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# TABLE OF CONTENTS



**10**  
Partner  
Spotlight:  
Christian  
Hernandez,  
Caliber  
Home  
Loans



**15**  
Ask a  
Partner:  
Steamy  
Concepts



**16**  
Be  
Inspired:  
Renée  
Powers



**20**  
Question  
of the  
Month



**22**  
Colleague  
Corner:  
Michael  
Block



**26**  
Featured  
REAL  
Producer:  
Jim Jacobs



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► publisher's note

# Mardi Gras PARTY RECAP!

A little history from a native New Orleans gal. Mardi Gras is in February almost always! It truly depends on the day of Ash Wednesday and that changes every year. But the Mardi Gras season really begins six weeks before Fat Tuesday. Carnivals, neighborhood parades, floats, beads, doubloons, king cakes and a festive time that builds up to the final celebration of Mardi Gras Day. The day before Lent begins!

This time of year brings back a lot of childhood memories. But one of the most memorable was the night right after the Bacchus parade when my husband, John, asked for my hand in marriage. That was 38 years ago... wow, does time fly. Yet 34 years in the desert does not in any way squelch my love for the delicious food that was enjoyed week in and week out!

So, in the spirit of celebration, our February Mardi Gras event held at "Catalyst" gave us the perfect place to connect, eat amazing Cajun cuisine, and check out the new community space created for us all to enjoy. If you were not able to be there it is definitely worth visiting. You will be pleasantly surprised and you will be in the know about a unique Tucson place to share with your clients.

**Huge THANKS to the sponsors of our Mardi Gras Mixer. Without our partner's support, none of what we do is possible.**

**Robert Hatch with VIP Mortgage  
Barb DeFazio with Old Republic Home Protection  
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Stepping Up!**

Enjoy the pics and see you next time. Look for another event in June!



Don't forget to LIKE "Tucson Real Producers" on Facebook & Instagram



▶ partner spotlight

By Jessica Dennes

Photography by Casey James

# Christian HERNANDEZ

## A Shining Light — Out of the Box — Dream-Maker!

Several years ago, Christian Hernandez was a sales associate with Bank of America in Tucson when she began talking to a young family about refinancing their home and ways to save money.

Suddenly, one client interrupted her and said, “Christian, I don’t like to make people waste their time, especially when they are from Nogales.”

“Who is?” Christian replied. “Are you from Nogales?”

“No, you are!” he responded.

Christian was confused, as she is not from Nogales but lived and worked there years ago.

“Three years ago, we were on our way to Mexico to visit our family and we stopped at the bank just to make a withdrawal,” the man explained. “You talked to us about credit, savings and buying a home, got us in contact with a bank loan officer... Because of you, we own a home!”

Christian was shocked. “The fact that they remembered who I was and what I did for them changed my life,” Christian said. “I wanted to be that person for everyone looking to accomplish their dreams.” It was then that she decided she wanted to be a loan officer. The next thing she knew, she was boarding a plane to California for training to begin her new career.

Christian has always operated under the goal of helping others, creating a foundation on which to base her career choices. While she never expected to have a life and career in the U.S., she can’t imagine living anywhere else.

“You can accomplish what you put your mind to if you work for it,” Christian said with enthusiasm. “That’s amazing, right? I can’t think of any other place to be.”

Born in Obregon, Sonora, Mexico, and raised in Nogales, Sonora, Mexico, Christian completed her bachelor’s degree in Corporate Law. After briefly working as an auditor with the police department, she realized that she wanted a different path, so she earned a master’s degree in business management.

To pay the bills, Christian began working at HSBC Bank in Mexico in 2006. Once she received her bachelor’s, she married Angel, a U.S. citizen she met as a teenager when she was volunteering to sell tickets to a graduation dance. Even though she initially gave him the

wrong phone number on purpose, they began dating and were married in 2009. They made the decision to live in the U.S. and soon had their daughter, Polette.

Christian began working at Bank of America in Nogales, Arizona, to help support her family. Within two or three months of being hired as a part-time teller, she became number two in the state for referrals and sales. From there, she continued to move up in the company until the opportunity arose to start a new position at Bank of America in Tucson. She took the job and began driving from Rio Rico to Tucson every day for 10 months before moving to Sahuarita to make the commute easier.

Months later, the couple mentioned above walked in and changed her career trajectory. Now Christian is a loan consultant with Caliber Home Loans with her own office in Green Valley, Arizona. Her background in law and her artistic side helps her approach loans diligently and creatively.

She has also built a solid reputation with a diverse network of professionals who know that they can rely on her when she is needed.

One weekend, for instance, she received a call from an insurance agent who wanted to help a man he had found standing outside the credit union looking downtrodden. He wanted to purchase the home where his family had been living for decades, but none of the employees spoke Spanish. The agent knew Christian was the one to call, and she was able to help him through the whole process of purchasing the home. In that same transaction, the listing REALTOR® told her she was happy to finally meet the woman who had saved the day for her clients, a different family, in a previous sale. Moments like these motivate Christian to work hard for every REALTOR® who trusts her to represent them.

“I believe that if they are successful, that will affect my business in a positive way,” Christian remarked. “In the end, we are making people happy and that’s important.”

While Christian is fully bilingual and can speak about the intricacies of banking in both English and Spanish, she is not one to be put into a box. ...





**“You can accomplish what you put your mind to if you work for it,” Christian said with enthusiasm. “That’s amazing, right? I can’t think of any other place to be.”**



...

She enjoys serving all types of clients and working with partners who share her heart for people.

When she’s not working, she’s spending time with her family. Polette is now 10 years old and Angel is a firefighter in Rio Rico. Together, they enjoy visiting food markets and trying different types of fruits and vegetables as well as finding new places for spontaneous mini-vacations. In her spare time, Christian also creates colorful paintings on canvas and serves as the new Membership Director at NAHREP (National Association of Hispanic Real Estate Agents).

Christian knows firsthand that success comes from sacrifice and hard work, which is why she is a big supporter of the Real Producers platform. “It’s important for people to read these stories and know that they didn’t just become successful overnight,” she said.

It’s hard to believe that Christian’s friends once warned her that she would be a nobody in the U.S., because it’s clear that nothing can keep this go-getter from shining.

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**Dos:**

If mold is visible on wall surfaces, simply place a source containment like 4mil plastic over the mold and secure it with a masking or duct tape to prevent cross-contamination.

Have a licensed mold remediation contractor perform a visual inspection and prepare a proposed scope of work.

Be sure to properly qualify any mold professionals before inviting them into the home. There are a lot of “Water Damage Wannabes” in the mold remediation industry. A qualified mold remediator should have a state-issued Registrar Of Contractors License, A Mold Remediation Certification, General liability Insurance, Pollutants/Professional Liability Insurance and great references.

If there are any occupant health concerns then a mold pre-test is recommended to identify specific types of mold and an Indoor Environmental Professional (IEP) should write a formal remediation scope for remediators to follow.

Once remediation is complete it is recommended that a post-remediation verification test is performed proving successful remediation. This will also serve as

sufficient evidence to any potential buyers or occupants that the affected areas of the home have been cleared of mold.

**Don'ts:**

Do not advise clients on any DIY methods as this could result in a liability issue for you.

Never place any fans on mold growth to dry it as this will blow spores throughout the home.

Do not paint over or cover up any mold in an attempt to hide it.

Never attempt to remove or treat mold without proper training and proper engineering controls. This can result in cross-contamination throughout the home causing more damage and even worse, illness.

Do not apply products containing bleach as a remedy as this will only make it more difficult for remediators to identify and treat affected areas. Bleach will only kill mold on surfaces; however, it cannot completely kill mold growing in porous materials like drywall and wood. In fact, the water component of bleach can actually travel into the porous materials feeding the mold and making it even worse.

**Steamy Concepts** is here to help anytime you have a mold concern. We offer a free visual evaluation and can prepare a full remediation scope including post-remediation verification and repairs. We are a licensed remodeling contractor with the Arizona Registrar of Contractors License #291200. We are certified Mold Professionals and are fully insured.





# Renée Powers

SEIZING EVERY MOMENT!

be inspired

By Jessica Dennes  
Photography by Joey Ambrose



**There's adventurous, and then there is Renée Powers. To call her "adventurous" would be a gross understatement. In fact, the word becomes cliché next to people like her. Like an adventurous person, she tackles new experiences with confidence and excitement, but the word does not do enough to capture her audacious spirit or her holistic approach to life.**

At the age of 31, she learned to ride a bicycle for the first time in her life.

Months later, she completed the Arizona Ironman in Tempe, a race that challenges its participants to complete a 2.4-mile swim, 112 miles of cycling, and a full marathon for a total of 140.6 miles in the same day as fast as you can. After all, it is a race!

"I'm an endurance athlete, I like testing my limits," she explains. "The sheer magnitude of it made the Ironman an accomplishment I will never forget... The body can do more than the mind thinks, we just have to get out of our own way."

In the same year, she rode a motorcycle for the first time and received her motorcycle license. A

week later, she bought a Harley and rode to every State Park in Arizona (31 in total) in 11 months, completing over 12,000 miles in her first year of riding. She eventually became a member of the Iron Butt Club, an accomplishment achieved after riding 1,000 miles in 24 hours.

In 2019, she and her husband Brian hiked from the North Rim of the Grand Canyon to the South Rim, completing about 23.9 miles in one day. She has also run a full marathon on every conti-

nent except for Antarctica (not yet, anyway).

When asked why she seeks out these experiences, she responds simply, "Why not? I know people have done it, why not me? I've never been afraid or intimidated to do something hard by myself... you've got to try and believe in yourself."

In the same way that she challenges herself physically, she is also a lifelong learner. She holds a master's degree and a Ph.D. as well as the following designations: Associate Broker, Accredited Buyers Representative (ABR®), Certified Residential Specialist (CRS), and Senior Real Estate Specialist (SRES®). She also reads or listens to 50–60 books a year, choosing to listen to books on her runs and rides instead of music. She favors the personal growth and development genre with authors like Dr. Wayne Dyer and Deepak Chopra (and has completed more than 30 courses offered by The Great Courses).

While she could have pursued several professional directions, Renée knew since the age of 5 or 6 that she wanted to be a real estate agent. (It seemed inevitable, as she was only 9 years old when she wrote her first contract bidding for a raise in her allowance.) She credits her parents for kickstarting her love of homes.

"Our family ritual," describes Renée, "was that every Sunday we would have brunch, go through the paper and pick out the open houses that sounded neatest. That is why I associate [this business] with family and fun and I always enjoyed it." By the age of 16 she was mapping out routes

Renée and her husband Brian renovating.



for herself and going on self-guided open home tours. This hobby gives her the unique quality of knowing many area homes from first-hand experience. As a second-generation Tucsonan, chances are that she has either toured the home or visited it growing up.

Throughout her years, Renée was never swayed in her goal of becoming an agent. The week she graduated from the University of Phoenix with a Bachelor's in Marketing, she attended Hogan Real Estate School to become a licensed agent and quickly went to work. She secured the title of Rookie of the Year her first nine months in the business in 2001. In her third year, her business had increased so much that she took on an assistant that is still with her to this day and Renée cannot help but sing her praises.

"Sherry Salah is that behind-the-scenes person that doesn't get enough credit," she says with gratitude. "I couldn't do everything I do without her. She is a big part of why I am able to have a life outside of real estate."

After several years of working together, Sherry has truly become a friend and confidant for Renée.

Not many people can say that they accomplished their childhood goal, and Renée often finds herself amazed at this achievement. She reflects, "It's a very surreal moment when I realize that I am living my dream...I love what I do. It's such a part of who I am, and I am grateful every day." She loves the freedom and flexibility that this career has to offer. "It's a career unlike any other," she says with a smile.

Of course, Renée has seen downturns in her work. In 2009, like many agents, Renée found herself overwhelmed with stress. It was then that she found yoga. Ever the learner, Renée became a certified yoga teacher and began training in meditation. She would go on to teach yoga in a gym for eight years before starting her own private practice. In 2014, she made a lifetime commitment to daily meditation and she has not missed a day since then.

"Every agent knows that you hit these times when it can seem all-consuming," she explains. "Having meditation gave me my life back." She loves the Zen saying, "Meditate for an hour every day unless you are too busy, in that case meditate for two." ●●●



Renée and her parents in front of a Townsend Typhoon built by her father Robert, 1st place winner of last year's Rotary Club car show.



"We have two dogs and a cat and they are everything to us!" Renée with her dog Dagny.



...  
Motivated to provide a lifeline to others who find themselves overwhelmed, Renée is now a published teacher and musician on the free meditation app "Insight Timer." (Yes, she is also a trained musician with a degree in commercial music who also plays Himalayan singing bowls and Native American flute.) Her face lights up as she talks about it; she is clearly passionate about sharing this message of inner peace and balance to all who will listen.

Her desire for balance is also expressed in her work. She enjoys helping her clients find homes that will not just fit their aesthetic desires, but also their lifestyle goals. One of her favorite parts about the job is working with people who are new to Tucson. She says, "I not only learn about where they want to live but also about *how* they want to live so I can help them integrate into the community. Then, they can instantly feel like Tucson is home."

She also maintains a cooperative style when working with other agents, approaching every single transaction as though they are all on the same side. "We all are in alignment," she says after

**"The sheer magnitude of it made the Ironman an accomplishment I will never forget... The body can do more than the mind thinks, we just have to get out of our own way."**

discussing a time that she helped agents come to an agreement that considered the best outcome for all parties.

A true lover of the outdoors, Renée is also the Vice President of Friends of Catalina State Park, a group that began in 2012. They have raised over \$130,000 since she joined in 2015 and that money all goes back into the park. "We have done park improvement projects such as rainwater harvesting systems, trail improvements, a new amphitheater and an art project of a tile donor wall," explains Renee. They also host the annual dinner for all park volunteers every year.

Finally, this powerhouse of a woman is also full of love – love of her career, her parents, her husband and their three fur-babies, love of her city, and love for others. Whether she is soaking in the beauty of the outdoors, guiding someone in their yoga practice, writing up contracts, or trying something new, Renée Powers is seizing every day with a heart of gratitude and a curiosity that is sure to bring many new journeys in the years to come.



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# What is the craziest thing that's happened to you in real estate?



**BRITTANY PALMA**  
1ST HERITAGE REALTY

I showed my buyers a home with an exterior basement/shelter. My buyer wanted to see inside of it, so I went down to check it out. It was freezing! There were three chairs, all facing each other and a large cracked mirror on the wall. That was the most freaky and surprising thing yet.



**LOUIS PARRISH**  
UNITED REAL ESTATE SOUTHERN ARIZONA

We took a listing several years ago where the client allowed a key safe but wanted showings by appointment. The first showing appointment was scheduled. The buyer's agent came with her client at the appointed time. She knocked, no answer. She used the key safe to open the door. Once inside, she announced herself. No one replied, so she proceeded with the showing. As the agent walked down the hall with her clients, the seller emerged from the hall bath, in apparent surprise, totally naked! Awkwardness and embarrassment ensued. I received a call from the agent shortly afterward. I talked with my client about the incident. He apologized and promised to be more careful.

A couple of days later, another showing appointment was scheduled. This agent, not getting an answer at the door, accessed the key box, and let her clients in. As she opened the front door, she could see a man through the sliding glass door skinny dipping in the pool in the backyard! She quickly shut the door and gave me a call to let me know that she had followed showing directions, but found herself in an embarrassing situation. I called my client.

The next showing appointment happened the next day. The agent arrived on time, knocked, and finding no answer, let himself in as the other agents did before. As the party headed



down the hallway, out popped my client, buck naked, holding a hairdryer! We released the listing after a very uncomfortable call with my client.



**SOFIA GIL**  
REALTY EXECUTIVES

The craziest thing that happened to me was a seller that came to closing with her car full of chickens. She refused to go into the office, so the escrow officer had to sign her out at her car; it was a windy day, and papers were blowing all over the place. I will remember that closing for many years to come!



**PATRICIA KAYE BROWN**  
COLDWELL BANKER

I made an appointment for 1:00 on Sunday to show a home. I showed up and rang the bell. When there was no answer, I let my clients into the house. When we went into the backyard, we saw a man and women skinny dipping. They said they had lost track of time. We had a 5-year-old with us too. Many jaws dropped! You've got to love real estate!



**BARBARA LASKY-WILSON**  
LONG REALTY

My most shocking adventure was with a client who was also a single lady. I had a listing where it was a phone ahead just before a showing. I rang the doorbell twice to make sure no one was home and got the key out of the key safe. I opened the door and started to walk in — there was a naked man lying on the couch! He was wide awake and looking at us! He was definitely waiting for us. I turned right back around and told my client we are not going in. I shut and locked the door and left. I told the client what happened when we got in the car. I could not believe it! In my 17 years in the business, that was a first!



**MICHAEL BLOCK**  
LONG REALTY

One time when I was managing the branch at Coldwell Banker (my former company), my secretary received a call from a woman whispering to send over a female agent.

She didn't know what to think about it, so she gave me the phone. It turned out the house was in Lakes at Castle Rock, a place that I was very familiar with. It was on my route home, so I stopped by the house. The lady was wearing orange leotards and looked a lot like granny from the Beverly hillbillies. She invited me in and started spraying all of the open windows with a spray bottle. To this day, I don't know what she was spraying or why she was spraying it. She told me that her husband would prefer to deal with a female agent.

I explained to her that I didn't think it was safe just to send a female agent over. I was the branch manager, and their house was on my way home, which is why I had stopped by to see how we could help her. The house had a horrible odor, and I had to breathe into my sleeve. She explained to me that her husband tried to kill her. When I walked up the creaky stairs, the husband, who I didn't know was there, swiveled his chair around to meet me. I have to confess that I thought he was going to be holding a gun as he swung his chair around. Maybe I watch too many television shows!

He told me that he did try to kill his wife, the trial was not set for another few months, and he wouldn't be able to sell the house until after the trial. All the while, I was still breathing into my sleeve from the horrible odor coming from the kitchen. The wife jumped up and down and told me that she had power of attorney and wanted me to drive her to her safety deposit box to get it. I thought, let's leave this one alone! I told her I wasn't going to be able to help her that day. She invited me to stay for dinner. I asked her what she was serving. She opened up the lid of a big pot on the stove; it was a chicken that still had its feathers on it.



**DENISE KIEWEL**  
TIERRA ANTIGUA REALTY

During a home inspection while the inspector was on the roof, he found a FISH, not a tiny fish, but one that was about 6 to 8 inches long!



**JOHN D. HARINGS**  
UNITED REAL ESTATE

The first home I sold as a real estate agent was to my best friend. He bought it to split the large lot. He planned to use the existing home as a rental and build another house on the adjacent lot. Everything went well through the closing, the split, and the first stages of demo and clearing the lot.

Then his mom was operating a jackhammer on a small piece of concrete. Suddenly the jackhammer fell through a hole in the concrete, and they realized it was covering up an old well that was 6 feet across and 60 feet deep!

I got an excited and panicked call asking what they should do. So, after a few phone calls with my broker, we contacted ADWR the Arizona Department of Water Rights, they had two questions for us: 1.) Is it registered? 2.) Is it full of water? Both were no, so they said it was not a well!!

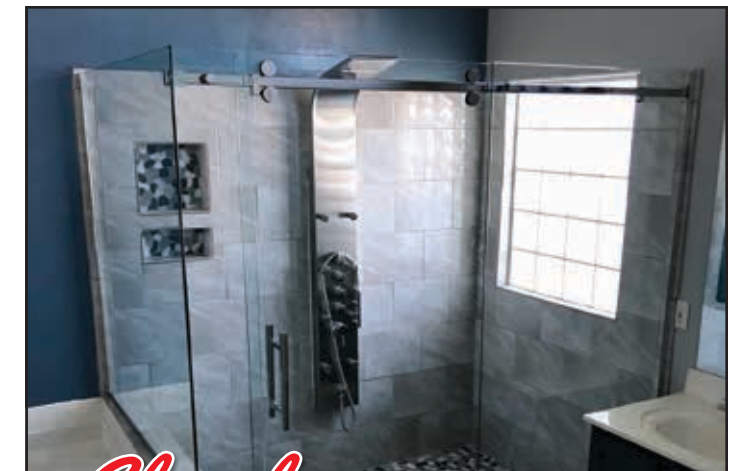
To make a long story short, he went by the regulations and used the proper fill size gravel to fill the well and move forward. It stopped the job for about a month and cost him an additional \$4,000.

It took another 10 years in the business before I found another hidden well under a large dog house, but this time I found it "in" the inspection period. Oh, those hidden gems!



**LAURA KELLY MANCE**  
LONG REALTY

I was showing properties to an out of state couple for several days. On the way back to the office, I asked if it would be okay if we dropped flyers and a key safe off at a new listing I'd taken. It didn't meet any of their search criteria, but it was in the general area we were searching, so they agreed. After looking at the front, they asked to see the inside. Of course, they bought it. They lived there for over 10 years. That was my first lesson in "buyers don't always know what they want."



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# Michael Block

Opportunity Meets Michael...And He Made the Most of It!



## ▶ colleague corner

By **Kylea Bitoka**  
Photography by **Casey James**

“Paul McCartney is here!”

It was a Friday night, and Michael Block had just walked into Casa Molina on Speedway for his family’s weekly dinner. His friend, who worked at the restaurant, greeted him with the exciting news. Michael and Paul were regulars at the same restaurant, and tonight their paths had finally crossed.

“I had mentioned that if Paul ever showed up while we were there to let me know, but I never dreamed it would happen!” Michael remembered.

Michael told his friend, “Don’t disturb him, but when he’s finished eating, let me know I would like to say hi.”

A short while later, Michael had the opportunity of a lifetime. He clearly recalled that amazing night: “Paul stood there while they paid for the meal. I said, ‘Paul, I’m a big fan of you and the Beatles!’

He said, “Thank you.”

“I asked, ‘Would you mind signing an autograph?’ His bass player, who was like five feet tall, got between Paul and me and said, ‘Mr. McCartney is not signing any autographs tonight.’”

“Oh,’ I said, ‘Well, I’m building a house in La Cebadilla.’”

“Paul snapped his head around and said, ‘You’re building a house in La Cebadilla? I own property there!’”

“I responded, ‘I know!’”

“Of course, I’ll sign an autograph.”

“I still have the Casa Molina placemat that he signed. He put his hands on my shoulders and said, ‘Goodbye, good luck, and cheers!’”

And then there’s the time that Michael saw Elvis live in concert — not from the back of a jam-packed arena, but front and center stage. “In the ’70s, there was no online ticketing; you had to go to the venue to purchase tickets,” Michael explained.

“My mom was a huge Elvis fan. She paid my friend and me 20 bucks to spend the night in front of the venue so that when the box office opened, we could get the first tickets. My friend and I showed up at 1:00 in the afternoon the day before and camped out with our sleeping bags, pillows, and radio. We got the best front row seats. There’s a picture of my mom leaning forward with her elbows on the stage, looking up and watching Elvis sing. I still have the yellow scarf he gave me.”

“At one point, he stopped the concert, leaned over to my mom, and said, ‘Hi.’”

Michael’s mom’s response was priceless: “I don’t care how fat you’re getting; there’s just more of you to love!”

Elvis smiled at her and said, “Thank you,” and continued with the show.

More stories flow, from the time Michael talked to Johnny Carson on a street corner in Hollywood to the letters he used to exchange as a young man with legendary sportscaster Vin Scully. While Michael met the legends, Michael could also be considered a legend himself. In real estate since 1978, he’s survived the best and the worst of the market.

“I’m now selling and buying for the third generation of my clients,” Michael said with a laugh. “It makes me

feel old, but it’s the most amazing privilege to assist the grandchildren of my original clients.”

Within Michael’s family, real estate is generational. “My mom got her license in 1969,” Michael recalled. “People teased her that she wouldn’t even be able to pay for childcare.”

Michael’s mom became a top producer, rotating between the number one and two spots for several years. Now Michael’s daughter, Rachel, continues the legacy.

“After graduating from the University of Arizona, Rachel got her real estate license and now is a sales manager in the Oro Valley office,” Michael noted.

There’s even promise of a fourth generation in real estate — Michael’s son Chase has an 8-year-old son. “I knew I would love being a grandpa, but I didn’t know I would love it this much!” Michael said with a chuckle.

“There are so many things I want to teach him, including real estate if he’s interested. You never know; maybe he’ll be a fourth-generation REALTOR®.”

It’s hard to believe what is now a thriving business and family legacy all started as a summer job. ...



Michael with wife Lauren and daughter Rachel.

...

"I have been following the LA Dodgers since I was 5 years old," Michael explained. "Vin Scully had an amazing ability to tell stories while calling the game. His style inspired me to pursue a career in broadcasting. I wrote him a letter and we actually corresponded back and forth. He advised me on what to study to gain the skills needed for a career in the industry."

In college, Michael studied journalism, radio, and TV with the hopes of becoming a play-by-play announcer.

"I did some on-air colorwork for the football and baseball games on the local AM station," he remembered.

However, Michael realized that to fully pursue a career in the field, he'd have to leave Tucson. "I decided to give real estate a try over the summer," Michael said. "I thought, 'I'll try it for three months and see what happens.' I sold six houses that summer and never looked back!"

After 42 years in the industry, Michael's practically experienced it all. For instance, the time a woman would only sell her property if her dog could stay in the house.

"I had to add an addendum that included the dog as personal property with the house; it was recorded on the deed as (a) house with a dog named Lucky," Michael remembered.

Then there was the recession. Michael still remembers every heart-breaking conversation from those with clients in short sales to those with colleagues who left the industry and moved back in with their parents.

"As real estate agents, we cannot forget that the lives we touch are real," Michael advised. "They are trusting us to handle their most expensive and treasured asset; it's where they lived and created all of their family memories. It's vital to be in the moment with your client, for the good and the bad."

Michael's other piece of advice: "Pick up the phone and have a conversation. While texts and emails may be quick and convenient, strong connections are built through conversation. It's worth taking the time to call or meet face to face, whether you are negotiating with another agent or helping a client."

From autographed placemats to yellow scarves, Michael's accumulated his fair share of stories and adventures, and he's nowhere close to slowing down. "My wife Lauren and I wanted to challenge ourselves, so we bought an RV," he explained.

When the idea of RVing first came up, Lauren hesitated. "She proclaimed she didn't want to drive her dirty dishes around, but after the first couple of trips, she was sold," Michael noted.

"We have a blast in it. We take it up to San Diego, Sedona, or for quick weekend trips to Lake Patagonia." Married for 35 years, Michael and Lauren love spending time with their family and two French Bulldogs, Tula and Ollie.

However, Michael admitted that like most REALTORS®, he struggles

**"If I retire from real estate, I want to be a blackjack dealer at the casino. I love blackjack and you get to meet all sorts of people. It'd be fun!"**



Michael with his wife Lauren celebrating Michael's 60th birthday at a Dodger Diamondback game.



Four generations: Michael with his dad Chuck, his son Chase, and his grandson Austin.

with work-life balance. "I like what I do; it's very fulfilling to help people navigate through buying or selling," Michael added. "I don't know that I'll be able to retire. I *might* slow down one day!"

"If I retire from real estate, I want to be a blackjack dealer at the casino. I love blackjack and you get to meet all sorts of people. It'd be fun!"

For now, Michael Block is the man to talk to about real estate in Tucson — but in the future, he could be coming to a casino near you.



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▶▶ featuring

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

# JIM JACOBS

## *Elevating the Experience*

In the churn of life, our focus can naturally become filled with all of the meetings, details, deadlines, and requirements that revolve around our work. In turn, the gifts of life around us can become more difficult to see and experience.

But spending time with Jim Jacobs, you quickly learn to look at life through fresh eyes again. As Associate Broker, Vice President, and a member of the Executive Council at Long Realty, Jim has achieved remarkable heights in business.

The numbers tell that story. Through time, Jim has lent his steady hand to the successful completion of more than 1,000 transactions, including \$14.5 million in volume last year — and over \$200 million in his storied 23-year career with the company.

Those statistics and that record of success are undeniable. Yet, they

are the by-products of his approach to life. No matter what he becomes involved with, Jim dedicates himself to elevating the experience and making the moment the best it can be for himself and those around him in his beloved Tucson.

“I grew up here, and I’ve lived most of my life here,” Jim said with a warm, reflective smile. “My godfather was a very prominent architect here in Tucson, and he had a big influence on me.”

### **Designing a Future**

At first, Jim planned a career in architecture. Then, his love of design beauty and aesthetics led him into the world of fashion, where he flourished for 20 years — including a time when he lived in New York City and worked for a dress manufacturer on Seventh Avenue.

From there, he moved to Atlanta for a time. While living there, he owned a showroom in the Atlanta Apparel Mart.

By the summer of 1996, he was ready for a change.

“I had young children, and I was tired of traveling,” he remembered. “Also, I felt the industry was shrinking, and it lacked the kind of future I was looking for. So, I went through career counseling, and the role of real estate broker was at the top of the list. It just all seemed to make sense.”

And with Jim’s mother and one of his brothers living in Tucson, he knew where his next chapter would be written. He would return home to Arizona.

### **No Place Like Home**

Over the past couple of decades, Jim’s move home has proven to be wise many times over. His sense of appreciation for Tucson and his home region are as fresh and vibrant as ever.

“I love this place...the mountains, the canyons, and the sunsets,” Jim explained. “I’m constantly taking pictures of the sunsets because they never cease

to amaze me...Even though I’ve lived here most of my life, I’m still in a state of wonder when I see a spectacular sunset or look up into the canyon. It is truly special to me every day. It’s amazing how it never gets old.”

Sharing the beauty of this land with Jim is his wife, Debra, who works as an occupational therapist in Tucson.

“She has been so supportive of me through time,” he said with a smile.

Jim and Debra each raised their children here and cherish moments with their first grandchild — 6-year-old Presley. Jim also

soaks up every moment he can with his 97-year-old mother, Gloria, who still lives independently in Tucson.

You can find Jim during his free time out in the natural beauty he adores — either swimming or hiking. He also has a love for pickleball, fine dining, and live music.

### **A Guiding Influence**

Beyond enjoying his surroundings, Jim also actively gives back to the community he so loves.

“I’ve just always been a firm believer in community,” Jim noted. “This is my hometown. So, we get involved in mostly smaller, local charities. I was born and raised here, and I want to do what I can to make it a better place.”

Jim is very active in his synagogue, Temple Emanu-El, and the Jewish Federation of Southern Arizona. He’s also a member of the 100 Guys Who Give organization.

“It’s a group of 100 guys who meet four times a year,” Jim explained. “We all make a donation, and then we pitch a favorite charity. The winning organization gets all of the money to help them and support their work.”



“The beauty of this area never gets old. Even though I’ve lived here most of my life, I’m still in a state of wonder when I see a spectacular sunset or look up into the canyon. It is truly special to me every day. It’s amazing how it never gets old.”



Jim and his wife, Debra

In those moments, he reflects on the beauty of life and his role in it. His tagline through his work is “Experience Matters.” It equally applies to the way Jim Jacobs elevates the experience in life for the people and the world around him.

“These are the things you enjoy,” he said with genuine warmth. “In the end, doing the most business is not the legacy I’m looking to be remembered for. Being a good and generous soul is what I would like to be known for.”

...

Also benefitting from Jim’s support are organizations such as Sister Jose’s Women’s Shelter, the Arizona Cancer Center, and the University of Arizona Foundation.

Jim earned the prestigious Kelly Bequette Award, an honor named for a REALTOR® who passed away a few years ago after leading a life that was marked by excellence in generosity. Jim was recognized for his selfless spirit and his active willingness to help others in the industry as a friend, guide, and mentor. His open-door policy and eagerness to lend an ear and helpful guidance have helped many REALTORS®.

“I love working with newer agents and helping make our real estate community a better place, and counseling agents in my office and giving my time to them, so they can become even better at what they do,” Jim remarked. “My feeling is if they are successful, that’s good for everybody. It means a lot to me to do whatever I can to make my real estate community stronger, better, and more professional.”

**A Good and Generous Soul**

As Jim hiked through Sabino Canyon and took in the rich, colorful Arizona landscape, he paused to capture another sunset and soak in the experience that never gets old.



Jim’s granddaughter, Presley

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# It is Time to Get **LOUD!**



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## Insight & Guidance

A group of local Realtors working in cooperation with each other have dedicated themselves to changing the way retiring Real Estate Agents think about the value and future of their business and their sphere as the retirement years approach, or even as life events keep the agent from working to their full potential.

Led by seasoned Realtors Tom Ebenhack, Lori Mares, Heather Shallenberger, Nancy Hennessey, Leah Reeder, and Adrian Alejandro, this versatile group of agents offering many years of experience has been *quietly* helping fellow agents to maintain a Real Estate presence through life changes affecting work for **over 7 years**.

Well, Folks – *IT IS TIME TO GET LOUD!*

As an industry, Real Estate has shied away from talking about **RETIREMENT** – it is never a topic of conversation and there are no classes. Very few if any Brokerages have a solid reliable plan in place to accommodate Realtors in need of support that offers that agent ongoing care and nurturing of their sphere, in that agent's name, during their absence.

These life changes are not limited to retirement. **Stepping Up!** has offered professional assistance to Realtors who have relocated to other states and countries, agents who have health issues requiring recovery time, agents taking on careers in site sales and agents living through life changes such as caring for a child or a parent.

What happens to all those relationships a Realtor builds over years of service? The thought of pulling these relationships into something sustainable in the agent's absence is overwhelming. Too many professionals simply walk away from their business, leaving valuable relationships and retirement money on the table. It is time for real, workable options!

**The Stepping Up! Team** offer Realtors guidance and insight into a wide range of options Realtors should be considering when they foresee an interruption in business whether it be temporary or permanent. Tom, Lori, Heather, Nancy, Leah, and Adrian have actionable plans that assist Realtors in preparing themselves and their sphere for the upcoming changes. They help Realtors navigate the pros and cons of each option, allowing the agent to decide for themselves which option best suits each professional's specific needs.

You should know the Stepping Up! team leads will be the first to tell you the plan they have to offer is not always the best one. Remember One Size Does Not Fit All? And they mean it.

### Which option is best for you?

There are many to consider:

- 1 A family member** – By far the best plan out there, IF the family member is capable, willing, and stable enough to step into an agent's big shoes. Stepping Up! can help with backup plans too.
- 2 Business partner** – Another great option, again IF your partner is ready!
- 3 Selling your book of business** (your address book) – This is the most often considered option, and the worst! It is very misunderstood and you need to know why.
- 4 Buy-sell agreements** – A possibility. Maybe an essential even with partners or family.
- 5 Broker Referral Programs** – Often not your best option, unless you want minimal income.
- 6 Professional Partnerships** – Some amazing results here! We can talk to you about that.

There are pros and cons with each of the above plans and they can differ depending upon your individual situation. And you will need to know the red flags and pitfalls of each. Plus, what the Commissioner and ADRE say about it all? And how do you structure each?


**Your clients DO have value.** Stepping Up! can help you extract the maximum for you and protect these valued clients at the same time.

Some Realtors want to give it all up and never talk with their clients again, others would like to maintain contact, but not do the transaction work. It can be difficult to give up your many years of connections entirely and just plain walk away from it. These are very important considerations. **Stepping Up!** has walked many agents through the process, it may be just the solution you or an agent you know needs.

If you have a vision of living more and working less...earning more and working less...or, doing anything that requires you to be working less...**Stepping Up! wants to be part of that discussion.**

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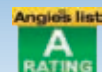


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# TOP 150 STANDINGS

Teams And Individuals Closed Date From February 1–February 29, 2020

Rank	Name	Sides	Volume	Average
1	Kyle Mokhtarian (17381) of Realty Executives Arizona Territory (498305)	67.5	13,531,250	200,463
2	Marsee Wilhems (16298) of eXp Realty (495201)	49.5	12,502,094	252,568
3	Russell P Long (1193) of Long Realty Company (298)	15.0	12,313,500	820,900
4	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	37.0	11,556,263	312,331
5	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	23.0	9,687,500	421,196
6	Sandra M Northcutt (18950) of Long Realty Company (16727)	21.0	7,615,300	362,633
7	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	37.5	6,631,560	176,842
8	Kaukaha S Watanabe (22275) of eXp Realty (495203)	31.0	6,295,700	203,087
9	Patricia Sable (27022) of Long Realty Company (16706)	9.0	6,269,000	696,556
10	Lisa M Bayless (22524) of Long Realty Company (16717)	15.5	6,013,950	387,997
11	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	24.5	5,798,643	236,679
12	Tom Ebenhack (26304) of Long Realty Company (16706)	17.0	5,563,800	327,282
13	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	5.0	5,260,000	1,052,000
14	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	22.5	5,232,500	232,556
15	Laurie Hassey (11711) of Long Realty Company (16731)	10.0	5,103,805	510,380
16	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	14.0	4,999,900	357,136
17	Tim S Harris (2378) of Long Realty Company (298)	10.0	4,925,974	492,597
18	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	18.5	4,591,250	248,176
19	Peter Deluca (9105) of Long Realty Company (298)	11.0	4,355,750	395,977
20	Jose Campillo (32992) of Tierra Antigua Realty (2866)	22.5	4,283,370	190,372
21	Kristi Penrod (33258) of Redfin Corporation (477801)	9.0	4,187,150	465,239
22	Lisa Marie Naughton (39052) of DRH Properties Inc. (2520)	14.5	4,178,391	288,165
23	Leslie Heros (17827) of Long Realty Company (16706)	9.5	4,139,750	435,763
24	Laura Sayers (13644) of Long Realty Company (16717)	11.5	4,103,360	356,814
25	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	17.5	4,068,650	232,494
26	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	2.0	4,000,000	2,000,000
27	Jennifer Philips (16201) of Realty Executives Arizona Territory (4983)	17.0	3,835,500	225,618
28	Brenda O'Brien (11918) of Long Realty Company (16717)	8.0	3,778,000	472,250
29	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty (472205)	9.0	3,705,329	411,703
30	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	6.0	3,682,028	613,671
31	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	12.0	3,538,000	294,833
32	Constance Huff (17706) of Long Realty Company (16717)	4.0	3,449,988	862,497
33	Jim Storey (27624) of Tierra Antigua Realty (2866)	6.0	3,448,000	574,667

Rank	Name	Sides	Volume	Average
34	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	5.0	3,380,000	676,000
35	Don Vallee (13267) of Long Realty Company (298)	10.5	3,350,450	319,090
36	Debbie G Backus (6894) of P B Trading Company, Inc. (2422)	5.0	3,329,000	665,800
37	Jay Lotoski (27768) of Long Realty Company (16717)	12.0	3,250,770	270,898
38	Paula Williams (10840) of Long Realty Company (16706)	9.0	3,245,995	360,666
39	Richard M Kenney (5903) of Long Realty Company (16707)	8.0	3,034,500	379,312
40	Matthew F James (20088) of Long Realty Company (16706)	4.5	3,017,500	670,556
41	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	7.0	2,960,700	422,957
42	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	12.0	2,928,750	244,062
43	Ricardo J Coppel (11178) of Long Realty Company (298)	7.5	2,904,765	387,302
44	Karen Karnofski (17102) of Keller Williams Southern Arizona (478302)	6.0	2,899,550	483,258
45	Bob Norris (14601) of Long Realty Company (16733)	11.5	2,869,000	249,478
46	Jordan Munic (22230) of Coldwell Banker Realty (70202)	2.5	2,836,740	1,134,696
47	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	13.0	2,836,400	218,185
48	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	6.0	2,816,500	469,417
49	Jason C. Mitchell (36629) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	10.5	2,764,525	263,288
50	Tori Marshall (35657) of Coldwell Banker Realty (70207)	8.0	2,718,800	339,850

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From February 1–February 29, 2020

Rank	Name	Sides	Volume	Average
51	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	9.5	2,656,100	279,589
52	Katie M Smirnov (52565) of Long Realty Company (16706)	4.0	2,622,000	655,500
53	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	12.0	2,603,500	216,958
54	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	2.0	2,596,378	1,298,189
55	Nicole Jessica Churchill (28164) of eXp Realty (4952)	12.5	2,587,050	206,964
56	John Gallow (30606) of Russ Lyon Sotheby's Int Realty (472203)	4.0	2,579,500	644,875
57	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	17.0	2,564,705	150,865
58	Dina M Hogg (17312) of eXp Realty (4952)	8.5	2,553,800	300,447
59	Candy Bowen (37722) of Realty Executives Arizona Territory (498303) and 1 prior office	10.0	2,522,300	252,230
60	John E Billings (17459) of Long Realty Company (16717)	7.5	2,517,550	335,673
61	Maria R Anemone (5134) of Long Realty Company (16717)	4.0	2,515,000	628,750
62	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	10.5	2,494,200	237,543
63	Gary B Roberts (6358) of Long Realty Company (16733)	10.0	2,493,000	249,300
64	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	10.5	2,490,381	237,179
65	Denice Osbourne (10387) of Long Realty Company (16707)	6.0	2,466,000	411,000
66	Kimberlyn J Drew (20178) of Long Realty Company (16706)	3.0	2,417,410	805,803
67	Alan Murdock (13942) of Realty Executives Arizona Territory (498306)	5.5	2,395,300	435,509
68	Tom Peckham (7785) of Long Realty Company (16706)	4.0	2,394,275	598,569
69	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	6.0	2,341,000	390,167
70	Paula J MacRae (11157) of OMNI Homes International (5791)	6.5	2,328,900	358,292
71	James Servoss (15515) of Keller Williams Southern Arizona (478306)	14.0	2,327,700	166,264
72	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	8.0	2,311,000	288,875
73	Tyler Gadi (32415) of Long Realty Company (16707)	8.5	2,302,450	270,876
74	Michael Shiner (26232) of CXT Realty (5755)	6.0	2,302,250	383,708
75	Debra M Quadt (16709) of Redfin Corporation (477801)	6.0	2,269,900	378,317
76	James L Arnold (142000775) of Tierra Antigua Realty (286614)	4.0	2,257,048	564,262
77	April Ayala (29221) of eXp Realty (495203)	12.0	2,247,500	187,292
78	Colette A Barajas (5735) of Centra Realty (230701)	9.5	2,223,250	234,026
79	John S Bogers (7054) of Coldwell Banker Realty (70202)	7.0	2,201,300	314,471
80	Carlos L Albelais (30953) of Realty Executives Arizona Territory (498306)	11.5	2,201,000	191,391
81	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	3.0	2,200,000	733,333
82	Daniel C Caldwell (29040) of Keller Williams Southern Arizona (478306)	9.0	2,196,550	244,061
83	An Nguyen (36001) of Tierra Antigua Realty (286607)	9.0	2,195,000	243,889

Rank	Name	Sides	Volume	Average
84	Steven W Inouye (22297) of Long Realty Company (16706)	6.0	2,171,931	361,989
85	Tyler Lopez (29866) of Long Realty Company (16707)	9.0	2,151,000	239,000
86	Anthony D Schaefer (31073) of Long Realty Company (298)	7.0	2,120,250	302,893
87	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	8.5	2,119,500	249,353
88	Maria E Juvera (20669) of Tierra Antigua Realty (SV) (286603)	11.0	2,116,700	192,427
89	Paul R. Oelrich (30546) of Long Realty Company (16728)	4.0	2,115,000	528,750
90	Cindie Wolfe (14784) of Long Realty Company (16717)	6.0	2,099,400	349,900
91	Jannice S De Dios-Goodwin (17621) of Tierra Antigua Realty (286607)	7.0	2,096,000	299,429
92	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	3.0	2,095,000	698,333
93	Tanya Barnett (30843) of OMNI Homes International, LLC (579101)	5.5	2,092,085	380,379
94	Edgar B Yacob (53551) of Long Realty Company (16717)	1.0	2,075,000	2,075,000
95	Rachel Balls (14533) of Tierra Antigua Realty (286607)	6.0	2,074,900	345,817
96	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory (498312)	6.0	2,056,263	342,710
97	Louise Riley (14201046) of Tierra Antigua Realty (286610)	9.0	2,044,800	227,200
98	Brandon R Thompson (21793) of Long Realty Company (298)	7.0	2,024,900	289,271
99	Lawrence M Grabell (9141) of Long Realty Company (16706)	3.0	2,001,500	667,167
100	Janet DuMont Haber (13766) of Long Realty Company (16706)	4.0	1,970,000	492,500

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From February 1–February 29, 2020

Rank	Name	Sides	Volume	Average
101	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	5.0	1,967,400	393,480
102	Rob Lamb (1572) of Long Realty Company (16725)	4.5	1,965,500	436,778
103	Lynn Slaten (14783) of Long Realty Company (16728)	4.0	1,953,450	488,362
104	Jennifer Coxon Johnson (55239) of Long Realty Company (16728)	4.0	1,953,450	488,362
105	Dina N Benita (7849) of Long Realty Company (298)	2.0	1,937,500	968,750
106	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	3.5	1,937,000	553,429
107	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	6.0	1,931,500	321,917
108	David K Guthrie (19180) of Long Realty Company (16706)	5.0	1,931,000	386,200
109	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway Home Services (356307)	4.5	1,921,500	427,000
110	Marina Mayhew (27576) of Long Realty Company (16706)	5.0	1,914,900	382,980
111	Jeff R LeBlanc (19505) of Russ Lyon Sotheby's Int Realty (472203)	4.5	1,894,565	421,015
112	McKenna St. Onge (31758) of Long Realty Company (16706)	3.5	1,886,000	538,857
113	Jameson Gray (14214) of Long Realty Company (16706)	3.5	1,886,000	538,857
114	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	6.5	1,868,450	287,454
115	Angela Tennison (15175) of Long Realty Company (16719)	4.0	1,860,000	465,000
116	Briana A Zorilla (18358) of Long Realty Company (298)	6.5	1,854,500	285,308
117	Michael Braxton (53095) of Long Realty Company (16717)	7.0	1,834,225	262,032
118	Joshua Waggoner (14045) of Long Realty Company (16706)	2.0	1,825,000	912,500
119	Yoyo Yocum (9022) of Tierra Antigua Realty (2866)	4.0	1,817,600	454,400
120	Margaret A Avery-Moon (21952) of Long Realty Company (298)	5.0	1,813,000	362,600
121	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	8.0	1,792,400	224,050
122	Jennifer C Anderson (16896) of Long Realty Company (16724)	6.0	1,771,852	295,309
123	Christian Lemmer (52143) of Engel & Volkers Tucson (51620)	3.0	1,770,000	590,000
124	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	6.0	1,758,000	293,000
125	Calvin Case (13173) of OMNI Homes International (5791)	8.5	1,757,575	206,774
126	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	7.5	1,752,050	233,607
127	Layne Lundeen (31434) of Long Realty Company (16731)	3.5	1,748,500	499,571
128	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	5.5	1,733,088	315,107
129	Oscar J Ramirez (5010) of Long Realty Company (16727)	2.0	1,730,000	865,000
130	Michael D Oaks (33077) of Homesmart Advantage Group (5169)	4.0	1,724,000	431,000
131	Andres A Rubal (25646) of Tierra Antigua Realty (2866)	2.0	1,720,000	860,000
132	Pamela Amanna (10184) of Long Realty Company (298)	3.5	1,700,500	485,857
133	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	8.0	1,696,000	212,000

Rank	Name	Sides	Volume	Average
134	Carol Brown Crews (10858) of Tierra Antigua Realty (2866)	1.0	1,695,000	1,695,000
135	Lisa Korpi (16056) of Long Realty Company (16727)	6.0	1,694,500	282,417
136	Dottie May (25551) of Long Realty Company (16728)	3.5	1,691,500	483,286
137	Margaret E. Nicholson (27112) of Long Realty Company (16728)	3.5	1,691,500	483,286
138	Meg M Sax (8816) of Coldwell Banker Realty (70202)	3.0	1,685,000	561,667
139	Robert H Brakey Campos (19337) of Roca Realty (4688)	9.5	1,680,300	176,874
140	Corinne Justine Gann (36504) of Coldwell Banker Realty (70207)	6.5	1,660,712	255,494
141	Jerimiah Taylor (17606) of Keller Williams Southern Arizona (478306)	7.5	1,656,665	220,889
142	John Schneider (12646) of Tierra Antigua Realty (2866)	2.5	1,638,000	655,200
143	Jan K Ramirez (28909) of Keller Williams Southern Arizona (478306)	12.0	1,636,300	136,358
144	Frank A Ramirez (28908) of Keller Williams Southern Arizona (478306)	12.0	1,636,300	136,358
145	Mark M Acosta (6700) of Long Realty Company (16719)	6.0	1,624,500	270,750
146	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	7.5	1,618,164	215,755
147	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	2.5	1,617,000	646,800
148	Charlene Anderson (35) of RE/MAX Results (5106)	6.0	1,601,300	266,883
149	Cynthia Luois (39369) of Tierra Antigua Realty (2866)	4.0	1,584,000	396,000
150	John Piotrowski (30856) of Tierra Antigua Realty (2866)	7.0	1,583,800	226,257

**Disclaimer:** Information is pulled directly from MLSSAZ. New construction, commercial, land or numbers **NOT** reported to MLSSAZ within the date range listed are not included. MLSSAZ is not responsible for submitting this data.

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A logo for 'be kind ben's bells project' featuring the words 'be kind' in a white, lowercase, sans-serif font inside a green, stylized bell shape. Below it, 'ben's bells project' is written in a smaller, white, lowercase font.

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