for an annual review, Tom was encouraged to consider a career in insurance, as his two sisters had. Tom started the State Farm internship program in 2001. Tom and his wife moved to Tucson and began a new career and life in the summer of 2002. Putting their clients first and giving appropriate and specially designed care is the goal of Tom and his team. He has three grandsons and enjoys staying fit and running marathons.



Robert Hatch has proudly financed Tucson families for over 20 years. He has served as a Branch Manager for VIP Mortgage, Inc, for the past 5 years, where he leads his personal teams’ production

and facilitates the sales force of their East Tucson location at 6390 E. Tanque Verde Road.

“I value the one on one communication with my clients, as it is imperative to comprise a strategy for each individual to execute their financial desires going forward. I have found that being humble and accepting when you are wrong and embracing professional feedback, has made me a well-rounded professional through the years. Financing in this complicated environment requires someone who is experienced and knowledgeable to help navigate you through the process. I am blessed with an amazing team where we pride ourselves on our high level of communication through the process, from start to finish.”

Robert’s love for his wife of 16 years and their 3 beautiful children have helped make him a more patient, compassionate and caring professional.



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El Rio Vecinos

Serving Tucson Families



Can you imagine being a single parent with a child in severe pain and having no insurance or money to get your child help? El Rio dentist Dr. Amanda Pinder recently saw a 3-year-old boy who came to El Rio Health with a large facial swelling from an abscessed tooth. His family had gone to three other offices where they all said he was too little to treat without general anesthesia. His family had no insurance, and the parents could not afford to pay for general anesthesia. At El Rio, thanks to our generous donors, we were able to help him get the care he needed, which was extensive – six stainless steel crowns and two extractions over several dental visits. El Rio staffs also gave his mom oral health education to hopefully help prevent this from happening to her other children.



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Do you know anyone looking for a medical or dental home? El Rio Health opened its first health center site in 1970 on the west side with the goal of serving 10,000 people. We now serve over 104,000 people across 14 locations in Tucson, and we are accepting new patients. Please share this information with your clients or associates. Our heart is truly to care for anyone in need of medical or dental attention.

Did you know? We accept most types of private insurance, Medicare, Medicaid and offer a sliding fee scale for those with no insurance coverage. El Rio Health's organizational goals include: 1) Providing a world-class experience for patients and staff; 2) Improving the health of our patients and staff, and 3) Ending each year with a positive financial bottom line. Many of you have told us over the years that El Rio Health is one of Tucson's "best kept secrets." We do not want to be! Please help us get the word out!

We are grateful to our partners and stakeholders for helping innovate the medical field in the areas of wellness and health empowerment support after hospital discharge, pain management, cardiovascular, women's health, LGBTQ care, and expansion through extended hours and new sites. In 2017, we formed a new LLC with Tucson Medical Center called HealthOn Tucson and opened our first joint site called HealthOn Broadway, downtown at 1 W. Broadway. In 2019, we will be opening our newest location (50,000 square feet) El Rio Cherrybell at 22nd Street and Kino Parkway; we will be adding 18,000 square feet to our El Rio Southeast site and announce the plans for our next HealthOn location.



How can you help? El Rio Health Center Foundation began in 2001 to raise private philanthropic funds to support innovative patient programs, services for uninsured, qualified patients and capital needs of the health center. To date, the Foundation Board of Directors, El Rio Vecinos and Foundation team have worked with donors and corporate sponsors to raise over \$20 million. El Rio Health Center Foundation is a qualified Arizona charitable tax credit organization.

Last week we saw a pregnant mother and shared the news that she needs additional testing related to the possible diagnosis of cervical cancer. She could not afford the payment for additional diagnostics. Thanks to the El Rio team and support from community partners and donors, we will be helping her to get the care she needs and support her through this journey.

What's next for El Rio:

Join us on September 22, 2018, for the El Rio Vecinos Bow Tie Block Party at the Scottish Rite Cathedral downtown. Proceeds from the fundraiser will provide emergency dental services for uninsured children. This fun, western-themed, casual indoor/outdoor party will feature live music, restaurant tastings, dancing, and mingling with 900-1,000 Tucson movers and shakers. Tickets are \$65, or \$95 for VIP, and can be purchased online at elriovecinos.com or by phone at 520-205-4947.

We will also be hosting the El Rio Foundation Gala on October 19, 2018, at the Westin La Paloma Resort and Spa, which is the kickoff event for our new breast and cervical cancer treatment fund for qualified, uninsured patients. We want to thank our major event sponsors: The Lawler Team at NOVA Home Loans, Mercy Care, Pima Medical Institute, Tucson Medical Center, Quilt For A Cure and Tucson Federal Credit Union.

Please consider El Rio Health or HealthOn Tucson for your own healthcare and charitable contributions. Learn more at elrio.org by clicking "Donate."



Anthony Schaefer

Facing Fear
Head ON!

▶▶ rising star!

By **Kylea Bitoka**
Photography by **Casey James**



Emily and Anthony

The Junkyard Dog Award. The moment it was announced at summer basketball camp, Anthony Schaefer knew he had to win it. “The award was for someone who hustled and was fearless in the face of adversity, who had a passion for whatever they did. I thought it was the coolest thing you could possibly be – a Junkyard Dog. “I did win that award, and it shaped how I looked at everything from there on out.” Anthony reflects on the lasting impact of that experience. “It created an incredible competitive fire in me as well as the desire to support teammates and not back down in the face of fear. There are a lot of times in life where I didn’t know what the right next step was, but I still stepped forward. I think a lot of that was learned in my sixth-grade basketball camp. It has translated across everything I do, and that is to do it right the first time or don’t do it; come to it with 100 percent or don’t show up.”

The lessons from basketball camp would prove invaluable as Anthony grew up and navigated life’s challenges. When he was 20 years old, Anthony’s father passed away from cancer. His life changed overnight. “I had to take over a more parental role



for my younger brothers. I had to look out for the family in a totally different way than I had ever thought I would. It was easy to get lost in the sorrow. For a while, I thought that the world was really unfair. I learned to use my grief as fuel to the fire to live in honor of my father. It was a challenge, but it was also an opportunity to grow and to help my brothers. It makes you appreciate every day because you’ve experienced that tomorrow is not guaranteed.”

Anthony’s career in real estate was the perfect opportunity for him to make the most of every moment. But before he found his passion for building community, Anthony was trading stocks for a hedge fund. “It was a cool experience, but I discovered I was not suited for the high stress and 10-hour days in front of a computer. I wasn’t ...

“Be willing to do what you don’t want to do when you don’t want to do it. It’s about the client, not about you. Approach each situation from their point of view.”



... happy. Both my mom and girlfriend (now wife) noticed a difference in me.” Anthony’s mom was a successful REALTOR® in Washington state, and she began encouraging him to try real estate. “My mom knew with my work ethic, willingness to serve, and love of people that it would be a good fit. I realized that the ability to be part of the community was what I was missing from my job.”

To say that Anthony is passionate about giving back to the community is an understatement. You can hear the excitement in his voice as he talks about his involvement with El Rio Vecinos (a group of young professionals that partner with El Rio Community Health Center and El Rio Foundation) and the Long Realty Cares Foundation. “I really believe you have to be involved in your community if you want it to improve. It feels good supporting these organizations and seeing the impact.” It wasn’t long after Anthony started attending El Rio Vecinos that he got the chance to put his words into action. The chair for the Black-Tie Block Party left; Anthony and another member stepped up and organized the event. It was a great success, over \$70,000 raised for children’s healthcare. Anthony continues to work with El Rio Vecinos and is now on the board of the El Rio Foundation.

He also serves as vice president for Long Realty Cares Foundation. Long Realty agents can contribute to the foundation with every real estate transaction, and the money is distributed to different charitable organizations in the local community. As a member of the board, Anthony helps decide what organizations to support. “It’s great to be on the opposite side and have the opportunity to give money to these nonprofits. It’s exciting to see how many people out there are doing the

right thing. I love that about Tucson – there is a really good sense of community.”

For Anthony, it all comes down to a simple principle. “I treat people how I would want to be treated. I want people to know that I cared about them, valued them, and tried to do the best for them no matter what.” Anthony takes that mindset into each real estate transaction. “We have fun. It’s about creating friendships and giving clients the experience that I would want to have.” His advice to new REALTOR®s: “Be willing to do what you don’t want to do when you don’t want to do it. It’s about the client, not about you. Approach each situation from their point of view.”

His work as a REALTOR® and involvement with the foundations are not the only ways that Anthony is bringing people together; Anthony is an ordained minister. It started when two friends that he had introduced decided to get married. They asked Anthony to officiate at the wedding, so he took the online class to get ordained. Since then he’s had the opportunity to officiate another marriage. “I’ve married two couples, and they are both still together, and I am currently available for booking weddings!” Anthony laughs. He had never imagined being a REALTOR® and an ordained minister. While life has taken many unexpected turns for him, one thing is definite: Anthony continues to live up to the values of the Junkyard Dog Award.

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Houses *with* History

Find the “Truth Window”



I moved to Tucson in the early '90s from Southern California to a historic adobe home in Dunbar/Spring neighborhood. That winter, I rode my bike downtown to look for more of those fantastic adobe structures. My heart was captured by the doorways, flaking and worn, framing thick earthen walls of all colors; the thresholds of concrete wrought with grooves from years and years of foot traffic; the details of the handcrafted copper canals poking out of the upper walls to help water drain off the roofs; even the old-fashioned light fixtures! So incredible to see the homes in tight Sonoran formation lining down the streets – you can even find historical photos of those same streets showing that they are still intact! What a treasure!

The hot Tucson historical housing market is alive and well! Are your clients looking for authenticity? Are they looking for craft and ingenuity? Are they looking to live near and around downtown? If so, historic Tucson awaits! With some of the highest prices per square foot in the city, Downtown Tucson offers opportunities to renovate and/or opportunities to relax. Many homes in this area are within biking or walking distance to downtown eateries and art galleries, the Tucson Museum of Art, and the U of A. If biking or walking doesn't appeal to you, it's all

connected by the Downtown Links light rail. Go electric! Go solar! Go Historic Tucson!

If you can find your client's home with renovations already complete – such as updated plumbing, roofing and electric – they should have years ahead of them with remarkable neighbors, interesting life – all this with easy access and flexibility. If they have the desire and fortitude to renovate, the properties await! Look for large, original lots. Take care to notice where current sewer lines run and their condition – these lines and a new “hat” (a.k.a roof) could be the highest and most important remodeling costs to consider. After that, the sky's the limit on colors, tiles, woods, and stone. With historic homes, there's so much to play with! Look for and recover original “truth windows.” A truth window is a small opening somewhere in the house that shows the original construction material underneath the plaster – adobe is the favorite! Encourage your client to look for (and keep) all original wood trims, hand-chiseled “beadboard,” original cabinetry, intricate hinges, and door handles all bring value to the original history – they are beautiful and rare – mostly irreplaceable. If they are upgrading, tell them to never throw these items out – give them away – someone else

will treasure these scraps of history in their remodel.

Check out the terrific website map available on the City of Tucson webpage to research historic homes in Tucson. You can also find a guide for green retrofitting of historical homes and articles on preservation, Tucson Heritage and archeological data. The Historical Society on East Second Street and North Park is full of photos, maps, directories to the original inhabitants of Tucson. Research of Downtown Tucson is addictive – so beware!

Tucson's historic downtown is full of brick and mortar; mud and lime; copper and tin. Exquisite wavy glass, large hand-carved wooden doors, beautifully exposed vigas holding up the indoor ceilings – to love it is to live it! And because these structures were built by long-lost standards and know how, their renaissance continues vibrantly, so they are always growing in value. Tucson's historic downtown is completely unique here in the Southwest. It's extraordinary, it's rare. Be a part of Tucson's history! It's a whole new world ... right here!

Patricia “Patty Sue” Anderson, Associate Broker
Centra Realty, Tucson AZ
520-870-5620



A Life Designed by Balance

You tend to get attention when you have an iguana on your head. People notice that sort of thing, especially if there is a smile on your face while you're wearing it. Tony Ray Baker has a picture of himself with an iguana and a smile, and it's worth a million to him. Actually, it's worth many millions. It's the best kind of marketing — it grabs attention, it makes people smile, and it's free! And attention-grabbing, joy-producing, free marketing is vitally important when you sell real estate like Tony Ray does.

The picture was taken in Puerto Vallarta when Tony Ray and his life partner, Darren Jones, were vacationing, and Tony Ray asked the owner of the iguana if he could pet it. The curious iguana promptly climbed up Tony's arm and onto his head, and Darren snapped the now famous picture. On the advice of a coach, Tony Ray included it in his marketing package, and the rest is history. He laughs and says, "My first call from the iguana picture was from a lady who said, 'I want you to be my real estate agent because everybody in real estate wears a tie and looks all business-like, and you wear an iguana



Rome, Italy




A little village in Greece

on your head!" Tony Ray continues with, "I had to confess to her that I had a collection of fabulous silk ties and that I wore one every day to work, which she found disappointing. But she hired me anyway."

It hasn't always been easy to attract clients. Tony Ray admits to having career aspirations of being a "professional student," and he did it well. For six or seven years he studied everything from design to architecture to psychology to law and anything else



featuring 
Rod Hugen
 Photography by **Casey James**

& TONY RAY BAKER DARREN JONES

that attracted his attention. To support himself he worked in the grocery industry creating, hosting, and teaching safety fairs and promoting grocery store safety. Eventually, in 1994, his mom, Jane Baker, suggested that he stop being a student and try his hand at selling real estate. He sheepishly admits, “I was very excited and gave my two weeks’ notice. It was the stupidest thing I’ve ever done. I was suddenly unemployed and had no income.”

He zipped through real estate school but had no idea how to generate business. For the first year, despite being dropped off in neighborhoods to knock on doors and spending long days on the phone cold calling until he got a yes, Tony Ray didn’t sell a single house. Not one. He was told he was being let go, but he begged for another chance. Tony Ray acknowledges that he is a scrapper, a fighter who wants to help people and convinced his boss to give him another chance. He told her, “I

want to sell real estate, I just don’t want to do it your way.” It was a bold move, but he was broke and living on a shoestring with nothing to lose. He was allowed another year and he laid out his own plan for how he would succeed in real estate.

To know Tony Ray is to know what drives him. He proudly describes himself as a “scraper,” but that isn’t what motivates him. Instead,



it’s a concept he received early on and repeats often. The phrase that he speaks with an intense, earnest passion is, “Design the life you want to live

and build your business into it.” His life isn’t about just working until he can retire. When asked about retirement, he bristles and says, “I hate that six-letter word — retire. Live the life you want now, not sometime in the future!” He goes on to say, “I don’t ever want to live with regrets.” To that end, he has learned the secret of forgiving others and asking to be forgiven. He lights up with joy when he describes the life he lives with the people he loves.

Early on, Tony Ray had hired a coach, Joe Stumpf of “By Referral Only,” and set out to do things differently. He vowed to do such a good job with each person he represented that he would turn every client into a raving fan. “Soon, I wasn’t doing business with strangers but with friends,” he acknowledges, “and I discovered that like-minded people enjoy hanging out together.” And that generates more and more business. More and more relationships. These days, he is in regular contact with hundreds of clients, and modestly acknowledges that he could text 200-plus people and they would show up if he asked them to. But good as business is, it’s just a part of the life he has designed. His passion is to live a balanced life, so he smiles and says, “My partner and I don’t typically work on Sundays or in the evenings because it isn’t conducive to the balanced life we want to live.”

Tony Ray is also passionate about helping others live the balanced life. He works with his life and business partner, Darren, and says, “I want him to do what he loves.” They had to figure out how to work together after that fateful day when Darren came home to announce that he had quit his job and was going to come work with Tony Ray. It was a defining moment for both their relationship and their business. They had to work out their business relationship, and, true to his passion, Tony Ray wanted Darren to be happy and learn about real estate too. “I wanted him to know everything about the business but to also do what he loves.” They’ve figured it out, with Darren

“

I love to be part of other people’s success. I want them to **live the life they love** as well!



...

taking the lead in helping buyers, dealing with home inspections, and handling negotiations and Tony Ray handling more of the marketing, management, and online elements of the business. “We aren’t really doing a ‘team’ thing,” Tony Ray laughs, and then goes on to describe Beth Heidenreich who has handled paperwork for 24 years for Tony Ray. He gets misty-eyed when he talks about how she helped him for free in the early days and how grateful he is for her help. He talks about Kelly McCarthy and Ryan Turner and the joy of working with them. He is also enthusiastic about the part-timers, James Portis, who helps with the website and with coding, and Steve “Gonzo” Gonzalez, who helps with social media and video music. “I love to be part of other people’s success. I want them to live the life they love as well!”

The balanced life that Tony Ray and Darren have in their business includes enjoying two rescue dogs, Keely and Baxter, taking thousands and thousands of photographs, being “foodies” who love supporting local restaurants, traveling to Europe a couple times a year, and, lately, road trips in their “retro camper,”

a custom-designed 2018 model camper that is a wonderful mix of beautiful old design and the latest technology. He’ll gladly show you pictures and tell about the beautiful places they go camping.

Tony Ray is a teacher and pours himself into the lives of others. Out of his early experiences, he teaches the course “Marketing on a Dime” to fellow Tierra Antigua Realty agents, downtown merchants, and any group wanting to learn from his experiences in marketing and relationship building. Passionate about downtown Tucson, he is committed to helping with the Menlo Park development, and works hard to bring condensed housing and homeownership to the area. “Owners care about what is around them,” he says and he is driven to help others find an urban lifestyle that can be the basis of a satisfying life.

Tony Ray has designed the life he wants to live and has built his business into it. Oh, and sometimes he wears an iguana on his head...

“I hate that six-letter word—retire. **Live the life you want now....**”

TOP 100 STANDINGS

By Volume | Teams And Individuals Closed Date From Jan. 1-July 31, 2018

Rank	Name	Sides	Volume	Average
1	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	282.0	54,729,395	194,076
2	Marsee Wilhems (16298) of eXp Realty (495201)	228.0	51,857,535	227,445
3	Kaukaha S Watanabe (22275) of eXp Realty (495203) and 1 prior office	180.0	36,109,872	200,610
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	177.0	33,344,325	188,386
5	Laurie Hassey (11711) of Long Realty Company (16731)	86.0	30,350,680	352,915
6	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	116.0	29,799,411	256,891
7	Janel E Jellison (4774) of Long Realty Company (16706)	47.0	27,992,100	595,577
8	Don Vallee (13267) of Long Realty Company (298)	83.0	24,753,150	298,231
9	Russell P Long (1193) of Long Realty Company (298)	36.0	24,037,757	667,715
10	Laura Sayers (13644) of Long Realty Company (16717)	67.0	22,790,699	340,160
11	Denice Osbourne (10387) of Long Realty Company (16707)	53.0	21,540,003	406,415
12	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	95.0	20,052,650	211,081
13	Alfred R LaPeter (32582) of Long Realty Company (16717)	39.0	19,880,661	509,761
14	Anjela K Salyer (30415) of Mattamy Homes (5799)	50.0	19,176,833	383,537
15	Brenda O'Brien (11918) of Long Realty Company (16717)	41.0	19,086,700	465,529
16	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	73.0	17,954,675	245,954
17	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	18.0	17,803,600	989,089
18	Sandra M Northcutt (18950) of Long Realty Company (16727)	55.0	17,028,623	309,611
19	Peter Deluca (9105) of Long Realty Company (298)	48.0	16,903,350	352,153
20	Judy L Smedes (8843) of Long Realty Company (16706)	32.0	16,469,646	514,676
21	Tom Ebenhack (26304) of Long Realty Company (16706)	61.0	16,176,787	265,193
22	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	78.0	16,092,950	206,320
23	Layne Lundeen (31434) of Long Realty Company (16731) and 1 prior office	40.0	15,856,510	396,413
24	Lisa M Bayless (22524) of Long Realty Company (16717)	44.0	15,734,388	357,600
25	Curt Stinson (4808) of Realty Executives Tucson Elite (4983)	70.0	15,701,300	224,304
26	Don Hatcher (31480) of MTH Realty LLC (5383)	48.0	15,677,870	326,622
27	Michael Shiner (26232) of CXT Realty (5755)	62.0	14,646,747	236,238
28	Marian R Soto (28907) of Mattamy Homes (5799)	37.0	14,262,467	385,472
29	Nicole Jessica Churchill (28164) of eXp Realty (4952) and 1 prior office	60.0	14,227,730	237,129
30	Joshua Waggoner (14045) of Long Realty Company (16706)	12.0	14,073,500	1,172,792
31	McKenna St. Onge (31758) of Long Realty Company (16706)	24.0	13,979,900	582,496
32	Kristy E Johnson (22342) of Long Realty Company (16728)	37.0	13,666,450	369,364
33	Lynn Staten (14783) of Long Realty Company (16728)	37.0	13,666,450	369,364
34	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	76.0	13,493,125	177,541

Rank	Name	Sides	Volume	Average
35	Stephen H McNair-Larese (33345) of Keller Williams Southern Arizona (478309) and 1 prior office	59.0	13,427,000	227,576
36	Jameson Gray (14214) of Long Realty Company (16706)	23.0	13,392,900	582,300
37	Jennifer Phillips (16201) of Realty Executives Tucson Elite (4983)	54.0	13,143,850	243,405
38	Steve Nissen (15430) of Long Realty Company (16706)	21.0	13,078,265	622,775
39	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	30.0	13,069,750	435,658
40	Jose Campillo (32992) of Tierra Antigua Realty (2866)	80.0	12,988,424	162,355
41	Bob Norris (14601) of Long Realty Company (16707)	48.0	12,925,740	269,286
42	Ricardo B Aranda (30899) of eXp Realty (495201) and 1 prior office	69.0	12,909,750	187,098
43	Madeline E Friedman (1735) of Long Realty Company (16719)	31.0	12,747,000	411,194
44	Denise Newton (7833) of Realty Executives Tucson Elite (498306)	40.0	12,677,300	316,932
45	Kate Herk (16552) of Long Realty Company (16706)	20.0	12,274,046	613,702
46	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	42.0	12,273,680	292,230
47	Pete M Torrez (21748) of Long Realty Company (16706)	19.0	12,033,265	633,330
48	Jerri Szach (6050) of Long Realty Company (16706)	33.0	11,739,797	355,751
49	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	16.0	11,631,000	726,938
50	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	72.0	11,575,724	160,774

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TOP 100 STANDINGS

By Volume | Teams And Individuals Closed Date From Jan. 1-July 31, 2018

Rank	Name	Sides	Volume	Average
51	LaMar Watson (28955) of RE/MAX Results (5106)	61.0	11,547,180	189,298
52	Vicki L Holmes (19184) of Long Realty Company (16719)	46.0	11,537,700	250,820
53	Eddie Wailers (31442) of Realty Executives Tucson Elite (4983)	57.0	11,437,509	200,658
54	Gary B Roberts (6358) of Long Realty Company (16707)	44.0	11,372,840	258,474
55	Tyler Lopez (29866) of Long Realty Company (16707)	54.0	11,347,697	210,143
56	Dorothy May (25551) of Long Realty Company (16728)	30.0	11,268,500	375,617
57	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	41.0	11,061,048	269,782
58	William S Albright (28319) of DRH Properties Inc. (2520)	38.0	11,057,817	290,995
59	Margaret E. Nicholson (27112) of Long Realty Company (16728)	29.0	11,038,500	380,638
60	Sondra Kantor (32581) of Long Realty Company (16717)	20.0	11,010,161	550,508
61	Mary G Dorais (5988) of Long Realty Company (16706)	26.0	10,951,300	421,204
62	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	46.0	10,913,099	237,241
63	Tim Rehrmann (25385) of eXp Realty (4952) and 1 prior office	43.0	10,869,039	252,768
64	Anne Ferro (608) of Russ Lyon Sotheby's International Realty (472203)	14.0	10,862,500	775,893
65	Patty Howard (5346) of Long Realty Company (16706)	25.0	10,828,460	433,138
66	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312) and 1 prior office	36.0	10,828,358	300,788
67	Angela Tennison (15175) of Long Realty Company (16719)	29.0	10,773,000	371,483
68	Angella Hollar (14181) of RE/MAX Results (5106)	46.0	10,702,400	232,661
69	Michael D Oliver (14532) of Keller Williams Southern Arizona (478302)	38.0	10,646,880	280,181
70	Liz Nguyen (27962) of Realty Executives Tucson Elite (498305)	48.0	10,554,100	219,877
71	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	35.0	10,491,700	299,763
72	Patricia Sable (27022) of Long Realty Company (16706)	22.0	10,461,749	475,534
73	Jean Barclay (19068) of Long Realty Company (298)	12.0	10,191,700	849,308
74	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	29.0	10,086,949	347,826
75	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	29.0	10,086,949	347,826
76	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	44.0	10,082,412	229,146
77	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	47.0	10,049,600	213,821
78	Maria R Anemone (5134) of Long Realty Company (16717)	20.0	9,778,200	488,910
79	Victoria R McGullam (31547) of eXp Realty (495203) and 1 prior office	50.0	9,619,390	192,388
80	John E Billings (17459) of Long Realty Company (16717)	33.0	9,588,500	290,561
81	Tana R Newton (18103) of Long Realty Company (16707)	46.0	9,571,200	208,070
82	Susan Denis (14572) of Habitation Realty (4119)	26.0	9,530,841	366,571
83	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	33.0	9,382,750	284,326
84	Jeff R LeBlanc (19505) of Russ Lyon Sotheby's International Realty (472203)	21.0	9,311,400	443,400

Rank	Name	Sides	Volume	Average
85	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	30.0	9,191,187	306,373
86	John LaRocca (26586) of Long Realty Company (298)	9.0	9,163,700	1,018,189
87	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	51.0	9,138,774	179,192
88	Taylor Mize (36294) of PCD Realty LLC (4826)	29.0	8,962,160	309,040
89	Anthony D Schaefer (31073) of Long Realty Company (298)	33.0	8,898,798	269,661
90	Rob Lamb (1572) of Long Realty Company (16725)	20.0	8,889,500	444,475
91	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983) and 1 prior office	44.0	8,888,000	202,000
92	Cheryl Hallcock (28628) of Caldwell Banker Residential Brokerage (702)	34.0	8,876,148	261,063
93	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	8.0	8,852,700	1,106,588
94	Roni Benge-Adamson (8355) of Keller Williams Southern Arizona (4783)	26.0	8,699,253	334,587
95	Jason Mitchell (36629) of My Home Group Real Estate (427501)	40.0	8,647,100	216,178
96	Dawn Jacobs (36573) of Russ Lyon Sotheby's International Realty (472203)	24.0	8,640,275	360,011
97	William V Mesch (3395) of Coldwell Banker Residential Brokerage (70202) and 1 prior office	22.0	8,626,703	392,123
98	Jennifer C Anderson (16896) of Long Realty Company (16724)	37.0	8,558,500	231,311
99	Alicia Girard (31626) of Long Realty Company (16717)	30.0	8,551,869	285,062
100	Tern Kessler (15874) of Long Realty Company (16706)	18.0	8,540,500	474,472

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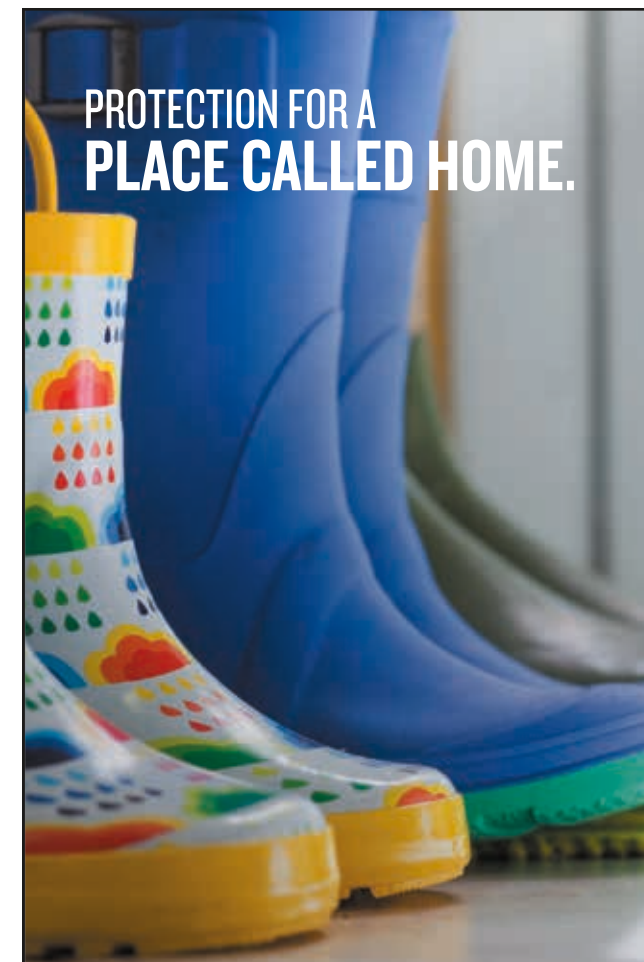
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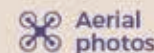
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