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▶ publisher's note

CELEBRATING - "When 2 Come TOGETHER..."

We're pleased to bring you the 17th edition of *Tucson Real Producers*. As usual, this magazine is provided for free, and it is distributed exclusively to the top 500 Realtors in Southern Arizona, as well as some select brokers. If you're receiving this publication, then congratulations - it means you're the "best of the best" and in the top percent of your field.

New Mailing List Update This February issue we updated our mailing list to reflect 2018 Sales Volume reported to the MLSSAZ to create our 2019 Mailing List for Top 500 Agents in Southern Arizona. Since you qualify, we will be sending you our magazine each month, and you will be invited to all of our exclusive events in 2019.

Thank You:

A **giant** thanks to our partners who make this publication possible. They are the reason we can celebrate you and share your story. We hope you'll reach out and thank our partners, and consider giving them a shot on a future deal. Check out our Welcome Mat article to read about the businesses that have recently jumped on board.

We hope to see you at our **next event on February 26th**. Put us on your calendar! We will be serving lunch from 11 - 1:30. Keep an eye out for the invitation for all the details. Also, ask to join our private Facebook group "TucsonRealProducersTop500" to stay connected with the other high performers in the area.

This Month's Issue:

This month's edition features couples and partners who have worked together to put their stamp on real estate. Working together with your spouse or a partner is not always easy but, these realtors have not only made it work they have thrived. Bill and Melody Mesch, with Coldwell Banker, have been married and in real estate over 30 years. What an accomplishment! Jeff and Lisa Armbruster, with Realty Executives, built a successful business together while still enjoying life outside of real estate. And, Tyler Lopez and Tana Newton, with Long Realty, have built a team that is sweeping Tucson with vision, determination and style. Read all about their secrets to success.

If you have suggestions of topics you'd love to see featured or a question you would appreciate a top producer's opinion on, please email me at Delilah.Royce@RealProducersmag.com.

Yours in Success,
Delilah Royce



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WELCOME TO OUR NEWEST PARTNERS!

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!

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Time-Maid is a family business that has stayed strong and loyal since 1979. In January 2018, Misael joined his very hardworking mother, Elvia, in the family cleaning business by taking the role of CEO. Misael has implemented new and improved innovations, which include a comprehensive website **Time-Maid.com** and online booking to schedule your cleaning 24/7. His major goal is to eventually be able to reward his mother with retirement.

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You owe it to yourself to know all of your options. We can't wait to show you what we have to offer! **SteppingUpUSA.com**

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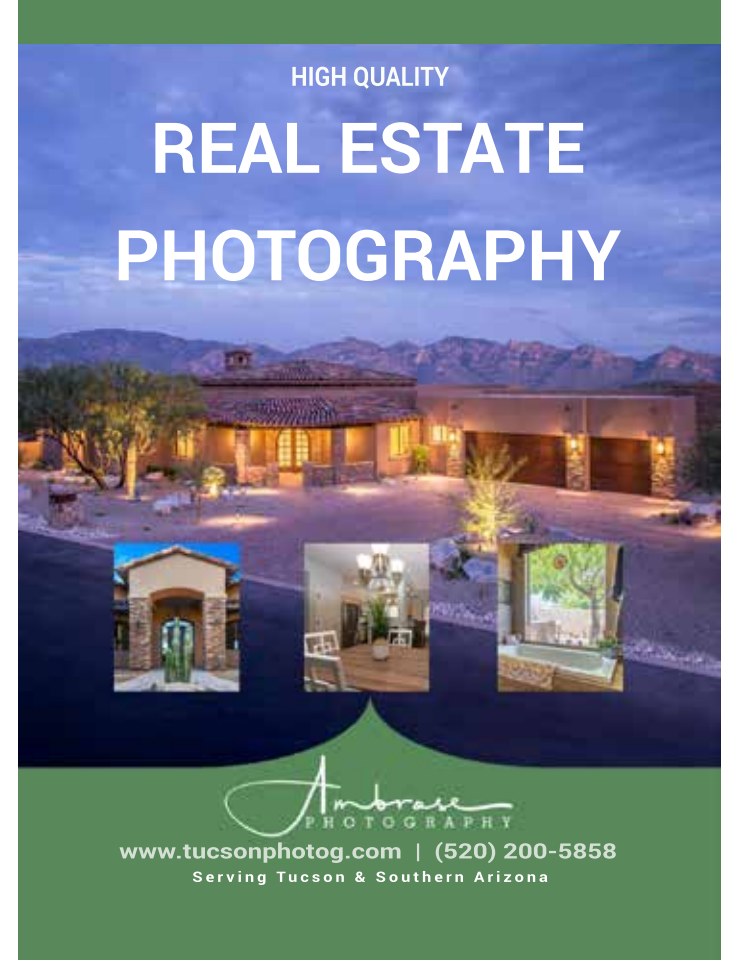


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JAMES

Chasing his Dreams!

How did you get started as a photographer?

I took my first photos on a 5 Megapixel Digital Kodak Camera that my grandfather purchased in 2001. This was back when I was a boy. Since then, I took photography classes in High School and College to better my artistry behind the lens. I have always been a creative person, and after realizing a usual 9-5 job wasn't for me I pursued my dreams of making my own money on a day to day basis with the sky being the limit.

What makes you different from others in your same industry?

What differentiates me from others in the photography industry is my drive and motivation for success. I strive to succeed daily at everything I do. Photography is an art and I challenge myself to step it up and outdo myself with every photo session I conduct. I compete against myself and my own work to ensure I am always executing new ideas.

What obstacles did you have to overcome to get where you are today?

Finances, Work & Family. Just life. Success doesn't come easy, and those who give up are missing out on the bigger picture. Every failure big or small is one step closer to knowing what not to do to get to exactly where you want to be. There were times when I had no money, and times when I've had plenty. Being humble in every situation is key to my interpretation of success.



What makes you passionate about being a photographer?

I love that I am able to freeze time with my camera and use my creative eye and technical skills to execute a vision or idea in my head. I am able to bring images to life as a still photograph to share with the world. It is absolutely fascinating.

What are a few things you wish Realtors knew about your industry?

You get what you pay for. There are several services out there, and we know it is great to cut expenses when at all possible but do not be cheap when it comes to photography. Exquisite Headshots, Listing Images, and advertising is all your brand. Invest in yourself with professional vendors to embellish your brand.

What specific testimonials do you have from Realtors who use you, if any?

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Tell us about your family

I am engaged to the most beautiful woman in the world, and we have a son named Ace.

My fiancé and I both work from home, so it is convenient to travel and take time off and spend time together as much as we can.

Tell us about what excites you right now in your business

I have been a Professional Photographer for 4 Years now, and the growth has been immense.

Feel free to mention anything else you would like to share

I am an artist and a dream chaser! I love music. I am a sucker for sunsets & scenic views.

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CASEY JAMES**



▶ teaming up!

By Kamryn Stichter
photography by Joey Ambrose

Jeff & Lisa ARMBRUSTER

Down to Earth and Easy Going

Jeff and Lisa Armbruster met when they were opponents on an amateur softball league in Swartz Creek, MI. They have since established a successful husband-and-wife team, and have been working together for 17 years. Whether it's playing softball, rescuing and caring for their animals, or fixing up their first investment property, Jeff and Lisa prove that it's possible to be successful at work while pursuing your hobbies and creating a life you love.

"I think what makes us unique real estate agents is obviously the husband-and-wife situation, but we're really down to earth and easy-going people," Jeff says. "We treat everyone with the same respect and attention. Sometimes it requires putting in extra work, but we always try to do the right thing by being nice to people and helping them out when they need it." Jeff wants to be remembered for being kind too and always helping others in need.

This philosophy was present when Jeff and Lisa began working in the mortgage industry in 2001. In 2004, they opened their own mortgage company. "We helped a lot of people, and we helped our employees make a great living, and we had fun doing it! We treated everyone like family, which was a great part of our success," Lisa reflects. Jeff and Lisa both credit their fathers as their role models while growing up. "My dad showed me early on that good work ethic was very important, and I have always been determined to do the best I could at every job," Jeff explains. Lisa adds, "My dad was a Michigan State police officer, and he really made us understand the importance of respecting others and standing up for those who can't stand up for themselves."

When the market turned in Michigan, Jeff and Lisa decided to make Tucson their home, where Lisa's father lived. They opened Armbruster Mortgage Co in 2007 but, closed their doors in 2010 when the market crashed. The market overturn was one of the biggest obstacles they had to overcome.

Jeff decided to become a real estate agent in 2010. Things were already going sideways, and foreclosures were abundant, but Jeff embraced the change. "He absolutely **loved** it," Lisa said. "We talked about me making the leap for several years, then I finally thought to myself, 'What the heck, why not?' I have a good mentor. This is going to be an easy transition. I'm going to jump in with both feet and hit the ground running with somebody who is already established and doing good business." Lisa left her loan officer position at Guild Mortgage in 2014 and officially became a full-time agent. Together, Jeff and Lisa agree that making the leap was one of the best decisions they have ever made. "This is a passion. We really love what we do," Lisa says. "We like to make people happy, it keeps us motivated. There's something about getting people where they want to be that has always been so special to us," Jeff adds.

Jeff and Lisa have tied their love for horses into work as horse and ranch specialists. "I love anything that has to do with horses. They are my biggest passion and create my biggest connection with people," Lisa explains. "Jeff enjoys it," Lisa laughs. "It's not 'his thing,' but he's my favorite ranch hand! He can go out and kick dirt with the best of 'em!" Lisa has two horses, a wild mustang from Utah named Spirit, a thoroughbred rescue named Diablo, two burros named Buster and Teddy,

and three boxer rescues. Jeff supports and admires his wife's dedication to helping animals. "We'd have 100,000 animals if I let her," Jeff says. Lisa smiles and nods in agreement. "Animals and rescue are our other passion. It's another full-time job. If I'm not bringing rescues to my home, I'm helping them



find another place to go," Lisa says. She wants to be remembered for her dedication to helping animals in need and giving a voice to the voiceless. Jeff and Lisa also support the Tucson Wildlife Center and the Southern Arizona Humane Society.

Jeff and Lisa love the flexibility they have with real estate as their career. "I'm working on fixing up our first investment property myself, and I play travel softball. I go all over the place, and Lisa is able to be at home with her animals," Jeff explains. But before moving to Arizona and becoming horse people, Jeff was a three-time amateur motorcycle racing champion, and Lisa was featured in *American Iron Magazine* riding her custom Harley Davidson low rider in Daytona Beach, FL, for bike week. Jeff did the custom paint on that bike, and it was featured at Harley Davidson's 100th Anniversary show.

For the Armbrusters, it's more about freedom and building more meaningful relationships than being at the very top. "I used to be crazy about numbers. It took us a while to get where we're at, but we're in a good place," Jeff explains. "You can work yourself crazy, but it's so important to enjoy life and do the things you love," Lisa adds. In the next five to 10 years, Jeff and Lisa see themselves continuing to work hard as top producers and eventually retiring and enjoying life.





TYLER LOPEZ & TANA NEWTON

Givers GAIN in Action

“Look away!” Tyler Lopez yelled as he turned 50 shades of red. Thirty seconds earlier, he had been meeting a potential business partner; now you could almost smell the smoke as his first impression crashed and burned. What Tyler Lopez didn’t know was Tana Newton’s sense of humor. It turned out an awkward first meeting was exactly what they needed to form a successful partnership. “We started out by putting all our cards on the table,” Tana says with a laugh. “I thought it was hilarious.” Tyler did quite literally have all his cards on the table – well, actually, it was the floor.

At a Summit Funding event with suits and ties, cocktail dresses, and the perfect opportunity to network, Tana finally had her opportunity to meet Tyler. She was prepared to make a great first impression. Tana approached Tyler, who was standing in a group of other young men, and announced that she wanted to talk with him about possibly working together. She offered him her business card. Tyler reached for his wallet to reciprocate but fumbled with his wallet, and suddenly all of his collected cards fell on the floor, including some racy cards from a local gentlemen’s establishment. Tana pointed at one as Tyler’s face changed colors. “Look away!” Completely mortified, he promptly fell to his knees to gather up the mess.

Out of that first awkward meeting four years ago, Lopez Newton, Realtors® of Long Realty Company was born. The team, comprised of Jeff Morris, Joel Pielemeier, Alina Puckett, Oden Raine, Taylor Richardson, Roberta Powell, and Jamey Greco is making a great impression in Tucson real estate. In 2015, Tyler and Tana created goals, purpose, and convictions for their team. “We realized we needed a backbone for our company we were creating. If you look around the office, you will see what we hold dear.” One display states, “One Team One Purpose.” When broached with the question of purpose, that was simple for them both to answer: The Golden Rule. Their philosophy of Givers Gain borrowed by BNI and author, Patrick Way, is the pillar to their success.

“Supporting our business network, helping small business owners in various fields, volunteering, educating, donating, giving time and simply caring for others has created a by referral only business for us. When you invest in people you believe in, trust them with your business, your clients, **your reputation**, they will trust you.” In training their agents, they mentioned they are constantly being questioned for the “secret sauce” to the recipe. Tyler continues, “There is no

secret. Work hard, show up, invest in others, and it will all return back to you as long as you are doing it for them, and not yourself.” Tana smiles and adds, “Well, maybe that is the secret.” To truly understand their success and why their partnership works, it’s best to start at the beginning.

A third-generation real estate professional, Tyler was born to sell. An admittedly poor high school student, Tyler thrived in college. He studied business management and Latin American studies at the U of A. Originally, he wanted to become a stockbroker, but he gravitated to selling real estate. It was a down market, but that didn’t stop Tyler. He went to work for a commercial broker. “I worked seven days a week, was completely drained, made hundreds of cold calls, all to learn what I didn’t want to do.” But he learned some very valuable things in the process. “I learned to pursue what I wanted and not just wait around hoping for the business to come to me.” He acknowledges with a grin, “I’ve invested in renovating properties, own rentals and dabbled in development. I know a whole lot about a very specific subject, Tucson Real Estate, and very little outside my realm of expertise.” Most of all he learned to trust his instincts and his abilities. “No matter what happens, I’ll figure something out...”



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••• Tana also had sales in her blood. The daughter of an entrepreneurial man who owned a country music nightclub in Oklahoma and currently runs T.D. Data Link, a building automation firm in Texas. At first, her sights were not set on real estate; Tana wanted to be a news broadcaster. She studied Communication and English at the University of Arizona, specializing in Linguistics. Ultimately, she decided to pursue a career in real estate after interning at News 4 KVOA during college. “I love finding out what drives others,” she proclaims. “My favorite part of the process is the first meeting and finding out what they want to achieve. I love seeing how people live and what they do, and what their ‘why’ is so I can be a part of their ‘team’ to reach their goal.” Tana knows how to connect with people and make things happen. “I’m a problem solver. It’s what I do and what I love to do. I love learning about the client and doing what’s best for them.”



Alina Puckett, Joel Pielemeier, Roberta Powell, Tana Newton, Tyler Lopez, Jeff Morris, Jamey Greco, Oden Raine, Taylor Richardson (not pictured).
Photography by Jacquelynn Buck



Sarah Neyhart Photography



Tyler and Layla

Tyler earned his customer service skills at an early age by spending nine and a half years waiting tables and working for Jerry Bob’s Restaurant, and for four years at Cushing Street Bar and Restaurant. He learned a lot about people. In 2014, Tyler joined Core Training INC for coaching. It not only helped him tremendously, but it also encouraged his partnership with Tana and put him on a fast track for growing his business. He expanded from 35 units to over 90 in just two years. An excellent teacher, he now spends some time teaching other agents, his team and business networking partners.

Enthusiastic and fun to be around, Tana loves the marketing side of the business. Tyler says, “Rarely is there a gathering or a meeting when people don’t know that Tana is there.” Tana worked with Marsee Wilhems for a while, who she refers to as a mar-

keting genius. Non-native to Tucson, Tana claims that coming to Tucson was her “best worst” mistake. “I came to Tucson for the worst possible reason,” Tana laughs as she shares. “I came for a boy. That never works out.” But she did fall in love with the city. For Tana, it is not enough to know the community; it is crucial to find ways to give back. She’s most proud of her work with Angel Charity for Children. “I love giving to something where there is no benefit to me but only to help children who are unable to repay.” Learning is important to Tana, whether it’s from other people or her own mistakes. “I once read, ‘I don’t know the secret to success, but the secret to failure is trying to please everybody.’ I think that’s good advice.”

Tana’s life outside of work revolves around her daughter, Belle. Taking

Belle to ballet lessons and teaching her golf are wonderful and enjoyable things. Going to movies, traveling together, and simply spending time together is the joy of Tana’s life. Tyler’s hobbies include playing drums, playing golf, and collecting old cars. He proudly owns a 1960 Chevy Biscayne and a 1973 Chevy Camaro Z28. To get the Z28 he made a deal with a seller at a new listing by offering, “If I can sell your house today, can I name my price on the Camaro?” He sold the house that day and got the car. But it is Layla, his golden retriever, that stole his heart and makes life outside of real estate fun.

Clearly talented in sales, success for Tana and Tyler is more than crushing their sales numbers. It’s investing in others, building up their community, and learning from everything, even awkward first meetings.

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Making A Difference

event recap

Event Hosted by **Hacienda del Sol**

Sponsored by **Steamy Concepts**

HUGE THANKS to Hacienda del Sol and Steamy Concepts



Hacienda del Sol opened their doors so we could enjoy their impeccable service, an absolutely beautiful venue, and delicious food and drink. What a gem hidden right in the middle of Tucson – a perfect place to recommend to your clients to give them a taste of the Old Pueblo.



And thanks, **Steamy Concepts**, for your generous donation of a very large TV for our raffle, to **Time-Maid** for the

cleaning gift certificates, to **Lister Assister** for donating a listing package and to **Joey Ambrose** for the gorgeous canvas and note cards. This event was mainly focused on us being the givers for which we are very proud and thankful for those who participated.



Also thanks to **Billy Shaw Jr.** for gracing us with some lovely music!

Tucson Real Producers Making a Difference event was spurred on in part by the festive time of year when we all are thinking about others and how to shower them with gifts they may love.

But as I scrolled through quotes that reflect that same spirit, and I spoke with Matt Horn from Steamy Concepts and Tony Ray Baker, we created an event that allowed us to celebrate those who we have featured and gather 125 gifts for Tucson's children. Toys for Tots Marine's representatives came out to let us know the impact we have as we give during this time of the year. It was heartwarming to know we truly did make lots of children smile last Christmas. Thanks to everyone who brought a toy – and many brought way more than one!

Thanks to Steamy Concepts who spent November and December collecting toys, and for giving away another 50-inch TV at our event. Matt is a huge supporter of *Tucson Real Producers* and Toys for Tots!

When Tony Ray Baker was posed with the question, “What makes you want to come to our events?” he said “Bottom line, to talk with other top agents who are doing the same type of business I am doing. To bounce ideas off and ask questions. Cause I know we all win when we share!” So, in the spirit of giving back, talking with Tony Ray and knowing the reputation of the Tucson real estate community depends on cooperation and integrity, we implemented our first “We All Win When We Share.”

The question everyone had a chance to answer was, “If you could do one thing to **generate leads** in 2019 ... what would that be?”

Everyone who participated received an email with over 20 ideas on how to best generate leads for this year. If you have a question you would like to ask a bunch of other top agents, email me your question at Delilah.Royce@RealProducersMag.com, because every event we will get the opinions from the best of the best in real estate. And, by the way, if you get our publication, you are in the top 500 in 2018! Our publication is here to inspire, inform, educate and celebrate all of your hard work and where it has brought you.

Make sure to be at our next **EVENT** on February 26th. Look for the Eventbrite invitation in your email soon. It will be fun, inspiring, and, as always, there will be opportunities to talk to some of the best businesses and the best Realtors in Tucson. ‘And, you can participate in the next “We All Win When We Share,” and walk away with lots of ideas to implement.

Enjoy the pics!
Delilah





▶ featuring

Kylea Bitoka
Photography by Casey James

Bill & Melody MESH

*The Secret: Respect,
Humor and God*

••• Bill and Melody Mesch paddled hard against the wind that was determined to push them up the Colorado River. “The river flowed at four miles an hour, and it was a 12-mile trip. If you just sat there and did nothing, you would float to the beach in three hours; however, we had a 25- to 30-mile-an-hour wind in our faces.” The wind changed everything. Three hours went by, and then four, and the Mesches and their friends, another couple, were still paddling. “We were paddling like fools! If you didn’t paddle, you just blew backward.” As the hours ticked by, a scary reality was sinking in. “If we didn’t make it to the beach by a certain hour, the bus would leave without us. We would be stuck out in the middle of nowhere till the next day, which we were not prepared for.” Six hours, seven hours – the Mesches and their friends paddled on, fighting the wind with every stroke. “After nine hours of hardcore paddling, we made it to the beach. It was physically exhausting; I don’t think I’ve recovered from it, and that was four years ago.”



helps me let off steam and gives me a healthy perspective. I know that I can achieve far more than my body or my mind says I can, and so I can push beyond the difficulties of everyday real estate, everyday marriage, and everyday parenting.” He’s not alone in his passion for the outdoors. Melody is an avid outdoors person as well. “I grew up enjoying all sorts of outdoor activities. Fishing is my number-one thing to do, any type of fishing! It had to be on Bill’s resume, or I wouldn’t have married him!” Melody adds with a laugh. She continues, “We’ve rafted the Colorado River twice and hiked the Grand Canyon multiple times. In

fact, we have an upcoming Grand Canyon trip, we will hike rim to rim.

After many outdoor adventures and 33 years of marriage, there’s not a closing or transaction too daunting for this dynamic real estate duo! It’s not surprising that they’ve held a top spot with Coldwell Banker year after year. But before we ask the question that’s on everyone’s mind when they hear the numbers, let’s rewind the clock. Young Melody was about 20 years old and working in the insurance industry. “I was working for State Farm Insurance, and I wanted to buy a house. I could not qualify, so I decided to go to real estate school to find out how to purchase a house for myself. I went to school at night and thought, this is really cool, I want to do this as a career! I quit my insurance job, became a real estate agent, and sold my first house seven days later.”

Fast forward: Bill is working in the construction industry. He is in the market for fixer-uppers or vacant lots to build on. He gets a referral for a REALTOR®. “I was introduced to Melody. I saw she was having great success in real estate. I was wearing my body out doing construction, and I thought maybe real estate would be

easier than the construction business and flipping homes. I quickly discovered that real estate is not easier!” As Bill makes a career change, Melody and Bill make another important decision – to tie the knot. Newly married, they did not want to make it any more difficult by working together. Bill started his real estate career with a homebuilder, but it soon became clear that the best thing for both of them would be to partner up.

Thirty-three years later, they’ve built a successful business and marriage. Everyone is dying to know what their secret is. While Bill and Melody make it look easy, they’ll be the first to admit it can be a real challenge. “Our most challenging experience – probably being married and working together!” Bill and Melody laugh.

“It’s also the best!” So, what makes it work? Melody replies, “I once heard my daughter’s high school teacher describe luck as living under Christ’s kindness. Yes, we have worked incredibly hard, but we’ve been ‘lucky’ – the bigger piece of the puzzle is God.” Bill continues, “Without God, we couldn’t be successful in anything. It’s the most important element of life.”

Melody sums it up, “Respect, humor, and God in the middle. Christ has to be the center, whether it’s marriage or business, and then the biggest thing is mutual respect. Bill is honest and genuine. I respect him immensely, even in the ups and downs. Also, he’s got a great sense of humor.” Bill adds, “The same hard work that makes our marriage successful is what makes our business successful. Show people



that you care and they will trust you with their business.”

Melody jumps in, “Oh, and vacations! When we are home, we are always working, so vacations are essential. We spent Thanksgiving in California with our two daughters. Earlier in the year, we all took a trip to Ireland. We work hard, so we play hard.”

The roots of hard work run deep for both Melody and Bill. Melody shares, “My grandparents were farmers in Iowa. In the summer, we would spend time at the farm working in the soybean fields. I saw what hard work looked like. I was raised to work hard; never say never. Still, to this day, I do not like to quit; if I make a commitment, I will do it.” Bill’s father also passed on a valuable lesson to him. “I was born and raised in Tucson. My family has a long history here. My father was an attorney in town and very loyal. I learned the importance and value of relationships.”

Bill sums it up in one word: “Integrity.” What has set the Mesches apart and propelled them to the top is their integrity, demonstrated in their commitment to Christ, and their loyalty and service to those around them. In this New Year, the Mesches will continue to do what they’ve always done: focus on the quality of each relationship that comes with every new listing.



TOP 200 STANDINGS

Teams And Individuals Closed Date From January 1-December 31, 2018

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	370.0	86,792,526	234,574
2	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	404.5	77,438,344	191,442
3	Kaukaha S Watanabe (22275) of eXp Realty (495203) and 1 prior office	282.5	57,448,517	203,358
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	294.0	55,641,365	189,256
5	Janell E Jellison (4774) of Long Realty Company (16706)	86.0	49,160,915	571,639
6	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	180.5	47,215,081	261,579
7	Laura Sayers (13644) of Long Realty Company (16717)	123.5	42,518,218	344,277
8	Brenda O'Brien (11918) of Long Realty Company (16717)	68.0	34,635,685	509,348
9	Don Hatcher (31480) of MTH Realty LLC (5383)	109.0	34,114,591	312,978
10	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	159.5	33,483,150	209,926
11	Denice Osbourne (10387) of Long Realty Company (16707)	83.0	32,366,413	389,957
12	Don Vallee (13267) of Long Realty Company (298)	105.0	32,247,342	307,118
13	Peter Deluca (9105) of Long Realty Company (298)	90.5	31,360,618	346,526
14	Russell P Long (1193) of Long Realty Company (298)	49.5	30,544,378	617,058
15	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	30.0	29,871,850	995,728
16	Sandra M Northcutt (18950) of Long Realty Company (16727)	92.5	28,951,173	312,986
17	Laurie Hassey (1171) of Long Realty Company (16731)	79.0	25,300,545	320,260
18	Lisa M Bayless (22524) of Long Realty Company (16717)	70.5	24,307,943	344,794
19	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	123.0	23,675,500	192,484
20	Curt Stinson (4808) of Engel & Volkers Tucson (51620) and 2 prior offices	104.5	22,887,550	219,020
21	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	108.0	22,488,525	208,227
22	Alfred R LaPeter (32582) of Long Realty Company (16717)	49.0	21,677,691	442,402
23	Joshua Waggoner (14045) of Long Realty Company (16706)	19.0	21,528,500	1,133,079
24	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	83.5	21,506,544	257,563
25	Nicole Jessica Churchill (28164) of eXp Realty (4952) and 1 prior office	86.5	20,918,866	241,837
26	Jose Campillo (32992) of Tierra Antigua Realty (2866)	128.5	20,915,274	162,765
27	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	87.0	20,255,150	232,818
28	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	84.0	20,245,399	241,017
29	Anjela K Salyer (30415) of Mattamy Homes (5799)	51.0	19,531,473	382,970
30	Jill M Jones (7585) of Lennar Sales Corp. (1281)	52.0	19,295,113	371,060
31	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	13.0	19,072,086	1,467,084
32	Tim Rehrmann (25385) of eXp Realty (4952) and 1 prior office	70.0	18,697,212	267,103
33	Tom Ebenhack (26304) of Long Realty Company (16706)	68.0	18,620,233	273,827

Rank	Name	Sides	Volume	Average
34	Victoria R McGullam (31547) of eXp Realty (495203) and 1 prior office	86.5	18,614,490	215,196
35	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	69.0	18,591,100	269,436
36	Michael Shiner (26232) of CXT Realty (5755)	77.5	18,388,998	237,277
37	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	120.0	18,359,056	152,992
38	Jerri Szach (6050) of Long Realty Company (16706)	51.5	17,902,297	347,617
39	Denise Newton (7833) of Realty Executives Tucson Elite (498306)	55.0	17,887,300	325,224
40	Craig A Tucker (27599) of Maracay Realty, LLC (4708)	42.0	17,341,806	412,900
41	Susan Denis (14572) of Habitation Realty (4119)	45.5	16,971,608	373,002
42	Rob Lamb (1572) of Long Realty Company (16725)	32.0	16,505,100	515,784
43	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	37.0	16,490,825	445,698
44	Madeline E Friedman (1735) of Long Realty Company (16719)	37.5	16,478,495	439,427
45	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	71.0	15,965,396	224,865
46	Angela Tennison (15175) of Long Realty Company (16719)	42.0	15,924,500	379,155
47	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	85.0	15,725,024	185,000
48	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	76.5	15,460,349	202,096
49	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	45.0	15,409,262	342,428
50	Patricia Sable (27022) of Long Realty Company (16706)	31.5	15,358,349	487,567

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TOP 200 STANDINGS

Teams And Individuals Closed Date From January 1-December 31, 2018

Rank	Name	Sides	Volume	Average
51	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983) and 1 prior office	74.0	15,242,000	205,973
52	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	53.0	15,138,243	285,627
53	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	60.5	14,888,350	246,088
54	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	55.0	14,840,048	269,819
55	Ricardo B Aranda (30899) of eXp Realty (495201) and 1 prior office	76.5	14,731,697	192,571
56	John E Billings (17459) of Long Realty Company (16717)	48.0	14,689,075	306,022
57	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312) and 1 prior office	46.5	14,683,758	315,780
58	Anthony D Schaefer (31073) of Long Realty Company (298)	53.0	14,292,837	269,676
59	Taylor Mize (36294) of PCD Realty LLC (4826)	46.0	14,241,650	309,601
60	Alicia Girard (31626) of Long Realty Company (16717)	49.0	14,210,268	290,005
61	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	37.0	14,072,139	380,328
62	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	47.5	14,022,600	295,213
63	Judy L Smedes (8843) of Long Realty Company (16706)	29.0	13,981,023	482,104
64	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	77.5	13,951,150	180,015
65	Glenn Michael Nowacki (35737) of Realty Executives Tucson Elite (498312)and 1 prior office	60.0	13,921,355	232,023
66	Gerald L Hause (30852) of Long Realty Company (16728)	34.0	13,618,500	400,544
67	Wanda Fudge (28579) of Long Realty Company (16728)	40.5	13,500,598	333,348
68	James Servoss (15515) of Keller Williams Southern Arizona (478306)	72.0	13,381,318	185,852
69	Patty Howard (5346) of Long Realty Company (16706)	29.5	13,351,248	452,585
70	Bob Norris (14601) of Long Realty Company (16707)	50.0	13,195,270	263,905
71	Tracy Wood (36252) of Russ Lyon Sotheby's International Realty (472203)	48.0	13,189,550	274,782
72	Vicki L Holmes (19184) of Long Realty Company (16719)	55.0	13,175,900	239,562
73	Heather Shallenberger (10179) of Long Realty Company (16717)	48.5	13,033,564	268,733
74	Roni Bengé-Adamson (8355) of Keller Williams Southern Arizona (4783)	42.5	13,013,676	306,204
75	Sue Brooks (25916) of Long Realty Company (16706)	42.0	12,997,373	309,461
76	Becca Riccardi (29910) of Tierra Antigua Realty (286603)	58.0	12,920,600	222,769
77	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	44.5	12,826,200	288,229
78	Pam Treece (13186) of Long Realty Company (16717)	37.5	12,797,950	341,279
79	Danae S. Jackson (26717) of Coldwell Banker Residential Brokerage (70202)	41.5	12,679,440	305,529
80	Gary B Roberts (6358) of Long Realty Company (16707)	47.0	12,615,070	268,406
81	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	50.0	12,512,600	250,252
82	Stephen H McNair-Larese (33345) of Keller Williams Southern Arizona(478309) and 1 prior office	53.0	12,411,650	234,182
83	Karen A Baughman (20321) of Coldwell Banker Residential Brokerage (70202)	54.0	12,258,428	227,008

Rank	Name	Sides	Volume	Average
84	Michele O'Brien (14021) of Long Realty Company (16717)	37.0	12,213,730	330,101
85	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	58.5	12,155,859	207,792
86	Layne Lundeen (31434) of Long Realty Company (16731) and 1 prior office	33.5	12,134,305	362,218
87	Maria R Anemone (5134) of Long Realty Company (16717)	26.0	12,129,150	466,506
88	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty (472203)	32.0	12,098,300	378,072
89	Joelle C Kahn (21408) of Tierra Antigua Realty, LLC (286607)	41.5	12,056,549	290,519
90	Alan Murdock (13942) of Realty Executives Tucson Elite (498306) and 1 prior office	56.5	11,989,543	212,204
91	Candy Bowen (37722) of Tierra Antigua Realty (286610)	55.5	11,953,949	215,386
92	Daniel F Sieverding (22220) of Long Realty Company (16728)	35.5	11,894,415	335,054
93	Robert H Brakey Campos (19337) of Roca Realty (4688)	71.0	11,575,100	163,030
94	Kristy E Johnson (22342) of Long Realty Company (16728)	31.0	11,540,925	372,288
95	Lynn Slaten (14783) of Long Realty Company (16728)	31.0	11,540,925	372,288
96	Donna B. Rollman (26628) of Realty Executives Tucson Elite (4983)	17.0	11,424,024	672,001
97	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty-472203	26.5	11,407,192	430,460
98	Jeremy Smith (53015) of PCD Realty LLC (4826)	37.0	11,357,966	306,972
99	Heidi M Baldwin (4228) of Long Realty Company (16706)	24.0	11,260,330	469,180
100	Jim Storey (27624) of Tierra Antigua Realty, LLC (286607)	41.5	11,254,385	271,190

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TOP 200 STANDINGS

Teams And Individuals Closed Date From January 1-December 31, 2018

Rank	Name	Sides	Volume	Average
101	Dean Groth (6874) of Long Realty Company (16707)	32.0	11,193,416	349,794
102	Timothy R Hagyard (32545) of Long Realty Company (16707)	36.0	11,167,170	310,199
103	Vincent R Yackanin (2249) of Long Realty Company (298)	33.5	11,156,900	333,042
104	Marian R Soto (28907) of Mattamy Homes (5799)	29.0	11,153,216	384,594
105	Leslie Heros (17827) of Long Realty Company (16706)	35.0	11,106,973	317,342
106	Jennifer C Anderson (16896) of Long Realty Company (16724)	48.5	11,102,997	228,928
107	Debra Quadt (16709) of Redfin Corporation (477801) and 1 prior office	33.0	11,085,816	335,934
108	Judi Baker (13152) of Long Realty Company (16719)	37.5	11,077,465	295,399
109	Lori C Mares (19448) of Long Realty Company (16719)	49.5	11,071,200	223,661
110	McKenna St. Onge (31758) of Long Realty Company (16706)	19.0	11,053,950	581,787
111	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	31.0	10,950,639	353,246
112	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty (472203)and 1 prior office	10.0	10,892,700	1,089,270
113	Kevin McAndrews (25461) of KLB Equity Brokers (5700)	46.0	10,833,700	235,515
114	Dorothy May (25551) of Long Realty Company (16728)	28.5	10,797,850	378,872
115	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	15.5	10,786,250	695,887
116	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	30.0	10,596,649	353,222
117	John LaRocca (26586) of Long Realty Company (298)	10.5	10,505,100	1,000,486
118	RW Christian (52833) of LGI Realty Arizona (51463)	43.0	10,475,000	243,605
119	Jameson Gray (14214) of Long Realty Company (16706)	18.0	10,466,950	581,497
120	Johanna L Roberts (2040) of Long Realty Company (16719)	34.0	10,364,400	304,835
121	Elliot J Anderson (20567) of eXp Realty (495201)	32.0	10,339,750	323,117
122	Jenni T Morrison (4744) of Long Realty Company (298)	30.5	10,323,900	338,489
123	Jason Mitchell (36629) of My Home Group Real Estate (427501)	42.5	10,304,050	242,448
124	Margaret E. Nicholson (27112) of Long Realty Company (16728)	26.5	10,277,850	387,843
125	Mary G Dorais (5988) of Long Realty Company (16706)	27.5	10,274,700	373,625
126	LizBiz Nguyen (27962) of Realty Executives Tucson Elite (498305)	46.0	10,208,799	221,930
127	Tori Marshall (35657) of Coldwell Banker Residential Brokerage (70207)	28.5	10,100,450	354,402
128	John F Anderson (21627) of Russ Lyon Sotheby's International Realty (472203)	45.0	9,992,080	222,046
129	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	28.0	9,953,059	355,466
130	Calvin Case (13173) of OMNI Homes International (5791)	47.0	9,916,825	210,996
131	Michael D Oliver (14532) of Oliver Realty, LLC (51610) and 1 prior office	36.0	9,916,049	275,446
132	Richard M Kenney (5903) of Long Realty Company (16707)	28.5	9,879,160	346,637
133	Karin S. Radzewicz (20569) of Coldwell Banker Residential Brokerage (70202)	22.0	9,797,320	445,333

Rank	Name	Sides	Volume	Average
134	William Mordka (15847) of Harvey Mordka Realty (193)	33.5	9,796,950	292,446
135	Alyssa A Kokot (18637) of Coldwell Banker Residential Brokerage (702)	38.0	9,781,011	257,395
136	Carlos L Albelais (30953) of Realty Executives Tucson Elite (498306)	58.0	9,752,900	168,153
137	Pupak Lowther (31709) of Coldwell Banker Residential Brokerage (70202)	29.0	9,439,900	325,514
138	Charlene Anderson (35) of RE/MAX Results (5106)	44.0	9,438,349	214,508
139	Christina Esala (27596) of Tierra Antigua Realty, LLC (286607)	47.0	9,433,461	200,712
140	Melinda L Akowski (26025) of Coldwell Banker Residential Brokerage (70202)	35.5	9,415,030	265,212
141	William S Allbright (28319) of DRH Properties Inc. (2520)	32.5	9,403,975	289,353
142	Steven W Inouye (22297) of Long Realty Company (16706)	32.5	9,386,550	288,817
143	Paula J MacRae (11157) of OMNI Homes International (5791)	34.5	9,380,870	271,909
144	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	40.0	9,376,850	234,421
145	Jim Jacobs (7140) of Long Realty Company (16706)	26.0	9,372,400	360,477
146	Jean Barclay (19068) of Long Realty Company (298)	11.5	9,323,100	810,704
147	Misty Morgan Hurley (33341) of Redfin Corporation (477801)	31.0	9,319,190	300,619
148	Trina M Alberta Oesterle (1420383) of Coldwell Banker Residential Br (70204)	43.0	9,303,500	216,360
149	Pam Ruggeroli (13471) of Long Realty Company (16719)	37.0	9,259,786	250,264
150	Steve Nissen (15430) of Long Realty Company (16706)	16.5	9,219,566	558,762

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TOP 200 STANDINGS

Teams And Individuals Closed Date From January 1-December 31, 2018

Rank	Name	Sides	Volume	Average
151	Judy S Ibrado (27978) of Long Realty Company (16717)	34.0	9,157,599	269,341
152	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty	25.5	9,129,365	358,014
153	Christina Chesnut (36241) of OMNI Homes International (5791)	38.5	9,014,810	234,151
154	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306) and 1 prior office	28.5	8,985,325	315,275
155	Tom Peckham (7785) of Long Realty Company (16706)	21.5	8,887,628	413,378
156	Patricia "Patti" Brown (14873) of Coldwell Banker Residential Brokerage (70202) and 1 prior office	29.5	8,882,676	301,108
157	Leah Mandal (35134) of Keller Williams Southern Arizona (478306)	42.0	8,882,545	211,489
158	Ricardo J Coppel (11178) of Long Realty Company (298)	33.0	8,732,567	264,623
159	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	22.0	8,727,686	396,713
160	Judi Monday (1420458) of RE/MAX Valley Properties (4621)	32.5	8,694,275	267,516
161	Dawn Jacobs (36573) of Russ Lyon Sotheby's International Realty (472203)	23.5	8,689,751	369,777
162	Wendy L Winters (31822) of Russ Lyon Sotheby's International Realty (472203)	29.5	8,644,152	293,022
163	Tyler Gadi (32415) of Long Realty Company (16707)	41.5	8,596,081	207,134
164	Lisa A Soares (11787) of Long Realty Company (16719)	26.0	8,592,500	330,481
165	Tyler Lopez (29866) of Long Realty Company (16707)	41.0	8,586,226	209,420
166	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	32.0	8,583,490	268,234
167	Lindsay L Liffengren (4949) of RE/MAX Excalibur (453501)	35.0	8,563,172	244,662
168	Heather L Arnaud (32186) of Realty Executives Tucson Elite (498306)	40.0	8,447,793	211,195
169	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	22.5	8,439,258	375,078
170	Alison P Hurd (8440) of Hurd Homes, Inc. (3906)	35.0	8,419,600	240,560
171	Pete M Torrez (21748) of Long Realty Company (16706)	15.0	8,404,566	560,304
172	Catherine Wolfson (1993) of Coldwell Banker Residential Brokerage (70202)	18.0	8,393,892	466,327
173	LaMar Watson (28955) of RE/MAX Results (5106)	45.0	8,354,065	185,646
174	Cheryl Hallcock (28628) of Coldwell Banker Residential Brokerage (702)	30.0	8,347,574	278,252
175	Jeff R LeBlanc (19505) of Russ Lyon Sotheby's International Realty (472203)	20.5	8,345,600	407,102
176	Kate Herk (16552) of Long Realty Company (16706)	14.5	8,317,023	573,588
177	Stephany Bullington (17763) of Revelation Real Estate (4123)	30.5	8,278,950	271,441
178	Michael S Block (170) of Long Realty Company (16719)	32.0	8,269,600	258,425
179	Mary Vierthaler (12199) of Long Realty Company (298)	31.0	8,237,475	265,725
180	Antonio Reyes Moreno (33276) of Realty Executives Tucson Elite (498303)	38.0	8,218,065	216,265
181	Kevin D Nullmeyer (35101) of Timber Creek Real Estate (51390) and 1 prior office	28.5	8,217,854	288,346
182	Charles A Loschiavo (31557) of Keller Williams Southern Arizona (478306)	16.5	8,217,750	498,045
183	Terri Kessler (15874) of Long Realty Company (16706)	18.0	8,107,317	450,406

Rank	Name	Sides	Volume	Average
184	Melissa Coate (27827) of Realty Executives Tucson Elite (498306)	32.5	8,098,950	249,198
185	Vicki L Watson (17499) of Coldwell Banker Residential Br (70204)	35.0	8,096,890	231,340
186	Lisa Korpi (16056) of Long Realty Company (16727)	30.0	8,068,600	268,953
187	Elizabeth "Bizzy" Orr (22768) of Realty Executives Tucson Elite (498306)	26.0	7,963,409	306,285
188	Sondra Kantor (32581) of Long Realty Company (16717)	15.0	7,949,705	529,980
189	Glenda Grow (7030) of Realty Executives Tucson Elite (4983) and 1 prior office	23.0	7,931,000	344,826
190	Brigitte Jewell (8119) of Realty Executives Tucson Elite (4983)	32.0	7,924,348	247,636
191	Beth L Jones (3191) of Beth Jones Realty, LLC (4510)	27.0	7,917,900	293,256
192	Tana R Newton (18103) of Long Realty Company (16707)	38.0	7,917,677	208,360
193	Brittany B Bates (22278) of Long Realty Company (16717)	23.0	7,909,621	343,897
194	Rebecca Crane (32933) of eXp Realty (4952) and 1 prior office	36.0	7,859,550	218,321
195	Matthew F James (20088) of Long Realty Company (16706)	22.0	7,842,250	356,466
196	Nicole Brule-Fisher (14479) of Tierra Antigua Realty (286606)	29.5	7,837,623	265,682
197	Aaron E Parkey (32735) of OMNI Homes International (5791) and 1 prior office	35.5	7,837,127	220,764
198	Jennifer O'Brien (14140) of Long Realty Company (298)	27.0	7,823,803	289,770
199	Angella Hollar (14181) of RE/MAX Results (5106)	34.0	7,820,849	230,025
200	Adriana Loschner (1780) of Long Realty Company (16706)	15.0	7,814,200	520,947

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