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PAUL VOLPE

▶▶ partner spotlight

PAUL VOLPE ALWAYS KNEW HE WANTED TO BE A DAD. AS THE “BABY” IN A FAMILY OF FOUR CHILDREN, WITH PARENTS WHO BOTH HAD MANY SIBLINGS, HE GREW UP SURROUNDED BY A BIG, LOVING FAMILY AND KNEW THAT SOMEDAY HE WANTED ONE OF HIS OWN.

His dream came true when he met his wife, Briana. She was a second-grade teacher when they began dating and Paul would visit her classroom and help her grade papers after work. He was like a celebrity to her students, who would often ask for his autograph whenever they saw him. They were married in 2012 in Tucson. They share three children together, an 8-year-old daughter named Ella, a 5-year-old son named Jack, and a 3-year-old son named Lute, named after the late Lute Olsen, basketball coach for the University of Arizona.

“Being a dad is one of the best things in life,” says Paul. “I want to be a good example for my kids on how to be a good dad and help them learn from my life.” Although he often works late hours, Paul makes it a point to arrive home to read his children stories before bed. He tells them, “I love you,” every day, especially before bed, and makes sure to give fists bumps all around. Paul and Briana enjoy taking their little ones out for weekend trips to the family cabin in Pinetop or the lake with their boat. This past December, the family took a trip to Disneyworld and plan to visit Hawaii this summer. ...



NOVA HOME LOANS



Jack, Briana, Ella, Paul, and Lute

“

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When asked about what being a father means to him, Paul remembers his own father, James Thomas Volpe who passed away in 1999 after years of battling cancer. The loss was difficult for Paul and his family, but they leaned on each other and supported one another. Years later, when Paul became a father himself, he gave his children the name of the person who meant a lot to him—Ella James Volpe and Jack Thomas Volpe.

If it was not clear from his son Lute's namesake, Paul is a huge Wildcat fan and a proud alum of the University of Arizona, class of 2001. In fact, the first song his children learned was “Bear Down, Arizona”. Born and raised in Tucson, it seemed inevitable that he would attend the U of A. He graduated from Amphitheater High School and was accepted into the pre-veterinary medicine program at the University. However, during his sophomore year, his brother, Jon Volpe, returned to Tucson and began working at NOVA Home Loans. He invited Paul to work

with him in the mortgage business as he paid his way through college. Jon is 11 years older than Paul and is like a father figure and role model to him. When Jon graduated from high school, Paul was six years old. As a young boy, he watched his big brother leave to attend college at Stanford and then eventually get signed to play football in the CFL and NFL. Paul looked up to Jon, so at his advice, he joined the NOVA team and changed his major to Finance. The year was 1998 and Paul was 19 years old.

There were only 24 employees at NOVA when Paul started as a Loan Approval Specialist. Since it was the late '90s, things were still being done by hand. “There were no online systems. You had to fax things and manually update everything.” As a newer employee, Paul was able to adapt to the technology and help NOVA move into the digital age.



Today, Paul is the Senior Vice President and Senior Loan Officer of NOVA Home Loans and Jon is the CEO. With more than 20 years in the business, Paul has witnessed a lot of the ups and downs of the market firsthand, which is why Paul understands the importance of treating partners with respect and building up a loyal client base. “With our team, referring partners are friends and some are like family. We develop relationships based upon loyalty and trust. We'll have your back throughout the process,” he says.

“

YOU CAN'T WIN A GAME WITHOUT YOUR TEAM. IT'S A GROUP EFFORT... EVERYONE FULFILLS A COMPLETE TASK TO GET THE LOAN TO THE FINISH LINE.

“My brother Jon has been the number one loan officer in the country five times. I was number one twice. We did not get there by giving terrible rates, service, and fees,” Paul says. He credits his team of 40 people for his successes, many of whom have worked at NOVA Home Loans for over twenty years. “You can't win a game without your team,” explains Paul. “It's a group effort...

everyone fulfills a complete task to get the loan to the finish line.” Together, he and Jon have helped NOVA Home Loans grow into the thriving company it is today with over 1000 employees serving clients across 15 states.

NOVA Home Loans is also a big supporter of local efforts and organizations, especially the Boys and Girls Club, donating \$20 for every loan they close. In 2020, The Volpe Team closed 2,371 loans, resulting in a \$47,000 donation and giving Paul the distinction of the number six originator in the country.

Paul also volunteers with different groups such as the Tucson Conquistadores, an organization that raises money to help support children and local youth sports in Tucson, and Nexus, a smaller group of gentlemen that raises money for scholarships for students at University of Arizona. To honor his father's time in the military, Paul is a member of the Empower Coalition, a group of people that support local veteran groups like Honor Flight, Boulder Crest, and others. He is also an honorary commander for the 563rd Rescue Group at DMAFB.

Paul is a contributor with an immense dedication to his family, his team, and his community. He works hard to ensure Tucson is a place where people can thrive. Most importantly, he is a great dad. It's no surprise that his son Jack also wants to be a dad when he grows up; he has a great role model to look up to.

When Alex Patton with MyHomeGroup stepped up to the plate, real estate threw him a fast-pitch—and he hit a home run. Growing up, he played almost every sport available, and his parents made sacrifices to be in the stands at practices and cheer him on for every game. As a father of two young boys, he knew he wanted to do the same.

Alex worked in the behavioral health field as a case manager for adolescents and adults for a decade before switching to the solar industry. He worked long hours, leaving before his kids woke up and coming home after they were asleep. It wasn't how he imagined fatherhood, so he stepped up to the plate and took a swing at real estate. "I was missing out on my son's life and wanted a change. I had always been interested in real estate, so I decided to get my license and dabble in it. Soon after,

the company I had been working for had a major layoff and let go of 80% of their workforce," he said. "I took that as a sign and jumped in headfirst and haven't looked back!"

Alex is new to real estate, but he's no rookie at hard work. In four years, Alex has a career sales volume of \$15 million, with \$6 million in the past year alone. But for him, the decision to pursue real estate was more about spending time with his family than bringing in big checks. "I didn't get into real estate to make a million dollars. I wanted the freedom to make my own schedule," he said. "I wanted to be at practices, I wanted to coach and be at games, and I didn't want to miss any of that."

Alex has two boys, Noah, 7, and Nathaniel, 4, along with a very supportive girlfriend, Angela,

who has two girls, Charlotte, 5, and Scarlett, 2. "It's a full house," he said with a smile.

Just like his parents did, Alex encourages his children to try every sport they can, from karate to baseball to soccer. "The kids are all in gymnastics and love to ride bikes and motorcycles in the neighborhood," he said. "We love going to the park and hanging out with friends." The family spends weekends at sports games, bouncing around at the trampoline park, and monkeying around on the playground—anything to burn off the seemingly endless energy the four kids have. "They try everything under the sun. Everything we can do to get them outdoors, get them active, we do it."

For the Love of Sports

Athletic competition is second nature to Alex, from cheering on his

hometown teams to competing in softball tournaments across the Southwest. "I love to watch people compete," he said. "I love seeing the abilities in people when they are challenged by a person or obstacle." He enjoys going to Phoenix to watch the Cardinals, Suns, and Arizona Diamondbacks play, but will always root for his teams back home—the Cowboys, Rangers, and Mavericks. "I'm a Dallas guy," he said.

Alex grew up in Hillsboro, Texas, a small farm town about 60 miles south of Dallas. "My best friend was in the Air Force, and I had just graduated from college and had never been further than an hour away from home. He talked me into moving out here with him for a couple of years to see something different." That was nearly 20 years ago. "This is home now," he said of Tucson. "I'll be here forever." First, it was the weather that sold him on Tucson. "That was the big thing that kept me here before the kids. I play all kinds of sports, so I'm able to play year-round."

For the past seven years, he has traveled around the Southwest, from Texas to California to Oregon, competing in softball tournaments with a team of close-knit friends. "I've always played sports, and once you get a little older and you cap out of the high school and college realm, the next step is softball," he said,

laughing. Alex plays first base, giving his younger teammates a chance to make all of the fast dives and rough plays at shortstop and in the field. "I play the old man spot," he said with a chuckle. He's always looking for a new athletic venture, and his latest is cornhole. "I've recently gotten into the craze of playing cornhole and I play in a league once a week," he said. "And who doesn't enjoy a round of golf!"

Alex has a passion for sports and real estate, but above all, he loves his family. Whether he's coaching the tee-ball team or headed to a showing, his kids are at the center of everything he does. "My kids often accompany me on showings and have become awesome showing assistants," he said. When he picks them up from school, they often ask, "Do we have any appointments today?" Alex strives every day to leave a legacy as a great father, a good friend, and an honest businessman. "Money comes and goes, but at the end of the day, my name is all I really have. I want people to say when they hear my name, 'He did me right, he treated me well, and he was a stand-up guy!' I think knowing I'm no better than anyone else and knowing that nobody else is better than me keeps me humbled, grounded, and relatable."

▶ rising star

By Breanna Smith
Photography by Casey James



“

For the past seven years, he has traveled around the Southwest, from Texas to California to Oregon, competing in softball tournaments with a team of close-knit friends. I've always played sports, and once you get a little older and you cap out of the high school and college realm, the next step is softball

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ALEX PATTON



Charlotte, Nathaniel, Noah, Alex, Scarlett, and Angela.



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ANTHONY BODY

LAND OF OPPORTUNITY

By: Dave Danielson • Photography by: Jacquelynn Buck

It's natural to take for granted the place where you grow up. It's easy to overlook what makes a place special when it's all you've ever known.

Someone who didn't grow up in Tucson or America, and who is extremely grateful for the chance he has to make a difference here is Anthony Body.

As a REALTOR® with CXT Realty, Anthony is proof that this is truly a land of opportunity.

FROM CANADA TO ARIZONA

Anthony was born and raised in Ottawa, Ontario, Canada. As he came of age, he graduated from college, earned his degree in International Management, and spent 10 years in Victoria, British Columbia in various career fields.

"My goal was actually always to get to the United States," Anthony says with a smile. "I just didn't really know which path would take me there."

His path presented itself in 2008.

"That's when an instrumentation company here in Tucson picked me up. They basically told me if I could get my visa situation figured out, they would take me on a temporary basis," Anthony recalls. "Sure enough, I did and came to Tucson in August 2008. I was here for several years working on one-year contracts."

Another crucial crossroads was in the distance.

"In the process of working here, I met Kim in 2012, the woman who would become my wife in 2014," he smiles.

Anthony and Kim got married, he got his green card in 2014, and then, within a year, the company he was working for transferred his job to Boulder, Colorado.

"That was really the first experience I had selling a home, and that was an eye-opening experience for me," Anthony remembers. "Our REALTOR®, Ryan Brown, is someone we are still very good friends with to this day. He has actually become a mentor to me. He sold our home for an amount that was above the asking price. It was just the best customer experience I have ever had. The impression Ryan left on me left a positive mark."

A NEW DOOR OPENS

In time, the company Anthony worked for went through some organizational shifts and his job went away. His first call after talking with family was Ryan.

“

I HAVE A LOT OF LOVE AND APPRECIATION FOR TUCSON AND THE COMMUNITY HERE.

I CAME DOWN HERE IN 2008 WITHOUT MUCH. I DIDN'T REALLY KNOW WHAT MY PROSPECTS WOULD BE HERE. BUT FROM THE TIME THAT I GOT HERE, EVERYBODY IN TUCSON THAT I ENCOUNTERED WAS **WARM, LOVING, OPEN, AND HELPFUL.**

➤➤ agent on fire





Kim, Anthony, and Carter

just watching it grow. Other days, it's client interactions of showing homes and negotiating deals. I enjoy the challenges that come with those experiences. I'm always learning and growing, and that's what I enjoy."

WHAT MATTERS MOST

Family is at the heart of life for Anthony. He and Kim welcomed their son, Carter, into the world a little over a year ago. They also have two dogs — Poncho and Polly.

Their free time is filled with the wonders of Sabino Canyon.

"We like to go hiking there as much as we can, and explore new trails," he says. "We also like trying new local restaurants and shops as they open up. It's important to us to be very supportive of local business wherever we can."

Those who know Anthony appreciate his loyal, open nature and his drive to solve problems for his clients.

As Anthony considers his future, he also has a deep sense of appreciation for this nation and this place—Tucson.

"I have a lot of love and appreciation for Tucson and the community here. I came down here in 2008 without much. I didn't really know what my prospects would be here. But from the time that I got here, everybody in Tucson that I encountered was warm, loving, open, and helpful," Anthony emphasizes. "There's been a great outpouring of love from everyone. It's part of what drives me in this business because this community has given so much to me, I want to give back to it, too."

Day by day, Anthony makes a positive impact through his service to others. In turn, he is a living example of how this is truly a land of opportunity.

"I said we were thinking about going back to Tucson, and asked if he could recommend a REALTOR® up in Boulder to help us sell our home, and then find one in Tucson," Anthony said. "Ryan was there for us every step along the way; he got us hooked up with a great agent in Denver and he helped us transition from one city to another. He kept his eye on the ball and maintained an amazing focus on everything."

Anthony and Kim moved back to Tucson and bought what ended up being their forever home.

"Within a few months of coming back, I made the decision to switch to a career in real estate, in large part, because of the experience that I had with Ryan. The kind of REALTOR® Ryan is was the kind of person that I want to be and who I wanted to emulate. So, he helped me transition into the business in September 2017."



Like most who enter the business, Anthony faced some transition challenges.

"Everything was first-rate from an opportunity and a training standpoint, but I couldn't catch a break. So it took me about six months for my first closing," Anthony remembers.

GAINING MOMENTUM

Once the first closing came though, others were close behind. In fact, by the end of his first full year in the business, Anthony had closed 22 transactions.

He has kept building from there with a true passion for figuring out new situations.

"No two days are really the same, and I love that," he says. "Sometimes I'm working on building the cornerstones of my business and setting myself up for long-term success. So some of the days I'm not interacting a ton with clients, but I'm working on my business. I'm enjoying putting those bricks together and

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Our second event of 2021 is in the books! And my was it a fun and productive one! We enjoyed BBQ provided by **Blue Banjo BBQ** and music by **Back Roads** - a great local country band! Definitely made me want to dance!

We **donated \$3400 to TraK** because of the generous donations given by agents and our partners! Finding ways to bless those in our community has become one of the missions of Tucson REAL Producers and our REALTORS® have stepped up to the plate! It is **INCREDIBLE** to partner with such a fantastic group! TRP makes connecting the **BEST** with the **BEST** in RE fun and meaningful! If you missed it you must be there next time!

To every agent and partner that came out **THANK YOU! WOW!** What an impact that will make to the children and vets who seek horse therapy!

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 happen!

HUGE APPRECIATION GOES TO OUR EVENT SPONSORS:

- Rob Purvis - VIP Mtg**
- Robert Hatch - VIP Mtg**
- Noy Kelly - Guaranteed Rate**
- Barb DeFazio - Old Republic Home Protection**
- Christian Hernandez - Loan Depot**
- All Pro Rooter & Plumbing**
- Luxe Realty Photography & Caring Transitions!**

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, and 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!

Ready for the next event? We will let you know as soon as it is underway so you can **put it on your calendar!** Join our **Top 500 Tucson REAL Producers Facebook group** and look for our emails to participate in the fun!



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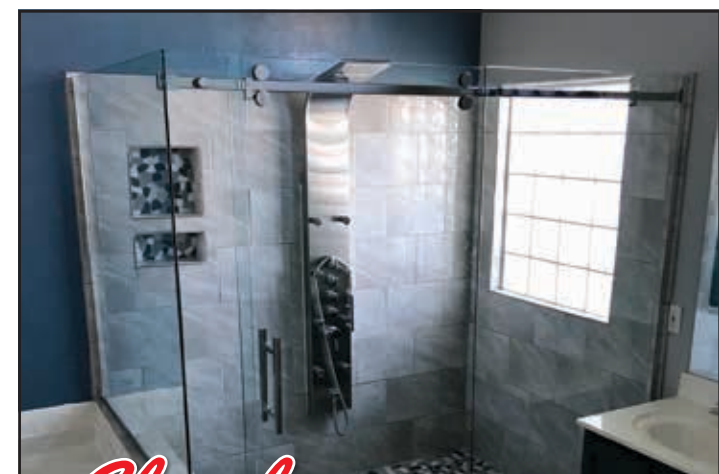
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DAD JOKES!

What's your favorite dad joke or one your dad loved to share?



How do you make a handkerchief dance?

You put a little boogie in it...

-KENNETH HUTSON

JASON MITCHELL REAL ESTATE



My dad passed away when I was only 14 years old but one thing I remember most about him is he LOVED to tell jokes! He had a photographic memory and knew hundreds of goofy jokes, one for every situation. He loved to make me laugh! But the very first joke he ever told me was: **Why did the snail want to paint an S on the side of his new sports car?** So when he sped down the road people would say look at that S-car-go!

-KATHY BALDAUF

LONG REALTY



How much does a chimney cost?

Nothing, it's on the house!

-BRANDT MCFARLIN

AND BARBARA MCFARLIN

LONG REALTY



Q: Why are Fathers like Parking Spaces?

A: The good ones are already taken!

-BRUCE BACA

COLDWELL BANKER REALTY



What do you call a person who cannot eat bread?

Lack-toast intolerant

-AMOS KARDONCHIK-

KOREN REALTY EXECUTIVES

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It is hard to explain puns to kleptomaniacs. They always take things literally.

-LOUIS PARRISH

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How do you make a lemonade stand?

Take away its chair!

-EMILY GRACE NEWKIRK,

ASSOCIATE BROKER VAIL REALTY



I tell dad jokes, but I don't have any kids.

I'm a faux pa.

-WACO STARR

LONG REALTY



My dad backed out of our neighbor's driveway and hit a giant rock. It stuck under his back wheel and he refused to stop. With all the neighbors watching, he dragged it all the way home. My cousin and I laughed so hard. I still laugh typing this and he has been gone 2 years.

-PATRICIA KAYE BROWN

COLDWELL BANKER REALTY



Joke #1 *You know at my age, the mind is the first thing to go, and darn if I can remember what the second thing is!*

(From Len West)

Joke #2 **How do you row a canoe filled with puppies?** *You bring out the doggy paddles*

Joke #3 **Why did the Coach go to the Bank?** *To get a Quarterback!*

-SUE WEST

COLDWELL BANKER REALTY



Two men were sitting next to each other at a bar.

After a while, one guy looks at the other and says, "I can't help but think, from listening to you, that you're from Ireland."

The other guy responds proudly, "Yes, that I am!"

The first guy says, "So am I! And whereabouts from Ireland might you be?"

The other guy answers, "I'm from Dublin, I am."

The first guy responds, "Sure and begorra, and so am I! And what street did you live on in Dublin?"

The other guy says, "A lovely little area it was, I lived on McCleary Street in the old central part of town."

The first guy says, "Faith and it's a small world, so did I! And to what school would you have been going?"

The other guy answers, "Well now, I went to St. Mary's of course."

The first guy gets really excited, and says, "And so did I. Tell me, what year did you graduate?"

The other guy answers, "Well, now, I graduated in 1964."

The first guy exclaims, "The Good Lord must be smiling down upon us! I can hardly believe our good luck at winding up in the same bar tonight. Can you believe it, I graduated from St. Mary's in 1964 my own self."

About this time, another guy walks into the bar, sits down, and orders a beer. The bartender walks over shaking his head and mutters, "It's going to be a long night tonight, the Murphy twins are drunk again."

My dad always told/giggled at the Murphy twins joke because he grew up in Cleveland Ohio and went to Saint Patrick's school so he was surrounded by lots of Irish kids – though he was 100% Belgian!

-CASEY COMPERNELLE

TIERRA ANTIGUA REALTY

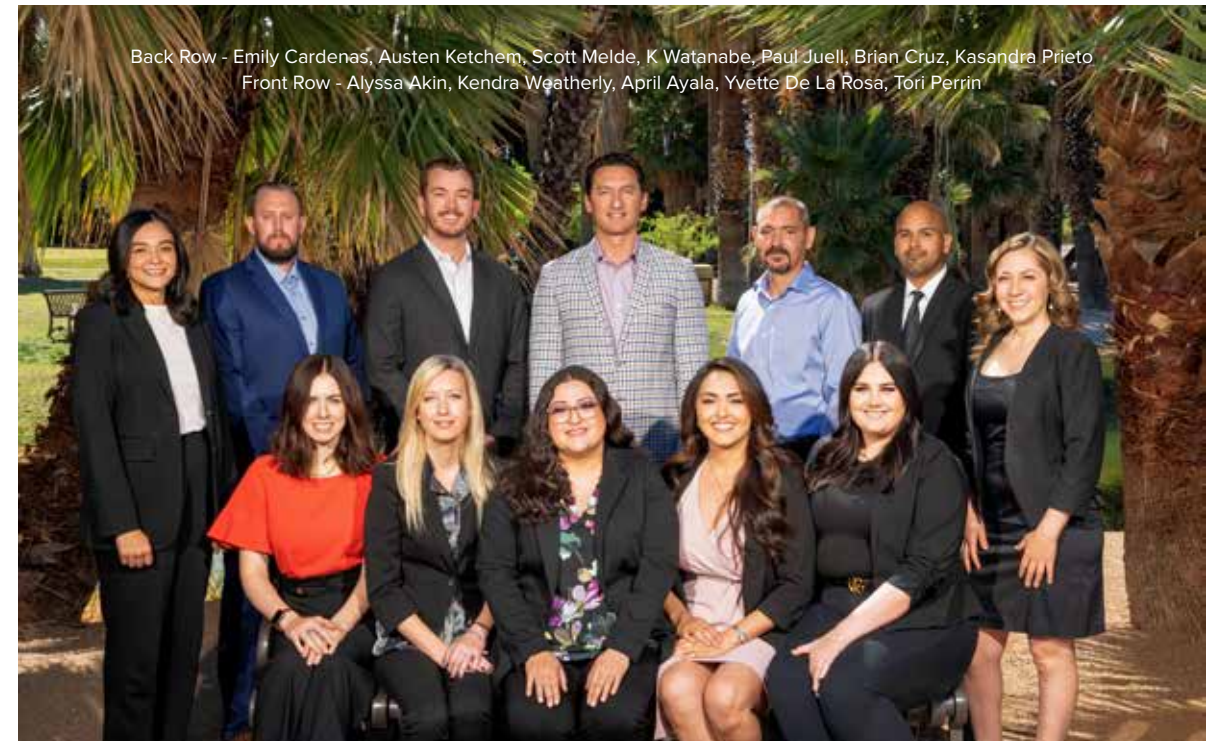


▶ featuring

KAUKAHA (K) WATANABE

LESSONS LEARNED

By: **Kylea Bitoka** • Photography by: **Joey Ambrose**



Back Row - Emily Cardenas, Austen Ketchem, Scott Melde, K Watanabe, Paul Juell, Brian Cruz, Kasandra Prieto
Front Row - Alyssa Akin, Kendra Weatherly, April Ayala, Yvette De La Rosa, Tori Perrin

“I did it! I broke my record!” Kaukaha (K) Watanabe eagerly told his coach over the phone.

“K, you don’t impress me. You cheat your family out of time, you cheat your children and your community. You don’t impress me.” –CLICK–

The phone line went dead and left K stunned and angered. He wasn’t ready to face the truth, instead, he blew it off. He thought he knew what success looked like and he wasn’t about to stop short. K was more than willing to put

in the hours and the energy; he was determined to provide for his family.

From his beginnings in real estate, K had come a long way. He literally started with nothing. “I was in corporate America, unhappy with my job and the direction the company was going. In 2005, I started hearing the rumors about the real estate market being hot. I started to see more real estate investment shows on TV. I was intrigued.” Without another thought, K decided to take the jump into real estate. “I quit my job not

realizing it would take some time to get licensed. I only had \$2,000 in the bank. I had done well in the corporate world, however; I didn’t save money.” The \$2,000 in the bank quickly ran out. “I had a \$1,400 mortgage payment and a \$500 car payment. My car almost got repossessed and the house came close to foreclosing.” Licensed in 2007, K made it into the market just in time for the crash. “I valeted cars at the casino at night and worked real estate during the day. I did that four to seven times a week for a

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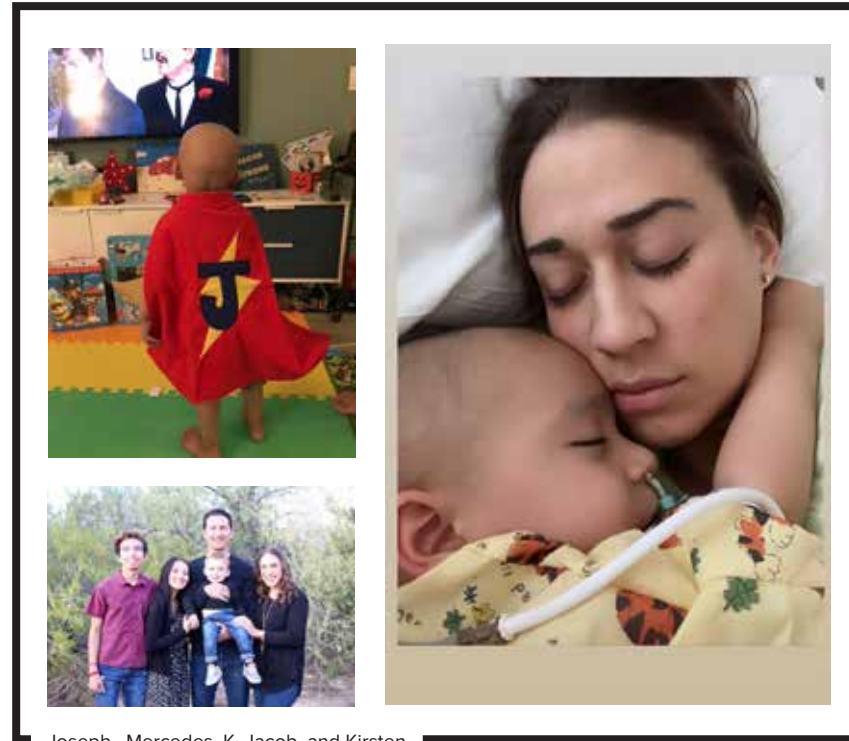
•••

year including holidays because I made the most money on those days. I believed this was my last chance to make it in life; I refused to quit.” K slowly but surely dug his way out of debt including \$300,000 owed to the IRS. He built a name for himself in real estate, but it came at a price.

“The last ten years I worked very hard and I had really bad habits. I stole time from my family and I regret it. Your family won’t tell the difference between \$500,000 or \$1,000,000 in commission but they definitely know the difference between 20 minutes or two hours spent together.”

Today, K is putting the pieces in place and trusting his team, so he has more time for family. His priorities have shifted, “It used to be that my business came before anything else. Now, it’s family first.” The shift came about a year ago. As the rest of the world was reeling from the Covid-19 pandemic, K’s world crashed from a different diagnosis. “My two-year-old son, Jacob, was diagnosed with brain cancer last year in March.” K and his fiancé, Kirsten, felt completely helpless. “I was looking at my son after he came out of surgery, he had all of these cords coming out of his small body and he was attached to several pieces of medical equipment. I knew then that if I lost my son, nothing else would matter. I knew I would be devastated because I hadn’t spent enough time with him. My business was no longer important to me when I realized I could lose what mattered most.”

As Jacob underwent two brain surgeries and chemotherapy, K’s eyes were opened to a new reality. A world where kids sat alone



Joseph, Mercedes, K, Jacob, and Kirsten

in the hospital because their families were already stretched too thin. Parents having to decide between a work shift to keep the electricity on or sitting with their child through a chemo treatment. Parents were left with the difficult decision of leaving their other children alone to spend the night in the hospital. As K looked around Jacob’s hospital room, he saw an abundance of everything from toys to cafeteria vouchers that he and Kirsten didn’t need to use. He thought about the little boy down the hall who was facing chemo treatment on his birthday, alone. All the hospital could do was provide a tiny toy. “I went to Target and bought him a whole bunch of toys. When his mom sent me a picture of him playing with his new toys, it brought me so much joy.” K had an idea. He called his coach to ask a favor. K asked, “Have you hit your giving goal for the year? I’d like to buy all the kids on the floor Christmas presents.” His coach answered with a question, “Why are you stopping at the floor? Let’s do the whole hospital; I’ll give \$30,000 if you match it.” Covid restrictions prevented them from carrying out the plan as they first envisioned. However, K matched

his coach and raised some additional funds, donating \$70,000 to Phoenix Children’s Hospital to help parents with bills and allow the hospital to provide more fun activities for the children. Every kid on the floor received Christmas gifts.

As K reflects, he regrets the time he missed with his two older children. His daughter Mercedes who is 21 years old attends the University of Arizona and Joseph is 17 and a junior in high school. K is determined to not make the same mistakes as he moves forward. “While Jacob still needs to go in for quarterly check-ups, he is doing good. We are back in Tucson full-time. His hair has grown back and he has so much energy.” K and his family enjoy going to the zoo and parks as well as playing in the pool; however, it’s the simple moments that K looks forward to, whether that’s sharing a snack of spicy dried mangos with Jacob or tucking him into bed. “I am focused on

being present at home. I don’t need to take calls after 6 o’clock. I eat dinner with my family and tuck my son into bed every night, that’s what it is about for me now.” From working his way out of debt to learning the importance of family, K shares his story in hopes that it will help others. “I hope that my experience will encourage others and that they can learn from my mistakes.”

“ I KNEW THEN THAT IF I LOST MY SON, NOTHING ELSE WOULD MATTER. I KNEW I WOULD BE DEVASTATED BECAUSE I HADN’T SPENT ENOUGH TIME WITH HIM. MY BUSINESS WAS NO LONGER IMPORTANT TO ME WHEN I REALIZED I COULD LOSE WHAT MATTERED MOST. ”



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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	130.0	36,938,855	284,145
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	147.0	35,506,846	241,543
3	Laura Sayers (13644) of Long Realty Company (16717)	55.0	27,189,193	494,349
4	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	53.0	25,785,150	486,512
5	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	96.5	25,687,880	266,196
6	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	68.5	24,433,511	356,694
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona -478310	108.0	24,400,020	225,926
8	Lisa M Bayless (22524) of Long Realty Company (16717)	44.0	22,549,200	512,482
9	Russell P Long (1193) of Long Realty Company (298)	24.0	22,390,040	932,918
10	Don Vallee (13267) of Long Realty Company (298)	49.5	20,796,982	420,141
11	Paula Williams (10840) of Long Realty Company (16706)	35.5	20,722,725	583,739
12	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	60.0	20,646,035	344,101
13	Barbara C Bardach (17751) of Long Realty Company (16717)	18.0	20,408,500	1,133,806
14	Brenda O'Brien (11918) of Long Realty Company (16717)	27.5	19,403,200	705,571
15	Peter Deluca (9105) of Long Realty Company (298)	45.0	18,838,342	418,630
16	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	17.0	17,834,688	1,049,099
17	Suzanne Corona (11830) of Long Realty Company (16717)	22.0	17,105,741	777,534
18	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	19.5	16,540,500	848,231
19	Jim Storey (27624) of Tierra Antigua Realty (2866)	24.5	16,393,782	669,134
20	Kaukaha S Watanabe (22275) of eXp Realty (495203)	57.5	16,273,420	283,016
21	Jose Campillo (32992) of Tierra Antigua Realty (2866)	64.5	14,511,350	224,982
22	Joshua Waggoner (14045) of Long Realty Company (16706)	11.0	14,367,836	1,306,167
23	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	38.0	14,331,700	377,150
24	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	56.5	14,284,747	252,827
25	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	33.0	13,302,400	403,103
26	Leslie Heros (17827) of Long Realty Company (16706)	21.0	12,945,800	616,467
27	Sandra M Northcutt (18950) of Long Realty Company (16727)	28.0	12,673,000	452,607
28	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	46.0	12,562,783	273,104
29	Tom Peckham (7785) of Long Realty Company (16706)	16.0	12,215,500	763,469
30	Rob Lamb (1572) of Long Realty Company (16725)	23.0	11,689,900	508,257
31	Kristi Penrod (33258) of Redfin Corporation (477801)	17.0	11,534,900	678,524
32	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	34.5	11,216,043	325,103
33	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	10.0	11,191,000	1,119,100

Rank	Name	Sides	Volume	Average
34	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	39.0	11,001,000	282,077
35	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	37.0	10,989,919	297,025
36	Scott Melde (38588) of eXp Realty (495203)	41.5	10,978,414	264,540
37	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	37.5	10,857,050	289,521
38	Denice Osbourne (10387) of Long Realty Company (16707)	24.0	10,833,322	451,388
39	Candy Bowen (37722) of Realty Executives Arizona Territory (498303)	42.0	10,623,880	252,950
40	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	16.0	10,356,390	647,274
41	Tom Ebenhack (26304) of Long Realty Company (16706)	28.0	10,047,430	358,837
42	John E Billings (17459) of Long Realty Company (16717)	28.5	10,033,750	352,061
43	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	12.0	9,970,000	830,833
44	Alfred R LaPeter (32582) of Long Realty Company (16717)	15.0	9,962,500	664,167
45	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	15.0	9,725,600	648,373
46	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	27.0	9,578,614	354,764
47	Louis Parrish (6411) of United Real Estate Specialists (5947)	13.0	9,484,934	729,610
48	Laurie Hassey (11711) of Long Realty Company (16731)	19.5	9,413,850	482,762
49	David J Walsh (15346) of S J Fowler Real Estate (51299)	27.0	9,376,050	347,261
50	Susan Denis (14572) of Tierra Antigua Realty (2866)	27.0	9,317,402	345,089

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Ronnie Spece (19664) of At Home Desert Realty (4637)	27.0	9,158,899	339,218
52	Tyler Lopez (29866) of Long Realty Company (16707)	33.0	9,131,492	276,712
53	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	18.0	9,105,023	505,835
54	Martin Ryan (35633) of First United Realty, Inc (5764)	9.5	8,992,500	946,579
55	Patty Howard (5346) of Long Realty Company (16706)	9.0	8,832,050	981,339
56	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	25.5	8,777,401	344,212
57	Jennifer Philips (16201) of Gateway Realty International (52120)	35.0	8,773,725	250,678
58	Cindie Wolfe (14784) of Long Realty Company (16717)	20.0	8,675,765	433,788
59	Jennifer C Anderson (16896) of Long Realty Company (16724)	26.5	8,652,827	326,522
60	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	17.5	8,634,486	493,399
61	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	19.0	8,588,400	452,021
62	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	18.0	8,504,600	472,478
63	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	33.0	8,411,401	254,891
64	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	7.0	8,235,000	1,176,429
65	Tracy Wood (36252) of Realty One Group Integrity (51535)	13.0	8,138,000	626,000
66	Tori Marshall (35657) of Coldwell Banker Realty (70207)	18.0	8,065,550	448,086
67	Alicia Girard (31626) of Long Realty Company (16717)	18.0	8,043,474	446,860
68	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	24.5	7,968,400	325,241
69	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	23.0	7,925,930	344,606
70	Leslie B Brown (35667) of Oracle Land & Homes (875)	15.0	7,910,250	527,350
71	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	38.0	7,909,050	208,133
72	Anthony D Schaefer (31073) of Long Realty Company (298)	19.5	7,743,900	397,123
73	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	43.5	7,660,150	176,095
74	Leslie M Brown (32753) of Oracle Land & Homes (875)	14.0	7,552,750	539,482
75	Linda S Gerchick (32660) of Gerchick Real Estate (5353)	13.0	7,475,000	575,000
76	Gary B Roberts (6358) of Long Realty Company (16733)	20.0	7,436,150	371,808
77	Patricia Sable (27022) of Long Realty Company (16706)	14.0	7,378,388	527,028
78	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	30.0	7,339,050	244,635
79	Jeffrey M Ell (19955) of eXp Realty (495211) and 2 prior offices	18.0	7,235,601	401,978
80	Jerri Szach (6050) of Long Realty Company (16706)	13.5	7,156,500	530,111
81	Gary P Brasher (80408123) of Russ Lyon Sotheby's Intl Realt (472205)	25.0	7,140,596	285,624
82	Jay Lotoski (27768) of Long Realty Company (16717)	24.0	7,124,800	296,867
83	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	6.0	7,110,000	1,185,000

Rank	Name	Sides	Volume	Average
84	Debra M Quadt (16709) of Redfin Corporation (477801)	18.0	7,106,000	394,778
85	Richard M Kenney (5903) of Long Realty Company (16707)	14.0	6,967,000	497,643
86	Nicole Jessica Churchill (28164) of eXp Realty (495208)	24.0	6,933,502	288,896
87	Kynn C Escalante (8137) of WeMoveTucson (2536)	9.0	6,867,025	763,003
88	Rebecca Maher (11616) of Long Realty Company (16719)	12.0	6,826,000	568,833
89	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	16.0	6,725,250	420,328
90	Jon Mandel (33200) of Long Realty Company (16706)	9.5	6,685,000	703,684
91	Nestor M Davila (17982) of eXp Realty 01 (495204) and 1 prior office	28.0	6,675,165	238,399
92	Robin M Stirn (142031) of Long Realty -Green Valley (16716)	28.0	6,672,000	238,286
93	Renee Powers (12832) of Tierra Antigua Realty (2866)	9.0	6,640,900	737,878
94	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	24.0	6,630,400	276,267
95	Elliot J Anderson (20567) of eXp Realty (495201)	22.0	6,601,950	300,089
96	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	14.5	6,590,452	454,514
97	Dana Blane Reddington (52423) of Long Realty Company (16728)	12.5	6,574,625	525,970
98	Paula J MacRae (11157) of OMNI Homes International (5791)	11.5	6,555,307	570,027
99	Jim Jacobs (7140) of Long Realty Company (16706)	13.0	6,504,050	500,312
100	Mirna I Valdez (145067159) of Century 21 Success Realty (80401846)	25.0	6,498,400	259,936

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Jeremiah E Taylor (17606) of Keller Williams Southern Arizona (478306)	27.5	6,484,634	235,805
102	Helen Curtis (15010) of OMNI Homes International (5791)	22.5	6,472,000	287,644
103	Lori C Mares (19448) of Long Realty Company (16719)	17.5	6,455,201	368,869
104	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	17.5	6,434,250	367,671
105	Kendra Nichole Haro (52622) of Redfin Corporation (477801)	17.0	6,409,514	377,030
106	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	14.0	6,386,250	456,161
107	McKenna St. Onge (31758) of Gray St. Onge (52154)	9.0	6,349,848	705,539
108	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	25.5	6,347,875	248,936
109	Jameson Gray (14214) of Gray St. Onge (52154)	9.0	6,342,348	704,705
110	Heather Shallenberger (10179) of Long Realty Company (16717)	20.0	6,336,050	316,802
111	Maria R Anemone (5134) of Long Realty Company (16727) and 1 prior office	8.0	6,327,300	790,912
112	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	14.5	6,297,260	434,294
113	Dottie May (25551) of Long Realty Company (16728)	10.0	6,287,750	628,775
114	Brittany Palma (32760) of 1st Heritage Realty (133)	24.5	6,271,800	255,992
115	Martha F Staten (25526) of Long Realty Company (16717)	7.0	6,232,000	890,286
116	Becky Nolen (7777) of Long Realty Company (16717)	10.5	6,231,000	593,429
117	Pam Treece (13186) of Long Realty Company (16717)	11.5	6,195,500	538,739
118	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	17.0	6,153,400	361,965
119	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	22.5	6,118,665	271,941
120	George Laughton (53764) of My Home Group (427507)	21.5	6,082,800	282,921
121	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	22.0	6,066,846	275,766
122	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	14.5	6,058,440	417,823
123	Rosemary Lacy (11919) of Long Realty Company (298)	19.5	6,027,224	309,088
124	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	15.5	6,026,000	388,774
125	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	13.0	6,022,388	463,261
126	Timothy R Hagyard (32545) of Long Realty Company (16707)	18.0	6,014,608	334,145
127	Phil Le Peau (39491) of OMNI Homes International (5791)	9.0	5,986,500	665,167
128	Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)	19.0	5,865,666	308,719
129	Stephen Woodall (27353) of Long Realty Company (16717)	17.0	5,788,101	340,477
130	Margaret E. Nicholson (27112) of Long Realty Company (16728)	9.0	5,782,750	642,528
131	Sonya M. Lucero (27425) of Long Realty Company (16719)	19.5	5,756,000	295,179
132	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	8.5	5,751,950	676,700
133	Alison P Hurd (8440) of Hurd Homes, Inc. (3906)	13.0	5,713,400	439,492

Rank	Name	Sides	Volume	Average
134	Michael Shiner (26232) of CXT Realty (5755)	12.0	5,610,860	467,572
135	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	10.0	5,573,885	557,388
136	Radek Pomykaj (35347) of Tierra Antigua Realty (286601)	10.0	5,522,600	552,260
137	Sherri Vis (54719) of Redfin Corporation (477801)	12.0	5,509,600	459,133
138	Matthew F James (20088) of Long Realty Company (16706)	11.5	5,495,800	477,896
139	Bob Norris (14601) of Long Realty Company (16733)	14.5	5,473,150	377,459
140	Judi Monday (1420458) of RE/MAX Select (5154301)	15.5	5,473,000	353,097
141	Michele Biller (38928) of Long Realty Company (16717)	14.0	5,444,390	388,885
142	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory -498306	19.0	5,443,750	286,513
143	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	16.5	5,413,250	328,076
144	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478306)	10.5	5,412,900	515,514
145	Sandra Rooyakkers (32549) of United Real Estate Specialists (5947)	10.0	5,401,000	540,100
146	Wanda Fudge (28579) of Long Realty Company (16728)	14.0	5,393,055	385,218
147	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	13.0	5,383,900	414,146
148	Andrew Smith (38920) of Keller Williams Southern Arizona (4783)	17.0	5,366,950	315,703
149	Pam Ruggeroli (13471) of Long Realty Company (16719)	18.0	5,352,425	297,357
150	Jean Miller (22331) of Long Realty Sonoita/Patagonia (54502)	14.0	5,350,750	382,196

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