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▶ publisher's note

September's Focus

**OVARIAN CANCER AWARENESS & NATIONAL REALTOR® SAFETY MONTH**



You are in for a treat as you thumb through this 24th issue of *Tucson Real Producers*. **Angie Kuzma** has opened her heart and was willing to share her story because she is thinking of you, your friends and family. Her "Higher Purpose" will come to light as you read and absorb her article.

**Toby Parks** grew up in Casa Grande and her family moved there when only generators powered the town. After years in the hospitality business sharpening her skills, helping to open high-end hotels such as the JW Marriot, Toby is now a Rising Star in Tucson's real estate.

New York, Hallmark and serious client appreciation are what sets **Liz & Tom Peckham** apart! Genuine folk, with years of pouring into our city, because they fell head over heels in love with Tucson from the very beginning.

So this September let us paint Tucson "TEAL" for Ovarian Cancer Awareness! In honor of Angie!



Also, take some time to get reacquainted with the best ways to stay SAFE as a REALTOR® for National REALTOR® Safty Month.



Cheers,  
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# BILL'S HOME INSPECTION SERVICES

## Ensuring a Safe & Healthy Home

Home designs, sizes and material choices continue to change through the years. But no matter how they're made, the most important home elements will always be health and safety.

Those key elements are what Bill's Home Inspection Services has built its reputation and success on through 55 years in business.

### Growing with the Region

The Bill's Home Service brand has deep roots in the community, dating back to 1964 when Bill Bennett began offering home services to clients in the Southern Arizona area.

As Bill's grandson and current company Vice President Ryan Bennett explains, the organization has continued

to grow and evolve the services it provides to the community through time.

"At our founding in 1964, we provided a wide range of services including pest control, pool service, landscaping, swamp cooler repair, and even trash services," Ryan explains. "Through the years, as my grandfather grew the company, he began focusing on the termite and pest control services side of the business."

About 12 years ago, the evolution continued.

"In 2007, we started Bill's Home Inspection Services, identifying that termite and pest control work really go hand-in-hand with home inspections and the home-buying process," Ryan says. "We saw an opportunity to leverage our expertise and existing relationships with real estate agents on the termite and pest control side of the business and also provide home inspections.

We were one of the first companies in the area to provide real estate agents with the convenience of a home inspection and termite inspection at the same time."

### A Solid Foundation

Ryan's earliest memories come from the business, dating from the time he was just five years old accompanying his dad and current president, Will, on appointments. As Ryan came of age, he attended college and lived in California for a time. In 2013, he came back to Tucson and started work as a pest and termite control service technician.

In time, Ryan gained more experience and rose through the ranks. Today, Ryan oversees the company's



Shane & Don



home inspection services. Ryan's older brother, Bill, is also integrally involved in managing the pest and termite control side of the business.

Through the years, Bill's Home Inspection Services has grown with a solid, experienced team.

"We have two full-time licensed home inspectors," Ryan explains. "We also have a group of six office team members to support the home inspectors and our 15 pest and termite control service technicians."

One of the value-added offerings Bill's Home Inspection Services makes available to area residents is its Home Watch program.

"With the number of snowbirds we have in the area, we created this service to provide regular checks on homes while they're gone for the season," Ryan emphasizes. "This isn't a security service, but we alert them of any issues related to weather and other issues that may arise such as broken pipes or failing appliances. Our team of five part-time staffers works to give our clients peace of mind while they're gone."

As brothers, Bill and Ryan take great pride in continuing the family tradition of excellence that their grandfather and father built.

"My brother and I are third-generation family members. It means a lot to us to be able to offer this to our community and to give them a resource to buy local. The fact that we've been able to sustain ourselves for 55 years means a lot. We're passionate about serving others," Ryan points out. "Our grandfather built the company one customer at a time by serving people and focusing on their needs. While we have a range of specific services we offer, we're really designed around serving others. What we do is really about taking care of people."

### One Call Does It All

Ryan emphasizes the service advantage that clients get with Bill's Home Inspection Services and the overall experience people get.

**"We feel good about being able to offer home inspections and termite inspections for one set price — with one appointment," Ryan says. "That's a huge convenience."**

“Offering home inspections and termite inspections for one set price — with one appointment. That’s a huge convenience.”

Another convenience is scheduling the appointment itself.

"We use an online software package for all of our home inspections where a real estate agent or home buyer can easily schedule an appointment online. The software also streamlines the payment and signing of inspection agreements online, so the client doesn't need to be present at the time of the inspection if they're unable to attend," Ryan says. **"Then, after the inspection, the full-color, detailed report that includes photos is available to access online anytime from anywhere."**

As Ryan says, his organization's success is based on quality and integrity.

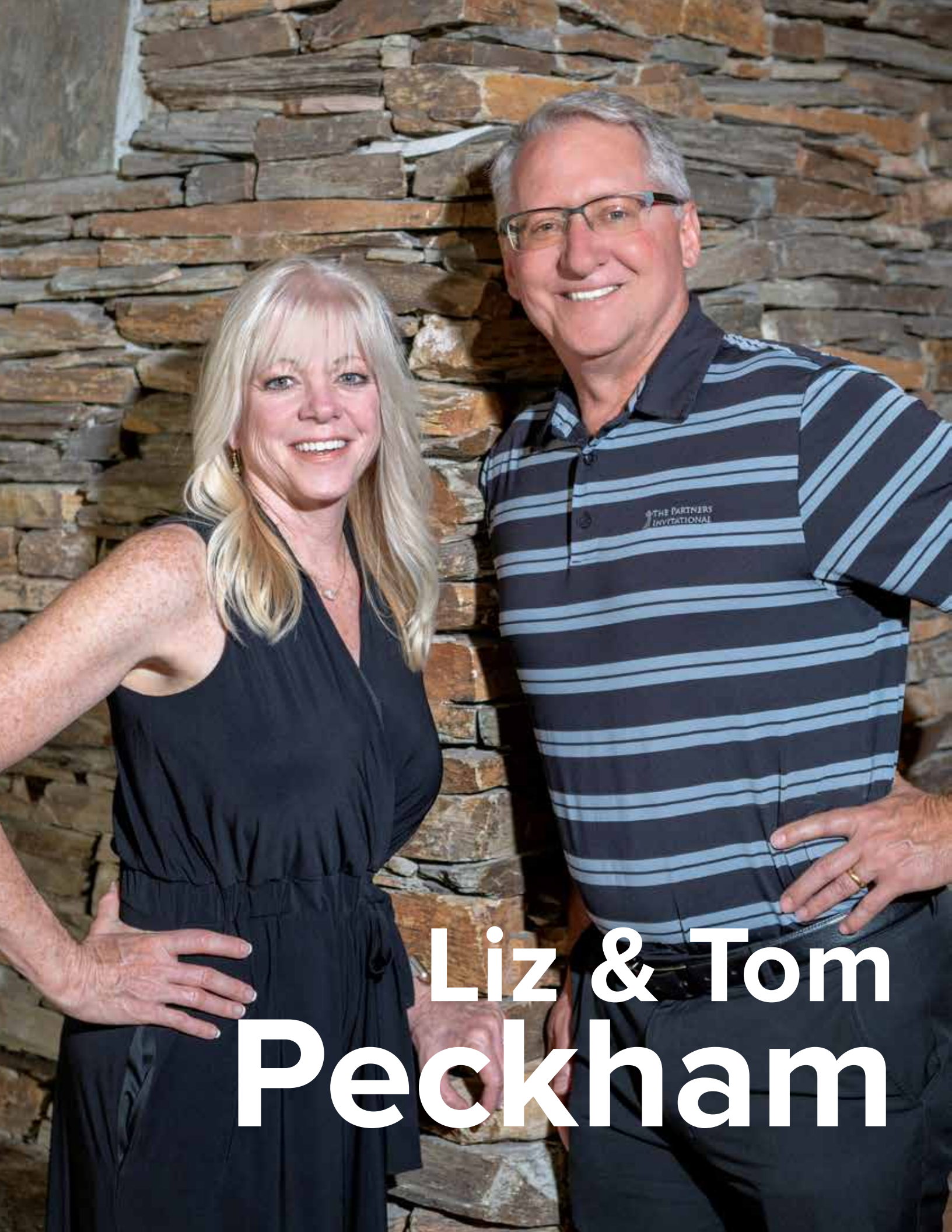
As he says, "We feel we've done a good job when we've provided a good quality inspection that provides the home buyer with good insight into the home they plan on purchasing, and convenience for real estate agents ... and that both would recommend us in the future. We're confident that we'll leave them satisfied based on the level of our experience, our service and our convenience."

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# Liz & Tom Peckham



## Head Over Heels for Tucson!

### ▶▶ colleague corner

“It was like walking into an oven!” recounts Tom Peckham, remembering when he flew into Tucson, ready to start college at the University of Arizona. Heat radiated from the open door as Tom exited the plane taking the steps down to the tarmac at Tucson International Airport. “I had visited Tucson before in February, so when I walked off the plane in August, it was rather warm!” Tom says with a chuckle. Liz Peckham laughs too as she shares her first impression of the desert. “We both grew up in New York, Tucson was entirely different.” Liz grew up on Long Island. “My family moved to Scottsdale. My sister went to the University of Arizona first then I decided to go there.” Tom grew up in Westchester County. “When I was 16, I went on a river

trip. On the trip, I made a bunch of friends that lived in Tucson.” Those connections led Tom to the University of Arizona, where he met Liz. Liz and Tom didn’t just fall in love with each other; they fell head over heels for Tucson too! “Where else can you be active all year?” asks Tom, “Even in the summer you can get out in the early morning.” Liz adds, “Sabino Canyon is right out our back door, we frequently hike there. Waking up every day to see the mountains and sunshine is incredible.” Their favorite part of Tucson though is the people. They love helping people discover Tucson’s unique charm, from quaint local restaurants to gorgeous hiking trails. Most importantly, the Peckhams are passionate about helping people find the perfect place to call home.

When Tom invested in real estate, it sparked his interest in the industry. After the transaction, he decided to get his real estate license. “I majored in U.S. history, but I didn’t want to teach. Real estate intrigued me.” Liz’s entrepreneurial spirit and creativity took her in a different direction before leading her to real estate. “My parents were entrepreneurs; it’s ingrained in me. When I graduated from the U of A, I had the opportunity to buy a Hallmark store. I always liked the retail side of business. Since Hallmark is a personal expression business, it seemed like the perfect outlet for my creativity.” It was a great match, and it wasn’t long before Liz opened another store. Liz continued to grow her businesses specializing in custom invitations. “We were the number one invitation business in Southern Arizona. We did custom invitations for many of the major businesses in the area.”

Meanwhile, Tom’s real estate business continued to grow. As he got busier, Liz helped in her spare time. Soon Liz’s spare time wasn’t enough; she dove into real estate full force. Her business experience prepared her for that very moment. “I learned so much from all of my experiences. Our biggest passion is customer service, and my background contributes to that.” Even though her Hallmark days are over, Liz still needs stationery. “I am a firm believer in handwritten notes. Being in the personal expression industry, I witnessed the importance of personal touch. It’s a big deal to receive something in the mail. I love taking the time to surprise our clients with a note!” With each transaction, Tom and Liz make a connection, one that lasts long after the sale is



...

complete. Tom shares one example, "We were doing an open house. A gentleman came by. We talked for a little bit and answered some questions. After that, he kept hanging around for quite a while. We asked if we could help with anything else and he replied no, but he didn't leave." Finally, the gentleman came over and told Liz and Tom that he wanted to work with them, but that so far, he had not had a great experience in his search for a home. Tom continues, "Within 24 hours, we found him a house! He was so happy." Liz adds, "So the fun part is he and his wife invited us over to dinner right after they moved in. Our families got together for dinner, and it turns out one of their daughters was the same age as one of our daughters. Both were getting ready to start their freshman year of high school. Our kids still talk to each other, and they are 28 years old! We still see them, too; we even belong to the same gym. We keep the connections we make."

It's not just in real estate that Tom and Liz are bringing people together. Liz shares about her passion for building community and how she does it. "I learned a lot from my dad as I watched him run his business. The way he was aware of his community and committed to helping people." Liz serves as a committee member for We Are Champions. "It's an initiative created by the TMC Foundation to build a healthier Southern Arizona by bringing the community and health care knowledge together. We teach people how to be an advocate for their health. We host different speakers within the healthcare industry; they talk about health issues and options or how to help eliminate health risks. There are opportunities for people to ask questions. We believe the more knowledge you have now, the better off you're going to be in the future."

On the lighter side, Liz has also started a pizza club. "It's about 18 women, and we try different pizza restaurants. It's something that's fun and builds friendships." Neither Liz nor Tom are strangers to the Tucson food scene. "I love to cook, and Tom and I are both foodies! We love to try new foods and places." In their free time, if Liz and Tom aren't checking out a local restaurant, they might be taking a quick weekend getaway. "Both of our daughters are in the airline industry. It's exciting because it's provided us some opportunities to travel that we wouldn't normally have." But the majority of the time, you'll find Tom and Liz here in the city they love, making connections one client at a time.



“Being in the personal expression industry, I witnessed the importance of personal touch.”

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# La Paloma Country Club



▶ a closer look!  
By Steve Rivera

## Revitalized for the Next Generation & Beyond!

When Dwight Ferguson walked into La Paloma's new-and-improved country club for the first time, years after entering the old one, he said: "Wow, what an improvement!"

Indeed.

There's no other way to explain the transformation of what **Troon** did to the country club that sits at 3660 E. Sunrise Drive in the Tucson Foothills.

Understated elegance, perhaps?

Clearly, this is not your grandfather's country club or, for that matter, your father's country club anymore – even though they love it, too.

How could they not, given the new look? The once dark and stodgy areas available to members are now a bright, beautifully renovated facility. While the old design was stately, it was stuck in the time when the country club was built – 1984. Walking in made you think..."time warp"!

These days, though, club members will party like it's 2019.

"What it did was set us up for the future," said David Stout, the club's general manager, speaking of the multi-million-dollar revamp. "It's for the next generation and to maintain our relevance, not only in the country club but in the food and beverage industry within the community."

Club officials realized a shift in demographics or at least a shift in their target audience, with the impetus of drawing a younger crowd. They wanted to reinvent the good, bells-and-whistles stuff.

"We wanted to show them that there is more to the country club lifestyle than just a beautiful golf course," Stout said.

Before the project started in the summer of 2018, Stout, now two years into his position, promised the much-needed facelift would have members "amazed."

Mission accomplished.

Ferguson, a longtime member, said the update was "a long time coming." The area for food and drink – the centerpiece of the club – is more open-air, brighter, colorful, modern, hip and inviting.

"We like it a lot," Ferguson said, referring to his wife, Nancy and himself. "The bar area is greatly improved. If attendance at Friday night happy hours is any indication, [other members] feel the same way as we do."

Among the changes are the larger rooms. The bar area with adjacent side room and the neighboring eating area now serve a more accommodating purpose. More room lends for more functionality.

"We found for our social engagements, having a more open area and plan lets you have a more utilitarian purpose with your spaces," Stout said.

An estimated 350 people can fit into the space, "Whereas before, we



couldn't do it with the closed-off catcomb style we had," Stout said. Now, you can breathe. The more open, larger-space areas are comfortable and yet not opulent.

The Montecito's Restaurant and Bar has all been revitalized as well. The dining area seats about 50 people; the bar is now open with a four-wall TV that is a 220 inch (4x55 inch TVs) screen, with another 15 televisions throughout the area. There's also the provincial and popular double-sided bar – the counters made of petrified wood – that connects the inside space to the outside patio and golf world where they can comfortably seat about 150 guests for ceremonies or events. Live entertainment is also the norm on the patio (weather permitting).

The new extended patio and putting area provide views to sigh for, whether to the northern Catalina Mountains or west over Canyon 9 or Hill 9 golf holes.

"It's the epitome of Tucson desert," Stout said. "I don't think there is a club in town, especially in the foothills, that offers the same views of the Catalinas. And we are the only signature golf done by Jack Nicklaus in Tucson."

One thing is for sure, the new space is perfect for special events, weddings,

and kid-friendly activities for all family types.

The old locker room is now the lounge area; the former pro shop is now Santa Catalina Room, where views of its namesake are picturesque. The vaulted ceiling adds that glamorous and stately look. The lounge area can be used for – and is from time to time – millennial types who bring out their laptops and work.

The men's locker room has been expanded to accommodate additional growth and the gift shop has been moved to the near front of the club.

Of course, it's available to members, their guests, and hotel guests. All is easily a multi-purpose area for everyone.

"Everyone has been happy with it, for sure," Stout said. "They like that it's brighter and that it's easier to move about. Our social calendar was pretty robust last year but it's even more robust this year."

Health and wellness have also become a priority. The Athletic Club has turned into a more user-friendly, state-of-the-art fitness facility for all members: For Peloton users, cardio fans,

yoga, and Pilates enthusiasts, and weights for those who just want to stay in shape for their golf game.

The cycling room provides stationary cyclists the chance to ride through the hills of foreign countries and cities via a huge wall with the real-time images of those venues.

"You could be riding through the city of Santa Fe or through Yellowstone," Stout said.

**We wanted it to be family-friendly because if you're going to have a luxury in your life everybody needs to take part in it**

The Athletic Club has it all, including a fitness restaurant for the "grab-and-go" eaters. Since the new look, the club has added another 50 new "lifestyle"

members, which now totals to just over 200. It is all-encompassing, with officials knowing that the transformation was what was needed for club members. It's what they expect.

"The beauty of this was to make sure that our members didn't need a gym anywhere else," Stout said. "Same thing with our fitness classes. We do not charge for our fitness classes. All this is the trend and it's a big selling point."

Most importantly, every member of the family can enjoy the new country club.

"We wanted it to be family-friendly because if you're going to have a luxury in your life everybody needs to take part in it," Stout said. "The whole family will feel they are getting usage out of it."

# Toby Parks

## A Second-Generation Arizona Native

► rising star!

By **Nora McDevitt**

Photography by **Jacquelynn Buck**

Toby Parks is a second-generation Arizona native. From a family of cattle ranchers, Toby grew up on the family's 80-acre farm in Casa Grande, AZ. Toby is proud of her heritage and everything she learned growing up as the daughter of a cattle rancher who taught her the value of persistence and hard work.

Her great-grandparents were living in Indiana in the early 1900s, and her great-grandfather had asthma. Seeking relief from his symptoms, they decided to move west to California. On their way to the west coast, they stopped to visit friends in Casa Grande. When they arrived in California, they "didn't click with the lifestyle." California felt too big. They decided to settle in Casa Grande instead.

Her great-grandfather became a very successful cattleman in Southern Arizona, where he purchased a farm. Later, her grandparents moved to that same farm. Eventually, Toby's father bought the farm from her great-grandmother, and Toby and her two siblings grew up in that same house.

Growing up with a cattle rancher for a father instilled a strong work ethic in Toby. She recalls, "During the summer, we always worked either at the feedlot or at the ranch." It was not your typical upbringing, but it taught her about the value of hard work and responsibility at a very young age. She learned how to drive a tractor at age 14 and remembers branding a lot of cattle.

Toby also participated in the youth organization 4-H, which focuses on helping kids with hands-on projects in areas like health, science, agriculture, and civic engagement. Toby concentrated on livestock and raised and showed lambs. Toby recalls, "We would keep records of how much grain and hay we would use, and then we had to purchase hay and grain." She won the reserve champion lamb one year at the livestock fair. 4-H taught Toby the value of sportsmanship and taking pride in a job well done and being responsible.

Her family was also involved in rodeos. Toby's brother, Darwin, got a rodeo scholarship to college. She recalls, "He would come home after school, and all he would do was ride." Toby's mother, Kay, was

...

...

also a rodeo rider with the Quadrille. She rode in Tucson's Fiesta de Los Vaqueros Rodeo, which kicks off the professional rodeo season in the U.S. Riding was a mainstay growing up in a family of cattle ranchers. Toby refers to herself as "the city slicker of the family." Toby's passion centered on school and school activities. In high school, she was a cheerleader, on the student council and in the key club. She applied the strong work ethic instilled in her to her schoolwork.

She says, "It's your integrity people know and your reputation. I feel that to my core and take that into my business." She recalls, "I think the 4-H helped us at a young age to become responsible. We had to care for the animals. We had to feed them. We had to walk them. We had to groom them. Taking care of the bookkeeping, purchasing the feed and other necessary tools, those were a lot of responsibilities for us growing up."

Out of college, Toby went to work in hospitality. She rose up the ranks in sales and marketing, and built a successful 25-year career in hospitality, mostly around her ability to develop relationships.

Toby's son, Tyler, is her pride and joy. He just graduated with his MBA from NAU in May. Toby recalls one of the most challenging periods of her life as working full-time as a single parent. She credits her mother's support as critical in helping her get through that time.

She's happily married to her husband, Jay Fumusa. She and Jay met while she was director of sales opening the JW Marriott Starr Pass Resort, the largest resort in Tucson. A friend was attending a meeting in Southern California for planning golf events. Toby says, "My friend was promoting



“ Rancher's Daughter Embodies the Tried and True Values of the Old West.

Tucson when this woman zipped by on a golf cart and started pitching her brother to my friend." Her friend interjected that she was already happily involved in a relationship, but she did have some great single friends. Toby's friend arranged to "set up" Toby with her future husband, Jay. The two spoke for a couple of weeks on the phone before going on their first blind date at Chili's in Casa Grande. She started dating Jay, and a year and a half later they were married at St. Pius Church in Tucson. Thirteen years later, Toby feels blessed to have found her life partner.

When she decided to switch to real estate three years ago, she sent out handwritten notes to her contacts alerting them of her career change. She feels beyond blessed that she was able to build a successful business based on relationships and people's trust in her. When she's not selling real estate, Toby loves gardening, walking through Sabino Canyon, traveling, and spending time with family and friends. Deeply ingrained in Toby are the tried and true values of the old west, built on deep loyal relationships and a can-do attitude. Toby considers her greatest blessing to be her family and friends from whom she receives a ton of support. Her relationships are her number one priority in life. That's what matters most to Toby.



Toby with her dad, Ron Parks; Sister Rhonda Parks-Kernick; her Brother, Darwin Parks.



Celebrating Toby's Son, Tyler Crowe's, graduation with her husband, Jay Fumusa



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»» “question of the month”

# What Favorite Restaurants do you Recommend to Clients?



**DARLENE DAMIANI**  
**TIERRA ANTIGUA**  
Guadalajara — Love the authentic Mexican food!  
Michaelangelo Bottega — Love the atmosphere, delicious Italian food & Happy Hour!  
Fleming’s — Love the atmosphere and superb “Happy Hour” cocktails and food offerings!



**DEBORAH J. BRESLIN**  
**SOUTH ARIZONA HOMES, LLC**  
Vivace (top choice)  
Caruso’s (Italian)  
Manuel’s (in Green Valley)



**TOBY PARKS**  
**COLDWELL BANKER RESIDENTIAL BROKERAGE**  
I love to recommend restaurants in Tucson. When asked if we have good restaurants...My answer is always ABSOLUTELY! What kind of food do you like we have so many fantastic locally-owned restaurants? We are a UNESCO awarded the **City of Gastronomy!**



**SPIRIT MESSINGHAM**  
**TIERRA ANTIGUA REALTY**  
Oreganos  
The Union  
Chopped



**BRITTANY PALMA**  
**1ST HERITAGE REALTY THE A2B TEAM**  
Café Poca Cosa  
Maynards Market & Kitchen  
Trattoria Pena



**LUCY BARRAZA**  
**TIERRA ANTIGUA REALTY**  
Vivace  
Wild Flower  
Wild Garlic



**JAMES SERVROSS**  
**KELLER WILLIAMS OF SOUTHERN AZ**  
Vivace  
El Charro  
Kingfisher



**CAROL NIGUT**  
**COLDWELL BANKER**  
Wildflower:  
Elegant and delicious fine dining  
Charro Steak (best brussels sprouts ever!)  
Charro del rey: A great way to introduce people to our thriving downtown!  
Caruso’s: Love the history of this Tucson favorite and the old-style Italian food is fabulous!



**VICKI L. WATSON**  
**REALTY ONE GROUP INTEGRITY**  
Sushi Garden — I LOVE SUSHI!  
India Oven — I LOVE INDIAN FOOD TOO!  
Texas Roadhouse, Oreganos, Culinary Drop Out...It’s a toss-up between these three depending on the kind of food.

My top recommendations are (it’s really hard to keep it to three):  
Café Poca Cosa  
Feast  
Vivace



Did I mention, I love food...  
**CASEY COMPERNOLLE**  
**TIERRA ANTIGUA**  
El Corral  
La Parilla Suiza (on Ina)  
Shogun (They satisfy meat lovers, Mexican food lovers, and sushi lovers)



**JUDI MONDAY**  
**REMAX**  
Elvira’s in Tubac  
Ragazzi’s in Green Valley.



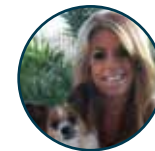
**DAWN JACOBS**  
**RUSS LYON SOTHEBY’S**  
Tito and Pep  
Mi Nidito  
Vivace



**DONNA REED**  
**KELLER WILLIAMS SOUTHERN ARIZONA**  
I honestly often refer Hi Falutin to folks. Partly because it is easy and has variety. The other day, I had my Up With People reunion and was out and about. Went there with a friend from Mexico. She loved it. Have run into clients there who say, “You first introduced us here!”

For steak and Mexican, I ask what they LOVE. So, if guacamole, then one place. If salsa at the table, another. Love Guadalajara Grill.

And, in Oro Valley a HUGE fan of Harvest! Fresh, fun, unique! Just love it! SOOO many options in Tucson!



**LISA KORPI**  
**LONG REALTY**  
Café Poca Cosa  
Guadalajara Mexican  
El Charro



**BARBARA BARDACH**  
**LONG REALTY**  
Café Torino  
Harvest in Oro Valley  
Vivace



**PATRICIA KAYE BROWN**  
**COLDWELL BANKER**  
Vivace  
Café Poca Cosa  
Michelangelo’s



**MELINDA AKOWSKI**  
**COLDWELL BANKER**  
Truland  
Seis Kitchen  
El Charro



**KRISTINA SCOTT**  
**TUCSON PROPERTY EXECUTIVES**  
Seis in the Mercado (good food, casual and shows off the Tucson community)  
Oban for Sushi and if they have never been here before, the Tohono Chul patio.



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**REALTY EXECUTIVES TUCSON ELITE**  
Vivace  
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# ANGIE KUZMA

Turning Tucson TEAL! Awareness, Early Detection & Prayer



## ▶▶ featuring

By Rod Hugen  
Photography by Casey James

It was eight pounds. Eight pounds of ugliness. Eight pounds of pain and suffering, and life devastation. Eight pounds of a cancerous ovarian tumor and it changed the course of Angie Kuzma's life. Life became a blur of medical appointments and surgeries and suddenly selling real estate was not nearly as important as it once was. Going through this momentous event was made even more difficult because she was a single mom with custody of fourteen-year-old, Paige, and ten-year-old, Paityn. "My girls are my life," she says, and now it seemed as if she wouldn't be there for them. Her surgeon told her she had a grade three malignant tumor and there was only a 30% chance she'd be alive in three to five years. It was horrible news.

Angie was born in the tiny town of Iberia, Ohio, and enjoyed small-town life until her parents moved to the east side of Tucson where they still live today. Angie received a bachelor's degree in family studies from the University of Arizona and a master's degree in school counseling from Northern Arizona University. She loved being in education but disliked feeling like she had a limit within that career. "I hate ceilings!" she says with conviction. With a young family, she knew that to provide the life she wanted for them she needed



to find another way to provide. "I was interested in real estate because it has no limits. And there is no ceiling. You get out of it what you put in." So, in 2016, Angie and her business partner, Pete Peterson, launched their own group, The Stratton Group. Partnering with Pete was a leap of faith, but a great move. It was difficult to place her faith in another person, but it was a decision that changed her life.

Angie faced what she calls her toughest moral decision. She knew that as an educator, she changed lives and she was concerned that in choosing real estate she'd made a selfish choice benefiting herself and her family. "I felt guilty about that." To deal with her choice, she created a program that combined the two by giving back to teachers and their students. Angie formed the Stratton Schoolhouse program, with the goal to give a portion of the proceeds of every real estate sale to a local classroom teacher. She would choose

their classrooms. She laughs and tells the story of a teacher who needed a pencil sharpener for her classroom and, after receiving a donation from Stratton Schoolhouse, called her to say thank you and gleefully said, "I just went and bought the coolest pencil sharpener ever!" Wanting to do more Angie and Pete also formed Stratton's Home for Heroes program to give back to first responders. They also are starting a "teacher spotlight" to recognize remarkable achievements that local teachers accomplish. All this is Angie's way of continuing to impact and improve the lives of students and teachers and give back to those who contribute to the Tucson community.



Angie's Team — Her ROCK!  
Jon Tucker, Rich Jacome,  
Denisse Mariscal &  
Pete Peterson.

a teacher to love on and give them \$500 of the proceeds to use towards

A culture of giving back is a hallmark of the Stratton Group. She laughingly confesses, "We function as a big dysfunctional family." She loves putting her agents first. "Our agents are our clients," she quickly acknowledges, "and we love pouring into them." Angie pushes through challenges as they come and is known for saying, "It's going to be fine,

right?" even when things are hard. For her, generosity and gratitude go hand-in-hand. "We begin every morning by gathering together and speaking a word of gratitude."

"It's going to be fine, right?" But it wasn't fine. In 2018 she went to the doctor for a dragging cough and low fever. The nurse practitioner started ruling things out one by one and ordered a scan of her lungs. She got a call that her lungs looked great, "but we found something we didn't expect." So began her journey. She was sent to a specialist, and feeling overwhelmed and the need to put trust in someone; she simply did whatever her doctors recommended. "I felt fine initially and wanted to trust the professionals, so I did." But all that dissipated as she engaged the medical community and battled with insurance companies. The scan revealed what was originally assumed to be a cyst, and even the specialists acted like there was no concern and no need to hurry. She knew something was wrong and that she needed an MRI; however, the doctors moved slowly and the insurance company wouldn't authorize it. She began to fight against the system and advocate for herself. "I had something the size of a cantaloupe that filled a third of my abdomen in my body and I wanted it out." Without the MRI, doctors couldn't determine what the so-called "cyst" was attached to and she couldn't get the MRI approved. "It didn't seem real."

She chokes up as she talks about the prayers and expressions of love from the real estate community.

**I'M ALIVE  
BECAUSE OF  
EARLY DETECTION  
AND PRAYER.**

The tumor continued to grow, as did the symptoms. She could no longer zip her skirt. She started wearing yoga pants. Her body started looking like she was pregnant. Angie knew things weren't right. Eventually, the MRI was approved but was inconclusive. Nobody was talking about cancer. No one



what had grown to be an eight-pound tumor. The surgery left a huge jagged scar in her abdomen and lots of pain. The tumor had been leaking into the abdomen, which further complicated her struggle. The surgery they performed was based on the assumption that the tumor was not cancerous and now Angie had to wait for pathology to confirm that.

"I wanted my kids' lives to be as normal as possible so my parents stepped in and helped take care of them to keep their routines intact. Recovery was awful and they were saints to take care of the girls and me." Along with that, her real estate team surrounded her daily with love and care and held down the business in her absence. "I will always be grateful to them," she says tearfully.

Then the bad news came. The doctor wanted to see her immediately. The tumor was malignant and was ovarian cancer. Shocked, Angie did what she says she always does, "I can only control my actions and my attitude, so I had to be proactive and positive." Disappointed in the experience she had so far, she changed methods and searched for the best doctor. She started to advocate and to research other options. She determined that MD Anderson in Houston, Texas, was world-renowned in dealing with ovarian cancer so she went there. A second surgery was scheduled to remove organs and scrape the area clean. Traveling back and forth to Houston consumes time and resources. But, as of July 20, 2019, she's been cancer-free for one year.

"My parents and my real estate team walked the walk with me. Pete told me, 'You will not go through this alone' and, true to his word, he has accompanied me to every doctor visit and every trip to Houston." She chokes up as she talks about his support, and about the prayers and expressions of love from the real estate community. "I'm alive because of early detection and prayer."

Ovarian cancer affects one in 78 women. It is known as the "silent killer" because the symptoms are so subtle. There is no test. Symptoms include stomach pain, swelling in the stomach, frequent bathroom trips, change in bowel habits, feeling "full" quickly, and bloating. Angie looks back and wishes she had fought harder from the beginning rather than being so trusting of the doctors. She encourages everyone to be aware, to advocate for yourself, and do not take no for an answer. **September is Ovarian Cancer Awareness** month and Angie asks everyone to wear teal to spread awareness and to share the symptoms with those they love. She says, "Let's turn Tucson **TEAL!**"



Angie with her friend & partner, Pete.

ever used the word. And they never mentioned anything about her ovaries. Angie knew something was dreadfully wrong. "I made a will. I made arrangements for my girls. I knew it was all wrong." Finally, the pain became so horribly intense that she had to go home from work early one day. She recalls laying in agony at the edge of her bed writing a real estate contract and being urged to go to the emergency room by her daughters and co-workers. She finally agreed and was soon in surgery where she demanded to see all the doctors, nurses, and personnel who would be involved in the surgery. She looked each person in the eye and said, "I have two little girls who are depending on you to save their mom. We are counting on you." They completed the surgery and removed

Let's do just that!

# IF YOU'RE READING THIS, THEN CONGRATS!

Every year, we update our mailing list to include the Top 500 Real Estate Agents in Southern Arizona from the previous year based on independent data estimates. If you're receiving this publication, it's because you cracked the top 500 list for 2018, or manage a brokerage with agents on the list — so congratulations!

For those of you who have been receiving this publication for a while, it means you've consistently ranked within the top 10% of Southern AZ's Real Estate industry, or run a top-

notch brokerage in the area. We hope you are proud to receive this exclusive publication, attend our events, and connect with the other top producers. In case you're wondering, all of the agents featured are based solely off nomination and featured completely for free (there's no "pay to play" for articles).


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*Producers* platform. Our partners can be found in the index of this magazine. The events and publication are designed to increase social connections between top realtors and top affiliates so that the best of the best can grow their businesses together. It is our goal that the events create a culture where there is no "hard selling" but a culture of relationship-building on a more intimate level. For more information on our platform, email Delilah. Royce@RealProducersMag.com.

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# TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty 06 (495201)	192.5	48,616,569	252,554
2	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	249.5	47,810,384	191,625
3	Danny A Roth (6204) of Keller Williams Southern Arizo (478306)	114.5	35,361,031	308,830
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	186.0	32,815,217	176,426
5	Laura Sayers (13644) of Long Realty Company (16717)	70.0	28,153,055	402,186
6	Kaukaha S Watanabe (22275) of eXp Realty (495203)	125.0	25,679,336	205,435
7	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	83.0	25,265,406	304,402
8	Jeremy Ryan Smith (53015) of PCD Realty LLC (4826)	76.0	25,162,546	331,086
9	Peter Deluca (9105) of Long Realty Company (298)	62.0	24,669,746	397,899
10	Lisa M Bayless (22524) of Long Realty Company (16717)	61.0	23,183,442	380,056
11	Tom Gansheimer (12814) of Lennar Sales Corp (128102) and 1 prior office	61.0	22,421,115	367,559
12	Don Vallee (13267) of Long Realty Company (298)	64.5	22,190,924	344,045
13	Sandra M Northcutt (18950) of Long Realty Company (16727)	57.0	22,161,900	388,805
14	Don Hatcher (31480) of MTH Realty LLC (5383)	69.0	20,477,029	296,769
15	Aaron Wilson (17450) of Keller Williams Southern Arizo (4783)	88.0	20,265,971	230,295
16	Denice Osbourne (10387) of Long Realty Company (16707)	52.0	19,783,092	380,444
17	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	92.0	19,309,800	209,889
18	Russell P Long (1193) of Long Realty Company (298)	28.5	18,711,000	656,526
19	Janell E Jellison (4774) of Long Realty Company (16706)	35.0	18,176,505	519,329
20	Brenda O'Brien (11918) of Long Realty Company (16717)	35.5	17,928,198	505,020
21	Leslie Heros (17827) of Long Realty Company (16706)	44.0	17,568,372	399,281
22	Alfred R LaPeter (32582) of Long Realty Company (16717)	36.0	15,993,689	444,269
23	RW Christian (52833) of LGI Realty Arizona (51463)	73.0	15,341,762	210,161
24	John E Billings (17459) of Long Realty Company (16717)	47.0	14,575,303	310,113
25	Candy Bowen (37722) of Tierra Antigua Realty (286610)	65.5	13,998,731	213,721
26	Wanda Fudge (28579) of Long Realty Company (16728)	37.0	13,977,342	377,766
27	Laurie Hassey (11711) of Long Realty Company (16731)	36.0	13,926,745	386,854
28	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	64.0	13,915,295	217,426
29	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9.0	13,600,433	1,511,159
30	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	46.0	13,486,570	293,186
31	Anjela K Salyer (30415) of Mattamy Homes (5799)	31.0	13,291,203	428,748
32	Gerald L Hause (30852) of Long Realty Company (16728)	27.0	13,146,162	486,895
33	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	16.5	12,946,400	784,630

Rank	Name	Sides	Volume	Average
34	Patricia Brown (14873) of Coldwell Banker Residential Br (70202)	32.0	12,850,885	401,590
35	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	60.0	12,683,280	211,388
36	Eddie D Watters (31442) of Realty Executives Tucson Elite (4983)	53.0	12,533,901	236,489
37	Joshua Waggoner (14045) of Long Realty Company (16706)	12.5	12,467,500	997,400
38	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	48.0	12,319,889	256,664
39	Vicki L Holmes (19184) of Long Realty Company (16719)	41.5	12,189,145	293,714
40	Anthony Boatner (16214) of Keller Williams Southern Arizo (478306)	54.5	12,179,650	223,480
41	Nicole Jessica Churchill (28164) of eXp Realty (4952)	47.5	12,104,650	254,835
42	Patricia Sable (27022) of Long Realty Company (16706)	22.0	12,100,400	550,018
43	Jameson Gray (14214) of Long Realty Company (16706)	18.5	12,089,310	653,476
44	McKenna St. Onge (31758) of Long Realty Company (16706)	18.5	12,089,310	653,476
45	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	19.5	11,933,400	611,969
46	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	45.0	11,866,900	263,709
47	Sue Brooks (25916) of Long Realty Company (16706)	28.5	11,788,500	413,632
48	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	34.5	11,614,519	336,653
49	Glenn Michael Nowacki (35737) of Realty Executives Tucson Elite (498306) and 2 prior offices	45.0	11,610,750	258,017
50	Jose Campillo (32992) of Tierra Antigua Realty (2866)	64.5	11,581,004	179,550

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# TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Jim Storey (27624) of Tierra Antigua Realty (286607)	22.5	11,436,750	508,300
52	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983)	54.0	11,397,350	211,062
53	Carolyn A. Fox (1420840) of Coldwell Banker Residential Br (70204)	52.0	11,062,872	212,748
54	Tom Ebenhack (26304) of Long Realty Company (16706)	40.0	10,973,769	274,344
55	Tom Peckham (7785) of Long Realty Company (16706)	28.0	10,913,450	389,766
56	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	17.0	10,879,000	639,941
57	Shawn M Polston (20189) of Keller Williams Southern Arizo (478306)	67.5	10,684,952	158,296
58	Karin S. Radzewicz (20569) of Coldwell Banker Residential Br (70202)	25.5	10,566,900	414,388
59	Jason C. Mitchell (36629) of My Home Group Real Estate (427501)	42.5	10,533,618	247,850
60	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	37.5	10,403,810	277,435
61	Alicia Girard (31626) of Long Realty Company (16717)	35.0	10,371,865	296,339
62	Michael Shiner (26232) of CXT Realty (5755)	42.5	10,145,624	238,721
63	Anthony D Schaefer (31073) of Long Realty Company (298)	37.5	10,125,930	270,025
64	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	25.5	10,114,610	396,651
65	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	40.0	10,079,500	251,988
66	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	59.5	10,065,800	169,173
67	Jerri Szach (6050) of Long Realty Company (16706)	31.0	10,046,750	324,089
68	Tim Rehrmann (25385) of eXp Realty (4952)	41.0	9,990,347	243,667
69	Kelly Garcia (18671) of Keller Williams Southern Arizo (4783)	34.5	9,974,238	289,108
70	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	24.5	9,888,610	403,617
71	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	34.5	9,771,700	283,238
72	Tyler Lopez (29866) of Long Realty Company (16707)	42.5	9,641,470	226,858
73	Jim Jacobs (7140) of Long Realty Company (16706)	24.5	9,596,450	391,692
74	Curt Stinson (4808) of Engel & Volkers Tucson (51620) and 1 prior office	38.5	9,434,150	245,043
75	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	32.0	9,241,200	288,788
76	Heather Shallenberger (10179) of Long Realty Company (16717)	28.5	8,957,559	314,300
77	Susan Denis (14572) of Tierra Antigua Realty (2866) and 1 prior office	25.5	8,912,580	349,513
78	Trina M Alberta Oesterle (1420383) of Coldwell Banker Residential Br-70204	32.5	8,834,500	271,831
79	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	22.5	8,739,965	388,443
80	Marian R Soto (28907) of Mattamy Homes (5799)	20.0	8,648,868	432,443
81	Kristi Penrod (33258) of Redfin Corporation (477801)	25.5	8,552,090	335,376
82	Timothy R Hagyard (32545) of Long Realty Company (16707)	31.5	8,486,400	269,410
83	Ashley Kimberlin (18406) of Realty Executives Tucson Elite (498306)	24.0	8,280,675	345,028

Rank	Name	Sides	Volume	Average
84	Heather L Arnaud (32186) of Realty Executives Tucson Elite (498306)	36.5	8,045,100	220,414
85	Dottie May (25551) of Long Realty Company (16728)	18.5	8,042,700	434,741
86	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	33.0	8,039,676	243,627
87	Karen A Baughman (20321) of Coldwell Banker Residential Br (70202)	31.0	7,957,360	256,689
88	Catherine S Donovan (28185) of Berkshire Hathaway Home Services-356307	25.0	7,912,388	316,496
89	Roni Benge-Adamson (8355) of Keller Williams Southern Arizo (4783)	26.5	7,896,687	297,988
90	Robert J Helmig (20563) of Tierra Antigua Realty (2866)	27.0	7,867,702	291,396
91	Margaret E. Nicholson (27112) of Long Realty Company (16728)	17.5	7,766,700	443,811
92	Paula J MacRae (11157) of OMNI Homes International (5791)	19.0	7,735,400	407,126
93	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	19.0	7,691,404	404,811
94	Angela Tennison (15175) of Long Realty Company (16719)	21.0	7,685,500	365,976
95	Nick K Manning (20102) of Tierra Antigua Realty (286607)	19.5	7,657,090	392,671
96	Daniel S Yang (28982) of Coldwell Banker Residential Br (702)	32.0	7,619,798	238,119
97	Jerimiah Taylor (17606) of Keller Williams Southern Arizo (478306)	36.5	7,618,225	208,718
98	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	17.0	7,604,265	447,310
99	Kathryn K. Weiss (35438) of Long Realty Company (16706)	22.0	7,562,542	343,752
100	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	11.5	7,510,269	653,067

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# TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Melinda L Akowski (26025) of Coldwell Banker Residential Br (70202)	26.0	7,453,853	286,687
102	Matthew F James (20088) of Long Realty Company (16706)	20.5	7,414,125	361,665
103	Nancy Nhu Ho (35602) of Realty Executives Tucson Elite (498306)	31.0	7,407,100	238,939
104	Cathy A Whalen (17500) of United Real Estate Southern Arizona (5947) and 1 prior office	20.0	7,361,631	368,082
105	Gary B Roberts (6358) of Long Realty Company (16733) and 1 prior office	29.0	7,353,400	253,566
106	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	21.0	7,258,739	345,654
107	Cindie Wolfe (14784) of Long Realty Company (16717)	25.0	7,236,400	289,456
108	Ricardo J Coppel (11178) of Long Realty Company (298)	21.0	7,235,200	344,533
109	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	22.5	7,223,900	321,062
110	Rob Lamb (1572) of Long Realty Company (16725)	19.5	7,215,900	370,046
111	Elizabeth Bizzy Orr (22768) of Realty Executives Tucson Elite (498306)	19.0	7,169,190	377,326
112	Susan M. Derlein (1420144) of Long Realty - Green Valley (16716)	29.0	7,116,390	245,393
113	Antonio Reyes Moreno (33276) of Realty Executives Tucson Elite (498303)	29.5	7,098,478	240,626
114	Glenda Grow (7030) of Realty Executives Tucson Elite (4983)	20.0	7,080,700	354,035
115	Danae S. Jackson (26717) of Coldwell Banker Residential Br (70202)	24.0	7,075,317	294,805
116	Deborah A Evenchik (9120) of Coldwell Banker Residential Br (70202)	19.0	7,064,056	371,792
117	Diane Aune (9903) of Tierra Antigua Realty (2866)	18.0	7,026,187	390,344
118	Tori Marshall (35657) of Coldwell Banker Residential 34 (70207)	26.0	6,996,934	269,113
119	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	22.0	6,959,750	316,352
120	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	25.5	6,933,930	271,919
121	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	16.5	6,898,465	418,089
122	Lynn Slaten (14783) of Long Realty Company (16728)	18.0	6,857,250	380,958
123	Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)	30.0	6,825,300	227,510
124	James L Arnold (142000775) of Tierra Antigua Realty (286614)	14.0	6,806,551	486,182
125	Maria R Anemone (5134) of Long Realty Company (16717)	11.5	6,793,000	590,696
126	Pam Treece (13186) of Long Realty Company (16717)	22.5	6,792,800	301,902
127	Thomas J Krieger (17680) of Keller Williams Southern Arizo (478306)	25.0	6,752,425	270,097
128	Bob Norris (14601) of Long Realty Company (16733) and 1 prior office	27.0	6,731,000	249,296
129	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	20.0	6,727,321	336,366
130	Christian Lemmer (52143) of Engel & Volkers Tucson (51620) and 1 prior office	21.0	6,711,775	319,608
131	Lori C Mares (19448) of Long Realty Company (16719)	28.0	6,700,843	239,316
132	Oscar J Ramirez (5010) of Long Realty Company (16727)	8.0	6,658,600	832,325
133	Judi Monday (1420458) of RE/MAX Valley Properties (4621)	20.5	6,582,500	321,098

Rank	Name	Sides	Volume	Average
134	Linda M Johnson (12215) of Tierra Antigua Realty (2866)	23.0	6,552,000	284,870
135	Debra M Quadt (16709) of Redfin Corporation (477801)	23.5	6,549,000	278,681
136	Lisa Marie Naughton (39052) of DRH Properties Inc. (2520)	27.0	6,546,209	242,452
137	Jennifer C Anderson (16896) of Long Realty Company (16724)	27.5	6,528,731	237,408
138	Barbara C Bardach (17751) of Long Realty Company (16717)	6.0	6,507,500	1,084,583
139	Patty Howard (5346) of Long Realty Company (16706)	15.5	6,497,832	419,215
140	Tana R Newton (18103) of Long Realty Company (16707)	26.0	6,444,880	247,880
141	Rolando Verdusco (29373) of RE/MAX Select (51543)	28.0	6,422,600	229,379
142	Nicole Brule-Fisher (14479) of Tierra Antigua Realty (286606)	24.5	6,420,172	262,048
143	Tracy Wood (36252) of Russ Lyon Sotheby's Int Realty (472203)	19.0	6,407,300	337,226
144	LizBiz Nguyen (27962) of Realty Executives Tucson Elite (498305)	29.5	6,381,450	216,320
145	Tim S Harris (2378) of Long Realty Company (298)	19.0	6,380,104	335,795
146	Lisa Korpi (16056) of Long Realty Company (16727)	21.5	6,314,127	293,680
147	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	30.5	6,312,250	206,959
148	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	28.0	6,266,700	223,811
149	Michele O'Brien (14021) of Long Realty Company (16717)	13.0	6,190,618	476,201
150	Camille Rivas-Rutherford (11782) of Coldwell Banker Residential Br (70202)	15.0	6,162,160	410,811

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