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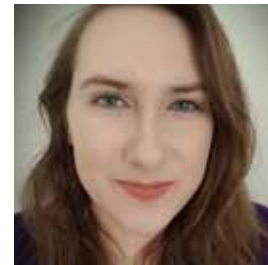
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Thanksgiving Food Drive

We are collecting non perishable food items.

Dates:
Monday, October 12th -
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Christmas Toy Drive

Bring in any toys or clothes for all ages.

Dates:
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ROB PURVIS

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Gratitude, Hope & Anticipation

▶ publisher's note

Finally, 2020 is almost over! The joy of the holidays is now upon us! But WOW what a year! It will definitely be remembered for a very long time. As we come to the end focusing on the good and allowing gratitude to flood my mind and soul is my best plan moving forward, no doubt. So, what am I grateful for? So much... YOU! Our TRP Partners! My family and the chance to make a difference in this world. I love that I am partnered with a company that has diligently worked to rescue those who are destined for human trafficking! N2Publishing has given millions of dollars to save children and provide a better life. I am full of gratitude to be a very small part of this mission. N2 provides an ethic and a work culture that is sought after across our great country! I know their heart and how hard they work to make this business an opportunity for us all to focus on what is truly important in life. And I am forever grateful!!

heart, soul, and care into her business. Working with the VanGuard Group she is energetic, determined, and has grown into a valuable rising star.

Casey Compennolle is on a mission to impact the lives of those who cross her path. Making a difference is what drives Casey so much so a street in Civano was named after her. I am proud to say she helped us buy our one and only home 32 years ago. Let her story spur you on to find ways to give back as well.

“Make Good Things Happen Today” is the motto **Rob Purvis** with **VIP Mortgage** lives by each day. Rob finds ways to not only do that in the mortgage industry but in our community as well. “Gifts of Love” started by Rob in 1999 is just one way he blesses children each Christmas season.

We all are certainly grateful for the real estate boom especially here in Tucson. Many have told me you were busier than you have ever been! In this December issue, TRP is thrilled to shine the light on several agents and our partner **Rob Purvis** who have worked hard to provide stellar service to their clients.

Now on to 2021! May this next year bring you many blessings. Let's walk into it with hope and anticipation!



Have a wonderful holiday,
Delilah

Peter DeLuca & his wife TamarRala have visited 25 different countries and have lived a life of adventure together for 33 years. Real estate has been and continues to be a huge part of their journey. Enjoy as you read their story.

Starting a RE career is not always the breeze you think it would be but **Cassidy Rossi** makes it feel that way. Cassidy pours her




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welcome to welcome mat our **newest** partners!

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ROB PURVIS

VIP MORTGAGE – MVP TEAM

BIG HEARTS
– USING THE
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“
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OUR MOTTO—MAKE
GOOD THINGS
HAPPEN TODAY.”

“What do you want to be when you grow up?”

Young Rob Purvis had an immediate answer. “Ever since I was five years old, I wanted to be a professional baseball player. I remember an assignment in first grade. We made a little book about what we wanted to do when we grew up. We were to list our top three options.” Rob wrote “baseball player” on each line. His love for the sport started in his backyard, “My grandma got me started when I was four years old playing catch in the back yard.” When it comes to success, talent is only one part of the equation, “I got my work ethic and my drive from my mom and grandpa. I had an amazing family; we didn’t come from money, but the values I learned from my mom and grandpa were priceless.”

Rob grew up in the small town of Tipton, IN. The community there provided a strong foundation that would launch Rob on the path to achieving his dreams. “Who I am today is because of the people in my hometown and how I was raised.” Rob experienced the benefits of community first hand from the impact of giving back, to the value of integrity and hard work. He applied the lessons he learned to his baseball career. “I was fortunate to have the work ethic, drive, and ability to play the game at a very high level.” Drafted by the Chicago White Sox in the first round in 1999, Rob flew out to Tucson for Spring Training. “I was 21 years old. I looked around at the mountains. I had never seen anything like it. I told my buddy, ‘I could live here someday!’”

Today, Tucson is home to Rob and the VIP Mortgage MVP Team. What sets the MVP Team apart are those same values that Rob learned from his family and his hometown community. “I could talk about our competitive rates or fast closing times, but the biggest difference is the CARE factor. Everyone on this team has a huge heart. We care about every customer that comes through our door. We take time to listen to their needs and work hard to make each transaction a seamless experience. Success is our customers wanting to come back. Our goal is customers for life. I am grateful to have the team I do standing right beside me helping these families on a daily basis. Without their hard work, support, loyalty we could never accomplish the level of production that we do. Seriously, I am truly blessed and would do anything in the world for them.”





When Rob's professional baseball career ended in an injury, he had a choice: "I could sit back and feel sorry for myself, or I could put that same work ethic and drive into the next thing." While Rob figured out his next move, he knew one thing for certain, "I wanted to be in a position where I could help people. I wanted a position with unlimited opportunity, where the harder I worked, the better I could do. My family didn't have a lot of money while I was growing up. My brother and I were an example of those kids that needed a little extra help. I wanted to have the resources so that I could make a difference for others." When Rob met with Jay Barbour and Keith Teegardin, he knew that VIP Mortgage was where he wanted to be. "The company culture matched all of my core values. They are some of the biggest givers I have ever met and humble leaders." Day in and day out, Rob and his team help people with one of the largest financial decisions of their lives. "Each day, we come to work ready to make good things happen for others. That's our motto—Make Good Things Happen Today. For me, that is what life is about, helping other people while giving unconditionally." It's also why VA loans are

some of Rob's favorite loans to do. "For me, it's a way that I can help the veterans who lay it all out on the line for us." Rob and the MVP Team not only make good things happen in the mortgage industry but in the local community as well. Rob first started Gifts of Love in 1999 during the offseason. He went around to his buddies and collected donations to buy Christmas presents for children in need. The first year they were able to buy presents for 12 kids. When Rob moved to Tucson, he brought the tradition with him, and each year it's grown. "We partner with Aviva Children's Services, Casa De Los Niños, and Youth on Their Own to get matched up with kids and families that could use a little extra help with Christmas. They give us the age, gender, clothes, and shoe size, and what they like. We collect donations so that each kid can have several gifts to open on Christmas. It's important to me that each child receives more than one gift and that it is a real Christmas experience." Last year, they were able to provide Christmas presents for over 120 kids in the Tucson area. Normally, they would hold a Christmas party complete with Santa Claus and dinner, but this year it will look different due to COVID. However, the virus can't stop

them from getting gifts to the children who need it most. Rob's excited to see a new generation being inspired to make a difference. "It's rewarding watching the older kids. They'll come up to me and say that they want to do something like this when they get older. Knowing that this is inspiring them to have a positive impact on their community is exciting. It's what made me want to do it; I was one of those kids. I am thankful that now we can help shape a kid's future through this experience."

The MVP Team is always on the lookout for ways to get involved. Last year, they collected 2,500 pounds of food through their Thanksgiving food drive. They've also held back-to-school drives and coat drives. Most recently, they did a cleaning supply drive for Youth on Their Own. For Rob, the mission is simple, "I'd like to help as many as we can." It's a mission his team shares. You can count on the MVP Team to make good things happen. If you'd like to join in and lend a helping hand this holiday season, contact Rob or Lori.

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CASSIDY ROSSI

ALL-STAR AGENT
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➤ rising star!

By **Amanda Matkowski**
Photography by **Joey Ambrose**

When Cassidy Rossi's father returned from his vacation in Arizona, he told his family, "All right, we're moving. I'm going to take you guys out there, and you tell me what you think."

Cassidy's uncle had moved to Arizona for a new job, and her father, Brian, went out to visit him. "I fell in love," Cassidy said. "It's so beautiful out here." A few months later in 2007, she and her family packed their car with all of their clothing and moved from their small town of New Tripoli, Pennsylvania, to start over in their new home in Arizona.

Cassidy's then-step-mother followed a couple of weeks later with the rest of their belongings.

Cassidy, agent and REALTOR® at The Vanguard Group: Powered by eXp Realty, credits her family for encouraging her to enter the real estate industry. Some members of her family were already in the business. Her former stepmother has been working for D.R. Horton, Inc. for the past 15 years. Her father-in-law, Matt, has been in the flooring industry for over 30 years. Matt and Cassidy's husband - also named Matt



The Vanguard Group

- gave her "the final push to go to school and get her license." She quit her job at Sam-Witches and Such to focus on real estate and officially became an agent in December 2016. "As a young girl, I had always been fascinated with how every home is unique," she explained. "I also love that no day is ever the same as the one before, and there is no limit on the amount of money you can make if you put in the work."

Cassidy's attention to detail and kindness toward others has certainly influenced her success. With a career volume of approximately \$15.6 million, she has since doubled last year's sales volume - which was over \$3.5 million. She is passionate about teaching the real estate process

to her clients, from start to finish, and knows that the business is all about them. "I understand that every client has a different personality and has unique real estate needs," she said. "I will always be patient with my clients and walk them through the process."

Part of Cassidy's success is also attributed to her supportive team at The Vanguard Group. Owner and Lead Listing Agent Nicole Churchill is a "master negotiator," and Cassidy has learned so much about real estate from her. Agent Jessica Hernandez is also a big motivator for Cassidy. Transaction Coordinator Roxie Gallego's assistance allows Cassidy to focus on the parts of a real estate transaction she enjoys most. Shelby Sheer, office manager, is responsible for the marketing and thoughtful

closing gifts that clients receive. Their newest agent, Monica Fields, is someone Cassidy swears will be "on the cover of Forbes one day." With an all-star team like The Vanguard Group, it's no wonder they have earned Top Five in their brokerage multiple times.

With a wonderful team to help whenever she's away, Cassidy takes advantage of the freedom and flexibility of working in real estate by traveling. So far, she has visited 21 out of the 50 United States, and she would love to visit the Grand Canyon soon. Whenever it's her or Matt's birthday, they each pick a place to travel for a vacation. "We go to Las Vegas quite often," she said, laughing. "We love Vegas."

Aside from extensive traveling, Cassidy enjoys spending time with

“

AS A YOUNG GIRL, I HAD ALWAYS BEEN FASCINATED WITH HOW EVERY HOME IS UNIQUE.



Cassidy and Matt on Devil's Bridge in Sedona, AZ



... her family — especially if it involves outdoor activities. Cassidy and Matt like cruising around the town with their Corvette and going to car meets on the weekends. She also likes attending the large family get-togethers where they fire up the BBQ and swim. Her sister Hallie and her husband bring their two sons to the gatherings, Hunter (5) and Mason (4). Cassidy loves to jump on the trampoline and play with her energetic nephews. “They are a handful,” she said, joking about the kids. Every Sunday, she and Matt host game night at their place with friends. Dungeons & Dragons and Carcassonne are their two favorite games.

Cassidy is a big foodie; she and Matt visit a variety of local restaurants. “Any new restaurant that opens up in town, I have to try it,” she said. She recommends Arizona Beer House, Divine Bovine for a great burger and

one of her former workplaces, Firetruck Brewing Company, for their local beer and amazing food that are all made from scratch. She adds, “There are too many great Mexican restaurants to name.” Once a month, Cassidy and her team at The Vanguard Group also like to attend happy hour to unwind.

In addition to her real estate work, Cassidy supports Friends of Pima Animal Care Center (PACC). Twice a year, she reaches out to everyone she knows and informs them that she’s putting together a donation basket for PACC. Cassidy gathers supplies from around town and drops the basket off at the shelter; she then thanks everyone through Facebook Live. “It’s been difficult to do since the coronavirus happened,” Cassidy admitted, “but everyone seems to love it when I do it.” She even donates a portion of every transaction commission that she earns to PACC.

There is another reason why PACC holds a special place in Cassidy’s heart: Two out of four of her “fur babies” were adopted from there. Nugget, a 15-year-old Chihuahua mix, and Zig, an American Staffordshire Terrier mix who sports a zigzag pattern on his back, were originally from PACC. She also owns Marley, a small stray who showed up one day at her house and decided not to leave, and a kitten named Noodles.

Cassidy shows the same sort of care and encouragement to all her clients. She is always willing to offer help and is dedicated to their needs. “I will go the extra mile and won’t give up until the task is complete,” she said. With support from her family and her friends from The Vanguard Group, Cassidy will no doubt continue to succeed.

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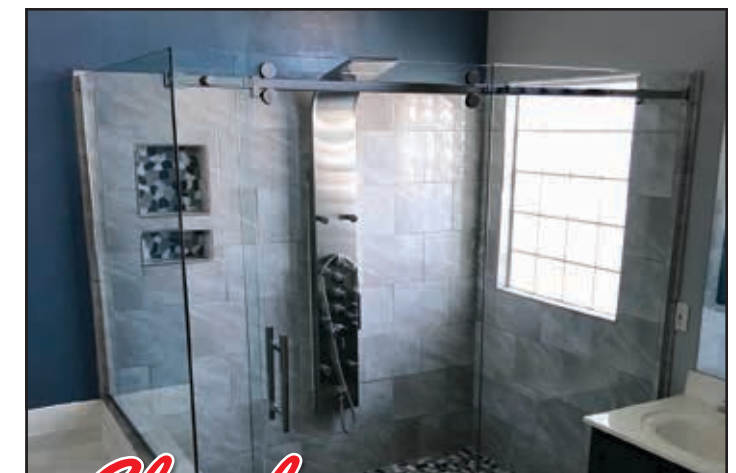


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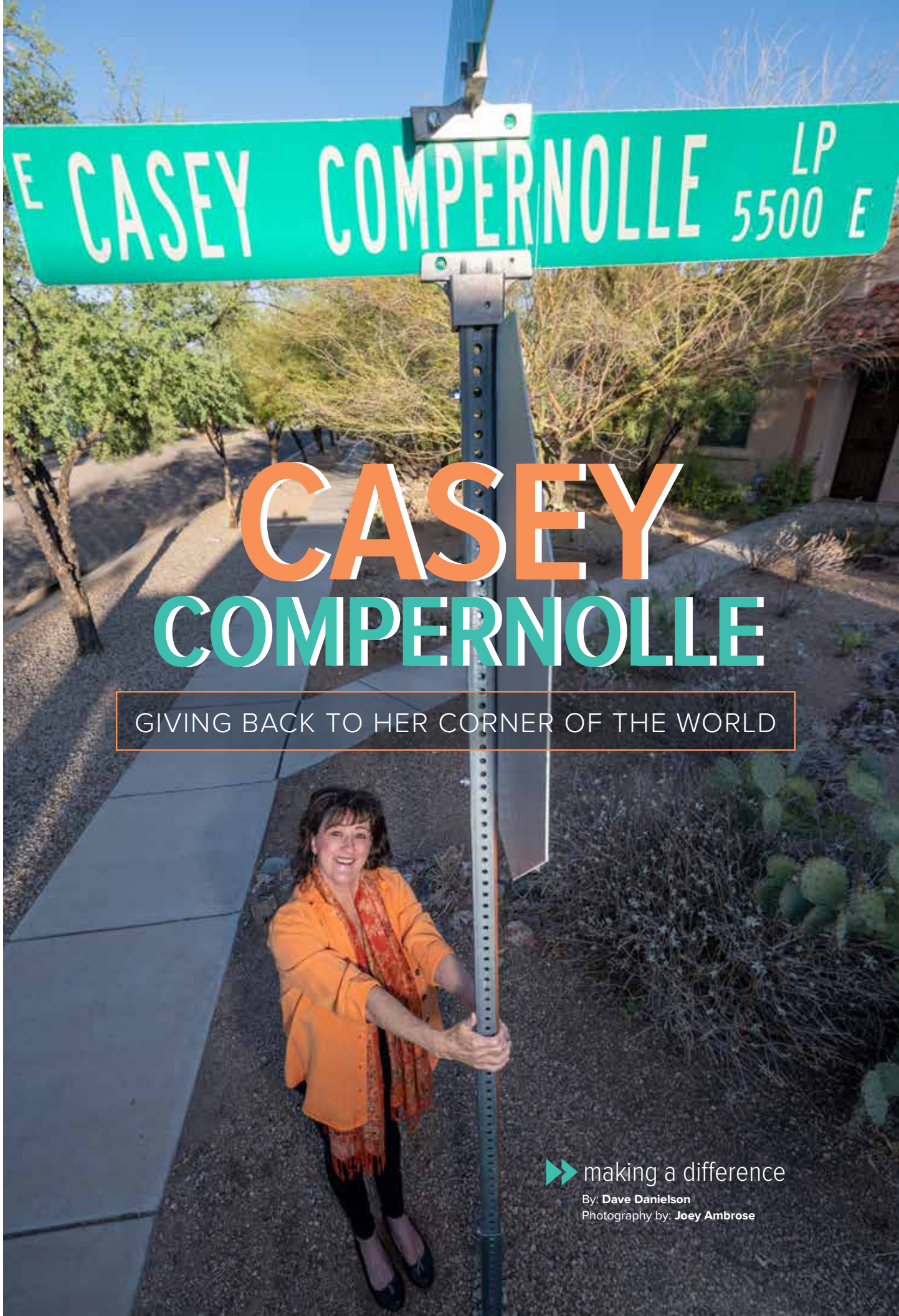
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CASEY COMPERNOLLE

GIVING BACK TO HER CORNER OF THE WORLD

▶ making a difference

By: Dave Danielson
Photography by: Joey Ambrose

Living through the turbulent times of 2020, it's not hard to find significant needs around the globe and here in our community. The needs have always been there, but the events of the past few months have aggravated them for sure. One who has been there before, during, and (hopefully soon) after the pandemic is Casey Compernelle.

As Associate Broker with Tierra Antiqua Realty, Casey has built an exemplary career. At the same time, she's making a real difference. "I love the interaction with the human race. I'm a very social person," Casey explains. "I'm not going to change the world. But it makes me feel like I can change my corner of the world."

Heart for Helping

Casey's heart for helping has been there since the start of her story, growing up in Pennsylvania. As she came of age and started her career, she worked in the legal profession. In 1979, she joined VISTA (now AmeriCorps) and put her legal training to work during a 14-month assignment to help battered women.

"When that was done, I realized I loved Tucson. I had worked in corporate law in Pennsylvania. That work paid well, but I didn't like it. With the work I was doing during my 14-month career, I loved what I did, but it didn't pay very well."

Soon, Casey started a new chapter in her career — as an Administrative

Assistant for Purchasing for local development efforts. "In the process, I was responsible for coordinating competing bids. Along the way, I came in contact with a lot of REALTORS®." She decided to earn her real estate license and try the profession for herself.

Six years ago, her husband passed away, but Casey remembers the difference they had made together. Through time, she and her husband had been involved with flipping houses and helping younger couples find their first homes. "My real passion is community service. One of the things I've really appreciated about real estate is that it has been lucrative financially, and that has given me the ability to give back to the community," she says.

Casey has found a wide variety of ways to help. "For me, homelessness is at the top of the list," she explains. "Being a REALTOR®, I'm concerned about that. It makes me feel very good being able to work with first-time homebuyers, veterans, and young couples. And it means a lot knowing that, in

some cases, I've worked with three generations of clients through my referral-based business."

Rewarding Results

Many local organizations have benefited greatly from Casey's involvement including groups that serve area residents who are battling poverty and hunger as well as entities like Market on the Move, which provides produce to members of the community at a very low cost.

Another favorite for Casey is the Community Food Bank. "Food banks have suffered a lot during the pandemic," Casey points out. "At the same time, as we know, the need for food has definitely not lessened."

Other groups who are better off because of Casey's support include the Primavera Men's Shelter and Habitat for Humanity. "I also really like anything that involves interfaith efforts. It doesn't matter what religion you are, or if you aren't a believer at all," Casey emphasizes. "Hunger, poverty, homelessness, and being disenfranchised breaks all boundaries. Those are human conditions."



Casey and Mea Fajardo, Director of Grace Retreat Foster Care and Adoption Services



Family Game Night!
Philip Melton, Casey, Kristie Smith, Brandon Zirnheld, Evany Zirnheld and Justin Zirnheld

Casey with her King of Hearts, boyfriend Philip Melton



In addition, Casey has also served as a foster care parent, delivering much-needed respite services for area children through her work with Grace Retreat Foster Care.

Casey's stalwart efforts have thankfully been recognized through time. In fact, in 2019, she was awarded the Tucson Association of REALTORS® Community Service Award — the very same accolade she received for leading similar efforts back in 1998.

Life's Priorities

Family is at the heart of Casey's world. She enjoys time with her boyfriend, Philip Melton, and her children — 26-year-old Justin Zirnheld and his wife, Evany, and 25-year-old Brandon Zirnheld and his fiancé, Kristie Smith.

The rewards of making a difference are available to everyone, Casey encourages others to get involved.

"As REALTORS®, we have the ability to be generous not only with money but also with time. I appeal to people to take time—to take a breath and help those in need," Casey says. "It's great to write a check, we greatly need that money, but how about also volunteering two hours a week?"

Prior to COVID, one of the efforts Casey took part in is volunteering at a local elementary school, filling snack packs for children to take home over the weekends. These packs ensure that those kids have something to eat between Friday and Monday. "Because of COVID-19, many efforts have been stymied, so we're looking forward to being able to get back to getting out and helping people in person again," Casey says.

As she advises, "When you give of your time, you make a really powerful difference. Pick a cause, pick a certain number of hours you want to give each week, and then do it. In the process, another thing we can do as REALTORS® is to be good stewards of our finances. When we are and we retire, then we have the financial resources to continue helping others in our community."

There's no doubt that each day, Casey Compennolle makes contributions that leave a lasting positive impact. The world is better off for her efforts — especially our little corner of the world.

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PETER DELUCA

▶ featuring

THE RIDE OF A LIFETIME

By: Kylea Bitoka

Photography by: Casey James

“

YOU ARE IN THIS PLEXIGLASS BOX OVER A DEEP RAVINE. YOU WALK OUT ON A PLANK WITH THE BUNGEEES ATTACHED TO YOUR ANKLES. AT THE END OF THE PLANK, YOU DIVE OFF, FALLING 440 FEET BEFORE SPRINGING BACK UP.

“Want to go for a ride?” The adventures of a lifetime can start with a simple question. Thirty-three years later, Peter DeLuca and TamarRala Kreiswirth have raised a family, built a business, and shared many adventures. **“On several occasions, I bumped into TamarRala around town. When I saw her at the 4th Avenue Street Fair, I asked if she wanted to take a ride on my motorcycle. That was it—we’ve been together ever since!”**

Adventurous from the beginning, Peter and TamarRala and their two sons, Ryan and Adam, have traveled the world. They’ve hiked, scuba dived, skied, and explored more than 25 different countries. Peter shared a few stories about their adventures: “We took the boys to Botswana



Peter and Ryan DeLuca



Peter and Tamar Rala

and Zimbabwe. It was surreal! Being among the animals was unlike anything we had experienced before. You are driving around in a Jeep in the middle of a herd of elephants or a pride of lions. It's unbelievable!" Risk-taking is apparently key to their travels! They bungee jumped in New Zealand. "We did a 440-foot-high bungee jump. Adam was 13- years old at the time. He saw it online and signed us up!" Peter describes the experience, "You are in this plexiglass box over a deep ravine. You walk out on a plank with the bungees attached to your ankles. At the end of the plank, you dive off, falling 440 feet before springing back up." Peter laughs and adds, "My palms still sweat talking about it. We've gone skydiving too, and they are both about the same rush. It's fabulous!"

While the Coronavirus altered their travel plans this year, it also brought a surprising blessing. "Both of our

sons were living in New York when the pandemic hit. Everything shut down, and unfortunately, Adam contracted COVID. As a result, they both moved back to Tucson." Thankfully, Adam is doing better. "It's been six months, and his sense of smell has not fully returned, but he was lucky it wasn't worse." Adam works remotely in the tech industry. "Ryan joining me in the business was a dream come true. I am excited about growing our business together."

Peter was introduced to real estate when he was young. "My mom sold real estate while I was growing up. She always said that I would be good at it." While Peter's mom could envision his future in real estate, it would take Peter several years to discover that vision for himself. "After high school, I quickly realized that college was not for me. I had a buddy who was a carpenter. I went to work for him and his stepfather. I helped build homes and apartment complexes." Peter herniated

a disc and moved into the next career. "I had a good friend who was a massage therapist at Canyon Ranch." Peter enrolled in massage therapy classes. "I was a carpenter during the day and a massage therapist at night." Peter loved working at Canyon Ranch, but when Ryan was born, he wanted to transition into a career with more opportunities. "While I was working at Canyon Ranch, I met an investor that wanted to buy and sell fix-up homes. We completed several projects. I truly liked the whole process and all that I learned when I was a carpenter prepared me well for this. It didn't take long before I was in real estate classes!"

Early on in his business, his mentor, Sherri Neasham, set the gold standard for Peter that he still holds himself to today. "Sherri was paramount to where I am today.

Peter on top of Finger Rock



She is one of the most ethical people I've ever met. From the beginning, she demonstrated the importance of integrity in this business. 'Put the clients' interest first', she said, 'you won't go wrong and the clients will come back to you.'" Two thousand and four hundred transactions later and over half a billion dollars sold, Peter's real estate business is a solid testament to the wisdom in those words. While Peter's integrity and customer care earned him more referrals, his wife's marketing suggestion would take the business to the next level. "My wife and I worked together before she retired five years ago. She and my office manager, Geri Murray, decided that we should add my photo to our business cards, signs, and advertisements." At the time, Peter had about 50 listings. "After we rebranded, the phone never stopped ringing. It made a huge difference; my listings were no longer just another company listing."

Tamar Rala first joined the business during a challenging time for Peter. "In 1995, I became very sick. The doctors couldn't figure out what was wrong. I was steadily losing mobility. My wife got her license to manage the business." After being misdiagnosed for six years, Peter finally received an answer. His diagnosis: Multiple Sclerosis. He started taking medication, but it didn't help. Even though daily life became increasingly difficult, Peter refused to give up. Family adventures took on new significance. "We didn't know where it was going, so we just kept pushing to have as much fun as we could while we traveled so I could get through the airport. When I could no longer hike, my family decided to start scuba diving because I could do that. We thought I might end up in a wheelchair. I pushed hard with work too because I may have only had a limited time to make a living for my family." Peter found new doctors

and a different treatment plan for MS— chemotherapy. "Not many people know that you can do chemotherapy for MS; it changed my life. After the treatment, I started to gain mobility." The more mobility Peter gained, the more he did. "Once it started coming back, I fought hard to keep it. I still work out every single day. In the winter months, I practically live in the Catalina mountains. I hike there weekly!" For years Peter didn't tell anyone about his diagnosis, "It's a competitive business. I was concerned about the effect it may have, but I'm proud we've beaten it. I say 'we' because it was a family affair. I could not have survived without my family, especially my wife. She has been strong through all of the ups and downs while I was sick and then when the market crashed. For five years, she negotiated short-sales with banks on behalf of our clients. It was tough, but it paid off. It kept us in business, and our team employed."

In life and business, Peter strives to set a good example. "My reputation in this business is very important to me. I want everyone who works with me to feel that they have been treated with care, respect, and knowledge. I am honored to work with a team of professionals and I would not be where I am today without their dedication and service to our clients."

As Peter looks to the future, he's excited to help his son launch his career in real estate. "I want Ryan to have the opportunity to be just as successful. Ryan has a big heart. He understands how important it is to make sure our clients have everything they need to make the best decisions in this fast-moving market." Peter wishes the same for every member of his team. Peter's team includes his sister Peggy, his son Ryan, Buyer's Agent Dawn Heinemann, Ryan's best friend and Buyer's Agent Matt Landau, and Office Manager Geri Murray, who has been working with Peter for over 25 years. Peter is thankful and excited to help lead the next generation in real estate. "I am passionate about helping others create a foundation that they can build on and achieve their goals."

TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–October 31, 2020

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	325.0	86,571,326	266,373
2	Kyle Mokhtarian (17381) of KMS Realty LLC (51920) and 1 prior office	284.0	59,041,587	207,893
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	252.0	54,971,747	218,142
4	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	197.0	47,735,135	242,310
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	155.5	45,929,766	295,368
6	Kaukaha S Watanabe (22275) of eXp Realty (495203)	185.5	41,430,975	223,348
7	Lisa M Bayless (22524) of Long Realty Company (16717)	89.5	39,899,932	445,809
8	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306) and 1 prior office	93.0	38,065,050	409,302
9	Laura Sayers (13644) of Long Realty Company (16717)	95.5	35,455,820	371,265
10	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	136.0	34,264,384	251,944
11	Paula Williams (10840) of Long Realty Company (16706)	67.0	33,091,895	493,909
12	Russell P Long (1193) of Long Realty Company (298)	49.0	33,038,000	674,245
13	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	127.0	32,918,950	259,204
14	Peter Deluca (9105) of Long Realty Company (298)	82.5	31,206,255	378,258
15	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306) and 1 prior office	102.5	31,102,830	303,442
16	Don Vallee (13267) of Long Realty Company (298) and 1 prior office	75.5	30,885,100	409,074
17	Denice Osbourne (10387) of Long Realty Company (16707)	71.0	29,280,739	412,405
18	Sandra M Northcutt (18950) of Long Realty Company (16727)	68.0	29,070,971	427,514
19	Jennifer Philips (16201) of Gateway Realty International (52120) and 1 prior office	110.0	28,963,015	263,300
20	John E Billings (17459) of Long Realty Company (16717)	73.0	25,603,050	350,727
21	Tom Ebenhack (26304) of Long Realty Company (16706)	78.5	25,371,722	323,207
22	Matthew F James (20088) of Long Realty Company (16706)	38.0	23,352,250	614,533
23	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	25.0	23,113,450	924,538
24	Candy Bowen (37722) of Realty Executives Arizona Territory (498303) and 1 prior office	102.5	23,104,095	225,406
25	Leslie Heros (17827) of Long Realty Company (16706)	57.0	23,056,100	404,493
26	Laurie Hassey (11711) of Long Realty Company (16731)	56.5	23,042,557	407,833
27	Jose Campillo (32992) of Tierra Antigua Realty (2866)	115.0	22,674,865	197,173
28	Brenda O'Brien (11918) of Long Realty Company (16717)	50.5	22,534,332	446,224
29	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	19.5	22,032,878	1,129,891
30	Patricia Sable (27022) of Long Realty Company (16706)	38.0	21,238,500	558,908
31	Nicole Jessica Churchill (28164) of eXp Realty (495208) and 2 prior offices	77.0	21,131,940	274,441
32	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	71.5	20,918,405	292,565
33	Barbara C Bardach (17751) of Long Realty Company (16717)	22.0	20,507,928	932,179

Rank	Name	Sides	Volume	Average
34	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	89.0	20,047,165	225,249
35	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	57.5	19,770,800	343,840
36	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	19.5	19,751,600	1,012,903
37	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	59.5	18,874,000	317,210
38	James L Arnold (142000775) of Tierra Antigua Realty (286614)	32.5	18,654,323	573,979
39	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	72.0	18,536,946	257,458
40	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	72.0	18,283,026	253,931
41	Gary B Roberts (6358) of Long Realty Company (16733)	66.5	18,164,400	273,149
42	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	73.0	18,145,550	248,569
43	Bob Norris (14601) of Long Realty Company (16733)	66.0	18,089,400	274,082
44	Anthony D Schaefer (31073) of Long Realty Company (298)	52.0	17,984,765	345,861
45	Jim Storey (27624) of Tierra Antigua Realty (2866)	44.5	17,771,348	399,356
46	Louis Parrish (6411) of United Real Estate Specialists (5947)	32.0	17,453,983	545,437
47	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	49.0	17,047,100	347,900
48	Debra M Quadt (16709) of Redfin Corporation (477801)	52.0	16,681,790	320,804
49	Jameson Gray (14214) of Gray St. Onge (52154) and 1 prior office	25.5	16,669,376	653,701
50	Kristi Penrod (33258) of Redfin Corporation (477801)	45.5	16,571,693	364,213

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Rank	Name	Sides	Volume	Average
51	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	44.0	16,377,928	372,226
52	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	43.0	16,189,653	376,504
53	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306) and 1 prior office	58.5	16,121,235	275,577
54	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	39.5	15,910,023	402,785
55	Michele O'Brien (14021) of Long Realty Company (16717)	45.0	15,793,900	350,976
56	Alfred R LaPeter (32582) of Long Realty Company (16717)	33.5	15,634,961	466,715
57	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	45.0	15,634,000	347,422
58	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	57.0	15,440,919	270,893
59	Jennifer C Anderson (16896) of Long Realty Company (16724)	51.0	15,391,882	301,802
60	Maria R Anemone (5134) of Long Realty Company (16717)	21.0	15,369,189	731,866
61	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	83.0	15,109,000	182,036
62	Brittany Palma (32760) of 1st Heritage Realty (133)	56.0	15,077,675	269,244
63	McKenna St. Onge (31758) of Gray St. Onge (52154) and 1 prior office	22.0	14,859,376	675,426
64	Ronnie Spece (19664) of At Home Desert Realty (4637)	47.0	14,694,464	312,648
65	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	43.0	14,663,898	341,021
66	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	64.0	14,648,350	228,880
67	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	49.5	14,437,937	291,676
68	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	47.0	14,282,934	303,892
69	Scott Melde (38588) of eXp Realty (495203)	59.5	14,091,150	236,826
70	Tom Peckham (7785) of Long Realty Company (16706)	21.0	13,890,275	661,442
71	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	8.5	13,813,796	1,625,152
72	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	18.5	13,803,500	746,135
73	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	53.0	13,518,000	255,057
74	Jay Lotoski (27768) of Long Realty Company (16717)	41.5	13,349,320	321,670
75	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	67.0	13,326,042	198,896
76	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	29.0	13,303,577	458,744
77	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	45.0	13,288,733	295,305
78	Tim Rehrmann (25385) of eXp Realty 17 (495206)	45.0	13,287,912	295,287
79	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	47.5	13,268,500	279,337
80	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	30.0	13,113,200	437,107
81	Paula J MacRae (11157) of OMNI Homes International (5791)	29.0	13,073,486	450,810
82	Dottie May (25551) of Long Realty Company (16728)	27.5	12,934,200	470,335
83	Tim S Harris (2378) of Long Realty Company (298)	29.0	12,884,774	444,303

Rank	Name	Sides	Volume	Average
84	Joshua Waggoner (14045) of Long Realty Company (16706)	12.5	12,859,000	1,028,720
85	Andrew Smith (38920) of Keller Williams Southern Arizona (4783) and 1 prior office	49.5	12,734,642	257,265
86	Jason K Foster (9230) of Keller Williams Southern Arizona (478306) and 1 prior office	28.0	12,713,700	454,061
87	Rob Lamb (1572) of Long Realty Company (16725)	26.0	12,687,500	487,981
88	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	35.5	12,633,250	355,866
89	Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)	51.0	12,348,200	242,122
90	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	45.0	12,222,363	271,608
91	Amanda Clark (39708) of Keller Williams Southern Arizona (478306) and 1 prior office	45.0	12,220,270	271,562
92	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	44.5	12,154,984	273,146
93	James Servoss (15515) of Keller Williams Southern Arizona (478306)	55.5	12,110,250	218,203
94	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	43.5	12,023,135	276,394
95	Margaret E. Nicholson (27112) of Long Realty Company (16728)	25.5	11,960,200	469,027
96	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	36.5	11,959,950	327,670
97	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	34.0	11,956,525	351,662
98	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	45.0	11,928,801	265,084
99	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	20.5	11,880,400	579,532
100	Patty Howard (5346) of Long Realty Company (16706)	17.5	11,859,400	677,680

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–October 31, 2020

Rank	Name	Sides	Volume	Average
101	Heather Shallenberger (10179) of Long Realty Company (16717)	38.5	11,780,548	305,988
102	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	24.0	11,724,400	488,517
103	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	44.5	11,710,764	263,163
104	Tyler Lopez (29866) of Long Realty Company (16707)	44.5	11,666,934	262,178
105	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	21.0	11,598,998	552,333
106	Lori C Mares (19448) of Long Realty Company (16719)	40.5	11,547,274	285,118
107	David K Guthrie (19180) of Long Realty Company (16706)	34.0	11,506,800	338,435
108	Sue Brooks (25916) of Long Realty Company (16706)	30.5	11,488,550	376,674
109	Rebecca Maher (11616) of Long Realty Company (16719)	27.0	11,481,650	425,246
110	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	33.0	11,476,014	347,758
111	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	44.0	11,418,200	259,505
112	Suzanne Corona (11830) of Long Realty Company (16717)	23.0	11,345,730	493,293
113	Tori Marshall (35657) of Coldwell Banker Realty (70207)	35.5	11,292,450	318,097
114	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	25.5	11,266,300	441,816
115	Melinda L Akowski (26025) of Coldwell Banker Realty (70202)	36.5	11,167,725	305,965
116	Alicia Girard (31626) of Long Realty Company (16717)	35.0	11,083,684	316,677
117	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	33.0	11,030,425	334,255
118	Ricardo J Coppel (11178) of Long Realty Company (298)	32.5	10,838,570	333,494
119	Carlos L Albelais (30953) of Realty Executives Arizona Territory (498306)	55.0	10,823,100	196,784
120	Jerri Szach (6050) of Long Realty Company (16706)	29.0	10,753,275	370,803
121	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	40.0	10,722,625	268,066
122	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645) and 1 prior office	32.0	10,700,038	334,376
123	Jeremiah Taylor (17606) of Keller Williams Southern Arizona (478306)	48.5	10,673,707	220,076
124	Tyler Gadi (32415) of Keller Williams Southern Arizona (478306) and 1 prior office	40.0	10,642,600	266,065
125	Susan Denis (14572) of Tierra Antigua Realty (2866)	33.0	10,549,162	319,672
126	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	28.5	10,486,215	367,937
127	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478306)	25.0	10,379,590	415,184
128	Calvin Case (13173) of OMNI Homes International (5791)	39.0	10,353,163	265,466
129	Kelly A Bryan-Johnson (18295) of Realty Executives Arizona Territory -498306	32.0	10,296,672	321,771
130	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306) and 1 prior office	35.0	10,175,250	290,721
131	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	44.5	10,111,012	227,214
132	Maren Seidler (19694) of Long Realty Company (16728)	27.0	10,109,901	374,441
133	Michael Shiner (26232) of CXT Realty (5755)	35.5	10,106,200	284,682

Rank	Name	Sides	Volume	Average
134	Dina M Hogg (17312) of eXp Realty 01 (495204) and 1 prior office	38.0	10,067,250	264,928
135	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	39.5	9,840,600	249,129
136	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	16.0	9,825,178	614,074
137	Pam Treece (13186) of Long Realty Company (16717)	26.5	9,804,100	369,966
138	Catherine S Donovan (28185) of Berkshire Hathaway HomeService (356307)	22.0	9,775,000	444,318
139	Victoria R McGullam (31547) of Realty One Group Integrity (51535) and 1 prior office	41.0	9,724,950	237,194
140	Judy S Ibrado (27978) of Long Realty Company (16717)	28.0	9,706,284	346,653
141	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	36.0	9,701,675	269,491
142	Timothy Looney (16624) of Realty Executives Arizona Territory (498312)	34.5	9,656,472	279,898
143	Pam Ruggero (13471) of Long Realty Company (16719)	30.0	9,511,300	317,043
144	Kate Weiss (35438) of Long Realty Company (16706)	24.0	9,498,397	395,767
145	Madeline E Friedman (1735) of Long Realty Company (16719)	19.0	9,428,250	496,224
146	Mary Vierthaler (12199) of Long Realty Company (298)	23.0	9,390,290	408,273
147	Kathy Baldauf (17251) of Long Realty Company (16717)	32.0	9,304,300	290,759
148	Steven W Inouye (22297) of Long Realty Company (16706)	30.0	9,143,929	304,798
149	Renee Powers (12832) of Tierra Antigua Realty (2866)	21.0	9,132,560	434,884
150	Maria E Juvera (20669) of Tierra Antigua Realty (SV) (286603)	38.5	9,078,150	235,796

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