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publisher's note



# CARS & MEMORIES

A 1968 Camaro was the only car that made a mark in my life. I am not necessarily a car person. Only by association would a "cool car" be a part of my history. In all honesty, I only really cared if the car I drove got me to where ever I wanted to go! HAHA.

I had just graduated from college with a Home Economic Teaching Degree and I landed my first job as a teacher in a very rural area just outside of Lafayette, LA. I was teaching cooking, sewing, child development and textiles to football players who wanted an easy A. I didn't give A's away even though the pressure was on by the football coaches so their guys could qualify and actually play. But when I drove up with the engine rumbling in that '68 Camaro no one cared I was the Home Ec teacher. Those football players just wanted to see my car and ask me a ton of questions I had no answers for.

One night I was driving home from a friend's, when that "cool car" caught me in the dark with no lights. That, of course, was way before cell phones and I had no idea how to make them work. What was my choice? Drive in the dark with no lights or pull over and walk? I never forgot that trick once John shared it - kick the bright light switch on the floor.

I insisted we get rid of that '68 Camaro and my husband sadly sold it for \$1,200. How his heart hit the floor when he drove by Golf Links and Kolb recently and saw a '68 Camaro for sale for \$29,000!

The stories that could be told by the agents we are featuring in this Cool Car issue I am sure are numerous! I am excited to get us all together eventually for a mini car show so we can have a chance to ask those questions they will ALL have answers to!

### On another NOTE!

Did you want a whole issue of RP to talk about COVID-19 and how it's impacted the RE industry? I took a calculated guess and thought...NO! We have heard three months of it and so I have decided to bring a fun, inspiring twist on the lives of REAL-TORS® who are passionate about their cars. I hope you enjoy!

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





partner spotlight  
Photography by Jacquelynn Buck



# TRULY NOLEN

## ADDING VALUE TO THE LIVES THEY TOUCH

Founded in 1938 with its headquarters in Tucson since 1955, Truly Nolen of America has always prioritized fostering relationships in its local communities while providing service that adds value to the lives they touch.

One of the things that always stood out about the company is its iconic antiques. At one point, founder Truly David Nolen, who passed away in April 2017, had over 100 cars in his collection with many situated at street corners everywhere from Tucson and Albuquerque to El Paso, TX, and Naples, FL.

To honor his legacy in October 2017, the company staged a Community Car Show at its Corporate Leadership Center (432 S. Williams Blvd.) with over 50 of the late Mr. Nolen's antiques from seven decades in one spot for the first time. Among the antiques featured was Mr. Nolen's personal favorite 1957 Chevrolet Bel-Air, which was the car he drove to and from work and was shipped in from Naples, FL, for this special

day (the car has remained in Tucson and been part of the 2018 and 2019 Community Car Shows, too).

In order to do more than just showcase the cars, the company had several local non-profits on hand with displays about their organizations; this tradition has carried over to the 2018 and 2019 Community Car Shows as well.

The company hopes to stage its 4th Annual Community Car Show on November 14. However, it is hard to know what events will be able to take place due to the current climate. Even though the normal weekend community events cannot be hosted currently, there are things the company is doing right now because pest control is essential to public health.

Recently, the pest control industry (i.e., exterminators) was designated as an "Essential Service Provider" as outlined in the Department of Homeland Security CISA document dated March 19, 2020. The industry's goal is to protect public health by providing





**“ALTHOUGH WE CANNOT GUARANTEE WHETHER OR NOT OUR CUSTOMERS WILL BE EXPOSED TO THE VIRUS, WE CAN SUPPORT SAFETY AND PUBLIC HEALTH THROUGH OUR ‘TRULY SANITIZED’ SERVICE.”**

an essential service to home-owners and businesses.

From the company’s stand-point, Truly Nolen continues to monitor the evolving COVID-19 pandemic. Following the CDC Guidance for Businesses on best practices for social distancing, Truly Nolen has altered a number of its service offerings to protect the health of its employees and customers.

To continue to ensure that the homes they protect remain pest-free, Truly Nolen has modified its residential service offerings in the following ways:

They are presently focused on providing exterior services only, which includes wiping webs from a home; treating insect entry points around windows and doors; and treating the perimeter of a home to create a second barrier. They also apply different types of granular bait in the outer areas of a yard.

Truly Nolen’s service profes-sionals are wearing a new pair

of gloves for each account they service and then discarding the gloves when each account’s service is complete. In some cases, this may mean changing gloves more than once.

With the customer’s verbal approval, a Truly Nolen service professional will complete a service without the customer having to touch the handheld device. If an interior service is required, the company’s service professionals will wear a new pair of gloves and appropriate personal protective equipment (PPE). Truly Nolen’s service professionals currently wear long-sleeve shirts and pants to further minimize exposure to COVID-19.

In addition to these changes, Truly Nolen understands the need to help restore confidence among businesses and business owners when it comes to sanitation and safety related to COVID-19. As a result, the company recently announced the debut of “TRULY Sanitized,” a service that will effectively disinfect, sanitize, and

eliminate viruses on non-porous surfaces such as countertops, tables, and door handles.

“As we have always known, sanitation is a critical part of pest control,” Scarlett Nolen, Truly Nolen President, said. “Although we cannot guarantee whether or not our customers will be exposed to the virus, we can support safety and public health through our ‘TRULY Sanitized’ service.”

“TRULY Sanitized” kills harmful germs and bacteria, prevents and eliminates mildew, and disinfects a wide variety of viruses — including Hantavirus; Hepatitis B; Hepatitis C; HIV-1 (AIDS); Influenza A/Brazil Virus; Influenza A H1N1 Virus; and, according to the Environmental Protection Agency, SARS-CoV-2 — the virus that causes Human Coronavirus (COVID-19).

Any individuals who are at risk or otherwise concerned about COVID-19 and other viruses can benefit from the new service and gain the peace

of mind that the service brings. The service would be beneficial for businesses that have frequently visited areas such as lobbies, kitchens, and checkout counters that are looking to further protect their employees and customers (e.g., daycare centers, supermarkets, restaurants, and more). For more information, interested businesses can call **(800) GO-TRULY** or visit [www.trulynolen.com/commercial/truly-sanitized](http://www.trulynolen.com/commercial/truly-sanitized). The service is currently unavailable in California.

Meanwhile, Truly Nolen looks forward to continuing to provide top-notch service to its customers and hopes for a return sooner rather than later to its weekend events across the country.

*(Founded in 1938, Tucson-based Truly Nolen of America ([www.trulynolen.com](http://www.trulynolen.com)) is one of the largest family-owned pest control companies in the United States. To make an appointment for a FREE inspection, call (800) GO-TRULY or visit their website today.)*



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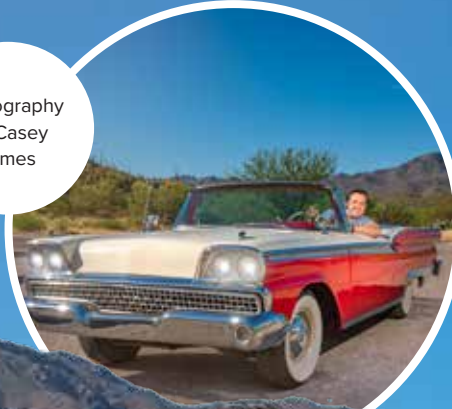
# AUTOMOBILES

## A FAMILY TRADITION

### ROLANDO VERDUZCO

RE/MAX SELECT

Photography  
by Casey  
James



1959 Ford Fairlane Skyliner Galaxie 352 CI V8 Automatic Convertible with a retractable hardtop

AKA: The Oldie

My father has always had the 1958 model; I grew up with that car. I was in an accident in my father's car in 2015 ever since then it has been in storage. In 2019, I finally found a parts car to fix my father's car as well as my own to enjoy while the other one gets put back together. I found the car from a private party seller in a

classic car magazine. I immediately called my dad. We took a father and son road trip to New Mexico to get it. It was an enjoyable trip; our first time driving through New Mexico. We went through Espanola, Santa Fe, Albuquerque, and Las Cruces. This car reminds me of my childhood growing up in southern California from our family trips to driving my father's car to beach boardwalks as a teenager.



Photography  
by Jacquelynn  
Buck



### ALLAN DUNKLEE

PROVIEW HOME INSPECTIONS

1968 Ford Shelby Mustang GT500KR Convertible Original 428 Cobra Jet Engine

AKA: KR (King of the Road)

When I was in high school, my father gave me his 1969 Mustang. We worked on it together. I heard about the Shelby hidden away in an old garage in Vail years ago. I heard from a friend that the owner had passed away and that the girlfriend now owned the car. I was able to acquire it and finished restoring it in February. I've owned and restored many Mustangs but this one is the ultimate find!

### CHAD TAYLOR

NEXTHOME COMPLETE REALTY

1948 Buick Convertible 401 Nail-head Camaro clip Power Steering, Brakes, A/C

I built this car with my best friend who is also my father, Chuck Taylor. Dad is a Hot Rod Guru and inspired my passion for cars. I've driven the Ragtop to Pinetop and Havasu. I had a 55 Chevy wagon in high school and we are currently building a 1931 Ford 5 Window and a 1969 Chevy Shortbed truck.

I love my dad, John Cash, Hot Rods & Real Estate!



Photography  
by Jacquelynn  
Buck





DEANIE BURRIS

AZ DESERT CASITA'S REAL ESTATE LLC



Photography by Casey James

1968 Chevy Camaro 350 hp, Automatic with vintage A/C, Power steering, Power disc brakes, Dual exhaust, Posi-traction rear end, aftermarket manifold and carburetor set up, MSD ignition, radial tires.

My family has been in the automotive business since 1947. My grandfather owned one of the first and largest automotive supply stores in Tucson from the late 1940s to the mid-1990s (Leo's Auto Supply at Stone Avenue and Glenn) where the Paul Bunyan still stands. My dad and brother own and operate Don's Hot Rod Shop a high-performance automotive retail business on the same corner to this day. Our entire family including grandkids have or are currently drag racing at Tucson DragWay. Our two sons just opened a garage (Pusch Ridge Automotive) last May.

I found this car in the Dandy Dime. When we went to look at it, the seller happened to be my second cousin! He had it advertised with all-new upholstery, etc. Most everything was there but it was just a rolling chassis with no motor or transmission and mostly dis-assembled with everything including the upholstery in boxes. So, my husband and a friend put it all together for me and got it running. I drove it daily in the mid to late 1980s with three kids in the back seat. Driving around with three car seats in the back was a challenge especially since it is a small seat and there is a hump in the middle. The youngest was always in the middle and every time we would go around a corner the car seat would lean from side to side. It had a powerful 400 small block engine. Definitely more power than I needed back then! I drove it daily for over 12 years. This was the only car I had when I started selling real estate. I think some people were excited to ride in it while others weren't quite sure. There was a point where she would over-heat, and I would have to pull over and sit for 20 minutes until she cooled down enough to go on my way. She would get a lot of attention but most of the time people would be surprised to find out it was my car and not my husband's.

TIM LOONEY

REALTY EXECUTIVES ARIZONA TERRITORY



Photography by Jacquelynn Buck

59 Oldsmobile Dynamic 88 4-Door Hardtop Original 371 cubic inch V-8 with a Hydramatic Transmission

I was born and raised in the car scene. My father was one of the original members of the Tucson Street Rod Association. Growing up, we used to go to car shows and swap meets all the time. I got this car out of Southern California. The motor wouldn't turn over, let alone start. I have done a lot of the work on it myself and with friends. I have polished and installed all the stainless myself along with many other various parts to get her running again. Something unique about this 59 Oldsmobile that you will not typically see is that I swapped out the front brakes to disc brakes. My favorite thing about this car is that when you roll all four side windows down, it looks like the top is floating.



## JERRY YARBROUGH

TIERRA ANTIGUA REALTY

1934 Ford Sedan

My brothers and I went to Tucson High in the '60s. We took auto and welding classes. We started to buy old cars, bikes, and trucks to restore. As we got older and acquired a little more money and experience, we began building and collecting show cars. My family built the 1934 Ford for cruising.



Photography  
by Jacquelynn  
Buck



## ALEX MASTRANGELO

HABITATION REALTY ERA POWERED

1959 Cadillac Series 62, 390/Hydromatic  
1959 Buick Invicta Station Wagon, 401/Dynaflow  
1956 Nash Metropolitan, 1500cc/3 SPD  
1964 Buick Riviera, 425/Turbo 400  
1970 Buick GS, 350/350  
1970 Buick Electra 225 Convertible, 455/400  
1974 Buick Electra LTD, 455/400  
1990 Cadillac Brougham DaBryant Limo, 350/700R4  
1992 Cadillac Brougham D'Elegance, 350/700R4  
1972 Checker A11 Taxi

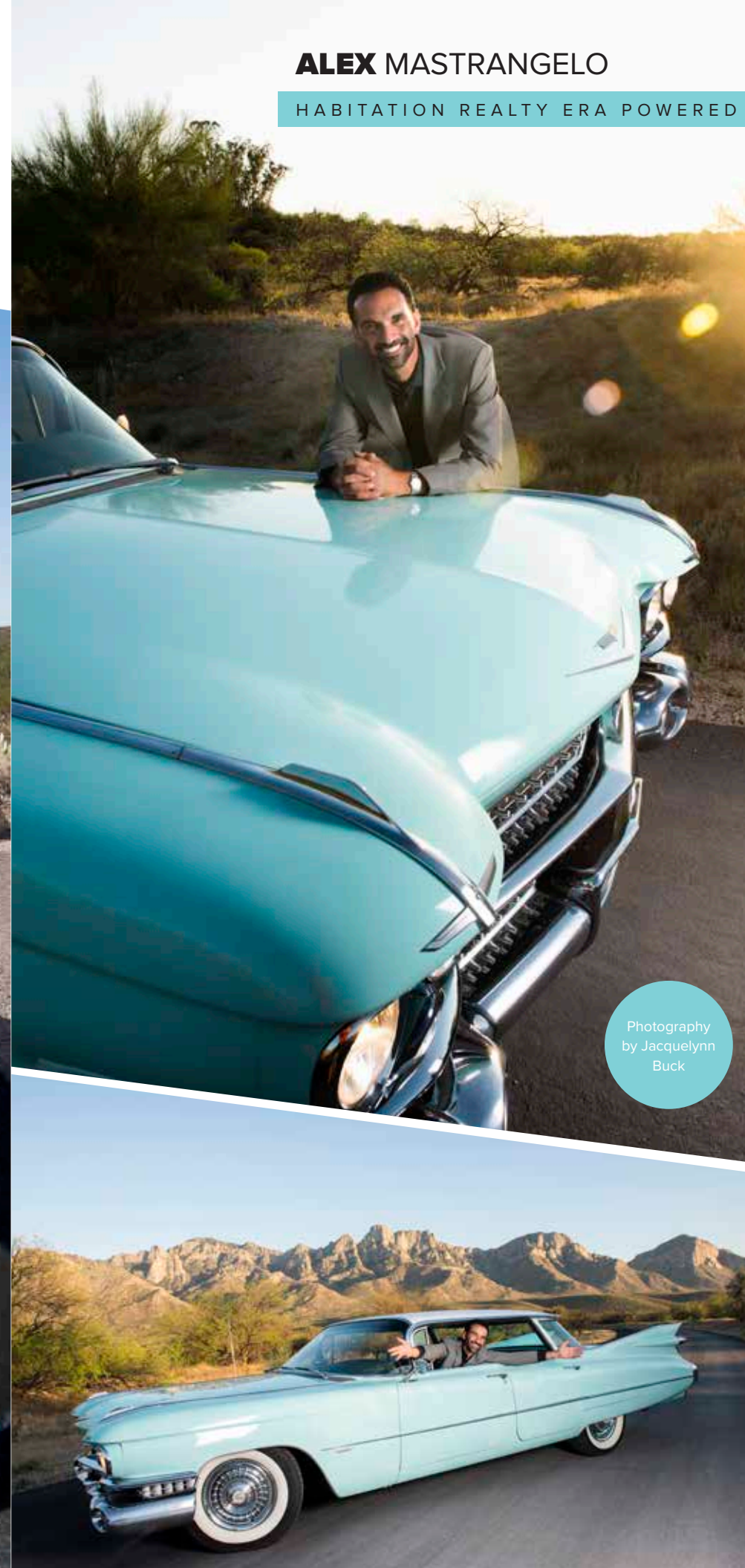
I honestly can't remember a time that I didn't love cars! The 1970 Buick GS was purchased new by my father, and he drove it daily for 20 years. I learned how to drive it when I was seven years old, and he actually let me borrow it frequently while I was in high school. The GS has 191,000 miles on it and has never needed any major repairs. My dad gave it to me about 15 years ago when he needed to make room in his garage for a new Corvette.

My first car was the 1974 Buick Electra, and it was given to me by my grandfather when I was 15. He purchased the car new, and I had always washed and waxed it for him every summer. I restored it myself during high school and had it completed in time for graduation. I do the majority of the work on all of my cars and have had quite a bit of experience waking cars from decades of neglect. I love the challenge of troubleshooting a vehicle until it runs perfectly.

The 1959 Cadillac was found on Craigslist about ten years ago and was another dream car from my childhood. It had been pulled from a cow pasture in Nogales and was quite neglected. I restored the car myself over a four-year period, starting with the mechanicals and working through the cosmetics while driving and enjoying the car.

The 1970 Buick Electra 225 Convertible was used as the Queens Car in the 1970 Portland Oregon Festival of Roses. It has always been driven often and has 275,000 miles on the clock. It is my favorite car to drive.

I absolutely love vintage American luxury cars, and I feel that the tons of steel, chrome, and leather are an extension of myself. These cars are powerful and reliable, with an extra dose of flamboyance. They fit me perfectly."



Photography  
by Jacquelynn  
Buck



...



Photography by Casey James

REALTY EXECUTIVES ARIZONA TERRITORY



...

**MANNY AQUINO**

- 2017 Chevy Corvette
- 1982 Chevy Corvette
- 1941 Chevy Willys

My passion for cars came from my father, who owned a paint and body shop for 15 years while I was growing up. My dad owns a Corvette Stingray older model, so I wanted the Corvette Stingray newer model. I love the fact that my son can pick the actual car that he owns when he plays video games at arcades and online. Not many kids can say they own the car that's in the video game! What's special about this car is that I drive it and use it all of the time. I don't baby it; I take it wherever I want, whenever I want!

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# DREAMS Coming True!



Photography by Casey James

## DANIEL GUTIERREZ

KELLER WILLIAMS SOUTHERN ARIZONA

2020 Model 3 Performance 20 Inch performance wheels, Performance Brakes, Duel Electrical Engines 0-60 in 3.1 seconds, 11 Second Quarter Mile

AKA: Luna

My passion for cars started in middle school shop class. I have owned motorcycles and a 1999 Toyota supra twin turbo. I purchased 'Luna' in Scottsdale, AZ (October 2019). It is the fastest midsize electrical vehicle in production and the performance model; I LOVE SPEED! Luna represents how hard I worked in my first two years in the business. Luna embodies my blood, sweat, and tears.

@realproducers



RUSS LYON SOTHEBY'S INTERNATIONAL REALTY

## BRYAN DURKIN

1988 Toyota Land Cruiser | FJ62 | Inline 6 bulletproof motor w/251,000 original miles | Completely Original!

AKA: Walter (Dignified, classy, old man with not much pick-up, but goes the distance.)

"I have had an obsession with cars from a very early age. Our neighbors growing up drove a Land Cruiser. My mom drove a Mercedes wagon and I always wished we were the cool kids getting dropped off in the Land Cruiser. My first car was a Porsche 944 Turbo, and I've had over 40 cars since turning 16.

I had a client (82 years old) who bought a house from me years ago. I told him if he ever wanted to sell his Land Cruiser, to call me. Well one day out of the

blue, he did! Without hesitation, I ran home, got my checkbook, and wrote him a check on the spot for the same amount he paid for it almost 30 years ago! He bought the Land Cruiser brand new in Denver, CO in '88 off the showroom floor. There were only 3,000 sold worldwide, making it very rare yet instantly recognizable.

I've owned it for three years, and have driven it back and forth to Vail, CO, several times. Walter drives like a brand-new car. I just LOVE getting in it and feeling like a kid again. These hard to find Cruisers are escalating in value and are becoming increasingly difficult to find in good condition. Mine is all original even down to the working radio and floor mats! I wouldn't trade it for a new one plus it gets more comments than my 2018 BMW 7 series! Walter and I just drove the McClure pass from Aspen to Telluride this winter and he did great. It was the drive of a lifetime!

Photography by Casey James

## JENNIFER WARREN

LONG REALTY FOOTHILLS

2020 Hyundai Sonata limited 1.6L Turbo 180 Horsepower 8-Speed Automatic Transmission with Shift-tronic and Paddleshifters

I am not your traditional motorhead full of passion for cars. While I love going to car shows or spotting old cars and admiring them; I am not restoring or rebuilding. That is a special gift. However, I am unique because my passion is about this specific everyday car I use for work and my family. This is MY FIRST BRAND NEW CAR! It keeps me safe while I am out driving from Green Valley to Avra Valley and Oro Valley selling real

estate. It makes me feel like I have my own superhero car and that makes me happy. It had only 22 miles on the speedometer when I drove it out the showroom and down the ramp of the dealership...A remarkable memory for me! Not every car is FEATURED in SUPER BOWL ADS but this one has SMART PARK "Smaht Pahk" as said with a thick Boston accent in the super bowl ad. It can park itself without a human being in the car! My Hyundai Sonata has been a great tool to build relationships. Growing up, my mom would say "don't talk to strangers" but this car almost encourages strangers to talk. In our business, it is essential to build relationships and this car helps me in unique ways that I really didn't expect.



Photography by Jacquelynn Buck

...

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# CHRISTINA CHESNUT

OMNI HOMES INTERNATIONAL "MY ARIZONA AGENTS TEAM"



1993 ATARI Daihatsu imported from Japan

I spent about 15 days in Japan. I fell in love with the left-sided drive and the cars they have in Japan. They are compact, but still have a nice amount of room in them. When we came back, I started doing a ton of research on cars from Japan. We ended up having three vehicles imported over four months. The car had a tape deck when we got it. We had a stereo and Bluetooth system installed, and also had it wrapped with our team name. My favorite thing about the car is that it's a stick shift with a right hand inside drive. It's the first car I learned how to drive stick on. People always smile when they see it because it looks like a toy car! It's fun to drive!



Photography by Casey James

Photography by Jacquelynn Buck



## RON SABLE

LONG REALTY

2014 Porsche Boxster S, Agate Grey | 315hp flat 6 convertible, 7 spd, PDK trans, leather seats, with navigation, rain sensor, Bose® surround sound with 10 speakers, Bluetooth®, SiriusXM, brushed aluminum interior trim, 20" alloy wheels, and more!

My passion for cars developed as a child going to stockcar and sports car races. My 2003 Boxster S was hit broadside by a woman in an SUV who was texting as she ran a stop sign. Since it had a factory aero kit that was damaged, we had to wait on

parts to be manufactured in Germany. That took several months, giving me a chance to search for my new ride. I alerted friends in southern CA and AZ to be on the lookout. My friend in Solana Beach, CA, called several months after we started searching to report a finding at a San Diego dealership. The car had just been traded in on a Porsche Panamera. We reached out to the dealer and reviewed the car on FaceTime. After checking the Carfax history, and having an independent mechanic do a thorough inspection, I agreed to buy the car, subject

to my physical inspection. I flew to San Diego, spent the evening with our friends, and visited the dealer the following morning. The car was even more than I hoped it would be, as was my discussion with the previous owner, who revealed he got a ticket the first day of ownership – 85 mph, in a 45-mph zone. Driving back to Tucson, I recorded 29 mpg at 75mph. As you might suspect, we are thrilled with the purchase. It's 6 years old and I continue to get waves, raves, and awards. It performs like a 911 and is trouble free.

@realproducers

# GABE NEVAREZ

33 PROPERTIES AND INVESTMENTS



Gabe Nevarez, Photography by Jacquelynn Buck

1967 Chevy Chevelle- 496ci engine 700R4 tranny around 550HP, disc brakes, modern suspension, LOTS OF FUN

As a kid, I always dreamed of having a vintage car. I attended car shows. I started working at 14 to buy a car to fix up. I had to work for it because my parents would not buy it for me. It took until I was an adult to finally fulfill my dreams. I purchased 2 Chevy Chevilles in the last year. I bought my '69 on a whim and fell in love with the '67 a week later. I had to have it. I WORKED REALLY HARD TO GET IT.

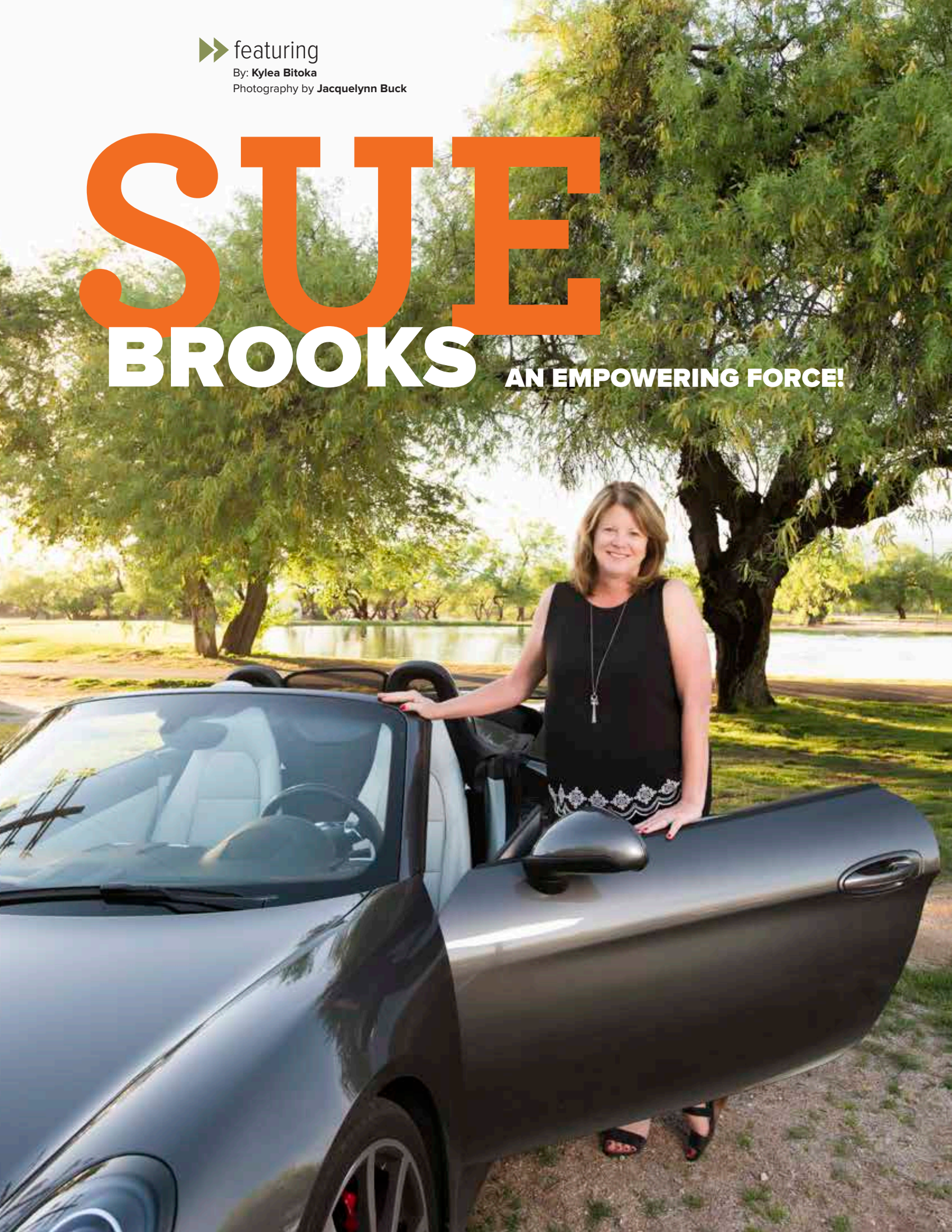
I sort of cheated on these, because they were already fixed up. I have built all of my previous cars from scratch, and it was definitely a big milestone for me. Hard work pays off. The cars are milestones in my life. I share these with my family, and we all love to spend time cruising the streets. My kids and wife love it. The '67 is my favorite car; it's FAST and fun. It represents the way that I live life – taking the risk and enjoying the ride!



▶▶ featuring  
By: **Kylea Bitoka**  
Photography by **Jacquelynn Buck**

# SUE BROOKS

AN EMPOWERING FORCE!



## “WOMEN CAN’T SELL CARS!”



This was a shocking, but real, rejection Sue Brooks received as she tried to launch her career in sales. Unfortunately, it would not be the last denial due to her gender.

“I had experience working as a legal assistant, but when I decided to transition to sales, it was hard to prove that I could do it,” Sue remembered. “I got turned down a lot.”

Sue was determined. Her move to Tucson provided a fresh start, and she resolved to make the most of it.

“I grew up in a small town near Cleveland, Ohio,” Sue recalled. “There was not really freedom to take risks, and it could be difficult to outlive mistakes. Moving to Tucson helped me build my confidence.”

Sue had visited her old roommate in Tucson months before. Although she visited in June, the heat didn’t stop her from recognizing Tucson’s beauty and charm. Sue went back to Ohio and started making the preparations to move. In August, she moved to Tucson. Eventually, Sue found someone willing to give her a chance; she started a sales career in insurance.

Her introduction to the world of sports marketing came when she met her future husband.

“So, it was back in the day before Match.com,” Sue said with a laugh. “We met in a bar. I was at the bar with a girlfriend who mentioned that our guy friend was bringing a friend with him. I thought, ‘This feels like a blind date.’ So, I was ready to bail. When I saw them walk in, I thought, ‘I could stay for a little while.’”

At the time, Sue’s future husband was an amateur race car driver, and the two quickly bonded over their love of Porsches. Ten months later, they were married.

Sue’s sales and business acumen developed as she found sponsors for her husband. The new sponsorships propelled his racing career into the professional circuit.

As far as what it’s like to be married to a professional race car driver, Sue noted: “He hit the wall a few times in dramatic fashion, but it’s more dangerous driving down Speedway than on a race track with other professionals.”

Sue went from insurance to sponsorship sales, and her success led her straight to the top. Over lunch at Subway, the owner of Marathon Marketing presented Sue with the opportunity to buy the company. And she did!

Even as a business owner, Sue’s aspirations have never been dictated by the bottom line.

“Sales has never felt like sales to me,” Sue said. “It has always been about relationships; what can we do together? I have a race car; your company needs visibility. How can we work together to make this a win-win?”

What Sue enjoyed about sales was the opportunity to use her resources to help someone else. She expanded her company to represent non-profits, helping them raise money for their goals. Eventually, changes in the market forced Sue to explore her options.

“I drew a grid of my skills and what I enjoyed doing,” Sue recalled. “I showed (it to) my husband. He took one look at it and said, ‘You should be in real estate!’”

Before that moment, Sue had never considered it — but by Monday, she had enrolled in Hogan. “What I didn’t pay

Sue during her racing days



attention to was the fact that it was 2008 and the market was tanking,” Sue remembered.

If closed doors couldn't keep her out of sales, a tanking market wasn't going to stop her either. Sue achieved Rookie of the Year her first year in real estate. From there she built up her business to Long Realty's Platinum status.

“2019 was my best year yet; I achieved \$21 million in sales as a sole practitioner,” Sue remarked. She continues to use her business platform to help others, whether it's a client starting a new life or a REALTOR® breaking into the industry.

“I worked with a young gal in her early 20s,” Sue recollected. “She was going to school and wanted to buy her first house. Focused and independent, she wanted to do it on her own. I found her a great house that fit her budget. It was fun helping an independent young woman achieve her goals.”

Sue loves being an empowering force throughout real estate and the community. It's why she created the Facebook group Tucson REALTOR® Resource. Free from active listings, open houses, and recruiting, Tucson RE-

ALTOR® Resource provides a safe place for active local real estate agents to find support and community.

“It's meant to be a resource,” Sue explained. “So, if you have a buyer and you're having trouble finding what you need – post it! It's a great place to get some eyes on your listing before it goes live in MLS. Also, if you have a good vendor or need a vendor – have best practices to share or questions – this is the place!”

Sue actively monitors the group, deleting negative comments, active listings, and other posts that go against the clearly stated guidelines. There are over 1,900 members, and the group continues to grow.

For Sue, her motivation is simple: “I want to be someone you can count on. I am very solutions-driven.”

That's why when the government shut down a couple of years ago, Sue jumped into action.

“I started a website to compile resources for the employees that weren't getting paid,” Sue said. “It wasn't about politics; there were real people with families and expenses that didn't stop just because their paychecks stopped.”

Her desire to help others shines through in everything she does, from real estate to her social media posts.

“I save good quotes,” Sue remarked. “If someone is having a bad day, I'll send an encouraging or funny quote to cheer them up.”

With a quick scroll through her Facebook page, one can easily find inspiration like “You don't need a new year to make a change all you need is a Monday” or “Do something today that your future self will thank you for.”

As Sue reflects over her journey from sales to business owner to REALTOR®, she does what she does best; she offers encouragement.

“I built my business from open houses,” Sue explained. “When I went into real estate, I was starting over; my connections already had REALTORS®. There are moments when you wonder if you will ever make it work, but there is light at the end of the tunnel!”

Sue added with a chuckle: “Sometimes it is a long tunnel, but if you work hard, you can get where you want to be. Just remember the path looks different for everybody.”



“It has always been about relationships; what can we do together? I have a race car; your company needs visibility. How can we work together to make this a win-win?”



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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1 - April 30, 2020

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	118.0	29,303,517	248,335
2	Kyle Mokhtarian (17381) of Realty Executives Arizona Territory-498305	134.0	27,748,770	207,080
3	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	73.0	21,100,596	289,049
4	Michael D Rhodes (19668) of Realty Executives Arizona Territory-498307	85.0	18,907,417	222,440
5	Lauren M Moore (35196) of Keller Williams Southern Arizona-478302	44.0	17,976,200	408,550
6	Lisa M Bayless (22524) of Long Realty Company (16717)	36.5	15,979,350	437,790
7	Russell P Long (1193) of Long Realty Company (298)	20.0	14,375,500	718,775
8	Laura Sayers (13644) of Long Realty Company (16717)	39.5	14,334,660	362,903
9	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	57.0	14,239,300	249,812
10	Kaukaha S Watanabe (22275) of eXp Realty (495203)	64.5	13,860,399	214,890
11	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona-478310	61.0	13,566,465	222,401
12	Jeremy Ryan Smith (53015) of PCD Realty LLC (4826)	33.0	13,459,237	407,856
13	RW Christian (52833) of LGI Realty Arizona (51463)	56.0	12,012,600	214,511
14	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	48.5	11,885,982	245,072
15	Sandra M Northcutt (18950) of Long Realty Company (16727)	32.0	11,815,300	369,228
16	Paula Williams (10840) of Long Realty Company (16706)	22.5	11,568,995	514,178
17	Traci D. Jones (17762) of Keller Williams Southern Arizona-478302	39.5	11,339,600	287,078
18	John E Billings (17459) of Long Realty Company (16717)	29.5	10,662,350	361,436
19	Tom Ebenhack (26304) of Long Realty Company (16706)	30.0	10,498,800	349,960
20	Matthew F James (20088) of Long Realty Company (16706)	13.5	9,757,000	722,741
21	Jennifer Philips (16201) of Realty Executives Arizona Territory-4983	40.0	9,280,615	232,015
22	Peter Deluca (9105) of Long Realty Company (298)	25.0	8,973,505	358,940
23	Patricia Sable (27022) of Long Realty Company (16706)	15.0	8,699,000	579,933
24	Jose Campillo (32992) of Tierra Antigua Realty (2866)	42.0	8,573,870	204,140
25	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	10.5	8,506,100	810,105
26	Laurie Hassey (1171) of Long Realty Company (16731)	21.0	8,473,524	403,501
27	Don Vallee (13267) of Long Realty Company (298)	23.0	8,277,200	359,878
28	Brenda O'Brien (11918) of Long Realty Company (16717)	19.0	8,211,000	432,158
29	Denice Osbourne (10387) of Long Realty Company (16707)	22.0	8,165,900	371,177
30	Leslie Heros (17827) of Long Realty Company (16706)	20.5	8,099,850	395,115
31	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty (472205)	21.0	8,026,328	382,206
32	Tim S Harris (2378) of Long Realty Company (298)	15.0	7,887,974	525,865
33	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty-472203	18.0	7,669,700	426,094

Rank	Name	Sides	Volume	Average
34	Eddie D Watters (31442) of Realty Executives Arizona Territory	27.0	7,490,450	277,424
35	Anthony D Schaefer (31073) of Long Realty Company (298)	21.5	7,387,150	343,588
36	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	4.5	7,356,836	1,634,852
37	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	11.0	7,253,000	659,364
38	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty-70204	22.0	7,200,900	327,314
39	Nicole Jessica Churchill (28164) of eXp Realty LLC (495204) and 1 prior office	28.0	7,133,500	254,768
40	Maria R Anemone (5134) of Long Realty Company (16717)	8.0	6,672,900	834,112
41	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	20.0	6,635,300	331,765
42	Paula J MacRae (11157) of OMNI Homes International (5791)	14.0	6,345,300	453,236
43	Michele O'Brien (14021) of Long Realty Company (16717)	18.0	6,288,500	349,361
44	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	18.5	6,258,500	338,297
45	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	20.0	6,234,800	311,740
46	Gary B Roberts (6358) of Long Realty Company (16733)	21.5	6,197,000	288,233
47	Kristi Penrod (33258) of Redfin Corporation (477801)	13.5	6,166,150	456,752
48	Jim Storey (27624) of Tierra Antigua Realty (2866)	12.5	6,152,850	492,228
49	Jason C. Mitchell (36629) of Jason Mitchell Real Estate Arizona(51974) and 1 prior office	24.0	6,116,975	254,874
50	James L Arnold (142000775) of Tierra Antigua Realty (286614)	10.0	5,969,302	596,930

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Teams And Individuals Closed Date From January 1 - April 30, 2020

Rank	Name	Sides	Volume	Average
51	Candy Bowen (37722) of Realty Executives Arizona Territory(498303) and 1 prior office	26.0	5,857,950	225,306
52	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	27.5	5,838,900	212,324
53	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	26.0	5,638,800	216,877
54	Tori Marshall (35657) of Coldwell Banker Realty (70207)	17.0	5,621,300	330,665
55	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	12.0	5,614,028	467,836
56	Bob Norris (14601) of Long Realty Company (16733)	21.0	5,559,000	264,714
57	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	22.0	5,543,403	251,973
58	Suzanne Corona (11830) of Long Realty Company (16717)	10.0	5,475,320	547,532
59	Jay Lotoski (27768) of Long Realty Company (16717)	20.0	5,439,170	271,958
60	Alfred R LaPeter (32582) of Long Realty Company (16717)	10.5	5,381,226	512,498
61	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	14.0	5,341,000	381,500
62	Jameson Gray (14214) of Long Realty Company (16706)	9.0	5,314,892	590,544
63	McKenna St. Onge (31758) of Long Realty Company (16706)	9.0	5,314,892	590,544
64	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	20.0	5,279,795	263,990
65	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	16.0	5,272,500	329,531
66	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty-472203	5.0	5,265,000	1,053,000
67	Rob Lamb (1572) of Long Realty Company (16725)	10.5	5,195,000	494,762
68	Jennifer C Anderson (16896) of Long Realty Company (16724)	17.0	5,114,887	300,876
69	Karen Karnofski (17102) of Keller Williams Southern Arizona-478302	12.0	5,099,550	424,962
70	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	18.5	5,095,950	275,457
71	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	22.0	5,068,550	230,389
72	Katie M Smirnov (52565) of Long Realty Company (16706)	9.0	4,870,343	541,149
73	Don Eugene (10600) of Realty Executives Arizona Territory-498306	15.5	4,840,500	312,290
74	Dottie May (25551) of Long Realty Company (16728)	10.0	4,827,750	482,775
75	Julie Marti-McLain (148054285) of Sunset View Realty, LLC-498306	14.0	4,785,025	341,788
76	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	8.5	4,736,100	557,188
77	Michael Braxton (53095) of Long Realty Company (16717)	17.0	4,699,725	276,454
78	James Servoss (15515) of Keller Williams Southern Arizona-478306	21.5	4,691,600	218,214
79	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	21.0	4,604,900	219,281
80	Mary Vierthaler (12199) of Long Realty Company (298)	12.0	4,597,890	383,158
81	Dina M Hogg (17312) of eXp Realty LLC (495204) and 1 prior office	16.0	4,590,450	286,903
82	Carlos L Albelais (30953) of Realty Executives Arizona Territory-498306	24.5	4,558,000	186,041
83	John LaRocca (26586) of Long Realty Company (298)	5.5	4,511,250	820,227

Rank	Name	Sides	Volume	Average
84	Rebecca Maher (11616) of Long Realty Company (16719)	9.5	4,493,250	472,974
85	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	14.5	4,436,300	305,952
86	Tyler Gadi (32415) of Long Realty Company (16707)	15.5	4,429,530	285,776
87	Steven W Inouye (22297) of Long Realty Company (16706)	13.5	4,421,281	327,502
88	Louise Riley (14201046) of Tierra Antigua Realty (286610)	18.0	4,414,610	245,256
89	Lori C Mares (19448) of Long Realty Company (16719)	16.0	4,394,919	274,682
90	April Ayala (29221) of eXp Realty (495203)	22.0	4,389,800	199,536
91	Heather L Arnaud (32186) of Realty Executives Arizona Territory-498306	15.5	4,332,300	279,503
92	Thomas J Kieger (17680) of Keller Williams Southern Arizona-478306	13.0	4,251,570	327,044
93	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	20.0	4,240,000	212,000
94	Rachel Balls (14533) of Tierra Antigua Realty (286607)	13.0	4,224,900	324,992
95	Margaret E. Nicholson (27112) of Long Realty Company (16728)	9.0	4,197,750	466,417
96	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	15.0	4,197,000	279,800
97	Anthony Boatner (16214) of Keller Williams Southern Arizona-478306	18.0	4,157,044	230,947
98	Maren Seidler (19694) of Long Realty Company (16728)	10.0	4,156,000	415,600
99	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	24.0	4,130,900	172,121
100	Barbara C Bardach (17751) of Long Realty Company (16717)	5.0	4,095,000	819,000

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1 - April 30, 2020

Rank	Name	Sides	Volume	Average
101	Charlene Anderson (35) of RE/MAX Results (5106)	17.0	4,089,550	240,562
102	Michelle Bakarich (20785) of Homesmart Advantage Group-516901	17.5	4,051,014	231,487
103	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	12.0	4,024,025	335,335
104	Brittany Palma (32760) of 1st Heritage Realty (133)	19.0	4,016,275	211,383
105	Angela Tennison (15175) of Long Realty Company (16719)	8.5	3,979,000	468,118
106	Constance Huff (17706) of Long Realty Company (16717)	5.0	3,974,988	794,998
107	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)and 1 prior office	9.0	3,966,500	440,722
108	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty-472203	4.0	3,966,378	991,594
109	Denise Newton (7833) of Realty Executives Arizona Territory-498306	10.5	3,962,350	377,367
110	Tim Rehrmann (25385) of eXp Realty (495206)	12.0	3,956,984	329,749
111	Merle Martinovich (13924) of Long Realty Company (16706)	5.0	3,923,945	784,789
112	Ricardo J Coppel (11178) of Long Realty Company (298)	12.0	3,923,670	326,972
113	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	8.0	3,916,700	489,588
114	Lisa Korpi (16056) of Long Realty Company (16727)	13.0	3,913,400	301,031
115	Jennifer Coxon Johnson (55239) of Long Realty Company (16728)	9.0	3,911,875	434,653
116	Amos Kardonchik-Koren (29385) of Realty Executives ArizonaTerritory (498312)	11.0	3,890,126	353,648
117	Glenn Michael Nowacki (35737) of Realty Executives ArizonaTerritory (498306)	14.5	3,874,720	267,222
118	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona(51974) and 1 prior office	16.5	3,873,731	234,772
119	Jean Barclay (19068) of Long Realty Company (298)	4.5	3,872,250	860,500
120	Shawn M Polston (20189) of Keller Williams Southern Arizona-478306	23.5	3,866,905	164,549
121	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	6.5	3,844,928	591,527
122	Joshua Waggoner (14045) of Long Realty Company (16706)	5.0	3,840,000	768,000
123	Richard M Kenney (5903) of Long Realty Company (16707)	10.0	3,834,500	383,450
124	Bruce Baca (52008) of Coldwell Banker Realty (70207)	12.0	3,832,146	319,346
125	Tanya Barnett (30843) of OMNI Homes International, LLC (579101)	11.5	3,830,585	333,094
126	Sue West (13153) of Coldwell Banker Realty (70202)	8.0	3,812,500	476,562
127	Ronnie Spece (19664) of At Home Desert Realty (4637)	14.0	3,802,900	271,636
128	Barrie Herr (4956) of Long Realty Company (298)	5.5	3,800,000	690,909
129	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	11.0	3,793,500	344,864
130	Tom Peckham (7785) of Long Realty Company (16706)	7.0	3,786,275	540,896
131	Michael Shiner (26232) of CXT Realty (5755)	12.0	3,760,250	313,354
132	Tyler Lopez (29866) of Long Realty Company (16707)	15.0	3,751,249	250,083
133	Madeline E Friedman (1735) of Long Realty Company (16719)	8.5	3,728,750	438,676

Rank	Name	Sides	Volume	Average
134	Debra M Quadt (16709) of Redfin Corporation (477801)	11.5	3,660,540	318,308
135	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	11.5	3,624,445	315,169
136	Sally Ann Robling (1420161) of Realty Executives Arizona Territory-498304	13.0	3,565,401	274,262
137	Lynn Slaten (14783) of Long Realty Company (16728)	8.0	3,546,875	443,359
138	Cathrine L Donau (142000057) of Long Realty -Green Valley-16716	14.5	3,537,250	243,948
139	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	5.5	3,524,928	640,896
140	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	13.0	3,469,000	266,846
141	Johanna L Roberts (2040) of Long Realty Company (16719)	11.5	3,440,000	299,130
142	Maria E Juvera (20669) of Tierra Antigua Realty (SV) (286603)	16.0	3,424,500	214,031
143	Pam Treece (13186) of Long Realty Company (16717)	8.0	3,398,300	424,788
144	Deborah Ann Black (14201058) of Long Realty -Green Valley-16716	11.0	3,378,800	307,164
145	Jordan Munic (22230) of Coldwell Banker Realty (70202)	4.5	3,364,740	747,720
146	Colette A Barajas (5735) of Centra Realty (230701)	12.0	3,358,750	279,896
147	Amanda Clark (39708) of Keller Williams Southern Arizona(478306) and 1 prior office	13.0	3,338,600	256,815
148	Melinda L Akowski (26025) of Coldwell Banker Realty (70202)	12.5	3,334,250	266,740
149	Debbie G Backus (6894) of P B Trading Company, Inc. (2422)	5.0	3,329,000	665,800
150	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory-4983	6.0	3,321,399	553,566

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