

TUCSON

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

FEATURING

**TANYA BARNETT,
DANIEL YANG,
CANDY BOWEN &
BRITTANY PALMA**

THEN AND NOW
SPECIAL EDITION



Photography by Jacquelynn Buck

JANUARY 2021

CODE BLUE

PLUMBING

\$100 VIDEO INSPECTIONS
GROUND CLEANOUT



FREE BINSR
REPAIR EST



DRAIN CLEANING
AND HYDRO JETTING



Schedule Online Now! www.codeblueaz.com

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

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

24 Hr Emergency Service

ROC 319497

TUCSON'S MOST TRUSTED LOCAL CARPET CLEANER!

2 ROOMS
\$99 TILE & GROUT
CLEANING

1 SOFA & LOVESEAT
\$155 UPHOLSTERY
CLEANING

2 ROOMS
\$80 CARPET
CLEANING



STEAMY
CONCEPTS

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

Let me use my
ingenuity to help
you achieve your
2021 goals.

Christian Hernandez
NMLS#1427898 | Loan Consultant

- INNOVATIVE PROGRAMS
- EXPERIENCE
- KNOWLEDGE
- CREATIVITY
- BILINGUAL SKILLS

loanDepot

Contact Me Today:
(520) 264-8696
christianhernandez@loandepot.com
www.loanDepot.com/christianhernandez
6760 North Oracle Rd, Set 200 Tucson, AZ 85704

loanDepot.com, LLC. NMLS # 174457 (www.nmlsconsumeraccess.org). Mortgage Banker/Broker with the Arizona Department of Financial Institutions #0911092. For more licensing, please visit www.loanDepot.com/licensing.

TABLE OF CONTENTS



10

Event Recap



20

Tanya Barnett



24

Brittany Palma



28

Candy Bowen



32

Daniel Yang



37

Hidden Gems:
Tucson Botanical Gardens



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

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

Desert Sky Design
HOME STAGING
INTERIOR DESIGN

@desertskydesignaz

Free in-home consultation | JULIE@DESERTSKYDESIGNAZ.COM | DESERTSKYDESIGNAZ.COM | 520-349-4417

Painter Bright

CUSTOM SERVICES



WHAT WE DO

House Painting
Interior/Exterior
Roof Coatings/Repair
Handy Man Services
AND MUCH MORE



Licensed – Bonded - Insured

Reuben Flack

520-609-9110

"Very professional organization that started and finished the job as promised and on time! The project was managed by Reuben, who is meticulous and insured the job was done right and that we were highly satisfied. I would highly recommend these folks."

- Bob C.

ROC #306717



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

BUILDER

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

CARPET CLEANING & EMERGENCY RESTORATION

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

CLEANING: RESIDENTIAL & COMMERCIAL

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

CLOSING GIFTS

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

FLOORING/HARDWOOD, TILE, AND CARPET

Carpet Mill
Marshall Appell
7342 E Broadway Blvd
Tucson, AZ 85710
(520) 722-5650
carpetmilltucson.com

GLASS, MIRRORS & WINDOWS

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

HANDYMAN SERVICES

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

HOME INSPECTION

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

HOUSEMASTER HOME INSPECTION

Clark Rustand
(520) 531-1440
Tucson.Housemaster.com

ProView Home Inspections LLC
Allan Dunklee
(520) 990-6043

Luis Moreno
(520) 820-5334
ProViewAz.com

HOME WARRANTY

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

INSURANCE

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

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

KITCHEN & BATH

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

LUXURY REAL ESTATE PHOTOGRAPHY

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

MEDICAL AESTHETICS

Mirror Mirror Med Spa LLC
Melisa Blachly
7620 N Hartman Lane Ste 160
Tucson, AZ 85743
(520) 689-6809
mmspatucson.com

MOLD TESTING AND REMEDIATION

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

MORTGAGE

Guaranteed Rate Affinity
Noy Kelly
5460 E Broadway, Ste 350
Tucson, AZ 85711
(520) 329-6945
GRARate.com/NoyKelly

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

LOAN DEPOT

Christian Hernandez
(520) 264-8698
YourMortgageStar.com

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

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

MOVING & LIQUIDATION

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

NON-PROFIT/CHARITABLE ORGANIZATION

Tucson Realtors
Charitable Foundation
Annalisa Moreno
2445 N Tucson Blvd
Tucson, AZ 85716
(520) 382-8789
TucsonRealtors.org

PAINTING

Painterbright LLC
Reuben Flack
(520) 609-9110
PainterBright.com

PHOTOGRAPHER - REAL ESTATE & COMMERCIAL

BoomPix
Joey Ambrose
(520) 477-9119
boompix.com

PHOTOGRAPHY - PORTRAIT/WEDDING/EVENTS

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

PLUMBING

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

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

PRINTING / PROMOTIONAL

DP Solutions, Inc
Micah Dray
3169 E 36th St
Tucson, AZ 85713
(520) 393-3551
DiversifiedPrintSolutions.com

PRIVATE CLUB

Arizona Sands Club
Courtney Miller
(520) 955-2479
Joseph Erceg
(520) 471-3708
565 N Cherry Ave
Tucson, AZ 85721
AZSandsClub.com

RENOVATIONS

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

RETIREMENT PLANNING

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

ROOFING

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

West Coast Roofing LLC
Cindy McDaniel
(520) 241-2556
westcoastroofingaz.com

STAGING

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

STAGE TUCSON HOME STAGING & INTERIORS

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

TITLE COMPANY

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



Mirror Mirror Med Spa

AESTHETICS, LASER, RADIO FREQUENCY, MASSAGE, WEIGHTLOSS

JANUARY FEATURES

Male Hormone Therapy
Medical Supervised Weight loss
Immunity IV Infusions
Stem Cell Hair Restoration



FREE CONSULTATIONS

Melisa, RN, MSN, FNP-C
Nichoal, LSO, CLT, LA
Katherine, LA, CLT
Jessica, LMT

520-689-6809

www.mmspatucson.com



MEET THE
TUCSON
 REAL PRODUCERS TEAM



Delilah Royce
 Publisher



Casey James
 Photography



Joey Ambrose
 Photographer



Jacquelynn Buck
 Photographer



Kylea Bitoka
 Content Coordinator / Writer



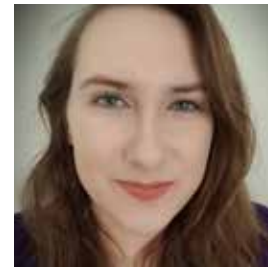
Dave Danielson
 Writer



Jessica Dennes
 Writer



Jessica Thrower
 Ad Manager



Amanda Matkowski
 Writer

KC KITCHEN CONCEPTS
 CUSTOM CABINETS & DESIGN

Tucson's Premiere Custom Cabinetry and Design
 19 Years of Transforming Tucson Homes

Call Us Today for Your Complimentary Design to Unlock the Hidden Potential in Any Home

5732 E. Speedway Tucson, AZ 85712 • 520.546.3687 • License # ROC 169870

Thank You

TUCSON

2020 was a record Year for the Hatch Team!

-  Financed over 200 families
-  Donated over \$15,000 to local charities
-  Helped Fundraise over \$35,000



ROBERT HATCH

520-349-8943

VP - Senior Loan Officer | NMLS 202680

ROBERTH@VIPMTGINC.COM · ROBERTHATCH.VIPMTGINC.COM · 6390 E TANQUE VERDE RD. #200 TUCSON, AZ 85715

V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502.
 AZ: Mortgage Banker License No. BK-0909074. Equal Housing Opportunity.

TOYS & CARS



Gather to GIVE!

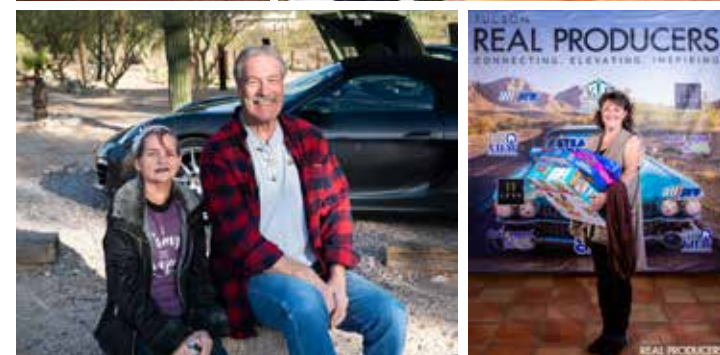
▶▶ event recap

Our 3rd Annual Toys for Tots and REALTORS® with Cool Cars Event was INCREDIBLE! TRP makes connecting the BEST with the BEST in RE fun! And if you missed it you must be there next time!

To every agent and partner that came out, we collected over 300 toys! WOW! What an impact that will make! Real Producers exists because of YOU and I appreciate each and every one of you more than you know!

We have so many people to thank for making this an epic 3rd Toys for Tots Drive/Mini Car Show!





First off thanks to **Bryan Durkin** and the owner of this unique ranch for letting us enjoy this property to its fullest! It is a place to behold and I know it will go to the right person!

Huge appreciation goes to our event sponsors:



Steamy Concepts **All Pro Rooter & Plumbing**
Robert Hatch **Proview Home Inspections**
Christian Hernandez **& Luxe Realty Photography**

We could not do this without your support and what an event we created!

Want to know where our banners are printed, the logo cups as well as the posters with all of the featured agents we display? One of our amazing partners **Diversified Print Solutions!** They are local and do all kinds of printing! Give them a call and they would be happy to chat about helping to brand your business too!

The delicious cookies were made by Tricia Hanley owner of **MiMi's Cookie Creations & More**. And all of the festive decor was provided by our amazing partner stagers. Thanks to **Jennifer Kmet with Stage Tucson** and **Julie Lee with Desert Sky Design AZ** for your special touch.

The delicious BBQ and Signature Margaritas were all created by talented young energetic chefs **Max Miller & Coty Garcia** who have spent many years in the restaurant business. They have launched a new catering company **"Enjoy Catering & Events."** The food was out of this world and everyone thoroughly enjoyed it!

Ready for the next event? It is already in the making! YOU do not want to miss this one! The **AZ Sands Club** will be hosting TRP for a lovely evening on **January 19**. Come ready to embrace and learn about this new and exciting private social club! Truly a unique addition to Tucson the place we all live and love!

Put it on your calendar TODAY!





BRING YOUR WEBSITE TO LIFE!



Your business should be bringing in more leads but your website is holding you back!

www.digitaln2.com



Stepping Up!™

Thinking of Retirement?

Extract VALUE from your Client Base

An Exit Strategy for Realtors®

ORDER OUR FREE BOOK

Team@SteppingUpUSA.com

www.SteppingUpUSA.com

(520) 425-6052

TUCSON'S PRINTER

WE GET OUR ENERGY FROM THE SUN

Local | Reliable | Environmentally Responsible



PRINTING POWERED BY THE SUN



520-393-3551 | www.DiversifiedPrintSolutions.com

EXPERIENCE THE ARIZONA SANDS CLUB TUCSON'S PREMIER PRIVATE CLUB & EVENT VENUE



- CONNECT Buyers & Sellers
- CELEBRATE Achievements
- HOST Meetings & Presentations
- NETWORK With Fellow REALTORS®
- CHEER on the Wildcats!

Join us in January for special membership opportunities!

Contact our Membership Directors Today!



Courtney Miller
520-955-2479 | Courtney.Miller@ClubCorp.com
Joseph Erceg
520-471-3708 | Joseph.Erceg@ClubCorp.com

HOME REPAIR RESOLUTIONS? WE CAN HELP!
MENTION THIS AD FOR 21% OFF LABOR (UP TO \$200)



Happy New Year!



520.297.8724



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

NOT A LICENSED CONTRACTOR - BY CHOICE



Tucson REALTORS®
Charitable Foundation

2021

Take the NEW YEAR Pledge!

Let's make our world a better place.

Make your Tax-Deductible Donation today:

www.Donate2TRCF.com

The Tucson REALTORS® Charitable Foundation is a 501(c)3 non-profit organization which makes funds available to organizations through a grant application process from donations by its REALTOR® and Affiliate members and friends.

THANK YOU to *Real Producers* for their generous support of the TRCF!

THEN AND NOW

FEATURING

TANYA BARNETT,

DANIEL YANG,

CANDY BOWEN &

BRITTANY PALMA

By Kylea Bitoka
Photography by Casey James and Jacquelynn Buck

Happy New Year!

It's the time of year where we pause to reflect on the past as we look toward the future. *Tucson Real Producers* caught up with four past rising star features to find out where their real estate journeys have taken them.

Where are they now?

Determined, ambitious, passionate, and generous—these four stars continue to blaze a trail in the industry. We are excited to share their achievements and the lessons they learned along the way. We hope our special Then and Now issue will inspire and motivate readers as we leave another year behind, set new goals, and work toward a brighter future!



TANIYA BARNETT



Photo By Casey James



(THEN) October 2017
Photo by Casey James

Tanya Barnett's passion for the community continues to shine as her business has grown, so has her community involvement. Tanya leads with her heart in all she does—from raising awareness about environmental issues to fostering kittens and stepping up to help fill in the gaps created by the pandemic.

Knowing what you know now, what advice would you give to your past self?

I would tell myself that bigger is not always better when it comes to growing your real estate team. It's more important to pick the right people and be able to grow together and learn from each other. When your work is your life, you want to build not just a team, but a family.

...

What has been a monumental goal you've accomplished?

I'm really proud of the work I do for my community. As a REALTOR®, I've been very fortunate. I am passionate about using my resources to help others. It's not enough to talk about what needs to change; we need to be the change. My proudest accomplishment this year would be creating my

Photo by Jacquelyn Buck



MY GOAL IS TO CONTINUE INVESTING IN REAL ESTATE. TO CONTINUE GROWING MY REFERRAL-BASED REAL ESTATE BUSINESS WITH HONESTY AND HARD WORK.





Photo by Casey James

new website, dobetterandbetter.com. It's a website to help everyone do better and be better in their own lives. It offers resources to help change your habits and start helping the planet instead of destroying it. It covers everything from ethically sourced clothing to food to politics. I've worked hard on it and changed my own life a lot in the process. I also created a GoFundMe when the pandemic started to help local restaurants and frontline workers, and I worked to get masks to frontline workers when they had none. Those of us in real estate have been lucky and we need to step up and help those in the community that are struggling.

Share a lesson learned or a challenge faced over the last few years of your real estate journey.

I've allowed agents to join the team who weren't a good fit, which resulted in unnecessary added stress on the team. With my personal investing, I haven't always stuck to the remodel budgets and have put myself in stressful situations. I've since learned from those experiences and moving forward, will make different choices; my focus now is to achieve more balance.

Life Highlights:

I live my life with integrity and stay true to my path. I went planet-based last year and no longer eat animal products.

I make it a point to stay balanced by doing yoga and meditating every day. I've surpassed all of my sales goals by working hard and taking great care of my clients. I have continued to grow my real estate investments, strengthening my retirement plan. I'm proud of where I've come from and excited about where I'm going.

Future Goals:

My goal is to continue investing in real estate. To continue growing my referral-based real estate business with honesty and hard work. To continue my work with rescue animals and our local community, all while being mindful of our planet. Find a partner. Travel the world.

BRITTANY PALMA

THEN - January 2018
Photo by Joey Ambrose



Photo by Jacquelynn Buck



“

I LOVE TO SERVE AND I WANT TO MAKE A POSITIVE IMPACT IN REAL ESTATE, TUCSON, ARIZONA, AND WORLDWIDE.

Brittany Palma knows a thing or two about pushing limits and setting goals. From bodybuilding to real estate, she dreams big and has the work ethic to match. Brittany proves that in this industry there are no limits. Her ambition has taken her life and career to exciting new heights.

Knowing what you know now; what advice would you give to your past self?

I would tell myself to trust my gut. It is okay not to know all the answers. Take the leap when you have a detailed plan and the right people as mentors.

What has been a monumental goal you've accomplished?

I fell in love with the culture at 1st Heritage Realty and decided early on that I would own it one day. I worked efficiently, learned from amazing coaches and mentors, and put in the hours to purchase the brokerage

...

@realproducers

Photo By Jacquelynn Buck



Photo by Casey James

in 2020. I am now the Designated Broker and owner, as a minority woman. That's big for me as my entire company focuses on empowering women and growing a community that supports their financial literacy and independence through real estate. For every home we sell, we donate a portion of the commission to Second Mile Haiti, a non-profit that is working to break the cycle of undernutrition in Haiti and keep families together. I also serve on the TAR board and I am co-chair for the Equal Housing Opportunities committee. At Christmas, we were able to sponsor 10 different families that needed some extra help with the holidays. Community involvement is a priority for me. Any time you work

with 1st Heritage Realty you are indirectly giving back.

Share a lesson learned or a challenge faced over the last few years of your real estate journey.

I had to re-adjust how our team ran, and be more mindful of positions and areas that people thrive in. Looking back, I definitely would have slowed down to see gaps earlier. I am invested in helping my agents feel better, work smarter, and thrive in this culture at 1st Heritage Realty.

Life Highlights:

I am recently engaged to my fiancé, Eric! We don't have a date for the wedding yet, we are waiting for

things to settle down after COVID. However, I am so excited that my family is growing. We have four kids between us: Austen (11), Cayden (9), Max (8), and Caleb (7). We bought a new house and have been doing a lot of work on it. The kids are enjoying activities like violin lessons and soccer. That's right, I'm a soccer mom now!

Future Goals:

My goal is to grow people, agents, friends, and family. I love to serve and I want to make a positive impact in real estate, Tucson, Arizona, and worldwide. I will be expanding the company as well, which means giving more back to our community!

From
REALTOR
to
**SUPER
HERO**
In Just
ONE CLICK
www.boompix.com



CUTCO
CLOSING GIFTS

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

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

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

Double "D" Edgy Gifting
Danielle & Delilah
Dr.Cutco@gmail.com
520-838-1835

CANDY BOWEN

(THEN) May 2018
Photo By Casey James



Photo By Jacquelynn Buck



Always a go-getter, Candy Bowen continues to knock out her goals and help others along the way. Learning from each challenge, Candy generously shares her knowledge. As she strives to make her dreams a reality, she creates opportunities and encourages others to achieve their goals.

Knowing what you know now; what advice would you give to your past self?

I would advise myself to start a routine of time blocking and create a habit of setting expectations with my clients about the “set hours” – when I would be available during the days/evenings. While I haven’t found the perfect work/life balance, I am proud of the fact that I have been able to prioritize and reach my physical health goals this year as well as being intentional about spending more time with my children. Finding this balance makes me a happier and healthier person and mom and it’s better for my clients, as well.

...

@realproducers



AS EDUCATION AND GROWTH ARE SO IMPORTANT TO ME, I WOULD LIKE TO CONTINUE MY COACHING AND MENTORSHIP OFFERINGS, EXPANDING THOSE SERVICES TO AGENTS ALL OVER THE COUNTRY.



Photo By Jacquelynn Buck

What has been a monumental goal you've accomplished?

I think the most monumental goal I've reached is the continuous and substantial growth I've maintained over the past four years. I have been able to implement the systems that I set in motion during my first year and have built a team using these same systems. My team crossed the line of one million dollars in commission this year! The best part is being able to give back to the real estate community and those in need by volunteering my time on boards and committees, supporting charities with time and money, and sponsoring several different groups who partner with charities to raise money and awareness for those in need.

Life Highlights:

At the time I was last featured in this magazine, I mentioned that I had achieved the goal of getting pregnant with my second child and was just a couple of months along. I was unable to have children without the help of In Vitro Fertilization. With my youngest son, Lane, I had to go through four rounds of IVF to get pregnant. I had a very challenging pregnancy and was put on bed rest for a few months of my pregnancy. Today, I am so thankful to be the proud mom of two active sons. Tanner is 5 years old and Lane is 2 years old. We love spending time in our backyard in the pool or jumping on the trampoline.

Share a lesson learned or a challenge faced over the last few years of your real estate journey.

While pregnant with Lane, I was forced to go from being a solo agent with no help to finding help immediately. During that forced time of change, I realized I had to shift and pivot. I knew that I had great systems and experience to offer other agents. Even though I was only 18 months into my career, I had closed over



Photo By Casey James

75 transactions smoothly and on my own. My youngest son was born in October of 2018 and during that year, my loosely built team had 70 transactions with almost 15 million in volume! The thing that I wished I had handled better during that time was when I lost a really good transaction coordinator. With so much external stress, I did not realize I was not giving her enough work and she moved to another position to support her family. I was fortunate enough to keep a good relationship with her. Now she is on my team as my top agent, and one of my very best friends, Annie Bates!

Future Goals:

By 2025, my goal is to grow the team to at least 15 agents. I also hope to grow by 25% in volume annually. As education and growth are so important to me, I would like to continue my coaching and mentorship offerings, expanding those services to agents all over the country.

...

Caring Transitions®
Senior Relocation • Downsizing • Estate Sales

A Total Solution

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

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

CaringTransitionsTucson.com 520.850.4111

kb HOME
Built on Relationships

Make it your year. Own a new home.

888-KB-HOMES | kbhome.com

Marana
Ashmore at Gladden Farms
From the mid \$200s
Model Homes Now Open
12337 N. Sutter Dr.
Marana, AZ 85653
520-638-7935

Sahuarita
Entrada Del Rio at Rancho Sahuarita
From the mid \$200s
Model Homes Now Open
920 W. Calle Tikal
Sahuarita, AZ 85629
520-849-6763

Tucson
Bella Tierra
From the mid \$200s
Model Homes Now Open
8860 E. Stone Meadow Cir.
Tucson, AZ 85730
520-771-8265

Colina de Anza
Coming Summer 2021
Cortaro Rd. and Hartman Ln.
Tucson, AZ 85742
888-524-6637

La Tierra Reserve
From the high \$100s
Coming Spring 2021
S. 6th Ave. and E. Valencia Rd.
Tucson, AZ 85706
888-524-6637

Mountain Enclave
Join the Interest List
Mountain Ave. and Prince Rd.
Tucson, AZ 85719
888-524-6637

Northwood Point
From the high \$200s
Coming Winter 2021
Ina Rd. and Camino De Oeste
Tucson, AZ 85742
888-524-6637

Sonoran Ranch II
From the low \$200s
Tour Model Homes
6443 S. Reed Bunting Dr.
Tucson, AZ 85757
520-912-4121

Vista Del Oro
Join the Interest List
W. Overton Rd. and La Cholla Blvd.
Tucson, AZ 85742
888-524-6637

Vail
Silver Ridge at Rocking K
Join the Interest List
E. Old Spanish Trl. and S. Camino Loma Alta
Vail, AZ 85747
888-524-6637

Design Studio
Open Daily, 9am-5pm
By Appointment
3501 E. Speedway Blvd., Ste. 101
Tucson, AZ 85716
520-989-7750

Broker Cooperation Welcome. ©2020 KB Home (KBH). Placement on interest list does not guarantee qualification for a loan, lot location or purchase of a KB home. Plans, pricing, financing, terms, availability and specifications subject to change/prior sale without notice and may vary by neighborhood, lot location and home series. Buyer responsible for all taxes, insurance and other fees. Photo may display decorator items/furnishings not available for purchase and may not represent lowest-priced homes. Photo does not depict racial preference. See sales counselor for details. KB Home Sales-Tucson Inc., an Arizona Corporation, ROC 143522. KB Home Tucson, Inc. DM19-05965Z, DM20-059829, DM19-059563, DM20-059941, DM20-059890, DM20-059843, DM05-05-0967, DM19-059638, DM20-060223, DM20-060292, TUC-331802

RISING STAR JUNE 2018

DANIEL YANG

Photo By Casey James



(THEN) June 2018
Photo By Casey James



Photo By Casey James



From server to head chef – from REALTOR® to Branch Manager, Daniel Yang's determination keeps him moving forward as he strives to help others and be a role model for his daughters. With gratitude, Daniel shares he would not have achieved what he has without his wife's support.

Knowing what you know now, what advice would you give to your past self?

I would tell myself to take advantage of more advertisements in geographically selected neighborhoods and certain demographics to really target my business. I would also set funds aside to do my own real estate investments early on.

What has been a monumental goal you've accomplished?

I've consistently been in the top 10 of Southern AZ Coldwell Banker for the last six years of my sales career and I have been the top producer in my office for the last two years.

...

@realproducers

...

It's led to my role as branch manager at my office. It's been a great blessing and I am glad to have the opportunity to be part of the leadership team. I enjoy helping other agents. It's rewarding to play a role in their success out in the field.

Share a lesson learned or a challenge faced over the last few years of your real estate journey.

If you have an idea, write it down, and then do it! It's like the Nike slogan, "Just Do It." It's easy to get caught up in trying to perfect an idea. When you overthink it, then nothing happens. Don't be scared to do something imperfectly; we learn through the process and from our mistakes.

Life Highlights:

My daughters are 13 and 11 years old now. My new role creates more free time on weekends. We enjoy playing games together; some of our favorites are classic Monopoly and Texas Hold'em. COVID changed so many things but it's important to keep moving forward. My wife has been amazing, diligently helping our kids with online schooling while being emotional support for me. Without her, I wouldn't be where I am today.

Future Goals:

I am excited to continue to grow in my leadership role and help agents serve their clients well.

Photo by Jacquelynn Buck



I AM EXCITED TO CONTINUE TO GROW IN MY LEADERSHIP ROLE AND HELP AGENTS SERVE THEIR CLIENTS WELL.



New Year's Resolution For Homebuyers + Realtors

guaranteed Rate
AFFINITY

Goals for 2021

- Eat healthy
- Smile more
- Be grateful daily
- Fund more Loans with Noy

NOY KELLY NMLS: 1082439

o: (520) 329-6945

c: (520) 275-8412

Noy.Kelly@grarate.com

grarate.com/NoyKelly

5460 East Broadway Suite 350
Tucson, AZ 85711



Find yourself in good company. #LoansbyNoy

PROVIEW
HOME INSPECTIONS
WWW.PROVIEWAZ.COM

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



2021
We Crushed 2020. Bring On 2021.

If we can strengthen our commitment to providing the best service possible in a year like this, imagine what we can do for you in 2021.


stewart.com/tucson



© 2020 Stewart. All rights reserved.

ASAP
Renovations
LLC
Heating, Cooling, & Remodeling

Licensed
Bonded
Insured




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

Roc 320601 320625

OLD REPUBLIC HOME PROTECTION


Your home warranty company should work as hard as you do.



We're grateful to support you and your clients with superior home warranty coverage.

Contact me to learn more.

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



People Helping People

This is a paid advertisement.



▶ hidden gems

Tucson Botanical GARDENS

BEAUTY IN THE HEART OF THE CITY!

▶ hidden gems

The Tucson Botanical Gardens, located on the site of the historic Porter property, is a tranquil 5.5-acre oasis in the heart of Tucson. Tucson Botanical Gardens is committed to creating a garden that is both beautiful and educational. It is a community resource for learners of all ages and knowledge levels that connects people with plants and nature through art, science, history, and culture.

We invite you to visit our gardens and enjoy mature trees, expertly cultivated foliage, and 18 specialty gardens such as the Barrio Garden, and a magical butterfly exhibit that's home to over 400 butterflies from 11 exotic countries. The gardens highlight the diversity of native plants while offering a lush oasis in the heart of Tucson. Celebrating 40 years of living beauty, The Tucson Botanical Gardens is a unique gem not to be missed!

“READER'S DIGEST NAMED TUCSON BOTANICAL GARDENS AS THE BEST SECRET GARDEN IN AMERICA.”



BEHIND THE SCENES!



Photography By **Joey Ambrose**

HouseMaster
Home Inspections. Done Right. Guaranteed.™



Clark Rustand
Owner,
Tucson AZ

HOUSEMASTER BENEFITS

- + Same-day Electronic Reports
- + Limited Repair Reimbursement Guarantee*
- + HouseMaster Cloud® - Free Web App
- + HouseMaster Connects™
- + Buyer Benefits Program
- + Other services include
 - Radon Testing
 - Water Testing
 - Pool Inspections
 - Lead Paint Testing
 - Commercial
 - And More...

CONTACT US TODAY!

520-531-1440 | housemaster.com/tucson
clark.rustand@housemaster.com

HouseMaster® is a registered trademark of HM Services, LLC. Each HouseMaster franchise is an independently owned and operated business. *Not all services available in all areas. Terms and Conditions apply.

STAGE TUCSON

HOME STAGING & INTERIORS



Professional Staging Services

VACANT AND OCCUPIED STAGING | PROJECT MANAGEMENT | INTERIOR DESIGN | RENOVATIONS

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



**RAIN OR SHINE...
WE'VE GOT
YOU COVERED.**



ROB PURVIS NMLS 199836
520-979-1817 • rpurvis@vipmtginc.com



Rob Purvis • Senior Loan Officer • rpurvis@vipmtginc.com • RobPurvis.vipmtginc.com • 5401 N Oracle Rd. Tucson, AZ 85704

V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502. AZ: Mortgage Banker License No. BK-0909074. AZ:0911608.



TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–November 30, 2020

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	355.0	95,625,326	269,367
2	Kyle Mokhtarian (17381) of KMS Realty LLC (51920) and 1 prior office	306.0	63,434,375	207,302
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	283.5	63,227,714	223,025
4	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	215.5	53,281,635	247,247
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	175.0	52,180,409	298,174
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306) and 1 prior office	108.0	45,301,050	419,454
7	Lisa M Bayless (22524) of Long Realty Company (16717)	98.5	44,778,932	454,608
8	Kaukaha S Watanabe (22275) of eXp Realty (495203)	197.5	44,390,974	224,764
9	Laura Sayers (13644) of Long Realty Company (16717)	112.0	42,170,547	376,523
10	Peter Deluca (9105) of Long Realty Company (298)	93.0	37,488,805	403,105
11	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	147.5	37,109,026	251,587
12	Russell P Long (1193) of Long Realty Company (298)	54.0	37,000,000	685,185
13	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	137.5	35,614,425	259,014
14	Paula Williams (10840) of Long Realty Company (16706)	73.0	35,597,695	487,640
15	Don Vallee (13267) of Long Realty Company (298) and 1 prior office	82.0	34,005,850	414,705
16	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306) and 1 prior office	110.5	33,282,830	301,202
17	Denice Osbourne (10387) of Long Realty Company (16707)	76.0	32,320,739	425,273
18	Sandra M Northcutt (18950) of Long Realty Company (16727)	76.0	31,984,661	420,851
19	Jennifer Philips (16201) of Gateway Realty International (52120) and 1 prior office	117.5	30,578,015	260,238
20	Tom Ebenhack (26304) of Long Realty Company (16706)	87.0	28,638,222	329,175
21	John E Billings (17459) of Long Realty Company (16717)	79.0	28,302,950	358,265
22	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	29.0	27,696,450	955,050
23	Candy Bowen (37722) of Realty Executives Arizona Territory (498303) and 1 prior office	114.5	26,877,045	234,734
24	Jose Campillo (32992) of Tierra Antigua Realty (2866)	135.5	26,690,365	196,977
25	Laurie Hassey (11711) of Long Realty Company (16731)	61.0	24,876,307	407,808
26	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	24.0	24,790,378	1,032,932
27	Matthew F James (20088) of Long Realty Company (16706)	40.5	24,457,750	603,895
28	Leslie Heros (17827) of Long Realty Company (16706)	60.5	24,349,100	402,464
29	Brenda O'Brien (11918) of Long Realty Company (16717)	55.5	24,194,332	435,934
30	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	101.0	22,810,765	225,849
31	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	64.5	22,416,350	347,540
32	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	76.5	22,208,055	290,301
33	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	66.5	21,774,500	327,436

Rank	Name	Sides	Volume	Average
34	Nicole Jessica Churchill (28164) of eXp Realty (495208) and 2 prior offices	78.5	21,445,440	273,190
35	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	53.0	21,247,328	400,893
36	Patricia Sable (27022) of Long Realty Company (16706)	38.0	21,238,500	558,908
37	James L Arnold (142000775) of Tierra Antigua Realty (286614)	36.5	21,237,839	581,859
38	Barbara C Bardach (17751) of Long Realty Company (16717)	22.0	20,507,928	932,179
39	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	20.5	20,301,600	990,322
40	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	76.0	20,114,301	264,662
41	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	76.5	19,686,396	257,339
42	Anthony D Schaefer (31073) of Long Realty Company (298)	57.5	19,625,980	341,321
43	Bob Norris (14601) of Long Realty Company (16733)	68.0	18,918,900	278,219
44	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	76.0	18,892,550	248,586
45	Gary B Roberts (6358) of Long Realty Company (16733)	68.5	18,820,900	274,758
46	Michele O'Brien (14021) of Long Realty Company (16717)	49.5	18,363,400	370,978
47	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	53.5	18,336,600	342,740
48	Louis Parrish (6411) of United Real Estate Specialists (5947)	34.0	18,190,983	535,029
49	Jameson Gray (14214) of Gray St. Onge (52154) and 1 prior office	28.0	18,181,876	649,353
50	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306) and 1 prior office	64.5	17,913,735	277,732

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

New Year. New Goals. Same Great Service.

Helping your clients get through the loan process smoothly.

- Accurate Numbers
- Weekly Communication
- Closing on Time

"For several reasons, this loan was overly complicated. Other companies didn't want to spend the time or effort it would take to work through all of the hurdles of getting this loan approved. Zach and his team worked tirelessly walking me through the process every step of the way. This loan wouldn't have happen without his dedication. 10/10!"

- Happy Client, Tucson AZ

Guild mortgage

ZACH MOONEY

Branch Manager/Sr. Loan Officer | 520.230.5599 | www.ZachMooney.com

NMLS ID# 378994 AZ MLO Lic# 0917762. Guild Mortgage is an equal housing lender. NMLS ID# 3274 nmlsconsumeraccess.org for more licensing info guildmortgage.com/licensing

TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–November 30, 2020

Rank	Name	Sides	Volume	Average
51	Debra M Quadt (16709) of Redfin Corporation (477801)	56.0	17,906,290	319,755
52	Jim Storey (27624) of Tierra Antigua Realty (2866)	44.5	17,771,348	399,356
53	Brittany Palma (32760) of 1st Heritage Realty (133)	63.5	17,759,290	279,674
54	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	50.0	17,629,001	352,580
56	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	44.0	17,380,523	395,012
57	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	45.5	17,279,653	379,773
58	Jennifer C Anderson (16896) of Long Realty Company (16724)	57.0	17,064,417	299,376
59	Alfred R LaPeter (32582) of Long Realty Company (16717)	37.5	16,934,701	451,592
60	Maria R Anemone (5134) of Long Realty Company (16717)	22.0	16,531,689	751,440
61	McKenna St. Onge (31758) of Gray St. Onge (52154) and 1 prior office	24.5	16,371,876	668,240
62	Scott Melde (38588) of eXp Realty (495203)	69.0	16,355,150	237,031
63	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	71.0	16,242,250	228,764
64	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	59.5	16,099,419	270,578
65	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	54.5	16,083,334	295,107
66	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	62.5	16,019,505	256,312
67	Ronnie Spece (19664) of At Home Desert Realty (4637)	50.0	15,910,964	318,219
68	Jay Lotoski (27768) of Long Realty Company (16717)	48.5	15,675,820	323,213
69	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	35.0	15,571,200	444,891
70	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	51.0	15,569,233	305,279
71	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	84.5	15,461,000	182,970
72	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	46.0	15,446,798	335,800
73	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	50.5	15,304,184	303,053
74	Tom Peckham (7785) of Long Realty Company (16706)	23.0	15,302,775	665,338
75	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	41.5	15,117,250	364,271
76	Tim S Harris (2378) of Long Realty Company (298)	31.0	14,909,774	480,960
77	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	30.0	14,898,577	496,619
78	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	39.0	14,724,525	377,552
79	Tim Rehrmann (25385) of eXp Realty 17 (495206)	48.0	14,581,712	303,786
80	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	71.5	14,424,142	201,736
81	Paula J MacRae (11157) of OMNI Homes International (5791)	32.0	14,417,143	450,536
82	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	19.5	14,362,000	736,513
83	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	51.5	14,321,500	278,087

Rank	Name	Sides	Volume	Average
84	James Servoss (15515) of Keller Williams Southern Arizona (478306)	64.5	14,091,650	218,475
85	Dottie May (25551) of Long Realty Company (16728)	30.0	14,061,700	468,723
86	Joshua Waggoner (14045) of Long Realty Company (16706)	13.5	13,974,000	1,035,111
87	Amanda Clark (39708) of Keller Williams Southern Arizona (478306) and 1 prior office	53.5	13,931,255	260,397
88	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	8.5	13,813,796	1,625,152
89	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	53.0	13,779,200	259,985
90	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	22.0	13,695,400	622,518
91	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	48.0	13,632,925	284,019
92	Lori C Mares (19448) of Long Realty Company (16719)	45.5	13,626,264	299,478
93	Ricardo J Coppel (11178) of Long Realty Company (298)	37.0	13,479,070	364,299
94	Jason K Foster (9230) of Keller Williams Southern Arizona (478306) and 1 prior office	30.0	13,442,700	448,090
95	Tyler Lopez (29866) of Long Realty Company (16707)	52.0	13,434,569	258,357
96	Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)	54.0	13,393,200	248,022
97	Jerimiah Taylor (17606) of Keller Williams Southern Arizona (478306)	57.5	13,392,207	232,908
98	Andrew Smith (38920) of Keller Williams Southern Arizona (4783) and 1 prior office	52.0	13,374,642	257,205
99	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	48.5	13,243,554	273,063
100	Heather Shallenberger (10179) of Long Realty Company (16717)	44.0	13,212,494	300,284

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

B&M ROOFING
The Leaders in Quality Roofing.

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

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

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

UPGRADE TO LUXE

THE NEW STANDARD FOR REALTY PHOTOGRAPHY



PREMIUM PHOTOS. FASTER SALES.



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

HIGHER TECH. SHARPER IMAGES.



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



LUXE
REALTY PHOTOGRAPHY



520.869.7340
luxerealtyphotography.com

CALL NOW TO BOOK!



HERE FOR YOU, EVERY STEP OF THE WAY.

Whether you are in the planning stage of your dream pursuit or you're looking to safeguard all that you've accomplished, I will meet you wherever you are in your journey.

Let's talk about your plans, and how I can help you protect them.



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



American Family Mutual Insurance Company, S.I. & Its Operating Companies,
American Family Insurance Company, 6000 American Parkway, Madison, WI 53783
©2016 011780 - Rev. 4/20 - 12847287



Your **FRESH START**
begins **HERE!**



ROB PURVIS NMLS 199836
520-979-1817 · rpurvis@vipmtginc.com

Rob Purvis · Senior Loan Officer · rpurvis@vipmtginc.com · RobPurvis.vipmtginc.com · 5401 N Oracle Rd. Tucson, AZ 85704
V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502. AZ: Mortgage Banker License No. BK-0909074. AZ:0911608.



TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1–November 30, 2020

Rank	Name	Sides	Volume	Average
101	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	22.5	13,128,998	583,511
102	Margaret E. Nicholson (27112) of Long Realty Company (16728)	28.0	13,087,700	467,418
103	Rob Lamb (1572) of Long Realty Company (16725)	27.0	13,057,500	483,611
104	Patty Howard (5346) of Long Realty Company (16706)	19.5	12,977,400	665,508
105	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	38.5	12,863,325	334,112
106	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	48.0	12,802,801	266,725
107	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	47.0	12,784,308	272,007
108	Sue Brooks (25916) of Long Realty Company (16706)	35.0	12,724,050	363,544
109	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	37.0	12,554,014	339,298
110	Carlos L. Albelais (30953) of Wow Real Estate, LLC (52251) and 1 prior office	62.0	12,535,415	202,184
111	Tori Marshall (35657) of Coldwell Banker Realty (70207)	38.5	12,471,350	323,931
112	Robin L. Supalla (30882) of Tierra Antigua Realty (286607)	38.0	12,444,950	327,499
113	Thomas J. Krieger (17680) of Keller Williams Southern Arizona (478306)	46.0	12,423,260	270,071
114	Heather L. Arnaud (32186) of Realty Executives Arizona Territory (498306)	45.5	12,330,984	271,011
115	Susan Denis (14572) of Tierra Antigua Realty (2866)	36.0	12,180,162	338,338
116	Jenna D. Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	26.5	12,141,200	458,158
117	Suzanne Corona (11830) of Long Realty Company (16717)	24.0	12,110,730	504,614
118	David K. Guthrie (19180) of Long Realty Company (16706)	37.0	12,045,800	325,562
119	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645) and 1 prior office	36.0	11,972,023	332,556
120	Maren Seidler (19694) of Long Realty Company (16728)	31.0	11,874,901	383,061
121	Judy S. Ibrado (27978) of Long Realty Company (16717)	35.0	11,751,784	335,765
122	Alicia Girard (31626) of Long Realty Company (16717)	37.0	11,750,684	317,586
123	Rebecca Maher (11616) of Long Realty Company (16719)	28.0	11,741,650	419,345
124	Zachary R. Tyler (16327) of Tierra Antigua Realty (286601)	24.0	11,724,400	488,517
125	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	42.0	11,480,675	273,349
126	Melinda L. Akowski (26025) of Coldwell Banker Realty (70202)	37.5	11,423,225	304,619
127	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478306)	28.5	11,340,080	397,898
128	Calvin Case (13173) of OMNI Homes International (5791)	42.0	11,257,663	268,040
129	Jerri Szach (6050) of Long Realty Company (16706)	31.5	11,232,650	356,592
130	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306) and 1 prior office	39.5	11,210,575	283,812
131	Pam Treece (13186) of Long Realty Company (16717)	28.5	11,049,100	387,688
132	Tyler Gadi (32415) of Keller Williams Southern Arizona (478306) and 1 prior office	42.0	11,010,600	262,157
133	Kathy Baldauf (17251) of Long Realty Company (16717)	39.0	10,996,478	281,961

Rank	Name	Sides	Volume	Average
134	Catherine S. Donovan (28185) of Berkshire Hathaway HomeService (356307)	25.0	10,973,000	438,920
135	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	19.0	10,965,778	577,146
136	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	48.0	10,941,712	227,952
137	Pam Ruggeroli (13471) of Long Realty Company (16719)	34.5	10,811,300	313,371
138	Mary Vierthaler (12199) of Long Realty Company (298)	27.0	10,809,790	400,363
139	Misty Rich (16280) of Realty Executives Arizona Territory (498311)	29.5	10,743,340	364,181
140	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	17.0	10,605,010	623,824
141	Steven W. Inouye (22297) of Long Realty Company (16706)	34.0	10,598,429	311,718
142	Kelly A. Bryan-Johnson (18295) of Realty Executives Arizona Territory -498306	33.0	10,556,672	319,899
143	Timothy Looney (16624) of Realty Executives Arizona Territory (498312)	35.5	10,556,472	297,365
144	Michael Shiner (26232) of CXT Realty (5755)	36.5	10,453,650	286,401
145	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	36.0	10,407,950	289,110
146	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	24.0	10,310,600	429,608
147	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeService (356307)	30.0	10,305,507	343,517
148	Karen A. Baughman (20321) of Coldwell Banker Realty (70202)	37.0	10,167,933	274,809
149	Dina M. Hogg (17312) of eXp Realty 01 (495204) and 1 prior office	38.0	10,067,250	264,928
150	Wanda Fudge (28579) of Long Realty Company (16728)	28.5	10,049,760	352,623

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

FREE Plumbing Inspection
with purchase of Camera Inspection
from ground or roof clean out

*We will meet or beat any
competitors prices**



520-325-8681

www.allprorooterandplumbing.com

*some restrictions do apply | Licensed - Insured - Bonded





Gift your client a cleaning

FOR A PEACE OF MIND MOVE IN USING YOUR DISCOUNT!

25% off for all realtors and clients

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

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



I see more than a bundle.

Tom Tatro, Agent 4759 E Camp Lowell Dr Tucson, AZ 85712 Bus: 520-323-2253 tom@tomtatroinsurance.com

While other insurers just see your home and car as a bundle or a combo deal, I take the time to see what they mean to you and give them the protection they deserve. LET'S TALK TODAY.



State Farm Mutual Automobile Insurance Company State Farm Fire and Casualty Company Bloomington, IL 1706808



Family owned and operated. Call today for Warehouse Pricing on Flooring in Tucson.

Call Us: 520-722-5650 | carpetmilltucson.com

7342 East Broadway | Tucson, AZ 85710

WEST COAST ROOFING TUCSON, ARIZONA Roc 235353

Welcome to 2021!

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



EXCEPTIONAL, QUALITY, TRUST, RELATIONSHIPS, INTEGRITY, HONESTY

REQUEST FREE INSPECTION ONLINE

www.westcoastroofingaz.com

Email: info@westcoastroofingaz.com

520.241.2556

Licensed Bonded Insured



Happy New Year!

OUR TRUCKS ARE STANDING READY TO BRING THE PROFESSIONALS TO YOU

520-325-8681

www.allprorooferandplumbing.com



Video Camera Inspections - Plumbing Inspections - No Cost Estimates

ROC# 162477K37

CHRISTIAN HERNANDEZ

NMLS#1427898

Loan Consultant

Asset Depletion Loan

USE LIQUID ASSETS INSTEAD OF INCOME TO QUALIFY FOR A MORTGAGE

Dear Realtor Partner,

Do you have a client that is a self-employed professional who lacks a regular income but holds significant assets in your bank, retirement fund, and/or investment portfolio? loanDepot's Asset Depletion Loan makes it simple to qualify for a mortgage and use your existing liquid assets as income!



cell (520) 264-8696

fax (833) 330-0354

Hablo Español

christianhernandez@loandepot.com

www.loanDepot.com/christianhernandez

6760 North Oracle Rd, Suite 200 Tucson, Arizona 85704

Restrictions and requirements apply. loanDepot.com, LLC. NMLS # 174457 (www.nmlsconsumeraccess.org). Mortgage Banker/Broker with the Arizona Department of Financial Institutions #0911092. For more licensing, please visit www.loanDepot.com/licensing.

