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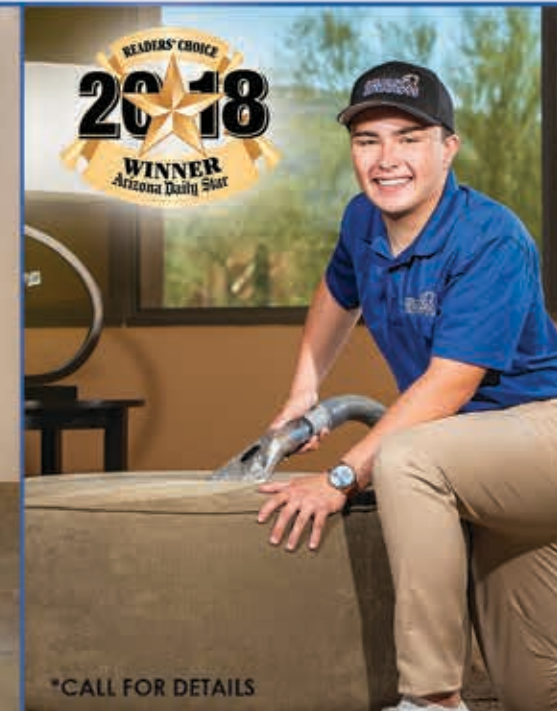
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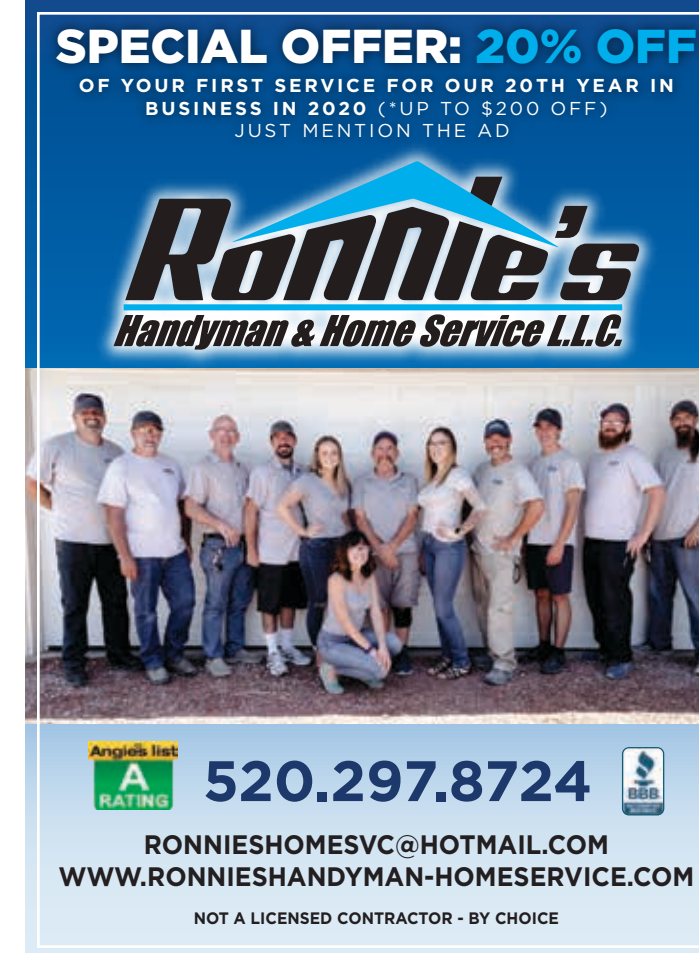


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NOTE

publisher's

Be Inspired as you peruse through the July issue of Tucson Real Producers! Our main goal is to draw out the stories of those you work with day in and day out. You may know those we feature this month or you may have not have had a chance to work together. **YET!** You may have worked together but know nothing about the person on the other side of the table. That is the essence of TRP. We strive to foster a community so great agents can come together to create a successful transaction their clients will totally appreciate, making it a win-win for all.

Heather Arnaud's stick-to-itiveness in all aspects of life has propelled her to the top! An all-in type of person, bleeding red and blue and keeping her dad's advice at her fingertips are just a few of what Heather shares in her feature article. Be Inspired by **Donna Reed** who has a collection of experiences that will make you laugh and cry! Finding her gift and having the strength to use it to the fullest is revealed in the pages of her story. A quote from Theodore Roosevelt floods the mind of TRP's July Rising Star, **Phil Le Peau!** Being a man who is actually in the arena, striving to spend himself in a worthy cause and knowing that his place shall never be with those cold and timid souls who neither know victory nor defeat causes Phil to be focused and up for the challenge. No doubt Phil is just at the

start of his real estate journey. This month we are highlighting our partner, **West Coast Roofing!** They give you a glimpse of the real power behind their business and why they are one of the best roofing companies in Tucson.

Lastly, we are super excited to introduce you to our **new Tucson Real Producers digital app.** This is a mobile digital platform that will give access to all of Tucson Real Producers publications from the very beginning. Any REALTOR® can download **Digapub**, which will make our publication 100% fully digital and interactive to all of our community. Go to the app store and download **Digapub** to read the inspiring stories we have shared over the last several years. Select Arizona - Tucson as your preferred publication. You will be able to share articles to Facebook directly from **Digapub** and read the profiles of TRP partners. You will also have the ability to reach each partner by email, phone, or go directly to their website. This is a huge step to bring all of southern Arizona REALTORS® together.

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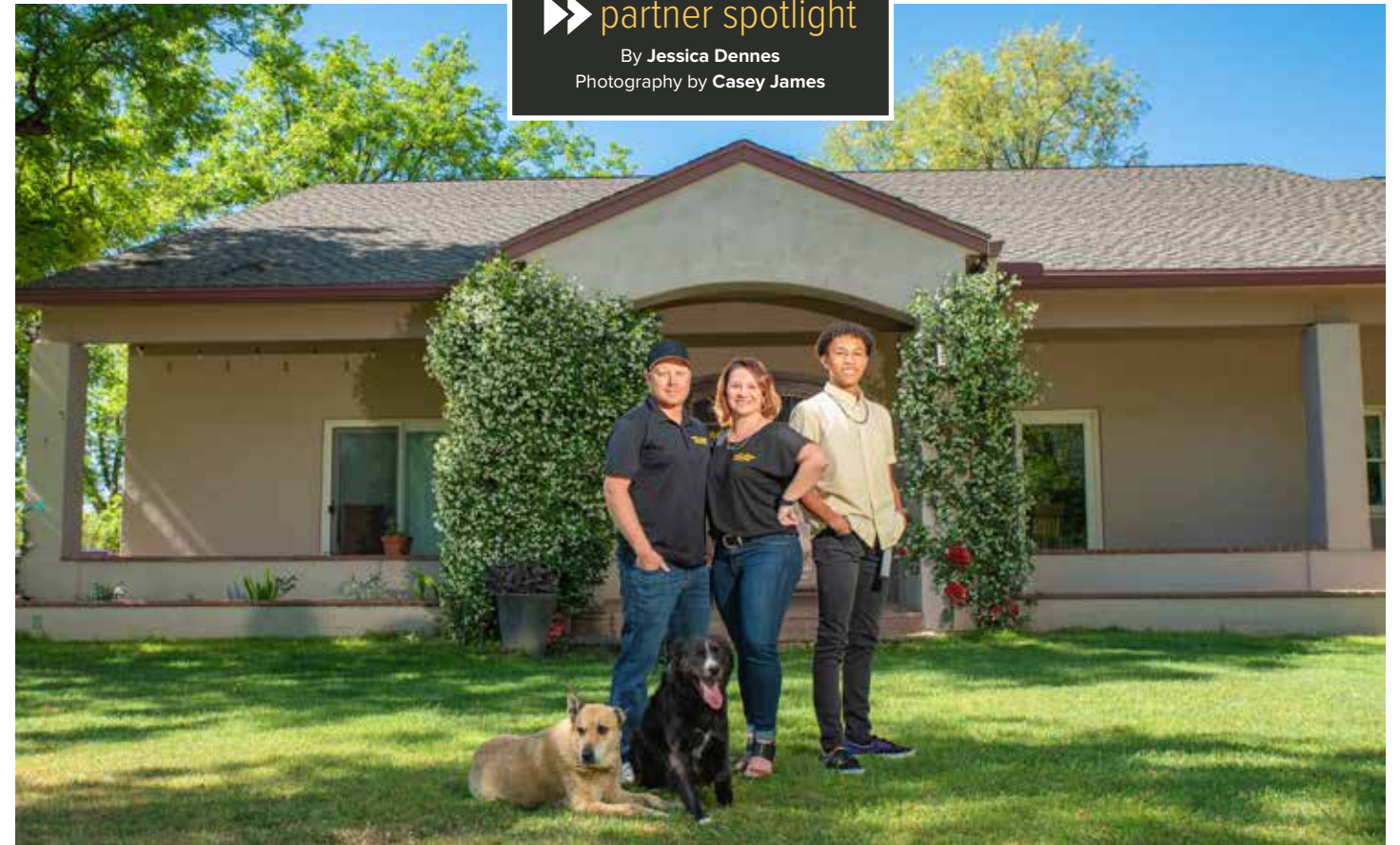
WEST COAST ROOFING

**CINDY &
RYAN MCDANIEL**
— ONE TOUGH TEAM!



▶▶ partner spotlight

By Jessica Dennes
Photography by Casey James



In 2008, Cindy and Ryan McDaniel founded **West Coast Roofing** with the goal of providing quality service and having the chance to be their own bosses. Along with their hardworking team, they provide residential and commercial roofing services to the Tucson area. Ryan manages the new branch in Phoenix that focuses on commercial roofing.

At first, Cindy was not too involved with the business; she prioritized caring for her son Kristofer, who was four at the time, and working towards her goal of becoming a pharmacist. In 2009, tragedy struck the family with the loss of her son's father and Cindy knew that she had to be there for Kristofer. The experience of losing someone close to her taught Cindy to be conscientious about how she treats people and to have gratitude for what she has in life. It also led her to the decision to leave her medical aspirations behind so she could focus on her son while supporting Ryan with their business.

"After this happened, I realized I needed to make West Coast Roofing a priority and learn everything that I could so that I could be a provider for my son," Cindy said. She received her license in 2017 and is now the official contractor for the business.

Staying true to her commitment all these years later, she works hard to run the company while making her role as a mother her top priority. Kristofer is now a teenager and has grown into a talented young man with the goal of becoming a professional dancer. He has even been accepted into top dance programs for the summer.

Of course, Cindy could not have built a strong business without her husband Ryan. In fact, she credits their partnership as the real power behind West Coast Roofing.

"Ryan has always been the driving force behind West Coast," Cindy remarked. "He has always worked hard on sustaining the business, ensuring that we have work during the slow times, and pushing our employees to strive for more...He fiercely wants the best for everyone around him and believes in them, even when they don't believe in themselves."

While Ryan can be described as "tough as nails," Cindy can be described as a fierce mama bear who will fight tooth and nail for the people she cares about; it is part of what makes them a great employer and has fostered a high employee retention rate. She and Ryan understand that their employees have a stressful job working out in the elements. They make sure to recognize those who are working hard and celebrate them on their anniversaries and birthdays. A few times, they have even helped employees find housing or get out of difficult situations. Their generosity extends to their clients, as well.

"We have a big job in keeping a roof over people's heads and we know how important it is to be able to have your home," Cindy noted. "Once [our clients] get a roof from us, we are going to take care of it." The company works hard to ensure that their clients are safe and satisfied.

...
 In addition to quality service, each client also receives handwritten thank you cards, Christmas cards, and gift cards for referrals — but the giving spirit does not end there. In some instances, when the client really cannot afford a much-needed repair, employees have volunteered their hours to work on a roof and vendors have donated materials to get the job done. In addition, West Coast Roofing has donated roofs for Sister Jose Women's Shelter and The Boys and Girls Club.

"It's really important to us to give back to the Tucson community because it's really done a lot for us," Cindy said.

When she is not working (and not social distancing), Cindy enjoys something she and a girlfriend call "Dinner During Dance," a time when they unwind over wine and dinner as their kids are at dance rehearsals. She also enjoys reading psychological thrillers, dabbling in photography, and hosting friends. With her family, she loves going to the movies, hiking, and traveling to new places. One of her favorite memories is the time that she and Ryan backpacked across Havasupai Canyon for days; this shows that their teamwork extends beyond the office.

"Working with your spouse is *hard* and can be extremely challenging, but it is also exceptionally rewarding," Cindy noted. "Over the last 12 years in business, we have tackled and overcome serious professional and personal hurdles, and we are still standing stronger than ever professionally and personally."

Cindy is the type of person who can see beyond the situation in front of her, giving her the capability to overcome adversity and remain steadfast in accomplishing her goals. It took courage for her to forge her own path all those years ago and move in a direction that she believed was right for herself and her family. Coupled with Ryan's fervor, her tenacity and care for others make West Coast Roofing a company you can rely on.



“While Ryan can be described as ‘tough as nails,’ Cindy can be described as a fierce mama bear who will fight tooth and nail for the people she cares about; it is part of what makes them a great employer.”



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rising star

By Dave Danielson
Photography by Casey James



As Phil said with passion, “It was the feeling I had when I got into this business. It was a challenge. But I really enjoyed it...because you get out what you put in.”

Seeking Opportunity

Growing up just outside Chicago, Phil was never one to shy away from a challenge. In fact, he embraced the idea. And his mind raced ahead to what his life would be like.

“I always wanted to run my own business. And of course, as a kid I wanted to be a pro athlete,” he noted with a smile. “I always wanted to be an entrepreneur, be my own boss, and have that independence. It was always in the back of my mind.”

As Phil came of age, he left the Midwest and attended the University of Arizona, where he would meet his wife, Tyler, who grew up in the Tucson area.

After school, Phil started his career. And there was definitely a common theme.

“I’ve always loved helping people,” he explained. “I really enjoy it. When I look back, I can say that every single job I had required customer service in one form or another. For me, excelling in my career meant excelling at customer service. It has become ingrained in me. I think people feel that from me with the personal touch that I bring.”

Realizing His Path in Real Estate

There were glimmers along the way that foreshadowed the career Phil now calls home.

“During those times growing up and thinking about what I was going to do, I thought about having some kind of store,” he recalled. “Then, I started thinking and learning more about real estate. It struck me that real estate agents are small business owners.”

Plus, he and Tyler had owned some rental properties over the years.

“I was always drawn to the real estate market,” he remembered. “And then the opportunity came up. It was just a couple of years ago. I talked things over with Tyler, and we said, ‘Let’s take the plunge and go into real estate full time.’”

So, Phil earned his license and dove headlong into the water.

“Based on my past experience, I had no problem talking with new people,” he said. “I think a big part of that is I really like to get to know them and see how I can serve. their needs”

Phil enjoys powering through the learning curve and the continual learning that happens in the business.

“That’s a huge part of it,” Phil noted. “When I first started, I was on a team and learned the details of a real estate transaction and how to refine the business side of it. You want a REALTOR® who knows the processes, how to negotiate, and what to do with circumstances that don’t come up every day. At the same time, you want someone who understands your situation, what your goals are, and what you want to accomplish.”

During his first full year in the business, Phil started strong, with \$8 million in sales volume in 2018 as part of a team. He kept going in 2019, switching to become an independent REALTOR®, closing 39 transactions, and amassing over \$7.8 million in volume.

Family Treasures

In his time away from work, Phil treasures time with his wife of 15 years, Tyler, and their five children: Eric, Cory, Eli, Addie, and Ana.

In their free time, you’ll likely find Phil and his family enjoying one of the area’s breathtaking parks. He also enjoys using technology to catch up — during video conference calls with his cousins and old classmates.

Phil and Tyler also enjoy supporting their children in their sports and school activities. Phil has a big place in his heart for sports, playing and watching them whenever he can.

One of Tucson’s Biggest Fans

“I love the people, the community, the mountains, and the outdoors here!” Phil said with a smile. My dad is still

PHIL

Le Peau

You Get Out What You Put In

One of the most rewarding parts of life is taking on a challenge, rising to the occasion, and achieving what you put your mind to.

That’s the spirit alive and at work within Phil — and in turn, in the world around him.

As a REALTOR® with Omni Homes International, Phil thrives on digging in, figuring things out, and going the distance to achieve a positive result.



in Chicagoland, and I'm always busting his chops about the weather."

As you hear Phil talk about his Arizona home, you can see that the roots have taken hold for him...and that they run very deep in this place.

"It's about home; I really believe in homeownership, and that's something I love a lot about this job," he emphasized. "I feel like I'm making this community better and stronger. Higher levels of homeownership equal higher positive activity, greater civic involvement, lower crime, and lower welfare. It comes down to the fact that I know I'm helping this community by helping people buy their homes."

Straight-Ahead Growth

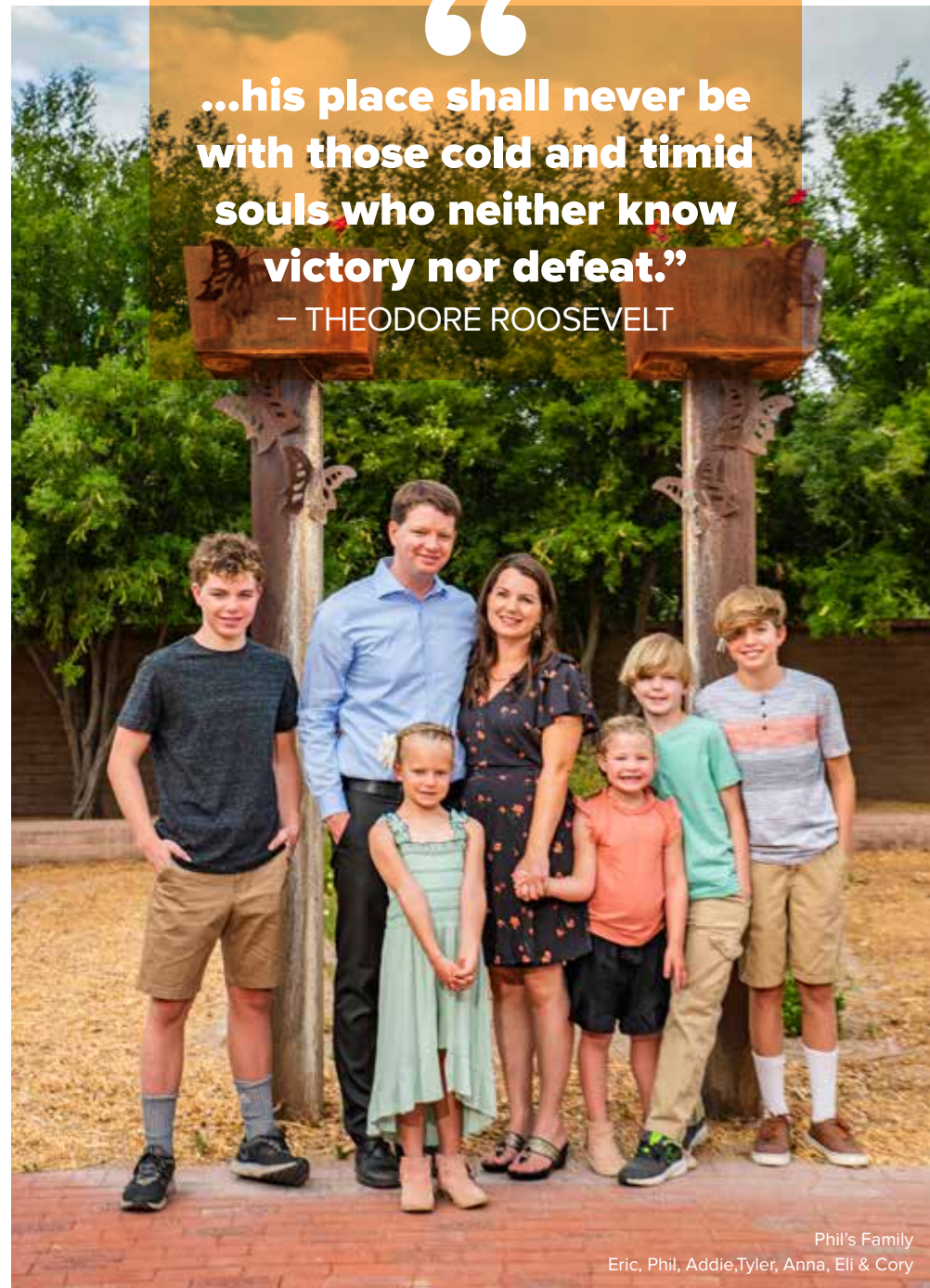
"I like challenges; I'm inspired by them," Phil explained. "In the early part of my career, I wanted to do a good job and to challenge myself, and I've done that. And now I keep going. Everyone talks about being mentally prepared. Some of it used to seem like mumbo jumbo to me. But now I know that it's helpful. So, I'm reading books and listening to audiobooks...things that put you in a good mental state and challenge you to be the best person you can be."

It's a message he shares with newer REALTORS®, too.

"If you're willing to take the risk and put everything you have into it...all the time and effort...you will definitely reap the rewards," he advises. "I jumped into real estate because I felt I was stuck in the middle of the road, and I wanted to challenge myself and have unlimited potential. I tell people if you're willing to stretch yourself and do things you're not used to doing, you can move out of your comfort zone and grow."

When it comes to unlimited potential, Phil continues to define it for himself and those he serves.

"With real estate, it's up to you to go out and make it happen," Phil said. "I thrive



Phil's Family
Eric, Phil, Addie, Tyler, Anna, Eli & Cory

“

...his place shall never be with those cold and timid souls who neither know victory nor defeat.”

— THEODORE ROOSEVELT

on that challenge...No one is going to tell you to get up and do what you need to do. My success is being able to take care of my family and loving what I'm doing."

There's no doubt about the impact Phil Le Peau makes each day. His clients definitely see it and feel it, as they experience the valuable results from the effort he puts in.

One of Phil's favorite Quotes

"It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and

blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows, in the end, the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat." -Theodore Roosevelt

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— Don Vallee, Founder of the Vallee Gold Team, Long Realty Company



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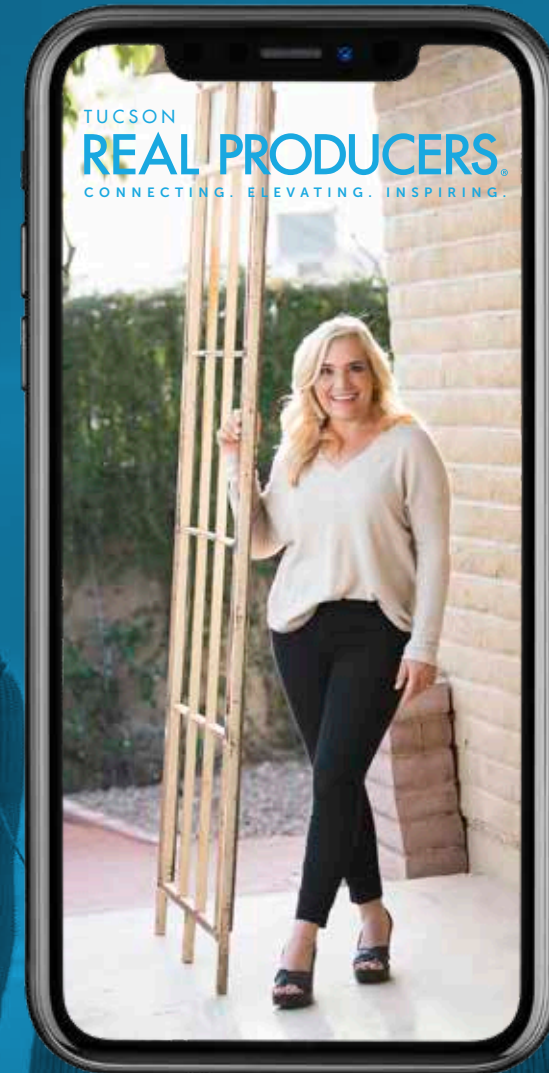
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BY WYATT DOBSON

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As a stage performer, world traveler, fluent French speaker, REALTOR®, Certified International Property Specialist, mom, and advocate for mental health issues and suicide prevention, Donna Reed has collected experiences, stories, and adventures that will make you laugh and cry. All of it has taught her one thing: “We are more alike than different. Ultimately, everyone everywhere wants to be healthy, loved, and for their children to be safe.” Through real estate, Donna has found a way to help others achieve those goals. “I’m curious about why people do what they do. I enjoy connecting with people, and I am genuinely interested in their story.” It’s a passion that has taken her on the journey of a lifetime.

It all started in a small Ohio town of 500 people. Growing up in a small town, Donna’s exposure to the world was limited — but that changed when the organization Up With People performed at her high school. Founded in 1965, Up With People combines travel, volunteering, and music to fulfill their mission of empowering young people to be positive agents of change for a more peaceful world.

“At the time, I was considering ROTC and possibly a future in the Navy,” Donna remembered. Part of the Up With People experience was staying in different people’s homes as you traveled and performed the show. “A young man from Canada and a young woman from California stayed with my family for five weeks while they prepared for the show.” Up With People’s message resonated with Donna, and she applied to the program.

Donna arrived at Up With People headquarters in Tucson during the “wonderful” month of July. “I thought I had flown to hell,” Donna exclaimed with a laugh, “It was so HOT!” It was an eye-opening experience for Donna as she performed throughout the United States and Mexico. “As I traveled and lived in different homes, I met so many different people and experienced a variety of cultures. We performed in nursing homes, hospitals, schools, and prisons.” It fueled Donna’s passion for connecting and creating connections. It also introduced her to French. Her roommate in Mexico City was from Brussels, Belgium and spoke French. “I remember we were trying to use French to figure out the Spanish words. I fell in love with the French language.” After touring with Up With People, Donna attended the University of Arizona where she majored in business and minored in French. She almost went to France to study, but her plans changed after meeting her husband. They settled in Ohio, while raising their three sons. While Donna worked in different sales jobs, she had her eyes on real estate, but the circumstances were less than ideal. “Most farmers I knew had lived in their homes FOREver. Plus, I had three little kids.” When they moved back to Tucson, Donna’s children were almost grown and the real estate market was taking off. “A few different friends told me if you are going to get your license, now is the time!”

Donna made more money in her first year of real estate than she ever had before. Real estate would be a lifeline that would help her survive some of the most difficult challenges of her life. It would also inspire her to follow her dreams. “My eldest son is schizophrenic,” Donna shared. “He has schizoaffective disorder, borderline personality disorder, and narcissistic personality disorder, and has been in jail. He’s brilliant but also the biggest challenge of my life. My husband died by suicide. There have been years where if I hadn’t been making good money, I wouldn’t have been able to afford to live or provide the care needed for my son. Now, I am helping other people — including older single women who may or may not have gone through a divorce, who may have a

“ I had to sleep outside of a palace in Florence, sharing sleeping bags with some guys we had met on a kibbutz in Israel. We were woken up by the local police...”



►► be inspired!

DONNA REED

By:
Kylea Bitoka
Photography by:
Joey Ambrose

Her Gift of Creating Connections

“When I was 20, there was a train strike in Italy. I had to sleep outside of a palace in Florence, sharing sleeping bags with some guys we had met on a kibbutz in Israel. We were woken up by the local police when the palace opened for tourists the next morning. That was ‘fine’ for a 20-year-old, but this 62-year-old doesn’t ever want to repeat that experience!”



sue her bilingual dream. “I decided I was going to study in France like I had planned to,” she recalled. “In 2012, I spent a month in France participating in an adult immersion program. When you walk through the doors of the school, you are no longer allowed to speak your native language. It was eight hours of French a day!” As a result, Donna came back to the United States fluent in French. It opened the door for her to help the Tucson franco-phone community with real estate. Aware of how cultural differences can affect business, Donna works hard to be knowledgeable about business practices across the globe. “I took a class in Las Vegas to become a certified international property specialist. When working with international families, I’ll go back and review my books so I can be aware of business customs in their culture. *Kiss, Bow, or Shake Hands* by Terri Morrison and Wayne A. Conaway is another great resource.”

In everything she does, Donna fosters connections. “Each of my sons has been on trips with me to Europe,” she noted. During each trip, Donna has shared memories and created new ones by visiting places and people from the past — like her cousins in Sweden, her former roommate in Belgium, or the school where she learned French. Last year, Donna reconnected with her high school pen pal through Facebook. “She lives in India, and we wrote letters back and forth for five years. Both of us had saved the pictures we exchanged back then. I hope to get out to India to meet her someday!” One of Donna’s favorite quotes sums up her outlook on life and business. **“It is only with the heart that one can see rightly; what is essential is invisible to the eye.”** In an industry that can be driven by numbers and competition, Donna chooses to lead with her heart. “I truly hope that when I am leaving this earth, people will remember me for helping them connect to others and stay connected. I think that is my greatest strength!”

...
child who has issues, who might have had a spouse die by suicide, (or) maybe they’ve experienced a bankruptcy or foreclosure...I’ve been through all of that.” Emotion broke through in Donna’s voice as she said, “When you are open enough to share your personal story, it forms trust and connection.” There would be days where Donna would be showing houses while her son called multiple times from jail. She learned not to hide the struggle. In her willingness to be vulnerable, Donna discovered she was not alone and so did her clients. “What you find out is everybody has somebody somewhere that’s been touched by some sort of tragedy.” Donna’s openness allows her to connect with her clients on a deeper level. Donna quickly clarified with a laugh, “It’s not what I greet people with, by the way!”

It was through real estate that Donna finally made it to France to learn the language. The Keller Williams BOLD class inspired Donna to pur-



Donna visiting Lyon, France.



Donna performing with Up With People in a nursing home.

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▶▶ "question of the month"

Summer + Covid - Vacations = "Covidcation"?!?



How will you make this summer fun?



I'll take my kids on new adventures, like the lake!
**SAMANTHA DE DIO-GOODWIN,
TIERRA ANTIGUA REALTY**



I am working diligently on creating a new "Backyard Vacation Retreat" with Ramadas, gardens, fountains, dining areas, full kitchen, and living room for games and movies.
TONY RAY BAKER, TIERRA ANTIGUA REALTY



Both Patsy and I went to cooking schools years ago. While she went to France, I went to a farm in Illinois, so I'm at a considerable disadvantage in the kitchen. We decided that during the Coronavirus restrictions we would take turns trying new recipes and creating great dinners. It's been a lot of fun!
RON SABLE, LONG REALTY



This summer I plan to staycation at Miraval, take my son camping, and continue to enjoy the new drive-in theater in Oro Valley "El Toro Cinemas."
MELISSA DAWN RICH, TIERRA ANTIGUA



I am making my summer fun by finally cleaning out my garage! I'm donating a lot to neighbors helping neighbors online, making them and myself happy! I may be able to finally get 2 cars in my garage which would also make my husband very happy. It's a win, win.
NANCY HOFSTED, TIERRA ANTIGUA REALTY



I'm going to Colorado for my birthday to visit my younger two sons. We are renting a cabin in Breckenridge and, likely visiting a few others who live "in the sticks" so we're still not around too many people!
**DONNA REED,
KELLER WILLIAMS SOUTHERN ARIZONA**



We will spend time in a Cabin up north to celebrate our daughter's 30th birthday, surrounded by trees, birds, and peace.
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I've been making handmade birthday and graduation cards for Youth on Their Own in my spare time. I rarely get into my craft room, so these strange times have netted me a creative outlet.
PAM DEVINE, COLDWELL BANKER REALTY

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HEATHER ARNAUD

A SHINING EXAMPLE OF
“STICK-TO-ITIVENESS”



“Oh, you got stood up!” Heather Arnaud’s friend announced. They had waited at her apartment all evening for the date that never arrived.

The deck of cards remained untouched, and the game night turned out to be more of a puzzle. For the last few weeks, it seemed fate was pushing them together, and now her date had no-showed. “We had seen each other everywhere for the last month!” Heather said with a laugh as she recounted all of the run-ins, “I first met Pierre through mutual friends at the University of Arizona. I was a sophomore, and he was graduating.” Not too long after that, Heather and a friend went to Red Robin. Pierre, who usually bartended, just happened to be waiting tables, and they were seated in his section. They kept running into each other until finally one day, “I was at the mailbox at my apartment complex. I heard this car drive up and idle behind me. It was Pierre in his little yellow VW bug, he looked shocked and asked, ‘Do you live here?’ It turns out we lived in the same apartment complex!” The pair concluded that they should go out on a date. Heather invited Pierre over for a game night. She wrote her apartment number on a slip of paper and gave it to him. The evening of the game night arrived. Nervous, Heather had invited another friend over. They waited and waited. Meanwhile, Pierre had washed his jeans with the paper in the pocket! He roamed the apartment complex making his best guesses and knocking on doors. None of his attempts succeeded. It was a frustrating night for both of them. Eventually, the mix-up was cleared up and 27 years later, Heather and Pierre are still married. “He’s my best friend. If there’s anyone I want to be going through these current challenges with, it’s him. I am super grateful.” ...



...

Shortly after they got married, Heather began working at the front desk of Gadabout. On New Year's Day 1994, Heather found out she was pregnant. She continued to work during her pregnancy but decided to stay home after the birth of Alex. Her second pregnancy surprised her with twin girls, Lauren and Melissa. As Heather raised her family, she couldn't help but notice the success of her brother-in-law. "He was a REALTOR® in California. When he would talk about real estate, I was so engrossed in everything he said. I was kind of jealous that he had this career that filled him up so much." The real estate bug had bitten Heather. She worked up the courage to go to real estate school with three little ones. Heather completed school, took the test, and passed.

However, Heather's real estate dreams would have to wait. Before she could get licensed, she found herself in the middle of a cross-country move back to Connecticut. "Originally, I'm from Trumbull, Connecticut. I came to Tucson for college." After one year of going to school in Boston, Heather decided to trade in the cold and gloom for sunshine. "I remember the day I got accepted to the University of Arizona. My dad called; he said, 'Congrats, you Wildcat!' At the time, I had no clue what those words would eventually mean to me. We are huge UofA fans; we bleed red and blue. All three of our kids have gone to the UofA." Today Tucson is home, but back then Pierre and Heather weren't so sure. "When the girls were three and my son was five, we thought we should be closer to family." They sold everything in Tucson and moved back to Connecticut. After six months, they moved back to Tucson. "I joke about how it was the best thing we could have ever done. It took the move to discover where we belonged."

Back in Tucson, the time frame to get her real estate license had expired. Heather would have to start over if she wanted to become a REALTOR®. "I knew I couldn't take care of my kids and do real estate the way that I wanted to. I'm an all-in type of person. So, I went back to Gadabout and worked as a personal assistant to the owner. When they needed someone in HR, I transitioned into that role." Real estate stayed in the back of Heather's mind. Once her kids were older, Heather wholeheartedly pursued her dream. This was a shining example of her stick-to-itiveness — a favorite term of Heather's and a good description of her persistence and determination. She doesn't give up!

"It was quite an adventure going from a secure job to something I wasn't

...



Heather and her beautiful twin daughters, Melissa and Lauren.

“
I still have the
index card
from my dad.
He wrote:
Budget well
and stretch out
the projects.”

...
even sure I could do.” Heather didn’t let fear hold her back. She had learned to overcome at an early age. “My mom died when I was young; experiencing that loss shaped who I am. It was hard growing up without my mom.” Moving across the country by herself was another experience that helped Heather develop into a strong woman. Throughout her journey, she’s kept her dad’s advice at her fingertips. “I still have the index card from my dad.” Heather takes a minute to dig up the card, “Here it is!” She reads, “Budget well and stretch out the projects.” With a chuckle, Heather explains, “It reminds me to slow down and take the time to go through all the motions. Think things through. Enjoy each moment! If you try to do it all at once, you’ll miss something.” This good advice has become more cherished

as she has watched Alzheimer’s steal her dad’s life. “Recently, I’ve gotten involved with Alzheimer’s Association. My family did the walk this year.”

Heather is also involved with Junior Achievement (JA), an organization committed to empowering future generations. JA equips kids with the skills and knowledge they need to be successful and pursue their dreams. Heather’s past struggle with confidence and identity drives her passion for helping the kids in JA. “I volunteer in classrooms and teach job skills that you don’t necessarily learn in school. I teach about work ethic, tips for success during an interview, etc. I love being able to make a difference by sharing the information I’ve learned through my different careers. The knowledge helps the kids feel more confident. I get to help kids get another step closer to achieving their goals; I love it!” Real estate offers the same joy to Heather. “The opportunity to make clients’ home buying and selling dreams come to fruition fills me up! It’s like being a matchmaker,” Heather said with a laugh. “Buyers come to you with their wish list, and you get to pair them up with their dream home. Or when you help a seller get their house ready to attract the perfect offer. This is my dream job!” There’s no doubt that for Heather, Pierre and real estate were well worth the wait!



Alex, Lauren, Pierre, Heather, and Melissa

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	145.5	35,978,417	247,274
2	Kyle Mokhtarian (17381) of Realty Executives Arizona Territory (498305)	165.0	33,408,920	202,478
3	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	86.0	24,370,996	283,384
4	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	101.0	22,573,867	223,504
5	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306) and 1 prior office	48.0	19,515,200	406,567
6	Lisa M Bayless (22524) of Long Realty Company (16717)	45.5	19,490,250	428,357
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	80.5	18,176,298	225,793
8	Kaukaha S Watanabe (22275) of eXp Realty (495203)	84.5	18,102,780	214,234
9	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	67.0	17,668,300	263,706
10	Laura Sayers (13644) of Long Realty Company (16717)	45.0	16,609,684	369,104
11	Russell P Long (1193) of Long Realty Company (298)	21.0	15,100,500	719,071
12	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	60.5	14,542,482	240,372
13	Jennifer Philips (16201) of Realty Executives Arizona Territory (4983)	55.0	13,287,615	241,593
14	Tom Ebenhack (26304) of Long Realty Company (16706)	38.5	13,167,800	342,021
15	Sandra M Northcutt (18950) of Long Realty Company (16727)	34.0	12,652,300	372,126
16	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306) and 1 prior office	44.5	12,513,100	281,193
17	Paula Williams (10840) of Long Realty Company (16706)	24.0	12,488,995	520,375
18	Matthew F James (20088) of Long Realty Company (16706)	16.5	11,650,000	706,061
19	John E Billings (17459) of Long Realty Company (16717)	31.5	11,246,350	357,027
20	Laurie Hassey (11711) of Long Realty Company (16731)	27.5	11,205,474	407,472
21	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	6.5	11,162,188	1,717,260
22	Denice Osbourne (10387) of Long Realty Company (16707)	28.0	10,706,900	382,389
23	Peter Deluca (9105) of Long Realty Company (298)	30.5	10,604,905	347,702
24	Jose Campillo (32992) of Tierra Antigua Realty (2866)	52.0	10,541,870	202,728
25	Patricia Sable (27022) of Long Realty Company (16706)	19.0	10,388,500	546,763
26	Leslie Heros (17827) of Long Realty Company (16706)	25.0	10,363,350	414,534
27	Brenda O'Brien (11918) of Long Realty Company (16717)	24.0	10,143,500	422,646
28	Nicole Jessica Churchill (28164) of eXp Realty LLC (495204) and 1 prior office	37.0	9,524,000	257,405
29	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	28.0	9,419,900	336,425
30	Don Vallee (13267) of Long Realty Company (298)	26.5	9,302,700	351,045
31	Anthony D Schaefer (31073) of Long Realty Company (298)	26.5	9,275,050	350,002
32	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	44.0	9,251,350	210,258
33	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	21.0	8,980,700	427,652

Rank	Name	Sides	Volume	Average
34	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	13.0	8,883,000	683,308
35	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	31.0	8,860,150	285,811
36	Tim S Harris (2378) of Long Realty Company (298)	16.0	8,837,974	552,373
37	Michele O'Brien (14021) of Long Realty Company (16717)	24.0	8,822,500	367,604
38	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	39.0	8,593,300	220,341
39	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	10.5	8,506,100	810,105
40	Jason C. Mitchell (36629) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	32.5	8,438,275	259,639
41	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	19.5	8,265,150	423,854
42	Alfred R LaPeter (32582) of Long Realty Company (16717)	14.5	8,148,726	561,981
43	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	17.0	8,148,288	479,311
44	Gary B Roberts (6358) of Long Realty Company (16733)	30.0	8,147,050	271,568
45	Candy Bowen (37722) of Realty Executives Arizona Territory (498303) and 1 prior office	35.0	8,091,600	231,189
46	James L Arnold (142000775) of Tierra Antigua Realty (286614)	14.0	8,039,438	574,246
47	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	21.0	8,026,328	382,206
48	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	24.0	7,990,100	332,921
49	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	34.0	7,816,150	229,887
50	Kristi Penrod (33258) of Redfin Corporation (477801)	19.5	7,623,650	390,956

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Bob Norris (14601) of Long Realty Company (16733)	28.5	7,290,150	255,795
52	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	21.5	7,281,400	338,670
53	Jennifer C Anderson (16896) of Long Realty Company (16724)	24.0	7,230,532	301,272
54	Maria R Anemone (5134) of Long Realty Company (16717)	9.0	7,222,900	802,544
55	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	24.0	7,143,745	297,656
56	Paula J MacRae (11157) of OMNI Homes International (5791)	16.5	7,118,800	431,442
57	Jim Storey (27624) of Tierra Antigua Realty (2866)	16.0	7,077,600	442,350
58	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	23.5	6,987,800	297,353
59	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	21.0	6,716,000	319,810
60	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	27.0	6,619,003	245,148
61	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	29.5	6,490,019	220,001
62	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	19.0	6,437,500	338,816
63	Jay Lotoski (27768) of Long Realty Company (16717)	22.0	6,246,670	283,940
64	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	34.0	6,169,300	181,450
65	Tori Marshall (35657) of Coldwell Banker Realty (70207)	19.0	6,136,300	322,963
66	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	18.5	6,106,525	330,082
67	Rebecca Maher (11616) of Long Realty Company (16719)	13.5	6,089,150	451,048
68	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	19.5	6,076,120	311,596
69	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	22.0	5,962,950	271,043
70	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory-498306	22.5	5,961,220	264,943
71	James Servoss (15515) of Keller Williams Southern Arizona (478306)	26.5	5,862,500	221,226
72	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	25.0	5,856,900	234,276
73	April Ayala (29221) of eXp Realty (495203)	26.5	5,762,950	217,470
74	Michael Braxton (53095) of Long Realty Company (16717)	19.0	5,731,725	301,670
75	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	6.0	5,695,000	949,167
76	Suzanne Corona (11830) of Long Realty Company (16717)	11.0	5,680,320	516,393
77	Jameson Gray (14214) of Long Realty Company (16706)	10.0	5,667,392	566,739
78	McKenna St. Onge (31758) of Long Realty Company (16706)	10.0	5,667,392	566,739
79	Debra M Quadt (16709) of Redfin Corporation (477801)	17.5	5,611,440	320,654
80	Brittany Palma (32760) of 1st Heritage Realty (133)	27.0	5,594,725	207,212
81	Rob Lamb (1572) of Long Realty Company (16725)	12.5	5,585,000	446,800
82	Dottie May (25551) of Long Realty Company (16728)	12.0	5,558,750	463,229
83	Lori C Mares (19448) of Long Realty Company (16719)	19.0	5,386,669	283,509

Rank	Name	Sides	Volume	Average
84	David K Guthrie (19180) of Long Realty Company (16706)	13.0	5,347,000	411,308
85	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	24.0	5,325,000	221,875
86	John LaRocca (26586) of Long Realty Company (298)	6.0	5,274,750	879,125
87	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	15.5	5,220,000	336,774
88	Louise Riley (14201046) of Tierra Antigua Realty (286610)	22.5	5,210,360	231,572
89	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	18.5	5,181,950	280,105
90	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306) and 1 prior office	12.0	5,099,550	424,962
91	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory-498312	14.0	5,060,126	361,438
92	Katie M Smirnov (52565) of Long Realty Company (16706)	10.0	5,037,843	503,784
93	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	32.5	5,036,005	154,954
94	Barbara J Gibbons (15330) of Long Realty Company (298)	14.0	5,021,900	358,707
95	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	14.0	5,000,037	357,146
96	Tom Peckham (7785) of Long Realty Company (16706)	9.0	4,998,775	555,419
97	Tyler Gadi (32415) of Long Realty Company (16707)	17.5	4,979,530	284,545
98	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	18.5	4,945,300	267,314
99	Margaret E. Nicholson (27112) of Long Realty Company (16728)	11.0	4,928,750	448,068
100	Ronnie Spece (19664) of At Home Desert Realty (4637)	18.0	4,893,200	271,844

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	16.5	4,892,200	296,497
102	Lynn Slaten (14783) of Long Realty Company (16728)	11.0	4,881,875	443,807
103	Carlos L Albelais (30953) of Realty Executives Arizona Territory (498306)	26.0	4,875,500	187,519
104	Charlene Anderson (35) of RE/MAX Results (5106)	20.0	4,786,550	239,328
105	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	20.0	4,783,081	239,154
106	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	7.0	4,774,900	682,129
107	Jennifer Coxon Johnson (55239) of Long Realty Company (16728)	11.0	4,759,375	432,670
108	Dina M Hogg (17312) of eXp Realty LLC (495204) and 1 prior office	17.0	4,755,450	279,732
109	Barbara C Bardach (17751) of Long Realty Company (16717)	7.0	4,755,000	679,286
110	Amanda Clark (39708) of Keller Williams Southern Arizona (478306) and 1 prior office	19.0	4,753,150	250,166
111	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	15.0	4,747,945	316,530
112	Pam Treece (13186) of Long Realty Company (16717)	11.5	4,740,600	412,226
113	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	14.0	4,738,025	338,430
114	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	8.5	4,736,100	557,188
115	Steven W Inouye (22297) of Long Realty Company (16706)	15.0	4,732,281	315,485
116	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	18.0	4,710,401	261,689
117	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	18.5	4,701,000	254,108
118	Michael Shiner (26232) of CXT Realty (5755)	15.0	4,690,750	312,717
119	Bruce Baca (52008) of Coldwell Banker Realty (70207)	14.0	4,650,146	332,153
120	Jean Barclay (19068) of Long Realty Company (298)	5.0	4,635,750	927,150
121	Jason K Foster (9230) of Keller Williams Southern Arizona (478306) and 1 prior office	11.0	4,621,500	420,136
122	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	6.0	4,620,378	770,063
123	Mary Vierthaler (12199) of Long Realty Company (298)	12.0	4,597,890	383,158
124	Tyler Lopez (29866) of Long Realty Company (16707)	18.5	4,528,249	244,770
125	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	8.0	4,502,428	562,804
126	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	19.5	4,494,014	230,462
127	Catherine S Donovan (28185) of Berkshire Hathaway Home Services-356307	11.0	4,473,000	406,636
128	Barrie Herr (4956) of Long Realty Company (298)	7.5	4,462,000	594,933
129	Angela Tennison (15175) of Long Realty Company (16719)	9.5	4,459,000	469,368
130	Tim Rehrmann (25385) of eXp Realty (495206)	14.0	4,456,484	318,320
131	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	10.0	4,425,700	442,570
132	Tanya Barnett (30843) of OMNI Homes International, LLC (579101)	13.5	4,387,585	325,006
133	Calvin Case (13173) of OMNI Homes International (5791)	18.5	4,383,875	236,966

Rank	Name	Sides	Volume	Average
134	Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)	18.5	4,281,900	231,454
135	Ricardo J Coppel (11178) of Long Realty Company (298)	13.5	4,267,170	316,087
136	Pam Ruggeroli (13471) of Long Realty Company (16719)	15.5	4,263,550	275,068
137	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	11.5	4,232,350	368,030
138	Sue West (13153) of Coldwell Banker Realty (70202)	10.0	4,230,490	423,049
139	Rachel Balls (14533) of Tierra Antigua Realty (286607)	13.0	4,224,900	324,992
140	Sonya M. Lucero (27425) of Long Realty Company (16719)	18.0	4,223,523	234,640
141	Kate Weiss (35438) of Long Realty Company (16706)	10.0	4,220,400	422,040
142	Michele Biller (38928) of Long Realty Company (16717) and 1 prior office	12.0	4,199,000	349,917
143	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	7.0	4,182,428	597,490
144	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	15.5	4,166,500	268,806
145	Lisa Korpi (16056) of Long Realty Company (16727)	14.0	4,163,400	297,386
146	Maren Seidler (19694) of Long Realty Company (16728)	10.0	4,156,000	415,600
147	Sue Brooks (25916) of Long Realty Company (16706)	13.5	4,150,050	307,411
148	Jordan Munic (22230) of Coldwell Banker Realty (70202)	5.5	4,144,740	753,589
149	Melinda L Akowski (26025) of Coldwell Banker Realty (70202)	16.0	4,133,400	258,338
150	Brent VanKoevering (25625) of Long Realty Company (298)	13.5	4,130,500	305,963

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