

TUCSON

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



PARTNER SPOTLIGHT

SHERRI GILLETTE,
CARING TRANSITIONS

**TOP
STANDINGS**

FEATURING

**SOFIA
GIL**

Photography by Casey James

MAY 2020

CODE BLUE

PLUMBING

\$100 VIDEO INSPECTIONS
GROUND CLEANOUT



FREE BINSR
REPAIR EST



DRAIN CLEANING
AND HYDRO JETTING



Schedule Online Now! www.codeblueaz.com

- BINSR
- Free Estimates
- Flat Rate Pricing
- Drain Cleaning
- Hydro Jetting
- Video Inspections
- Whole House Plumbing Inspections
- Sewer Pipe Repair
- Sewer and Drain Pipes Lined
- Polybutylene Replacement
- Whole House Repipe Specialist
- Slab Leaks
- Gas Line Installation Repair
- Backflow Testing
- Water Heater Repair and Replace
- Faucet Repair
- Toilet Repair
- **Discounts for Veterans, Teachers, Realtors**

Email JohnCodeBlue16@gmail.com ★ Call Now (520) 297-9949

24 Hr Emergency Service

ROC 319497

TUCSON'S MOST TRUSTED LOCAL CARPET CLEANER!

2 ROOMS
\$98 TILE & GROUT
CLEANING

1 SOFA
\$70 UPHOLSTERY
CLEANING

2 ROOMS
\$70 CARPET
CLEANING



Rated ★★★★★ on Google
yelp ★★★★★

CALL NOW: (520) 399-7962
BOOK ONLINE: WWW.STEAMYCONCEPTS.COM

GOT MOLD?



ROC # 291200 & 291201

STEAMY CONCEPTS

FREE VISUAL WATER & MOLD DAMAGE INSPECTION

CALL NOW: (520) 314-4544

TABLE OF CONTENTS




10
Partner Spotlight: Caring Transitions



15
Welcome Mat



16
Rising Star: Asia Deck



21
Question of the Month: Memories of "Mom"



22
Making a Difference: Denise Kiewel



26
Featured REAL Producer: Sofia Gil



kb HOME Make it your year.
Own a new home in the Tucson area.

<p>MARANA Ashmore at Gladden Farms Coming Soon Join the Interest List Tangerine and Midfield Rd. Marana, AZ 85653 888-524-6637</p>	<p>Bella Tierra Coming Soon Join the Interest List 8860 E. Stone Meadow Cir. Tucson, AZ 85730 888-524-6637</p>	<p>VAIL Estates at Rancho Del Lago From the \$210s 10253 S. Wheel Spoke Ln. Vail, AZ 85641 520-203-7344</p>
<p>SAHUARITA Entrada Del Rio Coming Soon Join the Interest List Rancho Sahuarita Blvd. and Ave. Mitla Sahuarita, AZ 85629 888-524-6637</p>	<p>Dakota Vista From the \$180s 2913 W. Dakota Vista Way Tucson, AZ 85746 520-638-7935</p>	<p>Silver Ridge at Rocking K Coming Soon Join the Interest List E. Old Spanish Trl. and S. Camino Loma Alta Vail, AZ 85747 888-524-6637</p>
<p>TUCSON Arroyo Reserve From the \$190s 8536 E. River Reserve Dr. Tucson, AZ 85710 520-771-8799</p>	<p>Desert Point From the \$170s 6054 S. Antrim Loop Tucson, AZ 85706 520-308-3026</p>	<p>Sonoran Ranch II From the \$180s 6443 S. Reed Bunting Dr. Tucson, AZ 85757 520-912-4121</p>
<p>Design Studio Preview Night: Every Tues., 4-7pm 201 N. Bonita Ave., Ste. 105 Tucson, AZ 85745 520-622-3003</p>		

888-KB-HOMES | kbhome.com

Broker Cooperation Welcome. ©2020 KB Home (KBH). Placement on interest list does not guarantee qualification for a loan, lot location or purchase of a KB home. Plans, pricing, financing, terms, availability and specifications subject to change/prior sale without notice and may vary by neighborhood, lot location and home series. Buyer responsible for all taxes, insurance and other fees. Photo may display decorator items/furnishings not available for purchase and may not represent lowest-priced homes. Photo does not depict racial preference. See sales counselor for details. KB Home Sales-Tucson Inc., an Arizona Corporation. ROC 143522. KB Home Tucson, Inc. DM19-059400. DM19-059563. DM18-059293. DM18-059339. DM05-05-0967. DM17-058726. DM19-059652. DM19-059638. DM#20-059829

RP If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. NOTE: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



ALL ARIZONA HEATING & COOLING

FOR HEALTHIER, CLEANER INDOOR AIR QUALITY,
ask us about our
PHI AIR-PURIFICATION TECHNOLOGY.

REDUCES: ALLERGENS, MOLD, VIRUSES, ODORS, POLLEN, BACTERIA

520-990-3458
www.allazcooling.com

ROC #316499




Caring Transitions®
Senior Relocation • Downsizing • Estate Sales

A Total Solution

Senior Relocation/ Resettling • Estate Liquidation • Organize/ Declutter
Clean Out • Online Auctions • Nationwide Network

Offices Nationwide • Bonded & Insured. Each Office is independently owned and operated.

CaringTransitionsTucson.com **520.850.4111**



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BUILDER

KB Home
(888) 524-6637
KBHome.com/
New-Homes-Tucson.com

CARPET CLEANING & EMERGENCY RESTORATION

Steamy Concepts LLC
(520) 903-1200
SteamyConcepts.com

CLEANING: RESIDENTIAL & COMMERCIAL

Time-Maid
(520) 999-0630
Time-Maid.com

CLOSING GIFTS

Double D Edgy Gifting
(520) 838-1835
cutcoclosinggifts.com

GLASS, MIRRORS & WINDOWS

Columbus Glass & Screen
1226 N Columbus Blvd
Tucson, AZ 85712
(520) 327-6009
ColumbusGlassandScreen.com

HANDYMAN SERVICES

Ronnie's Handyman and Home Service, LLC
Ashley Valenzuela
(520) 297-8724
Ronnieshandyman
-Home Service.com

HEATING & COOLING

All Arizona Heating & Cooling
(520) 990-3458
allazcooling.com

HOME INSPECTION

Bill's Home
Inspection Services
Ryan Bennett
(520) 625-2381
BillsHomeService.com

PROVIEW HOME INSPECTIONS LLC

Allan Dunklee
Louis Romeno
(520) 990-6043
(520) 990-6043
ProViewAz.com

HOME WARRANTY

Old Republic
Home Protection
Barbara DeFazio
(520) 789-1886
(800) 445-6999
orhp.com

INSURANCE

American Family Insurance
Justin Musgrove
(520) 299-8878
JustinMusgroveAgency.com

State Farm - Tom Tatro
(520) 323-2253
TomTatroInsurance.com

KITCHEN & BATH

Kitchen Concepts LLC
Chad Cislak, Jr
5732 E Speedway
Tucson, AZ 85712
(520) 546-3687
kitchenconceptstucson.com

LAW FIRM

Karnas Law Firm PLLC
4810 E Broadway Blvd
Tucson, AZ 86711
(520) 571-9700
karnaslaw.com

LUXURY REAL ESTATE PHOTOGRAPHY

Luxe Realty Photography
Casey James
(520) 869-7340
LuxeRealtyPhotography.com

MOLD TESTING & REMEDIATION

Steamy Concepts LLC
(520) 903-1200
SteamyConcepts.com

MORTGAGE

Caliber Home Loans
Christian Hernandez
(520) 264-8698
www.YourMortgageStar.com

Guild Mortgage Co
Zach Mooney
(520) 230-5599
ZachMooney.com

Jason Rose - Nova Home Loans BK#0902429, MLS#3087 Equal Housing Opportunity
(520) 275-1882
Jason.Rose@NovaHomeLoans.com

Pima Federal Credit Union
(520) 396-1300
Pimafederal.org/homeloans

Rob Purvis VIP Mortgage NMLS#199836, VIP NMLS#145502
(520) 979-1817
RobPurvis.VIPmtginc.com

VIP Mortgage Robert Hatch NMLS #202680, VIP NMLS #145502
roberthatch.vipmtginc.com

MOVING & LIQUIDATION

Caring Transitions
Sherri Gillette
6178 E Speedway Blvd
Tucson, AZ 85712
(520) 850-4111
CaringTransitionsTucson.com

PEST & TERMITE CONTROL

Truly Nolen Pest Control
(520) 977-7638
trulynolen.com

PHOTOGRAPHER - REAL ESTATE & COMMERCIAL

Ambrose Photography
Joey Ambrose
(520) 200-5858
TucsonPhotog.com

PHOTOGRAPHY - PORTRAIT/WEDDING/ EVENTS

Photography by Jacquelynn Jacquelynn Buck
(610) 662-1823
jacquelynnbuck.com

PLUMBING

All Pro Rooter & Plumbing
(520) 325-8681
AllProRooterandPlumbing.com

Code Blue Plumbing
John Gruber
(520) 297-9949
www.codeblueaz.com

REAL ESTATE PHOTOGRAPHY AND MARKETING

Lister Assister
(520) 257-2700
ListerAssister.com

RENOVATIONS

ASAP Renovation LLC
Anthony Saponara
(520) 861-2183
ASAP-Reno.com

ROOFING

B&M Roofing
Brent Hendrichs
(520) 460-5331
bandmroofing.com

STAGING

Desert Sky Design
Julie Lee
(520) 349-4417
desertskydesignaz.com

TITLE COMPANY

Stewart Title & Trust of Tucson, Inc
(520) 327-7373
Stewart.com/Tucson

RETIREMENT PLANNING

Stepping UP!
(520) 425-6052
SteppingUpUSA.com

West Coast Roofing LLC

Cindy McDaniel
(520) 241-2556
westcoastroofingaz.com

Stage Tucson Home

Staging & Interiors
Jennifer Gates Kmet
(520) 850-5344
StageTucson.com

VIDEO MARKETING

Wyatt Dobson Videos
Wyatt Dobson
(520) 419-8075

MEET THE TUCSON REAL PRODUCERS TEAM



Delilah Royce
Publisher



Casey James
Photography



Joey Ambrose
Photographer



Jacquelynn Buck
Photographer



Haley Van Bellingham
Content Coordinator



Stephanie Mojica
Editor



Kylea Bitoka
Writer



Dave Danielson
Writer



Jessica Dennes
Writer



Megan Taylor-DiCenzo
Writer

STAGE TUCSON

HOME STAGING & INTERIORS

"Jennifer is a consummate professional. She is the only staging professional that we recommend to our clients. We recently sold 2 homes that were staged by Jennifer, both homes were on the market for over 6 months and after they were staged both sold within a week. Jennifer is reliable and all of our clients have been very happy with her work."

Judy Smeades and Kate Herk Professional Staging Services
VACANT AND OCCUPIED STAGING | STAGING CONSULTATION | PROJECT MANAGEMENT | INTERIOR DESIGN | RENOVATIONS

JENNIFER GATES KMET • 520.850.5344 • MYHOME@STAGETUCSON.COM • STAGETUCSON.COM



UPGRADE TO LUXE

THE NEW STANDARD FOR REALTY PHOTOGRAPHY



PREMIUM PHOTOS. FASTER SALES.



Our carefully crafted imagery sells your properties faster and for higher values.

HIGHER TECH. SHARPER IMAGES.



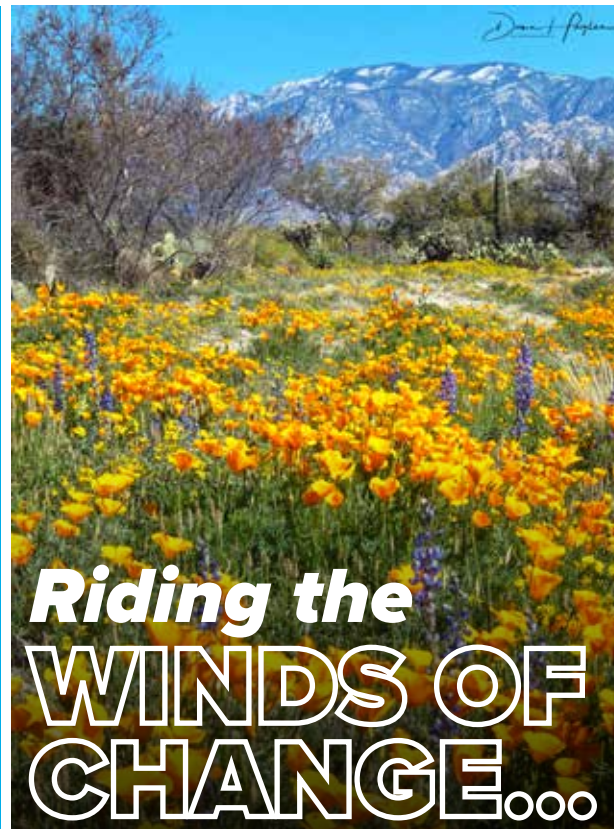
We use professional grade equipment to deliver high quality photos every time.



520.869.7340
luxerealtyphotography.com

CALL NOW TO BOOK!

publisher's note



Riding the WINDS OF CHANGE...

Change is inevitable...yet none of us could have predicted what we have dealt with over the last several weeks. What I do know about the top REALTORS® in Tucson is **YOU** are resilient, persistent, hard-working and do not take no for an answer. You may be surprised at the number of agents I've spoken to who started their business during the 2007 crash, and now due to their perseverance are at their peak performance - in the top 500 and thriving. We will get through this and become brighter on the other side.

The month of May opens our hearts to celebrate our wonderful MOMS! Moms often make a huge impact on us by instilling the values that make us strong and successful! What a privilege to feature a few great moms who also happen to be amazing REALTORS®! **Sofia Gil, Denise Kiewel and Asia Deck** - serious about the jobs of motherhood and real estate. Be inspired by their journey as they juggle family and clients.

Tucson REAL Producers would like to be a light sharing positive, uplifting content; especially, as we all find our way back to normal! If you know someone you think we should feature who has pushed through this crisis and is stronger as a result, we would love to share their story. Email me their name at Delilah.Royce@RealProducersMag.com.

**BE STRONG • BE FIERCE • BE CARING
BE POSITIVE • MAKE A DIFFERENCE**

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

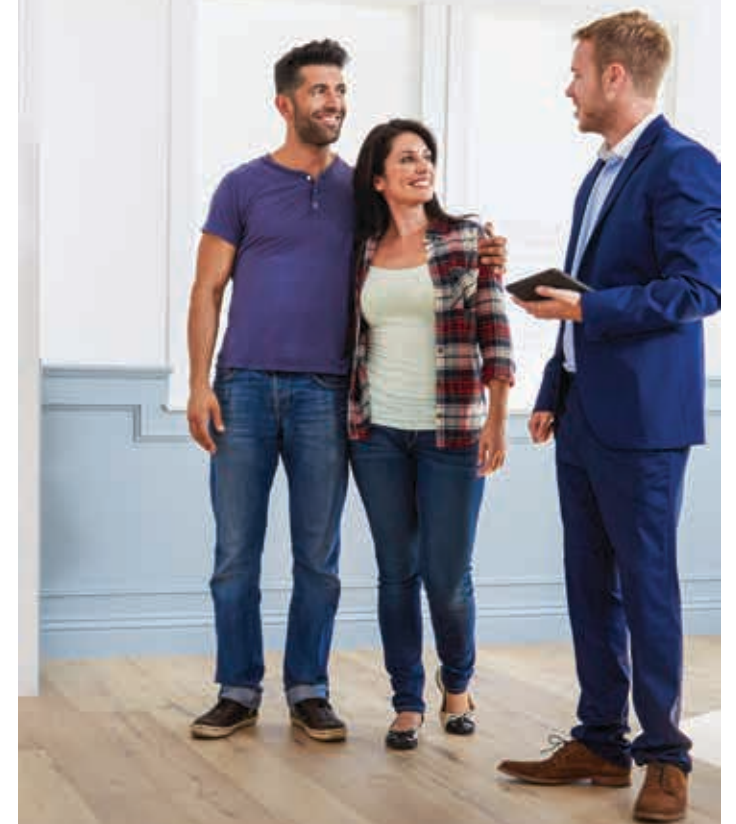


realproducersmag.com

PERSONAL BUSINESS HOME AUTO



Peace of Mind GUARANTEED



Pima Federal's new Rate Lock Guarantee offers buyers the ability to secure their approved rate for up to 90 days - taking some of the stress out of house hunting! Discover how we can put your mind at ease with:

- ▶ Clear, open communication
- ▶ Quick local decisions and processing
- ▶ On-time closings

pimafederal.org/homeloans
Federally Insured by NCUA. NMLS #408885



Sherri Gillette

▶ partner spotlight

By Megan Taylor-DiCenzo
Photography by Joey Ambrose

CARING TRANSITIONS

Settling Hearts with Attention to Detail

Sherri Gillette rises each morning at 4:30 am to begin her workday at home. She's always been an early riser and accomplishes a lot in those wee hours. She oversees a team of more than 50 members led by nine managers, all of whom are providing compassionate care to seniors undergoing a major transition in their lives — much like the major transition, Sherri experienced herself about 10 years ago when she and her family moved to Tucson from Iowa. Shortly after their move, Sherri's mother decided to join them, and so began the arduous and complicated process of moving a senior cross-country. Sherri remembered, "Going through that process, a lightbulb went on that there may be a better way to help seniors move." That better way is Caring Transitions, but Sherri didn't know it yet.



Senior Relocation | Downsizing | Estate Sales

As she began looking for new business ventures in Tucson, Sherri seriously considered investing in Camp Bow-Wow, a doggie daycare, and boarding franchise, because of her love of dogs (she has four!). After weighing her options, she opened Caring Transitions to combine her hobbies (browsing estate and yard sales) and her passion (caring for seniors). Sherri had the realization that "this kind of business would've solved the problems we encountered with my mother's move." Now, she hopes to provide that care and support to others in the same situation.

Fast forward 10 years, and Sherri has grown her Tucson-based business into the Number One franchise in the country, competing with the big cities of Los Angeles, Chicago, and New York. "It's a badge we wear humbly, but we work hard to make sure that we're serving as many people as we can with as much compassion as we can," Sherri noted. "You can't be number one in the country if you're not doing a good job."

That compassion is evident in every step of the process for Sherri's Caring Transitions as they support families facing major and often overwhelming life changes with services — including senior relocation, space planning, downsizing, organization, decluttering, estate sales, online auctions, donations, and home sale preparation. They can also help those facing divorce, death, disability, and other major life changes. All in all, they serve approximately 50 to 70 unique clients each month. Sherri is aware of what it takes to get people back on their feet; some clients need one-on-one help for weeks before they're ready to move, while for others it's a fairly quick process.

No matter what, the emotional aspect of these major life changes is almost always more stressful than the logistics, though **Caring Transitions** helps with both. Sherri is aware that her clients are often giving up a ton of freedom. They may now have people accessing their space to clean it or to wash their linens. Some may welcome that help, but for many, it's a hard adjustment. Men are giving up their workshops and their garages, for example. "They feel their losses, and we really do care about how this feels to them; we feel protective of them," Sherri said.

Often, a senior may be downsizing after the loss of a spouse. They may have moved to Tucson as snowbirds years ago and ended up becoming permanent residents. No matter the reason for their move, Sher-

...



“ We help clients select the most precious of their items. We want to help them walk away from their home with the least amount of regrets possible. ”

...

ri’s clients tend to feel vulnerable and alone during this difficult time. That’s where **Caring Transitions** comes in. Sherri commented, “In many ways, we become their surrogate family. We help clients select the most precious of their items. We want to help them walk away from their home with the least amount of regrets possible.”

One of the most striking aspects of Sherri’s Caring Transitions is the level of care and detail that goes into the move. They put everything back in the client’s new home: their clothes, their artwork, the books on their shelves, etc. Sherri explained, “We make sure clients are reaching for their coffee mug in the same direction. We put all of their bathroom products away. We plug everything in: the toasters, the coffee makers. We fix the time on their microwave and their

new stove. We try to take all the things that would be stressors or unknowns away. We want them to feel settled when they walk in later that day.”

To an outside observer, Sherri explained, “**It would appear that we’re in the stuff business, but we’re really in the people business.**”

Whether that person is the client or the REALTOR®, they want to take care of the people involved. While the clients are very attached to their things, the REALTOR® helps them get to their greatest asset — which is the house that can be sold. “We’re wearing two hats: helping the senior with their stuff, but also understanding that the greatest value is in their home,” Sherri noted. “Ultimately, we want to be efficient for the REALTOR® in arriving at an empty, tidy home that can be sold.”

A typical referral for Caring Transitions is a REALTOR® who has sold a house, but the people are still there. Perhaps the client’s house is closing in six weeks, but the client hasn’t moved. Or perhaps they’ve been working with a client for a long time, but the house isn’t listed. Perhaps the client is overwhelmed by having to move — or sometimes a client has passed, and they can come in to help with that too. “We are a one-call solution, and we couldn’t do this business without the support of REALTORS®,” Sherri remarked. “We love our REALTOR® clients. They are our number-one source of referrals, and we are exceedingly thankful for them.”

It’s clear that REALTORS® and clients alike — all the people *and* all their stuff — are in good hands with **Caring Transitions**. Sherri works hard for all of them, starting at 4:30 am every day.

There’s nothing I enjoy more than helping borrowers, Realtors® and business associates succeed.

Here are some recent testimonials I’d like to share with you.

“Caliber Home Loans was well represented by Christian Hernandez, Loan Consultant. Her Professionalism, quick and accurate responses when needed, as well as creativity finding the perfect loan program for our needs, the follow up and flawless execution delivered a successful transaction with very satisfied customers. Will definitely recommend.” – Debra M.

“Highly recommend Christian Hernandez with Caliber Home Loans. I had just a few days to close and Christian made the process smooth and easy. She assured me that she would give me the best rate possible and she exceeded my expectations. The whole process, right from pre-approval to final closing, was extremely stress free. I never got any surprises or any urgent requests for documents or information. She made sure that all the documents and info they needed were submitted well before time. She was always responsive to my emails and texts (even after hours) which was one of my most important criteria while selecting a lender. I would highly recommend Christian Hernandez to anyone searching for a honest and trustworthy Mortgage Lender.” – Adriana C.

You can rely on me and Caliber Home Loans, Inc. to provide the same levels of service to your clients – and to you. Contact me today to get started.



Christian Hernandez - Se Habla Español
Branch Manager/ Loan Consultant
NMLS #1427898
210 W. Continental Rd., Suite 244C
Green Valley, Arizona 85622
Mobile: 520-264-8696 | Fax: 1-855-409-5382
Christian.Hernandez@caliberhomeloans.com
www.YourMortgageStar.com



Caliber Home Loans, Inc., 1525 S. Bellline Rd Coppell, TX 75019 (NMLS #15622). Copyright © 2020. All Rights Reserved. Equal Housing Lender. For real estate and lending professionals only and not for distribution to consumers. Distribution to the general public is prohibited. Arizona Mortgage Banker License No. 0923637.(36739)

Create a sense of excitement and emotional connection before their first visit.

REAL ESTATE VIDEOS
BY WYATT DOBSON
520.419.8075

PRO VIEW
HOME INSPECTIONS
WWW.PROVIEWAZ.COM

Allan Dunklee (520)990-6043
Para Español (520)820-5334

READERS' CHOICE
2019
WINNER
Arizona Daily Star

TOP 1% MORTGAGE ORIGINATORS
In America 2019



ROBERT HATCH NMLS 202680
VP - SR. LOAN OFFICER | BRANCH MANAGER | 520.349.8943

has been honored as one of Mortgage Executive Magazine's Top 1% Mortgage Originators in America for 2019.

v.i.p. MORTGAGE, INC.
2019 PRESIDENT'S CLUB

v.i.p. MORTGAGE, INC.
ROBERT HATCH

V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502, AZ: Mortgage Banker License No. BK-0909074. VIP is not acting on behalf of or at the direction of the FHA/HUD or the Federal Government. This product or service has not been approved or endorsed by any governmental agency, and this offer is not being made by any agency of the government. VIP is approved to participate in FHA programs, but the products and services performed by VIP are not coming directly from HUD or FHA. Information, rates, and programs are subject to change without notice. All products are subject to credit and property approval. Not all products are available in all states or for all loan amounts. Other restrictions may apply. This is not an offer to enter into an agreement. Not all customers will qualify. 6390 E. Tanque Verde, Ste 200 Tucson, AZ 85715.

▶ welcome mat



WELCOME TO OUR
NEWEST PARTNERS!

We take a lot of pride in the businesses we partner with to make this magazine **FREE** to the top 500 producers in Tucson and the surrounding areas. Our partners are **highly recommended referrals** from top agents, so you can trust us as a fantastic referral source.

We are so excited to have our **NEWEST RP** partners on board! Welcome!

WEST COAST ROOFING

RYAN AND CINDY MCDANIEL
WEST COAST ROOFING

West Coast Roofing is owned and operated by husband-and-wife team, Ryan and Cindy McDaniel. Established in 2008, we have been honored to serve Southern Arizona for the last 12 years. We take pride in being a Roofing Contractor unlike any other contractor. It is our mission to treat our customers as family and to ensure that we are honest with each customer. We are thrilled to have been named "Best Roofing Company" by the Arizona Daily Star for 2017, 2018, and 2019! West Coast Roofing does everything from repairs and maintenance to re-roofs and new roofs. We currently have new, innovative technology for low slope roofs that can extend the warranty life up to 25 years. In 2017, Cindy earned her Roofing Contractor License, becoming one of only a few women in the state of Arizona to hold a Roofing Contractor License. All inspections/estimates are free. We would love to help your clients buy or sell their home!

satisfaction is very important to them and they stand behind their work 100%. They also pride themselves on giving advice where they can. "If we can walk a potential customer through a repair over the phone, we will gladly do that. We're here to help!" If they can't do something for a customer, they are confident they can find someone reliable to refer them to. They have a vast network of other local businesses that they can refer. "We are only a phone call away, and it doesn't hurt to ask. There is no such thing as a stupid question, and no job is too small." -Ronnie


Ronnie's Handyman & Home Service L.L.C.

RONNIE PELOQUIN
RONNIE'S HANDYMAN AND HOME SERVICE

Ronnie Peloquin started Ronnie's Handyman and Home Service in 1999. Together with his three children, Ashley, Justin and Nick, this local family-owned and operated business has been serving Tucson and the surrounding areas with the highest-quality workmanship delivered with a sense of friendliness, honesty, and pride. They currently have eight additional employees whom they all consider a part of the family. They are a one-stop shop when it comes to repairs and maintenance on homes and businesses. Their technicians can do a wide variety of repairs from plumbing, electrical, painting, drywall, and irrigation to tasks such as hanging pictures and installing grab bars. Customer

ASAP Renovations LLC
Heating, Cooling, & Remodeling

Licensed Bonded Insured



Anthony Saponara 520-300-1738
AsapReno.com Saponaraa@yahoo.com

Roc 320601 320625

ASIA DECK



▶ rising star!
By Jessica Dennes
Photography by Joey Ambrose

EMBRACING THE ART OF COMMUNICATION & INTUITION!

Several years ago, Asia Deck found herself seated in front of Kim and Matt Clifton of Tierra Antigua Realty interviewing to be an agent at their firm. When they asked her why she thought she'd make a good agent, she responded, "Well, I have over 20 years of experience in the field of dental hygiene." The look on their faces seemed to ask, "How in the world would that translate into real estate?" Asia continued, "Nobody enjoys going to the dentist. As a hygienist, you must be able to read people's fears and communicate with them every step of the way. Much like real estate, you have to have good communication skills." She made a good case for herself and was hired shortly after the interview.

"Being able to read people has been one of my best assets," Asia reflected. "You show homes and can read how people feel about the house. I have a way of calming them and making them feel okay."

Recently, she was working with a senior veteran who had post-traumatic stress disorder. He was a first-time homebuyer and she noticed that he was struggling not only with the decision to purchase a home, but also the stress that comes with the whole

process. Asia used her skills and made sure not to push him in a direction he didn't want to go and provided reassurance and support every step of the way. Eventually, he

closed on his house successfully, wrote her a beautiful review, and invited her to his housewarming party.

Being a REALTOR® wasn't always part of the plan. Asia had been a dental assistant in high school and had a mentor who was a dental hygienist. She decided to follow her mentor's footsteps and attended Pima Community College to obtain an associate's degree. After more than 20 years in the field, Asia started to develop arthritis in the neck and realized that she wanted a change. "With not a lot of savings in the bank and no retirement plan," Asia said, "I knew I really needed to build a different future, not only for myself but for my family — one where I had more control over my success or failure."

After meeting by chance on a blind double date, Asia and Doug were married in 2002. They purchased a house in California and were able to flip it for a profit. Asia fell in love with the process and wanted to continue in Tucson.

"I started looking into how we could get better deals and thought I'd look into the real estate business," Asia explained. She attended Hogan Real Estate School with the intention of working as a part-time REALTOR® and a part-time dental hygienist. By 2015, Asia's business began to take off and she decided to go all in. "It was terrifying," she reflected. "I wasn't in my 20s starting off in a career and

able to work (for) minimum wage. I was a professional and I had an expectation of a certain income. I was starting a new career at the bottom...there was no room for failure."

During Asia's first year, she worked or continued to learn about her new field well past midnight and spent little time with her family. She credited Barbara Wilson for helping her learn diligence and Kim Clifton for being a role model during this time. Doug, meanwhile, was a "superstar" and supported her efforts by taking care of household tasks and helping with their children. He would also help by posting Asia's open house signs and used his tech experience to build her website and marketing materials.

After a few years, Doug decided that he could be of better help if he became a licensed REALTOR®. He got certified and worked as Asia's professional and personal support for years before going full-time and officially joining her team. He has nothing but admiration for his wife and business partner. "I'm watching somebody who transitioned from the dental field into real estate and worked hard to build a solid business on integrity," says Doug of his wife. "She has built a solid business on integrity."

Now, Asia is focused on building her team so she can better balance work and family life. In the dental hygiene



Family fun: Carley, Doug, Asia, and Gavin



Grateful for the relationship with her mom, Asia said,

“I WOULD NOT BE WHERE I AM TODAY WITHOUT HER LOVE, SUPPORT, AND GUIDANCE.”



Asia and family enjoying the beach in Orange County, CA.



Asia and Doug with their two dogs.

... field, appointments are booked six months in advance and leave little chance for spontaneous events. The flexibility of her real estate business makes it possible for her to embrace her commitment to her family. She and Doug enjoy camping, boating, and RVing with their two kids. Their daughter Carley is now 16. She loves photography, playing volleyball, and will be driving soon (which is a scary thought for the Decks). Their son Gavin is 14 years old, plays baseball, and loves anything related to computers. Doug also has an older son, Adrian, who is a professional pet-sitter. Their favorite family vacation was the time they parked an RV by the beach in Oceanside, CA, and lived there for 10 days, giving them a better chance to connect with each other.

The family has also maintained a herd of chickens for many years. What started out as a fun family endeavor has become Doug's responsibility. Asia explained with a laugh, "In the beginning, they (the chickens) had little name tags on their leg bands that I made out of leather. They were cuddled and adored. Now it's just a bunch of chickens with no names." When she is not working, Asia enjoys cycling (and has completed El Tour de

Tucson), cooking without recipes, and curling up on the couch for a cup of tea and a good romantic comedy. She also enjoys spending time with her mother.

When Asia was young, her parents' divorce left her mother to work hard to make ends meet. Her father was not in the picture, so Asia developed a strong sense of independence and responsibility from a young age. Through it all, her mother was always there for her. She currently lives in the Decks' guesthouse and is a huge help with the kids and their home. Asia is grateful for their relationship and said, "I would not be where I am today without her love, support, and guidance."

A few years ago, Asia was able to reconnect with her estranged father before he passed away and even held his hand in his final moments. Since then, she has developed relationships with members of his family and is learning about her family history through them. Making amends with her father has made her more aware of her attempts to maintain control. Asia said, "I have learned that people don't always do things the way I think they should do it, but that's okay."

This lesson is carrying itself over into her business. As she is focused on building her team, she is aware that part of that process means relinquishing control and trusting others to get the job done. While she and Doug don't necessarily want to run a large operation, they would like to eventually get to a place where they can give back to their community and enjoy more time with their family. Each day, they are getting closer to their goal – they even donate to organizations like the HOPE Foundation and Friends of Pima Animal Control Center (PACC) with every deal that closes.

Upon meeting Asia, it is evident that she embodies the spirit of hard work. She knows that every experience in her life has made her into the person she is today, a strong woman who is well-equipped to make her goals a reality.



Desert Sky Design

HOME STAGING
INTERIOR DESIGN

“ I would highly recommend Julie to help you get your home the look you need to attract the best offers and to sell your home quickly. **”**

JOE LARSON, HOMEOWNER

520-349-4417
FREE IN-HOME CONSULTATION
 Julie@desertskydesignaz.com
desertskydesignaz.com



WE'RE CHANGING THE GAME OF HOUSEKEEPING

Leave the dirty work to us!

20% off for all realtors and clients

BOOK ONLINE 24/7 TIME-MAID.COM OR CALL US AT 520.999.0630

VETERAN & LOCALLY OWNED OVER 40 YEARS OF EXPERIENCE 100% SATISFACTION GUARANTEED



{PHOTOGRAPHY BY JACQUELYNN}



610-662-1823 . INFO@PHOTOGRAPHYBYJACQUELYNN.COM [PORTRAIT] WWW.PHOTOGRAPHYBYJACQUELYNN.COM [WEDDING] WWW.FOREVERAFTERS.COM

SPECIAL OFFER: 20% OFF OF YOUR FIRST SERVICE FOR OUR 20TH YEAR IN BUSINESS IN 2020 (*UP TO \$200 OFF)

Ronnie's Handyman & Home Service L.L.C.



520.297.8724



RONNIESHOMESVC@HOTMAIL.COM WWW.RONNIESHANDYMAN-HOMESERVICE.COM

NOT A LICENSED CONTRACTOR - BY CHOICE

question of the month

What are the most heartwarming memories you have of "Mom"?



BRITTANY PALMA 1ST HERITAGE REALTY

One of my favorite memories of my mom is her in the bleachers for every single sporting game I had, yelling so loud, so proud, and always embarrassing me. Looking back at it makes me smile and feel grateful to have a mom who was always there and loved me so much.



CASEY COMPEROLLE TIERRA ANTIGUA REALTY

One of my favorite memories is that after coming home from an event or a date my mom would be in the bedroom in the corner rocking chair crocheting and waiting up for me. I would sit on the edge of the bed and she would ask me to tell her all about the football game or the school event or the date. I loved those conversations. She died when I was 28 and it always amazes me that she imparted all the knowledge I would need to be a great person—a great mom—in just 28 years. Honesty, passion for community service, work ethic, integrity, faithfulness, the art of communication—just to mention a few—is what she stood for and passed onto to my four siblings and I. Thanks, Mom! Which is WOW spelled upside-down.



BRIDGETT BALDWIN BERKSHIRE HATHAWAY HOMESERVICES

I grew up with two moms, so my memories are double the "fun"! One of my favorite memories with my birth mom was getting dropped off at Planet Hollywood after school and eating chicken fingers while she finished her shift. Spending the weekends with her was my favorite. With my mom, one of my favorite memories is the 30-40-minute car ride to school while listening to the Dangerous Minds soundtrack. I was probably too young to listen to it, so it made it



CHRISTINA ESALA TIERRA ANTIGUA REALTY

I have so many amazing memories with my mom as she always makes me feel special and loved daily. But one memory comes to mind in particular of just how special she makes me feel. It's the small things she does. When I was younger living in Florida, there were always big storms from thunderstorms to hurricanes. When a storm would come, we would sit on the front porch swing in the wind and sing old songs from her childhood and eat ice cream bars. Her voice was so soothing and made me feel calm and took all the fear of the storm away.

"Mares eat oats and does eat oats and little lambs eat ivy."



JENNIFER SCHRANTZ OMNI HOMES INTERNATIONAL

Taking my mom flying for the first time after I earned my pilot's license!

Stepping UP!

Retirement

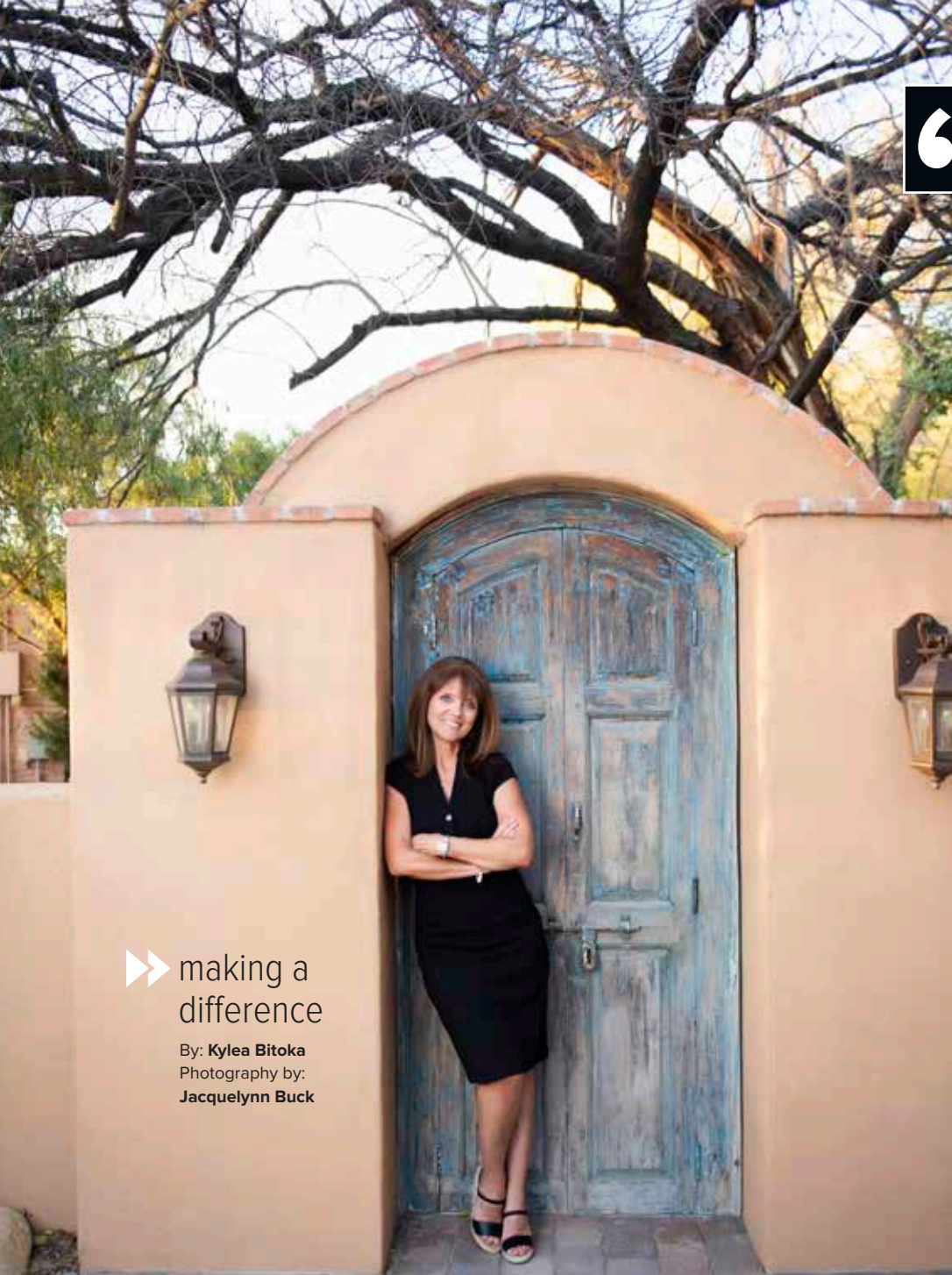
A 4 Letter Word We never use it! Ask us why!

Exit Strategies for Realtors®

Stop Working ... Keep Earning!

www.SteppingUpUSA.com

(520) 425-6052



“

I had never even seen a cactus before I moved to Tucson!” Denise Kiewel quickly fell in love with the mountains when she moved to Tucson. The city held charm, unlike any other place Denise had lived before. “My father was in the military for 30 years; we moved every few years,” she explained. Houses and locations blurred together, but Denise never forgot the emotion that came with each move. “The hardest move for me was my sophomore year of high school. We moved from Missouri to Germany. I had to finish my last two years of high school in a different country! I hated it at first, but it became one of the best experiences of my life. My senior trip was to Spain, and my graduation ceremony was in a cathedral.” Her life experiences shaped her passion and skill in real estate. “I understand what it entails to move from one place to another. One of my favorite parts in this career is learning people’s stories and their cultures, then sharing what Tucson has to offer.” Denise added, “This is the longest I’ve ever lived in one place!”

Denise and her husband, Jeff, moved to Tucson to raise their family. “Jeff grew up in Tucson. He attended Tanque Verde and then Sabino High School.” After high school, Jeff attended the University of Arizona and played football for the Wildcats. He went on to play professionally for the Atlanta Falcons. “The move to Tucson allowed us to be close to Jeff’s family and for our younger girls to attend the same schools,” Denise noted. “We’ve made Tucson our home. It’s something I didn’t quite have while growing up, I’m happy that we could provide that for our girls. Mackenzie and Samantha both attended Sabino High School and then the University of Arizona.”

As Denise’s girls were finishing elementary school, Denise thought about her future. “I knew it wouldn’t be long before my girls would be graduating



Alexa (granddaughter), Chris (son-in-law), Kristen (daughter), Kaitlyn (granddaughter), Mackenzie (daughter), Denise, Jeff (husband), and Samantha (daughter).



high school. What would I do? I wanted something interesting that didn’t feel like a true job.” In 2009, Denise and Jeff decided to sell their home. Their REALTOR®, who was also a family friend, encouraged Denise to get her license. “It was a great time because the market was slow; it allowed me to learn,” Denise remembered. “By the time the market picked up, my girls were grown, and I had the experience needed to grow my business.” Denise enjoys

real estate because every day she has the chance to make a difference. “It’s rewarding to help your clients reach their goal of a purchase or a sale; when you can help your family, that’s even more meaningful.”

One of the highlights of Denise’s career was when she helped her oldest daughter, Kristen Agelastos, purchase a historic property. “I was able to help Kristen and Chris purchase a property that used to be Sunstone Cancer Center,” Denise said. “Built in the 1940s, the property had a long history.” The property had former lives as a church, a boys’ ranch, and a cancer center. “Chris grew up in the area and always wanted to live on Woodland Road. The property was listed as commercial and residential. He owns a landscaping company, making the property a perfect fit.” Denise organized a sit-down meeting with the seller, George Larsen. George hoped to see the property revived. When he saw Kristen’s and Chris’ passion, a deal was negotiated. “Kristen and Chris have brought the property back to life. The transformation is unbe-

lievable!” George said. For Denise, it re-instilled the importance of face-to-face communication in a digital world. “The seller and buyer had the same dream in mind, but it wouldn’t have been realized without meeting. After closing, George thanked us for taking the time to meet.”

Outside of real estate, Denise continues to make a difference for her family and community. Every year, Denise and her family participate in the MS walk. It’s an event with special significance for the Kiewel family. Doctors diagnosed Denise’s daughter Samantha with MS when she was just 15. Samantha noticed the first symptoms at cheerleading practice. “She came home and said, ‘Mom, my smile feels weird. It feels like I’m not smiling, but I am.’” Denise recalled, “Then, Samantha started noticing differences at school. It was challenging to hold a pencil; her handwriting changed.” When Denise took Samantha to their primary care doctor, everything appeared normal, but the doctor ordered an MRI to be safe. The results came in and the whirlwind started. “Immediately,

•••

▶ making a difference

By: Kylea Bitoka
Photography by:
Jacquelynn Buck

DENISE KIEWEL

All Heart, Taking Her Turn Giving Back!

Photos were taken at the revived Sunstone Cancer Center

...

we were sent to a neurologist," Denise noted. "Then Samantha was hospitalized for five days while they figured out treatment." It was a difficult transition. "It's not something you can cure. We had to help her learn to cope and adapt her lifestyle while still allowing her to be a teenager." Now Samantha is 21 and doing great. "She's had two years of no symptoms. She just received her communications degree from the UofA."

“Built in the 1940s, the property had a long history. The property had former lives as a church, a boys' ranch, and a cancer center.

When Denise's stepmother needed a kidney transplant, Denise was prepared to be the donor. "We were on a family vacation, and I said, 'Let me see if I'm a match,'" Denise recalled. "She told me no. I kept bugging her

about it, and she finally agreed." Denise was a match! "We decided that the best time to do the surgery would be around the holidays when real estate slows down." In December 2017, Denise flew to South Carolina for the surgery. "We went into surgery at the same time. The kidney started to function for my stepmother right away and she's doing great!" Denise's recovery went well, though maybe not as quickly as she planned. "I had told my husband we could fly home two days after the surgery," Denise remembered with a laugh. "We ended up staying a week." However, the surgery only slowed Denise down for a little bit. Three weeks later, she was showing houses again, and after six weeks, she was back to her normal level of activity. Which if you know Denise, you know that means grabbing her bike or hitting the trails!

"I take annual hiking trips with a ladies' group (Bucket List Babes)," she said. "One of us chooses the location and we go on an adventure. One year we went to Zion National Park (in Utah) and hiked Angels Landing. It was a once-in-a-lifetime experience! You have to use chains to hike to the top; only four of us made it all the way up. At the top, all you see is clouds. It's intense but so invigorating!" If Denise isn't hiking, then she's probably cycling. Denise



Denise at Havasupai Falls with her hiking group



2020 MS Walk with family and friends

rides with a group called Biker Babes. She laughed as she told the story of how the group formed about 14 years ago. "We were just a few moms meeting for exercise. We decided to start biking instead of walking. Then, we got hybrid bikes so we could do 30 miles. We quickly realized we needed road bikes so we could do 100 miles!" Denise rides in El Tour De Tucson, which has inspired her to support El Grupo, an organization that provides youth with bike-centered experiences that are both fun and challenging. Denise's commitment to giving back shines through in all she does. "I truly enjoy the feeling of helping people. So many people helped me when I had difficult times, and it's my turn to give back."



Denise with her three precious daughters

JASON ROSE AND OUR TEAM HAVE BEEN DOING BUSINESS FOR OVER 15 YEARS

Jason's work ethic and integrity are perfectly in sync with our business which is why we have had such a long and prosperous business relationship. I strongly recommend Jason Rose as a mortgage lender to all of our clients.

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



STELLAR PARTNERS IN LENDING



JASON ROSE
Vice President / Branch Manager
NMLS 174981
520.275.1882
jason.rose@novahomeloans.com



MITCHELL JONES
Loan Officer - Jason Rose Team
NMLS 1460999
520.591.7400
mitchell.jones@novahomeloans.com



BK 0902429 / NOVA NMLS 3087 / EQUAL HOUSING OPPORTUNITY / JASON ROSE IS LICENSED IN CA. LICENSED BY THE DEPARTMENT OF BUSINESS OVERSIGHT UNDER THE CALIFORNIA RESIDENTIAL MORTGAGE LENDING ACT #4131230. ALSO LICENSED BY THE CA-DBO UNDER THE CFL #6036566. LOANS MADE OR ARRANGED PURSUANT TO A CALIFORNIA FINANCING LAW LICENSE.



We are a Licensed, Bonded and Insured Full Service Roofing Company

520-460-5331 • bandmroofs@gmail.com
bandmroofing.com • facebook.com/bandmroofs

REPAIRS AND MAINTENANCE | TEAR OFF AND RE-ROOF
BUILT UP | TILE | SHINGLE | METAL
FAMILY OWNED AND OPERATED



- Home Inspections
- Termite Inspections (WDIIR)
- Pre-Listing Inspections

One Call Does It All!

Easy 24/7 Online Scheduling:
BillsHomeInspection.com

Friendly Office Scheduling:
520-625-2381

SOFIA GIL

DOWN-TO-EARTH, POSITIVE, NO MATTER THE CHALLENGE – NEVER QUIT!

“I’d pop in the car with my grandpa to go collect rent from his apartment building,” Sofia Gil remembered. That was one of her earliest experiences with the world of real estate. “Born and raised in Mexico City, I grew up in a family that invested in real estate.” Sofia’s grandfather had come to Mexico from Spain; he owned an apartment complex as well as other real estate investments. Sofia fondly remembers the time spent with her grandfather checking in on his investments. However, decades would pass before real estate captured Sofia’s interest again.

In the meantime, Sofia grew up. Inspired by her father, Sofia studied mechanical engineering. “I got my passion for engineering from my father, who is a chemical engineer,” she explained. “My father had his own engineering business. Everyone expected me to work for his company once

I graduated.” Graduation came, and so did an impressive offer from Johnson & Johnson. “I was offered an engineering position in Juarez, a border town near El Paso, Texas. I decided to move. My parents were devastated by my decision. In their eyes, there was no reason for me to go when I had a local job opportunity.” Sofia reflected on the significance of the move. “It started a completely new chapter with different people. Without my parents’ support, I had nobody to fall back on. I matured very quickly.” Life in a border town was shocking for a city girl like Sofia; however, she kept a straight face. “It was a different culture; I was shocked, but pretended not to be. I had to prove I had made the right decision.” Sofia remembered weekends where she would spend the day in a theater catching back-to-back movies, not wanting to be home by herself. On the outside, Sofia was cool and collect-

ed; on the inside, she was scared and lonely — but she refused to give up. Today, there’s no doubt in Sofia’s mind that she made the right move.

“It was at my first job with Johnson & Johnson that I met my husband, Francisco, who is also a mechanical engineer,” she recalled. Twenty-two years later, there’s still joy in Sofia’s voice as she shares the story of how they met. Francisco was interviewing for a position at Johnson & Johnson. “There was a lapse in time between his interviews; I guess they didn’t know what to do with him, so they brought him to my desk!” Sofia and Francisco were introduced. It was a busy day for Sofia. After the

introduction, she turned back around and resumed working. “He sat behind me and asked me questions, which I answered without turning to look at him. It was almost like he was interviewing me!” Sofia chuckled, “After about a half an hour, they came and got him. We said goodbye.” Francisco got the job, and soon they started dating. Sofia joked, “After he had ‘interviewed’ me that day, he knew I was a great catch!” Sofia and Francisco were married exactly one year after they started dating. It didn’t take them long to realize they were a good match. Sofia said their great sense of humor is the secret to their marital success, “When you laugh with your partner, you relax. A good sense of humor really works for us! We are also very respectful and honest with each other.”

After the birth of her first son, Sofia made another life-changing transition. She left

featuring 

By: **Kylea Bitoka**

Photography by: **Casey James**



Vacating on the island of Malta



Enjoying a 2019 Rolling Stones concert in Phoenix



...

the stability of engineering for the ever-fluctuating world of real estate. “I had never been in sales,” Sofia remarked. “My experience was in solving technical challenges. I was not used to working with people either. Real estate was a huge change.” The draw to real estate? A flexible schedule! “As a new mom, I needed a career with flexible hours.” With a laugh, Sofia jested, “Somebody lied to me, but it’s ok; I forgive them.” Sofia discovered, “If you want to be successful, it can’t be about you! It’s always about the client. The schedule is not what I thought it would be, but real estate worked out well.”

Down-to-earth and positive, it’s easy to see why clients are drawn to her. Sofia has found the freedom to be herself. Sofia shared a quote that has inspired her over the years. “I love the saying

“
The draw to real estate? A flexible schedule! “As a new mom, I needed a career with flexible hours.” With a laugh, Sofia jested, “Somebody lied to me, but it’s ok; I forgive them.”

by Oscar Wilde, ‘Be yourself. Everyone else is already taken.’” During her first years in real estate, Sofia struggled. Every rejection felt personal; it was hard to bounce back. One day her husband Francisco said, “Sofia, not everybody is going to like you.” The statement hit Sofia hard. “I felt like I was going to faint. What are you saying? What do you mean? I work so hard!” After the initial shock, the truth began to sink in. “His statement brought me back to reality. It’s true; I am not going to click with everybody, and that’s OK!”

From her own experience, she offered encouragement to other REALTORS®, “In real estate, you will have good years and bad years; it’s OK!” Over the years, Sofia has received several awards for her sales accomplishments. She’s even been the only solo REALTOR® to receive the same award that teams have won. Sofia freely admitted,

“I have bad months. I’ve gone up and down in my career, and that’s how I’ve learned. You can do it on your own and be successful.” She added, “Being successful is knowing that you did your job right and represented your client well, that their best interest was your first interest.” Sofia hopes her real estate journey inspires others. “I don’t have big systems in place; I’m not on a team. When I started, I didn’t even have a sphere of influence. We had just moved to the area; I didn’t know anyone. In Green Valley, most of the clientele is retirement age and didn’t take a young agent seriously. I worked open houses, and that’s how I

sold 24 homes in my first year. You can be yourself and be successful. Anybody can do it – look at me! If you believe, ‘Why not me?’ then you can do it!”

Outside of real estate, Sofia declared with laughter, “I have a boy life, I don’t have a Cinderella life!” However, she wouldn’t trade it for the world. Sofia’s and Francisco’s two boys are now 13 and 17. The whole family shares a love of music and traveling. “We enjoy taking cruises and also going to concerts.” Music is a part of their daily life. “My youngest, Bernardo, plays the drums and Francisco Jr. plays the guitar. Rock music is our favorite! We’ve trekked to

Phoenix and Las Vegas for concerts.” Some of the bands they’ve seen live include: Rolling Stones, Iron Maiden, and Aerosmith. While the Gil family enjoys playing hard, hard work comes first. “We expect our boys to excel in school. They have a great life; there’s no excuse for them not to do well. I tell my boys to finish what you start. Don’t quit in the middle! If you start quitting one thing, it’ll be easy to quit on the rest. Finish what you start, and you’ll feel accomplished.” Sofia has lived out this advice in her life, whether it was her move to the border or transitioning her career. No matter the challenge, Sofia never quits.

TOP 150 STANDINGS

Teams And Individuals Closed Date From March 1 - March 31, 2020

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	89.5	22,184,827	247,875
2	Kyle Mokhtarian (17381) of Realty Executives Arizona Territory (498305)	107.5	22,047,750	205,095
3	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	53.0	15,625,700	294,825
4	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	35.0	14,878,300	425,094
5	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	67.5	14,313,560	212,053
6	Russell P Long (1193) of Long Realty Company (298)	19.0	14,125,500	743,447
7	Lisa M Bayless (22524) of Long Realty Company (16717)	26.5	12,017,350	453,485
8	Laura Sayers (13644) of Long Realty Company (16717)	32.5	11,830,160	364,005
9	Kaukaha S Watanabe (22275) of eXp Realty (495203)	49.5	10,304,400	208,170
10	Jeremy Ryan Smith (53015) of PCD Realty LLC (4826)	25.0	9,825,267	393,011
11	Sandra M Northcutt (18950) of Long Realty Company (16727)	26.0	9,430,300	362,704
12	RW Christian (52833) of LGI Realty Arizona (51463)	43.0	9,135,900	212,463
13	Paula Williams (10840) of Long Realty Company (16706)	16.5	9,133,995	553,575
14	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	41.5	9,095,903	219,178
15	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	35.0	8,517,782	243,365
16	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	36.5	8,297,000	227,315
17	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	28.5	8,131,250	285,307
18	John E Billings (17459) of Long Realty Company (16717)	20.5	7,757,350	378,407
19	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	9.5	7,571,100	796,958
20	Tom Ebenhack (26304) of Long Realty Company (16706)	22.0	7,306,800	332,127
21	Jennifer Philips (16201) of Realty Executives Arizona Territory (4983)	29.0	7,183,845	247,719
22	Peter Deluca (9105) of Long Realty Company (298)	19.0	7,105,505	373,974
23	Leslie Heros (17827) of Long Realty Company (16706)	15.5	7,012,250	452,403
24	Don Vallee (13267) of Long Realty Company (298)	18.5	6,857,450	370,673
25	Patricia Sable (27022) of Long Realty Company (16706)	11.0	6,794,000	617,636
26	Tim S Harris (2378) of Long Realty Company (298)	12.0	6,765,974	563,831
27	Laurie Hassey (1171) of Long Realty Company (16731)	15.5	6,603,000	426,000
28	Denice Osbourne (10387) of Long Realty Company (16707)	16.0	6,319,000	394,938
29	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	19.0	6,237,900	328,311
30	Nicole Jessica Churchill (28164) of eXp Realty LLC (495204) and 1 prior office	24.0	6,232,500	259,688
31	James L Arnold (142000775) of Tierra Antigua Realty (286614)	10.0	5,969,302	596,930
32	Brenda O'Brien (11918) of Long Realty Company (16717)	13.0	5,876,000	452,000
33	Matthew F James (20088) of Long Realty Company (16706)	8.5	5,875,000	691,176

Rank	Name	Sides	Volume	Average
34	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	22.0	5,699,300	259,059
35	Jose Campillo (32992) of Tierra Antigua Realty (2866)	30.0	5,563,070	185,436
36	Paula J MacRae (11157) of OMNI Homes International (5791)	11.0	5,501,300	500,118
37	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	16.0	5,405,500	337,844
38	Jason C. Mitchell (36629) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	20.0	5,366,775	268,339
39	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	11.0	5,306,028	482,366
40	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	16.0	5,273,300	329,581
41	Gary B Roberts (6358) of Long Realty Company (16733)	17.5	5,202,250	297,271
42	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	14.5	4,996,500	358,952
43	Kristi Penrod (33258) of Redfin Corporation (477801)	10.0	4,962,150	344,586
44	Rob Lamb (1572) of Long Realty Company (16725)	9.5	4,827,500	496,215
45	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	23.0	4,763,000	508,158
46	Candy Bowen (37722) of Realty Executives Arizona Territory (498303) and 1 prior office	21.0	4,680,750	207,087
47	Suzanne Corona (11830) of Long Realty Company (16717)	7.0	4,638,695	222,893
48	Karen Karnofski (17102) of Keller Williams Southern Arizona (478302)	10.0	4,609,550	662,671
49	Bob Norris (14601) of Long Realty Company (16733)	17.0	4,564,250	460,955
50	Jay Lotoski (27768) of Long Realty Company (16717)	17.0	4,537,270	268,485

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

TOP 150 STANDINGS

Teams And Individuals Closed Date From March 1 - March 31, 2020

Rank	Name	Sides	Volume	Average
51	Dottie May (25551) of Long Realty Company (16728)	9.0	4,470,250	266,898
52	Belia S Madhvani (233) of Sombra Realty, Inc. (531)	8.0	4,466,487	496,694
53	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	21.0	4,460,800	558,311
54	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	3.0	4,355,000	212,419
55	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	11.5	4,259,000	1,451,667
56	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	7.0	4,242,000	370,348
57	Dina M Hogg (17312) of eXp Realty LLC (495204) and 1 prior office	14.0	4,229,450	606,000
58	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	9.0	4,210,700	302,104
59	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	12.0	4,200,025	467,856
60	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	18.0	4,187,750	350,002
61	Michele O'Brien (14021) of Long Realty Company (16717)	13.0	4,170,000	232,653
62	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	16.5	4,126,550	320,769
63	Anthony D Schaefer (31073) of Long Realty Company (298)	11.5	4,055,250	250,094
64	Louise Riley (14201046) of Tierra Antigua Realty (286610)	16.5	4,023,110	352,630
65	Jennifer C Anderson (16896) of Long Realty Company (16724)	13.0	3,996,637	243,825
66	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	4.0	3,966,378	443,366
67	McKenna St. Onge (31758) of Long Realty Company (16706)	7.0	3,957,892	991,594
68	Jameson Gray (14214) of Long Realty Company (16706)	7.0	3,957,892	565,413
69	Alfred R LaPeter (32582) of Long Realty Company (16717)	8.5	3,946,276	565,413
70	Carlos L Albelais (30953) of Realty Executives Arizona Territory (498306)	21.5	3,945,500	464,268
71	Tori Marshall (35657) of Coldwell Banker Realty (70207)	12.0	3,917,800	183,512
72	Margaret E. Nicholson (27112) of Long Realty Company (16728)	8.0	3,840,250	326,483
73	Barbara C Bardach (17751) of Long Realty Company (16717)	4.0	3,840,000	480,031
74	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	6.0	3,799,000	960,000
75	Katie M Smirnov (52565) of Long Realty Company (16706)	6.0	3,763,343	633,167
76	April Ayala (29221) of eXp Realty (495203)	19.0	3,736,800	627,224
77	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	15.0	3,722,390	196,674
78	Jim Storey (27624) of Tierra Antigua Realty (2866)	7.0	3,688,000	248,159
79	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	11.5	3,653,400	526,857
80	Maria R Anemone (5134) of Long Realty Company (16717)	5.0	3,610,000	317,687
81	Charlene Anderson (35) of RE/MAX Results (5106)	15.0	3,607,600	722,000
82	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	7.0	3,470,000	240,507
83	Constance Huff (17706) of Long Realty Company (16717)	4.0	3,449,988	495,714

Rank	Name	Sides	Volume	Average
84	Merle Martinovich (13924) of Long Realty Company (16706)	4.0	3,423,945	862,497
85	Maren Seidler (19694) of Long Realty Company (16728)	8.0	3,415,000	855,986
86	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	21.0	3,376,205	426,875
87	Ricardo J Coppel (11178) of Long Realty Company (298)	10.0	3,359,265	160,772
88	Debbie G Backus (6894) of P B Trading Company, Inc. (2422)	5.0	3,329,000	335,926
89	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	14.0	3,329,000	665,800
90	Michael Shiner (26232) of CXT Realty (5755)	10.5	3,311,750	237,786
91	Paul R. Oelrich (30546) of Long Realty Company (16728)	6.0	3,303,000	315,405
92	Lynn Slaten (14783) of Long Realty Company (16728)	7.5	3,301,875	550,500
93	Jennifer Coxon Johnson (55239) of Long Realty Company (16728)	7.5	3,301,875	440,250
94	Barrie Herr (4956) of Long Realty Company (298)	3.0	3,295,000	440,250
95	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	13.5	3,269,650	1,098,333
96	Tom Peckham (7785) of Long Realty Company (16706)	6.0	3,216,275	242,196
97	Maria E Juvera (20669) of Tierra Antigua Realty (SV) (286603)	15.0	3,179,000	536,046
98	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	13.0	3,161,481	211,933
99	Tim Rehmann (25385) of eXp Realty (495206)	10.0	3,132,725	313,272
100	Tyler Lopez (29866) of Long Realty Company (16707)	12.5	3,115,750	249,260

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



Save Time & Sell More with

ListerAssister
Giving Time Back to Busy Agents Since 2008

The Original & Premier Listing Service Provider

- Wide Angle Photography
- Virtual Staging
- Next Day Availability
- 3D Matterport
- Sign & Post Service
- Aerial/Drone Photography & Video
- MLS Data Entry
- And More!

(520) 257-2700 | Tucson@ListerAssister.com | www.ListerAssister.com

STREAMLINE THE CLOSING PROCESS

With Stewart Title, you or your clients can easily and securely send earnest money deposits to an escrow officer straight from a mobile device using the ZOCCAM® mobile app. It's one more way Stewart is redefining the customer experience.

For more information contact your Business Development Officer or visit stewart.com/tucson.

Real partners. Real possibilities.™

stewart
title

© 2020 Stewart
All rights reserved



Clearly your Best Choice!

Tub & Shower Enclosures • Mirrors • Screens/Sunscreen & More!
Residential & Commercial • Glass & Screen Repair/Installation

Call us to retrofit a screen to your existing door, it's our specialty!

Columbus Glass & Screen, LLC

Serving Tucson & Southern Arizona



520-327-6009

FREE ESTIMATES

1226 N. Columbus Blvd.

10% MILITARY DISCOUNT

www.ColumbusGlassAndScreen.com • ROC 185813



Only 9% of People Can Name Their Realtor after 2 Years!



Become *Unforgettable* with the Money You are *Already Spending!*

- Classy High-end Gifts that are Used Daily!
- 100% Tax DEDUCTIBLE
- Unbeatable System in Place! Worry Free!
- CLIENT RETENTION at it's FINEST
- What do your Client Appreciation Gifts say about your Brand?



Double "D" Edgy Gifting

Danielle & Delilah

Dr.Cutco@gmail.com

520-838-1835

Don't just list it...
Launch
It!



Great Photography + Free Marketing Tools!



Included with your photos:

- Property Website
- Custom Flyers
- Social Media Graphics
- Property Slideshow Video
- "Text For Info" Number
- Easy Online Scheduling
- Next day delivery!

See It In Action

and get **FREE STUFF** at www.tucsonphotog.com

Ambrace
PHOTOGRAPHY

A TRUSTED PARTNER
NO MATTER
WHAT OBSTACLES
YOU FACE.



ROB PURVIS

NMLS 199836

520-979-1817 • rpurvis@vipmtginc.com



Rob Purvis • Senior Mortgage Banker • rpurvis@vipmtginc.com • RobPurvis.vipmtginc.com • 5401 N Oracle Rd. Tucson, AZ 85704
V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502. AZ: Mortgage Banker License No. BK-0909074.

TOP 150 STANDINGS

Teams And Individuals Closed Date From March 1 - March 31, 2020

Rank	Name	Sides	Volume	Average
101	Lisa Korpi (16056) of Long Realty Company (16727)	10.0	3,105,400	310,540
102	Rachel Balls (14533) of Tierra Antigua Realty (286607)	9.0	3,082,900	342,544
103	David K Guthrie (19180) of Long Realty Company (16706)	8.0	3,081,000	385,125
104	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	7.0	3,071,500	438,786
105	Jordan Munic (22230) of Coldwell Banker Realty (70202)	3.5	3,045,740	870,211
106	James Servoss (15515) of Keller Williams Southern Arizona (478306)	18.5	3,045,600	164,627
107	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	12.0	3,044,044	253,670
108	Richard M Kenney (5903) of Long Realty Company (16707)	8.0	3,034,500	379,312
109	Madeline E Friedman (1735) of Long Realty Company (16719)	6.5	3,033,750	466,731
110	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	9.0	3,028,000	336,444
111	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	10.0	2,991,700	299,170
112	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	9.0	2,982,170	331,352
113	Angela Tennison (15175) of Long Realty Company (16719)	6.0	2,929,000	488,167
114	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory (498312)	9.0	2,918,089	324,232
115	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	7.0	2,912,000	416,000
116	Robert H Brakey Campos (19337) of Roca Realty (4688)	15.5	2,909,300	187,697
117	Nancy A Hofstede (1420494) of Tierra Antigua Realty (286610)	14.0	2,904,400	207,457
118	Amanda Clark (39708) of Keller Williams Southern Arizona (478302)	11.5	2,899,600	252,139
119	Lori C Mares (19448) of Long Realty Company (16719)	12.0	2,898,919	241,577
120	Brittany Palma (32760) of 1st Heritage Realty (133)	13.5	2,883,875	213,620
121	Jan K Ramirez (28909) of Keller Williams Southern Arizona (478306)	18.5	2,874,300	155,368
122	Frank A Ramirez (28908) of Keller Williams Southern Arizona (478306)	18.5	2,874,300	155,368
123	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	10.0	2,869,000	286,900
124	Debra M Quadt (16709) of Redfin Corporation (477801)	9.0	2,848,800	316,533
125	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	13.0	2,847,900	219,069
126	Michael Braxton (53095) of Long Realty Company (16717)	10.0	2,844,225	284,422
127	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	10.0	2,809,000	280,900
128	Ronnie G Spece (19664) of At Home Desert Realty (4637)	10.0	2,792,900	279,290
129	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	17.0	2,791,900	164,229
130	Deborah Ann Black (14201058) of Long Realty -Green Valley (16716)	8.0	2,774,800	346,850
131	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	7.5	2,773,500	369,800
132	Judi Monday (1420458) of RE/MAX Valley Properties (4621)	8.0	2,769,000	346,125
133	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	4.0	2,723,000	680,750

Rank	Name	Sides	Volume	Average
134	Jennifer N Micciche (35426) of eXp Realty (4952)	8.5	2,720,453	320,053
135	Dana Blane Reddington (52423) of Long Realty Company (16728)	6.0	2,718,517	453,086
136	Joshua Waggoner (14045) of Long Realty Company (16706)	3.0	2,665,000	888,333
137	Kimberlyn J Drew (20178) of Long Realty Company (16706)	4.0	2,662,410	665,602
138	Steven W Inouye (22297) of Long Realty Company (16706)	8.0	2,636,831	329,604
139	Daniel C Caldwell (29040) of Keller Williams Southern Arizona (478306)	11.0	2,630,050	239,095
140	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	4.5	2,628,993	584,221
141	Pam Ruggeroli (13471) of Long Realty Company (16719)	11.5	2,608,050	226,787
142	John Gallow (30606) of Russ Lyon Sotheby's Int Realty (472203)	4.0	2,579,500	644,875
143	Tanya Barnett (30843) of OMNI Homes International, LLC (579101)	8.0	2,570,585	321,323
144	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	2.5	2,563,000	1,025,200
145	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	7.0	2,548,000	364,000
146	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	8.0	2,539,450	317,431
147	Melinda L Akowski (26025) of Coldwell Banker Realty (70202)	9.0	2,534,500	281,611
148	Pam Treece (13186) of Long Realty Company (16717)	5.0	2,527,800	505,560
149	Deborah Borgerding (232011025) of Tierra Antigua Realty (286610)	13.0	2,511,150	193,165
150	Andrew Smith (38920) of Keller Williams Southern Arizona (4783) and 1 prior office	9.0	2,507,400	278,600

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

KITCHEN CONCEPTS
CUSTOM CABINETRY & DESIGN

Tucson's Premiere Custom Cabinetry and Design
19 Years of Transforming Tucson Homes
Call Us Today for Your Complimentary Design to Unlock the Hidden Potential in Any Home
5732 E. Speedway Tucson, AZ 85712 • 520.546.3687 • License # ROC 169870

Licensed • Insured • Bonded
 We will meet or beat any competitors prices
Some restrictions do apply



520.325.8681
 COMMERCIAL AND RESIDENTIAL


\$20 off
 any plumbing service

ROC# 162477K37
 www.allprorooferandplumbing.com




OLD REPUBLIC HOME PROTECTION

STAY COOL!
 Your clients are covered.



ORHP covers the cost of adding refrigerant when completing an A/C repair.

Barbara DeFazio
 Senior Account Executive
 800.282.7131 Ext. 1391
 Cell: 520.789.1886
 BarbaraD@orhp.com
 my.orhp.com/barbaradefazio



Call me today to learn more.

People Helping People

Exclusions and limitations apply. In some states, A/C coverage is an option and additional fees are required. See plan for complete coverage details. This is a paid advertisement.

**YOU TAKE CARE OF YOUR HOME.
 WE'LL TAKE CARE OF YOUR HOUSE.**



You may not think about insurance until something goes wrong, but getting the right coverage can make all the difference when it comes to protecting your hard-earned dreams. And I can help. Let's talk today.



Justin Musgrove, Agent
 6700 N Oracle Rd Ste 506
 Tucson, AZ 85704
 Bus: (520) 299-8878
 jmusgrov@amfam.com



American Family Mutual Insurance Company, S.I. and its Operating Companies, American Family Insurance Company, 6000 American Parkway, Madison, WI 53783
 014811 - 5/18 ©2018 - 8552792



WEST COAST ROOFING

TUCSON, ARIZONA
 Roc 235353



- ★ Woman/Family Owned & Operated
- ★ NRCA (National Roofing Contractors Association)
- ★ ARCA (Arizona Roofing Contractors Association)
- ★ Roofing Contractor Magazine Top 150 - Roofing Contractors








EXCEPTIONAL, QUALITY, TRUST, RELATIONSHIPS, INTEGRITY, HONESTY

REQUEST FREE INSPECTION ONLINE
 www.westcoastroofingaz.com
 Email: info@westcoastroofingaz.com
520.241.2556
 Licensed Bonded Insured



Keeping homes pest free since 1938



\$50^{*}.off
**4 Seasons
Pest Control**

Call Now!

Receive a FREE inspection
and these great offers.

*Applicable to new annual service agreement
& does not apply to Value Packages.

520 • 448 • 2993 trulynolen.com

PEST • TERMITE • RODENT • INSULATION