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Alicia Girard

**COLLEAGUE CORNER:**

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TOP  
STANDINGS

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JULY 2019



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## event recap

We enjoyed another great event together as the Tucson Real Producers community! Folks gathered who are committed to building and sustaining relationships, working together with one another to represent the industry and their clients with enthusiasm and integrity. New faces were welcomed, familiar ones were celebrated, top Realtors offered inspiration to up-and-comers, and the best of the best of industry affiliates were present to demonstrate a commitment to their careers and to the Realtors of Tucson.

Huge thanks to Diana for opening up your beautiful Gallery. We truly enjoyed being surrounded by your exquisite creations! What a unique Tucson experience! For those who wish to have a client appreciation party there please reach out to Diana. She will make it a wonderful evening!

When TRP's agents were challenged with submitting Margarita recipes there were several delicious choices including those from Bizzy Orr, Bridgett Baldwin & Teresa Urias! Girls you made the night! Thanks to Steamy Concepts, our generous Margarita Sponsor for always being a great partner!

Robert Hatch, VIP Mortgage & Zach Mooney, Guild Mortgage made sure we could enjoy fine appetizers from "Feast"! Thanks for your partnership and sponsorship! You both are awesome!

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If you missed this one, make sure to be at our next event! Keep an eye out for the exclusive invitation coming soon!




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# ALICIA GIRARD

A Fast & Furious Learner - A Team Player

## ► agent on fire!

By **Kylea Bitoka**

Photography by **Casey James**

"I've always been an advocate. I am a caregiver; my passion has always been taking care of people." Alicia Girard grew up in a small town in the Midwest. The values she learned from her mom and grandparents are deeply ingrained. "Honesty and kindness were at the core of our values, in everything I do I strive to be honest and kind." From her career in social work to her career in real estate, Alicia puts those principles into action every day. After 14 years in social work, Alicia felt burnt-out. "At the time, my husband was working from home and our daughter had gone off to college. My husband frequently traveled to Tucson for work, and we had family there. We knew that Tucson was where we wanted to land for retirement. One day it just hit us—Why are we waiting?" Alicia and her husband, Chris, put their house on the market and made the move. "My mother-in-law is a real estate agent in Tucson. As I had watched her, I thought, I could do this! I might not have experience in sales but as a social worker, I created solutions every day. With my experience and degree in social work, communication is my thing, so real estate felt like a really good fit."

As it turned out, Alicia's career in social work was the perfect foundation for building a career in real estate. "I hit the ground running. I didn't have a sphere of influence. I didn't know anyone here, but I thought I'll do open houses and see how this goes." It worked! Six years later, Alicia has built a thriving business. She did \$14 million in production last year. She shares some of the things that she learned along the way. "What I learned, fast and furious, was that it was just about connecting with people. From the beginning, it's been about creating relationships." For Alicia, it's not just about building lasting relationships with her clients, it's about making connections with others in the industry. "It's so important to find a mentor. Someone who will be willing to teach you how to do this and support you. Now, I want to make sure I'm passing on to new agents what was given to me. I'm not worried about anyone stealing my business; there's enough business out there for everybody." Alicia continues, "One thing I pride my business on is -- be kind. In working with other agents, we are a team. When you have a buyer and I have a seller, we are a team, and it doesn't matter if we work for different companies. It's our job to work together to get this done for our clients." Alicia learned how to be a team player early in life. "Chris and I got married right out of high school, we were high school sweethearts!" Married at 18, Alicia gave birth to her daughter at 19. After that, she earned a bachelor's degree. "Chris and I will be married 28 years this year! We learned very quickly that if our marriage was going to work, we had to do life together as a team."

While the world of social work might be behind her, Alicia's days of advocacy are not over. Her experience has given her the skills to work with a diverse range of clients. "One of my past clients was a paranoid schizophrenic. I was able to help that client buy a house.



I also have my SRES (Senior Real Estate Specialist) designation. When I went into real estate, I wanted to get a certification where I could pay it forward with my background. I went around and learned about the assisted living facilities in our area. There are times when you are working with individuals who are transitioning in their life. It's a whole different scenario, and you want to make sure you are bringing in trusted people that can help." Even at home, Alicia finds ways to make a difference. She enjoys taking care of and spending time with their rescue poodle, Capri.

Outside of work, Alicia enjoys spending time with her family. "We love being in Tucson. From enjoying our backyard pool to hiking in Sabino Canyon, we make the most of the weather and the beauty that Tucson offers." Out of all she's accomplished, Alicia is proudest of her daughter. "Within minutes all of my clients know about her. I'm a sharer, that's how I connect with clients. We get in the car to go look at homes and we share about life." Kelsey is a preschool teacher in Tucson. On the weekends, she and Chris enjoy doing CrossFit together. As far as Alicia's hobbies, she laughs when asked the question. "My hobby is my job! I love it so much; it's not work. I don't feel like I'm missing out on anything else!"



# 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.

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▶▶ celebrating leaders!

By **Kylea Bitoka**  
Photography by **Jacquelynn Buck**



# JEFF MURTAUGH

**Realty Executives - Tucson Elite**

*Resourceful, Creative & Passionate to Give Back!*



“

*When I hit the gas the first time, all I saw was the wife's feet in the air as she fell over backward in the chair onto the bed!*

Purple beads, a black light, and Jimi Hendrix posters -- It's hard to imagine how those fit into the first week of a real estate career. Jeff Murtaugh, the CEO and Designated Broker of Realty Executives, shares the hilarious start that launched his career in real estate. It would be one of many learning experiences that would lay the foundation for a different type of real estate company.

Jeff had recently left the medical field to pursue real estate. "My Dad was a cardiac surgeon in Boston, thus going into medicine seemed like the natural fit. I considered medical school, and I actually got accepted to Boston University." At that age, though, it's hard to know what you really want to do and Jeff was no exception. He decided not to go to medical school. After visiting his godfather in Tucson, Jeff knew that's where he wanted to live. "As a little boy, I had always dreamed of living out West. If you look at the pictures of me as a four- and five-

year-old, I'm dressed in a western shirt complete with a cowboy hat, boots, and a pistol on the hip!" Jeff adds with a laugh. The day he graduated college he packed up his car and drove to Tucson. He worked in the heart catheterization lab at Tucson Medical Center (TMC). "At age 25, I realized I had a job and what I wanted was a career. That's when I jumped into real estate full force."

The leap landed with a crash though as Jeff pulled into the parking lot on his first day. "I was driving a two-seater Jeep CJ 5 with no A/C. As I looked around the parking lot, I realized I didn't think this through." The secretary, seeing how distraught Jeff was on his first day, handed him a lead: the parents of an ER doctor at TMC, who Jeff happened to know, were looking to buy a house close to their son. "I asked if we could take their car, but they didn't have a car! Their son had dropped them off. I quickly searched the office for someone to switch vehicles with." Jeff found someone with a van and they switched keys. "I opened up the sliding door in the back. It had purple beads hanging in the opening. It had a mattress in the back, so it too was only a two-seater, a black light, and Jimi Hendrix posters inside of it. Thankfully, they thought it was funny." Jeff grabbed a chair from the office, pushed

the mattress back, and helped the wife get situated. "I also didn't know that this gentleman was a mechanic and had made the engine extremely powerful. When I hit the gas the first time, all I saw was the wife's feet in the air as she fell over backward in the chair onto the bed!" While Jeff did close the deal, he still had the issue of his vehicle. The solution came to him in the middle of the night. Inspired by his childhood, Jeff bought some cowboy boots, a leather vest, and a hat. "I took a picture of me and my jeep with the saguaros and mountains in the background. I put it on my business card. It read: Jeff Murtaugh - Land Broker. That's how I got into the land business because I didn't have the right car."

There was no denying Jeff's ingenuity. By his second year, he was the commercial sales manager. Jeff's career continued its upward trend; even through the recession his creativity and resourcefulness kept his income

...



who asked if I would consider running the company,” Jeff observed the company over the next couple weeks. “I decided to take the position as CEO of Realty Executives because I wanted to give back. Real estate had been good to me, now I had the chance to help REALTORS®. I saw things in the industry that I thought could be done better. I took all the lessons I learned over the years and applied them to this company.” Jeff brought in his partner, John Dwyer. “John was the best person in the agent services portion of real estate. We started eight years ago with 45 agents and about \$50 million in production.” Today, Realty Executives has 450 real estate agents and about \$1 billion in production.

steady. Fast forward—Jeff retired after a fantastic career in the industry. “I bought a truck and an RV. My wife and I began to tour the country.” Then one day everything changed. Jeff received a call from his brother about their mother who was in the hospital. “I realized that my mom needed to move in with us and traveling in the RV was no longer an option.” Back in Tucson, Jeff discovered that his mom was not the only one who could use his help. “A couple of weeks later, I ran into an agent at Realty Executives

Jeff shares the secret of their success, “The concept is simple: If our executives (agents) do well, so will we. From the beginning, I said let’s ask this one question before we make any decisions in the company. ‘What is right for our executives?’ I didn’t want to ask what is right for the company or what is right for our checkbook. I wanted to be the grease in our executive’s wheel not a cog in it.” In order to create a great experience for clients, Jeff designed a real estate company with a strong office culture that honors real estate agents.

One of the pillars of that culture is giving back to the community. Realty Executives makes a difference by supporting the Ronald McDonald House. Jeff serves on the board of directors and is the chair for the annual fundraising banquet. “We’ve set it up so that our executives can donate a portion of their commission from each transaction to the Ronald McDonald House.” They donate their time as well. Ronald McDonald House provides lodging to families of children being treated in hospitals. When staying away from home, fast food meals can become an expensive part of the daily routine, so Ronald McDonald House offers home-cooked meals. Realty Executives’ agents schedule time to help prepare and serve the food. “We bring in the food and cook a nice meal that doesn’t cost the families anything. After one of the meals, I had this little four-year-old boy come up to me, his head wrapped in bandages and say, ‘Thanks, Mr. Jeff, for cooking a delicious dinner for me!’ It tugs on your heart. It’s much more than just writing a check; it’s a personal connection.”

Jeff came out of retirement because he saw an opportunity to use his experience to give back. “My goal is to run the best residential real estate company that I possibly can. For me, that means supporting real estate agents and the community. People ask when am I going to retire?” Jeff chuckles, “I always answer when I don’t like my job anymore.” However, that doesn’t seem like a possibility for Jeff anytime soon. “I had a huge passion for real estate when I started, and I have an even bigger passion for it today!”

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– Don Vallee, Founder of the Vallee Gold Team, Long Realty Company



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Terry Luna, Home Loan Originator NMLS-528931



Christopher Oaks, Home Loan Originator NMLS-1186027

In 1951 sixteen teachers founded Pima Federal Credit Union with the simple notion that a great financial institution is about relationships, not transactions. Since inception, Pima has been dedicated to providing superior service to help their members reach their financial goals while giving back to the local community – a key component of the overall credit union philosophy of “people helping people”.

### ▶▶ partner spotlight

Pima Federal is a full-service financial institution that specializes in personal and business banking and offers both consumer and business lending. Their commitment to providing market leading rates, superior service, and a variety of unique home loan programs designed with the local community in mind is what sets them apart. A few of those programs include a Non-Owner-Occupied loan for those seeking to purchase an investment property, a 100% financing option, and a down payment assistance program. These programs are in addition to conventional and government loan options.

They hold numerous educational seminars throughout the year to help consumers with everything from building credit to navigating the home buying process.

Pima Federal’s local, full-service Home Loans team is committed to helping their members achieve their home ownership goals by offering smart mortgage solutions, a simple application process, and personal service every step of the way. Their knowledgeable team provides a satisfactory experience with on-time closings, low processing fees, and prompt responses to both the borrower and their realtor. They deliver same day or on-the-spot pre-approvals and offer a full range of mortgage solutions to fit your clients’ needs:

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# ROLANDO VERDUZCO

LANDMARK STRENGTH



## ▶▶ colleague corner

By **Dave Danielson**  
Photography by **Casey James**

While he has many strengths, there's an underlying reason Rolando Verduzco is one of the region's true Agents on the Rise. He works each day to be his best and then he works to be better the day after that.

You see it in the gym. With each exercise and each repetition, Rolando pushes himself as a national-level competitor in bodybuilding and powerlifting competitions.

And you also see it in his real estate business. As the principal Owner of Tucson's RE/MAX Select, along with Designated Broker Lisa Larkin and top agent Soraya Platt, Rolando delivers on the company mission to Serve, Empower and Develop Real Estate agents. As an agent himself and the leader of the ROGA Team, Rolando pushes himself to serve clients and achieve landmark results.

### **Enter an Entrepreneur**

As an only child, Rolando grew up in Southern California. From the very beginning, he had an advantage — he saw the example of his entrepreneurial parents, Miguel and Marina.

“My dad was always an entrepreneur and business owner. He's been a big influence on me,” Rolando explains. “He migrated to the United States from Mexico when he was 17. He started as a meat cutter and worked at a restaurant to save money to buy his own business. He had purchased some investment properties and his vision was to have his own supermarket.”

The vision came true. And, Rolando was there to help make it a reality — stocking refrigerators, working the cash register, preparing the meat trays and whatever else needed to be done.

After high school, Rolando pursued a major in business in college.

“At the same time, my dad had a lease for his supermarket. Unfortunately, the landlord suddenly decided not to renew the lease. It was a last-minute decision. And a supermarket wasn't one of those businesses where you easily relocate,” Rolando remembers. “So he was forced to close down.”

### **The Value of Real Estate**

Due to Miguel's advance planning, he had other options.

“The saving grace was all the rental properties my dad had acquired. They had built up equity,” Rolando recalls. “When I realized that had

“**That's success ... doing what you set out to do,” Rolando says. “You've reached the level you aspired for ... and yet you're still pushing forward to make it even better.**”

happened, I knew I had to get involved with investment properties and get my real estate license.”

So in 2005, Rolando earned his license and went to work for a small brokerage in San Diego.

“As I was doing that and learning the real estate

business, I was also seeing other types of businesses I could get into and buy. Everything was so expensive,” he says. “So I started looking at commercial properties in Arizona.”

### **Bound for Tucson**

Soon, Rolando took notice of Tucson. He liked the town and saw opportunities here. In fact, he bought a small hotel and a mobile home park. As time passed, his business grew, and he bought rental properties.

•••

At the same time, he also got his Arizona real estate license.

As Rolando explains, “In 2010 and 2011, I saw the improved potential for people to buy properties. I was developing a relationship with quite a few people here, and I thought with real estate, I could help them grow their portfolios along with mine.”

Rolando’s real estate business grew, and then he made the move, opened a real estate office and started building his own team.

**Strength in Numbers**

While the transition into real estate can be challenging, Rolando found that he had quickly built a strong foundation of friendships in the community that eased his transition.

Some of those friendships he gained came from his time at the gym.

In California, Rolando had been involved in bodybuilding and powerlifting. After a time in Tucson, Rolando’s competitive spirit was churned again.

As Rolando says, “When I moved to Arizona, I didn’t stop training, but I wasn’t really consistent. Then when I turned 30, I thought let’s see if I still have it. So I started training a lot.”

Rolando definitely still has what it takes. In fact, he competes in state and national events. He has competed at the prestigious Arnold Classic held each year in Columbus, Ohio and is currently the top-ranked powerlifter in Arizona for USA Powerlifting. In fact, he holds records for achievement in two competition classes.

Powerlifting is a competition that tests athletes’ strength with three scored exercise categories, including the bench press, the squat and the deadlift. Pound for pound, Rolando’s results have come out on top.

He sees the parallels between his pursuits in the gym — and on behalf of his customers’ real estate dreams.

“I really like the comradery of the sport. You get the opportunity to travel to other cities and states and meet new people,” he says. “At the same time, there’s definitely the competitive aspect. You want to be the best, and yet you look up to those who are more successful and it inspires you to improve ... to work and try to be number one.”



Gabriela Barcena Platt & Rolando

**Drive to Achieve**

That competitive desire influenced Rolando’s career decisions.

“That’s why I went with RE/MAX, which is the number one brand in the world. I was drawn to that strength as well as their global reach into over 100 countries. In fact, I started really becoming successful as an agent when I affiliated with RE/MAX,” Rolando emphasizes.

“After discovering the RE/MAX brand, I saw an opportunity to create a company where the culture was not only supportive of my sales team but of other agents as well.” I am always on the lookout for opportunities and RE/MAX franchise ownership made a lot of sense to me.

And the bar on success is rising. **Rolando now has 13 agents in**

**the growing Tucson RE/MAX Select Office** and he just earned the 2018 RE/MAX Platinum Club Award.

“My girlfriend and teammate Gabriela is doing very well herself. After just two years in, she’s made the 100% Club and purchased her first home. I’m so happy for her and appreciate our supportive, collaborative team,” Rolando smiles.

For all of the numbers Rolando builds, he takes pride in what they represent — the strength of service his agents and clients receive... the rewarding feeling from helping others get what they want, whether it’s a real estate sale or helping an agent reach their goals.

“That’s success ... doing what you set out to do,” Rolando says. “You’ve reached the level you aspired for ... and yet you’re still pushing forward to make it even better.”

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Rod Hugen  
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# Sandy Northcutt

Faith, Strength & Trust - Finding True Peace!



Sandy Northcutt loves her family, rescuing abused and neglected animals, tending her organic garden, and traveling with family and friends. She also loves God and her country. Her life is wrapped up in her family, including her husband, Mike, children Tim, Allen, Leslie, and Susan, and four grandchildren ages 7 to 15. She also truly enjoys real estate and helping people sell their homes or find their perfect new home. She admits she can talk

endlessly about natural foods and healthy eating, rescue animals and real estate, but her deepest passion is her family. "I continue to work not so much because I need to," she smiles, "but so I can continue 'making travel memories' with her husband, kids, and grandkids." In her home she has what she calls her 'Wall of Memo-

ries', an alcove near the great room that contains dozens of pictures of the family in various places and at various events, as well as numerous digital vacation books she has filled with photos, quips and quotes that catalog the many trips the family has taken. It's a room full of fun memories.

Beyond a tour of the wall of memories, an invitation to her home involves being introduced to a menagerie of God's creatures including Ritzy, the feral orange tabby with a broken tail who miraculously survived an encounter with a hungry hawk, a large saltwater tank of beautiful, peaceful sea creatures including a three foot long eel, Honey, the previous special needs abused Labrador retriever she adopted from Pima Animal Care Center (who has turned into a gentle, loving and faithful friend), and other furry friends who nose around and greet the visitor before wandering off to the corners of their beautifully decorated home. "I haven't owned a kitten since I was in college - nor a puppy," she laughs, ruefully admitting that it was a long time ago. Instead, she rescues older, neglected, special needs, and abused animals that no one seems to want. "I can't imagine someone abusing Honey. How could anyone mistreat such a kind and gentle breed of dog?" The question hangs in the air in a room full of healing creatures - giving them good life and health through love. She talked about filling up their credit card with veterinarian bills, once persuading the owners of a pit bull mix, that was running lost and scared in the street, to give her up for much needed medical care. She even tip-toed into someone's backyard to steal (rescue) a dog that sat chained to a post all day every day for months on end. She is sketchy on the details of the theft that happened some thirty years ago in Ohio just in case the statute of limitations hasn't run. Sandy loves animals. They are healed and helped by her love - and in return - return her love.



Sandy also loves real estate. "Sometimes real estate can be a lot like rescuing people. Sellers need to get out of a situation - need to move on. Buyers want or need a change. Nothing feels better than assisting

people through situations to find them peace and contentment." She acknowledges that real estate

•••

isn't always about rescuing, and she finds great satisfaction in making all her clients happy. She's a pet-friendly realtor. "I've had lots of furry friends in my vehicle. I particularly enjoy finding pet-friendly homes for pet-friendly clients." Pointing out things like fenced yards, nearby dog parks, pet-friendly hiking trails, nearby veterinarian services, etc. are all part of her service.

Getting to know clients is one of Sandy's special gifts. She is able to find common ground, common likes, and dislikes, and can strike up a conversation with anyone. It's an important quality for any real estate agent. "You need to listen. Listen to wants and needs. Listen for similar ideas. Similar thoughts. Similar tastes. Find common ground. Have you traveled to the same places? Enjoyed the same foods? Cared about the same things?" Listening is the key to truly helping a client.

Sandy's graduate studies were in German and English, and her first "real job" out of college was translating German hospital manuals to English. Boring. Then she taught English as a second language classes. Still boring. She then wrote speeches for people whose names she can't give out. Again, not her passion. She eventually got into the auto industry where she worked in finance and insurance for various Midwest dealerships and, more importantly, met and married her husband, Mike, a two-tour Vietnam Veteran who secured a Purple Heart and a Bronze Star in serving his beloved country. Patriotism is important to her family. "I get goosebumps every time I hear our national anthem."

She also has a deep, abiding faith in God. "We've attended the same Lutheran church for over twenty years. There are several significant events



Tina Ross, Rayma Ritchie, Sandy, Russ Gladden, Leslie Gilpatrick



Top row: Kenny, Brandon, Ryan, Allen, Mike, Tim, Nathan  
Bottom row: Leslie, Karen, Me (Sandy), Kaylee, Evie(little one), Susan, Stacy

that brought me close to God." One was observing the slow, painful death of her only sister because of the awful disease of Multiple Sclerosis. In a wheelchair from age 25 until her death at age 41, Sandy's sister inspired Sandy with her ability to talk about that day when she would "run again in heaven". Coping with her sister's suffering and death was impactful. Another difficult time was Sandy's own battle with numerous bouts of melanoma skin cancer decades ago that left her scarred. She smiles and says, "I dropped any vanity thoughts early on." Although her body has ugly scars, her faith and hope are strong and beautiful. The event that brought her deepest into her relationship with God was when

her husband Mike faced major heart surgery and the pastor sat with them and asked Mike how he felt going into surgery? Mike responded, "I feel totally fine because I know that when I wake up I will either see my lovely wife or my Father in heaven. Either way, I will be at home." The impact of his words of deep faith has helped her through many difficulties including when he was facing a second heart surgery, a nine-hour aortic heart valve replacement. "Since then I've never worried about anything. I have



strength, faith, and trust." She adds, "We don't control when we die, but we do have full control of our attitudes and how we choose to live our lives. I may get stressed from time to time, but I never, ever worry. It's a good way to live life."

Sandy has built a great team including Russ Gladden, Closing Coordinator, who has worked with her in good and bad times helping with bank foreclosures,

BPO's, and all the difficulties encountered during the recovery years. Tina Ross is her Marketing Director, Rayma Ritchie is her full-time Buyer Agent and Leslie Gilpatrick is the team's Client Care Specialist and Sandy's true 'right hand'. Leslie wears endless hats and she is the one who inspired her to expand her charitable community involvement

over the years, which brought her the 2019 honor of being awarded Long Realty's highest award – the Sam Woods Community Award. "I'm old school," she says, "no social media, no Twitter, no Facebook, no blogs. Just meet people and talk face-to-face or pick up the phone. I'm a 98% referral and repeat agent, and I couldn't do it without my wonderful team."

She talks freely about her idiosyncrasies, loves, and dislikes. She doesn't like chocolate. She can't stand television commercials and mutes them all (except perhaps a great animal commercial). She once studied to be an air traffic controller. She is a huge organic food enthusiast, growing her own fruits, vegetables, and herbs and attributing her good health to eating properly. She is a walking Google search on the benefits of organic foods. 75% of her family's diet is raw foods. "Plants cure," she says, "plus I haven't had a flu shot for over ten years and I never get sick." She loves decorating and started her own staging business offering her clients decorating and interior design services. She laughingly recounts one client telling her she was good at spending other people's money and to please quit offering his wife decorating ideas because it was costing him a fortune! She reminded him about the old adage: "Happy wife, happy life." She loves when clients invite her to see their 'remodeled' homes based on her design and decorating advice.

Sandy also collects inspirational quotes and one guiding quote for her is, "Looking behind I am filled with gratitude, looking forward I am filled with vision, looking upward I am filled with strength, looking within I discover peace." It encapsulates who she is. Surrounded by her faith, her family, her memories, and her furry friends, Sandy is a successful woman who has discovered the very essence of peace.

# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—May 31, 2019

Rank	Name	Sides	Volume	Average
1	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	183.5	34,040,444	185,507
2	Marsee Wilhems (16298) of eXp Realty (495201)	131.0	33,500,580	255,730
3	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	127.5	21,993,697	172,500
4	Sandra M Northcutt (18950) of Long Realty Company (16727)	48.0	18,595,400	387,404
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	63.0	18,028,434	286,166
6	Laura Sayers (13644) of Long Realty Company (16717)	45.5	17,987,355	395,326
7	Peter Deluca (9105) of Long Realty Company (298)	39.0	16,496,613	422,990
8	Kaukaha S Watanabe (22275) of eXp Realty (495203)	80.0	16,390,283	204,879
9	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	76.0	16,178,800	212,879
10	Tom Gansheimer (12814) of Lennar Sales Corp (128102) and 1 prior office	41.0	15,297,960	373,121
11	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	49.0	14,582,500	297,602
12	Don Hatcher (31480) of MTH Realty LLC (5383)	46.0	14,027,353	304,942
13	Don Vallee (13267) of Long Realty Company (298)	44.5	13,928,924	313,010
14	Lisa M Bayless (22524) of Long Realty Company (16717)	35.5	13,826,757	389,486
15	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9.0	13,600,433	1,511,159
16	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty (472203)	16.5	12,946,400	784,630
17	Denice Osbourne (10387) of Long Realty Company (16707)	31.0	11,603,200	374,297
18	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	51.5	11,424,533	221,836
19	Janell E Jellison (4774) of Long Realty Company (16706)	23.0	10,998,005	478,174
20	Laurie Hassey (11711) of Long Realty Company (16731)	26.0	10,808,295	415,704
21	McKenna St. Onge (31758) of Long Realty Company (16706)	16.5	10,673,060	646,852
22	Jameson Gray (14214) of Long Realty Company (16706)	16.5	10,673,060	646,852
23	Gerald L Hause (30852) of Long Realty Company (16728)	22.0	10,383,162	471,962
24	Leslie Heros (17827) of Long Realty Company (16706)	29.0	10,326,202	356,076
25	Alfred R LaPeter (32582) of Long Realty Company (16717)	22.5	10,320,614	458,694
26	Brenda O'Brien (11918) of Long Realty Company (16717)	22.0	10,283,698	467,441
27	Anjela K Salyer (30415) of Mattamy Homes (5799)	22.5	10,049,165	446,630
28	Russell P Long (1193) of Long Realty Company (298)	20.5	9,996,000	487,610
29	John E Billings (17459) of Long Realty Company (16717)	33.0	9,983,103	302,518
30	Joshua Waggoner (14045) of Long Realty Company (16706)	9.0	9,780,000	1,086,667
31	Candy Bowen (37722) of Tierra Antigua Realty (286610)	45.0	9,762,941	216,954
32	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	41.5	9,686,425	233,408
33	Nicole Jessica Churchill (28164) of eXp Realty (4952)	37.5	9,609,650	256,257

Rank	Name	Sides	Volume	Average
34	Vicki L Holmes (19184) of Long Realty Company (16719)	33.0	9,498,100	287,821
35	Patricia "Patti" Brown (14873) of Coldwell Banker Residential Brokerage-70202	24.0	9,244,985	385,208
36	Jim Storey (27624) of Tierra Antigua Realty, LLC (286607)	16.0	8,964,000	560,250
37	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	25.5	8,745,419	342,958
38	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	42.0	8,706,380	207,295
39	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	39.0	8,653,772	221,892
40	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983)	40.0	8,639,100	215,978
41	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty-472203	11.0	8,615,500	783,227
42	Wanda Fudge (28579) of Long Realty Company (16728)	23.0	8,526,042	370,697
43	RW Christian (52833) of LGI Realty Arizona (51463)	40.0	8,300,562	207,514
44	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	28.5	8,210,800	288,098
45	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	52.0	8,170,952	157,134
46	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	36.5	7,982,250	218,692
47	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	34.0	7,949,251	233,802
48	Patricia Sable (27022) of Long Realty Company (16706)	13.0	7,894,900	607,300
49	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	42.5	7,777,800	183,007
50	Jose Campillo (32992) of Tierra Antigua Realty (2866)	44.0	7,740,675	175,924

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—May 31, 2019

Rank	Name	Sides	Volume	Average
51	Tim Rehrmann (25385) of eXp Realty (4952)	30.5	7,542,810	247,305
52	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	30.0	7,456,250	248,542
53	Jerri Szach (6050) of Long Realty Company (16706)	24.0	7,423,250	309,302
54	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	31.0	7,352,776	237,186
55	Glenn Michael Nowacki (35737) of Realty Executives Tucson Elite (498306)and 2 prior offices	30.5	7,301,300	239,387
56	Michael Shiner (26232) of CXT Realty (5755)	32.5	7,213,224	221,945
57	Sue Brooks (25916) of Long Realty Company (16706)	18.0	7,162,000	397,889
58	Robert J Helmig (20563) of Tierra Antigua Realty (2866)	23.0	7,067,702	307,291
59	Tom Ebenhack (26304) of Long Realty Company (16706)	25.5	7,059,969	276,862
60	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	22.0	7,059,700	320,895
61	Susan Denis (14572) of Tierra Antigua Realty (2866) and 1 prior office	20.0	7,026,080	351,304
62	Jeremy Smith (53015) of PCD Realty LLC (4826)	20.0	7,010,478	350,524
63	Jim Jacobs (7140) of Long Realty Company (16706)	17.0	6,977,400	410,435
64	Tyler Lopez (29866) of Long Realty Company (16707)	30.5	6,977,300	228,764
65	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	27.0	6,949,050	257,372
66	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	17.5	6,912,860	395,021
67	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	24.5	6,764,550	276,104
68	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	27.0	6,723,800	249,030
69	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	16.5	6,686,860	405,264
70	Marian R Soto (28907) of Mattamy Homes (5799)	14.5	6,568,026	452,967
71	Cathy A Whalen (17500) of RE/MAX Excalibur (453501)	17.0	6,523,631	383,743
72	Alicia Girard (31626) of Long Realty Company (16717)	22.5	6,470,615	287,583
73	Angela Tennison (15175) of Long Realty Company (16719)	17.0	6,442,000	378,941
74	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	23.0	6,404,800	278,470
75	Roni Benge-Adamson (8355) of Keller Williams Southern Arizona (4783)	21.5	6,387,976	297,115
76	Jeremiah Taylor (17606) of Keller Williams Southern Arizona (478306)	29.5	6,300,525	213,577
77	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	19.5	6,285,250	322,321
78	Rob Lamb (1572) of Long Realty Company (16725)	16.0	6,039,900	377,494
79	Nick K Manning (20102) of Tierra Antigua Realty, LLC (286607)	14.0	6,029,740	430,696
80	Tom Peckham (7785) of Long Realty Company (16706)	16.0	6,014,450	375,903
81	Trina M Alberta Oesterle (1420383) of Coldwell Banker Residential Br (70204)	21.5	5,829,700	271,149
82	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	25.0	5,810,754	232,430
83	Daniel S Yang (28982) of Coldwell Banker Residential Brokerage (702)	24.0	5,764,798	240,200

Rank	Name	Sides	Volume	Average
84	Elizabeth "Bizzy" Orr (22768) of Realty Executives Tucson Elite (498306)	14.0	5,735,590	409,685
85	Pam Treece (13186) of Long Realty Company (16717)	19.5	5,732,800	293,990
86	Ashley Kimberlin (18406) of Realty Executives Tucson Elite (498306)	15.5	5,669,025	365,744
87	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	13.0	5,665,256	435,789
88	Jason Mitchell (36629) of My Home Group Real Estate (427501)	25.0	5,614,600	224,584
89	Danae S. Jackson (26717) of Coldwell Banker Residential Brokerage (70202)	18.5	5,606,050	303,030
90	Patty Howard (5346) of Long Realty Company (16706)	12.5	5,452,832	436,227
91	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices AZ Prop-356307	19.0	5,419,600	285,242
92	Cha Cha Donau (142000057) of Long Realty -Green Valley (16716)	22.0	5,382,158	244,644
93	Nancy Ho (35602) of Realty Executives Tucson Elite (498306)	22.5	5,375,850	238,927
94	Karin S. Radzewicz (20569) of Coldwell Banker Residential Brokerage-70202	15.0	5,355,400	357,027
95	Timothy R Hagyard (32545) of Long Realty Company (16707)	21.5	5,333,400	248,065
96	Matthew F James (20088) of Long Realty Company (16706)	14.5	5,327,625	367,422
97	Dottie May (25551) of Long Realty Company (16728)	12.5	5,288,700	423,096
98	Camille Rivas-Rutherford (11782) of Coldwell Banker Residential Brokerage-70202	11.0	5,271,260	479,205
99	Tori Marshall (35657) of Coldwell Banker Residential Brokerage (70207)	21.0	5,260,934	250,521
100	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	13.0	5,239,549	403,042

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—May 31, 2019

Rank	Name	Sides	Volume	Average
101	Anthony D Schaefer (31073) of Long Realty Company (298)	21.0	5,094,180	242,580
102	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	17.5	5,058,690	289,068
103	Tana R Newton (18103) of Long Realty Company (16707)	20.0	5,034,450	251,722
104	Lisa Korpi (16056) of Long Realty Company (16727)	18.0	5,019,527	278,863
105	Margaret E. Nicholson (27112) of Long Realty Company (16728)	11.5	5,012,700	435,887
106	Curt Stinson (4808) of Engel & Volkers Tucson (51620) and 1 prior office	22.0	4,997,650	227,166
107	Michele O'Brien (14021) of Long Realty Company (16717)	11.0	4,966,118	451,465
108	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	7.0	4,955,000	707,857
109	Tracy Wood (36252) of Russ Lyon Sotheby's International Realty (472203)	14.0	4,936,800	352,629
110	Heather Shallenberger (10179) of Long Realty Company (16717)	17.0	4,881,777	287,163
111	Cindie Wolfe (14784) of Long Realty Company (16717)	15.0	4,880,000	325,333
112	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	18.5	4,851,575	262,247
113	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	21.0	4,841,400	230,543
114	Rolando Verduzco (29373) of RE/MAX Select (51543)	21.5	4,828,550	224,584
115	LizBiz Nguyen (27962) of Realty Executives Tucson Elite (498305)	21.5	4,825,450	224,440
116	Antonio Reyes Moreno (33276) of Realty Executives Tucson Elite (498303)	20.5	4,820,273	235,135
117	Linda M Johnson (12215) of Tierra Antigua Realty (2866)	16.0	4,811,200	300,700
118	Gary B Roberts (6358) of Long Realty Company (16733) and 1 prior office	18.5	4,797,350	259,316
119	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	13.5	4,758,688	352,495
120	Joelle C Kahn (21408) of Tierra Antigua Realty, LLC (286607)	16.0	4,751,400	296,962
121	Christian Jacobus Lemmer (52143) of Tierra Antigua Realty (2866)	14.0	4,746,600	339,043
122	Alison P Hurd (8440) of Hurd Homes, Inc. (3906)	12.0	4,738,650	394,888
123	Bob Norris (14601) of Long Realty Company (16733) and 1 prior office	18.5	4,715,350	254,884
124	Diane Raynor Aune (9903) of Tierra Antigua Realty (2866)	12.0	4,681,695	390,141
125	James Arnold (142000775) of Tierra Antigua Realty (286614)	10.0	4,677,090	467,709
126	Tyler Gadi (32415) of Long Realty Company (16707)	22.0	4,670,972	212,317
127	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	11.5	4,658,965	405,127
128	Mary G Dorais (5988) of Long Realty Company (16706)	9.0	4,628,000	514,222
129	Maria R Anemone (5134) of Long Realty Company (16717)	8.5	4,608,000	542,118
130	Jennifer O'Brien (14140) of Long Realty Company (298)	15.5	4,566,488	294,612
131	Ricardo J Coppel (11178) of Long Realty Company (298)	13.0	4,549,000	349,923
132	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	15.0	4,543,530	302,902
133	Heather L Arnaud (32186) of Realty Executives Tucson Elite (498306)	24.5	4,537,500	185,204

Rank	Name	Sides	Volume	Average
134	Deborah A Evenchik (9120) of Coldwell Banker Residential Brokerage-70202	15.0	4,511,000	300,733
135	David K Guthrie (19180) of Long Realty Company (16706)	13.0	4,467,500	343,654
136	Melinda L Akowski (26025) of Coldwell Banker Residential Brokerage-70202	15.5	4,458,050	287,616
137	Beth Hughes (27468) of Sierra Vista Realty Inc. (4690)	5.0	4,455,000	891,000
138	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	7.0	4,440,500	634,357
139	Karen A Baughman (20321) of Coldwell Banker Residential Brokerage-70202	19.0	4,431,460	233,235
140	Becca Riccardi (29910) of Tierra Antigua Realty (286603)	20.0	4,426,300	221,315
141	Nicole Brule-Fisher (14479) of Tierra Antigua Realty (286606)	17.0	4,425,722	260,337
142	Lynn Tofel Dent (32852) of Realty Executives Tucson Elite (4983)	9.5	4,346,650	457,542
143	Tim S Harris (2378) of Long Realty Company (298)	13.0	4,332,604	333,277
144	Charlene Anderson (35) of RE/MAX Results (5106)	15.0	4,329,600	288,640
145	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	14.5	4,326,200	298,359
146	Lori C Mares (19448) of Long Realty Company (16719)	18.5	4,305,343	232,721
147	Layne Lundeen (31434) of Long Realty Company (16731)	10.0	4,300,740	430,074
148	Sonya M. Lucero (27425) of Long Realty Company (16719)	12.5	4,286,350	342,908
149	Bryan Welch (1437) of Coldwell Banker Residential Brokerage (702)	9.5	4,278,500	450,368
150	Glenda Grow (7030) of Realty Executives Tucson Elite (4983)	13.0	4,230,200	325,400

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