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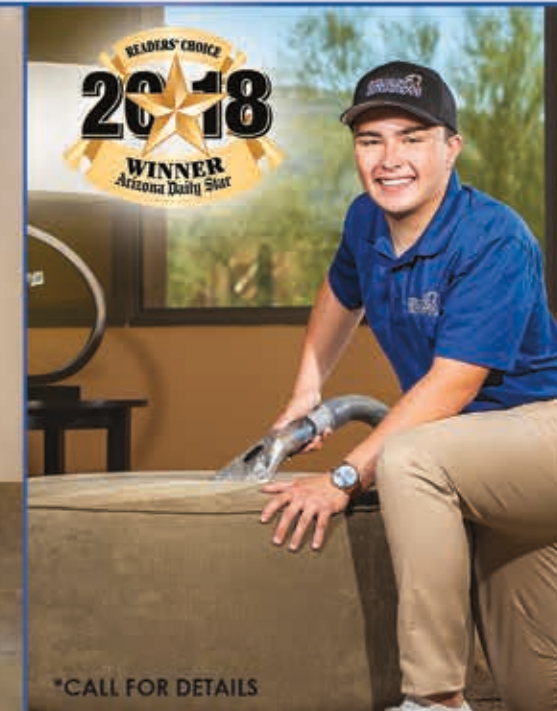


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This month seems to have a theme amongst those we have featured: Community, the American Dream, making a difference, being involved and creating something better.

Michael Shiner with CXT Realty grew up on a dude ranch and is finding inspiring ways to connect the dots in Tucson!

Karnas Law Firm – TRP partner, David Karnas, knows firsthand the positive effects of being an immigrant! Instilled from an extremely early age were the very characteristics that make not only a good person but a great business owner. David is living the American Dream – but for his clients!

Bridgett Baldwin with Berkshire Hathaway and Team Lead for the Tucson Agents Real Estate Team is dedicated to keeping the big picture in mind and creating a brighter Tucson community!



Pupak Lowther with Coldwell Banker is committed to 88-CRIME and the huge impact it is making on Tucson's youth. You can feel the love and passion she has for Making a Difference right here after living in a war-torn country.

Calvin Case is featured in our first "Celebrating Leaders" article. When confronted with continuing to build a company whose values did not match, Calvin jumped and made a decision to build on his own values and passions. Eight years of growth led to becoming the owner/broker of Omni Homes International.

We also had our first Tucson Real Producer's Riders, made just for you. If you are interested in using them on your listings reach out, I can help!

If we have not met yet, it is my sincere hope to get to know all of you individually! Give me a call I would love to find a time to get together.

Cheers,

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partner spotlight

By Dave Danielson
Photography by Joey Ambrose

KARNAS LAW FIRM

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Finding Justice in the American Dream

As head of Karnas Law Firm, David Karnas knows all about the American dream. His parents were the children of immigrants — people who came to the United States to make the dream their own.

As a boy, he quickly learned from their enduring example.

“My parents are immigrants. And our nation was built on immigration,” David emphasizes. “My parents were hard working and extremely committed to making our family succeed. It was a grind for them every day. But they kept working because they enjoyed it — and that has been instilled in us kids. They really helped me out.”

Moving Forward

David grew up in Woodbridge, New Jersey, and then attended college at the University of Arizona, where he graduated in 1986, and the Syracuse University School of Law, where he earned his law degree in 1991. After beginning as a clerk, David worked hard and eventually assumed ownership of Siegel, Bellovin and Karnas.

As David was coming of age and considering his future, he saw another passion his father had — public service. It left a deep impression.



“My dad was always involved in a lot of local politics and helping people,” David recalls. “I’d say that’s why I chose a career in law ... because I really like helping people.”

Reliable Resource

David and his team at Karnas Law Firm continue that pursuit today by helping people who sustain personal injuries. And as David says, his firm provides a key resource for real estate professionals who do a lot of driving and who run a potentially greater risk of being involved in a car wreck.

“If real estate folks are in a car crash, it’s very difficult. They may need help dealing with insurance companies and they have to take out time from their work,” David explains. “We come in and help them so they can continue working and get them the compensation they deserve. Even the smallest of wrecks can have a significant impact on people. They’re in the middle of a deal and they’re trying to get it done and, instead, they need to deal with an unfortunate auto crash.”

As David admits, the process of working through accident claims can be drawn out.

WE COME IN AND HELP THEM
SO THEY CAN CONTINUE
WORKING AND GET THEM THE
COMPENSATION THEY DESERVE.

“Insurance companies don’t want to pay on claims when it comes time for them to act quickly so people can get compensated and get on with their lives,” David says. “We represent a good number of agents. We really take away the pressure and stress of having to deal with the legal side and get them back as soon as possible and allow them to get their focus back on their work.”

And Karnas Law Firm literally meets its clients where they are — with a free ride service to take them to appointments if necessary until they’re able to get a rental or their vehicle up and running.

Team Approach

With offices in Tucson, Phoenix, and Yuma, Karnas Law Firm takes a true team approach to supporting its clients. David is proud of his legal team and staff — and the approach they take to helping clients.

As David points out, “We don’t have just one person assigned to a case. We have a team dedicated to different aspects of the process. Each case is staffed with a case manager, a case manager assistant and a lawyer. So you have multiple people familiar with your case.”

Karnas Law Firm also takes a team approach to give back to a range of children’s charities in the region, including a new college scholarship program just begun this year.

Thinking back, David smiles at the example his parents set — and the difference he and his team are making.

“The region is filled with people who work for their goals and ambitions to come true — to have their part of the American dream,” David says. “I could have worked for big firms representing large corporations. But, I chose to get involved in the side of the profession where I could affect people’s lives in a very powerful way. When we get a case, we conclude relatively quickly and get clients back to normal everyday life; that’s the best, most rewarding feeling.”



For more information:

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Testimonial:

Full Disclosure, Lisa Larkin is affiliated with the Karnas Law firm as a senior attorney. “In 2012 I was T-boned in an intersection by a hit-and-run driver who ran the red light. When they caught up to him, he had no insurance and was illegally driving a rental truck rented by a friend. David Karnas did an amazing job handling my case and not only got me a healthy settlement, but the firm staff also negotiated the hospital and other medical bills so that I received more compensation for my injuries. After the accident, I became a tenant in the firm’s building, eventually opening a RE/MAX office there. Later I was asked to join the firm and I still work with them today.”



McGruff, Pima County Attorney
- Barbara LaWall & Pupak

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As a young girl, Pupak Lowther moved with her family to another country. Pupak shares how that experience influenced her perspective on life and inspires her to give back. "For a couple of years, my family had to go back to Iran. I had to leave my school and everything in Tucson. I lived in Iran for first and second grade. Coming back to the United States after having lived in a war-torn country really helped shape me; I realized how blessed I was. My parents moved here to give us a better life." As she grew up, Pupak never forgot that. Thankful for the opportunities she's had, she looks to create opportunities for others and strengthen her community.



As the Board president for 88-CRIME, Pupak has a unique opportunity to help bring real change to the city of Tucson. In 2011, Pupak joined the board for 88-CRIME. She admits she didn't completely understand the organization when she started. "A client of mine had been trying to recruit me to the board for a while, but I was serving on another board at the time. I give one-hundred percent to anything I'm involved in, so I waited until I fulfilled my commitment there before saying yes. The first six months was information overload as I learned about the organization and law enforcement." When Pupak realized how important it was to Tucson, she was fully committed to the mission. She faithfully served in each position she held from secretary to vice president and now president. She's excited about bringing more awareness to the community about how 88-CRIME makes a difference in their neighborhoods and schools.

"Everyone has heard of McGruff, the CRIME dog, but not many people remember what 88-CRIME is until asked, 'Do you watch the news?'" If you watch the local news, you've probably heard an anchor implore people to call the police or 88-CRIME if they have information regarding a crime. "88-CRIME is an anonymous tip line. It's for people who want to do the right thing but are scared about retaliation. 88-CRIME allows them to get the information to the police without having to reveal their identity." Those tips are helping local law enforcement crack cases.

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Danny (Pupak's husband), Steve Neeley (founder of 88-CRIME) & Pupak



Linda McCollum, 88 CRIME program director, Pupak & Jessica Moats, VP Receiving Community Service Award



David Gonzalez, District of AZ U.S. Marshall

Neighborhoods are saved as police go in and clear out meth labs and drug dealers thanks to tips. At 88CRIME.org you can see the impact. Their website reports that 88-CRIME tips have assisted in 5,977 arrests and helped clear 6,436 cases. Over 20 million dollars' worth of property has been recovered and over \$90 million in drugs seized. It's clear 88-CRIME helps make Tucson a safer place to live. It's not just about safer neighborhoods, it's also about creating safer schools.

Pupak shares about 88-CRIME's school program. "It frequently changes because we want to keep the information relevant to today's students. Before, it focused more on saying no to drugs and what 88-CRIME is. Unfortunately, today, school shootings have become much more common. Our Safe School Presentation focuses on teaching students to stop and look for signs to prevent school shootings. According to the U.S. Secret Service, in instances where there was a planned school attack, 81% of the time someone other than the perpetrator knew about the attack ahead of time. Students were usually the first to know." The presentation teaches how to recognize warning signs and provides students a way to report concerns or

safety threats safely and anonymously. The goal of the program is to equip students to be part of the solution. "The biggest message of 88-CRIME is empowerment; you don't have to be a police officer to help fight crime. You have the power to make a difference in your neighborhood or school."

88-CRIME also gives back to the community through a scholarship fund. Pupak is proud that the board recently renamed the scholarship fund in honor of Deputy U.S. Marshal Chase White, who lost his life in the line of duty. His legacy lives on in



Leila (13), Daniel (7), Danny and Pupak

this scholarship. "Year after year, each recipient of this scholarship will remember Chase White and what he meant to this community." There are three scholarships available for Pima Community College and one scholarship for the University of Arizona.

With Pupak's passion for building community, it's no surprise that she's an excellent REALTOR®. Pupak started out on the banking side of real estate as a consumer real estate manager. In 2013, she became a REALTOR® to achieve a better work-life balance. "When I was working for the bank, I had to travel a lot. I was missing out on my kids' lives while I was gone." For Pupak, her greatest adventure in life has been parenting. Pupak adds with a laugh, "You're a perfect parent until you have kids!" As she teaches her kids, she is learning too. She is grateful to 88-CRIME for enabling her to bring the message of empowerment home to her own kids. "I have a 13-year-old daughter, Leila, and a 7-year-old son, Daniel. It's important to my husband, Danny, and me to raise determined children. It's a different mindset from when I grew up. As a child, I was taught to conform but in today's world, you need a strong voice. I've learned to encourage my children to use their voice while still being respectful." The biggest lesson Pupak hopes to pass on to them is that they can accomplish anything. "I want them to know that they can have a successful career, a family, and give back to the community. As long as you make it a priority and put in the time, you don't have to choose one over the other." From empowering her kids to strengthening the community, Pupak Lowther is a REALTOR® committed to making a difference.

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



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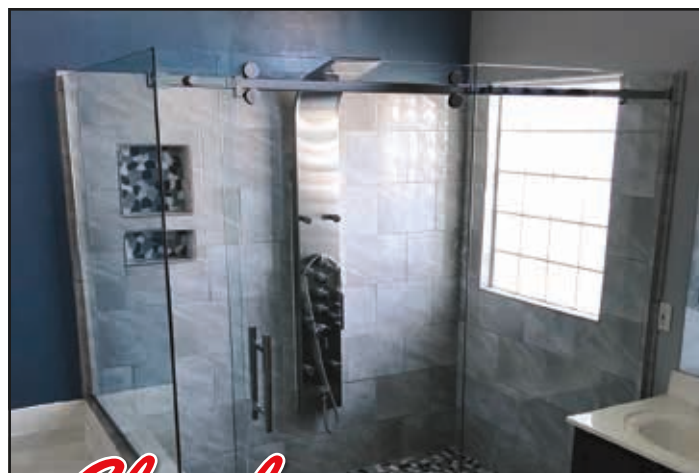
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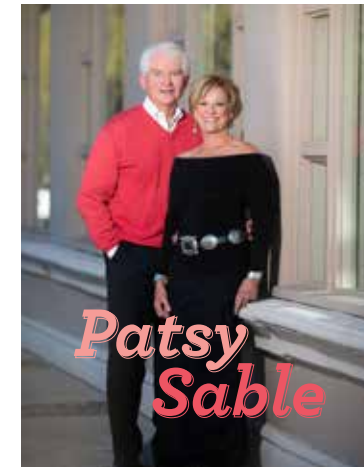
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By **Kamryn Stichter**
Photography by **Joey Ambrose**

On September 11, 2001, Calvin Case was working for the corporate office of a large retailer. He was supposed to fly to New York City the following day for work as he normally did one week out of every month. He was stunned to learn about the attack on the World Trade Center; his hotel was inside and his office was just around the corner. After hearing about the devastating attacks on the Twin Towers, Calvin solemnly made a call to the vice president of the company and explained that he obviously wasn't going to be able to make it to the city the next day. Without sensitivity, Calvin's boss insisted that he be there to ensure the managers were in their stores working. "I said to him, 'Do you realize what's going on in our world right now? I'm watching my home away from home burn to the ground,' and he responded, 'Yes and I'm sure it's not going to be good for sales.' I quit right then and there and went to real estate school the next day."

Calvin Case opened OMNI Homes International in 2015. Part of the inspiration behind the OMNI brand was his own background. Calvin moved to

America from England when he was fifteen years old and has attracted agents of all different backgrounds. OMNI Homes International proudly speaks 30 languages. "The logo really does sum up the culture. I believe there's an abundance, enough for all, without limits. It symbolizes that we're all in this together."

By combining low fees, excellent training and all the resources an agent could ever want, Calvin has expanded his team to over 150 agents. "The culture created by the agents here is incredible," Calvin says. "We have evolved by osmosis; it's been fun watching the company grow. We don't advertise — our agents do all our recruiting for us; they drop what they're doing to help each other and don't mind giving back."

Growing up in the diverse cultures of Europe, Calvin had friends from all over the world. This is where he learned how to get along with everyone. "I didn't know it but I've been preparing for this job my whole life," Calvin explains. He was a corporate recruiter and trainer for 22 years and



was in radio advertising and marketing before that. He went into real estate and now, he notices himself doing all of those things every day.

"I work every day, but I don't mind because it never feels like work. I relax hard too." Whenever time allows, Calvin lives for going somewhere where he can put his toes in the sand; Malibu and Maui are a couple of his favorite destinations. "Nothing makes



“

MY DRIVING FORCE, MY 'WHY,' HAS ALWAYS BEEN MY FAMILY. WHEN I WAS YOUNGER AND WAS RAISING MY KIDS, I COACHED EVERY SPORTS TEAM THEY WERE EVER ON. THAT FAMILY TIME IS STILL VERY IMPORTANT TO ME, EVEN THOUGH MY BOYS ARE 27 AND 32.



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me happier than board shorts and flip flops! But my biggest motivation is my sons, Jordan and Garrett, and my girlfriend and soon-to-be wife, LeeAnne,” Calvin explains. “My driving force, my ‘why,’ has always been my family. When I was younger and was raising my kids, I coached every sports team they were ever on. That family time is still very important to me, even though my boys are 27 and 32.”

In addition to traveling and family, music is another of Calvin’s passions. “I’m not a musician, I play the guitar badly, and I sing even worse,” he laughs, “But having worked in radio for many years, being in the studio and producing music is one of the most wonderful things I’ve ever experienced. Music touches the world, your soul, and every song you hear is a memory. There’s nothing else like it.” Garth Brooks, George Strait, and Phil Collins are a few of his favorite artists.

Apart from spending more time on the beach, Calvin’s goal is to have OMNI Homes International in every state. He is working toward that goal now by getting his license in Tennessee as he intends to spend more time in Nashville this year. Calvin’s eagerness for adventure will surely take OMNI Homes International to new heights.

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(520) 308-4322
Montaretto Estates • Own from mid \$200s
8660 N. Rome Ct., Tucson, AZ 85742
(520) 912-4719
Mountain Vail Reserve II • Own from high \$100s
9474 S. Desert Fauna Loop, Tucson, AZ 85747
(520) 232-3760
Sonoran Ranch II • Own from high \$100s
6451 S. Reed Bunting Dr., Tucson, AZ 85757
(520) 912-4121

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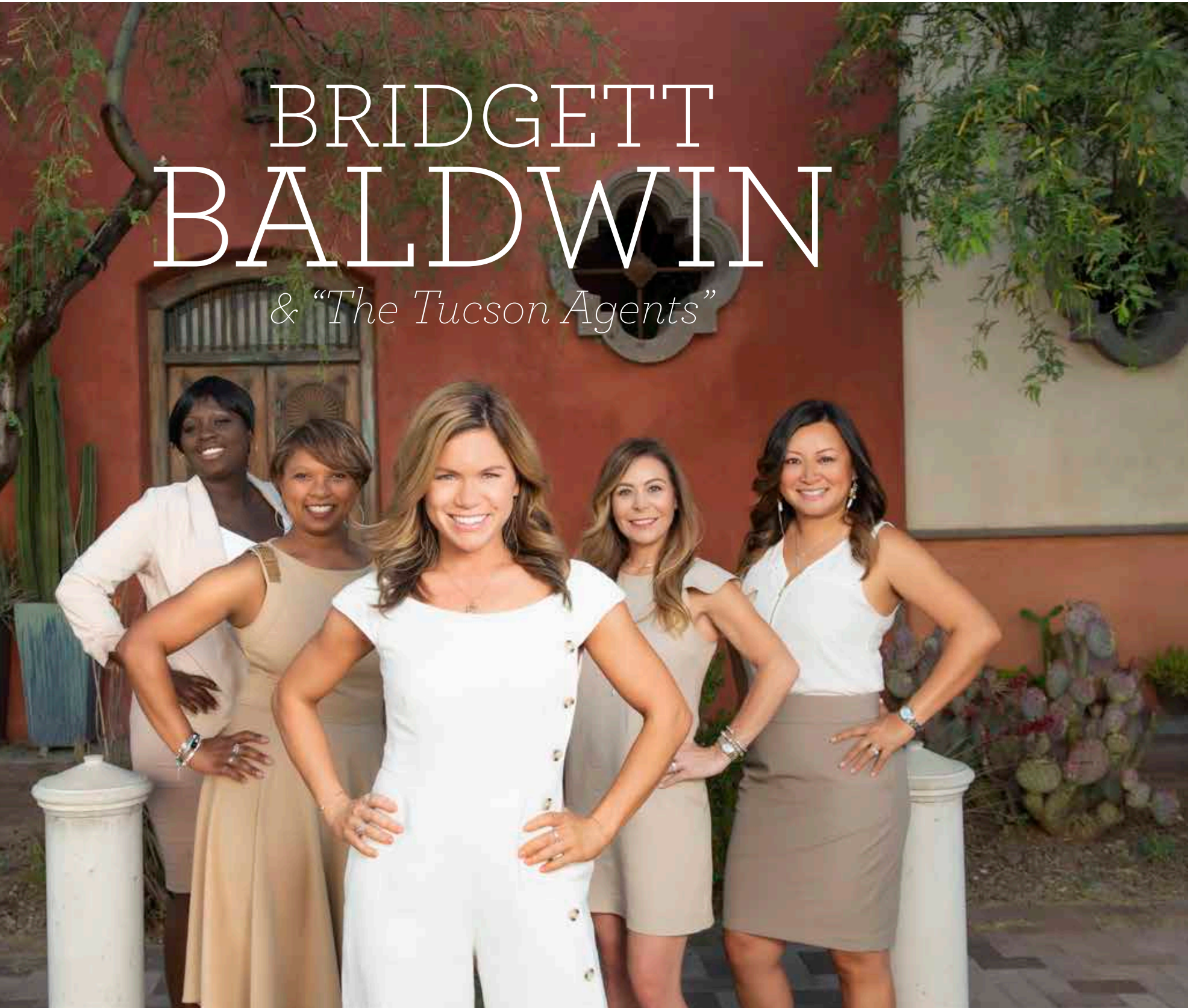
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BRIDGETT BALDWIN

& "The Tucson Agents"



Creating a Brighter Image for Tucson

"Dad, I did it!" On April 24, 2018, Bridgett Baldwin simultaneously closed on her home and started her own team, The Tucson Agents Real Estate Team. Bridgett shares the significance of that call. "My dad is very important to me, he's my rock. From my third year in real estate, he kept telling me I could do it on my own and asking why I wasn't. My dad saw more potential in me than I might have. Last year, when I was able to call him and say, 'Dad I finally did it! After seven years, I am on my own,' that was a really powerful moment for me, and I know it was for him too." It's a journey that her dad helped start when he humbly suggested she check out the University of Arizona. "My dad played basketball at the U of A and graduated from there in 1962. We flew down together. After breakfast at IHOP, we toured Arizona State University first, but I knew the moment I stepped out onto the U of A mall that it was where I needed to be."

The economy was crashing when Bridgett graduated Phi Beta Kappa from the U of A in 2008. Many recent college graduates returned to their parents' homes. Bridgett's perseverance and love of Tucson kept her moving forward. "I found a part-time job on Craigslist in marketing. The president of the company had real estate investments. He asked, 'Why don't you get your license? You can be my Tucson REALTOR®.'" Bridgett who was seven months pregnant found herself preparing for a lot more than her maternity leave. "I worked during the day and went to real estate school at night. My son was born in November 2009, and I passed my real estate exam in December." Just like that, Bridgett had a whole new life as a mom and a REALTOR®.

Bridgett spent her first few years in real estate handling foreclosures. "When I got into real estate, the market was straight down, but I said, 'This is my opportunity; what am I going to do with it?' My dad always told me, 'It's not what happens to you in life, it's how you overcome it.' I choose to focus on the solution instead of the problem." Bridgett



looks at problems differently because she had to learn to overcome at an early age. "I did not have a traditional childhood. My birth mom was very young when she had me, there was a lot of uncertainty. My grandparents adopted me; I grew up with extended family. It gave me a unique perspective on life. I developed tenacity, endurance, and open-mindedness." Bridgett continues, "When an issue arises in a transaction, I choose to be thankful that I have a client to help. I am grateful for the interruptions and challenges because if that weren't happening, I wouldn't be leveling up."

As a single mom, it's important to Bridgett to instill in her son, Tosh, the same values she was taught. "I am really involved in my son's school whether that's chaperoning field trips, making sure that his classroom has needed supplies, or simply showing extra gratitude to his teachers." Outside of work and school, Bridgett and Tosh enjoy playing board games and sharing meals together. Bridgett adds



with a laugh, “I love to cook, and he loves to eat! We always have meals together, and no electronics are allowed at the dinner table.” Tosh plays basketball three times a week and just became involved in drama. You can hear the delight in Bridgett’s voice as she talks about her son. “He’s had perfect attendance this school year, and he’s the lead role in the play. He’s killing it!” Family is a priority to Bridgett. Even though she is geographically far away from her family, she finds creative ways to keep in touch and help out. “I send my family HelloFresh boxes every month. It’s a fun way to stay involved.”

Bridgett is grateful that real estate not only allows her to help her family but to help others in her local community, too. She volunteers as a coach with Girls on the Run International. Two days a week she spends an hour and a half working with 3rd- through 5th-grade girls. “We teach life skills as well as fitness. We have a lesson, a fun activity to incorporate the value talked about, and then the girls get to run some laps. Each lap they earn a small prize. We end with a healthy snack.” During that time, Bridgett gets to engage with the girls, encour-

age and mentor them. “We have conversations about school and life; dialogue that might not be happening at home.”

Her involvement in the community is one of the reasons she was nominated for the 2019 Women of Influence awards, dedicated to honoring women that are making a significant difference in their community. “I was honored to be one of the finalists. I am passionate about helping people, especially women. I want everyone to realize their true potential.” Those are words she puts into action as she leads The Tucson Agents RE Team and helps her clients. “I am committed to helping my agents achieve their dreams. One of my agents is a horse enthusiast who wants to be able to sponsor herself in competitions, another wants to earn enough to leave her corporate job behind, and another has a goal to help those in need by fixing up homes and renting back to those who can’t afford to buy.” The path to making their dreams a reality is by helping the clients’ dreams come true. “It’s important to us to create a client experience unlike any other, that means following up after closing. I’m not scared to ask how the house is working out for them. Sometimes I find other areas where I can be of service, whether it’s helping with a landscape design project or renovating a kitchen.”

Bridgett feels the biggest deciding factor in an agent’s success is their reputation with the REALTOR® community. “I pride myself in being a team player from beginning to end. When issues arise,



I’m the first to accept responsibility for the outcome and am eager to work together to find a solution.” With every transaction, Bridgett keeps the big picture in mind. “It’s bigger than real estate, it’s about building community. It’s about creating a brighter image for Tucson, retaining young talent, supporting new infrastructure, and helping the city to grow and succeed. I named the team ‘The Tucson Agents’ because that’s all you need when you think of Tucson real estate; I want you to think of us.”



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MICHAEL SHINER

A TUCSON AMBASSADOR! | **CXT Realty**

Giver, Taker, or Matcher? It is a choice that Michael Shiner faces each day as a husband, father, REALTOR®, business owner, and member of the Tucson community. “I think every day about the give and take mentality. There are givers, takers, and matchers. It is hard to be a giver, but when we help those around us, it comes back ten-fold to all of us.” Michael continues, “I try to be a matcher, too, to help connect the dots for others; there’s no greater reward. That’s why I enjoy real estate. We match up a buyer and a seller and find common ground where both parties can feel good about the transaction. I try to do that on every level of my life.” This mentality guides Michael in all he does. It serves as the foundation for his real estate company, CXT Realty, and motivates him to be an active and productive member of the community.

▶▶ featuring

Kylea Bitoka
Photography by Casey James





It all goes back to the lessons he learned from his father while growing up. “My father instilled these core principles in me at an early age: Create value every day – keep your eye on the big picture – don’t forget the details – take care of those around you.” Michael saw these principles in action through his family’s businesses. “My family owned and helped operate a dude ranch. I worked on the ranch during the summer. I did everything from prepping food in the kitchen to working in the barn. I saw first-hand all of the different pieces that came together to create an amazing experience for our guests. I also got to meet people from all parts of the world.” It was the perfect training ground for a natural entrepreneur. At the same time, Michael was being introduced to his future career. “My father did real estate development. I got to travel all across Tucson and see different projects.” Michael had a front row seat to Tucson’s transformation; it sparked a love for real estate as well as the city he called home. When Michael graduated from the University of Arizona in 2008, he didn’t make plans to leave as was the trend for most college graduates in Tucson. Instead, Michael jumped into a plummeting industry in a city where opportunity does not come readily.

“Tucson is near and dear to my heart. I decided to stay here and build my family and business. When I got on this path, I knew I would have to create the opportunities for myself, they wouldn’t be created for me.” From the beginning, Michael was committed to being the change he wanted to see. “I realized it takes new leadership to improve our community. We can have better schools; Tucson can be a city of

CREATE VALUE EVERY DAY – KEEP YOUR EYE ON THE BIG PICTURE – DON’T FORGET THE DETAILS – TAKE CARE OF THOSE AROUND YOU

opportunity that recruits top talent and employers.” One of the ways Michael knew he could make a difference was by founding CXT Realty. “I wanted to build a brand that stands for something good, that creates opportunities for myself and others. I wanted to enable not only my family but other families to be financially successful allowing us to give our time and money back to the community we live in, so it becomes a better place for everyone.” It’s a mission Michael takes seriously in all aspects. He’s proud that CXT Realty is located in the original heart of Tucson. “Our office is located in Barrio Viejo. It’s significant for us to be located where there is so much history.” While Michael appreciates the history, he’s ready to bring a fresh approach to Tucson real estate. CXT Realty is a team of like-minded REALTORS®

that are just as committed to building relationships with each other as they are with their clients. Michael created a positive team atmosphere by offering support, great systems, and warm leads. This approach creates a one-of-a-kind experience for CXT clients and agents alike. “We are constantly innovating to be the best real estate company we can be.”

Michael is always on the lookout for new opportunities that can bring improvement to Tucson. His latest project is developing infill housing communities such as Park Modern and Camino Modern. “The idea was to create a new and innovative product that Tucson has not seen before while making it affordable.” Michael helped create a joint venture with Pepper Viner homes. “My partner and I assembled and acquired multiple parcels



Avi Erbst, Adam Donaldson, Drew Smith, Alexis Cortez, Ashley York, Michael Shiner, Jacob Real, Angela Kelemen, Corey Denton, Mackenzie Carlat.

to build the overall subdivision. We also designed the overall concept and worked on the entitlements for the project. Now, we work with Bill Viner and his team at Pepper Viner homes to market, build, and sell them.”

At the end of the day, Michael hopes to be remembered for more than his professional success, he wants to be known as an ambassador for his community. “I’ve been fortunate to have had an amazing group of people to tap into for information and mentorship. They’ve given me the knowledge and helped direct me. I want to pass that on to others.” It’s a passion his wife, Melissa, also shares. As an attorney, Melissa saw a great need and took

action to help fill the gap. “One of the organizations we are passionate about is a non-profit that Melissa helped to start, Step Up to Justice.” Step Up to Justice offers pro-bono legal services for low-income individuals and families in Pima County. Michael also supports the Jewish Federation of Southern Arizona. As a member of their board of directors, Michael is able to contribute to multiple local organizations like Handmaker and Jewish Family and Children Services.

For Michael and Melissa, the birth of their son has strengthened their commitment to family and community. “Now that I’ve had my son and am trying to raise him in the same

community I grew up in, the need becomes even more apparent to me. We need the education and opportunities to be there for future generations.” One thing is certain Michael can’t do it alone. We all have the opportunity to be the change that we want to see. Giver, Taker, or Matcher?

Q&A with CXT Realty: Get to know the team!

What does it mean to be an agent today?

“As an agent, you are a part of one of the biggest financial decisions your client will make. It means you take responsibility for their best interest and help them through each decision along the way.” **Corey Denton, Former USAF Munitions Inspector**

“There are no words that can describe the joy in finding a family their dream, a home for a couple to start a family in, or finding the perfect fit for a first-time home buyer! Being an agent is one of the most rewarding jobs today.” **Ashley York, REALTOR®, three and a half years**

Why did you choose to work at CXT Realty?

“I chose to work with Michael at CXT Realty because it was a newer company. I started about six months after Michael opened CXT. I wanted to be part of a brokerage that valued its clients and preferred quality over quantity. It’s not about selling the most houses, rather providing our clients with the highest value of service.” **Avi Erbst, REALTOR®, four years**

How does Michael and CXT help you achieve your professional goals?

“Flexibility — this is how Michael and CXT Realty is helping me achieve my professional goal. The company allows individual autonomy, creativity, and yet support the moment I need it.” **Drew Smith, REALTOR®, two years**

“I am learning a great deal! All of my partners have been extremely helpful. I am exceeding my professional goals working with Michael and CXT because of the knowledge and opportunities that I have received. I sold a property to a close friend that I’ve known since middle school — to be able to assist a person that you’ve known for so long just adds that much more excitement.” **Alexis Cortez, Former Registered Nurse**

“Michael always pushes me to succeed and step out of my comfort zone so I can become a more well-rounded real estate professional and individual.” **Adam Donaldson, REALTOR®, three and a half years**

TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—April 30, 2019

Rank	Name	Sides	Volume	Average
1	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	149.0	27,523,144	184,719
2	Marsee Wilhems (16298) of eXp Realty (495201)	96.0	24,057,775	250,602
3	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	95.0	15,909,150	167,465
4	Sandra M Northcutt (18950) of Long Realty Company (16727)	35.0	13,769,400	393,411
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	50.0	13,649,404	272,988
6	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	62.0	13,627,800	219,803
7	Laura Sayers (13644) of Long Realty Company (16717)	32.0	12,711,915	397,247
8	Kaukaha S Watanabe (22275) of eXp Realty (495203)	60.5	12,228,070	202,117
9	Tom Gansheimer (12814) of Lennar Sales Corp (128102) and 1 prior office	30.0	11,677,130	389,238
10	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty (472203)	13.5	11,511,400	852,696
11	Lisa M Bayless (22524) of Long Realty Company (16717)	26.5	11,022,257	415,934
12	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	33.0	10,472,500	317,348
13	Gerald L Hause (30852) of Long Realty Company (16728)	22.0	10,383,162	471,962
14	Peter Deluca (9105) of Long Realty Company (298)	25.5	10,168,994	398,784
15	Don Vallee (13267) of Long Realty Company (298)	30.5	9,845,374	322,799
16	Alfred R LaPeter (32582) of Long Realty Company (16717)	20.5	9,645,614	470,518
17	Don Hatcher (31480) of MTH Realty LLC (5383)	31.0	9,283,874	299,480
18	Brenda O'Brien (11918) of Long Realty Company (16717)	16.0	8,564,198	535,262
19	Russell P Long (1193) of Long Realty Company (298)	18.0	8,534,000	474,111
20	Janell E Jellison (4774) of Long Realty Company (16706)	17.0	8,198,055	482,239
21	Jim Storey (27624) of Tierra Antigua Realty, LLC (286607)	14.0	8,176,000	584,000
22	Vicki L Holmes (19184) of Long Realty Company (16719)	28.0	8,122,900	290,104
23	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	35.5	8,074,833	227,460
24	Wanda Fudge (28579) of Long Realty Company (16728)	22.0	8,041,042	365,502
25	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	33.0	7,682,200	232,794
26	Laurie Hassey (1171) of Long Realty Company (16731)	18.5	7,611,845	411,451
27	John E Billings (17459) of Long Realty Company (16717)	25.0	7,576,613	303,065
28	Leslie Heros (17827) of Long Realty Company (16706)	22.5	7,511,452	333,842
29	McKenna St. Onge (31758) of Long Realty Company (16706)	13.0	7,458,060	573,697
30	Jameson Gray (14214) of Long Realty Company (16706)	13.0	7,458,060	573,697
31	Joshua Waggoner (14045) of Long Realty Company (16706)	6.0	7,455,000	1,242,500
32	Patricia "Patti" Brown (14873) of Coldwell Banker Residential Brokerage-70202	17.0	7,411,750	435,985
33	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	39.5	7,329,300	185,552

Rank	Name	Sides	Volume	Average
34	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	34.0	7,152,830	210,377
35	Anjela K Salyer (30415) of Mattamy Homes (5799)	15.0	7,010,982	467,399
36	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	30.0	6,984,772	232,826
37	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	28.0	6,941,176	247,899
38	Candy Bowen (37722) of Tierra Antigua Realty (286610)	31.5	6,662,581	211,511
39	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983)	30.0	6,398,100	213,270
40	Tim Rehrmann (25385) of eXp Realty (4952)	25.0	6,384,210	255,368
41	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	38.5	6,383,452	165,804
42	Denice Osbourne (10387) of Long Realty Company (16707)	19.0	6,374,200	335,484
43	Cathy A Whalen (17500) of RE/MAX Excalibur (453501)	16.0	6,294,131	393,383
44	Jeremy Smith (53015) of PCD Realty LLC (4826)	18.0	6,181,928	343,440
45	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	4.0	6,136,705	1,534,176
46	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	18.0	5,981,019	332,279
47	Nicole Jessica Churchill (28164) of eXp Realty (4952)	25.5	5,958,450	233,665
48	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	25.0	5,938,650	237,546
49	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	26.0	5,864,351	225,552
50	Sue Brooks (25916) of Long Realty Company (16706)	13.5	5,844,500	432,926

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—April 30, 2019

Rank	Name	Sides	Volume	Average
51	Jose Campillo (32992) of Tierra Antigua Realty (2866)	33.0	5,769,775	174,842
52	Rob Lamb (1572) of Long Realty Company (16725)	15.0	5,694,900	379,660
53	Tyler Lopez (29866) of Long Realty Company (16707)	24.5	5,659,850	231,014
54	Jeremiah Taylor (17606) of Keller Williams Southern Arizona (478306)	26.0	5,598,150	215,313
55	Ashley Kimberlin (18406) of Realty Executives Tucson Elite (498306)	14.5	5,464,025	376,829
56	Jim Jacobs (7140) of Long Realty Company (16706)	14.0	5,456,900	389,779
57	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	21.0	5,429,850	258,564
58	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	13.5	5,414,060	401,041
59	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	21.0	5,401,800	257,229
60	Tom Peckham (7785) of Long Realty Company (16706)	13.0	5,225,450	401,958
61	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	12.5	5,188,060	415,045
62	RW Christian (52833) of LGI Realty Arizona (51463)	24.0	5,162,062	215,086
63	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	11.0	5,142,756	467,523
64	Tom Ebenhack (26304) of Long Realty Company (16706)	18.5	5,139,719	277,823
65	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	15.0	5,095,750	339,717
66	Patricia Sable (27022) of Long Realty Company (16706)	10.0	5,054,900	505,490
67	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	19.0	4,959,250	261,013
68	Mary G Dorais (5988) of Long Realty Company (16706)	9.0	4,628,000	514,222
69	Alicia Girard (31626) of Long Realty Company (16717)	16.5	4,614,615	279,674
70	Jason Mitchell (36629) of My Home Group Real Estate (427501)	20.5	4,595,650	224,178
71	Roni Benge-Adamson (8355) of Keller Williams Southern Arizona (4783)	15.5	4,591,012	296,194
72	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	19.0	4,587,400	241,442
73	Michael Shiner (26232) of CXT Realty (5755)	20.0	4,544,524	227,226
74	Michele O'Brien (14021) of Long Realty Company (16717)	10.0	4,519,118	451,912
75	Rolando Verduzco (29373) of RE/MAX Select (51543)	20.0	4,497,550	224,878
76	Angela Tennison (15175) of Long Realty Company (16719)	11.0	4,477,000	407,000
77	Glenn Michael Nowacki (35737) of Realty Executives Tucson Elite (498306) and 2 prior offices	19.0	4,466,900	235,100
78	Tana R Newton (18103) of Long Realty Company (16707)	17.5	4,458,950	254,797
79	Beth Hughes (27468) of Sierra Vista Realty Inc. (4690)	5.0	4,455,000	891,000
80	Dottie May (25551) of Long Realty Company (16728)	9.5	4,412,200	464,442
81	Margaret E. Nicholson (27112) of Long Realty Company (16728)	9.5	4,412,200	464,442
82	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	18.5	4,376,900	236,589
83	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	10.5	4,350,750	414,357

Rank	Name	Sides	Volume	Average
84	Elizabeth "Bizzy" Orr (22768) of Realty Executives Tucson Elite (498306)	11.0	4,349,700	395,427
85	Anthony D Schaefer (31073) of Long Realty Company (298)	16.5	4,330,400	262,448
86	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	15.5	4,256,650	274,623
87	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	9.5	4,233,965	445,681
88	Curt Stinson (4808) of Engel & Volkers Tucson (51620) and 1 prior office	19.0	4,202,850	221,203
89	Timothy R Hagyard (32545) of Long Realty Company (16707)	16.5	4,200,900	254,600
90	Gary B Roberts (6358) of Long Realty Company (16733) and 1 prior office	16.0	4,182,400	261,400
91	Alison P Hurd (8440) of Hurd Homes, Inc. (3906)	11.0	4,178,650	379,877
92	Lisa Korpi (16056) of Long Realty Company (16727)	15.0	4,118,027	274,535
93	Antonio Reyes Moreno (33276) of Realty Executives Tucson Elite (498303)	17.0	4,108,273	241,663
94	Bob Norris (14601) of Long Realty Company (16733) and 1 prior office	16.0	4,100,400	256,275
95	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	6.0	4,080,000	680,000
96	Tori Marshall (35657) of Coldwell Banker Residential Brokerage (70207)	16.0	4,055,034	253,440
97	Cha Cha Donau (142000057) of Long Realty -Green Valley (16716)	18.0	4,052,158	225,120
98	Tracy Wood (36252) of Russ Lyon Sotheby's International Realty (472203)	12.0	4,035,800	336,317
99	Pam Treece (13186) of Long Realty Company (16717)	13.5	4,031,750	298,648
100	Matthew F James (20088) of Long Realty Company (16706)	11.0	4,027,625	366,148

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—April 30, 2019

Rank	Name	Sides	Volume	Average
101	Heather Shallenberger (10179) of Long Realty Company (16717)	13.0	4,023,277	309,483
102	Diane Raynor Aune (9903) of Tierra Antigua Realty (2866)	10.0	3,999,859	399,986
103	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	16.5	3,994,075	242,065
104	Susan Denis (14572) of Tierra Antigua Realty (2866) and 1 prior office	13.0	3,925,000	301,923
105	Lori C Mares (19448) of Long Realty Company (16719)	16.5	3,918,050	237,458
106	Marian R Soto (28907) of Mattamy Homes (5799)	8.0	3,853,577	481,697
107	Tyler Gadi (32415) of Long Realty Company (16707)	17.0	3,839,142	225,832
108	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	10.0	3,810,098	381,010
109	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	12.5	3,804,440	304,355
110	James Arnold (142000775) of Tierra Antigua Realty (286614)	8.0	3,778,194	472,274
111	Judi Baker (13152) of Long Realty Company (16719)	13.0	3,764,100	289,546
112	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	10.5	3,746,995	356,857
113	Cindie Wolfe (14784) of Long Realty Company (16717)	11.0	3,705,000	336,818
114	Camille P Herbst (13140) of Coldwell Banker Residential Brokerage (70207)	10.0	3,680,000	368,000
115	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	16.5	3,679,875	223,023
116	Daniel S Yang (28982) of Coldwell Banker Residential Brokerage (702)	14.0	3,654,808	261,058
117	Lynn Tofel Dent (32852) of Realty Executives Tucson Elite (4983)	7.5	3,650,400	486,720
118	Jerri Szach (6050) of Long Realty Company (16706)	14.5	3,619,000	249,586
119	Kim Mazura (1420218) of RE/MAX Valley Properties (4621)	10.5	3,585,950	341,519
120	Jay Lotoski (27768) of Long Realty Company (16717)	8.5	3,547,250	417,324
121	Judy S Ibrado (27978) of Long Realty Company (16717)	13.0	3,499,800	269,215
122	Karin S. Radzewicz (20569) of Coldwell Banker Residential Brokerage-70202	9.0	3,480,400	386,711
123	Robert J Helmig (20563) of Tierra Antigua Realty (2866)	16.0	3,478,702	217,419
124	Heidi M Baldwin (4228) of Long Realty Company (16706)	5.0	3,470,000	694,000
125	Andrew J Moya (12184) of KB HOME Sales-Tucson Inc. (2434)	14.0	3,459,652	247,118
126	LizBiz Nguyen (27962) of Realty Executives Tucson Elite (498305)	15.5	3,443,950	222,190
127	Tanya M Stiegemeier (19804) of Tombstone Real Estate (201902)	11.5	3,440,275	299,154
128	Carlos L Albelais (30953) of Realty Executives Tucson Elite (498306)	14.5	3,433,750	236,810
129	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices AZ Prop-356307	14.0	3,428,400	244,886
130	Julia Wetterer (1134) of Russ Lyon Sotheby's International Realty (472203)	3.0	3,388,400	1,129,467
131	Benjamin H Ladrado (30951) of Keller Williams Southern Arizona (4783)	11.0	3,386,000	307,818
132	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	15.0	3,374,100	224,940
133	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty (472203)	8.0	3,365,821	420,728

Rank	Name	Sides	Volume	Average
134	Rosemary Lacy (11919) of Long Realty Company (298)	12.0	3,345,410	278,784
135	Karen A Baughman (20321) of Coldwell Banker Residential Brokerage-70202	14.0	3,337,460	238,390
136	Kristy E Johnson (22342) of Long Realty Company (16728)	9.0	3,332,500	370,278
137	Lynn Slaten (14783) of Long Realty Company (16728)	9.0	3,332,500	370,278
138	Oscar J Ramirez (5010) of Long Realty Company (16727)	4.5	3,317,850	737,300
139	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	10.5	3,298,030	314,098
140	James Servoss (15515) of Keller Williams Southern Arizona (478306)	19.5	3,276,850	168,044
141	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	4.5	3,273,000	727,333
142	Nicole Brule-Fisher (14479) of Tierra Antigua Realty (286606)	14.0	3,264,272	233,162
143	Mary J Lucas (30667) of DRH Properties Inc. (2520)	15.0	3,247,969	216,531
144	Calvin Case (13173) of OMNI Homes International (5791)	14.5	3,238,844	223,369
145	Trina M Alberta Oesterle (1420383) of Coldwell Banker Residential Br (70204)	11.5	3,236,900	281,470
146	Camille Rivas-Rutherford (11782) of Coldwell Banker Residential Brokerage-70202	7.0	3,213,360	459,051
147	Melissa Hann (37760) of Keller Williams Southern Arizona (478302)	13.0	3,198,500	246,038
148	Barbara C Bardach (17751) of Long Realty Company (16717)	3.0	3,165,000	1,055,000
149	Heather L Arnaud (32186) of Realty Executives Tucson Elite (498306)	16.5	3,165,000	191,818
150	Danae S. Jackson (26717) of Coldwell Banker Residential Brokerage (70202)	11	3,160,550	287,323

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