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Drew Smith

PARTNER SPOTLIGHT:

Jason Rose - Nova Home Loans

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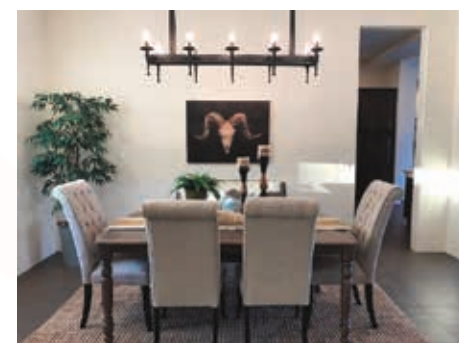


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Casey James
Photography



Joey Ambrose
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Jacquelynn Buck
Photographer



Kamryn Stichter
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► publisher's note

Because you receive *Tucson Real Producers*, we already know you are open to growth. Growth comes when we are open to embracing the obstacles that come our way. Embrace challenges and persist even when faced with setbacks. We grow when we realize all the effort we put in will pay off in the long run and we are able to learn even from criticism. Having the ability to find inspiration in the success of others and learn from that success makes all the difference. That is where *Real Producers* comes in...

We are telling your stories, sharing the experiences of your life and business. It always amazes me how unique each of you are and how so many have come from totally different paths yet are now running the same race and in the same industry. You each have a way of using your strengths and experiences in life to create your business. *Tucson Real Producers* is here to inspire and inform! Thanks to all of you who shared along this journey and for the impact you have made in spurring us all towards growth.

When we talk about growth, I can't help but mention the immense growth of *Real Producers*. What started as just an idea in 2015 has grown into a national franchise in 80 cities across the U.S. If you see a city not listed on the map that would be a perfect place for an *RP* pub, reach out and I will get you connected with the right person.

It has been an honor bringing *TRP* to you each month. If there is anyone you think we should be featuring send me a quick email and I will set up a time to meet them.



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Delilah Royce
Owner/Publisher, *Tucson Real Producers*
Delilah.royce@realproducersmag.com
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JASON ROSE

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Seasoned Loan Officer Jason Rose of Nova Home Loans is living the ultimate dream: working with his best friend and fellow Loan Officer, Mitch Jones! By offering full transparency to Realtors® and customers, constantly brainstorming ways to innovate their business, and assembling a group of hardworking and empathetic individuals, Jason and his coworkers promise to provide a mortgage experience unlike any other.

About two and a half years ago, Jason's best friend Mitch Jones was burned out with corporate culture. He was in the family car business with his father but was eager to find a career that was more fulfilling. "I came to J and explained to him my situation. I asked him for help on what I could do where I could be in control of my own destiny, and here we are," Mitch grins.

Jason and Mitch met in 7th grade when they had to do a social studies video project together. They remained friends while attending Canyon Del Oro High School, but they saw each other at the gym toward the end of college and have been attached at the hip ever since. "We

are so similar that we didn't know if we could work side by side. We took the DISC assessment to figure out if we would rip each other's heads off, but we actually had complementary characteristics. We have similar tendencies, but different personalities so by combining forces, it's actually been really good for business," Jason reflects. "We shared an office for the first year and a half; it was awesome. There's a pretty big learning curve in this business, so sharing an office accelerated the process for Mitch. In our three years together, working 60-80 hours a week, we've never had an argument."

Jason entered the mortgage industry while finishing his finance degree at the University of Arizona and has been with Nova for 15 years. He experienced a career highlight when he opened his own office about two years ago. "One of the hardest things about the mortgage industry is finding extensions of you. We're all capable of learning, but I can't teach people to care. I needed people with passion and empathy," Jason recalls. "Every person on our team is really important and everyone is handpicked because we know that

each person has involvement with the customer. The customer experience is very important to me, so in order to have the best experience, you have to have the best people. But you also have to treat them like they're the best. There's not a hierarchy. I try to be very transparent and genuine with my coworkers, and make sure they know they're important, respected and that I have their back. People work harder when they're treated that way," Jason explains.

In addition to the commitment and drive his team has, Jason highlights innovation and transparency as major factors that make his business unique. They recently started a mobile mortgage program because they wanted to bring convenience to the industry similar to the way Amazon has. The program allows the team to meet customers anywhere, like their business or favorite coffee shop. "We're trying to create a different approach and not do business the same way," Jason explains. With that said, if you come across social media accounts for Jason and Mitch, know that they were developed by Nova, not the guys. "We're old fashioned. We always joke that we should have been in this

“WE'RE ALL CAPABLE OF LEARNING, BUT I CAN'T TEACH PEOPLE TO CARE. I NEEDED PEOPLE WITH PASSION AND EMPATHY”



Mitch Jones & Jason Rose

partner spotlight

By Kamryn Stichter
Photography by Jacquelynn Buck



Mitch Jones



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business in the '50s where it was still about a hand-shake and dressing up," Jason laughs.

"I tell all of our clients that we're going to be as transparent as we possibly can and we'll go from there. In return, we ask the same. Some people like the complexity of the mortgage industry, but we do the exact opposite. We want to show you who Oz is. We are just as competitive as anyone else 90% of the time," Jason asserts. Jason and Mitch have figured what they call a "Grocery Store Theory." "When we retire, we don't want to have to hide from anybody at the grocery store. We want to walk up to those people, shake their hands, look them in the eye and know that we did everything we could to help them," Jason says.

Jason and Mitch put the customer over everything else, and consider growth and success by-products. "We have this great little widget here on Sunrise and we want to share it with the world, but it's a slow message," Jason says. The challenge isn't in providing excellent customer service — it's communicating the sincerity their team delivers every day. If you're looking for a highly organized and trustworthy group of people to work with your clients, don't hesitate to give Jason and Mitch a call!

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▶▶ rising star!

By Kylea Bitoka
Photography by Joey Ambrose

DREW SMITH

FLYING TO THE TOP!



From Left to Right:
 Maj. Ian McKay
 Capt. Avril Waller
 Capt. Casey Bosworth
 Capt. Ryan Fahey
 Drew
 Maj. Joshua Alexander
 Capt. Lance King

HUGE STORM CLOUDS LOOMED AROUND THE PLANE. DREW SMITH, THE FLIGHT ENGINEER, KEPT AN EYE ON ALL THE PLANE'S SYSTEMS FROM HIS SEAT BEHIND THE PILOT. THE PILOT AND AIR TRAFFIC CONTROLLER RADIOED BACK AND FORTH AS THE PLANE PREPARED TO LAND AT AN AIR FORCE BASE IN KUWAIT.

"We were trying to understand the controller's direction through his thick accent. Our weather radar was having issues. We ended up flying directly through a storm cloud. I looked up and saw the windshield glowing in all different colors." Drew watched in awe as a weather phenomenon known as St. Elmo's Fire danced across the windshield. BOOM! "It was like someone had punched the front end of the airplane. There was a big flash. As the flight engineer, I'm responsible for all the systems on the plane. I am the guy who runs point anytime we have an emergency. I sat there watching all the gauges wondering—Are we going to fall out of the sky? Luckily, everything was fine." The plane landed safely. Drew jumped out of the plane to complete the walkthrough. "When I walked to the front of the plane, the hard metal was soft and had a hole through it where the lightning had struck. It was like a deflated basketball. It was crazy!"

Drew deployed four times and went to 29 countries during his eight-year Air Force career. He enlisted when he realized he needed some direction and discipline if he was going to be successful. "After high school, I went to college for one year,

but my priorities were not in order. It was too much freedom. I needed to find a purpose and get out of the house." Drew worked his way up from mechanic to flight engineer. "I was constantly working my way up the ladder looking for the next challenge. I'm always drawn to things that I don't think I can do. When I accomplish it, then I start looking for the next challenge."

Real estate came into Drew's sights when he bought his first house. "I always thought you had to be 40, married, and have \$100,000 to buy a house. When I found out that wasn't true, it ignited a passion for real estate. I wanted to share that knowledge with everyone I worked with." Drew compared his career in the Air Force, with its predictable next steps, to the risk and challenge of real estate. Naturally, he opted for the uncertainty of real estate.

Drew sold over 40 houses his first year in real estate. Success in real estate can easily be judged by the numbers, but Drew needed it to be about more than just sales volume. "There was a time last year where I was super busy selling but wasn't as happy as I thought I would be. I realized just collecting checks gets old. My fulfillment doesn't come from listing a for-sale-by-owner or persuading someone to buy a house. It's about receiving that call from friends of past clients or having a client say, 'You're a great guy, here's a client for you.' I want to organically grow my network that comes by being available and going the extra mile. If it weren't for that, I would probably get out of real estate." For Drew, the turning point came last fall. "I walked into a closing. The transaction had gone well, but I could tell my clients weren't happy. I had 20 houses in escrow, and they hadn't seen me since I listed their house. They didn't say anything, but they had this look on their face like, 'Oh you're just here to pick up your check.' I knew something needed to change."

A week later, Drew was in Rocky Point, Mexico, on a mission trip with IMission building houses for those

in need. He had a conversation with a friend that put everything into perspective. "While in Mexico, I met a Christian guy who is a REALTOR® in Phoenix. As we were talking, he said to me, 'It's a beautiful opportunity to get to know people and serve them.' I was at a point where I was considering getting out. This guy came beside me and completely changed the way that I looked at my business."

Drew learned a lot in his first two years in real estate. "I don't have any more world domination plans to sell every house in Tucson. I've experienced different mindsets and strategies. Everyone has a different reason for why they do real estate. For me, it's about the people. I would rather sell less and create more meaningful relationships."

Outside of real estate, Drew embarked on another new adventure—marriage. Drew and Brittany tied the knot on December 21, 2018. "We got set-up on a blind date through people at our church. I had never been on a blind date before; she hadn't either, but the people who set us up were highly credible, so we decided to go for it." It's another risk that's paid off,

and the couple is excited to start their next adventures together. While the couple is still figuring out many aspects of their life together, one thing is certain — they are passionate about giving back. Drew and Brittany enjoy being active in the local Tucson community, from serving with their church to volunteering with IMission and Beads of Courage.

REAL ESTATE HAS CAUSED THE MOST GROWTH IN MY LIFE. I'VE LEARNED TO HAVE THE TOUGH CONVERSATIONS WITHOUT BEING SCARED.

"Real estate has caused the most growth in my life. I've learned to have the tough conversations without being scared. There are times when you don't want to answer the phone, but I don't send it to voicemail. I jump into it and say we are going to figure this out. Humility is key; being able to admit you're wrong even if you're not. It's the difference between saving a relationship and letting it go." The last couple of years have been quite the journey for Drew, but it's prepared him well for whatever may come next in life, marriage, or real estate.



A Beautiful Day in December!



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The Southern Arizona VA Health Care System (SAVAHCS) Fisher House will be celebrating its third-year anniversary on March 30, 2019. The home is located at the Tucson VA Medical Center at 3601 S. Sixth Ave. in Tucson. Fisher House provides a “home away from home” with free temporary lodging for eligible loved ones of Veterans or Active Duty personnel receiving inpatient care from SAVAHCS. The Fisher House offers a warm, compassionate environment where families find support and encouragement from others in similar circumstances. The house has served over 1,500 families and has hosted guests from several countries to include Italy, Japan, Mexico, Canada, Thailand, New Zealand, and Australia.

The SAVAHCS Fisher House is a 14,086 square-foot home designed with 16 private guest suites with their own bathroom. In the private guest suite, guests have their own TV/DVD player along with a telephone. Each room is professionally decorated and beautifully furnished. The communal kitchen allows the guests to prepare food themselves or for volunteers from the local community to prepare family-style meals. The dining room, which features a Keurig coffee bar, is spacious and inviting to encourage the guests to get to know one another or eat privately if they choose so. The house also has a communal family room, living room, and laundry facility.

Several Fisher House guests have provided wonderful feedback:

“My husband came here for lung tumor removal. This house not only provided a stress-free place of food and shelter, but also a place to gather with others going through the same thing for support.”

“My mother and I were humbled by the generosity, hospitality, and kindness shown to us by the staff and the guests of the Fisher House. In this time of worry and stress, the Fisher House has been a peaceful haven where we can rest and recharge between our visits to my dad’s hospital room, which, by the way, is a five-minute walk from the Fisher House.”

“When I first walked into this room I was overwhelmed with emotions. I am so thankful for this Fisher House. It helped me with the stress and emotions that I was going through with my husband in the hospital.

“Thanks so much for the hospitality; you made my stay SO much less

stressful, as I am not one to be driving unfamiliar city streets!”

“I so appreciated the wonderful and kind hospitality; it made it possible to spend time with my brother in his final days. The room was my sanctuary that allowed me to gather my thoughts, pray and even cry.”

The Tucson community has rallied around the SAVAHCS Fisher House by donating approximately 33,000 hours of volunteer service in providing services to meet the needs of the guests and enhancing the daily operations of the home. It is due to this wonderful source of support the Fisher House is able to provide such outstanding service to our Veterans’ families. Volunteers provide many types of services to include cooking homemade meals, organizing holiday themes, everyday household tasks, guest relations and assisting the office. Several community organizations have partnered with the SAVAHCS Fisher House to assist our families in need. They include, but are not limited to, the following:

Chris Cobb of Cobb Realty

The “Penny Per Foot” promotion which occurred for the first time in 2017 when Veteran Chris Cobb climbed Mt. Denali and raised just under \$30,000. He currently is in training to climb Mt. Everest in March 2019. Local NBC affiliate KVOA aired a story about Chris Cobb and the Fisher House: <https://kvoa.com/news/2019/01/10/tucsonan-risking-life-to-climb-mt-everest-to-help-raise-money-for-veterans/>



Chris Cobb Climbing for Purpose.



The “Stuff the Tuff” promotion from September through November 2018 was very successful, thanks to the SAVAHCS Fisher House community partners from Premier Auto Center, Cox Media, and Tuff Shed. Several items were donated by the Tucson community.



The Masonic appendant body Order of the Eastern Star, Grand Chapter of Arizona, Tucson Saguro Chapter #48 and Tucson Horizon Chapter #69 donated \$5,000 to the SAVAHCS Fisher House.

The Ritz-Carlton, Dove Mountain, Arizona, hosted their annual Tree Lighting Ceremony with the evening’s net proceeds to be donated to the Southern Arizona VA Health Care System Fisher House.



For more information on the SAVAHCS Fisher House, or to get involved with supporting the home, please contact Kelly Laurich at (520) 838-3680.

TRACY WOOD



ENERGY, DRIVE,
DETERMINATION

Kylea Bitoka
Photography by Casey James

▶▶ colleague corner

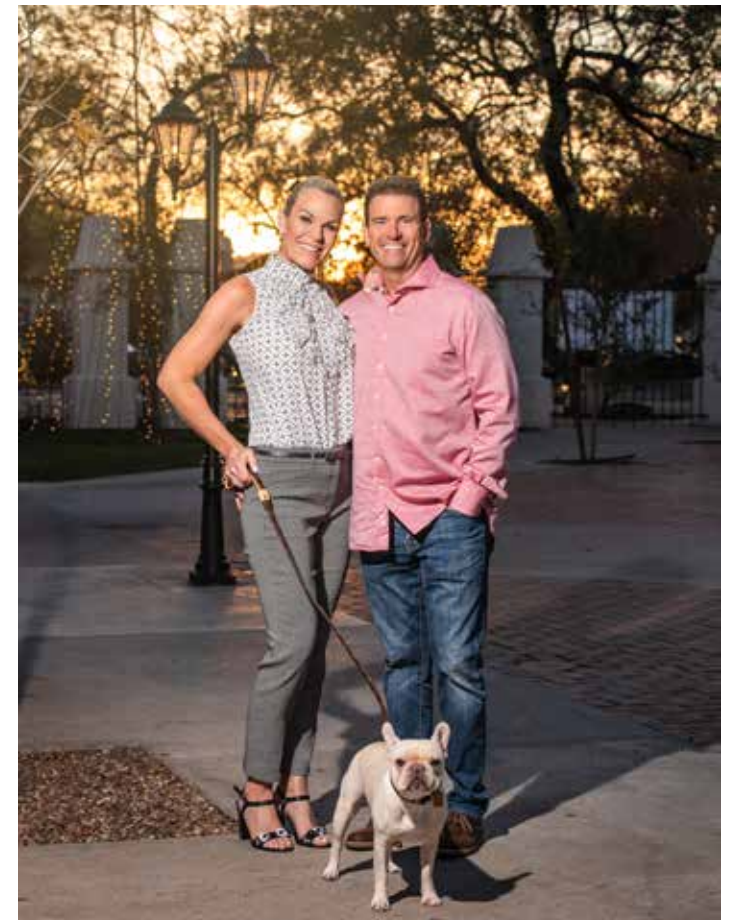
“It really was tears and laughter!” Tracy Wood says with a sigh and then a chuckle as she remembers that first remodel. “At one point we had no kitchen, and then a major plumbing issue, my husband and I had to go to Safeway to use the bathroom. Literally, we were brushing our teeth in the front yard!” Tracy Wood and her husband, Mike, scored a great deal on the house, and it was the perfect opportunity to renovate. “It was a major learning experience; everything that could go wrong did. Our first problem—we moved in too early. We were only supposed to gut one room at a time, but we ended up gutting the whole house. We had one stand-up lamp as our light. When we finished a bedroom and a bathroom, we set up a temporary kitchen in the bedroom. Mike and I thought if we can withstand this, then we are in this relationship for life. It took us two years to finish the house.” In the end, Tracy and Mike had a beautiful house that looked like an Italian villa and a stronger relationship. “Doing a major renovation definitely shows you how strong your relationship is. This remodel was a big part of our life. We made it through and kept our sanity!” For Tracy, the remodel was a turning point; it was the moment she realized she could succeed in real estate.

Tracy was first licensed in 2000, but she stopped pursuing real estate to start her own business. “After I got my license, I worked for Pulte Homes and that’s what actually gave me the idea to start my business, Shed the Sheets. Every new homeowner needs window coverings; I

“

At one point we had no kitchen, and then a major plumbing issue, my husband and I had to go to Safeway to use the bathroom. Literally, we were brushing our teeth in the front yard!

noticed that they would all hang sheets in their windows.” Tracy’s passion for interior design motivated her to tackle the problem of sheet-covered windows. “Growing up, my mom was passionate about interior design. My parents built a few different houses; my mom did all of the design for those houses. It was always exciting watching the process. It’s something that stuck with me.” Tracy eventually transitioned her window covering business into a full interior design and painting company. After 14 years of running her business, Tracy was ready to take on her own fixer-upper. That’s when Mike and Tracy bought the run-down home described above and transformed it into a beautiful Italian villa. “That remodel provoked me to go into real estate. It showed me that I had the skill, talent, and motivation needed to get a house ready and sold. I really did everything that an agent would do,



Tracy, Mike & Noli.



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Tom Ebenhack, REALTOR, Long Realty Company

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and at the time I was not licensed. We sold the house in 2014 and in 2015 I got relicensed.”

Tracy hit the ground running as a REALTOR®. Even as a little girl, Tracy was self-driven. Her first sale came at the age of 8. “My sister and I would have toy sales on the weekends. We would set up our toys with price tags out in the driveway.” Her entrepreneurial spirit is something she inherited from her parents. “My mom and dad were entrepreneurs. They owned a plant nursery and landscaping business. My sister and I worked at the nursery growing up. As I watched my parents, I saw what it took to run a business — how dedicated, motivated, and diligent you have to be. After my parent’s divorce, my dad sold the business. He started selling copiers. Now, he owns his own copier/fax company. My dad has always been my role model. I listened to Tony Robbins and Zig Ziglar at a very young age because of my dad.” Tracy adds with a laugh, “Actually, I remember buying the whole set of Zig Ziglar cassette tapes at a garage sale!”

With Tracy’s energy and drive, it’s not surprising that her other passion is fitness. Tracy loves being active, whether it’s running marathons or triathlons, competing in bodybuilding competitions, or biking. “My son, Kai, and I are getting ready to do a Tough Mudder in California. It’s a race and an obstacle course. It’s a fun way for us to spend time together.” For Tracy, it’s about more than just staying physically fit, it’s also a way to be involved in the community and build relationships. “I just rode in the El Tour de Tucson. For about 20 miles, I rode with this nice lady from San

Diego. We ended up swapping numbers. Her father has Alzheimer’s, and I am going to be listing her father’s house for sale. It shows that you never know who your next client might be! It’s always good to talk to the people around you, you never know where they are at in their life; you might be somebody that they need. You can become more than just a real estate agent, and that’s what I love about this job.”



Riding the El Tour de Tucson

Tracy works hard to maintain balance in her life. “When I first got back into real estate, I had another REALTOR® tell me, ‘Oh, just wait, in two years you won’t work out anymore!’ That comment stuck with me. I determined I would not let this job completely take over my life. Family comes first. Between Mike and I, we have three kids, Kai, Ashley, and Michael. Kai is out-of-state but, Ashley is in Mesa and Michael is in Tucson; making time

to spend with them is a priority for me.” Tracy believes in staying active in her community as well and is involved in several charities including the Russ Lyon Rancho Feliz Charitable Foundation.

Fitness is Tracy’s outlet, her way to de-stress and re-charge. On January 3, Tracy started prepping for her next fitness competition; it’s a special regimen that involves six to eight meals a day, as well as cardio in the morning and weights in the evening. Tracy acknowledges, “It’s not an easy hobby, especially with this job, but it makes me a better REALTOR®. My commitment to this demonstrates that I can be accountable to myself and push myself. It’s the same commitment that I take to each and every real estate transaction I handle. Once I get a listing, I don’t send it over to an assistant. I handle all of it. I want that 100% contact with the client. For sellers, I will help them get the most value out of their home. When it comes to buying a home, I am relentless in the search. I showed one client 86 houses in four months before they found the right one!” Tracy’s dedication shines through in all aspects of her life. From tough renovations to fitness challenges or house searches, Tracy doesn’t give up until it’s accomplished.

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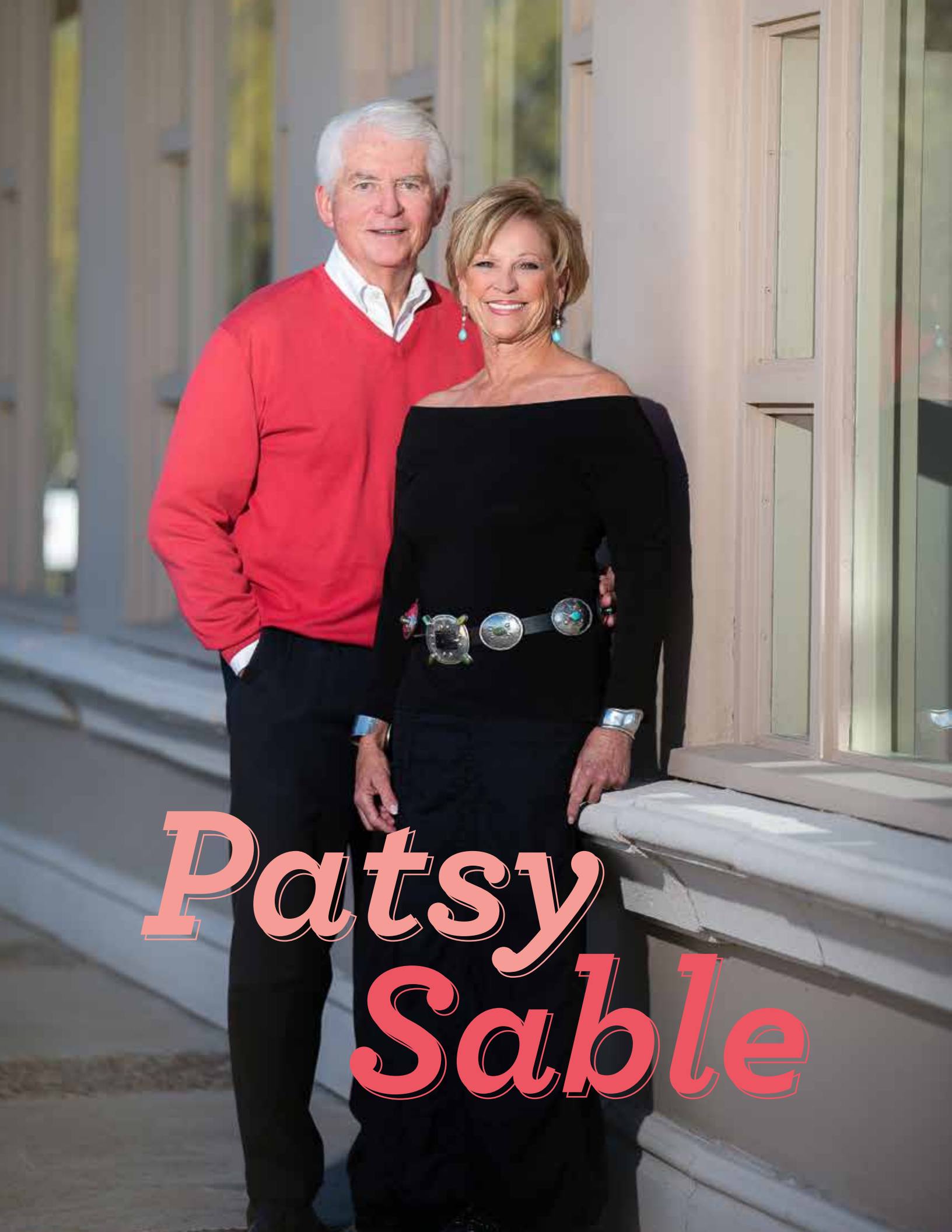
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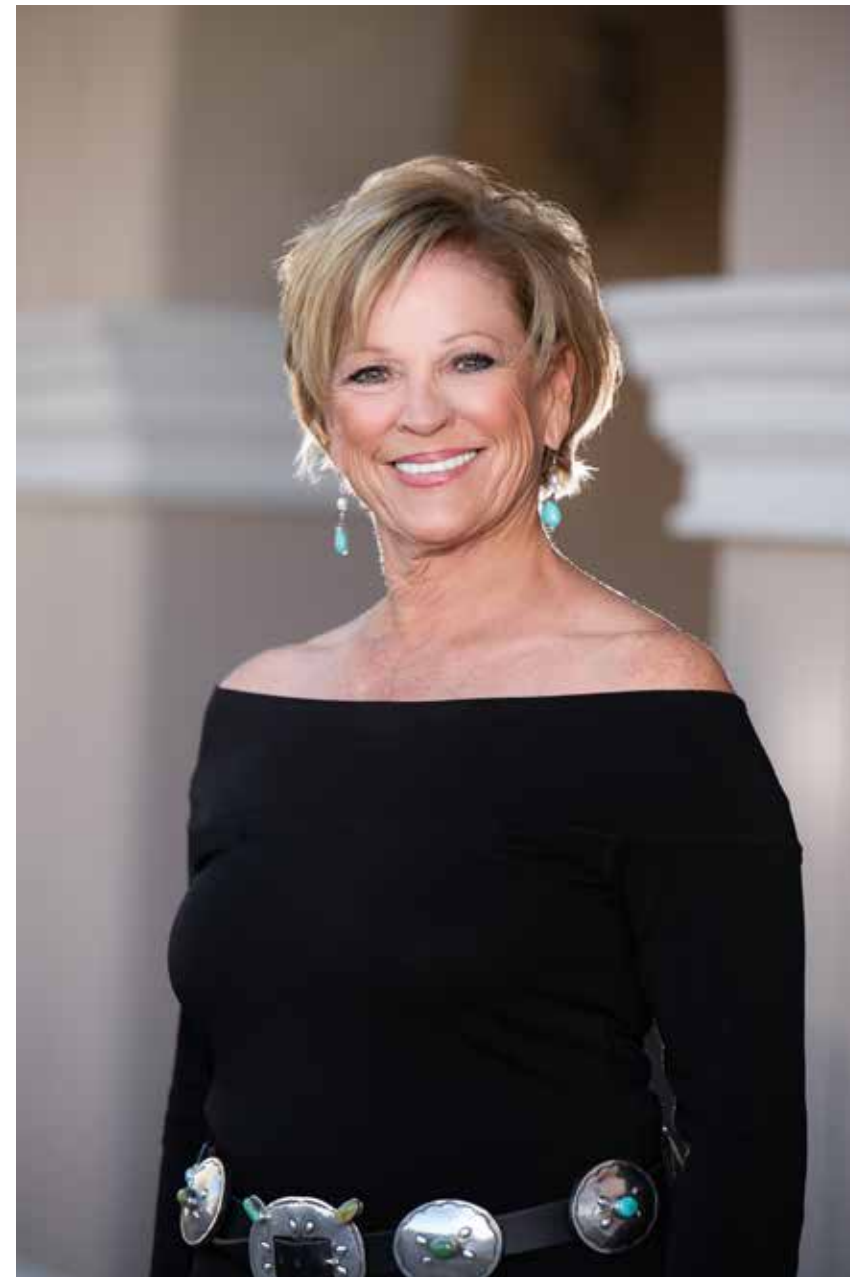
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NEGOTIATING *with a smile!*



▶▶ featuring

Rod Hugen
Photography by **Casey James**

“I’ve successfully negotiated billions of dollars in contracts. Can you say that about your real estate agent?” It’s a not-so-humble line from a very humble lady, and Patsy Sable says it with a sparkle in her eye and a big smile on her lips. Of course, it’s not bragging if it’s true and the statement is absolutely true. Living in the Washington, DC, area for 20 years, Patsy worked as Vice President of Contracts and Strategic Alliances for Northrop Grumman, negotiating and overseeing major government military and civilian contracts. Having her master’s degree in contracts and having received her Certified Professional Contract Management (CPCM) certification, Patsy gained tremendous knowledge and skills in the art of negotiation and managing contracts, all of which serves her well as she brings those talents to bear in serving her real estate clients. If you can manage complex multi-billion-dollar government contract negotiations, you can certainly do the same for someone buying or selling a house. “Government contracts and real estate contracts are the same thing,” Patsy says, “They both require attention to detail, skilled negotiations and making sure the terms and conditions are fulfilled.” She then adds with a smile, “Obviously, the numbers are vastly different.”

Patsy and her husband, Ron, enjoy working together and feeding off each other’s strengths while making their clients happy. Ron is quick to point out that Patsy is the driving force of their enterprise, and that he just comes alongside in support.





Born in Iowa, Ron started with nothing but managed to follow a friend to Iowa Wesleyan College. He subsequently joined the Air Force, flying various aircraft and then working his way through the chain of command, eventually serving as part of the National Security Council and becoming a Special Assistant to President Reagan for National Security Affairs. Throughout his career, he took on such diverse tasks as overseeing the twenty-six aircraft that make up the fleet that transports congressional delegations, as well as being the lead Advanced Agent for Presidential Travel on Air Force One. He also has expertise in space intelligence and in foreign policy. He eventually stepped away into the private sector, working for McDonald Douglas as Vice President of Legislative Affairs, and then joined The Aerospace Corporation working in the top-secret world of military space technologies, making sure we “overcome the bad guys.” A modest but highly accomplished man, he brings all sorts of expertise to anything and everything he does, including, of course, selling real estate.

When not serving their clients, Ron and Patsy dote on their children and grandchildren.



Their two children, Ronna (husband Charles) and Casey (husband Tim), have provided them with five grandchildren who they love dearly. They combine their love of travel with their love for their grandchildren. “Each grandchild gets an educational trip to some exciting part of the world for their thirteenth birthday.” Patsy shares. “They get to pick. One chose a trip to London, another chose a white water rafting trip to the Grand Canyon and another opted for Paris. We’re counting the days until the next one turns thirteen.” She adds with a big smile. Patsy and Ron recently returned from a safari to Kenya and Tanzania celebrating their twenty-fifth wedding anniversary, and fully enjoyed the beauty of a land and a life unlike our North American experience. They were deeply moved by the simple life of nomadic people and the massive migration of huge herds of animals following sustenance and water. “We love to travel and studying other cultures,” Ron says. Always learning and always connecting with others has gained the Sables’ many real estate clients and friends from all over the world.



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“
Our clients become
our friends. We
enjoy meeting
people and getting
to know them.”

Patsy, a Tucson native, grew up in a large (one of eight) military family that constantly moved around. “You learn to get to know people quickly and make friends easily,” she acknowledges. It’s a skill that serves her well. She graduated from Rincon High and then Louisiana Tech where one of her claims to fame was helping future Hall of Fame Pittsburgh Steelers quarterback, Terry Bradshaw, graduate. She laughs and admits she probably wasn’t solely responsible, but she was very helpful mentoring and tutoring him. Living in such diverse places as Florida, Texas, Holland, Germany, Scotland, Washington, DC, and Tucson has given her a unique perspective on life. “We’re ‘people people,’”

she quietly states. “Our clients become our friends. We enjoy meeting people and getting to know them.” Patsy’s business is built completely on referrals. “Never, ever turn down a referral, no matter how big or small,” is her solemn conviction and her advice to others. She also loves helping clients figure out what they truly want. “Often, clients don’t always know what they really want. Our job is to be patient with them and help them discover those things that are truly important.” Her mantra to “look after the customer’s interests and not just

the sale” serves her well and she has found particular joy in helping elderly people transition from independence to care facilities. It’s so important to project calmness, and to be patient and understanding with folks going through those difficult times. She knows the value of walking people slowly through the complexities of real estate transactions. The woman who once negotiated billion dollar

contracts smiles and says, “Real estate deals are actually far more multifaceted and complex than people imagine because they are often the largest financial decision of peoples’ lives.” Ron says that not only is Patsy a patient listener, but she’s also very good at putting agreements that have fallen apart back together again. All of that takes time, energy, and love for people. And it shows in accomplish-



...

ments, as Patsy has again been named to the Long Realty 1926 Circle of Excellence, the top level of success at Tucson's top real estate agency.

While in the Washington, DC, area, following the corporate rat race, Patsy formed Concord Solutions, a unique consulting business serving Fortune 500 and government clients with strategic marketing and sales, as well as information security. One of her first clients was the United States Postal Service helping to plan for and navigate the concerns and issues around Y2K, the problem of dealing with computer date dependent issues in moving to the year 2000. "We had 31,000 date-dependent machines that had to be dealt with. Such things as the delivery of Social Security checks had to be assured," Patsy recalls. "It was a huge project requiring incredible planning and organization." Those are things that Patsy excels at.

After a short retirement in 2008, she had an epiphany and decided she would like to sell real estate. "I never thought of myself as being in sales," she admits, but the next week she signed up for classes and found that she loved it. She loves the work. She also loves being active. From playing golf at La Paloma CC, where she has been serving as Chair-

man of the Board, riding in the Tour de Tucson, hiking the Grand Canyon in a day, swimming three mornings a week as part of the Masters Swim Team, Patsy lives an active lifestyle. Ron and Patsy both love to play golf, as well as hiking and cycling. He also enjoys photography and together they love the Wildcats. Patsy took dance lessons in order to participate in a "Dancing with the Stars" event benefiting the Tucson Diaper Bank. "The scariest moment in my life was dancing the rhumba in front of 500

“
The scariest moment in my life was dancing the rhumba in front of 500 people at La Paloma.
”

people at La Paloma," she laughs. Of course, she won. Ron serves on various boards including Paragon Space Development Corporation and he is the Founding Chairman of the Board of Advisors for the Center for Leadership Ethics of the Eller School of Management, helping in developing financial, legal, and ethics training for students and the business community. They give back to the community by volunteering their time in support of numerous organizations, including the American Heart Association, the 390th Memorial Museum, Agape Hospice, and DM 50. It is a busy life for both as they do charitable work in the city they love.

If you ever need a complex billion-dollar real estate deal negotiated, Patsy is your go-to dynamo, but also loves and excels at much smaller and less complex real estate projects. Humble, skilled, knowledgeable, kind, and generous, they are good folks.

home matters

By N2 Staff Writer,
Megan Weatherly Lynn

Smart LIVING

Small Steps To Make Your Home MORE SUSTAINABLE



ways these items could be reused in your home. Old newspapers can be used to line garden beds or pet crates. Glass jars can be used to store leftover food. Old clothing can be cut into pieces and used to clean in lieu of paper towels. So many easily discarded items actually have much more life left in them.

Design With Intent

If you are remodeling or building, make smart choices when selecting products and finishes. Choosing energy efficient windows and appliances will cut energy usage and costs. Making sure your home is properly insulated and sealed will help as well. Use as many local, renewable, and non-hazardous building materials as you can. Many finishes such as paint, fabrics and flooring release volatile organic compounds into the air over time, so be sure to select products specifically labeled "Low VOC" or "No VOC" to ensure better air quality and overall health.

Making your home more sustainable doesn't always require much effort or come with a big price tag. By making a few small changes in your habits and being more aware of your consumption and waste, you'll create a more efficient home and lifestyle.

The idea of sustainable living is more prevalent than ever, and it is becoming increasingly important to consider the impact we have on our surroundings. When you hear the term "sustainability," you may think of things like solar panels, wind farms and electric vehicles. While these are all great ways to reduce your carbon footprint, they may not be applicable or affordable for every person and every home. Luckily, there are many small ways to make a difference and train yourself to live a more sustainable life.

Reduce Energy Consumption

There are plenty of ways to use less energy around the house. The simplest way is to turn off lights, appliances and other items that require electricity when they are not in use. Turn off your television when you leave a room. Don't constantly run your HVAC system unless outdoor temperatures are extremely hot or cold. Switch to LED light bulbs. Consider making your home "smart" by installing programmable thermostats and advanced power strips.

Reuse and Recycle

Most products we consume are labeled with information that explains if and how that product is to be recycled. Sort glass, plastic, metal, cardboard and paper when you no longer need them and drop them off at your local recycling center. Also, consider the

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Beth Hughes (27468) of Sierra Vista Realty Inc. (4690)	4.0	4,280,000	1,070,000
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	14.5	2,773,200	191,255
3	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	11.0	2,763,100	251,191
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	2.0	2,696,000	1,348,000
5	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	14.0	2,599,750	185,696
6	Peter Deluca (9105) of Long Realty Company (298)	5.0	2,483,119	496,624
7	Lisa M Bayless (22524) of Long Realty Company (16717)	5.0	2,454,807	490,962
8	Joshua Waggoner (14045) of Long Realty Company (16706)	2.0	2,450,000	1,225,000
9	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	5.5	2,381,000	432,909
10	Janell E Jellison (4774) of Long Realty Company (16706)	5.0	2,303,000	460,600
11	Shirley G McGhee (31383) of Centra Realty (230701)	6.0	2,234,000	372,333
12	Cathy A Whalen (17500) of RE/MAX Excalibur (453501)	5.0	2,180,615	436,123
13	Elizabeth "Bizzy" Orr (22768) of Realty Executives Tucson Elite (498306)	5.0	2,172,250	434,450
14	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	7.0	2,160,900	308,700
15	Jim Jacobs (7140) of Long Realty Company (16706)	6.0	2,136,900	356,150
16	Heidi M Baldwin (4228) of Long Realty Company (16706)	3.0	2,105,000	701,667
17	Sandra M Northcutt (18950) of Long Realty Company (16727)	6.0	2,026,500	337,750
18	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	8.0	2,026,000	253,250
19	Vicki L Holmes (19184) of Long Realty Company (16719)	6.0	2,000,750	333,458
20	Rob Lamb (1572) of Long Realty Company (16725)	4.0	1,980,000	495,000
21	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	12.5	1,967,100	157,368
22	Oscar J Ramirez (5010) of Long Realty Company (16727)	3.0	1,938,500	646,167
23	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	11.0	1,923,400	174,855
24	Nicole Jessica Churchill (28164) of eXp Realty (4952)	6.0	1,850,500	308,417
25	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	2.0	1,820,936	910,468
26	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	7.5	1,731,000	230,800
27	Marsee Wilhems (16298) of eXp Realty (495201)	9.0	1,730,899	192,322
28	Karen Karnofski (17102) of Keller Williams Southern Arizona (478302)	3.0	1,725,000	575,000
29	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	2.0	1,710,000	855,000
30	Steve Nissen (15430) of Long Realty Company (16706)	3.0	1,665,500	555,167
31	Pete M Torrez (21748) of Long Realty Company (16706)	3.0	1,665,500	555,167
32	Jay Lotoski (27768) of Long Realty Company (16717)	3.0	1,610,750	536,917
33	Tom Peckham (7785) of Long Realty Company (16706)	3.5	1,565,000	447,143

Rank	Name	Sides	Volume	Average
34	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	5.0	1,544,000	308,800
35	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	5.0	1,534,000	306,800
36	Anjela K Salyer (30415) of Mattamy Homes (5799)	3.0	1,531,102	510,368
37	Brenda O'Brien (11918) of Long Realty Company (16717)	3.0	1,463,198	487,733
38	Gary B Roberts (6358) of Long Realty Company (16707)	5.0	1,460,900	292,180
39	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	4.0	1,460,000	365,000
40	Mary Vierthaler (12199) of Long Realty Company (298)	4.0	1,456,000	364,000
41	Maria S Platt (17286) of RE/MAX Select (51543)	3.0	1,454,000	484,667
42	Mary G Dorais (5988) of Long Realty Company (16706)	1.0	1,450,000	1,450,000
43	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty-472203	2.0	1,412,000	706,000
44	Dean Groth (6874) of Long Realty Company (16707)	2.0	1,407,500	703,750
45	Kevin W Wood (19152) of eXp Realty (4952)	5.0	1,394,900	278,980
46	Barrie Herr (4956) of Long Realty Company (298)	2.0	1,384,500	692,250
47	Matthew F James (20088) of Long Realty Company (16706)	3.0	1,380,000	460,000
48	Victoria R McGullam (31547) of eXp Realty (495203)	6.0	1,377,900	229,650
49	John E Billings (17459) of Long Realty Company (16717)	4.0	1,375,400	343,850
50	Bob Norris (14601) of Long Realty Company (16707)	6.0	1,361,900	226,983

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Patty Howard (5346) of Long Realty Company (16706)	2.5	1,359,000	543,600
52	Alan Murdock (13942) of Realty Executives Tucson Elite (498306)	7.0	1,331,340	190,191
53	Zach Coleman Nichols (39078) of RE/MAX Excalibur (453501)	4.0	1,330,000	332,500
54	Wanda Fudge (28579) of Long Realty Company (16728)	4.0	1,324,500	331,125
55	Tim Rehrmann (25385) of eXp Realty (4952)	4.0	1,258,990	314,748
56	Leslie Heros (17827) of Long Realty Company (16706)	4.0	1,253,500	313,375
57	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	6.5	1,250,200	192,338
58	Jill B Rich (1675) of Long Realty Company (298)	3.0	1,233,000	411,000
59	Michael Shiner (26232) of CXT Realty (5755)	5.0	1,229,150	245,830
60	Tom Gansheimer (12814) of Lennar Sales Corp. (1281)	3.0	1,216,000	405,333
61	Remi Aguila (36183) of Long Realty Company (16706)	4.0	1,195,400	298,850
62	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983)	6.0	1,194,400	199,067
63	Steven W Inouye (22297) of Long Realty Company (16706)	5.0	1,189,985	237,997
64	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	5.5	1,175,150	213,664
65	Laurie Hassey (11711) of Long Realty Company (16731)	4.0	1,174,317	293,579
66	Jose Campillo (32992) of Tierra Antigua Realty (2866)	6.5	1,171,675	180,258
67	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	5.5	1,171,250	212,955
68	Patricia Sable (27022) of Long Realty Company (16706)	2.0	1,168,000	584,000
69	Alexandra Berger (12643) of OMNI Homes International (5791)	4.0	1,154,700	288,675
70	Susan Denis (14572) of Habitation Realty (4119)	3.0	1,120,000	373,333
71	Pam Treece (13186) of Long Realty Company (16717)	4.0	1,115,500	278,875
72	Jeremy Smith (53015) of PCD Realty LLC (4826)	4.0	1,102,970	275,742
73	Linzee Ann Whelan (33300) of Tierra Antigua Realty (2866)	1.0	1,100,000	1,100,000
74	Thalia Kyriakis (21322) of Tierra Antigua Realty (2866)	2.0	1,093,000	546,500
75	Irene A Delgado (9426) of KB HOME Sales-Tucson Inc. (2434)	4.0	1,091,960	272,990
76	Melody K Mesch (3024) of Coldwell Banker Residential Brokerage (70202)	3.0	1,086,040	362,013
77	Charles J Magestro (30469) of OMNI Homes International (5791)	5.0	1,081,000	216,200
78	Becca Riccardi (29910) of Tierra Antigua Realty (286603)	5.0	1,071,100	214,220
79	Laura Sayers (13644) of Long Realty Company (16717)	3.0	1,071,000	357,000
80	Heather Shallenberger (10179) of Long Realty Company (16717)	4.5	1,068,175	237,372
81	Colton Andrew Tuhly (52880) of Keller Williams Realty Phoenix (5370)	2.0	1,060,000	530,000
82	Nancy Ho (35602) of Realty Executives Tucson Elite (498306)	5.0	1,056,750	211,350
83	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	2.0	1,035,000	517,500

Rank	Name	Sides	Volume	Average
84	Roni Benge-Adamson (8355) of Keller Williams Southern Arizona (4783)	4.0	1,034,928	258,732
85	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty (472203)	1.0	1,022,500	1,022,500
86	Larry Appel (11897) of Long Realty Company (16717)	1.0	1,007,500	1,007,500
87	Georgeanne Evans (13754) of Long Realty Company (16717)	1.0	1,007,500	1,007,500
88	Tina J Baba (26603) of Long Realty Company (16719)	2.0	995,000	497,500
89	Daisy D Terrazas (53587) of Realty Executives Tucson Elite (498312)	3.0	994,750	331,583
90	Maria R Anemone (5134) of Long Realty Company (16717)	2.0	985,000	492,500
91	Shianna Sheree Searcy (36595) of Hacienda Del Sol Realty (51389)	1.0	965,000	965,000
92	Heather L Arnaud (32186) of Realty Executives Tucson Elite (498306)	5.0	960,500	192,100
93	Angela Tennison (15175) of Long Realty Company (16719)	2.0	960,000	480,000
94	Pupak Lowther (31709) of Coldwell Banker Residential Brokerage (70202)	3.0	960,000	320,000
95	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	7.0	955,400	136,486
96	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	3.5	955,000	272,857
97	Stephen J Harvey (31055) of Long Realty Company (16706)	3.0	943,000	314,333
98	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	3.5	942,540	269,297
99	Diane Raynor Aune (9903) of Tierra Antigua Realty (2866)	2.0	926,380	463,190
100	Denyse F Biagi (14975) of Long Realty Company (16706)	2.0	925,000	462,500

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Jessica F Ell (35629) of Keller Williams Southern Arizona (478312)	1.5	920,000	613,333
102	Kim Mazura (1420218) of RE/MAX Valley Properties (4621)	4.0	918,000	229,500
103	Nancy A Hofstede (1420494) of Coldwell Banker Residential Br (70204)	4.0	916,000	229,000
104	Tyler Lopez (29866) of Long Realty Company (16707)	4.5	912,700	202,822
105	Jesse M Lapham (32915) of Realty Executives Tucson Elite (498306)	3.0	912,640	304,213
106	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	2.5	904,100	361,640
107	Teresa A Sullivan (21741) of Realty Executives Tucson Elite (498303)	3.0	900,000	300,000
108	Renee Powers (12832) of Tierra Antigua Realty (2866)	1.0	885,000	885,000
109	Verna Elmer (142030) of Coldwell Banker Residential Br (70204)	3.0	878,000	292,667
110	Edward P McKechnie (14087) of Tierra Antigua Realty (2866)	3.0	871,000	290,333
111	Gerald L Hause (30852) of Long Realty Company (16728)	2.0	860,000	430,000
112	Russell P Long (1193) of Long Realty Company (298)	1.0	855,000	855,000
113	Sue Brooks (25916) of Long Realty Company (16706)	1.0	855,000	855,000
114	Chad Riester (16350) of Homesmart Advantage Group (5169)	4.0	848,000	212,000
115	Faith F Canale (14296) of Tierra Antigua Realty (2866)	2.0	845,000	422,500
116	Deborah Borgerding (232011025) of Tierra Antigua Realty (286610)	5.0	843,000	168,600
117	Catherine Chavez (3592) of Realty Executives Tucson Elite (4983)	2.0	842,500	421,250
118	Amos Kardonchik-Koren (29385) of Realty Executives Tucson Elite (498306)	2.0	835,000	417,500
119	Robin M Stirn (142031) of Long Realty -Green Valley (16716)	3.0	835,000	278,333
120	Ricardo J Coppel (11178) of Long Realty Company (298)	2.0	834,000	417,000
121	Mary Mingo (17569) of Long Realty -Sahuarita (16722)	3.0	826,500	275,500
122	Lorenia S Ruiz (28684) of RE/MAX Results (5106)	3.0	824,500	274,833
123	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	5.0	814,255	162,851
124	Luzma Moreno (1092) of Keller Williams Southern Arizona (478306)	3.0	812,000	270,667
125	Toby Parks (37759) of Coldwell Banker Residential Brokerage (70202)	2.0	810,000	405,000
126	Colleen M McDonald (2901) of Realty Executives Tucson Elite (4983)	3.0	809,000	269,667
127	Don Vallee (13267) of Long Realty Company (298)	3.0	806,881	268,960
128	Edward R Moore (22262) of Long Realty Company (16719)	1.0	805,000	805,000
129	Julie K Hillebrand (10171) of RE/MAX Excalibur (453501)	1.5	802,500	535,000
130	Debbie L Green (5482) of Long Realty Company (16727)	2.0	800,725	400,362
131	Jim Storey (27624) of Tierra Antigua Realty, LLC (286607)	2.0	800,000	400,000
132	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	2.0	798,000	399,000
133	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	2.0	798,000	399,000

Rank	Name	Sides	Volume	Average
134	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	3.0	787,000	262,333
135	Robert J Helmig (20563) of Tierra Antigua Realty (2866)	4.0	780,000	195,000
136	Jill M Jones (7585) of Lennar Sales Corp. (1281)	2.0	772,000	386,000
137	William V Mesch (3395) of Coldwell Banker Residential Brokerage (70202)	2.0	771,250	385,625
138	Judi Baker (13152) of Long Realty Company (16719)	2.0	770,000	385,000
139	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	4.0	769,796	192,449
140	Lori C Mares (19448) of Long Realty Company (16719)	3.0	768,900	256,300
141	Sonya M. Lucero (27425) of Long Realty Company (16719)	2.0	760,750	380,375
142	Christopher Paul Zerendow (38697) of Tierra Antigua Realty (286606)	2.0	760,000	380,000
143	Glenn Michael Nowacki (35737) of Realty Executives Tucson Elite (498306)and 2 prior offices	3.0	757,900	252,633
144	Alicia Girard (31626) of Long Realty Company (16717)	3.0	750,000	250,000
145	Gaye Cattilini (142081) of Long Realty -Green Valley (16716)	1.0	749,500	749,500
146	Kacy A McKeown (28927) of Tierra Antigua Realty (2866)	2.0	748,000	374,000
147	Jameson Gray (14214) of Long Realty Company (16706)	1.5	745,000	496,667
148	McKenna St. Onge (31758) of Long Realty Company (16706)	1.5	745,000	496,667
149	Nancy Derheim (142000737) of Sunset View Realty LLC (142000636)	2.0	745,000	372,500
150	Jessica J Ross (53588) of Realty Executives Tucson Elite (498312)	2.0	744,750	372,375

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