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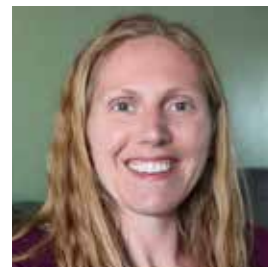
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# DID Bob PAY TO BE IN THIS MAGAZINE?

Although we have been in print for almost four years, I often run across REALTORS® in our community who receive *Tucson REAL Producers* publication monthly that have questions. So, let me give you an overview of what we are all about and help you to understand our mission and our passion!

If you are receiving this publication, welcome to the *Tucson REAL Producers* community! Thank you for taking the time to pick up and read through this August 2021 edition of *Tucson REAL Producers Magazine*. Every month we give you an opportunity to meet and connect with other top producers in the Tucson area by hearing their story. Our goal is to inspire, elevate, and connect the best with the best! And YOU are part of the BEST!

Our success with this publication is because of our business sponsors who have partnered with us. These businesses have all come highly recommended by other top agents just like you! If you have a need, make sure and use our preferred partner list and reach out to those who make all of this possible.

**Welcome to our newest partner.**  
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I look forward to seeing you there. Look for the invitation in your email and make sure to RSVP.  
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**Delilah Royce**  
Publisher of *Tucson Real Producers*

## ▶ publisher's note

Quick *Tucson REAL Producers* Facts:

**Distribution:** The publication is sent directly to the top 500 producing agents of 2020 from Southern Arizona, which include Sierra Vista, Benson, Wilcox, Patagonia, St David, Tubac, Green Valley, Oro Valley, Marana, Sahuarita, Vail and Tucson. If you would rather have us mail your pub to a different address let me know. Many are sent to homes instead of the office.

**Contents:**  
**DID Bob PAY TO BE IN THIS MAGAZINE?**  
**Actually, NO REALTOR® PAYS to be featured in TRP!**  
**They are nominated by their peers, office managers and brokers!**

We love highlighting great local top-producing agents and sharing their unique stories. We engage the REALTOR® community with our questions of the month, celebrating moms and dads, finding fun personal things to share about the people you work with daily. All of this is to create a sense of community and connection. And we publish the top 150 standings each month just for the fun of it!

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I sincerely look forward to hearing from you!

**Cost:** As a top-500 producer, this monthly publication is being provided to you FREE of charge. Our advertising partners cover the cost of producing, printing, and mailing each issue.

**Events:** We host free fun events to bring our REALTOR® community together with food, drinks and often music. While getting together to meet and connect with your colleagues and our partners is important and fun, we often try to find a way to give back to the community by doing a fundraiser in conjunction with our events. This has become something many agents appreciate and support!



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# HouseMaster

## HOME INSPECTIONS

### GOING THE DISTANCE

By Dave Danielson

Your efforts to help your clients get across the finish line make all the difference.



This is why it means so much when you're able to work with a partner that has the same outlook—one that goes the distance for you and your clients.

That's where HouseMaster Home Inspections shines.

Drawing on his background in construction and psychology, Clark Rustand takes pride in providing a valuable service while educating clients.

"I love coaching and helping people whether I'm working with a REALTOR® or a client ... helping them through this high-anxiety, high-excitement time that naturally comes with the real estate process. The bonds I have a chance to build are very meaningful. We serve about 400 agents, and I know most of them by name," Clark says.

"I love the fact they know they can call me when they have questions or need a referral, as well as for help when they are in a bind or have a unique situation. I like being in that role, and I will gladly jump through hoops for them."

#### TEAM PRIDE

Clark speaks with pride about his team and the strong service ethic and professionalism they bring to each and every home inspection.

"We have an office manager, Grahm Long, who works nonstop. He is very committed, answering emails and phone calls on the weekend and holidays to help REALTOR® partners and clients," Clark says.

"We have five inspectors in addition to me that all have a strong background in construction and trades, and do a fantastic job, including Jack Parker, Gary Finch, Tim Jablonski, Bob Edminson, and our newest inspector, Gabriel Rivera. I'm very proud of what we've built. We expect to do about 1,800 inspections in 2021."

#### KNOWLEDGE AND EXPERTISE

The HouseMaster Home Inspections Team puts knowledge and expertise to work—for the benefit of clients.



Elliott, Megan, Finnegan, Clark, and Barrett

"We deal with so many homes and situations on an ongoing basis. As a result, we know what is going to be a small thing that a handyman can do versus a larger job that requires a contractor," Clark says. "We take a lot of pictures during the inspection process, then we download them and go through them one by one with the client at the end of the home inspection.

with sponsoring local sports teams and athletic clubs.

Clark is a native of Arizona, with roots back to the early '60s when his father, Warren, was an All-American point guard at the University of Arizona and his mother was the head cheerleader for the Wildcats.

Clark attended Sabino High School and went on to pursue his education and athletics at Utah Valley University, where he was a standout member of the golf team. Clark eventually transferred to Brigham Young University where he finished his collegiate golf. After graduating from BYU, Clark was a Golf Coach at Utah Valley University.

#### COACHING FOR RESULTS

In time, Clark moved back to Tucson and worked as an Allstate agent for six years. At that point, he was ready for

time for clients and our REALTOR® partners. It's a stressful time with the mortgage process, the appraisal, inspections, and so on," he says.

"As a home inspector, you have to manage these anxieties and excitement to present the information in an effective way. I believe there was a reason clients fell in love with the house. My job is not to get in the way of that," Clark points out.

"I point out things that are maintenance items or things that aren't properly functioning so they can deal with it. My job isn't to make the decision for them. It's a matter of taking care of these few things to make their dreams come true."

When you're looking for a partner to support your efforts with helping your clients reach their



AS A HOME INSPECTOR, YOU HAVE TO MANAGE THESE ANXIETIES AND EXCITEMENT TO PRESENT THE INFORMATION IN AN EFFECTIVE WAY. I BELIEVE THERE WAS A REASON CLIENTS FELL IN LOVE WITH THE HOUSE. MY JOB IS NOT TO GET IN THE WAY OF THAT.



That way, they know exactly what's on the report. This helps lessen the client's anxiety knowing that everything has been covered and talked through."

#### REWARDING LIFE

Family is at the heart of life for Clark, especially his wife, Megan.

"Megan is really the backbone of our family. With her support and efforts, she makes my job possible each and every day," he says.

Clark and Megan look forward to time spent with their children—13-year-old daughter, Elliott; 11-year-old son, Finnegan; and 7-year-old son, Barrett.

Giving back is also central to life for Clark. He enjoys supporting groups such as the Primavera Men's Shelter, as well as the Salvation Army, along

a change and was intrigued by home inspection as a career.

"The home inspection process mirrored my experience recruiting and coaching. As a coach, I talked with a lot of high school students who were dealing with a huge decision, planning for their future and looking at their options," Clark says. "That's a time in a young person's life where there's a lot of enthusiasm and anxiety. During that time, I have to help manage that anxiety and excitement. I lay out the details for them, both pros and cons, and let them make the best decision for themselves."

As Clark says, he sees a direct correlation between coaching and working with home buyers and REALTORS®.

"It mirrors a home inspection. I come into a very high-anxiety, excitable

goals, look to HouseMaster Home Inspections ... a team you can count on to go the distance!



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# KEMENA DUANY

GO FOR THE GOLD

By Breanna Smith  
Photography by Jacquelynn Buck



**K**emena Duany sheds her scrubs and gears up for a showing, touching base with her transaction coordinator and showing assistant on the way there. As a full-time Vascular Access Specialist, full-time REALTOR®, wife, and mom, she's always headed somewhere—to work at the hospital, a meeting with a client, or to watch her little one, Koch, at one of his swim competitions.

## LIFT HIGHER

Training and competing are second nature to Kemena, who spent her high school years as a crucial member of a highly competitive traveling basketball team and playing the cello in the orchestra. “That’s right, I was an orchestra nerd,” she said with a smile. “That shaped me as a person in general—being competitive and going after what I wanted, working hard to win. That’s always been in me.”

Early on, she learned the motto that she carries with her in everything she does today. “If you want to win, you have to work hard.” As a medical professional, REALTOR®, and Olympic-style weightlifter, she’s no stranger to hard work.

Kemena doesn’t settle for just getting things done—if she’s going to do it, she’s all in.

While working with a personal trainer several years ago, he introduced her to CrossFit®, a high-intensity fitness program that incorporates elements from several sports and types of exercise. Think: heavy-weights, pulling ropes, and flipping gigantic tires.

“All of the stuff that my trainer had me doing was CrossFit®-type stuff, and I loved it,” she said. “Me being me, I found a CrossFit® gym and joined immediately.” She spent six hours each day in the gym—a few hours before work at the hospital and then heading back to the gym as soon as she got off of work. “I even put a home gym in my garage so I could train.”

“A focus on perfection—that’s just my life in general,” she said. Then came the Olympic weightlifting. “The Olympic lifts are so complicated, especially the snatch. You have to be on point with your form and technique, so I really gravitated toward those lifts.”

Soon, she was in CrossFit® and Olympic Weightlifting competitions—winning but always striving for the next goal.

After adding a baby, a blossoming real estate career, and a knee injury to the mix, she moved to the sidelines, but knowing Kemena, she won’t



Alier, Koch,  
& Kemena

stay there long. “Now I try to spend as much of my free time with family and friends as I can. I love to travel, so the plan is to start building in time for travel.”

## TO THE TOP

No matter what arena Kemena is competing in, she recognizes the need for a strong foundation—a solid base of knowledge for her to draw on and be a resource for her patients, clients, and family. As a REALTOR® with Omni Homes International, Kemena strives to be a resource to everyone she works with, whether colleague or client. “I always try to be knowledgeable—I read a lot, listen to podcasts almost daily, and I’m always trying to follow top-producing agents by listening to their podcasts, especially in the mornings during my drive to work.”

The foundation of her success is her dedication to pursuing education and the support of her husband, Alier. “He is as much a part of this business as I am,” she said. “He does anything and everything to make sure that

I can do the things that I need to do to be successful. We are where we are because of him.” The two work as a team with one goal in mind—building the best life for their son, Koch. “Everything I do now is for my son,” Kemena said. “I want him to be able to go to the best schools to ensure that he receives the best education. I want to make sure that he has anything that he needs. I also want to be able to be a part of his life,” Kemena said. “He is just the joy of my life. He is 5 and literally a comedian in the making. He is such an entertainer already.”

It’s the words of another one of her favorite comedians that reminds Kemena to keep striving as a Rising Star with more than 20 million in sales volume just five years into her career. She holds tightly to the words of Kevin Hart: “‘Everybody wants to be famous, but nobody wants to do the work.’ I live by that. You grind hard so you can play hard. At the end of the day, you put all the work in, and eventually, it’ll pay off. It could be in a year, it could be in 30 years. Eventually, your hard work will pay off.”



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# #SummerFun

## Getaways, Adventures, & Fun this Summer



**CHRISTIAN HERNANDEZ, LOAN DEPOT:**

“I went on a road trip through the Coast of California and visited Laguna Beach, Carmel by the Sea and San Francisco, and Las Vegas. For the first time in six years since I started my career, I took a full one week of vacation with my family. I’ve never left for more than two- to three-day vacations. After Covid, I realized that life is short and I need time to decompress and spend with my loved ones.”

**MELANIE SPEIGHTS:** “The 9/11 Memorial in NYC. I’ll definitely admit, emotions weren’t held back. It’s a breathtaking and completely somber experience. Should be on everyone’s bucket list!”



**SONYA LUCERO-GONZALES:**

“Family vacation in Maui.”



**CARA MANCUSO:**

“Relaxing sunset at San Elijo State Beach Cardiff-Encinitas, CA.”



**KENDRA & MELISSA HARO:**

“Tropical get-away in Oahu.”



**JOHANA CASTILLO:** “We took a family adventure drove our travel trailer all the way to Florida!”



**SAMANTHA GOODWIN:**

“Cabo trip with the family.”

**JENNIFER SCHRANTZ:** “We did a little camping adventure. A couple of days in Williams including the Grand Canyon then a couple of days in Prescott!”



**DARLENE DAMIANI:** “I had a little fun getaway right here in Tucson with my sister, Dolores (from CO) at the Mini Time Machine Museum! My first time there and I’ve been here forever! Such a fun treat.”



# RYAN BROWN

## BRIDGING BUSINESS & COMMUNITY

By: Zachary Cohen  
Photography by: Casey James

*“TO ME, HOME IS SUCH A BIG PART OF WHAT AGENTS DO. HOME ISN’T JUST ABOUT THE FOUR WALLS YOU LIVE WITHIN, THOUGH. IT’S ALSO ABOUT THE COMMUNITIES WE LIVE IN.”*

Ryan Brown may not be a Tucson native, but over the past seven years, he’s deeply immersed himself within the community. He is not only a successful real estate agent, he’s committed to working for the good of his family, his clients, and his community at large.

“Tucson is one of the smallest big communities I’ve been a part of,” Ryan says. “In Tucson, it feels like when you help, talk to or meet one person, you’re connecting with and impacting so many other relationships. This town is so connected.”

**Rewind: From the Midwest to the Southwest**  
Ryan was born and raised in Staunton, IL, and attended college at Illinois State University. He obtained two bachelor’s degrees—one in finance and one in insurance—and a master’s degree in business. After graduating with his master’s in 2008, he headed to Arizona, where his brother had been living.

“My brother and his wife lived here, and I always visited,” Ryan recalls. “I thought, ‘Why am I staying in the Midwest where it’s cold?’”

Ryan landed work in Phoenix, packed up his life, and journeyed to Arizona to begin anew. However, he was unprepared for the fate that was awaiting him.

“Believe it or not, I got laid off on my first day on the job. I got my cup of coffee, ready to go. My boss called and said, ‘I just returned from our annual meeting, and we’re on a hiring freeze.’”

Ryan thought he was safe, considering he had already been hired. But his boss informed him otherwise. Dismayed and in perhaps the most challenging job market in recent memory, Ryan was left to pick up the pieces. He landed work at a bank, which helped him pay the bills. After eight months, he was offered a job in the athletic department at his alma mater, so he returned to the Midwest.

Working in college athletics, Ryan sharpened his outreach skills. He found that he was passionate about helping individuals and organizations within his community. At Illinois State University, and later, at the University of Kansas, he facilitated outreach for student-athletes and oversaw the academics for the athletics departments.

Ryan enjoyed his work, but in the back of his mind, he was still planning a return to Arizona. In 2014, that time had come. In June, Ryan moved to Tucson and began his real estate career.

### **Bridging Business and Community**

Ryan recognized that as a real estate agent, he would have the opportunity to continue to support his larger community. Although he was new to the area, he dove in, working to understand where help was needed and how he could serve.

▶▶ making a difference



Dora with a TROT Horse







I HAD A BOSS AT ILLINOIS STATE THAT ALWAYS SAID, 'NOBODY CARES HOW MUCH YOU KNOW UNTIL THEY KNOW HOW MUCH YOU CARE.' I ALWAYS TOOK THAT TO HEART.



"I had a boss at Illinois State that always said, 'Nobody cares how much you know until they know how much you care.' I always took that to heart. I don't give back so people can talk to me about houses. Sure, that happens, but it is a byproduct of the things I do. It's all about getting to know people and how I can help them. The rest will come naturally. Serve first."

Ryan is primarily involved with four organizations: the Tucson Conquistadors, First Tee of Tucson, Make a Wish of Southern Arizona, and TROT (Therapeutic Riding of Tucson).

**Full Circle**

Ryan and his wife, Dora, have two children; Andres is 11, and Alek is 2. Dora is the Program Director at TROT (Therapeutic Riding of Tucson), and she and Ryan share a

passion for community outreach. Whether Ryan is working in the real estate business, at home with his family, or supporting his larger community, his intentions remain the same—to lead with service in everything he does.

In real estate, that means working for the clients' best interests. With family, Ryan serves by staying present with his kids and keeping his work/life balance in focus. In the community, Ryan serves by sharing his love for Tucson and elevating those around him.

"Tucson is a really special place. It's a wonderful community that seems to always band together. It makes it a fun place to be," Ryan smiles. "If I donate to an organization and business comes from it, great. But if not, I've helped a charity and people, and that's what it's all about."



Ryan, Alek, Dora, and Andres

**CHARITY SPOTLIGHT**

As a former collegiate athlete and employee within athletics departments, Ryan understands the impact that sports can have on youth. That's why many of the organizations he supports help bring athletics to local youth.

The Tucson Conquistadores are comprised of up to 60 active business and professional members (and a total

membership of 218 members) who represent a cross-section of the Tucson community. In addition to their involvement with professional golf, the group has established the Tucson Conquistadores Foundation. Key beneficiaries of the Conquistadores' fundraising efforts include southern Arizona youth athletic programs and colon cancer advocacy organizations. For

more information, visit [tucsonconquistadores.com](http://tucsonconquistadores.com).

**First Tee of Tucson** is an international youth development organization that brings golf and its inherent values to young people through after-school and in-school programs. Ryan is the 2021 Treasurer. For more information, visit [firstteetucson.org](http://firstteetucson.org).

**Make-A-Wish of Arizona** helps fulfill the wishes of children with a critical illness. For more information, visit [wish.org/arizona](http://wish.org/arizona).

**TROT (Therapeutic Riding of Tucson)** enriches the lives of individuals with special needs using equine-assisted activities and therapies to improve physical, mental, social, and emotional well-being. For more information, visit [trotarizona.org](http://trotarizona.org).



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# the many adventures of SUE WEST

By: **Kylea Bitoka** • Photography by: **Jacquelynn Buck**

*The plane descended, landing on the grass runway. The pigs, goats, and chickens were unphased; however, Sue and Len West had never experienced a flight quite like that one. “For over a year, we had been planning a trip to Australia to scuba dive the Great Barrier Reef. I ended up being pregnant with our oldest at the time. So, I couldn’t dive, but I was able to snorkel. We had missed our boat out of Sydney for a tour along the east coast of Australia.” Sue and Len had to get special permission from the Australian government to take a plane that could meet up with their boat since the dock and landing sites were on Aboriginal land. Sue and Len boarded the plane, along with the Aborigines and their various livestock and poultry. “Once we landed, we only had 20 minutes to grab our luggage and run to the dock ... that was the beginning of a wonderful adventure in Australia.”*



Ashley, Sue, Len,  
and Danielle

▶ featuring

it. “I ran into Linda McCartney at the grocery store, if only I had known it was her!” Sue shares the fun story, “I was at a little market that used to be on the east side of town called Bayless. I stood in line waiting to check out, looking at my coupons and chatting with the lady ahead of me in line. She was also going through her coupons and had a few that she couldn’t use. She asked if I would like them.” Sue accepted the coupons, and the two continued talking. “She finished checking out and left the store. That’s when the cashier asked me, ‘Do you know who that was?’

I said, ‘No, who was it?’

‘Linda McCartney! Linda and Paul come in here all the time.’”

Sue chuckles and adds, “If only I knew who she was when she gave me her coupons, I would have had her sign them!”

The McCartneys were not the only discovery that Sue would make in Tucson. Before Sue and Len came to Arizona, they lived in Santa Fe, New Mexico, for about a year. Len worked for General Motors, and his job had moved them from Texas to New Mexico and on to Arizona. At the time, Sue didn’t know how significant

Married for 45 years, Sue and Len have had their share of adventures, from scuba diving to skydiving. Sue laughs as she talks about skydiving, “We’ve done a lot of things that many people don’t do.” Their adventurous spirit and love of travel have yet to be quenched—still on their bucket list is an African safari. Sue reminisces about another exciting trip, “We went to Hawaii when the kids were teenagers, we got to snorkel with sea turtles. It was amazing. We also met Stevie Wonder on the airplane! He was on his way to perform at a wedding. We chatted with him and his brother. Stevie Wonder even offered to share his candy with me.” Sue has a knack for being at the right place at the right time, even if she doesn’t always realize



Enjoying  
the beach in  
Rocky Point



Go  
Wildcats!





“  
*The best advice I've received came from my grandmother,*  
**‘ENJOY LIFE AND BE YOURSELF. DON'T TRY TO CHANGE TO BE SOMETHING THAT YOU ARE NOT BECAUSE YOU WON'T BE HAPPY.’**”

that move would be. Looking back, Sue is grateful because it introduced her to new opportunities. “We learned so much through our moves. While moving away from family is difficult, it also opened avenues to grow and connect with different people. Being introduced to new ideas and cultures opens your mind and helps you be more understanding. It's an experience that helped shape me into who I am today.”

Though far from family, Sue kept her grandma's wisdom close at heart. “The best advice I've received came from my grandmother: ‘Enjoy life and be yourself. Don't try to change to be something that you are not because you won't be happy.’ My grandma lived by that. She was a woman ahead of her time. She wore slacks when most women wore dresses or skirts. She loved to laugh, and one of my favorite memories was how she always used to take me out for ice cream. She ordered chocolate every time. She'd offer for me to take a taste of her ice cream, and she would taste mine.”

When a friend suggested real estate, Sue took her grandmother's advice and followed her heart. Before having kids, Sue had worked as a caseworker and then in sales and marketing in the managed care industry. “I had taken some time to be home and raise our young daughters. I knew I wouldn't go back to managed care; it was very intense, and I wanted to be active in my kids' lives.” Once licensed, Sue joined Coldwell Banker Realty in 2001 and never looked back.

Sue still remembers her very first listing. “I was so pleased, in fact, I was giddy with excitement! I was on floor duty in the office when a lady called in and said she wanted to sell her house.” Sue scheduled a time to view the house. “It was a 1950s house. I walked into the kitchen, and everything was Pepto

Bismol pink. The appliances were the originals and included a pink cooktop on the Formica counter, a pink oven, and a pink refrigerator, all classics and in working order. In the master bathroom, there was a pink toilet and a pink tub. My client loved pink! I have never seen another kitchen or bathroom like that one. I promoted it as a classic and cozy vintage home.” Sue smiles, “That's the very first house I sold, and I will always cherish it. I wish I had kept a photo of it. It was a fun one!”

With each transaction, Sue learned, and her business grew. Now she specializes in relocation, and has graduated from floor duty leads to referrals. Sue loves using her moving experience and expertise in real estate to help other families transition to Tucson. “I'm so honored that I've been able to work with the same clients multiple times. Now I am at an exciting point where I get to help the next generation. My children's friends are buying and selling; I get the privilege of guiding them through the process.”

Her daughters, Danielle and Ashley, grew up in Tucson and attended the University of Arizona. Danielle is married to Nick Johnson, and they have a daughter, Denver. Ashley is about to embark into the world of real estate. “I am thrilled! I'm looking forward to partnering together until she gets on her feet and is ready to go out on her own.” With the birth of her granddaughter, a new chapter started for Sue as a grandmother. “Denver is the sweetest little girl, so smart and already opinionated. We have so much fun together.” Sue looks forward to experiencing more adventures and creating special memories with Denver and the rest of the family – memories she hopes they'll treasure like the ones she cherishes of time spent with her grandmother.

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–June 30, 2021

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	179.0	54,157,685	302,557
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	203.0	52,696,396	259,588
3	Lisa M Bayless (22524) of Long Realty Company (16717)	75.0	40,886,130	545,148
4	Don Vallee (13267) of Long Realty Company (298)	72.0	37,787,651	524,828
5	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	78.0	37,221,150	477,194
6	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	135.0	36,878,480	273,174
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona -478310	120.0	35,842,443	298,687
8	Laura Sayers (13644) of Long Realty Company (16717)	70.5	35,296,293	500,657
9	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	29.0	34,130,688	1,176,920
10	Russell P Long (1193) of Long Realty Company (298)	33.0	33,530,540	1,016,077
11	Kaukaha S Watanabe (22275) of eXp Realty (495203)	104.5	30,657,323	293,372
12	Peter Deluca (9105) of Long Realty Company (298)	55.0	29,976,992	545,036
13	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	72.5	29,243,426	403,358
14	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	78.0	27,653,642	354,534
15	Leslie Heros (17827) of Long Realty Company (16706)	37.5	26,707,764	712,207
16	Paula Williams (10840) of Long Realty Company (16706)	43.5	25,098,725	576,982
17	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	56.0	23,793,700	424,888
18	Suzanne Corona (11830) of Long Realty Company (16717)	14.0	23,518,241	1,679,874
19	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	77.5	22,718,305	293,139
20	Barbara C Bardach (17751) of Long Realty Company (16717)	16.0	22,475,500	1,404,719
21	Brenda O'Brien (11918) of Long Realty Company (16717)	34.0	22,365,200	657,800
22	Jim Storey (27624) of Tierra Antigua Realty (2866)	34.0	22,347,565	657,281
23	Jose Campillo (32992) of Tierra Antigua Realty (2866)	88.0	21,536,850	244,737
24	Sandra M Northcutt (18950) of Long Realty Company (16727)	49.0	21,449,500	437,745
25	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	54.0	20,170,760	373,533
26	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	21.5	19,815,500	921,651
27	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	32.0	19,389,540	605,923
28	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	64.0	19,357,000	302,453
29	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	75.5	19,282,647	255,399
30	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	16.0	19,145,000	1,196,562
31	Laurie Hassey (11711) of Long Realty Company (16731)	37.5	18,670,450	497,879
32	Jameson Gray (14214) of Gray St. Onge (52154)	16.0	18,528,044	1,158,003
33	McKenna St. Onge (31758) of Gray St. Onge (52154)	16.0	18,528,044	1,158,003

Rank	Name	Sides	Volume	Average
34	Rob Lamb (1572) of Long Realty Company (16725)	30.5	18,373,400	602,407
35	Patty Howard (5346) of Long Realty Company (16706)	14.5	18,197,050	1,254,969
36	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	60.0	18,161,197	302,687
37	Patricia Sable (27022) of Long Realty Company (16706)	22.0	17,808,288	809,468
38	Cindie Wolfe (14784) of Long Realty Company (16717)	33.0	17,801,731	539,446
39	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	22.0	17,196,631	781,665
40	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	14.5	16,525,500	1,139,690
41	Joshua Waggoner (14045) of Long Realty Company (16706)	14.0	16,452,836	1,175,203
42	Denice Osbourne (10387) of Long Realty Company (298) and 1 prior office	37.0	15,857,122	428,571
43	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	50.0	15,815,984	316,320
44	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	47.0	15,468,538	329,118
45	Candy Bowen (37722) of Realty Executives Arizona Territory (498303)	59.5	15,090,530	253,622
46	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	38.0	15,085,364	396,983
47	Scott Melde (38588) of eXp Realty (495203)	55.0	14,942,973	271,690
48	John E Billings (17459) of Long Realty Company (16717)	35.5	14,574,750	410,556
49	Jay Lotoski (27768) of Long Realty Company (16717)	47.5	14,124,700	297,362
50	Anthony D Schaefer (31073) of Long Realty Company (298)	34.0	14,113,650	415,107

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–June 30, 2021

Rank	Name	Sides	Volume	Average
51	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	14.0	14,043,825	1,003,130
52	Alfred R LaPeter (32582) of Long Realty Company (16717)	22.5	13,902,350	617,882
53	Tom Ebenhack (26304) of Long Realty Company (16706)	40.0	13,847,460	346,186
54	Tom Peckham (7785) of Long Realty Company (16706)	18.0	13,455,500	747,528
55	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	35.5	13,412,401	377,814
56	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	11.5	13,398,000	1,165,043
57	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	31.0	13,247,830	427,349
58	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	20.5	12,868,486	627,731
59	Nicole Jessica Churchill (28164) of eXp Realty (495208)	40.5	12,663,001	312,667
60	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	23.0	12,598,400	547,757
61	Debra M Quadt (16709) of Redfin Corporation (477801)	32.0	12,527,000	391,469
62	Tyler Lopez (29866) of Long Realty Company (16719) and 1 prior office	42.5	12,299,492	289,400
63	Tori Marshall (35657) of Coldwell Banker Realty (70207)	28.5	12,236,950	429,367
64	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	43.5	12,135,910	278,986
65	Jeffery Ell (19955) of eXp Realty (495211) and 2 prior offices	25.5	12,128,701	475,635
66	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	26.0	12,100,600	465,408
67	Tracy Wood (36252) of Realty One Group Integrity (51535)	16.0	12,017,900	751,119
68	Paula J MacRae (11157) of OMNI Homes International (5791)	20.0	11,843,357	592,168
69	Jennifer C Anderson (16896) of Long Realty Company (16724)	35.5	11,611,237	327,077
70	Michele O'Brien (14021) of Long Realty Company (16717)	21.0	11,577,365	551,303
71	Kristi Penrod (33258) of Redfin Corporation (477801)	17.0	11,534,900	678,524
72	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	38.0	11,493,950	302,472
73	Susan Denis (14572) of Tierra Antigua Realty (2866)	27.5	11,449,750	416,355
74	Ronnie Spece (19664) of At Home Desert Realty (4637)	32.0	11,438,400	357,450
75	Roderick D Ward (56293) of Trelora Realty (52039)	39.0	11,340,225	290,775
76	Gary B Roberts (6358) of Long Realty Company (16733)	30.0	11,322,600	377,420
77	Helen Curtis (15010) of OMNI Homes International (5791)	39.0	11,222,000	287,744
78	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	34.0	11,121,846	327,113
79	Louis Parrish (6411) of United Real Estate Specialists (5947)	15.0	11,093,706	739,580
80	Lori C Mares (19448) of Long Realty Company (16719)	31.0	10,910,083	351,938
81	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	45.0	10,884,101	241,869
82	Nestor M Davila (17982) of eXp Realty 01 (495204) and 1 prior office	40.0	10,851,415	271,285
83	Phil Le Peau (39491) of OMNI Homes International (5791)	17.0	10,822,500	636,618

Rank	Name	Sides	Volume	Average
84	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	24.0	10,787,900	449,496
85	Elliot J Anderson (20567) of eXp Realty (495201)	32.5	10,776,910	331,597
86	Bob Norris (14601) of Long Realty Company (16733)	27.5	10,764,600	391,440
87	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	49.0	10,641,900	217,182
88	Brittany Palma (32760) of 1st Heritage Realty (133)	36.5	10,592,300	290,200
89	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	26.5	10,527,000	397,245
90	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	30.0	10,466,775	348,892
91	Dana Blane Reddington (52423) of Long Realty Company (16728)	18.5	10,436,625	564,142
92	Kynn C Escalante (8137) of WeMoveTucson (2536)	12.0	10,423,025	868,585
93	Catherine Wolfson (1993) of Coldwell Banker Realty (70202)	13.0	10,355,800	796,600
94	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	48.5	10,314,150	212,663
95	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	24.5	10,293,266	420,133
96	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	5.5	10,259,329	1,865,333
97	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	19.5	10,211,152	523,649
98	Alicia Girard (31626) of Long Realty Company (16717)	23.0	10,203,474	443,629
99	Ashley Kimberlin (18406) of Realty Executives Arizona Territory (498306)	33.5	10,191,600	304,227
100	Angela Tennison (15175) of Long Realty Company (16719)	19.0	10,121,906	532,732

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# TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–June 30, 2021

Rank	Name	Sides	Volume	Average
101	Leslie B Brown (35667) of Oracle Land & Homes (875)	18.5	10,066,500	544,135
102	Heather Shallenberger (10179) of Long Realty Company (16717)	26.0	9,881,400	380,054
103	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	32.0	9,857,900	308,059
104	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	25.0	9,728,900	389,156
105	Leslie M Brown (32753) of Oracle Land & Homes (875)	17.5	9,709,000	554,800
106	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory -498306	31.5	9,696,750	307,833
107	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	29.5	9,675,400	327,980
108	Dottie May (25551) of Long Realty Company (16728)	15.0	9,643,750	642,917
109	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	20.5	9,593,300	467,966
110	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	20.5	9,557,035	466,197
111	Jerimiah E Taylor (17606) of Keller Williams Southern Arizona (478306)	31.5	9,518,059	302,161
112	Renee Powers (12832) of Tierra Antigua Realty (2866)	14.0	9,453,100	675,221
113	Robin M Stirn (142031) of Long Realty -Green Valley (16716)	38.0	9,440,450	248,433
114	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	15.0	9,433,450	628,897
115	Kemena Rene Duany (37934) of OMNI Homes International (5791)	20.0	9,351,400	467,570
116	Jennifer Philips (16201) of Real Broker (52446) and 1 prior office	33.5	9,343,325	278,905
117	Pam Treece (13186) of Long Realty Company (16717)	19.5	9,209,600	472,287
118	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	18.0	9,174,500	509,694
119	Margaret E. Nicholson (27112) of Long Realty Company (16728)	14.0	9,138,750	652,768
120	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	28.0	9,081,850	324,352
121	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	23.0	9,045,051	393,263
122	Lee Ann Gettinger-Savage (20667) of OMNI Homes International (5791)	19.0	9,027,000	475,105
123	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	35.5	9,022,200	254,146
124	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	33.5	9,013,165	269,050
125	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	23.0	8,994,360	391,059
126	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	21.5	8,953,940	416,462
127	Dina M Hogg (17312) of eXp Realty 01 (495204)	26.5	8,919,900	336,600
128	Martha F Staten (25526) of Long Realty Company (16717)	12.0	8,907,000	742,250
129	William Daniel Wesson (728) of The Waterfall Group, LLC (2262)	38.5	8,880,772	230,669
130	Gary P Brasher (80408123) of Russ Lyon Sotheby's Intl Realt (472205)	25.0	8,879,240	355,170
131	Matthew F James (20088) of Long Realty Company (16706)	16.5	8,811,000	534,000
132	Kendra Nichole Haro (52622) of Redfin Corporation (477801)	24.0	8,799,404	366,642
133	Sue Brooks (25916) of Long Realty Company (16706)	19.0	8,753,550	460,713

Rank	Name	Sides	Volume	Average
134	James Servoss (15515) of Keller Williams Southern Arizona (478306)	34.0	8,668,750	254,963
135	Jerri Szach (6050) of Long Realty Company (16706)	16.0	8,578,000	536,125
136	Andrew Smith (38920) of Keller Williams Southern Arizona (4783)	26.0	8,549,450	328,825
137	Maren Seidler (19694) of Long Realty Company (16728)	19.0	8,478,754	446,250
138	Sonya M. Lucero (27425) of Long Realty Company (16719)	29.0	8,467,440	291,981
139	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	22.0	8,209,322	373,151
140	Pam Ruggeroli (13471) of Long Realty Company (16719)	24.0	8,188,415	341,184
141	Sherri Vis (54719) of Redfin Corporation (477801)	19.0	8,187,220	430,906
142	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	28.0	8,181,800	292,207
143	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	25.5	8,164,000	320,157
144	Wanda Fudge (28579) of Long Realty Company (16728)	20.0	8,161,055	408,053
145	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	14.0	8,126,388	580,456
146	Rebecca Maher (11616) of Long Realty Company (16719)	15.0	8,123,500	541,567
147	Jared Andrew English (35632) of Congress Realty (3096)	22.0	8,103,945	368,361
148	Rosemary Lacy (11919) of Long Realty Company (298)	26.0	8,063,361	310,129
149	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	35.0	8,062,750	230,364
150	Calvin Case (13173) of OMNI Homes International (5791)	25.5	8,049,696	315,674

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