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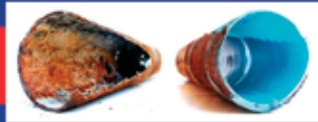
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CONGRATULATIONS ROBERT HATCH

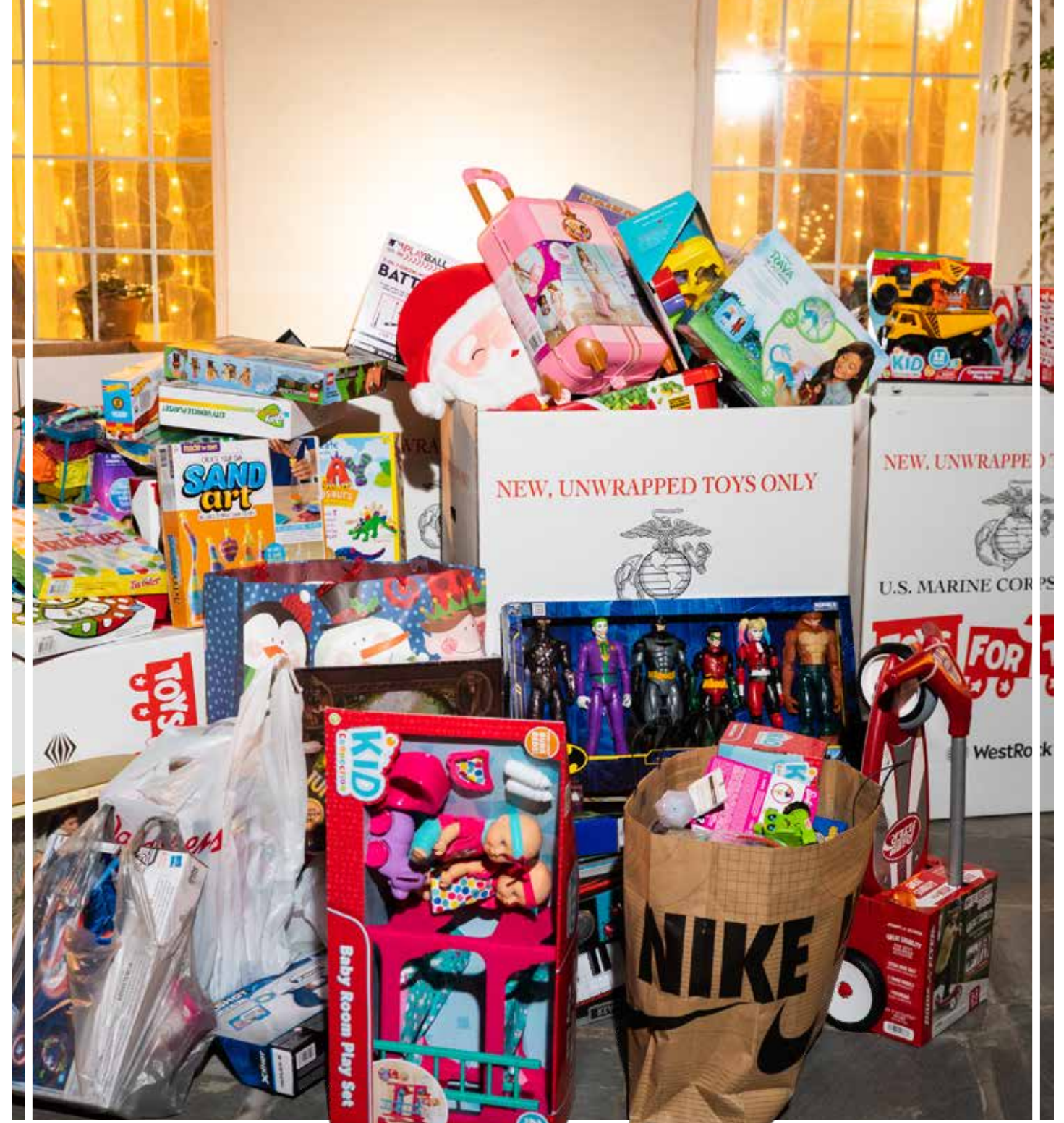
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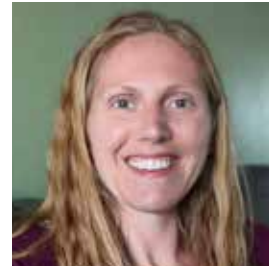
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Let the CHEER BEGIN!

►► publisher's note

story behind many ornaments as I hand them to the kids/grandkids to put on the tree. Going to the Gaslight Christmas show with the whole family (almost 50 will be in town this year)! What a treat orchestrated by my husband's parents for close to 20 years.

Hosting our annual Cajun Christmas Eve gathering for friends and family is a tradition that brings such joy and we know fills their hearts and tummies with goodness. Being from New Orleans and having years of experience cooking tasty Cajun food makes it so fun to share. So, year after year, we cook chicken and sausage gumbo, crawfish etouffee, red beans and rice, bread pudding, beignets, homemade eggnog, and various other dishes. We bring Christmas cheer and show our love through great food and our hospitality!

What will you be planning? What traditions does your family have? How will you make those you love and treasure know how much you care? For me, it always starts with being intentional and I can always use a hardy slap on the back to remind me what really matters. My hope is we can all encourage one another toward the higher calling!

Truly thankful for all the friendships I have made through this TRP community and I am looking forward to meeting, encouraging, and being encouraged by more and more of YOU! Real estate may bring us together but the common dreams and goals ignite our friendships. And I am forever grateful!

My hope for you is 2022 be memorable and awesome!

Delilah

Take a cool deep breath! 2021 is almost over and as December begins and the excitement of the holidays unfolds some of us are focused on the new year ahead. Some are even anticipating what 2022 will mean and setting goals, putting systems in place, and planning ways to ensure it will be meaningful. As a top producer, I am sure you are in that boat.

My encouragement to you (and to me) is to let December be the month you make a point to show those you love and care for they matter. How will we accomplish spending cherished time and making memories that can elicit a smile for years to come?

For me, it has to start with ideas and then I have to have a plan, yet be super flexible with our pretty large family and 10 grandkids. Some of the traditions we have done as a family (although not every year) are baking gingerbread houses and decorating them together. Decorating the tree together - with hot chocolate, Christmas songs, and me telling the



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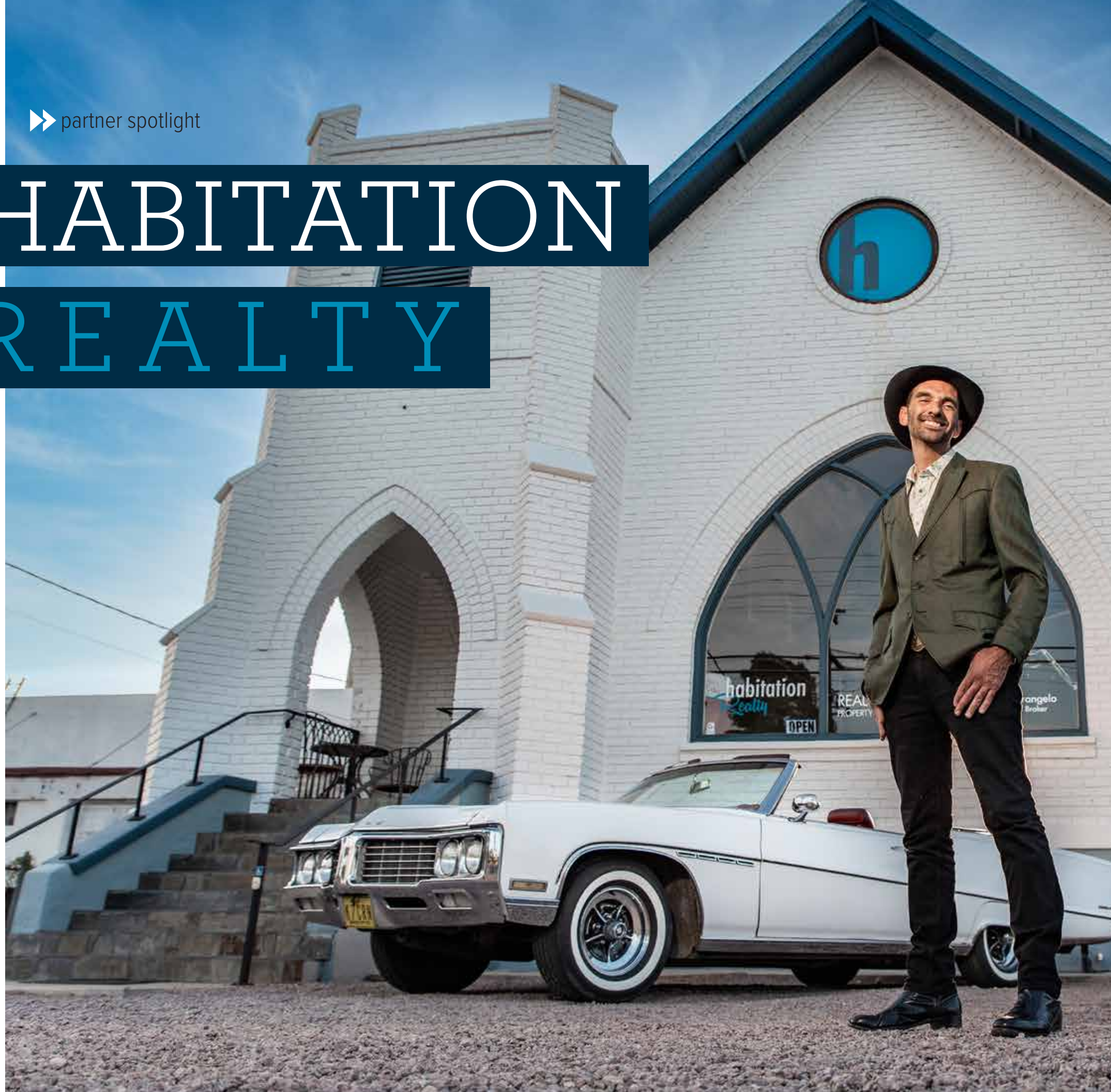
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▶ partner spotlight

HABITATION

REALTY



ALEX MASTRANGELO

Photography by Casey James • By Kylea Bitoka

Alex Mastrangelo carefully wrote the first entry of rent payment in his ledger. A senior at the University of Arizona, Alex had just bought his first house. "I worked hard to save enough money for the down payment. However, as a college student, I didn't have a reliable income. I needed to guarantee I could pay my mortgage each month, so I rented out rooms to cover the payment." In that simple solution, the foundation for Habitation Realty was laid. As Alex collected rent and paid his mortgage, he realized the benefits and potential of a passive income. "I became an investor at a young age. This was back when anyone with a pulse could get a loan. I would get a loan, buy a property, and rent it out."

While Alex enjoyed investing in properties, he never considered real estate as a career until he discovered Centra Realty. "I studied communication and creative writing. When I graduated, I had no idea what I was going to do. I was working odd jobs until I heard about a small brokerage on 4th Avenue. It was the first time I realized that a brokerage could be a small business with an actual broker you could talk to. I asked the broker, Colette Barajas, 'If I get my real estate license will you hire me?'" Once licensed, Alex worked for Centra Realty until he was ready to start his own boutique firm. "In 2007, I started Habitation Realty. I was 28 years old and had no idea how to run a business, but I knew it was what I wanted to do." Starting a new business always carries risks, but the timing would make this venture even riskier. "I would go to listings and realize that the seller was upside down on the mortgage. I don't think short sales are the best option for a seller." Based on his experience, Alex recommended renting instead of selling. "I didn't have anyone I could refer my clients to for property management, so I started managing the rentals."

Alex embraced the learning process, "Some of the best advice I've received came from the business coach that I hired about seven years ago." Alex laughs as he continues, "My coach quickly realized that I had a lot to learn. When he asked me for a profit and loss statement, I handed him my tax return!" The coach started Alex at square one and advised him that his job was to run the business not work in it. "It took a few years, I couldn't do it overnight, but I learned how to effectively hire, prioritize, and delegate. I realized I had a passion for growing my property management company, and that's what I wanted to focus on."

Habitation Realty provides residential management services for single and multi-unit housing in Tucson and Bisbee. "Our goal is to take the stress of owning a property away from our clients, and allow them to maximize the return on their investment." From his experience, Alex understands what investors are dealing with. "I know how much work they put in and the risks that landlords



“OUR GOAL IS TO TAKE THE STRESS OF OWNING A PROPERTY AWAY FROM OUR CLIENTS, & ALLOW THEM TO MAXIMIZE THE RETURN ON THEIR INVESTMENT.”



face from finances to liability. I enjoy helping people make the most of their investments.” Through bespoke marketing and rigorous tenant screening, Habitation Realty consistently keeps its default and vacancy rate below one percent. “REALTORS® can trust us to take care of their clients as they would. We inspect properties every six months and give a report. A vacant property costs money; we always want to keep it occupied.” Habitation Realty uses a transparent, simple fee structure, with no additional charges to owners. “We also use third-party contractors for all maintenance, so our only incentive during repairs is to get the job done correctly.” As a REALTOR®, Alex understands why agents can be reluctant to refer their clients, “We value our referral partners, and we will always send clients back when it’s time to buy or sell. We do not solicit business from our property management clients. We track each referral to make sure they go back to the original agent.”

Under Alex’s leadership Habitation Realty has built its portfolio to almost 500 units, and it continues to grow each year. Alex readily puts in the time and energy to ensure Habitation Realty continually takes its business to the next level. “I learned my work

ethic from my dad; he was a great role model. He worked as a corporate attorney. It was long hours, but when he was home, he made the most of his time. He would work on different projects, whether it was building a fence, fixing a shelf, or other repairs around the house. He would always take the time to show me what he was doing. I learned that being productive was a good way to get through the day. He showed me the importance of balance between the different types of work.” Mechanically inclined like his dad, Alex will spend a day in his garage to unwind and recharge. “I enjoy restoring classic cars. Working on a car gives me time to think which is so valuable.” As a single father, Alex is determined to take advantage of

every moment with his son, Dashiell, before he grows up. “Whenever I get a car running, we go for the first ride together. I love to travel the back roads of Arizona and explore new places.” Alex hopes to pass on the lessons he learned from his dad and model the rewards of a strong work ethic. “Being a single dad, we spend a lot of time together. He sees the hard work it takes and experiences the fun like when we travel together.”

From young investor to REALTOR® to successful entrepreneur—Alex looks forward to the next stages of his journey as he continues to grow his business.

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“A HOME IS THE BEST GIFT ANYONE CAN GET,” Kathie Grabosch smiles.

As Kathie’s clients pull up to their newly-closed home, they are welcomed with a unique surprise. Their door is wrapped in a ribbon and a bow, and they are greeted with a sign and a welcome mat. This is just one of the ways that Kathie goes above and beyond for her clients.

“My clients, they love it. They often send me pictures. I went back to a home yesterday for an Airman, and he still has it up three weeks after closing. A lot of clients leave it up quite a while,” Kathie says. “I love doing it. I like giving them that little bit extra. It’s a big event. I want to put a smile on their faces and give them a big congratulations.”

Discovering Her Path

Door wrapping is a microcosm of how Kathie runs her real estate business. She works primarily by referral and focuses on going the extra mile for every buyer and seller. She leads with empathy, listening skills, and a personal touch.



As a single agent, she is responsible for every step in a transaction—and that’s just the way she likes it. Yet, Kathie wasn’t always *single and slaying it*. She spent almost a decade of her career on an established team.

Kathie began her real estate career in 2007. She started on her own, but after a year of trying to find her footing in the business, she joined a team. For nine years, she established her reputation and business. In 2017, when her team lead retired, she finally made the jump.

“I had a couple of different companies talking to me and I had other agents ask me about joining their teams. But I already had my business going in a referral direction and knew I had the knowledge and skills to be successful. I said, ‘I can do this on my own.’”

Kathie’s belief in herself has translated into success, and her business has grown each year since. In 2020, she closed nearly \$6 million, and in 2021, she is tracking to close over \$8 million.



“

MAYBE THE DOOR WRAPPING IS LIKE MY BULLETIN BOARDS FROM PAST CLASSROOMS. Kathie laughs. THE TEACHING PART, IT’S ALWAYS THERE FOR ME. ONLY NOW I GET TO TEACH ABOUT HOMEOWNERSHIP, EFFECTIVE HOME SELLING, AND ALL THINGS REAL ESTATE.

”



•••

"I like touching every part of a transaction. My clients know I'll personally take them through the whole process. That's important to me. I really enjoy taking care of each and every one of my clients and developing a relationship with them that lasts for years to come."

The Heart of a Teacher

Before becoming a real estate agent, Kathie spent eleven years as an educator. She often heard that teachers make good REALTORS®, and in her experience, she humbly agrees.

"I fully believe that," Kathie says. "Once a teacher, always a teacher. Being a teacher is part of who I am. That part of me shows up every day."

Kathie believes that her education and experience as a teacher help her understand the different types of people she encounters. Her ability to communicate clearly and walk someone through a new process has proven valuable.

"Maybe the door wrapping is like my bulletin boards from past classrooms," Kathie laughs. "The teaching part, it's always there for me. Only now I get to teach about homeownership, effective home selling, and all things real estate."

A Life Well Lived

Kathie is grateful for the life her real estate career has afforded her. Her family has always been her number one priority, and her real estate career has allowed her to be a present wife and mother. She has been married to her husband, Jason, for 30 years, and their children, Brett, Ryan, and Brooke, are 23, 20, and 17, respectively.

"Real estate, although countless hours, is flexible, and it is very seldom that I have had to miss an event. Real estate has also allowed me to contribute financially to our family so that our kids can take part in a variety of extra-curricular activities."



With her daughter less than one year away from college, Kathie is almost an empty-nester. It'll be a significant change, and the impending shift has offered her the opportunity to reflect on the impact she wants to leave in this world.

"What do you want to be remembered for?" we asked Kathie.

"Turning 50 this year, this is something that is coming to mind more often. That I was a person of integrity, faith, loved my family, that I truly cared for people, and that I loved what I was blessed to do."

Cathy WOLFSON

▶ single and slaying it!

PERSPECTIVE CHANGES EVERYTHING

Photography by Jacquelynn Buck
By Kylea Bitoka

Cathy Wolfson had to hit the brakes quickly. The saguaro toppled to the floor; dirt and spines sticking to the clean carpet of her brand-new car. Cathy laughs as she tells the story, "There's always something that happens to break in a new vehicle. I was finding stickers in my carpet for months afterward! Thankfully the baby saguaro was uninjured and I planted it in my yard." The saguaro was a gift from her clients at closing. Over eight years later, the saguaro is flourishing in her yard, and Cathy looks forward to helping this client with their next venture during their upcoming appointment.

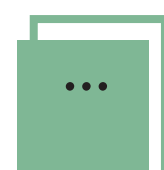


If there's a secret to Cathy's success as an individual agent, it's revealed in each transaction, from her sense of humor to her intentionality, perspective, and care that she brings to the table. "I still remember the advice Kandy Walsh gave me during my first transaction, 'Once we get in the car, don't talk about the houses; listen and learn about your clients.' The relationships have always been the priority; every client is my most important client."

Cathy discovered real estate at a young age. "During college, I worked at my family's real estate company on the weekends. I answered the office phone; it was back in the day when REALTORS® only had pagers. I also filed the listings. MLS was a series of big books. The listings had to be changed out every day whenever there was a new listing, a property sold, or the price changed." As an art major, real estate was a more logical choice for a sustainable career. However, it was also something Cathy enjoyed. "It's never felt like a job, and I think that's a good thing." While she didn't pursue a career as an artist, she still enjoys painting or sketching in her free time. "It's refreshing to get out with my watercolor sketch kit and paint different landscapes around Tucson." Cathy adds, "It's good for the head; it helps keep me sane."

During a motivational class, Cathy came across a perspective that would help shape her own. "The speaker talked about working each day as it is rather than rushing through each day to get to the next vacation or next big goal. For me, it was a different way to look at life. Every day brings something new; it's important to make the most of it." It was especially true the day that Cathy met her husband, Mark, for happy hour, and he told her he had cancer. "One day everything is fine, and then the next day, the whole world turns upside down. That was when I really learned to take it one day at a time. There were days when I was pretty scared. I was at the hospital every day for about five weeks. When he came home, he was on dialysis." As Cathy took care of her husband, everything else was put on hold. "I think I sold one listing while in the hospital. I am grateful for my office buddy, Sue West, and everyone in my office who helped me during

“
For me, it was a different way to look at life. Every day brings something new; it's important to make the most of it.
”



that time. It was a challenging experience; thankfully, Mark overcame it!"

Cathy and Mark were thrilled to celebrate their 31st wedding anniversary in November. Cathy cherishes any time spent with family. "Our kids are young adults now; I love when Ryan and Mia come over for dinner, and we all get to hang out and talk." Another favorite family pastime and something that has become a Tucson tradition is the Tucson Reptile and Amphibian Show. "Mark and his friend Larry started the show about 20 years ago. It began as a sidewalk sale, and it just kept growing!" Cathy shares all the different critters the kids had while growing up. "They had snakes, skinks, frogs, and tortoises. At one point, we had 200 snakes. Mark added a room off the garage specifically for breeding snakes." Cathy laughs as she remembers, "Once one of the pet snakes escaped into my son's karate bag and went to karate with him!" Now, the kids and reptiles are out of the house and their pets are of the more common variety—a cat and a dog.

An active member in the community, Cathy served as the Vice President on the Tucson Association of REALTORS® board this last year. "It's been a rewarding experience as we have navigated the challenges of the past year while supporting the local community. The Women's Council of REALTORS® just sponsored a cake auction that raised \$20,000 for the Make A Wish Foundation. It was a blast!" Whether in life or real estate, for Cathy, it is always about the people and relationships. "I hope to be remembered for my contributions to the community, industry, and my clients. TAR and my company (Coldwell Banker) are like my family. All the REALTORS® out there are like my cousins. We need to help and support each other; it's beneficial for everyone, especially our clients."



We need to help and support each other; it's beneficial for everyone, especially our clients.



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FEATURING

BARBARA BARDACH



▶▶ single and slaying it!

Photography by
Casey James
By Zachary Cohen

NO SLOWING DOWN

When Barbara Bardach and her husband Stu retired from their long careers as Silicon Valley high-tech executives in 2000, they transitioned into a new stage of life. The couple left the Bay Area to split their time between Washington State and Arizona.

“We also owned a waterfront home on San Juan Island; that was our vacation home,” Barbara adds. “When we retired, we thought we would live there for part of the year and here in Arizona for part of the year. However, after four years, I got tired of moving back and forth, so we decided to live permanently in Oro Valley and build our home in Stone Canyon, where we had been members since 2000.”

In Tucson, Barbara and Stu settled into retired life. The lifestyle was a perfect match for Stu, who enjoys spending time at home. Barbara, however, found that she was restless.

“My mother worked right through the age of 90. She lived to be over 100 and was always organizing or heading up something. Always busy, successful, and living to work. I got that work passion from her,” Barbara reflects.

Barbara followed in her mother’s footsteps in more ways than one.

“When I was young, my mother and I would spend time going to open houses and re-designing floor plans. I always loved that, so I decided real estate would be a good final career.”

BEGINNING AGAIN

In 2005, Barbara officially launched her real estate career. As she jokes, she “truly flunked retirement.”

“Of course, I didn’t know how to do anything other than dive straight in,” Barbara smiles.

Barbara was named Rookie of the Year in her first year, and she’s been a top agent ever since. She’s an individual agent that loves the hunt and front-end activities. Stu also has his license to help with paperwork and back-end systems.

“If you love what you do, you’ll do it well. And if you do it well, then you’ll love it even more,” Barbara exclaims.

Barbara has achieved success by selecting a niche and sticking to it. Rather than trying to serve all types of clients, she has honed in on working with clientele who seek properties she knows best—luxury gated and golf properties.

“I’m a businessperson. In business, the most important thing you can do is focus on what you know. I’m used to working with executives, and I understand the type of lifestyle they seek and how they like to do business. As a lover of golf and member of Stone Canyon, my sphere naturally enabled me to focus on this area of expertise and become the go-to REALTOR® for fellow members and their referrals. I don’t stray outside my area of expertise,” Barbara explains.

Barbara is also a leader in her community. She has served two terms on the TAR Board of Directors and many years as a volunteer on various TAR and MLS committees. She’s a member of the by-invitation AREA organization, which consists of national and international agents who are active in their local, state, or NAR professional groups.

In her 16 years in real estate, Barbara has closed over \$242 million in sales. In 2020, she closed nearly \$23 million, and in 2021, she’s tracking to close over \$39 million.

ADVICE FROM AN EXPERT

Barbara believes that it is her responsibility to be informed, educated, and up-to-date on market conditions and trends. Early in her



“

When I was young, my mother and I would spend time going to open houses and re-designing floor plans. I always loved that, so I decided real estate would be a good final career.”

In 2005, Barbara officially launched her real estate career. As she jokes, she “truly flunked retirement.”

”

career, she set out to become a luxury property expert, and she has continued to hone her skills as the years go by. Her advice to new agents includes encouraging them to earn their GRI designation, as she did early in her career.

“Getting a GRI will shock you with how much you weren’t taught in real estate school,” Barbara says.

Barbara also recommends that all new agents “Pick something that you are passionate about and knowledgeable.”

“Focus on an area, a type of property, or lifestyle with which you’re familiar and love, and then become the expert. Don’t try to be everything to everybody. People want to work with an expert.”

Barbara also believes networking is essential; she encourages agents to network with peers and clients.

“Real estate is a profession, and you have to take it seriously,” Barbara continues. “I would like to see a higher barrier to entry from an education standpoint. There is a huge amount of responsibility and depth of knowledge required to do a really good job for your clients.”

NO SLOWING DOWN

Barbara considers herself to be a creative thinker, an excellent negotiator, and a strong communicator. One of her strengths is her ability to read between the lines to find what people are really saying.

“I have an uncanny ability to discern what a client actually wants, even if they don’t know what it is. I am investigative by nature (back in high school, my career suitability test results suggested a career as a detective). My prior career was in business development and sales, which requires one to think outside the box. I’m creative and win-win oriented, and was brought up by my father to never take no for an answer.”

Outside work, Barbara enjoys reading, entertaining, walking her dogs, shopping, and playing golf. She hasn’t traveled much recently but hopes to travel more in the near future.

If one thing is clear, it’s that Barbara is passionate about real estate; she envisions many more years selling real estate, helping clients, and mentoring agents.

“I have my mother’s great genes,” she quips. “I don’t think I’ll be slowing down anytime soon.”

MEANT TO BE

Barbara and her husband, Stu, have been married for 44 years. Astonishingly, they got engaged a mere five days after meeting. The pair met at the pool in the apartment complex where they both lived.

“I was out at the pool, and this handsome guy with a great voice and a group of his friends showed up. Normally, I would have left. For some reason, I stayed,” Barbara remembers. “He invited me to join his friends for a party that night. I said, ‘Sure,’ and I never left. Five days after we met, Stu asked me to marry him, and it was like, ‘What took so long?’”

Barbara has been fortunate to work with and learn from some of the best agents in town. She joined Long Realty in 2015 and appreciates the extensive support she’s been offered.

“I am honored to serve with a select team of four exceptional top agents (Maria Anemone, Peter DeLuca, Patty Howard, and Russell Long) as the Steering Committee for Long Realty’s Luxury Alliance Group.”



Patty Howard, Russell Long, Barbara Bardach, and Peter DeLuca

“I have known Barbara for many years and know her to be one of the real professionals in the residential real estate business in Tucson. We have had several high-end sales together, [and] Barbara is always pleasant, reasonable, easy to deal with, holds up her end of the sale, gets done what needs to be done, and excellently represents her client in the transaction. We at Long Realty are blessed to have Barbara as a part of our sales force.”
— Russell Long

“Barbara and I have done many transactions together over the years. We have become great friends through the process, and I cannot say enough about her commitment, professionalism, and true concern for all parties during each deal. I have to add, besides being such a lovely person, she has the most incredible memory of anyone I know. It’s so good it’s spooky.”
— Peter DeLuca

PEER TESTIMONIALS

“Barbara Bardach is a sterling example of what excellence in a real estate professional looks like. Her deep knowledge of the market with a focus on luxury comes from years of experience and diligent attention to detail. She is known for her integrity and work ethic, all of which have created a loyal following from her clients who know that, when working with Barbara, their best interests will always be represented.”
— Patty and Rick Howard

“Barbara has been a good friend and wonderful colleague of mine for many years. She has done an amazing job building her business here in Tucson from nothing. She works 24/7 for her clients and truly cares. I truly admire her business ethics and how she is able to reach across party lines, working with agents in different companies bringing us all together as one team. Barbara is a perfect model for what a real estate broker should strive to become.”
— Maria Anemone

TOP 100 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–October 31, 2021

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	335.0	98,649,760	294,477
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	336.0	88,849,537	264,433
3	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	168.5	68,155,936	404,486
4	Lisa M Bayless (22524) of Long Realty Company (16717)	126.0	67,285,130	534,009
5	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	252.5	61,269,756	242,653
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	111.0	56,441,350	508,481
7	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	209.5	55,446,380	264,661
8	Don Vallee (13267) of Long Realty Company (298)	112.0	54,949,426	490,620
9	Kaukaha S Watanabe (22275) of eXp Realty (495203)	186.0	51,958,998	279,349
10	Peter Deluca (9105) of Long Realty Company (298)	98.5	51,624,000	524,102
11	Laura Sayers (13644) of Long Realty Company (16717)	100.0	50,276,220	502,762
12	Russell P Long (1193) of Long Realty Company (298)	49.0	49,356,790	1,007,281
13	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	41.0	43,398,188	1,058,492
14	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	143.0	43,385,232	303,393
15	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	123.0	41,631,868	338,470
16	Leslie Heros (17827) of Long Realty Company (16706)	63.5	41,486,914	653,337
17	Sandra M Northcutt (18950) of Long Realty Company (16727)	87.5	41,354,000	472,617
18	Rob Lamb (1572) of Long Realty Company (16725)	69.0	38,307,150	555,176
19	Patty Howard (5346) of Long Realty Company (16706)	43.0	38,119,500	886,500
20	Suzanne Corona (11830) of Long Realty Company (16717)	44.0	38,052,251	864,824
21	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	77.0	35,239,261	457,653
22	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	79.0	35,041,200	443,559
23	Barbara C Bardach (17751) of Long Realty Company (16717)	32.5	34,841,500	1,072,046
24	Jose Campillo (32992) of Tierra Antigua Realty (2866)	139.5	34,311,150	245,958
25	Jim Storey (27624) of Tierra Antigua Realty (2866)	56.0	33,889,871	605,176
26	Jay Lotoski (27768) of Long Realty Company (16717)	109.0	33,458,200	306,956
27	Brenda O'Brien (11918) of Long Realty Company (16717)	56.5	33,410,750	591,341
28	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	107.0	33,368,872	311,859
29	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	38.5	33,007,000	857,325
30	Paula Williams (10840) of Long Realty Company (16706)	64.5	32,949,475	510,845
31	Laurie Hassey (11711) of Long Realty Company (16731)	61.0	30,985,900	507,966
32	Denice Osbourne (10387) of Long Realty Company (298) and 1 prior office	69.0	29,774,524	431,515
33	John E Billings (17459) of Long Realty Company (16717)	72.0	29,734,176	412,975

Rank	Name	Sides	Volume	Average
34	Patricia Sable (27022) of Long Realty Company (16706)	38.0	29,514,738	776,704
35	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	107.5	29,247,012	272,065
36	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	47.0	28,413,825	604,549
37	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	74.0	27,862,410	376,519
38	Jameson Gray (14214) of Gray St. Onge (52154)	29.5	27,295,544	925,273
39	McKenna St. Onge (31758) of Gray St. Onge (52154)	28.5	27,253,044	956,247
40	Martin Ryan (35633) of First United Realty, Inc (5764)	33.5	25,915,050	773,584
41	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	107.0	25,530,900	238,607
42	Anthony D Schaefer (31073) of Long Realty Company (298)	62.5	25,523,260	408,372
43	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	85.0	25,426,500	299,135
44	Joshua Waggoner (14045) of Long Realty Company (16706)	25.0	25,299,086	1,011,963
45	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	33.5	25,229,697	753,125
46	Tom Ebenhack (26304) of Long Realty Company (16706)	69.5	24,885,130	358,059
47	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	67.0	24,756,214	369,496
48	Cindie Wolfe (14784) of Long Realty Company (16717)	45.5	24,170,031	531,209
49	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	70.0	24,137,172	344,817
50	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	36.0	24,034,531	667,626

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TOP 100 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–October 31, 2021

Rank	Name	Sides	Volume	Average
51	Scott Melde (38588) of eXp Realty (495203)	85.5	23,938,697	279,985
52	Roderick D Ward (56293) of Trelora Realty (52039)	76.0	23,270,585	306,192
53	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	52.0	23,261,080	447,328
54	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	19.0	22,745,000	1,197,105
55	Candy Bowen (37722) of Realty Executives Arizona Territory (498303)	81.5	22,599,555	277,295
56	Jeffrey M Ell (19955) of eXp Realty (495211) and 2 prior offices	49.0	22,512,571	459,440
57	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	58.0	22,371,500	385,716
58	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	41.0	22,283,575	543,502
59	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	52.5	21,899,108	417,126
60	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	56.5	21,777,478	385,442
61	Tyler Lopez (29866) of Long Realty Company (16719) and 1 prior office	76.5	21,553,380	281,744
62	Nestor M Davila (17982) of eXp Realty 01 (495204) and 2 prior offices	78.0	21,336,255	273,542
63	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	21.0	21,163,100	1,007,767
64	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	20.5	21,029,000	1,025,805
65	Jennifer C Anderson (16896) of Long Realty Company (16724)	63.0	20,886,887	331,538
66	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	50.5	20,732,602	410,547
67	Paula J MacRae (11157) of OMNI Homes International (5791)	37.0	20,602,657	556,829
68	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	73.5	20,225,239	275,173
69	Ronnie Spece (19664) of At Home Desert Realty (4637)	56.0	20,080,999	358,589
70	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	54.0	19,886,146	368,262
71	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	58.5	19,880,175	339,832
72	Nicole Jessica Churchill (28164) of eXp Realty (495208)	66.0	19,856,502	300,856
73	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	34.0	19,854,736	583,963
74	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207) and 1 prior office	30.5	19,796,800	649,075
75	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	58.0	19,618,288	338,246
76	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	109.0	19,439,169	178,341
77	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	74.5	19,432,435	260,838
78	Linda S Gerchick (32660) of Gerchick Real Estate (5353)	30.0	19,030,000	634,333
79	Michele O'Brien (14021) of Long Realty Company (16717)	38.0	18,983,020	499,553
80	Louis Parrish (6411) of United Real Estate Specialists (5947)	27.0	18,733,975	693,851
81	Tori Marshall (35657) of Coldwell Banker Realty (70207)	44.0	18,690,708	424,789
82	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	38.0	18,539,000	487,868
83	Debra M Quadt (16709) of BRE Services (52470) and 1 prior office	49.0	18,505,850	377,670

Rank	Name	Sides	Volume	Average
84	Susan Denis (14572) of Tierra Antigua Realty (2866)	49.0	18,476,662	377,075
85	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	51.5	18,405,862	357,395
86	Heather Shallenberger (10179) of Long Realty Company (16717)	55.0	18,308,752	332,886
87	Ashley Kimberlin (18406) of Realty Executives Arizona Territory (498306)	61.5	18,294,000	297,463
88	Brittany Palma (32760) of 1st Heritage Realty (133)	64.0	18,220,950	284,702
89	Lori C Mares (19448) of Long Realty Company (16719)	47.0	17,915,564	381,182
90	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	17.0	17,756,500	1,044,500
91	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	39.0	17,486,900	448,382
92	Gary B Roberts (6358) of Long Realty Company (16733)	47.5	17,418,500	366,705
93	Tom Peckham (7785) of Long Realty Company (16706)	26.0	17,326,700	666,412
94	Tracy Wood (36252) of Realty One Group Integrity (51535)	29.0	17,317,900	597,169
95	Kendra Nichole Haro (52622) of BRE Services (52470) and 1 prior office	42.0	17,107,379	407,319
96	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	90.5	16,914,850	186,904
97	Yvonne C Bondanza-Whittaker (58689) of Zillow Homes, Inc (52230)	53.0	16,626,585	313,709
98	Helen Curtis (15010) of OMNI Homes International (5791)	55.5	16,552,305	298,240
99	Sherri Vis (54719) of Redfin Corporation (477801)	40.0	16,377,620	409,440
100	Calvin Case (13173) of OMNI Homes International (5791)	52.5	16,232,596	309,192

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TOP 100 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–October 31, 2021

Rank	Name	Sides	Volume	Average
101	David J Walsh (15346) of S J Fowler Real Estate (51299)	47.0	16,176,870	344,189
102	Bob Norris (14601) of Long Realty Company (16733)	43.0	15,815,500	367,802
103	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	33.0	15,779,500	478,167
104	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	41.5	15,776,462	380,156
105	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	40.5	15,621,500	385,716
106	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	45.5	15,594,300	342,732
107	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	30.0	15,583,535	519,451
108	Sue Brooks (25916) of Long Realty Company (16706)	31.0	15,546,600	501,503
109	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	43.5	15,363,539	353,185
110	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	31.5	15,349,240	487,277
111	Phil Le Peau (39491) of OMNI Homes International (5791)	28.5	15,285,850	536,346
112	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610) and 1 prior office	51.5	15,123,900	293,668
113	Alicia Girard (31626) of Long Realty Company (16717)	34.0	15,090,874	443,849
114	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	41.0	14,939,351	364,374
115	Tara Meier (58773) of Zillow Homes, Inc (52230)	47.5	14,937,660	314,477
116	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	50.0	14,843,530	296,871
117	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	44.0	14,838,075	337,229
118	Maria R Anemone (5134) of Long Realty Company (16727) and 1 prior office	18.5	14,711,800	795,232
119	Cheryl Kypreos (59565) of HomeSmart (352401)	53.5	14,654,500	273,916
120	Sonya M. Lucero (27425) of Long Realty Company (16719)	52.0	14,581,795	280,419
121	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	57.0	14,483,101	254,089
122	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	37.5	14,407,010	384,187
123	Jennifer Philips (16201) of Real Broker (52446) and 1 prior office	57.5	14,368,425	249,886
124	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	60.0	14,305,850	238,431
125	Vincent R Yackanin (2249) of Long Realty Company (298)	29.0	14,202,500	489,741
126	Elliot J Anderson (20567) of eXp Realty (495201)	43.5	14,196,010	326,345
127	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	34.0	14,161,152	416,504
128	Richard M Kenney (5903) of Long Realty Company (298) and 1 prior office	25.5	14,053,500	551,118
129	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	48.0	13,998,930	291,644
130	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	23.0	13,951,000	606,565
131	Renee Powers (12832) of Tierra Antigua Realty (2866)	21.5	13,944,600	648,586
132	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	57.0	13,906,650	243,976
133	David K Guthrie (19180) of Long Realty Company (16706)	40.0	13,892,590	347,315

Rank	Name	Sides	Volume	Average
134	Jim Jacobs (7140) of Long Realty Company (16706)	25.0	13,867,550	554,702
135	Matthew F James (20088) of Long Realty Company (16706)	29.5	13,716,660	464,972
136	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	51.0	13,710,800	268,839
137	Jerimiah E Taylor (17606) of Movoto (4649) and 2 prior offices	59.0	13,688,384	232,007
138	Jared Andrew English (35632) of Congress Realty (3096)	37.0	13,629,245	368,358
139	Becky Nolen (7777) of Long Realty Company (16717)	25.0	13,601,900	544,076
140	Tony Ray Baker (5103) of RE/MAX Select (51543) and 1 prior office	38.5	13,595,003	353,117
141	Dana Blane Reddington (52423) of Long Realty Company (16728)	23.5	13,576,125	577,707
142	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	24.0	13,310,672	554,611
143	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	23.0	13,285,500	577,630
144	Andrew Smith (38920) of Keller Williams Southern Arizona (4783)	42.0	13,162,437	313,391
145	Catherine Wolfson (1993) of Coldwell Banker Realty (70202)	18.5	12,920,300	698,395
146	Kemena Rene Duany (37934) of OMNI Homes International (5791)	33.0	12,868,900	389,967
147	Dina M Hogg (17312) of eXp Realty 01 (495204)	40.0	12,776,200	319,405
148	Dottie May (25551) of Long Realty Company (16728)	20.0	12,765,750	638,288
149	Angela Tennison (15175) of Long Realty Company (16719)	24.0	12,736,906	530,704
150	Pam Ruggeroli (13471) of Long Realty Company (16719)	36.0	12,711,315	353,092

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