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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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►► publisher's note



2018 brought immense growth, new treasured friendships and a sense of gratefulness as *Tucson Real Producers* celebrated our one-year anniversary. I had the honor of meeting and featuring some amazing people whose businesses offer a high level of integrity and customer satisfaction. I want to start by saying congratulations to **you** for being a Tucson Real Producer. We recently had a wonderful holiday "Making A Difference" mixer with almost 100 attendees representing the finest businesses and best realtors in the city. We collected 125 toys for "Toys for Tots" and it was an incredible opportunity to get to know each other, hear of each other's best practices and network. Thank you to those of you that were a part of it – you made the evening a success!

As I think about 2019 and the future, I have no doubt that the momentum will continue – many new relationships will be made, and new opportunities will present themselves. My question to you is, will you be ready? Are you positioning yourself

to be able to take advantage of opportunities to grow? Are you open to connecting with other top agents to expand your network and service capability? Are you open to new vendor relationships that will help take your business to the next level? Have you reached out to the *Tucson Real Producers*' "Preferred Partners" that you've read about in this magazine? *Tucson Real Producers* is a resource for YOU. Please take advantage of some of the best in the city that is right here at your fingertips. Happy New Years from *Tucson Real Producers*!

To 2019,
Delilah

If you know someone we should feature, you have ideas or feedback, reach out – I would love to meet you and talk.

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VIP Mortgage

Taking the High Road

By Kamryn Stichter
Photography by Joey Ambrose



In 1998, an underwriter met a high-energy young man named Robert Hatch at an Applebee's (of all places) and had a hunch that he would succeed in the mortgage industry. He was the dynamic and fun spirit that she felt Countrywide Home Loans could benefit from, and she was right. After a short conversation, Robert took the plunge and soon became Countrywide's youngest top producer at age 21. Fast forward 20 years, Robert Hatch has experienced many life changes, but mortgage lending has been there for all of them. "You never know where you are going to be on any given day, or who you are going to meet that could quite possibly change the direction of your life. That dinner at Applebee's, which I wasn't even planning on attending, set the course for the rest of my life; this industry has blessed me with amazing opportunities both personally and professionally. My wife and I have been truly fortunate," Robert confesses.

"I literally didn't even know what a mortgage was when I started," Robert laughs. "I was told I was going to be a loan processor, but my branch manager at Countrywide put me on the phones and taught me how to be an LO by taking 50 to 60 phone calls a day, taking applications and building relationships." By age 22, Robert had his own high-volume office, and by 27, he was recruited by one of the Country's largest Mortgage Banks to run one of their companies, an opportunity he and his wife couldn't pass up. After the mortgage fallout in 2008, Robert worked at two other mortgage companies before he was recruited in 2013 by VIP Mortgage to run his own branch. "When we met the founder of VIP, Jay Barbour, we knew this was going to be home. Jay's life experiences and his passion for his company, and its family members told us everything we needed to know. The company culture is like having a second family, and our delivery system from processing through underwriting are amazing. Our closing department is second to none," Robert explains. "I've never experienced anything like this in my 20 years in the business. When I tell a client we can deliver, we do, and I know this with confidence as a result of our support system from every department at VIP, even if it means all hands on deck from time to time."

There are many things in Robert Hatch's office that make it special, like his large collection of production awards and the photos of his three children, Preston, Presley, and Payson, but it's the people in it that make it truly unique. Robert's assistant, Reggie Faulkner, lives in Scottsdale now but has worked with Robert since he started at Countrywide in 1998. She has been his right hand for the past eight years. "Reggie and I have the same work ethic; we're very close - we can finish each other's sentences. I was heartbroken when she told me she was moving to Scottsdale. I thought for sure I was losing my rock. I was completely surprised, and honestly quite honored, when she said wasn't leaving my branch. She suggested we work remotely via Skype. I was certainly skeptical and thought to myself, 'How the hell is that going to work?!' But we stay in sync by talking on Zoom or Skype

all day. She prints directly to my office and is present when we meet with our clients in my office via Skype. Despite her relocation, we haven't missed a beat. In fact, we find we are more productive now, and our relationship has grown even stronger since we aren't sitting in the same office day in and day out! We have some space, we respect one another's family time, and we support each other unequivocally." Robert has handpicked a small group of highly experienced industry professionals with long work histories. "It's a stressful business, that's why I built this team. They're the best ... they are family," Robert asserts.

The Robert Hatch Team's newest member is Robert's wife, Christina, who has been with him since the very beginning. High-school sweethearts, Robert and Christina have since gotten married, have three amazing children, traveled around the country and built their dream home. Robert loves spending time with his family and believes that being a father has helped him be a better loan officer as it has made him a more compassionate, empathetic, and patient professional. His compassion is also evident in his long history and variety of charity work in the community. Robert is a former director of Therapeutic Riding of Tucson (TROT), a former member of the Heart Ball Committee of the American Heart Association, a former Director for the Hearth Foundation, a former Treasurer and Director of the TAR Charitable Foundation and a former Treasurer and member of the Women's Council of Realtors (WCR).

Robert has experienced all the highs and lows of the market but still feels so passionate about his work. Because the mortgage industry changes daily, Robert knows that being a good lender means staying on top of the guidelines, but also stresses the importance of finding humor in every situation. "I work 10 to 11 hours a day, I am fortunate to have maintained very close relationships with some of my very first referring partners from 20 years ago, and we have learned to mold our business around working with 'like-minded' professionals that are family and success-driven. If you live by the Golden Rule, do what you say you are going to do, and strive to do honorable and accountable work, everything else takes care of itself." Robert explains, "I want Realtors® and our industry partners to know the importance of being kind and respectful to one another - our paths are always going to meet. When things get stressful and our first instinct is to assign blame, remember, the best part about taking the high road is that the view is better!"

NEVER A DULL MOMENT!

From the top of the world to the bottom of the ocean, Chris Cobb plans to see it all. His bucket list is far from short, so Chris hits on the highlights: “One of my five-year goals is to climb Mt. Denali, Mt. Rainier, and Mt. Everest. I’m doing Everest in March, and I’ve already done the other two. I want to see the sun rise and set in every state in America. I want to get my pilot’s license and scuba-diving license. I want to see the seven wonders of the world. I want to see all three of my kids go to college.” He adds with a chuckle, “See my son play basketball with the University of Arizona Wildcats.”

If his son has a work ethic like his father, it’s only a matter of time before he’ll be running the courts in McKale Center. “I start my day at 4:30 or 5:00 a.m.; my kids take turns going with me to train. We bring our dog, Rider, a 3-year-old Doberman, along too. I load up my pack with weights, and we walk to the neighborhood high school. I run the bleachers while they play with the dog, or my youngest will bring his basketball and do drills before school starts. It’s great to be able to start the day together.”

Chris encourages his kids to follow their dreams just like his dad encouraged him, and, like his dad, Chris is setting the bar high. While Chris has already visited all 50 states, he hasn’t seen the sunrise and sunset in each one, so he’ll be paying them another visit. Once Chris bought a one-way ticket to Australia and spent a year working his way up the coast. “I worked on fishing boats. I played poker professionally, and then I taught poker. I worked on farms and herded cattle.” He even spent a couple months living with Aboriginals. “I was working on a tomato farm, and I met an Aboriginal. We started talking, and he asked if I wanted to meet his tribe. So, I went with him and stayed for two months. When I left, they did a special send-off for me, and I have the words tattooed on my arm. ‘Stand Strong. Be Proud. Know, Understand, and Remember.’ It was an amazing experience.” Chris has no shortage of incredible experiences from his time in the Air Force to his adventures in Australia, living in Bangkok, teaching English in Thailand, or climbing some of the tallest mountains in the world.

Chris has chased many adventures, but real estate called him, literally. At the time, Chris was in California. He had just got back from Korea and was getting ready to deploy again. He had spent the last three years working on U2 spy planes as a crew chief in the Air Force, but his life was about to take a different direction. “My dad called me. He was retiring from the Air Force after a 26-year career and going into real estate. He asked if I would join him. I said, ‘Yes.’ I dropped my papers off the next day. A month later I was in Tucson and in business with my dad. We didn’t have any real estate experience or background when we started in 2005; by our second year in business we were the number-two team in the state with Coldwell Banker.” While the team quickly soared to success, it does not mean it was an easy ascent. “I was working three full-time jobs. I worked at AMARG or The Boneyard from 4:00 a.m.- 2:30 p.m. I would show houses in the afternoons and then after that, I would go to Fry’s for my shift as a stocker.”

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In 2009, the Cobbs started their own real estate company. It's a company built around family and the principles they learned in the military. "My designated broker, Ray Alston, served with my dad. We call him Uncle Ray. They went to war together, and he was there when my little brother was born in England 27 years ago. He came to check in on me when I was in Japan with the Air Force. That's our group; it's not like family, it is family. We went from the mindset of taking care of the troops to taking care of our team and clients. The structure, work ethic, leadership, and integrity we learned in the military transitioned perfectly into real estate."

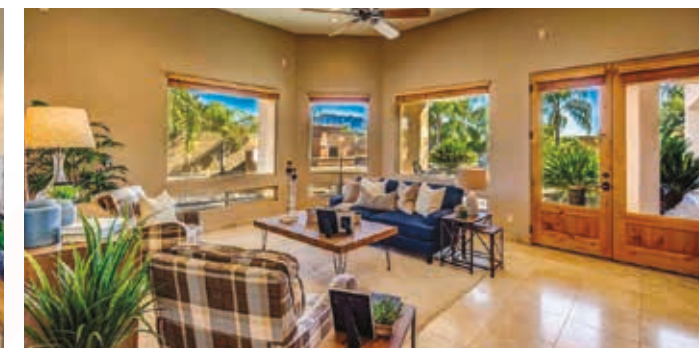
Chris' dad, the owner of The Cobb Team, is finally starting to enjoy his retirement. Chris laughs as he tells the story. "About eight years ago, we got my dad a golf cart for Christmas. After that, he got a golf membership, and that was the last time we saw him regularly in the office. It's definitely well deserved." Chris' dad, Keith Cobb, started a real estate career after completing a successful career in the Air Force. He was a motivational speaker. He actually spoke to the White Sox the year they won the World Series. He was a pastor, too. He even competed in the 1984 Olympic boxing trials. "I got to travel with my dad when he would go and speak. When my dad told me I could be anything I wanted to be, I believed him. Just looking at his life, I learned anything is possible with hard work."

Chris' ambition stems from his desire to give back. "I want to be known as a giver, a hard worker, a man of integrity, and a good dad." Even as he trains for his climbs, he has others at the forefront of his mind. "With every climb, I raise money for the

Arizona Fisher House." The Fisher House Foundation provides comfortable housing for military and veterans' families while a loved one is in the hospital. The families stay there free of charge. It spares them the cost of a hotel and allows them to stay connected to their loved one during a difficult time. "I started a program called 'A Penny Per Foot.' When I climbed Mt. Denali in June, it was 20,900 feet. I signed people up to give me a penny per foot that I climbed. I made it to the summit. When I came home, I collected a check for \$209 from each person. I raised close to \$30,000 for the Fisher House." In his real estate business, his team of agents comes first. "I am so passionate about helping my agents. The most gratifying thing for me is watching other people succeed. The best way to be successful is to help those around you be successful."

The Cobb family is close in business and in life. Chris can see his parents' backyard from his backyard. "My parents' house is just across the wash, and my little brother's house is right across the street. The only problem is if we decided to move, we have to find three houses together!" It's a good thing the Cobbs are in real estate! For the Cobbs, family is everything. Chris has made it his mission to help other families. Whether it is through donations to the Fisher House, helping a family relocate to Tucson, or assisting his agents as they help families find their dream homes, Chris Cobb puts family first.

Join Chris in making a difference for military and veterans' families! To learn more about how you can help, visit <https://www.housesfortroops.com/fisherhouse> or <https://www.fisherhouse.org/get-involved/>.



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By Kylea Bitoka • Photography by Casey James

Grant HAMPTON

One In A Million!



What are the chances that you are going to live in the dream house you saw on TV? The odds are probably about as good as winning the lottery. Grant Hampton was the lucky REALTOR® who had the one-in-a-million chance to make his clients' biggest dream come true.

Grant shares the story: "I was helping a couple that was relocating to the States from England. They were in town for a few days to look at houses. We were out looking at properties, and he started to show me pictures he had taken of his TV screen in England. It was of this house that was on the TV show *Petrocelli* which was filmed in Tucson. The husband told me, 'I would like a house that looks like this.' It was a two-story mid-century modern home. He had grown up watching *Petrocelli* and always loved that house. I

narrowed down our search to houses with similar architecture. After two days, he was very disappointed with the homes he had seen as he was hoping to get more for his money. We had one day left before they were leaving to look at houses in Florida. I told him, 'Let's go back online and see if anything pops up that meets the criteria.' He went back to his hotel, and the first property that showed up was this beautiful mid-century house in the foothills. He called me immediately and said, 'We have to see this house tomorrow!' We went in the morning and discovered that it was **the house** that was in the filming of the TV show *Petrocelli*. It was the primary filming location, and there were multiple ways we were able to identify it."

However, there was a significant hurdle to jump before they could celebrate – the price. "It was listed too high for my clients; with the exchange rate, they would have been purchasing the property for close to a million dollars. So, I started the negotiating process." Grant's keen negotiation

skills and background in real estate saved the day. Four months later, his clients closed on their dream house. "They are probably my happiest clients. We still keep in touch. He's living the American dream in the house he has wanted since he was a child. It's just amazing!"

It's moments like this that make Grant thankful to be in real estate. He grew up in the real estate industry. "My father has been a real estate agent in Tucson for the last 50 years. He works mostly in real estate development and commercial real estate. My dad's youngest brother is a real estate agent here in Tucson as well, and then his oldest brother is a broker in the Phoenix area. I always enjoyed going out with my father to look at land. He did large land transactions. He always called it going to look at dirt. We would load up the truck with snacks and water and go look at some dirt! I loved doing that with him when I was younger." As fond as the memories were, Grant did not start his real estate career right away. "My only regret is not getting into real estate sooner." Before real estate, Grant was working as a personal assistant. "It started in landscaping, and then it grew. Some of my clientele started asking me to help with tasks inside or run errands. I helped families here in town with anything and everything."

Grant's business slowed down, and he took the opportunity to help his mom move to Washington state. When he got back, he decided it was time to try real estate. "I haven't looked back. I love that every day is different. One day I can be showing a distressed property to an investor, the next day I can be showing a spectacular home in the foothills or out on my quad previewing land for sale. Plus, I still get to enjoy looking at dirt with my dad. My father is still active in real estate. The other day I got to go out with him and look at a 1,000-acre parcel that he's working with a resort company to acquire."

While Grant inherited his love of real estate from his dad, his mom inspired his enthusiasm for the

outdoors. "Growing up, my mother always encouraged my siblings and me to spend time outdoors, to go camping and hiking. That has influenced my love for nature and being outdoors in work and play."

"My girlfriend, Kori, and I have two Honda ATVs, we ride out in the desert or go explore old ghost towns. One of our favorite places to explore is a ghost town in Copper Creek Canyon. It's a beautiful ride with some neat structures like the remains of the Sibley Mansion and a general store, as well as the old mine shafts."

Grant does not take the beautiful desert landscape for granted, he's working to help preserve it for future generations. "I volunteer with and donate to the Arizona Land and Water Trust. The Arizona Land and Water Trust is a nonprofit that protects ranch land as well as other lands from development through partnerships with ranchers or landowners."

Born and raised in Tucson, Grant has no plans of leaving. Right now, his primary goal is to continue growing his business. "Kori joined me in January, and it has sparked a desire to start a team. However, I'd like to increase my production first. I'd like



to be at a level like Russell Long who I truly admire. He's a huge producer but still very humble. About two years ago, he showed one of my listings. He called me to let me know that his client was interested and wanted to show the property again the next day. I told him my listing agreement expired that night at 11:59, but they re-listed with another agent so he would still be able to show it. Russell stayed up till 10:30 p.m. to get me an offer before my listing expired. It's something that I'll never forget. Even with all of Russell's success, he has not lost his kindness. He's one that gives REALTOR®s a good name." Grant hopes to do the same. "I want everyone to enjoy working with me. My goal is to represent clients fairly, keep the deal together, and to be a pleasure to work with."

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Hacienda del Sol

Part of Tucson's History Since 1929



As Tom Firth gazed around the colorful, seemingly majestic, front courtyard of Hacienda Del Sol, he had the look of a proud father, explaining the nuances of what has become his home away from home.

And why not? Hacienda Del Sol has the look and feel of Spanish Colonial architecture and the feel of elegant Santa Fe. The ambiance is undeniable and a place a Spanish Conquistador would easily rest his boots.

For many, it **is** home for those choosing to stay a night or more in the ranch house nestled on the “brow of a hill surrounded by giant sahuaros” as one writer put it a few decades ago.

The views alone are exquisite with the Catalinas a stone throw to the

north and the city lights at its feet. It has colors so bright – from the Talavera tile and the seasonal vegetation – that butterflies likely never leave.

Hacienda, which sits on 34 acres, has that quaintness and elegance people come to desire, like a snug-fitting glove that is well worth the price.

Yet, for many it's a hidden gem or a sleeping giant tucked away on a winding road north of River Road and just south of Skyline.

“It should be both, right?” said a smiling Firth, one of the managing partners referring to gem and giant. “We don't want to be the best-kept secret.”

Who or what does? But odd that a building so different yet fitting for the southwest has an identity problem. Yet, doesn't.

Clearly, Hacienda Del Sol – and all this glory and on the verge of its 90th birthday – is a place that has a history ... and a reputation that is, well, a very good one.

The ranch-style home was inspired by the Moorish architecture where the original owners made their mark on the property with hand-carved tiles, tall beamed ceilings and furniture that has the same time period of 90 years ago.

“We definitely feel like the stewards of the history in a sense of the architecture and the attention to detail,” Firth said.

Firth and co-owners have held steady on how it should look and feel. Today's photos could be mistaken for those from yesteryear. Furniture placement and old-style rooms feel old school but like a welcoming hug from a loving grandmother.

Original owners John and Helen Murphey knew what they were doing when they created Hacienda del Sol, eventually opening the doors on Oct. 1, 1929, to a “girls only” college preparatory school. It had developed such a good reputation prominent names like Vanderbilt, Pillsbury, Maxwell, Westinghouse, and Campbell sent their girls to the school. The granddaughter of President Woodrow Wilson – Ellen W. McAdoo – was a prominent student.

“Girls from all over the country assembled for the classes at Arizona, wearing appropriate costumes,” the *Baltimore Sun* wrote in a 1933 story. The costumes being Levi jeans and cowboy hats.

Fast forward a few years, and after a devastating fire, the hacienda transformed from an all-girls school to a guest ranch in 1944.

Before its transformation, Swiss architect Josias Joesler renovated the fire-damaged areas with Lewis Hall, a Joesler protégé, coming in later to continue the work already started.

Voila' – the guest ranch was started, and the lore of the desert helped bring people to the oasis in the desert on

the hilltop. And, indeed, it did, with names like Katherine Hepburn, John Wayne, Clark Gable, and Howard Hughes becoming guests for get-aways. Hollywood's heaven.

Some of the famous names who have stayed now have rooms named in their honor.

In 1995, a group of new owners – Firth, Michael McGrath, Rick Fink, Jeff Timan, Paul Ginsburg and Mike Stilb, and Paul Ginsburg – stepped in and gave new life to the Hacienda and 20 years later have rejuvenated it once again.

They've added 32 new rooms – trying to decorate the rooms much like the older ones but with updated style – in an area just north of the main building. They are in six two-story buildings. And, yes, the rooms have spectacular views.

The coup de grace may be Hacienda's Casa Luna Ballroom, a 2,900 square-foot addition. More room for the guests to enjoy. A perfect place for special events and receptions.

“We get locals [staying here] sometimes; we've had people from Germany, New York, Australia and from all over,” said Sara Badilla, Hacienda's director of marketing. “They like that historical, western vibe, that's who enjoy the rooms.”

She adds: “It's cozy with so much cool history.”

Indeed.





Lauren & Dorothy MOORE

MOTHER/DAUGHTER TEAM

A Captivating Connection!

Nothing beats ice cream on a hot and humid New Jersey day. Dorothy Moore hands her young daughter, Lauren, an ice cream cone before school. It's breakfast time! "Why not? It's practically the same ingredients as a bowl of cereal and milk." As Dorothy shares the memory, both mother and daughter break out in laughter. Lauren adds, "I was raised by a pilot (dad) and an ex-flight attendant (mom); growing up there was a lot of independence and fun. We took a lot of road trips. My dad flew so much that when we took trips, he wanted to drive. We stayed at KOA[KAI] campgrounds, and I met so many different people. My parents taught me how to experience life fully and that anything is possible."

The connection that Dorothy and Lauren share is captivating. Their laughter and witty banter draw you in. If you are not smiling when you meet them, you will be by the time you leave. In three short years, they've managed to build a thriving real estate business from scratch. It's an inspiring story. So, grab a cup of coffee, and pull up a comfy chair as Dorothy and Lauren open up about their life adventures, teaming up together, and beating the odds.

Dorothy:

I always knew I would enjoy real estate. I got my license when Lauren was little. The flexibility allowed me to be there for Lauren, whether it was leading her Girl Scout troop or attending softball games. I was a top-producing REALTOR® and brokerage manager in New Jersey, but when my husband retired, so did I. We decided to move to Arizona where I traded my license for golf four days a week.

Lauren:

My mom inspired me. I saw the flexibility she enjoyed as a REALTOR®. I learned if you are successful, you can create the life you want. During the summers of my high school years, I worked with my mom. During college, I worked for a model home company and showed model homes. After college, I moved to LA to pursue acting. I always had real estate in my heart, yet I didn't know how to get started, especially in California. I had watched friends in real estate disappear in the business, unable to support themselves.

However, all roads led to real estate, and Lauren was about to realize it.

Lauren:

I was working on a commercial for a San Diego credit union. I played a mom of two small children bringing an exchange student home from the airport. I was supposed to show the student around our big house in suburbia. The director stopped me in the middle and asked, "Can you be a little more like a mom and less like a real estate person? You sound and look like you are showing the house!"

A little while later, I went to an open house in my neighborhood. As I was leaving a man was coming in; he asked if this was the open house. I said, yes, and mentioned some of the features the house had. He asked, "Can I get your card?" I asked, "What card?" I was confused; I didn't know what he meant or if he was trying to ask me out. Turns out he thought I was a REALTOR®!

If those incidents weren't enough of a sign, the third one sealed the deal.

Lauren:

When I moved to San Diego, I kept in touch with the REALTOR® that helped me buy my condo. In one of our conversations, she asked me, "Why aren't you pursuing real estate?" She told me, "Get your license, and come work for me. I'll teach you everything you need to know." So, I did. I got my license and started out as a REALTOR® in the depressed market of 2008.

While the market may have been less than desirable, it didn't stop Lauren from making a name for herself in San Diego real estate. She was the 2009 Rookie of the Year. Meanwhile, Dorothy was enjoying an active retirement in Saddlebrooke. In 2014, Lauren went to visit her parents. Neither Dorothy nor Lauren could

have imagined how their lives would change after that visit.

Lauren:

I noticed there was something different about my dad. My mom and I talked about it. She was telling me the things she had seen, and it turned out my dad had dementia. I transferred all my clients to a REALTOR® I worked with in San Diego and moved here to help with my dad. I had to get re-licensed because it wasn't reciprocal.

Dorothy:

I had this crazy idea. I told Lauren, "We know that Dad's medical bills are going to get expensive. I loved real estate, and I know this community really well. Why don't I team up with you? I'd have to get re-licensed also."

Lauren:

We went to school together in December 2014 and started The Moore Advantage Team with Keller Williams Southern Arizona on January 1, 2015.

Dorothy:

We had a two-story house; Lauren moved into the upstairs to help take care of my husband, Ron. So, we started our business and took care of Ron until he died in March of this year (2018).

Lauren:

I can't believe what we accomplished; it's amazing what we achieved in the three years with him being so sick. We went from 12 houses sold our first year to 60 houses sold in 2017. This year we've already sold 63 houses, and it's only October.

Lauren and Dorothy have done so much more than create a business; they've built community. Not ones to get stuck behind a desk, Dorothy and Lauren take an active part in their clients' lives. Their goal is to have their clients become their friends. From holding client-appreciation parties in their home instead of a venue to helping clients out any way they can.

Dorothy:

When we finish signing at closing, we tell them, "Now, we are family." My father was a minister. I remember people coming to our front door and asking our father for money when they needed help. My dad would buy them a meal and fill up their gas tank. He never said no. That's always stuck with me. I always try to think about what the other person must be going through.

For one client, the mother/daughter team loaded her big dogs in the back of her car every time she went to play tennis while the house was being shown. Another time, they went to check on a client who had missed her appointment. They found the client in her home having a seizure and called the fire department. A client had cataract surgery, and then her husband was hospitalized. Each day they drove her to the hospital and back home so she could be with her husband.

When asked about their goals over the next five years, Dorothy responds, "Well, I'd like to finish my kitchen backsplash..." Lauren laughs and interrupts, "Mom! She's thinking about tomorrow." Both grow serious. "We want to help people and grow our



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Support and approval from a client's bird! That bird loved Dorothy!

business. We want people to know that we care. We want to help change people's lives."

Dorothy recently achieved a goal she's had over the past couple of years.

Dorothy:

I was a broker in New Jersey, and I wanted to get my broker's license here. Ron passed away the night before the test. Lauren and I talked about it, but we knew he would want me to take the test. Now I have my broker's license, and I'm really proud of that."

Ron is at the heart of their success. Dorothy shares, "I was at a grief[-KA2] meeting and the question was, "What is something that you've had to do since your spouse died that you had never done before?" I answered, "I guess I've been very fortunate. Between my father and my husband, they taught me how to do almost anything." Dorothy continues, "My husband was the greatest remodeler. Lauren and I learned from him as we helped him. Lauren adds, "Now, when we see something wrong in a house we say, 'Let's fix that!' Both of us were raised to understand that we could achieve anything we wanted to."

After losing their husband and dad, a new chapter is opening up for Lauren and Dorothy, but Ron's legacy will carry on in all the things he taught them. Lauren and Dorothy will continue to share their passion and joy in every house they enter, leaving it better than it was before.

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1-November 23, 2018

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	342.0	79,286,871	231,833
2	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	375.0	72,182,644	192,487
3	Kaukaha S Watanabe (22275) of eXp Realty (495203) and 1 prior office	267.5	53,765,158	200,991
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	258.0	48,866,765	189,406
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	175.5	46,793,081	266,627
6	Janell E Jellison (4774) of Long Realty Company (16706)	83.0	45,045,315	542,715
7	Laura Sayers (13644) of Long Realty Company (16717)	110.0	38,077,118	346,156
8	Peter Deluca (9105) of Long Realty Company (298)	97.0	32,287,168	332,857
9	Brenda O'Brien (11918) of Long Realty Company (16717)	64.0	31,115,185	486,175
10	Don Vallee (13267) of Long Realty Company (298)	100.0	30,210,843	302,108
11	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	141.5	29,158,650	206,068
12	Denice Osbourne (10387) of Long Realty Company (16707)	74.0	28,890,521	390,412
13	Russell P Long (1193) of Long Realty Company (298)	45.5	28,556,878	627,624
14	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	28.0	27,829,350	993,905
15	Sandra M Northcutt (18950) of Long Realty Company (16727)	88.5	27,074,173	305,923
16	Don Hatcher (31480) of MTH Realty LLC (5383)	85.0	25,994,753	305,821
17	Laurie Hassey (11711) of Long Realty Company (16731)	77.0	24,653,545	320,176
18	Curt Stinson (4808) of Realty Executives Tucson Elite (498302) and 1 prior	132.5	24,065,900	181,629
19	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	118.0	22,535,550	190,979
20	Lisa M Bayless (22524) of Long Realty Company (16717)	65.0	22,416,543	344,870
21	Joshua Waggoner (14045) of Long Realty Company (16706)	21.0	22,083,500	1,051,595
22	Rob Lamb (1572) of Long Realty Company (16725)	34.0	20,874,900	613,968
23	Alfred R LaPeter (32582) of Long Realty Company (16717)	45.5	20,168,866	443,272
24	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	78.0	19,899,044	255,116
25	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	93.5	19,754,575	211,279
26	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	90.0	19,330,590	214,784
27	Jose Campillo (32992) of Tierra Antigua Realty (2866)	118.0	19,063,424	161,554
28	Nicole Jessica Churchill (28164) of eXp Realty (4952) and 1 prior office	81.0	18,604,916	229,690
29	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	82.0	18,010,444	219,640
30	Jerri Szach (6050) of Long Realty Company (16706)	49.5	17,532,297	354,188
31	Jarrett W Reidhead (14745) of Tucson Integrity Realty (4438)	29.0	17,416,740	600,577
32	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	121.5	17,402,236	143,228
33	Anjela K Salyer (30415) of Mattamy Homes (5799)	45.0	17,287,958	384,177

Rank	Name	Sides	Volume	Average
34	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	61.0	17,028,400	279,154
35	Michael Shiner (26232) of CXT Realty (5755)	73.5	16,818,248	228,820
36	Denise Newton (7833) of Realty Executives Tucson Elite (498306)	55.5	16,776,500	302,279
37	Tom Ebenhack (26304) of Long Realty Company (16706)	60.5	16,729,065	276,513
38	Victoria R McGullam (31547) of eXp Realty (495203) and 1 prior office	82.5	16,316,890	197,780
39	Susan Denis (14572) of Habitation Realty (4119)	46.5	16,238,558	349,216
40	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	79.0	15,958,649	202,008
41	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	11.0	15,922,002	1,447,455
42	Madeline E Friedman (1735) of Long Realty Company (16719)	38.0	15,912,245	418,743
43	Tim Rehrmann (25385) of eXp Realty (4952) and 1 prior office	60.5	15,820,212	261,491
44	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	54.0	15,422,343	285,599
45	Patricia Sable (27022) of Long Realty Company (16706)	31.5	15,358,349	487,567
46	Angela Tennison (15175) of Long Realty Company (16719)	41.0	15,136,500	369,183
47	John E Billings (17459) of Long Realty Company (16717)	51.0	14,787,075	289,943
48	Jill M Jones (7585) of Lennar Sales Corp. (1281)	40.0	14,750,430	368,761
49	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	66.5	14,672,140	220,634
50	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	63.0	14,438,996	229,190

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1-November 23, 2018

Rank	Name	Sides	Volume	Average
51	Ricardo B Aranda (30899) of eXp Realty (495201) and 1 prior office	76.0	14,382,697	189,246
52	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312) and 1 prior	46.0	14,330,358	311,530
53	Taylor Mize (36294) of PCD Realty LLC (4826)	46.0	14,241,650	309,601
54	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	76.0	14,143,924	186,104
55	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	56.0	13,846,950	247,267
56	Anthony D Schaefer (31073) of Long Realty Company (298)	52.0	13,778,237	264,966
57	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983) and 1 prior office	67.0	13,642,900	203,625
58	Judy L Smedes (8843) of Long Realty Company (16706)	28.5	13,501,023	473,720
59	Wanda Fudge (28579) of Long Realty Company (16728)	39.5	13,244,598	335,306
60	Patty Howard (5346) of Long Realty Company (16706)	29.0	13,182,498	454,569
61	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	39.5	13,148,263	332,867
62	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	73.0	13,064,550	178,966
63	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	34.0	13,033,139	383,328
64	Glenn Michael Nowacki (35737) of Cobb Realty LLC (4563)	54.5	12,916,355	236,997
65	Sue Brooks (25916) of Long Realty Company (16706)	45.0	12,854,233	285,650
66	Alicia Girard (31626) of Long Realty Company (16717)	47.0	12,841,569	273,225
67	Vicki L Holmes (19184) of Long Realty Company (16719)	53.5	12,697,000	237,327
68	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	51.0	12,501,448	245,126
69	Timothy R Hagyard (32545) of Long Realty Company (16707)	40.0	12,478,070	311,952
70	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	29.0	12,360,325	426,218
71	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	70.0	12,177,900	173,970
72	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	40.5	12,039,000	297,259
73	Maria R Anemone (5134) of Long Realty Company (16717)	26.0	12,025,400	462,515
74	Gerald L Hause (30852) of Long Realty Company (16728)	31.0	11,958,500	385,758
75	Layne Lundeen (31434) of Long Realty Company (16731) and 1 prior office	33.5	11,919,805	355,815
76	James Servoss (15515) of Keller Williams Southern Arizona (478306)	96.0	11,834,745	123,279
77	Bob Norris (14601) of Long Realty Company (16707)	45.5	11,817,970	259,736
78	Robert H Brakey Campos (19337) of Roca Realty (4688)	86.0	11,653,598	135,507
79	Gary B Roberts (6358) of Long Realty Company (16707)	43.5	11,612,770	266,960
80	Vincent R Yackanin (2249) of Long Realty Company (298)	38.5	11,540,590	299,756
81	Tracy Wood (36252) of Russ Lyon Sotheby's International Realty (472203)	44.0	11,501,350	261,394
82	Becca Riccardi (29910) of Tierra Antigua Realty (286603)	55.5	11,364,150	204,759
83	Roni Benge-Adamson (8355) of Keller Williams Southern Arizona (4783)	37.5	11,363,496	303,027

Rank	Name	Sides	Volume	Average
84	Craig A Tucker (27599) of Maracay Realty, LLC (4708)	26.0	11,230,860	431,956
85	Jim Storey (27624) of Tierra Antigua Realty, LLC (286607)	41.5	11,198,385	269,841
86	Pam Treece (13186) of Long Realty Company (16717)	35.0	11,188,950	319,684
87	Alan Murdock (13942) of Realty Executives Tucson Elite (498306) and 1 prior	54.0	11,173,393	206,915
88	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	39.5	11,083,200	280,587
89	Michele O'Brien (14021) of Long Realty Company (16717)	32.0	11,048,730	345,273
90	Karen A Baughman (20321) of Coldwell Banker Residential Brokerage (70202)	49.0	11,030,848	225,119
91	Lori C Mares (19448) of Long Realty Company (16719)	52.5	10,896,700	207,556
92	Joelle C Kahn (21408) of Tierra Antigua Realty, LLC (286607)	36.0	10,847,049	301,307
93	Kevin McAndrews (25461) of KLB Equity Brokers (5700)	46.0	10,833,700	235,515
94	Candy Bowen (37722) of Tierra Antigua Realty (286610)	51.0	10,776,399	211,302
95	Daniel F Sieverding (22220) of Long Realty Company (16728)	32.5	10,759,415	331,059
96	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	15.0	10,705,000	713,667
97	McKenna St. Onge (31758) of Long Realty Company (16706)	21.5	10,689,100	497,167
98	Kristy E Johnson (22342) of Long Realty Company (16728)	29.0	10,655,925	367,446
99	Lynn Slaten (14783) of Long Realty Company (16728)	29.0	10,655,925	367,446
100	Donna B. Rollman (26628) of Realty Executives Tucson Elite (4983)	16.0	10,646,391	665,399

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1-November 23, 2018

Rank	Name	Sides	Volume	Average
101	Stephen H McNair-Larese (33345) of Keller Williams Southern Arizona (478309) and 1 prior office	49.5	10,641,700	214,984
102	Calvin Case (13173) of OMNI Homes International (5791)	48.5	10,527,825	217,069
103	Heather Shallenberger (10179) of Long Realty Company (16717)	41.0	10,517,664	256,528
104	Judi Baker (13152) of Long Realty Company (16719)	34.5	10,480,215	303,774
105	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	29.5	10,445,139	354,073
106	Charles A Loschiavo (31557) of Keller Williams Southern Arizona (478306)	21.5	10,329,750	480,453
107	Jennifer C Anderson (16896) of Long Realty Company (16724)	47.0	10,315,350	219,476
108	Debra Quadt (16709) of Redfin Corporation (477801) and 1 prior office	29.5	10,240,666	347,141
109	John LaRocca (26586) of Long Realty Company (298)	9.5	10,223,850	1,076,195
110	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	28.5	10,091,149	354,075
111	Steven W Inouye (22297) of Long Realty Company (16706)	34.5	10,082,550	292,248
112	Marian R Soto (28907) of Mattamy Homes (5799)	26.0	10,042,699	386,258
113	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty (472203)	31.0	10,032,300	323,623
114	Heidi M Baldwin (4228) of Long Realty Company (16706)	22.0	10,013,330	455,151
115	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty (472203)	9.0	9,977,700	1,108,633
116	Danae S. Jackson (26717) of Coldwell Banker Residential Brokerage (70202)	33.0	9,938,740	301,174
117	Jameson Gray (14214) of Long Realty Company (16706)	19.5	9,880,100	506,672
118	Mary G Dorais (5988) of Long Realty Company (16706)	25.5	9,869,800	387,051
119	Leslie Heros (17827) of Long Realty Company (16706)	32.0	9,824,473	307,015
120	Carlos L Albelais (30953) of Realty Executives Tucson Elite (498306)	56.0	9,717,400	173,525
121	Jason Mitchell (36629) of My Home Group Real Estate (427501)	39.5	9,609,900	243,289
122	John F Anderson (21627) of Russ Lyon Sotheby's International Realty (472203)	43.0	9,606,180	223,400
123	Charlene Anderson (35) of RE/MAX Results (5106)	118.0	9,552,574	80,954
124	Johanna L Roberts (2040) of Long Realty Company (16719)	31.0	9,552,400	308,142
125	Tori Marshall (35657) of Coldwell Banker Residential Brokerage (70207)	26.5	9,465,450	357,187
126	Dean Groth (6874) of Long Realty Company (16707)	29.0	9,444,416	325,670
127	William Mordka (15847) of Harvey Mordka Realty (193)	33.5	9,431,950	281,551
128	Dorothy May (25551) of Long Realty Company (16728)	25.5	9,421,600	369,475
129	Beth L Jones (3191) of Beth Jones Realty, LLC (4510)	32.0	9,372,900	292,903
130	Steve Nissen (15430) of Long Realty Company (16706)	17.0	9,314,566	547,916
131	Alyssa A Kokot (18637) of Coldwell Banker Residential Brokerage (702)	38.0	9,270,406	243,958
132	Richard M Kenney (5903) of Long Realty Company (16707)	24.5	9,185,060	374,900
133	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	28.0	9,069,059	323,895

Rank	Name	Sides	Volume	Average
134	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty -472203	26.5	9,052,192	341,592
135	Pupak Lowther (31709) of Coldwell Banker Residential Brokerage (70202)	27.0	9,045,450	335,017
136	Jean Barclay (19068) of Long Realty Company (298)	10.5	9,041,850	861,129
137	Karin S. Radzewicz (20569) of Coldwell Banker Residential Brokerage (70202)	20.0	9,034,420	451,721
138	William S Allbright (28319) of DRH Properties Inc. (2520)	31.0	9,005,692	290,506
139	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	25.5	8,903,258	349,147
140	Margaret E. Nicholson (27112) of Long Realty Company (16728)	23.5	8,901,600	378,791
141	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	23.5	8,901,365	378,781
142	Michael D Oliver (14532) of Oliver Realty, LLC (51610) and 1 prior office	32.0	8,874,579	277,331
143	Jenni T Morrison (4744) of Long Realty Company (298)	28.0	8,863,900	316,568
144	LizBiz Nguyen (27962) of Realty Executives Tucson Elite (498305)	41.0	8,778,099	214,100
145	Leah Mandal (35134) of Keller Williams Southern Arizona (478306)	41.5	8,757,545	211,025
146	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	22.0	8,727,686	396,713
147	Christina Chesnut (36241) of OMNI Homes International (5791)	37.5	8,636,810	230,315
148	Paula J MacRae (11157) of OMNI Homes International (5791)	34.0	8,569,200	252,035
149	Judy S Ibrado (27978) of Long Realty Company (16717)	33.0	8,554,899	259,239
150	Tom Peckham (7785) of Long Realty Company (16706)	20.5	8,532,128	416,201

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