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HAPPY MOTHER'S DAY!

►► publisher's note

May gives us a chance to celebrate our marvelous Mothers, May maybe the best month of the year! My mom is in my heart and in the memories that bubble up quite often, yet life moves on and mom moments have morphed into MoMo moments. That is my grandmother name given to me by my loving children because it was my mom's grandmother name as well. Being blessed with four great grown kids and nine beautiful grandchildren, I consider myself truly blessed. When I have a chance to shower them with a billion kisses that is what fills my soul! Just a few pics for you to enjoy.



This issue we are able to Celebrate two Mother/Daughter teams and a Rising Star who choose this profession so she could be a better mom & spend more time with her beautiful boys!

Denise Newton and her mom **Sharon Hildebrand** have an amazing story of inspiration working together for many years. When you grow up "selling real estate" in the back seat of your mom's car you learn things.

Judy Smede and **Kate Herk** are in the trenches daily laughing, collaborating and making their business the best it can be. Quite inspiring as well to see these ladies living life and working together!

Jessica Hernandez knows what it is like to have no flexibility for her boys' sports activities. Her choice to change professions allows her to work around what is truly important to her family.

May these ladies inspire you to think outside the box, and make the most of life whether it is spending time with your mom, your children, your grandkids or your friends. Life is short and work will always be there.

What is new with Tucson Real Producers? Well, we had our first Mastermind Event in March. Huge thanks to **Oro Valley Country Club** for opening their doors and welcoming a room full of Top Realtors for a **Theresa Barnabie** leading the discussion. Many walked away with great takeaways to make their business better.



We also had our 1st Tucson Real Producer's Riders made for you. If you are interested in using them on your listings reach out, I can help!



Cheers,
Delilah
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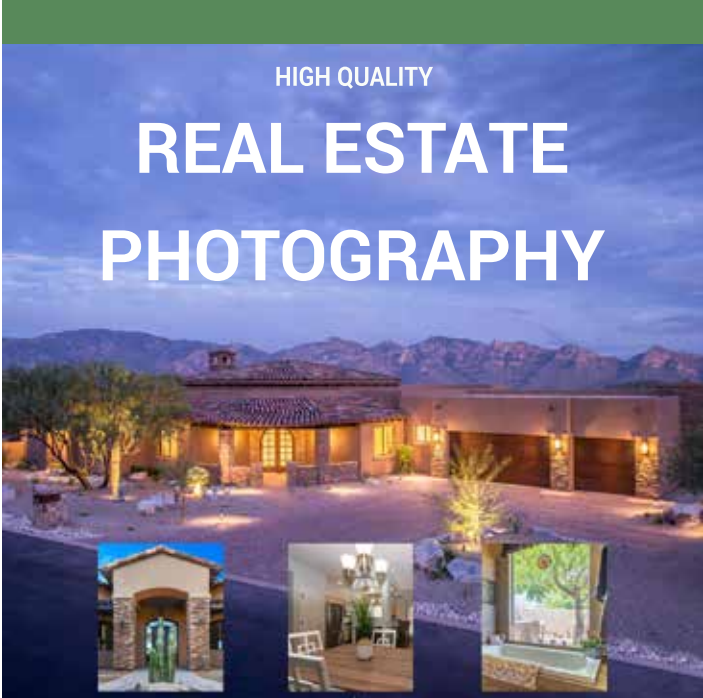

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Misael, Elvia & Lindy Saravia

▶▶ partner spotlight

By Kamryn Stichter
Photography by Joey Ambrose

Time - Maid

Attention to Detail, Honest & Available!

Powerhouse owner, Misael Avalos, is transforming Tucson's cleaning industry with Time-Maid, a local and veteran-owned cleaning business. A Business Management and Marketing major, and an entrepreneur at heart, Misael always knew he would own his own business, but it wasn't until a year ago that he knew it would be a cleaning company.



"I was driving through Downtown Tucson when it hit me that I wanted to retire my mom, Elvia Tapia, in her own industry. She's been cleaning homes for over 40 years." Misael recalls.

"In the beginning, I did it all," Misael explains. Within three days, Misael had built the company's website, created the company name and designed a logo. He personally contacted 52 cleaning companies in Tucson for estimates and learned that the majority lacked great customer service. "Either they didn't answer, or they weren't accommodating. Franchises don't do it right, they're too basic," Misael explains. Time-Maid's most popular services are move out cleanings and one-time cleanings, but they also offer memberships where houses can be serviced on weekly, monthly or on a bi-monthly basis.



Time-Maid's core values are communication, relationships, honesty and attention to detail. Elvia, Misael's mom and inspiration for the business, embodies all of Time-Maid's core values but her attention to detail is what makes Time-Maid so special. Elvia hasn't retired yet because she believes no one can serve clients as she can. She spends the extra time cleaning a place perfectly, hitting areas that most people wouldn't even think to look for. For this reason and so many others, Elvia is responsible for training the Time-Maid team.

Misael's current priority is finding more great people to join the Time-Maid team and admits it has been a challenge. "When I interview people, I'm looking for people with a passion because some of these people will have the opportunity to grow with the company. Whatever their passions are, my passion becomes giving them what they're looking for," Misael says. He plans on

“I’ve got my team on standby so we can book services for REALTORS® ASAP

hiring more people, purchasing company cars and securing a building within the next few months. "It's a lot but I know we can get it done," Misael confidently explains. With the recent success of Time-Maid, Misael is working on the development of Time-Services, which most recently includes Time-Yards, for your landscaping needs. Misael is most passionate about the potential for growth within his company and the services it can offer.

In addition to serving members and rental properties, Misael has discovered a niche in the real estate community. Misael understands REALTORS® are usually under time constraints and makes a sincere effort to give them a time frame that works with their schedules. "I've got my team on standby so we can book services for REALTORS® ASAP", Misael explains. "I work with around 40 REALTORS® currently, and I was so surprised to learn that almost half of them are cleaning their client's homes by themselves! STOP cleaning your own listings! I know you want to save your clients' money, but you can do so many more valuable activities for your business with those six hours! Call me directly, I've got the business phone on me at all times!"



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JESSICA HERNANDEZ



FINDING HER CALLING!

▶▶ rising star

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

“As far back as I can remember sales has been in my bones. It just comes naturally, but more importantly, I love to be there for people and help. In real estate, I can do both. It has to be genuine, that’s what helps me as an agent,” says Jessica Hernandez as she reflects on everything that led up to her career as a REALTOR®. Two years ago, Jessica transitioned out of an 11-year career in the banking industry and into real estate. However, her loyalty, drive, and sales skills were formed long before career plans were even in her thoughts. “I always loved to sell in school and sports fundraisers.” Jessica’s loyalty shined through at an early

age. She was always anxious to help her school and her team. When the girls on her high school basketball team lacked matching shoes and bags like the other schools, Jessica came up with a solution. “I organized a yard sale at my house to earn money. All of the girls brought stuff from home to sell.” After the yard sale, they fell slightly short of their goal, so Jessica suggested that they go through the neighborhood and ask for donations. By the end of the day, her basketball team had enough money to make the purchase. Jessica’s career at the bank was no exception. “As a bank teller, I was committed to reaching my sales goals and I consistently did.” Her achievements as a bank teller helped her successfully lead a team when she was promoted to teller supervisor.

Now as a REALTOR®, Jessica is as dedicated as ever. She loves that every day is a new opportunity to make a difference. Jessica tells the story of what happened after one showing. “I was showing a property to an investor. There was a gentleman next door working in his yard, he asked if I had a minute after I finished. After the showing, I walked over to talk to him. He told me he was a pastor and had a family in his congregation that needed a new home. Baby number five was on the way and they had tried to buy before, but it didn’t work out. He said he thought I could be the one to help them out. I was able to get them into a house; they were beyond happy. It was amazing!” Now, the referrals from that family keep coming in. Jessica helped the family’s cousins close on a house and, currently, she is helping the wife’s sister close on a home. “I love going above and beyond for my clients. For me, a referral is the greatest compliment.”

Clearly, real estate is a natural fit for Jessica, but for many years her loyalty to the bank and fear of the unknown kept Jessica from making the switch. “I’ve always been drawn to real estate. My father-in-law does remodels. Quite often, I found myself taking him lunch so that I could see the progress in the different houses. It was scary to think about both my husband and I relying solely on commission.” For Jessica, the support of her husband, Jesus, made all the difference. “My husband has always believed in me. He said, ‘I know you can do it; just do it!’ He even surprised me and paid for real estate school. Since becoming a REALTOR®, I have not looked back once! I love what I am doing; real estate is my calling.” Real estate is something that Jessica and Jesus enjoy doing together. Jessica enjoys handling the interior design and listing the properties for their fix and flips. She jokingly says, “We could be the next Flip or Flop HGTV stars!”

...

“

I love that there's no ceiling in real estate. You get what you put in.



Outside of real estate, Jessica's other life calling is motherhood. Jessica and Jesus recently celebrated 20 years together and are the proud parents of two amazing boys. "I have two fun and energetic boys, Israel (age 11) and Isaac (age 8). Working at the bank, I was missing the boys' basketball games. I wanted a career that would give me flexibility." Jessica laughs and admits, "The flexibility is not quite what I imagined, but I am grateful that I can work my schedule around their games and family dinners." From their annual trip to Disneyland to traveling for sports or a weekend getaway to Phoenix, Jessica prioritizes time with her family. Basketball is a huge part of her family's life. "The boys have practice four times a week and games on Saturdays." With a chuckle, she adds, "Both boys are determined to play for the NBA." If Jessica's boys inherit her determination and drive, it will be no surprise to see their names listed in future drafts. Basketball is also another way for Jessica to give back to the community. As a member of the board for the youth basketball team Tucson Bearcats, Jessica is

committed to finding ways to ensure that all kids have the opportunity to play basketball regardless of their parent's income. Jessica and Jesus also help by sponsoring kids whose parents cannot afford the cost.

As her real estate career takes off, Jessica looks forward to the future. She's grateful for her current team, The Vanguard Group, and the support they've given her. "Nicole Churchill is awesome! She is such an amazing mentor and coach. She has helped me tremendously. I am learning from her creativity in structuring deals and amazing negotiation skills; it's helped me save a few transactions."

Excited to grow her business, Jessica dreams of having her own team someday. "When I managed the line of tellers at the bank, I enjoyed finding ways to help them meet their quotas." She hopes to use her leadership skills to help other agents succeed. At the moment though, Jessica's focused on being the best agent she can be and learning as much as she can. "I love that there's no ceiling in real estate. You get what you put in." Now that Jessica's found her calling, the sky is the limit!



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▶▶ making a difference

When Lizzie Bell was just 7 weeks old, she had what was to be the first of hundreds of blood transfusions over the next twenty years of her life. Lizzie was born with Diamond Blackfan Anemia and could not make her own red blood cells. She required transfusions every two weeks to stay alive.

As Lizzie grew older, and she and her family spent time at the hospital clinic for her transfusions, they became acutely aware of the needs of other children and their families who spent several days a week in the hospital or at the clinic, for months on end. At that young age, Lizzie noticed that the toy box at the hospital clinic was often empty. She expressed her concerns about the lack of toys to her parents and asked what could be done. When Lizzie was still in elementary school and still getting two transfusions per month, she asked to see where the blood was kept at the hospital. Lizzie was given a tour of the blood bank at the hospital and was astonished at the small supply of blood. She asked what would happen if there was no blood. Lizzie realized at that point in her life that she and others depended on people to donate blood so they could stay alive. Lizzie asked what could be done to be sure there was always blood available for all who needed it. She wanted to make people aware of the need to donate blood to save lives. Soon thereafter she began speaking about the need to donate blood at large and small gatherings such as school class-



Lizzie Bell

rooms, school auditoriums, conventions, and banquets. She also talked on the radio on many occasions about the need to donate blood.

Because of Lizzie's concerns about toys for children at the hospital and the needs of the families who spent so much time in the hospital caring for their sick child, as well as her concerns to keep up the supply of blood in Tucson, Lizzie's parents formed the John P. Bell Family Foundation, a 501(c)(3) organization, which is now better known as Team Lizzie Bell.

Team Lizzie Bell continued Lizzie's quest to raise awareness of the need for blood donations and provide comfort to children spending time in the hospital in the form of toys, gift cards, medical equipment, and Med-wagons.

When Lizzie became a teenager it became apparent she would need a bone marrow transplant to combat complications in her disease. Team Lizzie Bell expanded to include Marrow Registration Drives at blood drives Team Lizzie Bell would sponsor, and at other community events held



throughout the City of Tucson. Lizzie spoke at schools, churches, and conventions about the need to be on the bone marrow registry of "Be The Match".

In January of 2009, Lizzie was honored for her work as a blood donation ambassador by the national TV show, ABC's Extreme Makeover Home Edition. The City of Tucson and Pima County came together to build Lizzie and her family a new home. This further inspired Lizzie and her family to continue to give back to the community through their work with Team Lizzie Bell.

From its beginning in 2003, Team Lizzie Bell has expanded beyond toys for hospital kids and blood and marrow registration drives to include continuing education scholarships for Pediatric Nurses, Social Workers, and Child Life Specialists and raising funds for the Lizzie Bell Hospital School Fund. The early efforts of Team Lizzie Bell focused on the University Medical Center but have expanded to include Tucson Medical Center and other children's clinics in Tucson. Recently a family needed help with transportation to Pittsburg where their infant son was to have a rare eye surgery. Their health insurance paid for the transportation of the infant and one parent. Team Lizzie Bell was able to help the family with travel expenses so both parents and their older daughter could be there for the surgery and recovery time. The family had to stay in Pittsburg for over a month. The surgery was successful and the family was extremely grateful that, due to the generosity of Team Lizzie Bell donors, they were all able to be together in Pittsburg.

Team Lizzie Bell is always looking for help in furthering its mission to heighten awareness of the need for blood donation and marrow registration, raise funds for education, advance research in pediatric hematology, and provide comfort to medically fragile hospital children.

How you can help:
Sponsor a Toy Drive;
Sponsor a blood drive;
Sponsor a marrow registration drive;
Contribute to the Lizzie Bell Hospital School Fund through the University of Arizona College of Education;

Join us at our annual fundraiser!

Visit us at www.teamlizziebell.org

On June 7, 2019, Team Lizzie Bell will be hosting its 16th Annual Little Friends Remembered fundraiser, The Celebration: Casino Night 2019 sponsored by Patrick Sniezek-Sunstreet Mortgage, LLC. The proceeds from this event will help fund programs for children coping with serious illnesses, continuing education scholarships for Pediatric Nurses, Social Workers, and Child Life Specialists raising awareness about

blood donation and marrow registration, and raising funds for the Lizzie Bell Hospital School Fund. The funds will also help preserve the comfort of medically fragile kids at area hospitals and children's clinics with pediatric medical equipment, toys, and gift cards. Children who must regularly cope with the uncomfortable procedures are then able to have something to look forward to. Thousands of toys are provided to these children each year.



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Judy Smedes & Kate Herk

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“What has been your most challenging experience?”

Laughter bubbles up and spills out into the air as Judy Smedes and Kate Herk consider the question. Judy comments, “I don’t even know where to start.” The stories they can tell will make you laugh, cringe, and gasp in amazement. The adventurous mother and daughter duo have practically experienced it all. With over 46 years of combined real estate experience, they’ve navigated their fair share of challenges in the Tucson market, from those situations you might expect to those that are hard to imagine. Kate shares, “On one of our listings the client liked to stay during the showings. She told a prospective buyer that the birds dropped baby rattlesnakes into the yard from the sky. When that same buyer mentioned she had cats, our client informed her that she used to have cats, but the coyotes ate them.” All hope for that sale would seem to be lost, but Judy and Kate sold the house to that very buyer!

Judy tells of another experience, “We had a \$3.65 million listing, the seller lived in London, but while we were working out the contract, he was on vacation on a cruise down the Amazon River. We could only talk when he was in range, and he had to use a satellite phone to call us.” However, geographical distance couldn’t keep them from a successful closing.

In the midst of the exchanging stories, Judy calmly adds, “Oh, there was the time I was bitten by a rattlesnake.” There’s a pause as the reality of that statement sinks in. Judy explains what happened, “I was working with a developer selling lots. I was on a lot looking for the school line with

An Adventure
Worth the Ride!

...

the clients and their REALTOR®. It was the season when snakes were coming out of hibernation and we were in the desert, so I was wearing my hiking boots. I took a step back. When I did that, I disturbed a rattlesnake under a bush, he lunged and bit me.” Judy spent about six days in the hospital receiving anti-venom serum and recovering. However, it shouldn’t be a surprise that once again the deal went through and those clients bought the lot.

Their sense of humor, determination, and composure keep even the most difficult situations positive. It’s easy to see why they’ve found success in real estate. For example, Judy’s very first venture in real estate happened way before she ever imagined she would build a career in the industry. “My friend and I went to real estate school because we wanted to buy investment properties to fix up and rent out or sell. We drove down Third Street looking for the

worst house in the neighborhood. When we found it, we wrote a letter to the owners to see if they’d be willing to sell. The owners were an older couple in Ohio that had been renting the house out to fraternity boys for the last 20 years.” Judy and her friend were not daunted by the task of restoring a house wrecked by parties, pranks, and years of zero maintenance. Judy saw the diamond in the rough. “It was a mess, but the house had good bones and when we finished it was very cute.”

Kate’s ambition and daring spirit shone through from an early age. Judy remembers, “Kate started playing tennis when she was young. I remember at age 7 or 8, Kate announced that she did not want to be signed up for any other activity, only tennis. She was determined at a young age!” When Kate was 11, she contacted Prince, a company that makes tennis clothing, shoes, rackets, and other tennis

supplies, for a sponsorship which she received. Kate reflects on her time as a nationally ranked tennis player, “Playing tennis gave me competitive experience. Our business is very competitive and I gravitate towards that side of it. I like earning people’s business and developing new ways to differentiate ourselves.”

Kate continues, “Also in my twenties, I frequently traveled around the world. I backpacked, met new people, and learned about different cultures. Now, that experience provides me a way to relate to different clients and their experiences.” Always ready for an adventure, Kate shares a fun memory from her travels, “When I was in Guatemala, my friend and I would pay extra to ride on top of the bus. The public transport would be these old American school buses, and we would climb on to the top where the luggage racks were. We’d sit up there and hold on to the rails. We’d go flying through the mountains, it was like being on a roller coaster, an extremely unsafe roller coaster.”

“Well, I’m glad I didn’t know about that one!” Judy interjects.

A reminder that while successful business partners, they are still mother and daughter. They joke about the dynamic, “We consider our business a success because nobody’s dead yet!” But in all seriousness, it’s an effective partnership although not their original plan. While her mom had been involved in real estate for many years, Kate had a different career path in mind. “I wanted to be a middle school teacher. I had secured a job teaching sixth graders language arts.” When Kate went to set up her classroom over the summer, she was greeted by a disaster. Desks had been thrown over, the room was in disarray, and graffiti covered the walls. “I had this sinking feeling in my gut that I was walking into a bad situation. A friend had suggested I explore real estate since as a teacher I would probably need to make extra money on the side. It was 2004 and the market was busy. I decided to help my mom out. I thought I would look for a different teaching job the next school year, but I never did.” That was 15 years ago and Kate has not looked back; clearly, the two work well together.

Outside of real estate, the fun continues with family. Judy shares, “My husband, Vince, and I love traveling to visit all the grandkids. We also enjoy golf.”

“Mom, aren’t you forgetting something?” asks Kate.

There’s a questioning pause and Kate fills in the blanks. “You went to a basketball game and a baseball game on Saturday!” Judy chuckles and adds, “That’s true, we are avid Arizona Wildcat fans! We have tickets to everything!” In her free time,



Kate, Lyla, & Joel



Judy & Vince

Kate enjoys being active whether its hot yoga or exploring Mt. Lemmon with her daughter, Lyla, and husband, Joel. “Joel is an avid mountain biker and Lyla has been riding her bike since she was three! We are super outdoorsy and always up on Mt. Lemmon. We also love Telluride and Colorado; I snowboard and Joel and Lyla ski.”

There’s no doubt, whether in real estate or outside of it, there are many more exciting adventures for Judy and Kate!

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IT MATTERS!

Many factors go into the sale of a home including location, affordability, size, school district, eye appeal, convenience, salesmanship, and emotions. However, like a Swiss Army Knife, there is another blade that can be pulled out when needed. It's called the allergy and asthma aspect. What are the variables and how can the salesperson address them? Obviously, environmental data from the Desert Southwest do not apply to Seattle, WA, or New Orleans, LA. Or do they?

In Tucson or Phoenix, AZ, the outdoor springtime culprits for allergies are Olive and Mulberry trees, Bermuda grass, and ragweed. In the fall, weeds prevail to send their pollen into the air. Inside the home and topping the list of issues that relate to health are cat allergens (from saliva and gland secretions), and a heavily fragranced laundry room and master bath (personal care products) The presence of these indoor problems is amply discussed.*

Decision making

When a prospective homebuyer has several choices and has a decision to make, it might behoove the realtor to point out what a home doesn't have. This can be done without casting negative comments against a home or its

seller or pretending to be a know-it-all. Finding out as much as possible about the history of a home and its previous occupants can make or break a sale. Let's look at what might be done to assist in the sale of a home and to help the buyer feel more secure about their purchase without getting into legal trouble by not telling the truth. Let the facts speak for themselves.

What a home might or might not have:

- An abundance of vegetation around the home. This usually means more insects and more pollen and mold and can be important to the homebuyer who likes a lot of fresh air.
- A nearby main thoroughfare or gravel road, so that noise, vehicular exhaust carbon, and dust levels will be elevated
- A lawn (grass particles, pesticides, mold, pollen)
- A door for pets to enter exit
- A heavily fragranced laundry room or master bath (asthma patients)
- An attached garage that will let car exhaust into the home when the common door is opened
- A previous owner that did not have a cat
- Good quality air filters in the central air system (good pleated filters usually suffice). When was the last time the evaporative cooler pads were changed? (If over six months, that is too long)
- A nearby business that produces odors or a school with idling buses, i.e., from which direction does the prevailing wind come and in which season, and what will be blowing toward the particular home or area during that season?

- Carpeted flooring. This provides less airborne dust than smooth flooring
- A basement is frequently damp, especially near mountains—is a dehumidifier needed?
- A history of water problems. A home with a bad history will tend to continue that history.

Summary: While many more items can be added to the list, the point is that if health is an issue, a general knowledge of the variables that contribute to better or worse health can be very helpful to all parties. In some regions, there is no escaping pollen and mold outdoors. Indoors, it can be dealt with by the presence of tightly fitting windows and doors and a good air filter. In addition, most home sellers don't know when the air ducts were cleaned. Persons with respiratory concerns might want to have that done.

With a little basic online research and a little practice, the average realtor in their locale can assist a concerned homebuyer by providing an enriching experience for both parties.

*Greener Cleaner Indoor Air (Mark R. Sneller, Wheatmark Publ. 2010, Amazon.com)

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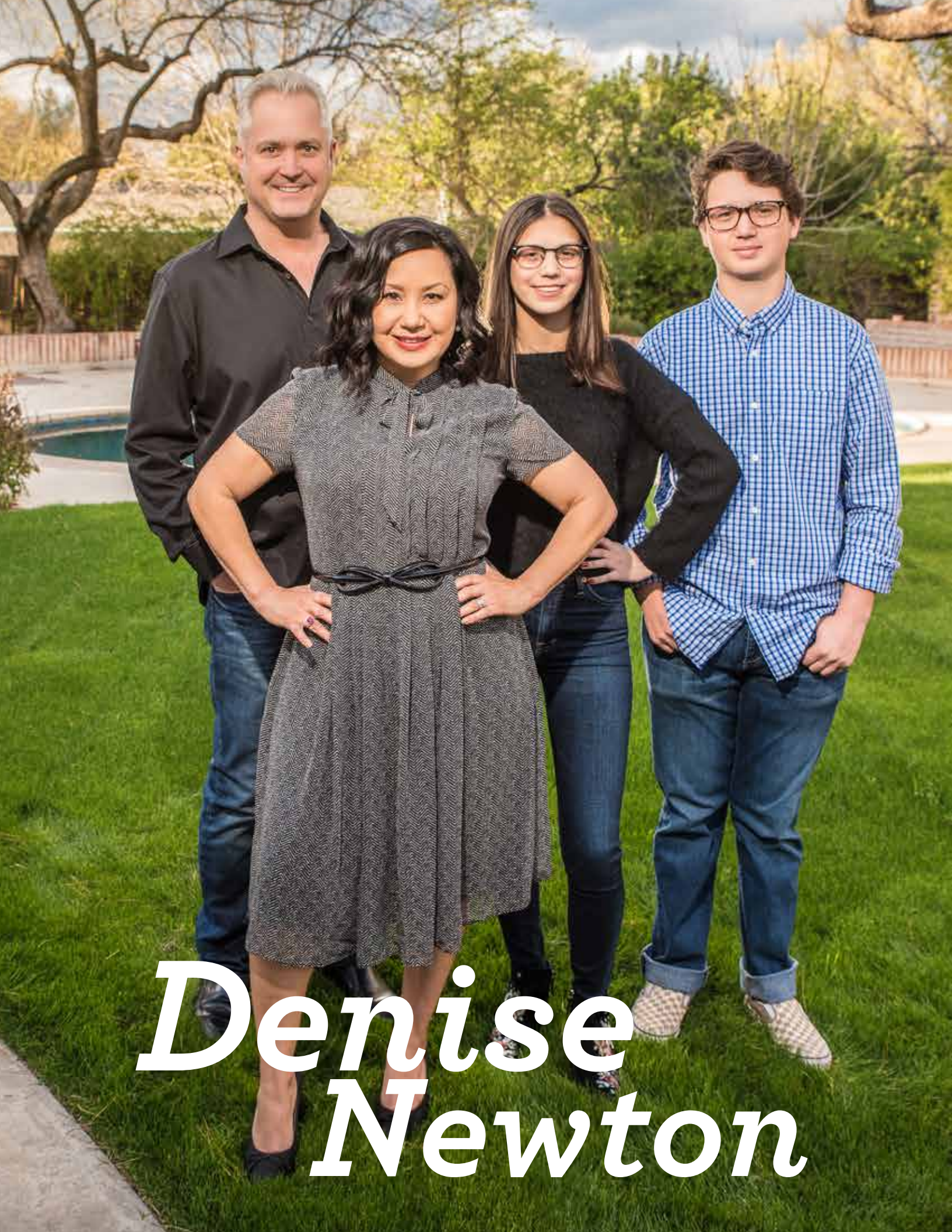
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Denise Newton

A Double Diamond Therapist

▶▶ featuring

Kylea Bitoka
Photography by Casey James

Driving in the car one day Denise Newton's son declared, "Mom, I finally know what you do!" The statement confused Denise. "I had been a REALTOR® his whole life!" She chuckles as she tells the story, "He had sat in the backseat through client phone calls and had gone with me to house showings." Perplexed Denise asked, "You do?" Her son exclaimed, "Yes, you're a therapist." If you have any experience with real estate, you can't help but laugh and nod in agreement. For Denise, it's what she loves about the business. "Real estate challenges you. Each day is different; I love developing creative solutions to help solve problems for my clients." Her desire to help overflows into all areas of her life, "I firmly believe that if everyone just gave a little bit back, we would live in a different world!" Denise is true to her word, with each completed transaction she makes a donation in the client's name to Ronald McDonald House. From supporting her kid's school, Salpointe Catholic High School, to being an ambassador for MOCA (Museum of Contemporary Art), Denise consistently finds ways to donate her time and money.

Denise learned her work ethic and integrity at a young age. "My mom was a single mother for quite a bit of time. She was very forward thinking and believed in independence. My mom instilled in me the importance of working hard and doing the right thing." Denise's mom, Sharon Hildebrand, not only prepared her for life, she trained her for success in real estate. "My mom and step-dad were in commission-based sales. I remember growing up with three different phone lines in the house-- one for person-



al calls, one for my mom's business calls, and one for my step dad's business calls." Denise adds with a laugh, "This was when phones still had cords and were attached to the wall. Sometimes both phones would ring at the same time!" She continues, "Later when my mom started real estate, she was immediately busy because she had so many established connections in the community." Meanwhile, Denise was trying to figure out her next move. As a new college grad, she was unsure of what career path to pursue.

"It's difficult to know what you want to do at such a young age. When people say 'Oh, you can do anything!' that's terrifying!"

In need of an assistant, Sharon had a solution for her daughter's career dilemma. She offered Denise the chance to work with her and learn the business. "My first couple of years in real estate I was her assistant. I jumped in helping with paperwork and being the gopher just learning, learning, learning! It was a huge advantage." Later,

...

“

It's important to appreciate the little things that make the big things. If you have gratitude, everything starts to fall into place.

Denise had the opportunity to work onsite for a small custom home builder. It proved to be another great learning experience. “I worked that site while working for my mom. I watched as the homes I sold were built. I learned construction from the footers all the way up, inside and out.”

In 2001, Denise's real estate career took a slightly different direction. “My husband and I decided we were ready to start a family. When my son was born, I thought I might be a stay at home mom. However, I kept getting calls from people who didn't realize I was out of the business, so then I thought well I'll just sell a couple of houses here and there.” The referrals kept coming in and it wasn't long before Denise found herself back in business. Denise made a key decision, “I decided I would only work with past clients or their referrals. I wasn't looking for awards, and I wasn't looking to compete. I just wanted to have a career and be a mom.” Denise and Sharon took their businesses in different directions while still maintaining a close relationship.



Now the mother and daughter duo are back together, but the roles are switched. Sharon works as a buyer's agent for Denise's team, The Newton Group. “When my mom was ready to take on a different role, we decided to join forces.” The partnership allows Sharon the freedom to travel and achieve more work-life balance. “It's a great fit; with all of our experience, we can put our heads together and solve just about any problem!” The experience that the Newton Group brings to the table sets them apart. Each member brings a unique skill set and background that allows The Newton Group to offer unparalleled service.

However, the team had a surprising start. Denise chuckles as she tells the story of her accidental team. “I had a friend approach me for advice about getting into real estate; she was almost finished getting her license. My advice was to align herself with a great team so she could get the necessary training before trying to go out on her own.” Denise offered to help her find a team. “I

knew she would be a gift to any team!” As Denise looked around for a team for her friend, Kristen Bennett, she couldn't find the right fit. That's when Denise and Kristen decided to team up. “We agreed to take it one step at a time and see how it worked.” Next, Denise brought on a digital wizard, Jennifer Reeve, and then came a marketing assistant, Ruth Whaley. Before she knew it, she had another REALTOR® Debra Rodriguez approach her about joining the team. While Denise never planned on training new agents, it's a contribution she's glad to make. “I have a passion for professionalism. My perspective is there's an abundance of work. I am happy to train and work with people to help them be better professionals. I think it's good for the industry. I get a

little worried when I see people go straight from real estate school to selling and not really learning, what I had the gift to learn from my mom like, etiquette or even just the pronunciation of realty or REALTOR®.”

For Denise, it's never been about the awards or the numbers, her priority is the experience both in her professional and personal life. “I want to provide every client the same excellent service regardless of budget; it's about the people, not the price.” Off the clock, it's important for Denise to have meaningful experiences with her family. Married for 29 years, Denise and her husband love to take active vacations with their son, Conor, and daughter, Audrey. “We like to go on cycling adventures through Backroads, a company that specializes in planning active outdoor vacations. We also love skiing, hiking, and playing tennis together.” Denise shares her perspective, “It's important to appreciate the little things that make the big things. If you have gratitude, everything starts to fall into place.” It's a principal that Denise hopes to pass on to her kids, as well as her team. “Every day we try to write down three things that we are grateful for from that day. The practice gives perspective. Yes, there will be bad days, but as I tell my daughter, you can't appreciate the good days until you've had bad days.” That's definitely wise counsel, it would seem young Conor's assessment about his mom's career was right.



Jennifer Reeve, Sharon Hildebrand (Denise's mom), Denise, Kristen Bennett, & Debra Rodriguez

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	99.0	18,592,664	187,805
2	Marsee Wilhems (16298) of eXp Realty (495201)	70.0	17,217,492	245,964
3	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	42.0	11,864,604	282,491
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	65.5	10,863,450	165,854
5	Kaukaha S Watanabe (22275) of eXp Realty (495203)	46.5	9,450,390	203,234
6	Laura Sayers (13644) of Long Realty Company (16717)	23.0	8,979,385	390,408
7	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	44.0	8,837,100	200,843
8	Lisa M Bayless (22524) of Long Realty Company (16717)	21.0	8,798,307	418,967
9	Sandra M Northcutt (18950) of Long Realty Company (16727)	23.0	8,172,000	355,304
10	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty (472203)	7.5	7,943,500	1,059,133
11	Don Vallee (13267) of Long Realty Company (298)	24.0	7,773,761	323,907
12	Peter Deluca (9105) of Long Realty Company (298)	18.5	7,348,519	397,217
13	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	21.5	6,938,500	322,721
14	Leslie Heros (17827) of Long Realty Company (16706)	18.5	6,584,450	355,916
15	Joshua Waggoner (14045) of Long Realty Company (16706)	5.0	6,540,000	1,308,000
16	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	31.5	6,022,400	191,187
17	Vicki L Holmes (19184) of Long Realty Company (16719)	20.0	5,995,000	299,750
18	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	20.0	5,812,000	290,600
19	Jim Storey (27624) of Tierra Antigua Realty, LLC (286607)	9.5	5,776,000	608,000
20	Don Hatcher (31480) of MTH Realty LLC (5383)	19.0	5,728,036	301,476
21	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	17.0	5,682,019	334,236
22	Wanda Fudge (28579) of Long Realty Company (16728)	17.0	5,605,900	329,759
23	Russell P Long (1193) of Long Realty Company (298)	11.0	5,464,000	496,727
24	McKenna St. Onge (31758) of Long Realty Company (16706)	8.5	5,428,610	638,660
25	Jameson Gray (14214) of Long Realty Company (16706)	8.5	5,428,610	638,660
26	Laurie Hassey (1171) of Long Realty Company (16731)	13.0	5,397,317	415,178
27	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	24.5	5,308,125	216,658
28	Gerald L Hause (30852) of Long Realty Company (16728)	11.0	5,271,000	479,182
29	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	22.5	5,199,650	231,096
30	Tim Rehrmann (25385) of eXp Realty (4952)	20.0	5,189,470	259,474
31	Jim Jacobs (7140) of Long Realty Company (16706)	12.0	5,109,900	425,825
32	Carolyn Ann Fox (1420840) of Coldwell Banker Residential Br (70204)	21.0	5,108,200	243,248
33	Janell E Jellison (4774) of Long Realty Company (16706)	10.0	5,022,000	502,200

Rank	Name	Sides	Volume	Average
34	Alfred R LaPeter (32582) of Long Realty Company (16717)	13.5	5,015,674	371,531
35	Anjela K Salyer (30415) of Mattamy Homes (5799)	11.0	4,976,284	452,390
36	Patricia "Patti" Brown (14873) of Coldwell Banker Residential Brokerage-70202	11.0	4,975,250	452,295
37	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	25.5	4,796,950	188,116
38	Denice Osbourne (10387) of Long Realty Company (16707)	13.0	4,689,500	360,731
39	Eddie Watters (31442) of Realty Executives Tucson Elite (4983)	18.5	4,598,970	248,593
40	Candy Bowen (37722) of Tierra Antigua Realty (286610)	20.0	4,593,171	229,659
41	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	3.0	4,561,705	1,520,568
42	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	9.0	4,493,756	499,306
43	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983)	21.0	4,343,800	206,848
44	John E Billings (17459) of Long Realty Company (16717)	13.0	4,307,613	331,355
45	Beth Hughes (27468) of Sierra Vista Realty Inc. (4690)	4.0	4,280,000	1,070,000
46	Michael Shiner (26232) of CXT Realty (5755)	18.5	4,271,000	230,865
47	Anthony D Schaefer (31073) of Long Realty Company (298)	15.5	4,130,400	266,477
48	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	15.5	4,093,750	264,113
49	Jeremy Smith (53015) of PCD Realty LLC (4826)	12.0	4,082,020	340,168
50	Tom Ebenhack (26304) of Long Realty Company (16706)	13.0	4,069,994	313,076

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Alicia Girard (31626) of Long Realty Company (16717)	14.0	4,060,665	290,048
52	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	12.0	4,047,750	337,312
53	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	8.5	3,985,750	468,912
54	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	14.0	3,982,050	284,432
55	Brenda O'Brien (11918) of Long Realty Company (16717)	10.0	3,970,198	397,020
56	Tyler Lopez (29866) of Long Realty Company (16707)	17.0	3,948,400	232,259
57	Cathy A Whalen (17500) of RE/MAX Excalibur (453501)	9.0	3,938,115	437,568
58	Mary G Dorais (5988) of Long Realty Company (16706)	7.0	3,934,000	562,000
59	Rob Lamb (1572) of Long Realty Company (16725)	10.0	3,931,400	393,140
60	Tom Peckham (7785) of Long Realty Company (16706)	11.0	3,882,550	352,959
61	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	7.5	3,863,965	515,195
62	Nicole Jessica Churchill (28164) of eXp Realty (4952)	16.5	3,830,000	232,121
63	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	9.0	3,824,500	424,944
64	Patricia Sable (27022) of Long Realty Company (16706)	7.0	3,731,600	533,086
65	Jose Campillo (32992) of Tierra Antigua Realty (2866)	20.5	3,723,975	181,657
66	Tom Gansheimer (12814) of Lennar Sales Corp. (1281)	9.0	3,698,080	410,898
67	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	8.5	3,623,995	426,352
68	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	8.0	3,598,500	449,812
69	Pam Treece (13186) of Long Realty Company (16717)	12.0	3,596,500	299,708
70	Angela Tennison (15175) of Long Realty Company (16719)	9.0	3,486,000	387,333
71	Heidi M Baldwin (4228) of Long Realty Company (16706)	5.0	3,470,000	694,000
72	Roni Bengé-Adamson (8355) of Keller Williams Southern Arizona (4783)	12.0	3,452,057	287,671
73	Antonio Reyes Moreno (33276) of Realty Executives Tucson Elite (498303)	14.0	3,403,273	243,091
74	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	12.0	3,328,700	277,392
75	Oscar J Ramirez (5010) of Long Realty Company (16727)	4.5	3,317,850	737,300
76	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	8.0	3,241,198	405,150
77	Elizabeth "Bizzy" Orr (22768) of Realty Executives Tucson Elite (498306)	8.0	3,234,750	404,344
78	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	12.0	3,217,900	268,158
79	Camille Rivas-Rutherford (11782) of Coldwell Banker Residential Brokerage-70202	7.0	3,213,360	459,051
80	Heather Shallenberger (10179) of Long Realty Company (16717)	10.0	3,194,675	319,468
81	Ashley Kimberlin (18406) of Realty Executives Tucson Elite (498306)	10.0	3,187,525	318,752
82	Jay Lotoski (27768) of Long Realty Company (16717)	7.0	3,153,750	450,536
83	Tana R Newton (18103) of Long Realty Company (16707)	12.0	3,092,250	257,688

Rank	Name	Sides	Volume	Average
84	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	14.0	3,080,800	220,057
85	Glenn Michael Nowacki (35737) of Realty Executives Tucson Elite (498306)and 2 prior offices	14.0	3,070,400	219,314
86	Judy S Ibrado (27978) of Long Realty Company (16717)	11.0	3,001,800	272,891
87	Judi Baker (13152) of Long Realty Company (16719)	9.0	2,996,500	332,944
88	Camille P Herbst (13140) of Coldwell Banker Residential Brokerage (70207)	6.0	2,965,000	494,167
89	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	12.5	2,945,100	235,608
90	Jerimiah Taylor (17606) of Keller Williams Southern Arizona (478306)	12.5	2,924,450	233,956
91	Judi Monday (1420458) of RE/MAX Valley Properties (4621)	8.0	2,919,000	364,875
92	Calvin Case (13173) of OMNI Homes International (5791)	13.0	2,900,844	223,142
93	Marian R Soto (28907) of Mattamy Homes (5799)	6.0	2,873,537	478,923
94	Layne Lundeen (31434) of Long Realty Company (16731)	6.0	2,867,490	477,915
95	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	16.0	2,863,080	178,942
96	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	12.0	2,836,350	236,362
97	Charlene Anderson (35) of RE/MAX Results (5106)	10.0	2,818,900	281,890
98	Glenda Grow (7030) of Realty Executives Tucson Elite (4983)	9.0	2,814,700	312,744
99	James Arnold (142000775) of Tierra Antigua Realty (286614)	6.0	2,810,284	468,381
100	Patty Howard (5346) of Long Realty Company (16706)	7.0	2,803,950	400,564

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Dottie May (25551) of Long Realty Company (16728)	6.5	2,776,450	427,146
102	Margaret E. Nicholson (27112) of Long Realty Company (16728)	6.5	2,776,450	427,146
103	Nancy Howery (36747) of Long Realty Company (16724)	8.0	2,776,000	347,000
104	Rolando Verduzco (29373) of RE/MAX Select (51543)	11.5	2,770,150	240,883
105	Gary B Roberts (6358) of Long Realty Company (16707)	10.0	2,753,600	275,360
106	Pete M Torrez (21748) of Long Realty Company (16706)	5.5	2,700,250	490,955
107	Mary Vierthaler (12199) of Long Realty Company (298)	9.0	2,690,900	298,989
108	Timothy R Hagyard (32545) of Long Realty Company (16707)	10.5	2,681,400	255,371
109	Amado Manriquez (145064496) of Century 21 Success Realty (80401846)	11.0	2,666,400	242,400
110	Eddie Holmes (10977) of KB HOME Sales-Tucson Inc. (2434)	9.5	2,654,905	279,464
111	RW Christian (52833) of LGI Realty Arizona (51463)	12.0	2,633,400	219,450
112	Kristin Gloria Penrod (33258) of Redfin Corporation (477801)	8.5	2,631,540	309,593
113	Steven W Inouye (22297) of Long Realty Company (16706)	11.5	2,600,615	226,140
114	Lisa Korpi (16056) of Long Realty Company (16727)	10.0	2,561,827	256,183
115	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty (472203)	6.0	2,549,900	424,983
116	Tori Marshall (35657) of Coldwell Banker Residential Brokerage (70207)	10.0	2,531,489	253,149
117	Lori C Mares (19448) of Long Realty Company (16719)	11.5	2,529,400	219,948
118	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	3.0	2,520,000	840,000
119	Matthew F James (20088) of Long Realty Company (16706)	7.0	2,511,375	358,768
120	Tracy Wood (36252) of Russ Lyon Sotheby's International Realty (472203)	7.0	2,495,800	356,543
121	Diane Raynor Aune (9903) of Tierra Antigua Realty (2866)	5.5	2,450,230	445,496
122	Carlos L Albelais (30953) of Realty Executives Tucson Elite (498306)	9.5	2,446,250	257,500
123	Lorenia S Ruiz (28684) of RE/MAX Results (5106)	8.0	2,446,200	305,775
124	Susan Denis (14572) of Tierra Antigua Realty (2866) and 1 prior office	9.5	2,424,500	255,211
125	Linda M Johnson (12215) of Tierra Antigua Realty (2866)	10.0	2,407,200	240,720
126	Vincent R Yackanin (2249) of Long Realty Company (298)	7.5	2,403,950	320,527
127	James M Strong (2016) of Coldwell Banker Residential Brokerage (70202)	9.5	2,402,090	252,852
128	Michelle Hotchkiss (27060) of RE/MAX Results (5106)	6.5	2,398,500	369,000
129	Soraya Platt (17286) of RE/MAX Select (51543)	7.5	2,371,500	316,200
130	Victoria R McGullam (31547) of Engel & Volkers Tucson (51620) and 1 prior office	12.5	2,370,400	189,632
131	Melody K Mesch (3024) of Coldwell Banker Residential Brokerage (70202)	7.5	2,368,290	315,772
132	Lisa Holliday (36798) of Tierra Antigua Realty, LLC (286607)	7.0	2,360,000	337,143
133	David Urbaniak (14957) of Keller Williams Southern Arizona (478306)	9.5	2,358,900	248,305

Rank	Name	Sides	Volume	Average
134	Denisea Kiewel (27571) of Tierra Antigua Realty (286601)	7.5	2,345,000	312,667
135	Nick K Manning (20102) of Tierra Antigua Realty, LLC (286607)	6.5	2,344,950	360,762
136	Steve Nissen (15430) of Long Realty Company (16706)	4.5	2,340,250	520,056
137	Michele O'Brien (14021) of Long Realty Company (16717)	6.0	2,336,618	389,436
138	Angela M Kuzma (28301) of Keller Williams Southern Arizona (478310)	9.5	2,314,375	243,618
139	Tyler Gadi (32415) of Long Realty Company (16707)	11.0	2,312,352	210,214
140	Madeline E Friedman (1735) of Long Realty Company (16719)	6.5	2,298,000	353,538
141	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	6.5	2,293,995	352,922
142	Alison P Hurd (8440) of Hurd Homes, Inc. (3906)	7.0	2,291,400	327,343
143	Bob Norris (14601) of Long Realty Company (16707)	9.0	2,288,600	254,289
144	Kate Weiss (35438) of Long Realty Company (16706)	9.0	2,284,042	253,782
145	Deborah A Evenchik (9120) of Coldwell Banker Residential Brokerage-70202	8.0	2,284,000	285,500
146	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	4.0	2,281,500	570,375
147	Judy L Smedes (8843) of Long Realty Company (16706)	4.0	2,250,960	562,740
148	Danae S. Jackson (26717) of Coldwell Banker Residential Brokerage (70202)	8.0	2,242,600	280,325
149	Becca Riccardi (29910) of Tierra Antigua Realty (286603)	10.0	2,219,000	221,900
150	Irene A Delgado (9426) of KB HOME Sales-Tucson Inc. (2434)	8.0	2,183,420	272,928

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