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

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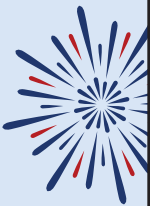


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► publisher's note

summer & sunsets & rain?

Rain! Rain! Rain!

As I sit here writing this publisher's note at the beginning of June we are just starting with the 110 temps so common this time of year! Hopefully the rains have come by now and we are all breathing a bit of relief!

Could this season in real estate get any crazier? Everyone I talk to has stories to tell about this market and challenges that continue to compound as the low inventory lingers. You are out there in the thick of it making history! This will be a year that is remembered for a long time! Congrats on your **diligence, persistence & perseverance!** Those traits are certainly what is needed now!

Shining the light on just a few REALTORS[®] who have used those traits not just in RE but in life can give us all a boost of hope and encouragement!

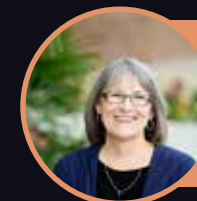
Thanks to **Curt Stinson, Corinne Gann, Holly Butler & Picture Rocks Cooling Heating & Plumbing** for sharing your stories and giving us a sense that all will be "normal" again.

Tucson REAL Producers would like to be a light sharing positive, uplifting content, especially now. We have shared close to 200 REALTOR[®] stories and they can all be accessed through our app Digapub.

So if you are looking to be inspired, need a few ideas of how success was capitalized, or have a deal with an agent we have featured in the last 3 1/2 years and want an edge up by getting to know them a bit - READ their story!

If you know someone you think we should feature who has pushed through the crazy and is stronger as a result, we would love to share their story. Email me their name at Delilah.Royce@RealProducersMag.com.

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Abel Arenas,
Janay Arenas
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Ron Arenas is the owner of Picture Rocks Cooling, Heating and Plumbing.

HEARTFELT CONNECTION

When you talk with him, it's easy to see the heartfelt connection he and his team have built through their 20 years in business.

"Before I started Picture Rocks Cooling, Heating and Plumbing, I worked for some other small companies," Ron says.

"I had a vision of going out on my own, creating my own company, and serving people with honesty and integrity."

FULFILLING A VISION

It's a vision that Ron and his team of 12 professionals have definitely created and strengthened through time.

Ron's wife, Janay, works in the office and manages the administrative side of the business.

In addition, two of their sons—Abel and Alex—work with the company as AC Technicians.

The operation today includes a fleet of six vehicles, including two plumbing trucks and four AC vehicles.

LOCAL CONNECTION

Ron and his family were all born and raised in Tucson.

He takes pride in providing a positive impact in his hometown that he loves.

"It means a lot to us to serve and be an active part of the community...to be able to give back," Ron emphasizes. "We have an opportunity to do things that make a difference here."

MAKING GOOD ON THEIR COMMITMENT

Part of that difference is following through on commitments and fulfilling the trust that has been given.

"One of the most satisfying things that we do comes through our honest approach. We do what we say and we get the job done," Ron says.

"We like what we do. We like problem-solving and figuring out what a client's issues are, and offering solutions."



It means a lot to us knowing that we are helping and serving people... knowing we did a good, honest job."

FAMILY FOUNDATION

Away from work, Ron and Janay look forward to time spent with their children. In his free time, Ron has a passion for mountain biking.

One of his favorite things to do is to get up early in the morning and kick off the day with a ride before the heat of the day sets in.

Picture Rocks Cooling, Heating and Plumbing is involved in the local area on a number of levels, including through their memberships in the Marana Chamber of Commerce and Oro Valley Chamber of Commerce.

In addition, Ron and his family are also committed to their church and their community service activities.

As Ron considers the start of his company, the strides he and his team have taken through time, and the steps forward that await in the future, he feels deep gratitude.

"I'm thankful to be able to build our success with our clients each day... through hard work and integrity," he says.

▶ partner spotlight

“

I HAD A VISION OF GOING OUT ON MY OWN, CREATING MY OWN COMPANY, AND SERVING PEOPLE WITH HONESTY AND INTEGRITY.

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CORINNE GANN



Jeremy, Corinne, Laylah, and Koa love to spend time outdoors

►► rising star!

By Kylea Bitoka
Photography by Jacquelynn Buck

“I had to figure out how to work while I was at home. I concentrated on social media. I built a platform on every social media site I could think of. Even though I had to do things remotely, my goal was to create value and let everyone know I was in real estate.” Surprisingly, it’s not 2020—as Corinne Gann shares her start in real estate five years ago it ironically mirrors the infamous last year. Except it wasn’t a virus keeping her home; Corinne was a new mom and her husband’s work schedule only left her with two days a week to go on client appointments and showings. “I am thankful for that struggle because I got creative. I learned social media and internet marketing; that allowed me to grow my business from home.” Even while working from home, Corinne was focused and diligent. “I stayed up late and got up early. I made a schedule and goals to complete each day and week.” As she juggled parenthood and building a business, Corinne kept her sanity through her time-blocking schedule. During that time Corinne learned valuable lessons. These skills helped her make the challenging year of 2020, her best year yet.

From the beginning, Corinne may have been destined for real estate. “My family moved every two years as we fixed and flipped houses all over Tucson.” Corinne’s dad worked for Caterpillar but he supplemented his income through real estate. The experience shaped Corinne’s future. “Real estate became second nature and a passion of mine very early. I learned about septic tanks, water wells, how to splice parcels up” and a myriad of other lessons that come with renovations. Corinne laughs and adds, “I lived out of boxes because what was the point of unpacking, we moved so many times.” However, the most important lesson came from her parents’ first experience in real

estate; it’s an experience that would fuel Corinne’s passion. “My parents told me the story of when they lost their very first home—the parcel was not spliced properly through escrow. They did an owner carry-back loan and when the seller went bankrupt, they lost our home/property too. Their REALTOR® didn’t educate them and they did not fully understand the proper escrow process to separate the parcels. They didn’t know what they were ‘buying’ but actually ‘not buying’. I never forgot how much that affected their lives as a young couple buying their first home. I always wanted to help make sure that never happened to anyone else. Protecting my clients’ best interests and making sure they understand every step of the home buying process is my top priority.” While growing up, Corinne also realized the value of hard work. “Watching my dad accomplish everything he did while still working full time, showed me that with hard work you can do what you want to. My dad taught me the importance of a strong work ethic, being on time, and doing the job right.”

Even though Corinne frequently changed schools due to the moves, it didn’t stop her from meeting the love of her life. Jeremy and Corinne started dating in high school and while teenage romances can be short-lived, this one would stand the test of distance and time. “I was dragged away at 16 when my dad received an out-of-state job transfer.” After high school, Corinne came back to Tucson but didn’t stay long. “My dad’s job took him to Panama, South America, and I decided to move with my family. I lived there for a couple of years. I took classes online and participated in mission trips.” It is said that absence makes the heart grow fonder, and it was certainly true for Corinne and Jeremy. “It was good for us to have those years to grow and then we

DESTINED FOR REAL ESTATE

“

However, the most important lesson came from her parents’ first experience in real estate; it’s an experience that would fuel Corinne’s passion. My parents told me the story of when they lost their very first home—the parcel was not spliced properly through escrow. They did an owner carry-back loan and when the seller went bankrupt, they lost our home/property too.

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IN EVERY TRANSACTION, MY GOAL IS TO PROVIDE THE HIGHEST LEVEL OF SERVICE THROUGH WISE COUNSEL & ATTENTION TO DETAIL TO MAKE SURE NOTHING IS MISSED.



found our way back to each other.” After her time in Panama, Corinne came back to Tucson to get married.

Today, real estate is a family business. Corinne’s consistency on social media paid off. “Business started trickling in from my posts and then became a steady stream. Jeremy got his general contractor license and also has his real estate license though he prefers the construction side of real estate.” Together, Corinne and Jeremy make a strong team in life and real estate. Corinne’s mom is also a licensed agent now and Corinne’s sister is in real estate as an investor and property manager. Corinne chuckles, “It’s definitely in our blood.”

If she’s not working on a real estate transaction, Corinne is spending time with her family. Flexibility is one of the reasons Corinne was drawn to real estate. Though it’s not exactly the type of flexibility one might imagine. Corinne jokes, “I get to pick the 90 hours a week I want to work! It’s not always easy, but real estate has truly allowed my family to do the things we love. I couldn’t do a typical 9 am to 5 pm job.” Corinne, Jeremy, seven-year-old daughter Laylah, and golden retriever Koa love to spend time in the great outdoors. “We take our boat to the lake and enjoy all of the water sports. Laylah even learned to surf.” Camping, hiking, horseback riding, and fishing are also

on their list of favorite activities. “We just got our daughter her first compound bow and have been teaching her to shoot during the cooler months. We are looking forward to family hunting trips.” Another way Corinne likes to take her mind off the stress of work is with chess. “I play online with my best friend or when she comes over, we’ll play too. I like it because it requires me to think about something else and take my mind off of transactions.” Corinne’s dad taught her to play when she was young and she’s already passed along the knowledge to her daughter. “It’s fun, we enjoy playing together!”

For Corinne, work-life balance comes through planning her schedule. She marks a time slot for everything from

client appointments to family time and social media marketing. “With this job you could just work forever, it’s important to find ways to keep your sanity. I don’t feel bad when I’m spending time with my family because I have blocked off the time to do that and I have time blocked out specifically for my clients. It helps me be present and focus on the current activity.” It’s important to Corinne to be fully present for her clients. While it’s been many years since her parent’s lost their first home, the lesson still inspires and drives Corinne daily. “In every transaction, my goal is to provide the highest level of service through wise counsel and attention to detail to make sure nothing is missed.”



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HOLLY BUTTLER

RIDING STRONG WITH RESILIENCE & GRACE

“Suck it up, buttercup. You’re going to ride.” It’s a phrase that Holly Butler repeats to herself in times of difficulty, to remind herself that she is strong and capable of overcoming any obstacle. The phrase has stayed with her since she was eight years old when she learned what it meant to “get back on that horse” after being bucked off her own.

Holly grew up riding horses in the open desert. Her childhood home was out near Old Spanish Trail, south-east of Tucson. For miles, it was just Holly’s family, their horses, and the cattle that were leased to the area—and Holly loved it.

One day, she and her father went out for a ride on their horses to have a picnic. They had just crossed the dirt road toward the barbed wire fence

when Holly’s horse got spooked and bucked her off to the ground. She landed on her arm and lay there as her father rushed to check on her. After he saw that she wasn’t bleeding, he said to his frightened daughter, “You’re going to get back on that horse.” Holly’s immediate response was, “I am!?” She couldn’t imagine that her father would ask her to try to mount the horse again.

“You have a decision to make,” he told her. “I think the best thing for you to do is

get back up on the horse.” He didn’t want her to be afraid. Riding was important to her and getting back on the horse meant facing the fact that this would not be the last time she would fall. Her response at that moment mattered and she understood that. So, she dusted herself off and climbed back up on the horse.

It didn’t matter to her that she was in pain. She recalls thinking to herself, “You’ve got to finish this ride.” After a while, they stopped to rest under a tree and set up their picnic. It’s a sweet memory for her. She remembers the way her father placed his cowboy hat on her head while they ate lunch, the sweet smell of a freshly peeled orange, and the way she hid the fact that her arm was swelling up to twice its size from the fall.

She finally decided to tell him. “Dad,” she said, “my arm is hurting.” He was shocked when he saw her arm and displayed abundant compassion for his daughter. They rushed back home, then to the emergency room. They would learn that Holly had been riding with a broken wrist.

The experience was transcendental for Holly. This important event in her life helped her become the woman she is today. She says of that moment, “I learned determination and grit, and I carried that with me through my whole life.” Now, when times are difficult, she thinks back to that day and reminds herself to keep on riding.

This line of thinking allowed Holly to overcome one of her greatest obstacles:

her own personal pursuit of perfection. “I was always a perfectionist since I was little. I couldn’t even have erase marks on my paper,” Holly explains. If she made a mistake, she would critique herself incessantly and would often become bogged down by stress as a result. It’s difficult for Holly to pinpoint exactly how and when she realized that she needed to change. There wasn’t one specific moment, but 10 years into her real estate career, she understood that the pressure she was putting on herself was debilitating.

“It really held me back. It doesn’t serve you well in real estate when you don’t allow yourself to make mistakes. But I’ve learned and I now understand that I can’t be perfect,” says Holly.



“You have a decision to make,” HE TOLD HER. “I think the best thing for you to do is get back up on the horse.” HE DIDN’T WANT HER TO BE AFRAID.

►► be inspired!

By Jessica Dennes
Photography by: Casey James

The Holly Butler Team:
Tyleigh Butler, Nicki
Holewinski, Holly
Butler, and Theresa
Simmons Brown



Holly and
her daughter
Tyleigh

Now, Holly knows that doing her best is acceptable and that perfectionism is not a requirement for success. "I can now accept that when I do make a mistake, I will fix it. I don't have to be so hard on myself and that allows me to be happy."

Giving herself more grace means Holly can focus on developing relationships with her clients and serving them well. Her family plays a big role in supporting her clients as well. "We all share a willingness to just genuinely help people. My father, brother, and husband will help move my clients and I'll even send my brother as a handyman to help them. We're all on the Holly Butler team." She first became excited about real estate when she and her husband purchased their first home in 1999 in Rita Ranch. She paid attention to her agent and thought to herself, "I could do this". She made it her goal to become an agent as soon as her kids started school, and she did.

Before going into real estate, Holly worked as a personal trainer for several years and for Union Pacific Railroad alongside her husband, Jeremy, and other family members. Because of her other responsibilities, she was a part-time agent for the first seven years. Most of her clients were co-workers from the railroad who would refer their friends and family to her. Eventually, business picked up so much that Holly had no free time for herself or for her family. When she wasn't working at the railroad, she was working on her real estate business. Soon, her youngest daughter entered high school and made the volleyball team. Holly knew something would have to change if she was going to watch her daughter's games. She made the decision to pursue real estate full-time and build a team.

Now, fifteen years in the business, Holly has no regrets. She has built a hard-working team and is optimistic about where they are heading together. In December, she will celebrate her 25th wedding anniversary. She and Jeremy were high school sweethearts who started dating when Holly was 16. They dated for five years before getting married in 1996 and now share two daughters, Tennasyn, a kindergarten teacher in the Vail School District, and Tyleigh, a junior in college studying business (and a proud member of the Holly Butler Real Estate Team). When Holly isn't working or spending time with family, she enjoys reading, working out, spending time outdoors, and dedicates time to one of her big passions: music. Whether she is singing, playing, or writing it, music is something that has always been important to Holly. Country music is her favorite genre, although don't ask her for her favorite lyric because to single out one song would be disrespectful to all the amazing songs out there.

In time, the Butlers purchased Holly's childhood home and surrounding land, and they live there today. While the desert isn't quite as open as it used to be, they still get to spend time on the trails whether on a horse or zipping on a side-by-side Razer, Holly's recent birthday present and newest hobby. Today she can look at her life and know that she is living her dream—she has a life full of family, love, and pursuing her goals with resilience and grace.



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▶ featuring

CURT STINSON

FROM THE FARM TO THE CITY & BEYOND!

By: Kylea Bitoka • Photography by Jacquelynn Buck

“The youngest of five kids, I was born and raised on a farm in Washington state. It was a lot of hard work at a young age, but it helped mold me into who I am today. At the time, I didn’t fully appreciate the experience. Looking back, I had the greatest childhood ever, away from all the distractions of the city. I took the work ethic I learned on the farm and applied it to real estate. Selling real estate is not work compared to life on the farm!” Curt Stinson, Broker of Engel & Völkers Tucson, said with a chuckle.

Curt has had family in Arizona since it was a territory. His parents met in Tucson during World War II but decided to move to Washington to start a homestead and farm. Before the switch to farming, there was a legacy of real estate. “My grandmother was a developer in Tucson in the ‘40s, ‘50s, and ‘60s. My dad also sold real estate.” As a young adult, Curt moved to Tucson to help take care of his grandmother. His introduction to sales occurred while he was working his way through school at the University of Arizona. It was a sales opportunity unique to the desert. “I sold seat covers on street corners to pay for college.” If you’ve lived in Tucson for more than one summer, you’ve probably experienced the damage the sun and heat can cause to vehicle interiors. Curt laughs as he talks about his first experience as an entrepreneur. “Selling seat covers—it’s a weird business but profitable. I had guys working for me at nine different locations across Tucson. We made decent money.” A college student and entrepreneur, Curt added one more title to his resume: Disc Jockey. “I would DJ at night for all sorts of events like parties, weddings, bar mitzvahs, etc.” He smiles and adds, “Oh yes, I taught the Electric Slide to many, many people!” After graduation, Curt stuck with sales but moved on to a new opportunity. “I did sales for a watch

•••

and jewelry company. I was on the road all of the time. We would set up in a new hotel and city every week.” Tired of traveling, Curt was looking for another career opportunity. When Curt and his wife, Susan, bought their first house, their real estate agent urged Curt to consider real estate. “I talked to my parents about it. Both of them thought it was a great idea.” The rest, as they say, is history.

Now the broker and owner of the only Engel & Völkers franchise in Tucson, Curt has had many adventures in real estate from helping the largest broker of dinosaur fossils find a home to a client with a passion for goats. But his greatest adventure happened outside of real estate when Curt and his daughter, Zoe took a “little” hike. “We hiked to base camp on Mt. Everest.

I trained for about six months before the hike and lost 30 lbs.” Curt chuckles and adds, “Zoe was already in great shape! She was captain of her dance team at Baylor. In fact, she just made the cheerleading squad for the Denver Broncos!” On the 11-day hike, Curt and Zoe had a friendly competition while supporting a good cause. “We used the hike to raise funds for a brother and sister battling major health issues. One had leukemia and the other one had an inoperable brain tumor. A couple of TV stations picked up the story. At the end of each day, we’d decide who had won that day whether Zoe or I had hiked better. In the end, we raised \$11,000 for the family. It was an amazing experience on every level: physical, mental, and spiritual.” Curt and Zoe already have their minds set on their next venture—Mount Kilimanjaro in Tanzania.

Closer to home Curt and his son Noah embarked into the unknown when they decided to team up for the summer. Noah currently attends The University of Mississippi (Ole Miss) studying integrated marketing communications. “Noah called me up and asked if he could come work for me during the summer.” Curt admits, “I was hesitant. I remembered Noah before he went to college... we tended to butt heads. However, I said, ‘Sure!’” That evening when Curt told his wife, she had her own opinion. “My wife didn’t think it was a good idea either! But Noah has been a phenomenal assistant. Noah understands how I am, he keeps me organized and on track. Plus, he’s learning a ton. The best part is I get to hang out with my son. It’s great to have so much time with him before he goes back to school.”



Evelyn, Susan, Curt, and Noah

“
But his greatest adventure happened outside of real estate when Curt and his daughter, Zoe took a “little” hike.
”
“WE HIKED TO BASE CAMP ON MT. EVEREST.”

Curt and Susan’s youngest is still at home and a beautiful blessing that arrived in their life after a difficult time. “We adopted Evelyn from Guatemala; we brought her home when she was seven months old. Now she is 15 years old and a student at Salpointe. She is the artist of the family. She’s very quick-witted and such a delight. She also loves to cook and garden.” Curt and Susan decided to adopt after losing two children. “Our first baby was born with a Diaphragmatic Hernia. Colin lived for only three days. At the time, we didn’t know it was genetic.” Zoe and Noah were both healthy babies. However, our fourth baby, Grace, had the same medical issue. That’s when Curt and Susan found out it was genetic, each pregnancy would hold the same risk. It was a challenging time for the family, not only did Curt and Susan have their grief, but they had to help Zoe and Noah walk through the emotions of loss as well. “Zoe was seven and Noah was four. They were excited for a baby sister. It was hard explaining to them that the baby would not be coming home. You can’t hide it from them, they could see our sadness and wanted to help. We were all able to hold Grace and say goodbye.” Curt and Susan both wanted another child. “When we realized we couldn’t have one, we decided to adopt. If we didn’t have the loss of Grace, we would have never met Evelyn. God has a plan—it



doesn’t always work out the way you think it will, but it is a good and beautiful plan.”

It hasn’t always been an easy journey, but as Curt reflects, he’s thankful. “I am so grateful for Susan. She means the world to me and her support is what allowed me to build a business. When the kids were younger, she stayed home with them, now she runs our accounting department.” With their kids getting older and more independent, Curt jokes, “I’ve replaced all three kids with dogs.

There is Watson, a white English bulldog; Gunner, a mini black lab; and Remy, a mini-Australian shepherd.” Married for 27 years, Curt and Susan look forward to a new chapter as their youngest gets closer to high school graduation. Curt shares another bucket list item, “I’m looking forward to taking my wife to Greece, she’s always wanted to go!” For Curt, success in real estate comes from maintaining perspective, not forgetting what truly matters: “Enjoy life; work hard, play hard. Love your family and your work-family.”

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	155.0	45,636,855	294,431
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	182.5	45,336,146	248,417
3	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	70.0	33,155,150	473,645
4	Laura Sayers (13644) of Long Realty Company (16717)	66.0	32,793,599	496,873
5	Lisa M Bayless (22524) of Long Realty Company (16717)	58.0	31,749,700	547,409
6	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	82.5	31,296,184	379,348
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona -478310	129.0	30,885,208	239,420
8	Russell P Long (1193) of Long Realty Company (298)	32.0	30,720,540	960,017
9	Suzanne Corona (11830) of Long Realty Company (16717)	30.0	29,782,351	992,745
10	Don Vallee (13267) of Long Realty Company (298)	65.5	29,555,732	451,233
11	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	112.0	28,951,780	258,498
12	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	25.0	27,605,688	1,104,228
13	Kaukaha S Watanabe (22275) of eXp Realty (495203)	89.5	25,810,379	288,384
14	Peter Deluca (9105) of Long Realty Company (298)	52.5	25,284,592	481,611
15	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	78.0	24,867,285	318,811
16	Barbara C Bardach (17751) of Long Realty Company (16717)	19.0	21,346,000	1,123,474
17	Paula Williams (10840) of Long Realty Company (16706)	36.5	21,267,725	582,677
18	Brenda O'Brien (11918) of Long Realty Company (16717)	30.5	20,373,200	667,974
19	Jim Storey (27624) of Tierra Antigua Realty (2866)	29.0	19,201,565	662,123
20	Jose Campillo (32992) of Tierra Antigua Realty (2866)	81.0	18,940,850	233,838
21	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	44.0	18,781,400	426,850
22	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	65.5	18,548,293	283,180
23	Leslie Heros (17827) of Long Realty Company (16706)	30.5	18,456,900	605,144
24	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	14.0	18,325,500	1,308,964
25	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	20.5	18,040,500	880,024
26	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	47.0	17,654,700	375,632
27	Patty Howard (5346) of Long Realty Company (16706)	13.0	17,554,550	1,350,350
28	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	28.0	17,450,390	623,228
29	Rob Lamb (1572) of Long Realty Company (16725)	34.0	16,774,900	493,379
30	Sandra M Northcutt (18950) of Long Realty Company (16727)	37.0	16,531,110	446,787
31	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	65.5	16,272,747	248,439
32	Joshua Waggoner (14045) of Long Realty Company (16706)	12.0	14,797,836	1,233,153
33	Cindie Wolfe (14784) of Long Realty Company (16717)	26.0	14,303,731	550,144

Rank	Name	Sides	Volume	Average
34	Denice Osbourne (10387) of Long Realty Company (16707)	34.0	14,106,122	414,886
35	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	50.0	13,931,000	278,620
36	Jameson Gray (14214) of Gray St. Onge (52154)	16.5	13,881,544	841,306
37	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	44.0	13,867,919	315,180
38	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	48.0	13,735,797	286,162
39	McKenna St. Onge (31758) of Gray St. Onge (52154)	14.5	13,494,044	930,624
40	John E Billings (17459) of Long Realty Company (16717)	34.5	13,337,750	386,601
41	Scott Melde (38588) of eXp Realty (495203)	48.5	13,164,973	271,443
42	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	33.5	13,086,864	390,653
43	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	26.0	13,022,623	500,870
44	Laurie Hassey (11711) of Long Realty Company (16731)	27.5	12,925,300	470,011
45	Candy Bowen (37722) of Realty Executives Arizona Territory (498303)	51.5	12,695,880	246,522
46	Tracy Wood (36252) of Realty One Group Integrity (51535)	17.0	12,463,000	733,118
47	Anthony D Schaefer (31073) of Long Realty Company (298)	30.0	12,286,150	409,538
48	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	38.0	12,272,843	322,970
49	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	14.0	12,269,000	876,357
50	Tom Peckham (7785) of Long Realty Company (16706)	16.0	12,215,500	763,469

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Susan Denis (14572) of Tierra Antigua Realty (2866)	34.0	12,024,402	353,659
52	Tom Ebenhack (26304) of Long Realty Company (16706)	34.0	11,908,930	350,263
53	Patricia Sable (27022) of Long Realty Company (16706)	17.0	11,903,288	700,193
54	Alfred R LaPeter (32582) of Long Realty Company (16717)	18.5	11,786,500	637,108
55	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	30.5	11,610,401	380,669
56	Kristi Penrod (33258) of Redfin Corporation (477801)	17.0	11,534,900	678,524
57	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	20.0	11,055,400	552,770
58	Ronnie Spece (19664) of At Home Desert Realty (4637)	31.0	10,996,399	354,723
59	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	27.5	10,794,608	392,531
60	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	22.0	10,649,486	484,068
61	Jennifer C Anderson (16896) of Long Realty Company (16724)	33.0	10,443,237	316,462
62	Kynn C Escalante (8137) of WeMoveTucson (2536)	12.0	10,423,025	868,585
63	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	23.0	10,374,600	451,070
64	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	10.5	10,362,500	986,905
65	Tyler Lopez (29866) of Long Realty Company (16707)	37.5	10,347,692	275,938
66	Debra M Quadt (16709) of Redfin Corporation (477801)	25.0	10,339,000	413,560
67	Roderick D Ward (56293) of Trelora Realty (52039)	35.0	10,140,225	289,721
68	Jay Lotoski (27768) of Long Realty Company (16717)	33.0	10,001,700	303,082
69	Paula J MacRae (11157) of OMNI Homes International (5791)	19.0	9,957,057	524,056
70	Jennifer Philips (16201) of Gateway Realty International (52120)	39.0	9,953,725	255,224
71	Tori Marshall (35657) of Coldwell Banker Realty (70207)	23.0	9,866,950	428,998
72	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	29.0	9,772,330	336,977
73	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	55.5	9,629,150	173,498
74	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	30.0	9,566,846	318,895
75	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	39.0	9,554,401	244,985
76	Phil Le Peau (39491) of OMNI Homes International (5791)	15.0	9,493,500	632,900
77	Gary P Brasher (80408123) of Russ Lyon Sotheby's Intl Realt (472205)	30.0	9,488,496	316,283
78	Louis Parrish (6411) of United Real Estate Specialists (5947)	13.0	9,484,934	729,610
79	Martin Ryan (35633) of First United Realty, Inc (5764)	15.5	9,478,500	611,516
80	Nicole Jessica Churchill (28164) of eXp Realty (495208)	32.5	9,442,602	290,542
81	David J Walsh (15346) of S J Fowler Real Estate (51299)	27.0	9,376,050	347,261
82	Alicia Girard (31626) of Long Realty Company (16717)	21.0	9,349,474	445,213
83	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	9.5	9,237,500	972,368

Rank	Name	Sides	Volume	Average
84	Jeffery Ell (19955) of eXp Realty (495211) and 2 prior offices	21.5	9,104,101	423,447
85	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	21.0	9,049,400	430,924
86	Gary B Roberts (6358) of Long Realty Company (16733)	24.0	9,049,150	377,048
87	Elliot J Anderson (20567) of eXp Realty (495201)	29.5	8,935,010	302,882
88	Linda S Gerchick (32660) of Gerchick Real Estate (5353)	15.0	8,875,000	591,667
89	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	42.0	8,865,050	211,073
90	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	36.5	8,859,410	242,724
91	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	24.0	8,763,375	365,141
92	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	18.5	8,579,300	463,746
93	Lori C Mares (19448) of Long Realty Company (16719)	23.0	8,568,333	372,536
94	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	35.0	8,558,550	244,530
95	Robin M Stirn (142031) of Long Realty -Green Valley (16716)	35.0	8,543,000	244,086
96	Brittany Palma (32760) of 1st Heritage Realty (133)	31.5	8,541,800	271,168
97	Leslie B Brown (35667) of Oracle Land & Homes (875)	16.0	8,482,000	530,125
98	Vincent R Yackanin (2249) of Long Realty Company (298)	16.0	8,452,500	528,281
99	Dottie May (25551) of Long Realty Company (16728)	13.0	8,405,250	646,558
100	Martha F Staten (25526) of Long Realty Company (16717)	10.0	8,374,000	837,400

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Helen Curtis (15010) of OMNI Homes International (5791)	27.5	8,283,000	301,200
102	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	25.5	8,267,400	324,212
103	Paula Sindelar (14118) of Pepper Realty (3668)	25.0	8,246,800	329,872
104	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	11.5	8,245,450	716,996
105	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	22.0	8,193,700	372,441
106	Angela Tennison (15175) of Long Realty Company (16719)	14.0	8,131,050	580,789
107	Leslie M Brown (32753) of Oracle Land & Homes (875)	15.0	8,124,500	541,633
108	Nestor M Davila (17982) of eXp Realty 01 (495204) and 1 prior office	34.0	8,092,415	238,012
109	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	16.0	8,059,500	503,719
110	Heather Shallenberger (10179) of Long Realty Company (16717)	22.0	8,034,300	365,195
111	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory -498306	27.0	7,969,750	295,176
112	Bob Norris (14601) of Long Realty Company (16733)	19.5	7,911,150	405,700
113	Margaret E. Nicholson (27112) of Long Realty Company (16728)	12.0	7,900,250	658,354
114	Pam Treece (13186) of Long Realty Company (16717)	16.5	7,862,100	476,491
115	Becky Nolen (7777) of Long Realty Company (16717)	15.5	7,859,900	507,090
116	Rosemary Lacy (11919) of Long Realty Company (298)	25.0	7,858,224	314,329
117	Jeremiah E Taylor (17606) of Keller Williams Southern Arizona (478306)	34.5	7,847,084	227,452
118	Rebecca Maher (11616) of Long Realty Company (16719)	14.0	7,811,000	557,929
119	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	26.0	7,645,400	294,054
120	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	17.0	7,575,552	445,621
121	Renee Powers (12832) of Tierra Antigua Realty (2866)	11.0	7,568,100	688,009
122	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	20.0	7,554,260	377,713
123	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	23.0	7,538,300	327,752
124	Pam Ruggeroli (13471) of Long Realty Company (16719)	23.0	7,505,415	326,322
125	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	25.0	7,477,800	299,112
126	Jerri Szach (6050) of Long Realty Company (16706)	14.5	7,440,500	513,138
127	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	15.0	7,429,535	495,302
128	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	20.0	7,390,250	369,512
129	Ashley Kimberlin (18406) of Realty Executives Arizona Territory (498306)	24.5	7,375,200	301,029
130	Dana Blane Reddington (52423) of Long Realty Company (16728)	14.0	7,289,625	520,688
131	Richard M Kenney (5903) of Long Realty Company (298) and 1 prior office	15.0	7,172,000	478,133
132	Sherri Vis (54719) of Redfin Corporation (477801)	16.0	7,153,720	447,108
133	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	17.5	7,101,952	405,826

Rank	Name	Sides	Volume	Average
134	Sue Brooks (25916) of Long Realty Company (16706)	16.0	7,099,550	443,722
135	Oscar J Ramirez (5010) of Long Realty Company (16727)	9.5	7,088,500	746,158
136	David K Guthrie (19180) of Long Realty Company (16706)	22.0	7,056,590	320,754
137	James Servoss (15515) of Keller Williams Southern Arizona (478306)	41.5	7,043,275	169,717
138	Kendra Nichole Haro (52622) of Redfin Corporation (477801)	19.0	7,030,514	370,027
139	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	25.5	7,026,330	275,542
140	Jon Mandel (33200) of Long Realty Company (16706)	10.5	7,011,000	667,714
141	William Daniel Wesson (728) of The Waterfall Group, LLC (2262)	30.5	6,984,772	229,009
142	Andrew Smith (38920) of Keller Williams Southern Arizona (4783)	22.0	6,954,450	316,111
143	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	57.0	6,936,770	121,698
144	Mirna I Valdez (145067159) of Century 21 Success Realty (80401846)	27.0	6,893,400	255,311
145	Maria R Anemone (5134) of Long Realty Company (16727) and 1 prior office	10.0	6,886,300	688,630
146	Sonya M. Lucero (27425) of Long Realty Company (16719)	23.5	6,882,000	292,851
147	George Laughton (53764) of My Home Group (427507)	24.0	6,859,300	285,804
148	Judi Monday (1420458) of RE/MAX Select (5154301)	19.0	6,850,500	360,553
149	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	24.5	6,833,665	278,925
150	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	15.5	6,811,750	439,468

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