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CONGRATULATIONS TOP 500! YOU MADE IT!

February always feels like the first publication of the new year! Why? Because we get the new top 500 list right before we deadline for our February issue! And what an exciting time it is to celebrate all of you who have worked so hard in 2020 to be in the top 500! If you have never received our publication before and you are reading this now you were in the top 500 for 2020! Congrats!

Facts of Tucson Real Producers!

Every year, we update our mailing list to include the Top 500 Real Estate Agents in Southern Arizona from the previous year based on independent data estimates. If you're receiving this publication, it's because you cracked the top 500 list for 2020, or manage a brokerage with agents on the list — so congratulations!

For those of you who have been receiving this publication for a while, it means you've consistently ranked

within the top 10% of Southern AZ's Real Estate industry, or run a top-notch brokerage in the area. We hope you are proud to receive this exclusive publication, attend our events, and connect with the other top producers. In case you're wondering, all of the agents featured are based solely on nominations and featured completely for FREE (there's no "pay to play" for articles).

This publication is being provided to you FREE OF CHARGE as a top producer in real estate — the cost of producing, printing, and mailing each issue is covered by the advertising partners. If you're ever in need of top-notch services, we hope you'll turn to our partner index for recommendations, as each has been thoroughly vetted, and contributes significantly to help produce the *Tucson Real Producers* platform. Our partners can be found in the index

of this magazine. The events and publications are designed to increase social connections between top REALTORS® and top affiliates so that the best of the best can grow their businesses together. It is our goal that the events create a culture where there is no "hard selling" but a culture of relationship-building on a more intimate level. For more information on our platform, email Delilah. Royce@RealProducersMag.com.

If we have never met, I would love to find time to sit down and get to know all of my readerships. I want to hear your story and tell you a little more about the TRP community! May 2021 be the year we get to know one another a little better!



To your success!
Delilah

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The Gift of Home

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

NOY Kelly



Noy and Her
Daughter
Alexis



“

I spent three and a half days going through all of the statements. I did my best to account for everything so we could utilize all of the funds and get the buyer into a home.

”



oy Kelly carefully reviewed each bank statement, tracking funds through more than a dozen transfers. As the Vice President of Mortgage Lending at Guaranteed Rate Affinity, she knew it would be an issue for underwriting. “This buyer had made so many different transfers from one account to another, probably over two dozen transactions that needed to be accounted for. I spent three and a half days going through all of the statements. I did my best to account for everything so we could utilize all of the funds and get the buyer into a home.”

...

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In the middle of the Real Producers call, Noy transitions from car Bluetooth to handset, apologizing as she explains the interruption, “I am getting back from a client’s house. She had been having trouble signing in to the online platform, so I went over there to help. I got the issues fixed!”

When asked what sets Guaranteed Rate Affinity apart, she laughs, “I don’t know if you can print this, but we give a \$h!t!” Even though the interview has just begun, the statement already rings true, proven by Noy’s actions. Six years as a REALTOR® taught Noy many things about real estate transactions. “I have a great understanding of the timeline in contracts and the negotiating that REALTORS® go through. I understand how things like inspection issues can affect the loan. I know what it’s like to be the agent navigating through the ups and downs of a transaction.” That’s why Noy works so hard to create a seamless process for the client and the REALTOR®. “I know what REALTORS® are anticipating and need from me; I do my best to deliver that in each transaction.”

Whether that means pouring over hundreds of numbers in a stack of bank statements, driving to a client’s house to take care of an issue, or re-structuring a loan to make it work—Noy’s committed to making the dream of homeownership a reality. “Even if you have already been denied by another lender, I want to take a look. My experience allows me to see different possibilities that may have been overlooked.” Six years as a REALTOR® combined with 10 years in the mortgage industry, gives Noy an advantage. Noy loves to use her experience to help first time home buyers. She shares an example, “Recently I was able to help a gentleman that had been renting for over 15 years. He never thought he would own a home. I was able to



Noy and Her Son Thomas

get him into a home; there is nothing more rewarding.” Noy has no issue putting in time and energy. She walked the gentleman through the steps he would need to take to achieve homeownership, including how to increase his credit score, work on savings, and budget. She also advised of the time frame and what to expect in the mortgage process. “I am honest with my clients and REALTORS®, if I see something that will be a red flag for the Underwriter, I let them know. I aim to be proactive.”

Her passion for her career is newly renewed, after having stepped away from it when her life unexpectedly changed. Through tears, Noy shares the painful journey she walked after her son took his own life. “He was here for 12 beautiful years; I am grateful for the time that we had. He had a special space in my heart from the moment I was pregnant with him. After a rough ectopic pregnancy, I got pregnant with my son. I was so thankful to be pregnant.” Originally Noy started her career in the mortgage industry when she became a single mom. “I had to find a way to be able to take care of my daughter and son. I was going to go back into real estate, but then an opportunity opened up as an assistant to a loan officer.” After the death of her son, she questioned returning. “I didn’t know if I had the capacity to do it.” Understandably, Noy’s life drastically changed as she navigated the

pain and sorrow of loss. “One thing I think about every time I get lost in the grief and feel angry—is that it is okay for me to feel that way. It’s important to allow yourself to feel those things so you can heal. Taking the time to validate my feelings by writing them down has helped. One of the greatest ways to heal is to allow yourself to love again. My daughter, Alexis, is still here, and I love her so much. It’s okay to not see the world in the same way, and not everyone will understand it, but when you allow yourself to love again, the right people will show up.” Every year in honor of her son Noy gives to Tu Nidito and Ben’s bells.

Amid great sorrow, returning has helped Noy discover a new spark of joy. “I’m impacting people’s lives; it’s more than just putting them in a house. Homeownership has the power to change your life path. I’ve seen people start to believe in themselves again after years of being told it wasn’t possible. I am thankful that I can help give my clients a platform to achieve their dreams and more. It’s a small gift that I can give.” For her clients, that get to come home to a house of their own after a hard day’s work and no longer worry about noisy neighbors or a landlord—it’s much more than a small gift.



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Colette BARAJAS

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▶▶ making a difference

By Kylea Bitoka
By Jacquelynn Buck

DETERMINED TO EMPOWER

A lady walked up to the bar and ordered a club soda. Puzzled, Colette Barajas asked, “But what do you want to drink, you know, with alcohol?” The woman stuck to her order of a club soda explaining that she was an alcoholic. “I replied, ‘I’m an alcoholic too, and I’m going to have to stop one day.’ I was shocked by my reply; I could hardly believe I had said that out loud! Before she left, she gave me her phone number.”

“

I try to empower women agents in overcoming gender-bias issues and other personal obstacles by leveraging my own experiences and showing the way through example. You can do anything you want; if you believe it and take the risk!”

Colette had used her many years of experience in the restaurant industry to create and open her ideal bar. “My mom had owned restaurants and bars. My brother and I were busing tables and washing dishes from a young age. It’s where we learned our strong work ethic. When I was a teen, my mom opened a gay bar in Chicago. I was working at a deli around the corner. Sometimes she would call and ask me to run the register in the bar because she was running late.” While in high school, Colette took a trip to Tucson with some of her friends. “The people I met were interesting, artistic, and open to new ideas. There was energy in the air. I felt Tucson was a special place to start a new life. I saw possibilities in Tucson.” Colette made the move from the cold city to the warm desert.

Even though she managed a bar in Tucson, Colette and her friends didn’t have a safe and friendly place to grab a drink. Colette decided it was time to open her bar. “Colette’s West was an iconic Tucson bar that welcomed all people from the LGBTQ community and straight allies. My bar provided a safe place for a marginalized community to meet friends, network, and socialize.” It was not an easy endeavor, “I faced challenges with different parts of the city trying to make life hard for a business they didn’t want in the community.” One example, Colette couldn’t get a dumpster at her bar. Finally, one day, she brought all the bags of trash down to city hall. She explained to the surprised officials that she thought she was supposed to bring her trash here since they refused to give her a dumpster. Shortly after, Colette’s bar received a dumpster. Colette’s determination made the bar a success. She enjoyed the party lifestyle that surrounded the industry, “However, after everyone left, I would still be at the bar drinking and doing cocaine. One day, I looked in the mirror and wondered, what had happened to me?”

On a late, desperate night, Colette called the sober woman from the bar that had ordered a club soda. Colette was ready for a change. “I am 35 years sober. Being sober is a journey.

Thornhill Lopez
CENTER ON
A SAAF Place for Youth

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...



Colette and Kristen

I still go to meetings and add to my sober toolbox. I believe that God kept me alive for a reason.” Thankful for the opportunity to recover her life, Colette focused on making a difference in the lives of others. Colette regularly shared her experience at the Pima County Jail. She implemented ideas in her bar to encourage responsible beverage service. The success of the programs in her bar led her into consulting. She traveled across the United States advising venues on how to implement responsible beverage service.

In all of her roles, Colette spreads a message of hope and works to give a voice to the marginalized in society. “I am committed to fighting for equality for LGBTQ people, women’s rights, humane treatment of refugees, and equality for people of color.” When she found her way to real estate, Colette realized it was the perfect extension to a community-focused lifestyle. “I believe property ownership strengthens community and gives people roots to thrive. For over 25 years, as Broker and Owner of

Centra Realty, I have promoted and facilitated LGBTQ homeownership in Arizona. I try to empower women agents in overcoming gender-bias issues and other personal obstacles by leveraging my own experiences and showing the way through example. You can do anything you want; if you believe it and take the risk!”

The principle that sets Colette’s business apart is simple, “I treat my clients the way I would want to be treated.” From expert advice to well-sourced data, Colette helps her clients make informed decisions. “I surround myself with experts in each area of importance which allows me to be a source for the best information possible. I leave nothing to chance in a real estate transaction.”

Through real estate and outside of it, Colette finds ways to give back. Colette volunteers with The Haven, a residential and outpatient facility for women and children recovering from substance abuse. Currently, she serves as the board president and was excited to help them secure a transitional

housing facility. Colette also supports The Alliance Fund, which connects donors with projects that benefit the LGBTQ community in Southern Arizona through annual competitive grant rounds. When the building next to Colette’s office on Fourth Avenue was for sale, Colette helped EON Youth, a program of the Southern Arizona AIDS Foundation (SAAF), buy the space. “Every day, as I come and go from work, I see the youth. It brings me joy, knowing that they have a permanent safe place to gather with access to resources to help them succeed in life.”

Even as Colette works to encourage and empower others, she admits she still has moments of fear and doubt. “Even at 67 years old I still wonder, ‘If they know that I am gay, will they work with me?’ I worry about people passing judgment without getting to know me.” In the challenging moments, Colette is thankful that she can draw support from her life partner, Kristen Birner. “I couldn’t do what I do if it weren’t for her. She is an amazing human being that shares my foundational desire to help people. When you have that type of life partner, it makes the journey so much easier.” And that is what Colette works to do every day, lift others up and make the journey a little easier.



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ERIC GIBBS

►► celebrating leaders

By Jessica Dennes
Photography by Casey James



“He strongly recommends that every agent get involved with their association by serving on committees because, as he explains, “We all have something to bring to the table.””

A VOICE FOR AGENTS MAKING THE INDUSTRY STRONGER

The year is 1980. Signalman 2nd Class Eric Gibbs is 20 years old and has just learned that he, along with the rest of the crew aboard the USS Harold E Holt FF-1074, is going to war. The ship has been rerouted to the Persian Gulf to wait for instructions as the US attempts to rescue over 50 Americans who are being held hostage in Iran.

“I remember, when I heard the news, I went back to my cabin and cried my eyes out,” Eric reflects now, 40 years later. He was originally sailing to the Philippines, so the reality of going to a warzone was overwhelming. “But I remember thinking, ‘This is what I wanted to do.’ I was serving my country by being on the water waiting to do whatever they told me to do.”

For nearly two months, he waited for orders along with the crew and the rest of the USS Constellation battle group. He remembers being aboard the ship, looking out into the large expanse of water. “The days were long and dreary, and the water was endless,” he recalls. “There was also a haze in the distance, and we didn’t know what it was.”

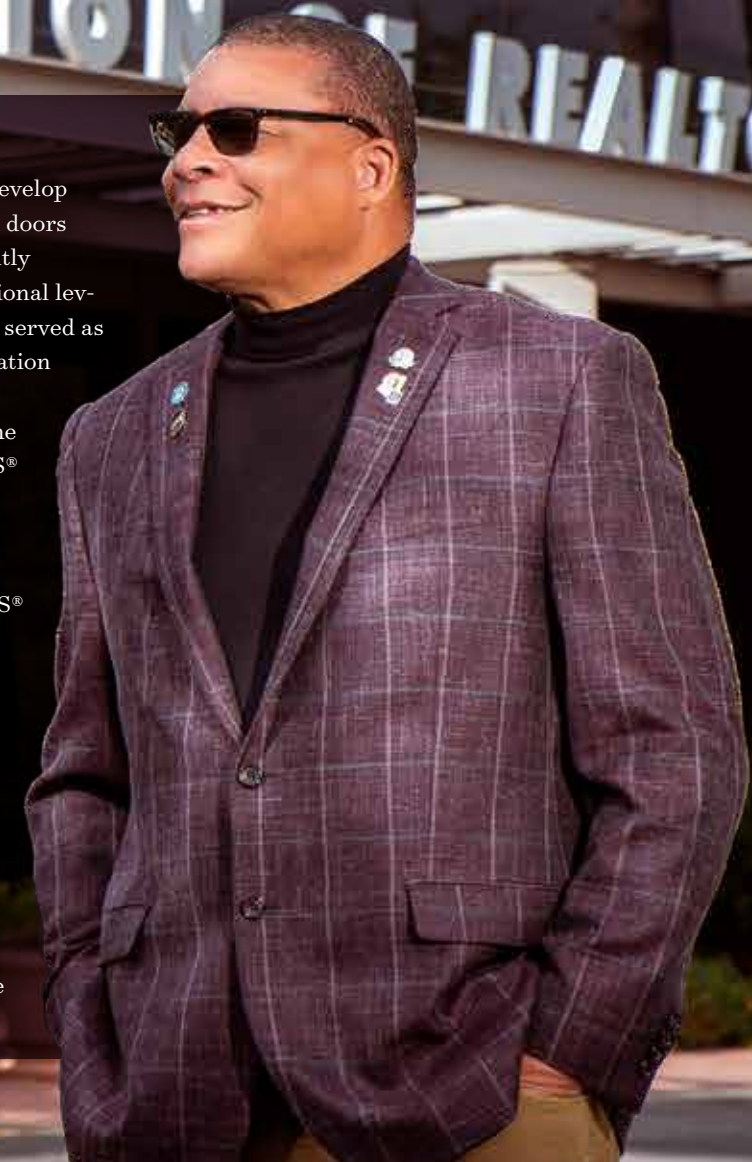
Ultimately, the ship did not see combat and they were given orders to depart. They had no idea that they were about to experience a ceremonious departure. Apparently, the captain decided to give the ship a washdown and sent it straight toward a rain squall on their way out of the Gulf. However, the captain didn’t account for the mysterious

haze which turned out to be made entirely of sand. It would take several days for the sailors to clear out the mud that completely covered the ship after the rain. Eric still laughs when thinks about it. He loved his time in the Navy and knows that it shaped him to become the man he is today.

Eric grew up in the San Fernando Valley in Southern California. During his active duty service, he became a recruiter for the Navy, a role that brought him to Tucson where he now calls home. He spent several years managing AT&T Mobile Phone stores before entering the real estate field in November of 2006, inspired by his mother who worked as an agent when he was younger.

During his first year as an agent, Eric became involved in the Tucson Association of REALTORS® by joining a couple of committees. Through

his association work, he began to develop a true passion for this industry and doors began to open for him. He is currently involved at the local, state, and national levels of the association. In 2016, Eric served as the President of the Tucson Association of REALTORS®. For the year 2021, Eric will be the Vice President of the Arizona Association of REALTORS® after serving as the Treasurer in 2020. On a national level, Eric was called by the President of the National Association of REALTORS® informing him that he was selected to be on the executive committee. “I was in total shock. Little ol’ me from Tucson at the national level,” Eric grins. “What an honor to be there with a voice. I was very humbled.” Using his voice for others is very important to him. “When I talk to agents,” he says, “I want to know what their concerns are and take it back to the





national level. I represent the state, and Tucson, and myself and I'm using my voice for membership." He now serves on a governance Presidential Advisory Group with the NAR and is on the leadership ladder to become the President of the Arizona Association of REALTORS® in 2023.

Eric's work in the association is completely voluntary. "I serve in a way that takes members' concerns and voices those at local, state, and national levels to make the industry stronger for the members," he says. He strongly recommends that every agent get involved with their association by serving on committees because, as he explains, "We all have something to bring to the table."

Aside from his volunteer work with the association, Eric is also a broker who runs an office with close to 70 agents. He values helping his agents succeed and provides encouragement by reminding them to use their strengths. "I had a new agent who had been in the business for something like six months," he explains. "One day, she was about to meet a client and she looked worried. I saw her pacing in the hallway, so I went out and asked her, 'What's wrong?'" The agent began to tell Eric how nervous she was about making a good impression on the client. Eric had no doubt that she had it in her

to do well. "You know how to connect with people," he reassured her, reminding her that she was able to connect with others in her previous business and that is why she was hired to be part of his team. Their talk helped. She went into the meeting with more confidence and by the time the clients left her office, they were raving to him about how much they loved her. Eric made sure that she heard their praise.

For fun, Eric enjoys barbecuing and smoking meats in his backyard. "My wife likes to ask me, 'What's for dinner?'" When the kids were young, they always asked me, too, they didn't ask their mother," he says with a smile. He enjoys cooking so much that he ran a home catering business in 2001. He would take his grill to different neighborhoods and feed the residents there. Once, he was even hired to cater a homecoming event for 200 people. These days though, barbecuing and cooking are all for the family. "When the kids are home, I cook, and they eat and enjoy and bring their friends. I make brisket, pulled pork...I throw it down." If he is not cooking, Eric is often gardening. He is also learning new ways of recharging and spending time with his wife.

As a young man, Eric met his wife Dawne. "We met at a club," he says with a laugh. "About 30 years ago, there

was a club on Speedway that isn't there anymore. We met, we talked, and the next day, she called her best girlfriend and told her, 'I just met the man I am going to marry.' And let me tell you, she wasn't kidding." Eric wears a big smile as he talks about his family. He and Dawne have been married for 27 years and have three children together. Eric II graduated from the Navy Academy and is a lieutenant. Anais has recently graduated from Northern Arizona University with a degree in Public Health. And Alexis is currently a Senior at NAU majoring in Theatre. The pair also raised Dawne's stepson, Devon, who is married and served nine years in the Navy. Even though the kids are grown and living in different places, they all still come home, and they remain a close-knit family.

Eric Gibbs radiates with congeniality. When he speaks, his passion for his work, both professional and voluntary, shines through. He is grateful to his family for always supporting his endeavors and for those who have helped him on his journey. "Thank you to everyone that has supported me, that has opened doors for me and helped me to walk through them," Eric says. It's important for him to recognize that he wasn't alone in building his career. He wants to make sure to open doors for others as he continues to use his voice to represent agents across the country.

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DAVID URBANIAK

*Meals with
Meaning*

“ I ENCOURAGE EVERYONE TO
GIVE WHAT THEY CAN, WHETHER
THAT’S OLD JACKETS AND HATS OR
THEIR TIME CUTTING VEGETABLES.



<< left to right
David, his wife
Amanda Urbaniak holding
Bear, and their son Shane.

It all started one Sunday when David Urbaniak’s son, Shane, thought he was going to church. The Urbaniak’s longtime neighbor and family friend, Rick, invited Shane to Zellweger Mansion, affectionately known as Z Mansion. It was not a church, but a place where volunteers gather to prepare and serve a hot meal and to-go lunch to the homeless people of the community and others in need.

It wasn’t long before David, a full-time REALTOR® with Keller Williams Southern Arizona, found himself in the Z Mansion kitchen, fully invested in the Workshop program.

The 1898 Zellweger Mansion is known for its atmosphere of Victorian-era romance and has served as a picture-perfect backdrop to many couples saying “I do” over the years. Thomas Langdon Hill and his family live in the home full-time but rent the mansion during certain days of each month for weddings and events. The Hills also open their home in a more unexpected way, serving meals to those who are homeless or in need during the week and on Sundays. Over the past 20 years, the non-profit has served well over 400,000 meals.

For the past five years, David Urbaniak has volunteered as Head Chef, cooking and serving 300 hot meals to people in need every Thursday and Sunday. “It’s a big-time commitment but it is the most

▶▶ making a difference

By Breanna Smith
Photography By Jacquelynn Buck

rewarding work I do—seeing people being taken care of that wouldn't have been otherwise," he said.

The idea started small, but with the help of dedicated volunteers like David and Shane, the service of the non-profit has grown tremendously. "Tom's mission 20 years ago was to take action—everybody deserves a hot meal once a week even if they can't afford it," he said. Now, Z Mansion supports the community through various programs, including distributing free food, clothing, toiletries, pet supplies, and other necessities to the public and providing basic medical services. "For me, the mission is about doing as much as I can for the less fortunate," David said.

David and Shane work together with other volunteers to develop innovative ways to maximize the use of donations each week. "We could get a load of chicken one week and then pork the next," he said. There is no set menu, so the creativity flows. "We never really know what we're going to be making for the next meal," he said with a laugh.

David has always felt comfortable in the kitchen. His first job was in the kitchen of a nursing home. Before real estate, he worked as a restaurant kitchen manager and waited tables. The Minneapolis native brings his hometown's affinity for tater tots to the Z Mansion kitchen, sometimes serving a hot breakfast tot dish that has become a hit among visitors. "I always enjoy watching people enjoy the food we have cooked," he said.

The Workshop program, where volunteers cook and serve meals, has evolved tremendously over the years. The organization proudly provides much more than meals to those in need. The Z Mansion Boutique provides clothing and other necessities for anyone in need with the feel of a real shopping experience, although no money is exchanged for the items. Volunteers have stepped it up over the years so that Z Mansion can offer clothes, food for pets, and first aid from volunteer doctors. In November, Z Mansion is open every night of the week with a bowl of soup and a cup of hot chocolate ready for anyone who may need it—a program sparked by Shane's desire to continue growing the food distribution program.

Amid the COVID-19 pandemic, some volunteers have been unable to participate directly, opting for making food and supply donations in lieu of face-to-face service. With the addition of the nightly soup and hot chocolate offering, volunteers are needed now more than ever. "I encourage everyone to give what they can, whether that's old jackets and hats or their time cutting vegetables," David said.

To volunteer with Z Mansion, simply show up during a Workshop service time on Sundays from 9 a.m. to noon, Tuesdays and Thursdays from 10 a.m. to noon, and every evening during the winter beginning at 6 p.m. For more details on getting involved, visit www.CCHS.foundation.



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ALYSSA KOKOT

Alyssa
and Ryan



ONLY A PHONE CALL AWAY

Alyssa Kokot always answers her phone—it's a tenet of her business. Real estate is unique in that it offers the opportunity for agents to work as much, or as little, as they want. For Alyssa, the choice is easy. She's going to work hard and be available any time for anything. It's not just how she does business, it's who she is.

Knowing that her help could change someone's life for the better is motivation enough to get going and answer any and every call from vendors and clients alike. Alyssa started working in eighth grade and hasn't stopped since. Then, she was a file clerk for an insurance agency. Now, she's the CEO and CFO of her

real estate business with Coldwell Banker Realty under Broker Martha Appel. Before diving into real estate as a REALTOR®, she researched and wrote appraisal reports for residential appraisers in Tucson. After 15 years working behind the scenes in the appraisal industry, she decided it was time for a change.

...

Fun in San Diego!



Ryan & Alyssa in Cancun



Adventures in New Orleans



Alyssa & Ryan exploring Hawaii



“I realized that I really liked real estate but wanted to try a different avenue other than being an assistant to appraisers. I weathered the market recession that we all went through and realized I didn’t want to rely on anyone else to make money.”

Work Hard, Play Hard

Alyssa doesn’t shy away from putting in long hours and answering calls at

11 p.m. Nor does she shy away from throwing a big party to celebrate—when there isn’t a global pandemic. She and her husband, Ryan Hughes, are known for their elaborate parties at their home in northern Tucson. One of her favorites was a decade’s themed party, where everyone wore costumes inspired by the decade in which they were born. Friends and family look

forward to everything from their annual New Years’ Eve parties to casual BBQs by the pool. “We throw everything from small family gatherings to inviting 100 people,” she said.

She isn’t sure what type of post-COVID party she and Ryan will throw, but there are plans for one in the works. “Entertaining is a huge part of what my husband and I like to do.” She enjoys a good celebration with family and friends as much as she loves a getaway in their

“

Alyssa started working in eighth grade and hasn’t stopped since. Then, she was a file clerk for an insurance agency. Now, she’s the CEO and CFO of her real estate business with Coldwell Banker Realty under Broker Martha Appel.



35-foot motorhome, but she always makes sure work is done before heading out for a week of camping and riding in their Can-Am side-by-side or taking their boat to the lake. She grew up camping with her family and still holds tight to that tradition. When she is not working, she spends time with her family, traveling with them as often as possible. She and Ryan are also working on passing the tradition on to their nieces Presley, 5, Charlie, 5, and Kinsley, 2. “Traveling is by far one of the biggest reasons that I work as much as I do,” she said.

Communication gets the keys
Alyssa’s availability and dedication to clear communication with vendors and clients are hands-down what set her apart and make her a Real Producer.

“It’s just my personality...It just means a lot to me that everything is going as it should.”

About 40% of her clients are relocating to the Tucson area from across the country. She is a partner with Cartus Relocation, which assists large companies with employee relocation. There are time zone differences and plenty of questions to navigate, which makes availability and communication all the more important.

“...The move is always scary, exciting, and complicated. My goal is to make the process as easy as possible so that when my clients talk to friends or family who have a nightmare real estate story, my clients can say ‘my transaction was so easy, you should call my agent.’”

The old saying “good things come to those who wait” doesn’t hold much weight in a hot real estate market, and Alyssa knows that time is of the essence. “I drop everything for my clients,” she said. “If they want to see something I know how important it is for them to see it right away.”



Since earning her real estate license seven years ago, Alyssa has worked hard for her clients. Her hard work paid off. She has more than \$55 million in career volume and nearly \$16 million in volume in 2020. And the best part for her? “Real estate affords me the ability to work as much or as little as I want. There is no ceiling on how much I can accomplish.”

“*Real estate affords me the ability to work as much or as little as I want. There is no ceiling on how much I can accomplish.*”

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	382.5	101,594,380	265,606
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	341.0	76,853,728	225,378
3	Kyle Mokhtarian (17381) of KMS Realty LLC (51920) and 1 prior office	329.0	69,147,625	210,175
4	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	244.0	61,547,135	252,242
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	193.5	57,949,909	299,483
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306) and 1 prior office	120.0	50,648,950	422,075
7	Lisa M Bayless (22524) of Long Realty Company (16717)	104.5	47,841,932	457,818
8	Kaukaha S Watanabe (22275) of eXp Realty (495203)	212.0	47,438,524	223,767
9	Laura Sayers (13644) of Long Realty Company (16717)	118.5	45,346,275	382,669
10	Peter Deluca (9105) of Long Realty Company (298)	101.0	41,831,805	414,176
11	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	159.0	40,341,210	253,718
12	Paula Williams (10840) of Long Realty Company (16706)	79.0	38,616,495	488,816
13	Don Vallee (13267) of Long Realty Company (298) and 1 prior office	94.0	37,712,232	401,194
14	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	143.5	37,301,225	259,939
15	Russell P Long (1193) of Long Realty Company (298)	54.0	37,000,000	685,185
16	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306) and 1 prior office	121.0	36,557,941	302,132
17	Sandra M Northcutt (18950) of Long Realty Company (16727)	82.0	34,654,561	422,617
18	Denice Osbourne (10387) of Long Realty Company (16707)	80.0	33,262,739	415,784
19	Jennifer Philips (16201) of Gateway Realty International (52120) and 1 prior office	126.5	32,563,065	257,416
20	Tom Ebenhack (26304) of Long Realty Company (16706)	96.0	31,967,622	332,996
21	Brenda O'Brien (11918) of Long Realty Company (16717)	65.5	31,865,943	486,503
22	John E Billings (17459) of Long Realty Company (16717)	87.0	31,165,950	358,229
23	Jose Campillo (32992) of Tierra Antigua Realty (2866)	152.5	30,682,255	201,195
24	Candy Bowen (37722) of Realty Executives Arizona Territory (498303) and 1 prior office	128.5	30,150,945	234,638
25	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	30.0	29,586,450	986,215
26	Leslie Heros (17827) of Long Realty Company (16706)	71.5	29,572,300	413,599
27	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	28.0	28,387,878	1,013,853
28	Laurie Hassey (11711) of Long Realty Company (16731)	67.0	27,126,873	404,879
29	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	77.5	27,032,550	348,807
30	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty (472205)	72.0	26,877,328	373,296
31	Matthew F James (20088) of Long Realty Company (16706)	45.0	26,723,250	593,850
32	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	115.5	25,701,015	222,520
33	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	84.5	24,328,205	287,908

Rank	Name	Sides	Volume	Average
34	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	73.5	24,107,795	327,997
35	James L Arnold (142000775) of Tierra Antigua Realty (286614)	40.5	23,729,955	585,925
36	Nicole Jessica Churchill (28164) of eXp Realty (495208) and 2 prior offices	86.0	23,507,190	273,339
37	Anthony D Schaefer (31073) of Long Realty Company (298)	69.5	23,070,480	331,949
38	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	61.0	22,560,677	369,847
39	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	82.0	22,533,357	274,797
40	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	22.5	22,442,600	997,449
41	Patricia Sable (27022) of Long Realty Company (16706)	40.0	22,003,500	550,088
42	Jim Storey (27624) of Tierra Antigua Realty (2866)	53.5	21,414,073	400,263
43	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	51.0	21,133,023	414,373
44	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	54.5	20,992,603	385,185
45	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	81.0	20,865,596	257,600
46	Louis Parrish (6411) of United Real Estate Specialists (5947)	37.0	20,755,517	560,960
47	Gary B Roberts (6358) of Long Realty Company (16733)	75.0	20,628,350	275,045
48	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	34.0	20,570,577	605,017
49	Bob Norris (14601) of Long Realty Company (16733)	70.0	20,535,450	293,364
50	Barbara C Bardach (17751) of Long Realty Company (16717)	22.0	20,507,928	932,179

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306) and 1 prior office	73.5	20,116,135	273,689
52	Debra M Quadt (16709) of Redfin Corporation (477801)	64.0	20,057,290	313,395
53	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	79.0	19,609,990	248,228
54	Alfred R LaPeter (32582) of Long Realty Company (16717)	42.5	19,486,612	458,509
55	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	58.0	19,364,100	333,864
56	Michele O'Brien (14021) of Long Realty Company (16717)	52.5	19,227,250	366,233
57	Kristi Penrod (33258) of Redfin Corporation (477801)	51.5	19,159,993	372,039
58	Brittany Palma (32760) of 1st Heritage Realty (133)	67.0	18,999,540	283,575
59	Maria R Anemone (5134) of Long Realty Company (16717)	26.0	18,936,189	728,315
60	Rob Lamb (1572) of Long Realty Company (16725)	33.0	18,575,000	562,879
61	Scott Melde (38588) of eXp Realty (495203)	78.0	18,196,550	233,289
62	Jameson Gray (14214) of Gray St. Onge (52154) and 1 prior office	28.0	18,181,876	649,353
63	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	54.0	17,996,298	333,265
64	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	71.0	17,977,255	253,201
65	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	60.5	17,774,579	293,795
66	Dottie May (25551) of Long Realty Company (16728)	37.0	17,551,262	474,358
67	Jennifer C Anderson (16896) of Long Realty Company (16724)	58.5	17,532,917	299,708
68	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	92.0	17,494,500	190,158
69	Heather Shallenberger (10179) of Long Realty Company (16717)	54.5	17,482,026	320,771
70	Ronnie Spece (19664) of At Home Desert Realty (4637)	54.0	17,429,964	322,777
71	Suzanne Corona (11830) of Long Realty Company (16717)	27.0	17,285,730	640,212
72	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	57.5	17,240,084	299,828
73	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	75.0	17,232,250	229,763
74	Jay Lotoski (27768) of Long Realty Company (16717)	52.5	17,213,880	327,883
75	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	59.5	17,165,350	288,493
76	Tim Rehrmann (25385) of eXp Realty 17 (495206)	56.0	16,910,711	301,977
77	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	59.0	16,857,852	285,726
78	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	59.0	16,600,701	281,368
79	Margaret E. Nicholson (27112) of Long Realty Company (16728)	35.0	16,577,262	473,636
80	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	37.0	16,568,700	447,803
81	Sue Brooks (25916) of Long Realty Company (16706)	43.0	16,562,550	385,176
82	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	25.0	16,547,400	661,896
83	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory (498306)	61.5	16,519,419	268,608

Rank	Name	Sides	Volume	Average
84	McKenna St. Onge (31758) of Gray St. Onge (52154) and 1 prior office	24.5	16,371,876	668,240
85	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	79.5	16,264,442	204,584
86	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	53.0	16,143,733	304,599
87	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	41.0	15,815,525	385,745
88	Andrew Smith (38920) of Keller Williams Southern Arizona (4783) and 1 prior office	58.5	15,813,142	270,310
89	Tom Peckham (7785) of Long Realty Company (16706)	24.0	15,792,775	658,032
90	Susan Denis (14572) of Tierra Antigua Realty (2866)	44.5	15,641,614	351,497
91	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	43.0	15,547,250	361,564
92	Jerimiah E Taylor (17606) of Keller Williams Southern Arizona (478306)	62.5	15,544,957	248,719
93	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9.5	15,313,796	1,611,979
94	James Servoss (15515) of Keller Williams Southern Arizona (478306)	69.5	15,059,750	216,687
95	Tim S Harris (2378) of Long Realty Company (298)	32.0	15,044,774	470,149
96	Amanda Clark (39708) of Keller Williams Southern Arizona (478306) and 1 prior office	56.5	15,004,255	265,562
97	Paula J MacRae (11157) of OMNI Homes International (5791)	34.5	14,964,043	433,740
98	Lori C Mares (19448) of Long Realty Company (16719)	50.0	14,829,014	296,580
99	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	43.5	14,825,625	340,819
100	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	20.0	14,642,000	732,100

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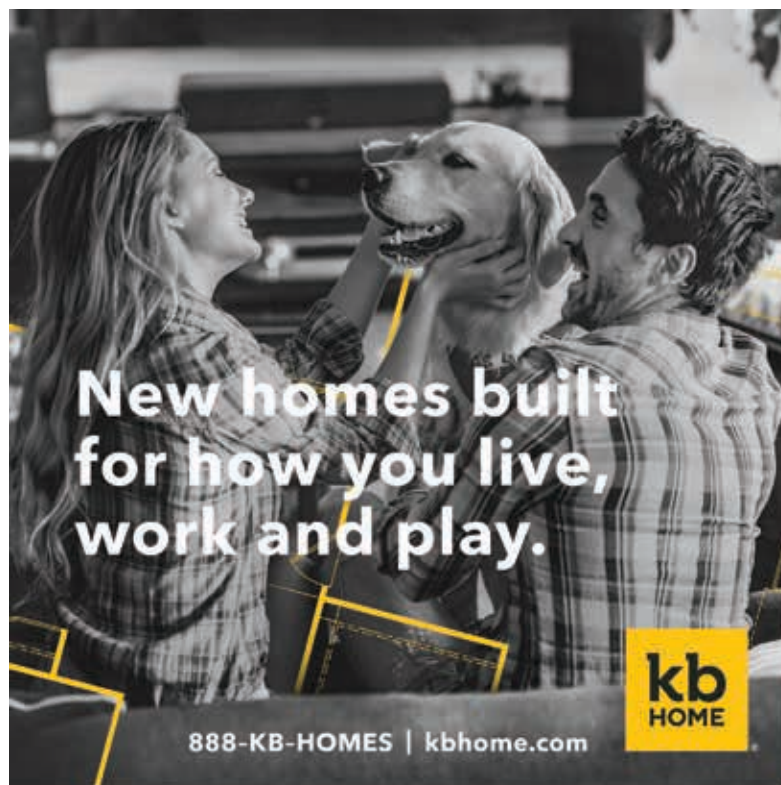


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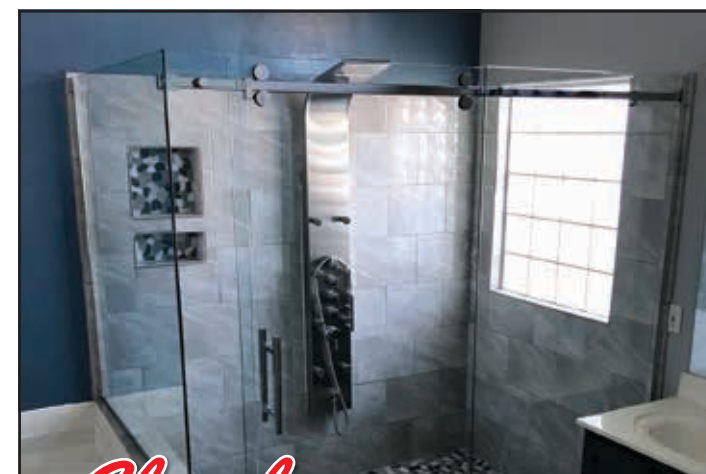
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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Tyler Lopez (29866) of Long Realty Company (16707)	57.5	14,603,177	253,968
102	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	29.5	14,546,200	493,092
103	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	56.0	14,498,700	258,905
104	Carlos L Albelais (30953) of Wow Real Estate, LLC (52251) and 1 prior office	70.0	14,308,365	204,405
105	Jason K Foster (9230) of Keller Williams Southern Arizona (478306) and 1 prior office	32.0	14,297,700	446,803
106	Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)	56.0	14,228,200	254,075
107	Patty Howard (5346) of Long Realty Company (16706)	22.5	14,196,600	630,960
108	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	50.0	14,115,825	282,316
109	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	25.5	14,096,998	552,823
110	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	52.5	14,079,510	268,181
111	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	42.0	13,983,189	332,933
112	Joshua Waggoner (14045) of Long Realty Company (16706)	13.5	13,974,000	1,035,111
113	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	52.0	13,966,208	268,581
114	Ricardo J Coppel (11178) of Long Realty Company (298)	40.0	13,956,570	348,914
115	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645) and 1 prior office	40.0	13,956,428	348,911
116	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478306)	32.5	13,880,080	427,079
117	David K Guthrie (19180) of Long Realty Company (16706)	42.0	13,631,790	324,566
118	Tori Marshall (35657) of Coldwell Banker Realty (70207)	41.5	13,468,100	324,533
119	Melinda L Akowski (26025) of Coldwell Banker Realty (70202)	44.5	13,459,725	302,466
120	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	40.5	13,347,450	329,567
121	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306) and 1 prior office	48.0	13,282,550	276,720
122	Maren Seidler (19694) of Long Realty Company (16728)	34.0	13,227,901	389,056
123	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	47.5	12,835,984	270,231
124	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	47.0	12,810,675	272,568
125	Pam Ruggeroli (13471) of Long Realty Company (16719)	39.0	12,631,800	323,892
126	Rebecca Maher (11616) of Long Realty Company (16719)	29.0	12,536,650	432,298
127	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	52.5	12,401,778	236,224
128	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	33.0	12,289,540	372,410
129	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	25.0	12,149,400	485,976
130	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974) and 1 prior office	46.5	12,139,731	261,069
131	Jerri Szach (6050) of Long Realty Company (16706)	33.5	12,121,650	361,840
132	Steven W Inouye (22297) of Long Realty Company (16706)	39.0	12,103,779	310,353
133	Tyler Gadi (32415) of Keller Williams Southern Arizona (478306) and 1 prior office	43.5	11,991,100	275,657

Rank	Name	Sides	Volume	Average
134	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	18.0	11,942,510	663,473
135	Calvin Case (13173) of OMNI Homes International (5791)	44.5	11,939,663	268,307
136	Alicia Girard (31626) of Long Realty Company (16717)	38.0	11,887,684	312,834
137	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	28.0	11,874,600	424,093
138	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	44.0	11,805,933	268,317
139	Judy S Ibrado (27978) of Long Realty Company (16717)	35.0	11,751,784	335,765
140	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	39.0	11,646,950	298,640
141	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	17.0	11,621,509	683,618
142	Wanda Fudge (28579) of Long Realty Company (16728)	32.5	11,602,760	357,008
143	Johanna L Roberts (2040) of Long Realty Company (16719)	27.0	11,600,450	429,646
144	Tracy Wood (36252) of Realty One Group Integrity (51535) and 1 prior office	26.0	11,539,400	443,823
145	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory (498312)	38.0	11,468,758	301,809
146	Sue West (13153) of Coldwell Banker Realty (70202)	31.0	11,459,537	369,662
147	Pam Treece (13186) of Long Realty Company (16717)	29.5	11,399,100	386,410
148	Michael Shiner (26232) of CXT Realty (5755)	39.5	11,376,150	288,004
149	Timothy Looney (16624) of Realty Executives Arizona Territory (498312)	38.0	11,320,972	297,920
150	Kathy Baldauf (17251) of Long Realty Company (16717)	41.0	11,306,478	275,768

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