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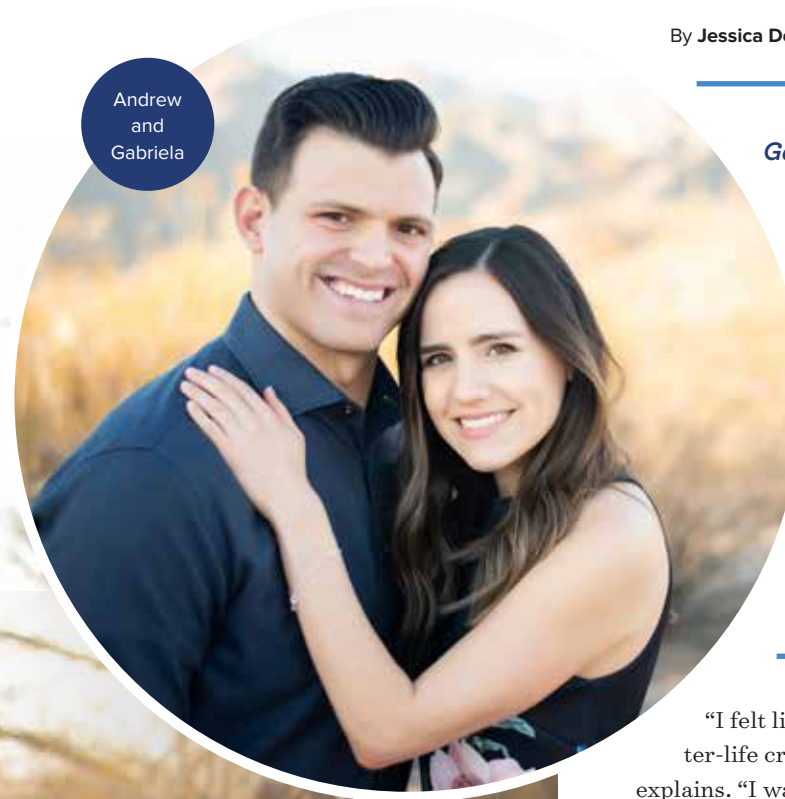


▶▶ be inspired!

# gabriela barcena

Living the American Dream!

By Jessica Dennes • Photography by Jacquelynn Buck



Andrew and Gabriela

*Gabriela Barcena had a plan for her life. After completing her bachelor's degree in Exercise Science, she was going to pursue an advanced degree so that she could ultimately become a Physical Therapist. It was a goal she had developed over years of consideration. So, upon graduating from Northern Arizona University, she took a full-time job at a clinic in preparation for Physical Therapy school. Things were lining up and Gabriela was right on track to fulfill her dream. There was just one problem – she quickly learned that she hated the field.*

“I felt like I had a quarter-life crisis,” Gabriela explains. “I was sad and not happy with what I was doing. I didn’t know what I wanted to do but it wasn’t that.” Consequently, she trusted her instincts and left her job at the clinic, effectively abandoning the goal she carried for so long. She moved back in with her parents as she considered her options. That is when her mother, Soraya, a real estate agent with over 30 years of experience, asked Gabriela to be her assistant. She agreed, believing the position was only temporary until she attended graduate school.

Like many young agents, she worried about clients assuming that she was too young to sell real estate, but she did not let her limited experience or young age limit her potential. “After a while I used my age to my advantage, assuring clients that I had the right guidance as well as integrity, dedication, and the energy to help them buy or sell,” she says.

Four years later, Gabriela is thriving in the field. With her newfound success, she has become completely financially independent. Following in her parent’s footsteps, she decided to purchase a home as well as pursue owning rental properties. She was 25 years old when she purchased her first home, 26 when she purchased her second, and now at 27 years old, she owns her third. “I am living the American dream,” she explains as she reflects on her life.

Born and raised in Hermosillo, Sonora, Mexico, Gabriela moved to Tucson when she was 10 years old. Her family had planned to live in Tucson for only one year so that she and her siblings could learn English. They all loved Tucson and decided to stay permanently.

“*Born and raised in Hermosillo, Sonora, Mexico, Gabriela moved to Tucson when she was 10 years old. Her family had planned to live in Tucson for only one year so that she & her siblings could learn English. They all loved Tucson and decided to stay permanently.*”

She could not have anticipated how much she would fall in love with the field. After all, her mother was an agent for all of Gabriela’s life, and her grandmother was also a real estate agent in Mexico City. She thought she knew what she was getting into. However, Gabriela explains, “After meeting with some of my mother’s clients, I realized I loved talking to people and helping them, so I quickly got my real estate license and never looked back.” She was 23 years old.

...





While Gabriela never planned to pursue real estate as a career, she is grateful to have her mother as a mentor. “She is very patient,” Gabriela says of her mother. “I saw how she would really listen to her clients and be patient with them. She taught me that buying a home is such an emotional time, you need to be more than just a REALTOR®. Sometimes people just need somebody to listen to them. She taught me that if you’re genuine, people will continue to work with you over the years.”

Gabriela’s father was also in sales as a cattle rancher in Mexico and then the United States. “My father is the best person I know,” she says. Her mother Soraya was divorced with three children when she met Gabriel. Once they were married, Gabriel adopted the children as his own and soon after that, Gabriela was born. The couple recently celebrated their 28th wedding anniversary.

Together, her parents taught her to be humble and treat people with dignity, not just by their teachings but in their actions and interactions with their clients. One lesson that resonates in every facet of Gabriela’s life is humility. “Staying humble always wins.” Gabriela remembers, “It doesn’t matter who the other person is, always treat everyone the way you would like to be treated.”

Her parents’ lessons have helped Gabriela shape her own business philosophy as she hopes to be an agent that is remembered for making her

clients feel listened to and cared for. “I always think of relationships over transactions,” Gabriela says. “If you are only thinking about your commission, you are not doing yourself or your client a favor.”

Building relationships and helping people are what attracted Gabriela to this industry. She loves the moments when she can lift clients up and give them the confidence they need to pursue their goals. For instance, in one of her first sales, Gabriela worked with a woman who was looking to rent a home because she did not think homeownership was a possibility for her. Gabriela helped her see that she did qualify and helped her find a home that she fell in love with and still lives in today.

“It’s a humbling thing,” Gabriela says of helping people realize their dream of homeownership. “It makes me feel like a better person...There have been multiple people who do not think it’s a possibility for them and I showed them that it was definitely possible.”

The Barcena family has remained very close. They all still meet for dinner at least once a week. Gabriela and her siblings often bring each of their dogs to family dinners so that the house is full of them. Gabriela and her father regularly hike together at Sabino Canyon or take walks along the Rillito. Now that Gabriela’s sister and sister-in-law have become real estate agents, the family often talks about real estate together. It truly

is a family business. When she is not working and visiting with family, Gabriela challenges herself to read one book a month and highly recommends the book *Miracle Morning* by Hal Elrod. She also enjoys running, lifting weights, hiking, and spending time with her boyfriend Andrew (who is also pursuing his real estate license) and her dog Cooper.

There is no doubt that the future is bright for Gabriela. She is—and always has been—a woman that continually strives to be the best version of herself. When she was younger, she was pursuing the highest GPA and playing sports year-round. She even began long-distance running at the age of 12 when she realized she was the worst runner on the soccer team and wanted to improve. Today, Gabriela seeks to be a great agent, daughter, and all-around person. While she never expected to follow in her mother’s and grandmother’s footsteps, she is certain that real estate is the path for her now. “I don’t know what else I would like more than this,” she says. “I get to help people and work with my family.” With a great support system and a firm foundation, Gabriela will continue to shine for years to come.



Gabriela and her mother Soraya



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## FAVORITE DAY TRIP

# When you can escape for the day, where do you like to go?



**ALYSSA KOKOT**  
COLDWELL BANKER REALTY

During the summer months, my favorite day trip is to Pleasant or Canyon Lake up near Phoenix. We have a boat and sometimes it's just easier to pack up the truck and head out for the day than packing up the motorhome for a long weekend.



**AMY JO STONEMETZ**  
EXP REALTY

My day trip is to visit the Sonoita Vineyards. It's a beautiful and relaxing drive from Tucson. Plus, I can take my dog and enjoy some local wine and beautiful scenery.



**BRITTANY PALMA**  
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1ST HERITAGE REALTY

My favorite day trip is heading south to Bisbee. I absolutely love the small-town feel and locally-owned restaurants where you can eat outside and enjoy our beautiful weather.



**JOHN BILLINGS**  
LONG REALTY

Parker Canyon Lake by Sonoita is a great day trip. We love taking the kids down to fish, paddleboard, kayak, and be outside. Then on the way back, you can stop by a winery.



**DEBORAH BRESLIN**  
DESIGNATED BROKER/OWNER SOUTH  
ARIZONA HOMES

One of my favorite places to spend the day hiking or just picnicking is Madera Canyon. It was one of my husband's and grandchildren's favorite places to escape to especially when grilling "cowboy" steaks outdoors by the stream was included on these little "getaways."



**AMOS KARDONCHIK-KOREN**  
REALTY EXECUTIVES  
ARIZONA TERRITORY

My family and I love to head out to a cool little place in the Chiricahua Mountains called West Turkey Creek. There are tons of towering silver-barked Arizona sycamores and a beautiful flowing stream. We take our daughters there to play and slide down the rocks into the deeper parts of the creek. It is always an amazing day when we take a day trip there!



**TOBY PARKS**  
LONG REALTY

Mt. Lemmon in the summer; love the 30-degree temp drop!



**LUIS LAMADRID**  
VERMILLION GROUP

With this pandemic nowadays, we really enjoy going food shopping at Target. My kids get so excited! It is like Disneyland for them, LOL.



**CANDY BOWEN**  
CANDY BOWEN TEAM

My absolute favorite day trip is to go to Starr Pass at the Marriott with the kids and have a fun getaway day! Beautiful drive, scenic views, and great food too!



**TONY RAY BAKER**  
TIERRA ANTIGUA REALTY

We love to do lunch and wine at Deep Sky Winery in Elgin. We take our own lunch, sit on the porch overlooking the vineyard and enjoy a little wine tasting. The Big Bank Malbec and the Lakawa are both amazing!



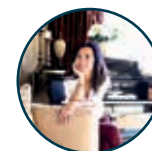
**TOM AND JANIE EBENHACK**  
STEPPING UP!

Since COVID started, we've been going back to something we used to do when we were younger – taking three- to four-hour day drives on the weekends. We love getting out on back roads with a picnic lunch and just sightseeing. Willow Springs Road, Box Canyon, Harshaw Creek Road in Patagonia, Ironwood Forest National Monument, Buenos Aires National Wildlife Refuge, Parker Canyon Lake, etc. Many are dirt roads, some require high clearance but none 4-wheel drive. Just relaxing drives!



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**SAMANTHA DE DIOS-GOODWIN**  
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I usually do Sedona as a day trip. I love to just quickly explore, enjoy food, and the drive itself! There is enough for me and the kids to do during the day, but I always feel not enough for anything longer!



# Samantha de Dios-Goodwin

Her Positivity  
Makes Everyday  
Experiences  
Magical



J. Samantha (Sam) de Dios-Goodwin focuses her time and energy on making the world a better place by bringing compassion, service, connection, and fun to her community. She looks for any excuse to host a party, but she doesn't shy away from hard work—whether in real estate or as a volunteer in her community.

#### Making Every Day Extraordinary

If it's a holiday, Sam is doing something to commemorate it—especially a friend or family member's birthday. "I make a big deal out of everything—it's kind of silly, but on the other hand, those are the things my kids will always remember," she said. "Any excuse for me to turn anything magical is my thing! I celebrate everything. I celebrate everyone's birthday because life is short!"

She makes sure there is pie on Pi Day, hand-written notes on Valentine's Day, and a spooky good time each Halloween. During Mardi Gras, she hosts a kid-friendly party similar to those on Bourbon Street in New Orleans. "All of my kids' friends come over, I get the King Cake, and I bring out all of my masks I got from New Orleans," she said, laughing. "We all wear our masks, I wear my Mardi Gras outfit and we play Mardi Gras music." For 13 years now, she and her daughter have hosted a Mother-Daughter Christmas luncheon with over 70 mother-daughter guests.

Providing her kids, Ryan, 16, and Riley, 13, with experiences, adventures, and ev-

eryday life celebrations are a big deal to Sam. A few years ago, the family moved to Japan for two months and immersed themselves in all that the country had to offer. The fun cranked up, but the work didn't slow down for Sam.

"I was still managing all my Tucson transactions, despite the time difference! I would stay up late into the night because business hours in the USA were nighttime hours in Japan. I made sure that I was still available to handle all the transactions and that contracts were proceeding smoothly. I was able to troubleshoot if any issues did come up." She stayed up most of the night. As soon as work time was done, she would catch a quick rest, then prepare for that day's outing with her kids.

#### Together for the Better

Sam grew up in the Philippines, then moved to Arizona at 16 years old. Throughout her adolescence, she saw a distinct divide between classes with few opportunities for those impoverished to rise above their circumstances. "The way I view the world is different because I've had the opportunity to live in two

different worlds," she said. "I've lived in a third-world country where poverty was very prevalent, and then I came to the land of milk and honey, which is the US, where everybody has opportunities to make their lives better. It made me keenly aware of the value of hard work, preparation, and also good luck."

Because of her first-hand experiences, Sam has made it a priority during her entire adult life to channel her time and energy into volunteering to help provide opportunities to those who are most in need—the homeless community.

Sam served with Youth on Their Own, a non-profit dropout prevention agency that strives to eliminate these barriers to education and empower Arizona's homeless youth to stay in school. For two years, she was the chair of their fundraising gala—the non-profit's primary income source. Then, she saw a need in her children's schools and got involved there doing what she does best: celebrating.

"My kids went to a school that was very academically driven. There were not

▶ colleague corner

By: Breanna Smith  
Photography by: Joey Ambrose







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**RILEY, SAM, & RYAN**

a lot of social events,” she said. “My goal was to make sure this school had the same social opportunities as any other school because I felt that that was important for children. So, that’s what I did.” She built a community for her kid’s schools from scratch, recruiting other parent volunteers, fundraising, planning, and hosting events like father-daughter dances, Halloween parties, and picnics. For eight years, she led her daughter’s Girl Scout troop. And for the past seven years, Sam, Ryan, and Riley have served a holiday meal to the homeless community through an event called the Santa Rita Holiday Dinner. The annual dinner started when her friend, Dr. Jane Lykins, rounded up some friends with a plan—she would make turkey dinners, and together, they would go to the park and feed the homeless. “We all bring in different parts and bring it all together.”

Sam dove in headfirst. In addition to a hot holiday meal, attendees left with new or gently used bags thanks to the donation drive spearheaded by Sam, Ryan, and Riley. “I have always felt it was important for me to allow my kids to see that because they’re growing up in America where life is good—even this year, with

the challenges of the pandemic, that we are still really blessed and, and that we have to give back. Not every single one of us will have the same experience, but every single one of us has something we can contribute,” she said. “I want them to know that the world is bigger than they are. It is important to be grateful and to show kindness to everyone from different backgrounds, beliefs, and walks of life. Basically, to treat others the way they would want to be treated.” Sam believes that we all have it within all of us to make a difference in this world, but it is very important to start at home.

Sam operates on core principles of integrity and ethics—in raising her children, as a REALTOR® and while serving those less fortunate. She makes everyday experiences magical with a positive attitude and a helping hand always extended.

“Real estate continues to help me provide opportunities for my children and allows me to be the full-time mother I have always been,” she said. “It is also a career that allows me to help others through diligence, critical thinking, and problem-solving as my clients embark on one of the biggest events of their lives (home selling and/or buying) and THAT truly brings me joy!”



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▶ event recap



# ARIZONA SANDS

## “Charity of Choice” IMPACTING OUR COMMUNITY!



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**Our second “Charity of Choice” Event showed the sheer generosity and care of Tucson by the real estate community. Over 30 nonprofits were represented and we collected \$2,400.**

All the proceeds will go to two different nonprofits that were picked that evening.

### WHO WON??

Tanner Herbert – for Ronald McDonald House  
Elizabeth Cherry – for Gospel Rescue Mission

Both generous and caring organizations that are helping those in need.

When we gather to enjoy an evening together it makes it so much sweeter to find a way to give back to those who have needs greater than us! You gave above and beyond and it is totally appreciated.

So thanks to all who came out, all who gave, all who realize that our greatest joy can come when we find a way to make a difference in the lives of those who need it most!

And thanks to our photographers who captured the evening! Joey Ambrots and Casey James!



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# Paula MacRae



▶▶ featuring

By: **Kylea Bitoka** • Photography by: **Casey James**

## Determination & Application

---

The commentator called 14-year-old Paula MacRae out to the high jump bar. “He had me stand under the bar to demonstrate the height; it was six inches higher than me!” Paula laughs, “Talk about putting the pressure on you—I hadn’t jumped the bar yet!” Despite her nerves, Paula cleared the bar. Each jump was over in seconds, but it took consistent practice to achieve success. Paula shares her memories from track and field practice, “The training for the hurdles was torturous. We had to jog up to the hurdles and jump them in slow motion to master the technique. It was a lot of repetition.” She didn’t realize it at the time, but those practice sessions were equipping her with important life skills. “Being a competitive athlete taught me the discipline I needed for business life. It taught me determination and application.”

---

As Paula built her real estate business from scratch in Tucson, she applied the work ethic she learned through sports. “I didn’t have a sphere of influence. I started by calling on expired listings and for sale by owners. I did that every day. More than anything, consistency produces success.” While Paula was new to Tucson and even to the United States, she was not new to real estate. “It’s all I’ve ever done. Real estate is not my second or third career; it is my one and only!” From the beginning, Paula was destined for real estate and the United States. “I’m originally from Scotland. Even as a little kid, I knew that one day I would live in the United States.” Real estate found Paula when she got married. Paula’s ex-husband came from a long line of builders. Paula found herself immersed in the world of real estate and loving every minute of it. It naturally led to Paula getting licensed. Paula’s passion for real estate remains as strong as when she first started. “I still get a buzz out of helping home buyers. I love seeing the ‘Aha!’ moment when they find the house that’s going to be their home. It’s a beautiful process as the relationship evolves from strangers to clients to friends. I enjoy it every time!”

After years of vacationing in the States, Paula was ready to make the big move. “Figuring out where to live was different than figuring out where to go on vacation. There’s much more to consider. We had a few different states on our list. We started in Arizona, flying into Phoenix and driving down to Tucson. Tucson felt right. We didn’t look anywhere else.” Paula laughs, “We bought a house and a car; we didn’t even have our visas yet! Worst case scenario, I figured it could be a vacation home.” Paula’s adventurous spirit shines through in all areas of her life, from starting a business in a new country to her travels and hobbies. “I was the only girl in the north of Scotland riding Motocross. I also used to show Boxers in the UK. One of my dogs qualified for Crufts; it’s the equivalent of the Westminster dog show.”

Paula recounts some more of her fun experiences, “I flew to Abu Dhabi and met one of my Scottish friends. The highlight from that trip was in Dubai. We went down to the local spice market and the old harbor where the merchant boats were. It was fascinating to see the historic parts of Dubai

...



and experience daily life in the city outside of the glitz and glamour that it's famous for." Another favorite experience, "On a trip to Antigua, we chartered a sailboat with a captain. It was so peaceful and beautiful sailing in the Caribbean Sea." While Paula still travels several times a year, some of her other hobbies have changed. "I've given up some of my more dangerous hobbies," Paula adds with a chuckle, "I don't race anymore, but I do enjoy riding my Harley. My boxer, Sam, is full of character! He's known in the neighborhood as the dancing dog. On our walks, he dances around the people we meet with a smile on his face. He's such a friendly dog!"

Having the flexibility to pursue a variety of interests is another reason why Paula loves real estate. "I am so thankful for my team member, Leigh Anne Wilkey, her commitment and hard work allows me the freedom to travel." Leigh Anne and Paula first met 15 years ago. Paula was Leigh Anne's REALTOR® when she moved to Tucson. After 32 years in the industry, Paula knows a thing or two about what it takes for a successful real estate transaction. She happily shares her knowledge, "I realized a long time ago it's important to use my ears more than my mouth! As a REALTOR®, I am a facilitator, not a salesperson. It's my job to introduce the buyer to the right house. Once they fall in love with a house, that's when I step in to secure it with as little stress as possible. In my opinion, I am the buffer between stress and my clients." Her advice to new agents, "There's nothing better than education, integrity, and repetition. Telling the truth makes life so much easier. Most agents give up when they don't get immediate results. They think they are spinning their wheels for nothing. However, if you spin your wheels long enough, you will get traction. You've just got to keep at it!"

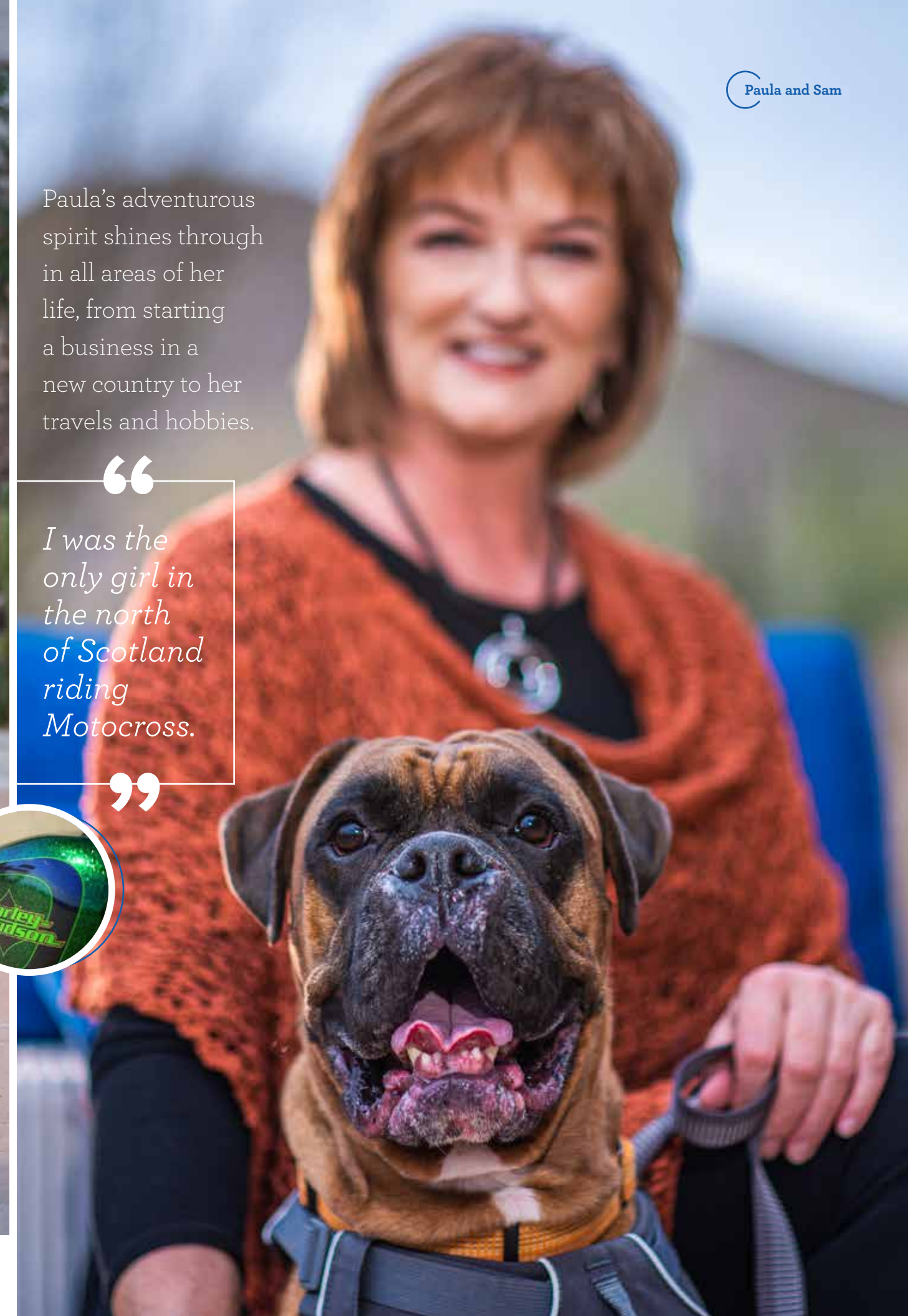
Paula and team member Leigh Anne Wilkey



Paula and Sam

Paula's adventurous spirit shines through in all areas of her life, from starting a business in a new country to her travels and hobbies.

*"I was the only girl in the north of Scotland riding Motocross."*







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# TOP 150 STANDINGS

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

| Rank | Name  | Sides | Volume    | Average   |
|------|---|-------|-----------|-----------|
| 1    | Russell P Long (1193) of Long Realty Company (298)                          | 8.0   | 8,981,500 | 1,122,688 |
| 2    | Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)    | 31.5  | 8,321,900 | 264,187   |
| 3    | Laura Sayers (13644) of Long Realty Company (16717)                         | 13.5  | 7,404,250 | 548,463   |
| 4    | Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)     | 23.0  | 6,537,460 | 284,237   |
| 5    | Marsee Wilhems (16298) of eXp Realty (495201)                               | 21.0  | 6,171,000 | 293,857   |
| 6    | Lisa M Bayless (22524) of Long Realty Company (16717)                       | 13.0  | 6,081,000 | 467,769   |
| 7    | Kyle Mokhtarian (17381) of KMS Realty LLC (51920)                           | 18.0  | 4,929,380 | 273,854   |
| 8    | Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)         | 10.0  | 4,902,800 | 490,280   |
| 9    | Kaukaha S Watanabe (22275) of eXp Realty (495203)                           | 16.5  | 4,394,000 | 266,303   |
| 10   | Peter Deluca (9105) of Long Realty Company (298)                            | 8.5   | 4,362,375 | 513,221   |
| 11   | Joshua Waggoner (14045) of Long Realty Company (16706)                      | 4.0   | 4,272,557 | 1,068,139 |
| 12   | Denice Osbourne (10387) of Long Realty Company (16707)                      | 8.0   | 4,246,400 | 530,800   |
| 13   | Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)         | 11.5  | 4,243,300 | 368,983   |
| 14   | Don Vallee (13267) of Long Realty Company (298)                             | 14.5  | 4,107,453 | 283,273   |
| 15   | Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)   | 8.5   | 3,876,000 | 456,000   |
| 16   | Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983 | 7.5   | 3,780,500 | 504,067   |
| 17   | Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)             | 4.0   | 3,706,000 | 926,500   |
| 18   | Robin Sue Kaiserman (4368) of Long Realty Company (16706)                   | 4.0   | 3,584,000 | 896,000   |
| 19   | Michael D Oliver (14532) of Oliver Realty, LLC (51610)                      | 10.0  | 3,534,840 | 353,484   |
| 20   | Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)                | 6.0   | 3,523,111 | 587,185   |
| 21   | Amanda Clark (39708) of Keller Williams Southern Arizona (478306)           | 6.0   | 3,372,500 | 562,083   |
| 22   | Corissa Y Miller (22532) of Tucson's TLC Realty (3939)                      | 12.0  | 3,366,795 | 280,566   |
| 23   | Suzanne Corona (11830) of Long Realty Company (16717)                       | 2.0   | 3,356,241 | 1,678,120 |
| 24   | LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)       | 10.0  | 3,238,000 | 323,800   |
| 25   | Paula Williams (10840) of Long Realty Company (16706)                       | 9.5   | 3,235,350 | 340,563   |
| 26   | Jennifer C Anderson (16896) of Long Realty Company (16724)                  | 7.0   | 3,116,000 | 445,143   |
| 27   | Kristi Penrod (33258) of Redfin Corporation (477801)                        | 4.0   | 2,982,500 | 745,625   |
| 28   | Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)             | 5.0   | 2,874,600 | 574,920   |
| 29   | Barbara C Bardach (17751) of Long Realty Company (16717)                    | 3.0   | 2,827,500 | 942,500   |
| 30   | Leslie Heros (17827) of Long Realty Company (16706)                         | 3.0   | 2,812,000 | 937,333   |
| 31   | Matthew F James (20088) of Long Realty Company (16706)                      | 4.5   | 2,755,500 | 612,333   |
| 32   | Susan Denis (14572) of Tierra Antigua Realty (2866)                         | 5.5   | 2,633,600 | 478,836   |
| 33   | Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)                | 6.0   | 2,616,000 | 436,000   |

| Rank | Name  | Sides | Volume    | Average   |
|------|---|-------|-----------|-----------|
| 34   | Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)              | 12.0  | 2,597,000 | 216,417   |
| 35   | Jose Campillo (32992) of Tierra Antigua Realty (2866)                   | 11.0  | 2,565,900 | 233,264   |
| 36   | James L Arnold (142000775) of Tierra Antigua Realty (286614)            | 4.0   | 2,553,204 | 638,301   |
| 37   | Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)    | 3.0   | 2,517,000 | 839,000   |
| 38   | Calvin Case (13173) of OMNI Homes International (5791)                  | 7.5   | 2,509,000 | 334,533   |
| 39   | Jim Storey (27624) of Tierra Antigua Realty (2866)                      | 5.0   | 2,427,500 | 485,500   |
| 40   | Gary B Roberts (6358) of Long Realty Company (16733)                    | 5.0   | 2,418,900 | 483,780   |
| 41   | Michael Connelly (145065068) of Russ Lyon Sotheby's Intl Realt (472205) | 2.0   | 2,400,000 | 1,200,000 |
| 42   | Timothy R Hagyard (32545) of Long Realty Company (16707)                | 7.0   | 2,350,816 | 335,831   |
| 43   | Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)      | 5.0   | 2,343,900 | 468,780   |
| 44   | Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)       | 2.0   | 2,341,888 | 1,170,944 |
| 45   | Tyler Lopez (29866) of Long Realty Company (16707)                      | 8.0   | 2,282,210 | 285,276   |
| 46   | Candy Bowen (37722) of Realty Executives Arizona Territory (498303)     | 9.0   | 2,250,780 | 250,087   |
| 47   | Heather Shallenberger (10179) of Long Realty Company (16717)            | 5.0   | 2,226,900 | 445,380   |
| 48   | Sandra M Northcutt (18950) of Long Realty Company (16727)               | 4.0   | 2,207,500 | 551,875   |
| 49   | Scott Melde (38588) of eXp Realty (495203)                              | 8.5   | 2,167,500 | 255,000   |
| 50   | Cory L Roberts (16987) of Tierra Antigua Realty (2866)                  | 1.5   | 2,111,937 | 1,407,958 |

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# TOP 150 STANDINGS

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

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|------|--|-------|-----------|-----------|
| 51   | Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)     | 4.0   | 2,095,500 | 523,875   |
| 52   | Alison P Hurd (8440) of Hurd Homes, Inc. (3906)                      | 3.0   | 2,095,000 | 698,333   |
| 53   | Judi Baker (13152) of Long Realty Company (16719)                    | 7.0   | 2,086,900 | 298,129   |
| 54   | Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)        | 5.0   | 2,073,000 | 414,600   |
| 55   | Nestor M Davila (17982) of Tierra Antigua Realty (286606)            | 8.0   | 2,050,500 | 256,312   |
| 56   | Mary Vierthaler (12199) of Long Realty Company (298)                 | 5.0   | 2,037,000 | 407,400   |
| 57   | Tom Ebenhack (26304) of Long Realty Company (16706)                  | 6.0   | 2,007,000 | 334,500   |
| 58   | Robin M Stirn (142031) of Long Realty -Green Valley (16716)          | 7.0   | 2,006,000 | 286,571   |
| 59   | Danny A Roth (6204) of Keller Williams Southern Arizona (478306)     | 6.0   | 1,992,408 | 332,068   |
| 60   | Lee Ann Gettinger (20667) of OMNI Homes International (5791)         | 6.0   | 1,985,000 | 330,833   |
| 61   | Madeline E Friedman (1735) of Long Realty Company (16719)            | 4.5   | 1,957,750 | 435,056   |
| 62   | Jason K Foster (9230) of Keller Williams Southern Arizona (478306)   | 3.0   | 1,938,990 | 646,330   |
| 63   | Matthew J Schulman (30611) of Tierra Antigua Realty (2866)           | 2.5   | 1,930,000 | 772,000   |
| 64   | Patty Howard (5346) of Long Realty Company (16706)                   | 2.5   | 1,929,300 | 771,720   |
| 65   | Danae S. Jackson (26717) of Coldwell Banker Realty (70202)           | 4.0   | 1,899,500 | 474,875   |
| 66   | Kraig E Schneider (10186) of Berkshire Hathaway HomeService (356307) | 4.0   | 1,897,950 | 474,488   |
| 67   | Bob Zachmeier (12124) of eXp Realty (4952)                           | 7.0   | 1,877,250 | 268,179   |
| 68   | Paula J MacRae (11157) of OMNI Homes International (5791)            | 3.0   | 1,845,557 | 615,186   |
| 69   | Joanna Rolston (39776) of My Home Group (427502)                     | 2.0   | 1,836,500 | 918,250   |
| 70   | Alicia Girard (31626) of Long Realty Company (16717)                 | 4.0   | 1,823,800 | 455,950   |
| 71   | Kate Weiss (35438) of Long Realty Company (16706)                    | 3.0   | 1,822,773 | 607,591   |
| 72   | Kendra Nichole Haro (52622) of Redfin Corporation (477801)           | 4.0   | 1,800,000 | 450,000   |
| 73   | Anthony D Schaefer (31073) of Long Realty Company (298)              | 4.0   | 1,790,500 | 447,625   |
| 74   | Deirdre Demski (39076) of Sonoita Realty (2383)                      | 2.5   | 1,780,000 | 712,000   |
| 75   | Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)      | 6.0   | 1,778,500 | 296,417   |
| 76   | Louis Parrish (6411) of United Real Estate Specialists (5947)        | 2.0   | 1,766,080 | 883,040   |
| 77   | James Servoss (15515) of Keller Williams Southern Arizona (478306)   | 6.0   | 1,759,200 | 293,200   |
| 78   | Christopher R Smith (22150) of eXp Realty (4952)                     | 7.0   | 1,757,000 | 251,000   |
| 79   | Johanna Rhodes (12767) of Keller Williams Southern Arizona (478306)  | 1.0   | 1,725,000 | 1,725,000 |
| 80   | Jason R Munday (52838) of Realty One Group Integrity (51535)         | 1.0   | 1,725,000 | 1,725,000 |
| 81   | Yoyo Yocum (9022) of Tierra Antigua Realty (2866)                    | 2.0   | 1,707,451 | 853,726   |
| 82   | Spirit Messingham (22794) of Tierra Antigua Realty (2866)            | 6.0   | 1,701,001 | 283,500   |
| 83   | Penny Bernal (142000056) of Russ Lyon Sotheby's Int Realty (472203)  | 6.0   | 1,700,900 | 283,483   |

| Rank | Name  | Sides | Volume    | Average   |
|------|---|-------|-----------|-----------|
| 84   | Alfred R LaPeter (32582) of Long Realty Company (16717)               | 4.0   | 1,697,500 | 424,375   |
| 85   | Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974) | 6.0   | 1,679,000 | 279,833   |
| 86   | Ryan P Armstrong (31003) of Coldwell Banker Realty (70202)            | 3.0   | 1,678,075 | 559,358   |
| 87   | Barbara J Noel (410) of Tucson Professional Realty, LLC (912)         | 1.0   | 1,675,000 | 1,675,000 |
| 88   | Gail A Larocca (12256) of Coldwell Banker Realty (70202)              | 2.0   | 1,670,000 | 835,000   |
| 89   | Dana Blane Reddington (52423) of Long Realty Company (16728)          | 3.5   | 1,652,500 | 472,143   |
| 90   | Ann K Gavlick (27887) of Tierra Antigua Realty (286601)               | 4.0   | 1,647,360 | 411,840   |
| 91   | Michael P Morgan (30193) of OMNI Homes International (5791)           | 2.0   | 1,607,500 | 803,750   |
| 92   | Cindie Wolfe (14784) of Long Realty Company (16717)                   | 4.0   | 1,605,500 | 401,375   |
| 93   | Debra M Quadt (16709) of Redfin Corporation (477801)                  | 4.0   | 1,590,000 | 397,500   |
| 94   | Debbie G Backus (6894) of P B Trading Company, Inc. (2422)            | 3.0   | 1,589,000 | 529,667   |
| 95   | Helen B Vinson (9304) of Oracle Land & Homes (875)                    | 2.0   | 1,563,125 | 781,562   |
| 96   | Jennifer Philips (16201) of Gateway Realty International (52120)      | 6.0   | 1,544,500 | 257,417   |
| 97   | Tracy Wood (36252) of Realty One Group Integrity (51535)              | 3.0   | 1,506,000 | 502,000   |
| 98   | Heather L Oliver (21476) of Oliver Realty, LLC (51610)                | 3.5   | 1,505,090 | 430,026   |
| 99   | Don Eugene (10600) of Realty Executives Arizona Territory (498306)    | 2.5   | 1,480,514 | 592,206   |
| 100  | Charles Larry DeMun (39363) of Long Realty Sonoita/Patagonia (54501)  | 1.0   | 1,475,000 | 1,475,000 |

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# TOP 150 STANDINGS

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

| Rank | Name  | Sides | Volume    | Average   |
|------|---|-------|-----------|-----------|
| 101  | Stephanie G Grande (16954) of Tierra Antigua Realty (286601)                  | 1.0   | 1,450,000 | 1,450,000 |
| 102  | Jeremiah E Taylor (17606) of Keller Williams Southern Arizona (478306)        | 5.5   | 1,448,000 | 263,273   |
| 103  | Radek Pomykaj (35347) of Tierra Antigua Realty (286601)                       | 2.0   | 1,440,000 | 720,000   |
| 104  | Julie Turner (10447) of Tierra Antigua Realty (286607)                        | 4.0   | 1,439,900 | 359,975   |
| 105  | Gwen I Hucko (6040) of Long Realty Company (16706)                            | 4.0   | 1,429,960 | 357,490   |
| 106  | Ronnie Spece (19664) of At Home Desert Realty (4637)                          | 4.0   | 1,429,000 | 357,250   |
| 107  | Sonya M. Lucero (27425) of Long Realty Company (16719)                        | 5.0   | 1,412,000 | 282,400   |
| 108  | Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)            | 4.0   | 1,411,900 | 352,975   |
| 109  | Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)         | 3.0   | 1,411,250 | 470,417   |
| 110  | Deric Joseph DiCamillo (53753) of Realty Executives Arizona Territory -498306 | 6.0   | 1,406,259 | 234,377   |
| 111  | Jillian G Barnes (20277) of Long Realty Company (16724)                       | 5.0   | 1,404,500 | 280,900   |
| 112  | LuAnn Kidd (28924) of RE/MAX Select (5154301) and 1 prior office              | 3.0   | 1,395,000 | 465,000   |
| 113  | Richard M Kenney (5903) of Long Realty Company (16707)                        | 3.0   | 1,394,000 | 464,667   |
| 114  | Maria R Anemone (5134) of Long Realty Company (16727) and 1 prior office      | 2.0   | 1,374,800 | 687,400   |
| 115  | Lucette Mimiaga (80402866) of Agave Premier Properties (250401)               | 3.0   | 1,364,000 | 454,667   |
| 116  | Kynn C Escalante (8137) of WeMoveTucson (2536)                                | 3.0   | 1,363,025 | 454,342   |
| 117  | David L Grinney (103) of Tierra Antigua Realty (286601)                       | 1.0   | 1,344,800 | 1,344,800 |
| 118  | Linda Duddeck (16060) of Long Realty Company (16706)                          | 1.0   | 1,344,800 | 1,344,800 |
| 119  | Andrew Smith (38920) of Keller Williams Southern Arizona (4783)               | 5.0   | 1,344,150 | 268,830   |
| 120  | Kimberly A Marohn (21383) of Tierra Antigua Realty (286601)                   | 3.0   | 1,325,000 | 441,667   |
| 121  | Barbara J Hernandez (3910) of Arizona Brokers (1589)                          | 2.0   | 1,324,500 | 662,250   |
| 122  | Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)         | 6.5   | 1,308,500 | 201,308   |
| 123  | Michael S Block (170) of Long Realty Company (16719)                          | 4.0   | 1,305,700 | 326,425   |
| 124  | Gary P Brasher (80408123) of Russ Lyon Sotheby's Intl Realt (472205)          | 5.0   | 1,305,000 | 261,000   |
| 125  | Rob Lamb (1572) of Long Realty Company (16725)                                | 3.0   | 1,303,000 | 434,333   |
| 126  | Catherine S Donovan (28185) of Berkshire Hathaway HomeService (356307)        | 2.0   | 1,300,000 | 650,000   |
| 127  | Jim Jacobs (7140) of Long Realty Company (16706)                              | 3.0   | 1,295,000 | 431,667   |
| 128  | Lisa Lehmann (15963) of United Real Estate Specialists (5947)                 | 2.0   | 1,292,990 | 646,495   |
| 129  | Jeff Lemcke (15879) of Help-U-Sell Realty Advantage (3187)                    | 4.0   | 1,270,000 | 317,500   |
| 130  | James M Strong (2016) of Coldwell Banker Realty (70202)                       | 2.0   | 1,260,000 | 630,000   |
| 131  | Carlos L Albelais (30953) of Wow Real Estate, LLC (52251)                     | 4.0   | 1,258,611 | 314,653   |
| 132  | Roberto Rodriguez (56316) of OMNI Homes International (5791)                  | 6.0   | 1,256,200 | 209,367   |
| 133  | Ana Holcomb (10575) of Tierra Antigua Realty (2866)                           | 3.0   | 1,248,500 | 416,167   |

| Rank | Name  | Sides | Volume    | Average   |
|------|---|-------|-----------|-----------|
| 134  | Bob Norris (14601) of Long Realty Company (16733)                                       | 2.0   | 1,243,400 | 621,700   |
| 135  | Tana R Newton (18103) of Long Realty Company (16707)                                    | 4.5   | 1,243,250 | 276,278   |
| 136  | Vickie Ray (55781) of Long Realty Company (16728)                                       | 2.5   | 1,242,500 | 497,000   |
| 137  | Linzee Ann Whelan (33300) of Tierra Antigua Realty (286607)                             | 2.0   | 1,240,000 | 620,000   |
| 138  | Bill Satterly (11940) of Realty Executives Arizona Territory (498306)                   | 4.0   | 1,239,166 | 309,792   |
| 139  | Mikey Girard (13581) of Long Realty Company (298)                                       | 2.5   | 1,237,500 | 495,000   |
| 140  | Tony Ray Baker (5103) of Tierra Antigua Realty (286606)                                 | 2.0   | 1,236,975 | 618,488   |
| 141  | Jennifer A Smith (142000805) of Copper View Realty, LLC (4879)                          | 5.0   | 1,217,060 | 243,412   |
| 142  | Phil Le Peau (39491) of OMNI Homes International (5791)                                 | 2.0   | 1,215,000 | 607,500   |
| 143  | Josh Berkley (29422) of Keller Williams Southern AZ (478307)                            | 3.5   | 1,215,000 | 347,143   |
| 144  | Fred M Swiderski (29476) of Coldwell Banker Realty (70207)                              | 1.0   | 1,210,000 | 1,210,000 |
| 145  | Dawn Jacobs (36573) of Russ Lyon Sotheby's Int Realty (472203)                          | 2.0   | 1,205,000 | 602,500   |
| 146  | Deborah A Evenchik (9120) of Coldwell Banker Realty (70202)                             | 3.0   | 1,196,775 | 398,925   |
| 147  | John Schneider (12646) of Tierra Antigua Realty (2866)                                  | 1.0   | 1,187,000 | 1,187,000 |
| 148  | Nicole M Palese (30594) of Tierra Antigua Realty (286601)                               | 4.0   | 1,186,000 | 296,500   |
| 149  | Luis Lamadrid (18158) of OMNI Homes International, LLC - 03 (579102) and 1 prior office | 5.0   | 1,175,900 | 235,180   |
| 150  | Stephanie Y Mahan (35510) of Long Realty Company (16717)                                | 3.0   | 1,171,000 | 390,333   |

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