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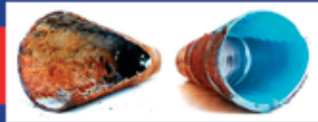
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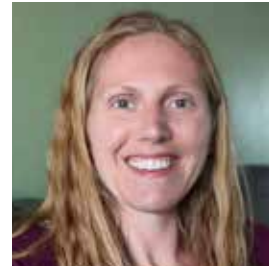
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CELEBRATING TEAMS & JOIN US on the 18TH



The Normandy Estate

Teams have become a staple in the world of RE. Many who jump into this profession start out on their own only to realize it may be more difficult than they anticipated and they decide to join a team for support and learning the ins and outs of the business.

Some seasoned, busy agent start teams to give back, educate newer agents and also for support in running their business. I often hear of leveraging their time and talents as a reason to build a team. This month we are celebrating several Real Estate Teams who embrace:

“Alone we can do so little. Together we can do so much.”
Helen Keller

Congratulations to Lori Mares and her team for successfully collaborating their experience, dedication and skill!

Congratulations to The Signature Group – team members Rebecca Crane, Jason Tadeo & Tanner Herbert for using fresh and modern strategies which no doubt have excelled them forward!

And congratulations to Cathleen Jernigan who has intentionally and successfully built a team focused on integrity, passion and results.

Celebrating Veterans who have worked on an important team as they protect our nation is paramount! This November issue we are humbled and full of gratitude for those who were willing to lay down their life for the freedom we all experience. A heart felt thanks to all Veterans especially those in the real estate community. Your experience, dedication, loyalty & love for our nation make you a perfect fit to represent your clients.

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celebrating leaders
By Zachary Cohen
Photography by Joey Ambrose

REBECCA CRANE,

JASON TADEO, &

TANNER HERBERT

SIGNATURE GROUP WITH REALTY EXECUTIVES

THE ART OF BREAKING BREAD

Seven years ago, Rebecca Crane, Jason Tadeo, and Tanner Herbert worked on the same real estate team. Rebecca was the lead buyer's agent, while Jason and Tanner were just launching their real estate businesses. The three became quick friends, aligning with similar values, work ethic, and goals.

"Great respect was derived early on in the relationship," Jason reflects. However, the trio soon went their separate ways. As Jason and Tanner established themselves in the business, they founded their team, The Meridian Group, while Rebecca formed her own team, Crane Sells.

Over the ensuing years, Rebecca, Jason, and Tanner remained close friends. They even continued to collaborate in the real estate business. When the COVID-19 pandemic and the consequent governmental restrictions began to take shape in early 2020, the trio recognized an opportunity to join forces again. So, in July 2020, the Signature Group was formed.

"I saw that they had strengths I didn't have and vice versa, so combining our resources and our experiences was huge," Rebecca says.

It was fitting that the meeting that cemented the new partnership took place over a "break bread" at Casa Molina.

"I always say the biggest sale of our career was landing Rebecca during COVID. We worked on her for six years. That was our goal from the beginning," Tanner laughs.

"I'm glad that things have happened the way that they did," Jason adds. "We all learned valuable lessons, and that's the reason why

“
WE HAVE A GREAT CULTURE OF RESPECT & CELEBRATION. EVERYONE SUPPORTS EACH OTHER. WE CELEBRATE BIG WINS & ARE THERE FOR THE LOSSES.
”



Tanner, Rebecca, and Jason

now we have a successful team. We took the best part of the way we ran those teams and combined them.”

BREAKING BREAD

Signature Group differentiates itself from other teams by their values and their sales strategies. They are a relationship-based group, forgoing cold calls and door knocking in favor of human-to-human networking and personal contact.

“That sets us apart,” Jason says. “Where some teams require three hours of cold calling, we do what we call ‘breaking bread.’ We have requirements for agents to take potential clients and partners to lunch. And then we build our sphere socially by promoting local businesses, going to local restaurants. We are very community and socially based.”

“We are a coaching and training company operating as a real estate team,” Rebecca adds.

Rebecca, Jason, and Tanner each bring unique strengths to the team. Rebecca is highly structured and has gone through several top coaching programs. She excels at systems implementation, accountability, and checklists. Jason brings marketing and advertising expertise and handles the team's branding and design. Tanner's strength is as a calming force. He brings an attitude of rationality, presence, and ease. He also handles the teams' budget and backend accounting. While Rebecca tends to be more risk-averse, Jason and Tanner bring elements of healthy risk-taking.

“We're the dreamers of the team, and Rebecca manages the dream. She's the one that implements and makes it make sense,” Jason says.

The early results are encouraging; In 2020, Signature Group closed \$30

...

...

million. In 2021, they are tracking to close \$58 million.

“Our approach passes through to the team,” Jason says. “We have a great culture of respect and celebration. Everyone supports each other. We celebrate big wins and are there for the losses.”

A PART OF SOMETHING BIGGER

With Signature Group, Rebecca, Jason, and Tanner have a vision that goes far beyond selling real estate. They feel they are an integral part of their community, and that it’s their job as real estate agents to support local businesses and organizations. That’s why you won’t find them “breaking bread” at a national chain; instead, they take clients out to local eateries.

“Our community is important, and we need to support those people,” Jason says.

Jason and Tanner also support the Ronald McDonald House, and Rebecca is a board member of Big Brothers Big Sisters of Southern Arizona as well.

“We care. We want to give back to our community,” Rebecca adds.

A CULTURE OF RESPECT AND CELEBRATION

Rebecca, Jason, and Tanner plan to achieve their professional goals by prioritizing culture and community. They each remain in the trenches, selling real estate and leading by example. The team culture is one of support and celebration—not competition.

“What sets us apart as a team is our culture,” Jason says. “We’ve heard from all the agents on our team that they’ve never experienced a work culture like ours and never been so excited for Monday to roll around. That’s the biggest compliment we can get as leaders.”

“Our culture is celebrating wins,” Tanner adds. “We’re actively doing that.



Anytime someone gets something under contract, it’s a huge deal. We celebrate it at every meeting.”

Another differentiator for the Signature Group is how they value the skills and individuality of their agents. Rebecca, Jason, and Tanner encourage and foster individual strengths. Twice a month, one of the team leaders will sit down one-on-one with their agents to tap into their goals, objectives, and challenges.

HUMANIZING REAL ESTATE

Rebecca, Jason, and Tanner’s approach to leadership provides insight into how they treat all of the people they interact with—whether it’s clients, partners, or their team members. They value the human being sitting in front of them as an individual with strengths and challenges of their

own. They understand that real estate isn’t just about the numbers.

“It’s easy to forget that you really have to treat agents on your team with the utmost respect,” Jason says. “They’re human like you are. They have stories. We can’t pigeonhole them in a direction you think is the right way. We respect the team that we run.”

As Rebecca, Jason, and Tanner look ahead, they envision a future of growth and expansion. They hope to expand by opening an office further south and, eventually, opening an office in Phoenix. As they grow, however, they are careful about the balance between quality and quantity, preferring to have a small group of agents hitting their goals and loving life over a large, variably productive team. This vision for growth aligns with a greater intention for Signature Group: to be a valuable ally in their community and in the lives of all they touch.

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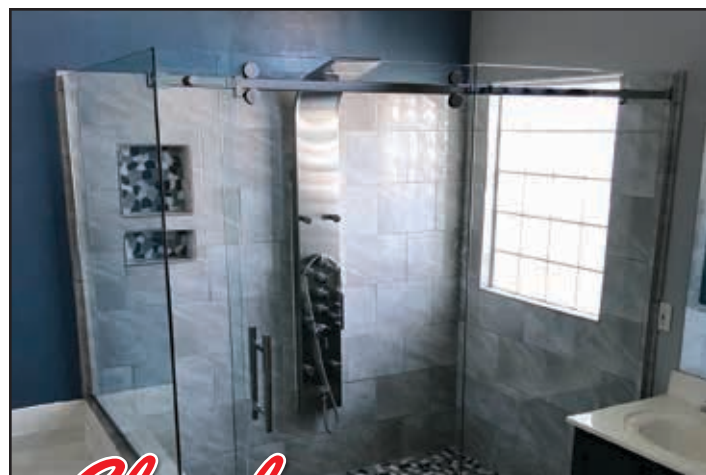


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C & C PARTNERS **WITH** REALTY ONE GROUP INTEGRITY

By Zachary Cohen
Photography by Casey James

Growing up, Cathleen Jernigan watched as her dad hopped from job to job, never keeping a steady position for more than a few months at a time. The impact affected the whole Jernigan family.

“We were always struggling, and he was never happy and always stressed. I knew from a very young age that I never wanted a job; I wanted a career.”

Cathleen determined early on that she would find her passion and use it to build a successful career.

A Passion for Service

Before getting licensed in real estate, Cathleen worked in the insurance industry. She assisted clients with their insurance needs and connected them with the help they needed in the event of an accident.

“I loved being there to assist someone,” Cathleen reflects, “but I was also missing the personal factor of being face to face with someone. Insurance is cut and dry. You don’t learn much about somebody during the transaction.”

One of Cathleen’s friends suggested she give real estate a try. Cathleen looked into it, and it felt like a good idea. So, in 2006, she officially launched her career as a REALTOR®.

In real estate, Cathleen hoped to leverage her passion for helping others into a successful career. She slowly began to build her business, but just a year later, the market began

to crumble beneath her. So Cathleen decided to step away from the industry; in the meantime, she became a manager at The Ritz Carlton.

A decade later, in 2016, she returned to real estate.

Teaming for Success

Cathleen restarted her real estate career on a large team. There, she learned the ins and outs of the business, and her own vision began to take shape.

“When I became independent, I began to think of my future. I wanted to have assets to keep myself stable because real estate does not provide a 401k. So for me, starting a team was an asset. I was on a huge, successful team, and that’s where I grasped that concept,” Cathleen explains.

Today, Cathleen runs C & C Partners, a team of four agents, including Cathleen. The team’s tagline is, appropriately, ‘Integrity and passion equal results.’

“Real estate is not about money. It’s about helping people. It’s about teaching my agents integrity. And you must have a passion for helping people,” Cathleen explains.

The C & C Partners team includes Nicolette Valencia, who has been with Cathleen since she founded the team in 2019, Sara Garcia, a former Rookie of the Year winner with four years of experience, and Kasandra Valencia, a new agent with natural talent and charisma.

“Nicolette rocked her first year in real estate and just celebrated year two. She is a go-getter and one of the hardest working mom agents I know. Sara is very active within the community and is a TAR Member with experience in the Tucson REALTORS® Charitable Foundation, the Housing Opportunities Committee, the Professional Development Committee, and is currently sitting as the Chair of the Home and Property Advocates Committee.

Kasandra is a brand new agent, although you would never guess it, as she has a natural talent for the real estate industry and inspires me every day,” Cathleen beams. “I have an amazing team of three ladies that share in my vision to help as many individuals and families as we can to live the American dream.”

Family First

Real estate has been a perfect fit with Cathleen’s family-first approach. The work has allowed her to spend quality time with her family and offer her children stability. Cathleen has two sons, Hector (27) and Michael (13), and a daughter, Cayla (25). She is engaged to Chris Itule, who also works in the real estate business.

“Last but not least, we have two fur babies, Kimbo, who is a Rottie mix, and Gina, who is a Pitt. As far as what we like to do, we are very family-oriented. More than anything, we enjoy



Kasandra, Nicolette, Cathleen, and Sara

...

hanging out at home and having game nights or just watching a movie or two and attending sporting events.”

Authentic Relating

Cathleen’s career journey has been a mirror of her personal journey. In becoming a successful real estate agent, she also learned to overcome her challenges with confidence. While self-confidence has long been a challenge, she believes that being a REALTOR® has helped her overcome that obstacle.

“It takes a great deal of confidence when meeting a complete stranger for the very first time. My clients are relying on me to be able to answer all of their questions and help them with the biggest financial purchase or sale of their life,” Cathleen explains. “The real estate industry challenges you to be self-sufficient, extremely disciplined, and forces you to manage your time efficiently, or you will drown quickly. It has certainly made me realize that I can handle much more than I ever thought I could.”

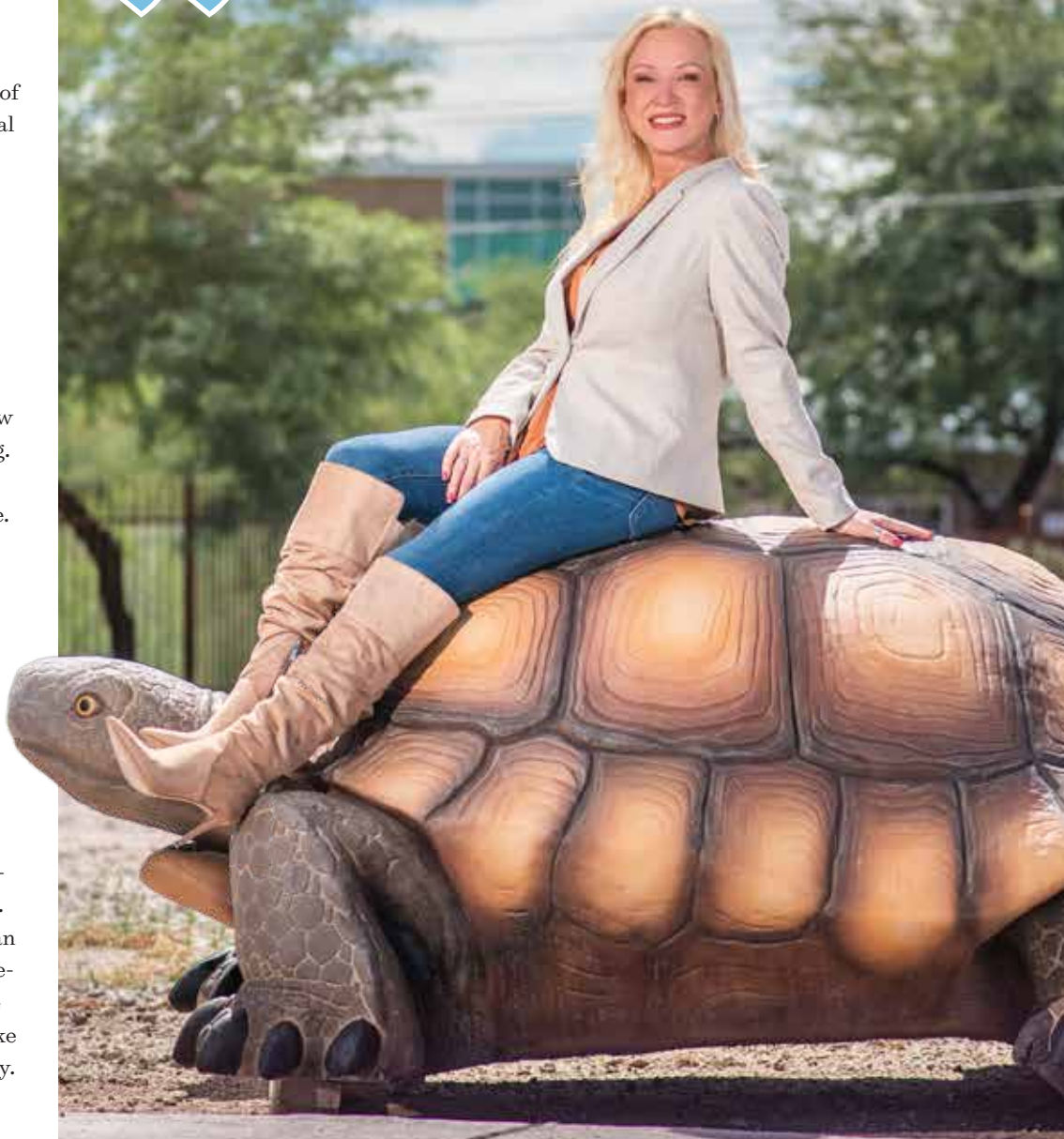
Professionally, Cathleen’s goal is to grow her team to become 15-20 agents strong. Personally, she simply wants to be remembered for being kind and genuine.

“The most important message that I would like to convey is there is no price tag on helping people. The joy I receive from helping others achieve their dream of owning a home is priceless. I have always told my team that if you are here for the money, then you are on the wrong team. You must have a passion for helping others because that is ultimately what this industry is all about. I am helping families live the American dream, and everyone deserves to experience homeownership. I want people to know C & C Partners is going to take care of you. We care about your family. You’re not just a number.”

“

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”



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This bike ride enables nonprofit, charitable agencies to raise funds for their respective organizations. The event has raised \$101 million since 1983. El Tour affiliates contributed more than \$5.8 million toward that total in 2019 alone.

Please follow our Stewart employees on their El Tour de Tucson journey.




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S E R V I C E S

COMMUNITY-FOCUSED

"It's not fair!" exclaimed 9-year-old Stephen.

In the heat of the moment, Lori Mares responded, "Life is not fair, and you are sitting on the better end of it!" As the words rolled off of Lori's tongue, she thought to herself, "Do I live that way?" It was a pivotal moment for Lori, one that would define her as a parent, a person, and eventually as a REALTOR®. "It was important to me that my son understood, not everyone is born into the same situation." Lori signed Stephen up as a volunteer for the Special Olympics. She hoped the experience would inspire compassion and help him understand the challenges others faced and overcame daily. "On the car ride home, I doubted if the experience had an effect, but once we were home, he asked if we could do it again next year." With a chuckle, Lori adds, "He never again told me life's not fair." Stephen volunteered with the Special Olympics the next year and for a few years after that. Lori admits, "I have days where I have to remind myself—there are many people out there who would give anything to have my worst day. I am truly grateful for all that I have been given. In the end, I hope that I can give more than I take."

It's a philosophy that Lori lives out each day, whether in her personal life or her business. On any given day, you might find Lori helping out with feral cats, participating in a scrabble rotation, guiding a retiree in stabilizing their house payment, or volunteering with the

Friends of the Pima County Public Library. Growing up in a small town (population 2,000 with one cow per person), Lori's biggest fear was that every day would be the same. Through her life's journey, Lori has discovered that the greatest joy and adventure come from helping others.

Lori explains all of this as she drives to pick up two feral cats from the Santa Cruz Veterinary Clinic. "I had a client that used to work in a warehouse district; she would feed the cats that lived in the area. She asked me to take over for her while she was on vacation." Lori agreed, but her involvement didn't stop there. "The Santa Cruz Veterinary Clinic offers free spaying/neutering for feral cats. So far, we have caught and released ten cats and one raccoon!" Lori laughs and continues, "We did not have the raccoon spayed/neutered—only the cats. If you're going to do this, it's always important to see what you've caught before you load it in

your vehicle!" Lori safely released the raccoon back into the wild.

Tuesdays or Fridays are a scrabble day with her 93-year-old friend. "She has limited mobility, which is hard for anyone, especially when you are fiercely independent. COVID made her situation even more isolating. There is a group of us that rotate playing scrabble with her each week. We gain so much from her stories and life experience. Most of the time, she wins; after all, she used to be an editor. She's got words all over the place, I can't compete with that," exclaims Lori with a smile.

In the community, Lori enthusiastically supports the work of Friends of the Pima County Public Library, a not-for-profit organization that sells donated books and returns the proceeds to the libraries to support special programs. "I love this organization because they serve the entire community without restrictions." A former board member, Lori currently assists in prepping the public sales. "As a team, we sponsor two or three membership drives designed



THE PEOPLE I HELP ARE NOT
A GOAL OR A BOX TO CHECK OFF;
IT'S ABOUT UNDERSTANDING
THEIR DREAMS AND HELPING
THEM ACHIEVE THEIR GOALS.





Raymond,
Sandra, Lori, Jen,
Jim, and Derek

to increase awareness of the organization and help drive sales which in turn benefit so many programs at the Pima County Public Library. So far our team has sponsored over 300 new members.”

Real estate is one more opportunity for Lori to make a difference. “The people I help are not a goal or a box to check off; it’s about understanding their dreams and helping them achieve their goals. My friend had just turned 69 years old. Due to rent increasing, she needed to find another place to live. A life-long renter, her upcoming retirement presented a financial challenge. On a fixed income, she would run the risk of having to move every time the rent increased. However, the thought of

buying a house terrified her.” Lori explained the advantages of a mortgage payment instead of rent. “After 15 years of friendship, she trusted me to help guide her through the process. The day she closed on her house was one of the most rewarding days.”

As Lori talks, you can hear the passion in her voice. It’s not surprising that she has built her team around giving back. From clients to realtors and the Tucson community, the Lori Mares team is actively involved in making a difference.

One way Lori and her team are making a difference in the real estate community is through Stepping Up. When Lori first came into real estate from the corporate world, she was surprised

by the lack of retirement planning. When she heard about Stepping Up and met Tom Ebenhack, she knew she wanted to be a part of the organization. “At some point, we are not going to work anymore whether it’s our decision or divine intervention. There is value in the relationships and business each realtor has cultivated. Stepping Up offers transition and succession planning. We help you transition your role in the business so you can have the lifestyle you desire. We give you a promotion to management.” Lori continues, “Our Stepping Up agents have worked hard; they deserve to have time with their grandkids or to travel instead of turning doorknobs. We gain so much from their experience and insight; it’s a win-win for everyone involved.”

“ I HAVE DAYS WHERE I HAVE TO REMIND MYSELF— THERE ARE MANY PEOPLE OUT THERE WHO WOULD GIVE ANYTHING TO HAVE MY WORST DAY. I AM TRULY GRATEFUL FOR ALL THAT I HAVE BEEN GIVEN. IN THE END, I HOPE THAT I CAN GIVE MORE THAN I TAKE.



Friends of the Pima County Public Library Book Processing Building
Jen, Lori, and Executive Director Libby Stone

the LORI MARES team

A Closer Look

Photography by Jacquelynn Buck

The Lori Mares Team includes Sandra Johnson, Derek Johnson, Raymond Smith, Jen Maiorany, Donna Salvatore, and Stepping Up Agents: Jim Fairchild, Farida Strege, and Judy Connell.

derek johnson

I have been truly blessed to be a part of the Lori Mares Team. I have not only been able to learn from a highly experienced agent, but we also hold the same values. The two words that come to mind when I think of our team are integrity and support. I also love being able to run my business the way I want to within the structure of the team. I'm so happy I made the jump into real estate and couldn't have found a better group of people to work with.

CHOSEN ORGANIZATION

TUCSON YOUTH FOOTBALL AND SPIRIT FEDERATION

This football program allows hundreds of kids in Tucson to play football and cheer. Youth sports can have a huge impact on kids by teaching them discipline and teamwork. It also gives them a place to build relationships and have a camaraderie that is found in few other places. As a football lover, I have enjoyed this partnership and look forward to working together to bring football to more kids in our local community.



raymond smith

I wanted to work with someone whose main focus is people; a team that never sacrifices the seller or buyer's goals to meet our objective. Lori and our team strive to create "a better experience" for every client.

CHOSEN ORGANIZATIONS

100 GUYS WHO GIVE

A non-profit organization that focuses on supporting Tucson charities in need. The organization members select a charity every quarter,

and each member donates \$100 for that charity. One hundred percent of the proceeds are delivered to the charity that is selected.

JUNIOR ACHIEVEMENT

Junior Achievement's mission is to inspire and prepare young people to succeed. They offer lessons in financial literacy, work and career readiness, and entrepreneurship.

and the *Barstool Sports Arizona Bowl*



sandra johnson



Lori and I began working together seven years ago. I watched Lori fight for my son and his bride to get into their first home, a bank-owned townhouse. They ran into lending issues; Lori was an amazing advocate for them. She cared about them as clients and was willing to fight for them even though the sale probably earned her a tank of gas and frozen pizza for dinner. Lori and I met regularly as friends and one day she gave me an opportunity to learn the business under her leadership. There was never another option for me but to work with someone I respected and who valued what I could bring to the table. The rules for joining the team were: go to Hogan, wear black for your photo, take a minimum of three weeks vacation, and find a charity to give back to!

CHOSEN ORGANIZATION

BARSTOOL SPORTS ARIZONA BOWL

The mission is to provide a world-class experience to college student-athletes, strive to inspire youth, engage the community, support local charities, and create an economic impact. It has a 30-36 million dollar economic impact annually and has raised 4 million for local charities over the past six years.

jen maiorany

I met Lori almost 15 years ago when the relocation company moving me to Tucson connected us. Over that time, Lori helped me buy and sell homes, answered many questions, and provided numerous recommendations. From my experience as her client, I knew she was a community-focused, client-centric REALTOR® who truly cared about her clients and wanted to help them meet their real estate goals. I also knew she was brutally honest (in a good way), transparent, and above board on everything she did. Since these are all traits I admire and appreciate, there was no better person to learn from or team up with than Lori Mares.

CHOSEN ORGANIZATIONS

AMERICAN CANCER SOCIETY MAKING STRIDES AGAINST BREAST CANCER WALK

Making Strides is the largest network of breast cancer events in the nation. We raise money to help the American Cancer Society fund groundbreaking breast cancer research and provide patient services like free rides to chemo, free places to stay near treatment, and a live 24/7 cancer helpline. Over the last two years, the Lori Mares Team has raised over \$2,000 in support of Making Strides. In 2019, we participated in the walk at Armory Park. We look forward to joining our fellow Making Strides supporters when we can resume the walk (post-COVID restrictions). As a breast cancer survivor, I'm grateful for all the research that has been done to improve early detection, treatment options, and prognosis. Making Strides is just one way for me to contribute to this cause.

BAG IT CANCER

From the initial diagnosis, throughout treatment, and into all phases of survivorship, Bag It guides patients on: how to talk to their healthcare providers, ask questions, and serve as the most important advocate on their care team. I volunteer with Bag It on an as-needed basis with anything from putting together mailings, researching potential partners, or acting as a community ambassador at health and/or volunteer fairs. I was a Bag It recipient. I believe it's important to be empowered when undergoing cancer treatment, and the resources Bag It provides help patients be informed and advocate for themselves.



TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	295.0	88,194,760	298,965
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	287.0	77,405,137	269,704
3	Lisa M Bayless (22524) of Long Realty Company (16717)	113.0	62,171,030	550,186
4	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona -478310	181.0	54,612,691	301,728
5	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	104.0	52,498,850	504,797
6	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	127.5	51,295,227	402,316
7	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	186.5	50,114,880	268,712
8	Don Vallee (13267) of Long Realty Company (298)	90.0	49,173,651	546,374
9	Laura Sayers (13644) of Long Realty Company (16717)	94.0	47,842,220	508,960
10	Kaukaha S Watanabe (22275) of eXp Realty (495203)	160.5	46,058,048	286,966
11	Russell P Long (1193) of Long Realty Company (298)	42.0	43,512,290	1,036,007
12	Peter Deluca (9105) of Long Realty Company (298)	74.5	41,574,500	558,047
13	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	34.0	38,451,188	1,130,917
14	Leslie Heros (17827) of Long Realty Company (16706)	55.5	38,177,264	687,879
15	Sandra M Northcutt (18950) of Long Realty Company (16727)	77.5	37,003,890	477,470
16	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	103.5	36,558,268	353,220
17	Patty Howard (5346) of Long Realty Company (16706)	38.0	36,033,500	948,250
18	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	119.0	35,788,417	300,743
19	Barbara C Bardach (17751) of Long Realty Company (16717)	23.5	31,521,500	1,341,340
20	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	70.0	31,421,200	448,874
21	Jay Lotoski (27768) of Long Realty Company (16717)	104.0	31,364,200	301,579
22	Paula Williams (10840) of Long Realty Company (16706)	58.5	31,024,475	530,333
23	Rob Lamb (1572) of Long Realty Company (16725)	50.0	30,473,150	609,463
24	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	95.5	30,036,472	314,518
25	Brenda O'Brien (11918) of Long Realty Company (16717)	48.5	29,987,750	618,304
26	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	30.5	29,487,000	966,787
27	Jose Campillo (32992) of Tierra Antigua Realty (2866)	121.5	29,313,750	241,265
28	Suzanne Corona (11830) of Long Realty Company (16717)	18.0	29,088,241	1,616,013
29	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	104.5	28,620,512	273,880
30	Laurie Hassey (11711) of Long Realty Company (16731)	55.0	27,522,650	500,412
31	Jim Storey (27624) of Tierra Antigua Realty (2866)	43.0	27,085,871	629,904
32	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	44.0	26,417,825	600,405
33	Denice Osbourne (10387) of Long Realty Company (298) and 1 prior office	57.0	25,765,182	452,021

Rank	Name	Sides	Volume	Average
34	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	67.0	25,667,410	383,096
35	McKenna St. Onge (31758) of Gray St. Onge (52154)	22.0	23,666,044	1,075,729
36	John E Billings (17459) of Long Realty Company (16717)	54.0	23,641,711	437,809
37	Jameson Gray (14214) of Gray St. Onge (52154)	21.0	23,346,044	1,111,716
38	Patricia Sable (27022) of Long Realty Company (16706)	31.0	22,807,788	735,735
39	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	33.0	22,804,531	691,046
40	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	76.0	22,654,000	298,079
41	Anthony D Schaefer (31073) of Long Realty Company (298)	56.0	22,508,260	401,933
42	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	65.0	22,147,172	340,726
43	Scott Melde (38588) of eXp Realty (495203)	78.5	22,050,895	280,903
44	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	18.0	21,445,000	1,191,389
45	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	38.0	21,437,400	564,142
46	Cindie Wolfe (14784) of Long Realty Company (16717)	38.5	21,338,631	554,250
47	Candy Bowen (37722) of Realty Executives Arizona Territory (498303)	76.5	21,263,830	277,959
48	Roderick D Ward (56293) of Trelora Realty (52039)	70.5	21,208,985	300,837
49	Tom Ebenhack (26304) of Long Realty Company (16706)	57.0	21,116,160	370,459
50	Joshua Waggoner (14045) of Long Realty Company (16706)	19.0	21,004,811	1,105,516

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	56.5	20,997,714	371,641
52	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	52.5	20,670,478	393,723
53	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207) and 1 prior office	30.5	19,796,800	649,075
54	Jennifer C Anderson (16896) of Long Realty Company (16724)	56.0	19,514,387	348,471
55	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	18.0	19,455,000	1,080,833
56	Jeffrey M Ell (19955) of eXp Realty (495211) and 2 prior offices	39.0	19,194,181	492,158
57	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	56.0	19,030,200	339,825
58	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	19.0	18,779,275	988,383
59	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	65.5	18,726,739	285,904
60	Debra M Quadt (16709) of Redfin Corporation (477801)	49.0	18,505,850	377,670
61	Nicole Jessica Churchill (28164) of eXp Realty (495208)	59.0	18,435,601	312,468
62	Tyler Lopez (29866) of Long Realty Company (16719) and 1 prior office	63.0	18,384,490	291,817
63	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	56.0	18,380,788	328,228
64	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	37.0	18,245,872	493,132
65	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	79.0	18,004,299	227,903
66	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory -498306	52.5	17,757,200	338,232
67	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	38.0	17,735,765	466,731
68	Ronnie Spece (19664) of At Home Desert Realty (4637)	51.0	17,714,500	347,343
69	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9.0	17,421,153	1,935,684
70	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	39.0	17,156,580	439,912
71	Kendra Nichole Haro (52622) of Redfin Corporation (477801)	41.0	16,945,879	413,314
72	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	49.0	16,944,200	345,800
73	Paula J MacRae (11157) of OMNI Homes International (5791)	29.5	16,851,657	571,243
74	Nestor M Davila (17982) of eXp Realty 01 (495204) and 2 prior offices	61.5	16,842,355	273,859
75	Michele O'Brien (14021) of Long Realty Company (16717)	32.0	16,786,020	524,563
76	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	38.5	16,698,766	433,734
77	Tori Marshall (35657) of Coldwell Banker Realty (70207)	40.5	16,658,708	411,326
78	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	26.5	16,451,486	620,811
79	Louis Parrish (6411) of United Real Estate Specialists (5947)	22.5	16,448,465	731,043
80	Heather Shallenberger (10179) of Long Realty Company (16717)	46.5	16,354,200	351,703
81	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	14.5	16,182,500	1,116,034
82	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	32.0	16,141,500	504,422
83	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	44.5	16,050,125	360,677

Rank	Name	Sides	Volume	Average
84	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	59.0	15,684,500	265,839
85	Helen Curtis (15010) of OMNI Homes International (5791)	52.5	15,638,130	297,869
86	Sue Brooks (25916) of Long Realty Company (16706)	31.0	15,546,600	501,503
87	Gary B Roberts (6358) of Long Realty Company (16733)	42.5	15,495,150	364,592
88	Ashley Kimberlin (18406) of Realty Executives Arizona Territory (498306)	50.5	15,349,000	303,941
89	Lori C Mares (19448) of Long Realty Company (16719)	40.0	15,332,314	383,308
90	Tom Peckham (7785) of Long Realty Company (16706)	23.0	15,270,500	663,935
91	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	44.5	15,269,300	343,130
92	Susan Denis (14572) of Tierra Antigua Realty (2866)	34.5	14,925,510	432,623
93	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	33.0	14,786,900	448,088
94	Bob Norris (14601) of Long Realty Company (16733)	39.5	14,769,650	373,915
95	Brittany Palma (32760) of 1st Heritage Realty (133)	49.5	14,729,800	297,572
96	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	42.0	14,530,846	345,973
97	Tracy Wood (36252) of Realty One Group Integrity (51535)	23.0	14,522,900	631,430
98	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	28.0	14,446,035	515,930
99	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	40.0	14,443,589	361,090
100	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	30.0	14,437,500	481,250

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Cheryl Kypreos (59565) of HomeSmart (352401)	52.5	14,404,500	274,371
102	Lee Ann Gettinger-Savage(20667) of OMNI Homes International (5791)	29.5	14,403,240	488,245
103	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	68.5	14,227,150	207,696
104	Calvin Case (13173) of OMNI Homes International (5791)	47.0	14,178,596	301,672
105	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	36.0	14,148,462	393,013
106	Alicia Girard (31626) of Long Realty Company (16717)	31.0	13,924,374	449,173
107	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	55.0	13,894,101	252,620
108	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	36.0	13,883,951	385,665
109	Jim Jacobs (7140) of Long Realty Company (16706)	25.0	13,867,550	554,702
110	Phil Le Peau (39491) of OMNI Homes International (5791)	22.5	13,746,050	610,936
111	Maria R Anemone (5134) of Long Realty Company (16727) and 1 prior office	14.5	13,654,300	941,676
112	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	34.5	13,603,110	394,293
113	Dana Blane Reddington (52423) of Long Realty Company (16728)	23.5	13,576,125	577,707
114	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	40.0	13,566,075	339,152
115	Sherri Vis (54719) of Redfin Corporation (477801)	32.0	13,508,320	422,135
116	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	31.5	13,433,527	426,461
117	Yvonne C Bondanza-Whittaker (58689) of Zillow Homes, Inc (52230)	42.0	13,368,960	318,309
118	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	47.0	13,356,530	284,181
119	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	23.0	13,285,500	577,630
120	Catherine Wolfson (1993) of Coldwell Banker Realty (70202)	18.5	12,920,300	698,395
121	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	33.0	12,724,150	385,580
122	Jennifer Philips (16201) of Real Broker (52446) and 1 prior office	47.0	12,697,325	270,156
123	Jeremiah E Taylor (17606) of Movoto, Inc. (4649) and 2 prior offices	41.0	12,649,559	308,526
124	Elliot J Anderson (20567) of eXp Realty (495201)	37.5	12,632,910	336,878
125	Tara Meier (58773) of Zillow Homes, Inc (52230)	39.5	12,590,810	318,755
126	Richard M Kenney (5903) of Long Realty Company (298) and 1 prior office	20.5	12,567,500	613,049
127	Renee Powers (12832) of Tierra Antigua Realty (2866)	18.5	12,435,600	672,195
128	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	21.0	12,429,122	591,863
129	Dina M Hogg (17312) of eXp Realty 01 (495204)	38.5	12,422,800	322,670
130	Jared Andrew English (35632) of Congress Realty (3096)	31.0	12,406,445	400,208
131	Tony Ray Baker (5103) of RE/MAX Select (51543) and 1 prior office	34.5	12,355,173	358,121
132	Martha F Staten (25526) of Long Realty Company (16717)	18.0	12,354,800	686,378
133	Matthew F James (20088) of Long Realty Company (16706)	24.5	12,349,400	504,057

Rank	Name	Sides	Volume	Average
134	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	43.0	12,322,430	286,568
135	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	28.0	12,295,800	439,136
136	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	52.0	12,290,300	236,352
137	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	19.5	12,163,500	623,769
138	Andrew Smith (38920) of Keller Williams Southern Arizona (4783)	39.0	12,152,450	311,601
139	Kynn C Escalante (8137) of WeMoveTucson (2536)	13.0	12,122,025	932,463
140	Dottie May (25551) of Long Realty Company (16728)	19.0	12,055,750	634,513
141	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	42.5	11,958,300	281,372
142	Robin M Stirn (142031) of Long Realty -Green Valley (16716)	47.0	11,861,950	252,382
143	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	33.5	11,858,500	353,985
144	Sonya M. Lucero (27425) of Long Realty Company (16719)	40.5	11,807,440	291,542
145	James Servoss (15515) of Keller Williams Southern Arizona (478306)	42.5	11,730,900	276,021
146	Margaret E. Nicholson (27112) of Long Realty Company (16728)	18.0	11,550,750	641,708
147	Kristi Penrod (33258) of Redfin Corporation (477801)	17.0	11,534,900	678,524
148	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	20.0	11,493,050	574,652
149	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	44.5	11,438,750	257,051
150	Kemena Rene Duany (37934) of OMNI Homes International (5791)	29.0	11,434,900	394,307

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