

TUCSON

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

RISING STAR SPECIAL EDITION



**PARTNER SPOTLIGHT:
ON POINT HOME INSPECTIONS**

**TOP
STANDINGS**

Photography by Jacquelynn Buck

OCTOBER 2021



WHEN YOU DON'T KNOW WHAT TO DO,
CALL CODE BLUE

**MAXLINER TRENCHLESS
 CIPP SOLUTIONS**



Schedule Online Now! www.codeblueaz.com

Plumbing Services

- Free Estimates - Flat Rate Pricing
- Whole House Plumbing Inspections
- Drain Cleaning - Hydro Jetting
- Kitchen & Bath Remodeling Experts



Sewer System

- Video Sewer Inspection
- Backwater Valve Installation
- Water Service Repairing
- Sewer Pipe Repair

Repair / Replace

- Water Heater Repair and Replace
- Faucet and Toilet Repair
- Gas Line Installation Repair
- Slab Leak



Need a 2nd opinion on a sewer repair?
 Email today for a free estimate.

Do you want a free BINSR repair estimate?
 Email us today with your inspection results.

DISCOUNT FOR VETERANS, TEACHERS AND REALTORS | WE ARE TUCSON'S REALTORS SPECIALISTS

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

24 Hr Emergency Service

ROC 319497

STEAMY CONCEPTS
GOT MOLD?
 FREE WATER AND MOLD DAMAGE VISUAL INSPECTION!

READERS' CHOICE
2019
 WINNER
 Arizona Daily Star

520-314-4544

FREE VISUAL INSPECTION
WWW.STEAMYCONCEPTS.COM
 ROC # 291200 & 291201

Knowledge is Power
 ...but only if it is explained in a way that makes sense.

From complicated issues to where the main water shutoff valve is located; we explain it all to your buyer.




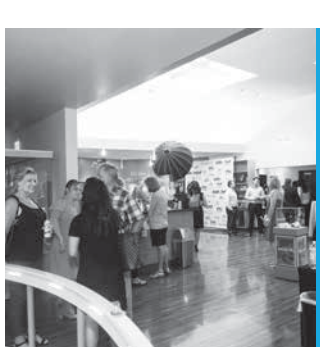



Julia Gallardo
 Owner & Inspector
 AZ License #69071



(520) 388-0345
julia@petrichorhomes.com
www.petrichorhomes.com

TABLE OF CONTENTS

	<p>06 Preferred Partners</p>		<p>10 Partner Spotlight: On Point Home Inspections</p>		<p>12 We Ask, You Tell: Hiking Trails</p>
	<p>16 Event Recap: Mini Time Machine</p>		<p>22 Rising Star Special Edition</p>		<p>34 Top 150 Standings</p>



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

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



PILLARTOPOST
HOME INSPECTORS
The Casper Team

7428 N La Cholla Blvd
Tucson, AZ 85741
(520) 271-3005
chad.casper@pillartopost.com
www.chadcasper@pillartopost.com



In a seller's market, a pre-listing home inspection can help maximize the selling price while creating buyer trust through transparency. We're ready for your next listing!

SAVE THE DATE!

CASINO CORRAL

Friday, October 22, 2021, 6 P.M.

Trail Dust Town, Savoy Opera House
6541 E. Tanque Verde Rd., Tucson, Arizona 85715


 Tickets: \$150/individual
 Tables of 10 and Sponsorship Opportunities Available
 Visit thecarefund.org for more details

Clearly your Best Choice!

Tub & Shower Enclosures • Mirrors • Screens/Suncreens & More!
Residential & Commercial • Glass & Screen Repair/Installation

Call us to retrofit a screen to your existing door, it's our specialty!

Columbus Glass & Screen, LLC

520-327-6009

1226 N. Columbus Blvd.

Serving Tucson & Southern Arizona

FREE ESTIMATES
10% MILITARY DISCOUNT

www.ColumbusGlassAndScreen.com • ROC 185813

We're Proud to Sponsor the

2021 El Tour de Tucson

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.




© 2021 Stewart. All rights reserved. | TWA65813



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

CARPET CLEANING & EMERGENCY RESTORATION

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

CLEANING: RESIDENTIAL & COMMERCIAL

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

FLOORING/HARDWOOD, TILE, AND CARPET

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

GLASS, MIRRORS & WINDOWS

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

HANDYMAN SERVICES

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

HOME INSPECTION

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

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

On Point Home inspections LLC
Jason Brown
(520) 270-9853
www.OnPointTucson.com

Petrichor Home Inspections, LLC
Julia Gallardo
(520) 388-0345
petrichorhomes.com

Pillar To Post Home Inspectors - The Casper Team
Chad Casper
(520) 271-3005
www.chadcasper.pillartopost.com

ProView Home Inspections LLC
Allan Dunklee
Luis Moreno
(520) 990-6043
(520) 820-5334
ProViewAz.com

HOME WARRANTY

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

HVAC & PLUMBING

Picture Rocks Cooling Heating Plumbing
Ron Arenas
(520) 440-4069
picturerockscooling.com

INSURANCE

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

KITCHEN & BATH

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

LUXURY REAL ESTATE PHOTOGRAPHY

Luxe Realty Photography
Casey James
(520) 258-8729
LuxeRealtyPhotography.com

MEDICAL AESTHETICS

Mirror Mirror Medical Aesthetics & Wellness
Melisa Blachly
7620 N Hartman Lane Ste 160
Tucson, AZ 85743
(520) 689-6809
mmspatucson.com

MOLD TESTING AND REMEDIATION

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

MORTGAGE

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

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

Loan Depot Christian Hernandez NMLS #1427898, Loan Depot NMLS #174457
(520) 264-8696 xHablo Español
YourMortgageStar.com

Nova Home Loans - Paul Volpe
1650 E River Rd, Suite 108
Tucson, AZ 85718
(520) 618-5626
PaulVolpe.novahome loans.com

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

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

MOVING & LIQUIDATION

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

PHOTOGRAPHY

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

PHOTOGRAPHY - PORTRAIT/ WEDDING/EVENTS

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

PLUMBING

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

PRINTING / PROMOTIONAL

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

PRIVATE CLUB

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

PROPERTY MANAGEMENT

Habitation Realty
Property Management
Alex Mastrangelo
641 N. 10th Ave. Ste. 1
Tucson, AZ 85705
(520) 647-9503
habitationrentals.com

RETIREMENT PLANNING

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

ROOFING

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

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

STAGING

AZ Staging and Design
Michelle Burrola
(520) 222-6296
azstaginganddesign.com

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

TITLE COMPANY

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



TRICK YOUR WRINKLES; TREAT YOUR FACE

BOO-TOX

\$7.99 per unit (min. of 20)
20 units FREE w/purchase of (2) syringes of RHA luxury filler

VAMPIRE FACIAL
(Microneedling w/PRP)

GHOSTLY SMOOTH GLOW
\$550.00 - (\$125.00 savings)
IPL + Vivace RF Microneedling

ZO-OMBIE FACIAL + FREE "FANG" WHITENING
\$149.00 value

AGNES ACNE CURE
15% OFF - Free consult required

LASER HAIR REMOVAL
Buy one area get one FREE (6 treatments)

ZO SKINCARE
FREE gift for goblins with purchase of 2

ELTA MD SKINCARE
Now available at Mirror Mirror



Mirror  Mirror
Medical Aesthetics & Wellness

520-689-6809

VISIT OUR NEW WEBSITE FOR INFO AND FULL LINE OF SERVICES
www.mmspatucson.com



MEET THE
TUCSON
 REAL PRODUCERS TEAM



Delilah Royce
 Publisher



Casey James
 Photographer



Joey Ambrose
 Photographer



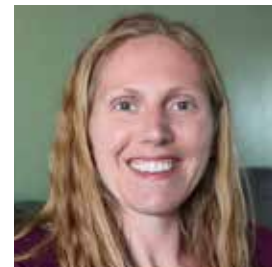
Jacquelynn Buck
 Photographer



Kylea Bitoka
 Content Coordinator / Writer



Jessica Thrower
 Ad Manager



Danielle Bower
 Editor



Jessica Dennes
 Writer

Michelle Burrola 520-222-6296
 azstaginganddesign@gmail.com
 azstaginganddesign.com @azstaginganddesign



AZ Staging & Design



TUCSON'S
PREMIER
 PHOTOGRAPHY COMPANY

For Real Estate Professionals



Luxe Realty Photography serves the needs of the top real estate professionals in Arizona. With high quality photos that intrigue and attract your clients, Luxe helps you sell your properties **faster** and for **higher** sale prices.

SERVICES WE OFFER

- Day/Twilight Photography
- Aerial Still Photography
- Land Lot Photography
- Slideshow Video
- Video Tours
- 3D Virtual Tours
- Zillow Floorplans
- Headshots

UPGRADE
 TO LUXE TODAY

CALL
 520.258.8729

VISIT
 LuxeRealtyPhotography.com

JASON BROWN

ON POINT Home Inspections

Photography by **Joey Ambrose** • By **Jessica Dennes**

Jason Brown had been working in residential construction for over twenty years. He started in the field as a young boy working alongside his brothers. Beginning in elementary school, they would spend their summers helping their father in his small construction company. Jason and his brothers were working toward learning the trade and eventually taking over the company when their father was ready to retire, but things didn't work out that way. Their father was diagnosed with cancer and needed to focus on his health. After 10 years, Jason's father is now cancer-free and has been able to open his small construction business again: Perfection Masonry.

During this time, Jason received a certificate in building construction through Pima Community College. He worked with different construction companies throughout the years before he began contemplating a big change.

"Construction is always up and down with the market," explains Jason. "I was used to that, but I wanted to build more of a career rather than work for a few years and then switch companies. I saw that with construction, you never really move up anywhere." He considered the switch for years but the urgency

wasn't there. Then, almost five years ago, his mother underwent a double lung transplant surgery and he wanted to be there for his family.

"I asked my boss for time off and he suggested that I just quit until I was ready to come back," says Jason. That was it. Instead of time off, he was offered unemployment. He knew something wasn't right.

"It's hard to just quit a job and go for it if you don't have something waiting for you. But that situation pushed me to go for it." Jason put himself in school and launched **On Point Home Inspections LLC** soon after.

His years in construction work give him the ability to pay very close attention to detail when performing inspections. His deep knowledge of how homes are built allows him to dig deeper into structural and building details so that nothing is overlooked. It's a trait that helps him provide excellent service to his customers and why many agents recommend him. He



Jason and Ashley

▶ partner spotlight

“His deep knowledge of how homes are built allows him to dig deeper into structural & building details so that nothing is overlooked.”



It was through his love for cars that Jason met his fiancé, Ashley. Her cousin also raced cars, so she and Jason probably crossed paths several times before actually meeting through mutual friends. Ashley is a real estate agent and helps Jason on the administrative side of his inspection company. Her support of his business and in life is invaluable. "She has always pushed me to do better and grow," Jason says.

Together, Jason and Ashley have also become an unofficial desert tortoise rescue. They currently have nine desert tortoises. Yes, nine! How did they end up with so many tortoises? Many people who take these animals as pets don't realize they can live up to 80 years!



Jason comments, "People leave them with us when they don't want them anymore because they know we will take them in." Aside from feeding them vegetables and treats, the tortoises are self-sufficient. The reptiles meander throughout their half-acre property on the northwest side of Tucson and graze off the grass that grows in the backyard. Jason and Ashley are often able to find owners for their rescues but they have one tortoise that is there to stay.

Her name is Shelley. "Twelve years ago, I got Shelley from a person who kept her in a Rubbermaid container that was actually as big as her," Jason explains. "The owners didn't know she would get as big as she got. She couldn't walk and had no muscles." Jason nursed her back to health. She was eventually able to dig a burrow about 10 feet deep on Jason's property and that is where she now lives. Shelley's friendly personality is what makes her Jason's favorite tortoise. "She'll eat out of your hand and try to crawl up on your lap," he says.

enjoys managing his own business and has built a solid reputation in the process.

Jason remains close with his family. He lives just a few miles from his immediate family members and sees them regularly. His business also allows him time to pour into a lifelong passion, cars. Jason had the love of cars ingrained in him at a young age. At least once a month, Jason shows off his '64 Thunderbird and '52 Panel Wagon at different car shows. He goes off-roading on his side-by-side Razor on dirt trails throughout Arizona and he also visits the dragstrip where he races his '64 El Camino.

Although Jason would describe himself as average, his work ethic and caring nature make him stand above the rest.

What Is the Best Hiking Trail?

Check out these trails on your next outdoor adventure!

►► we ask – you tell!



Cheryl and I, of course, love the hike up Bear Canyon Trail to Seven Falls, but one of the unique trails we love is the Bowen Stone House Trail in Star Pass! Not only is the Bowen Stone House historical but there is a hidden trail further up that takes you to an awesome cave with petroglyphs. Look for the hugging saguaros and you'll find the trail to the cave.

CHERYL AND JOHN HALLCOCK
COLDWELL BANKER



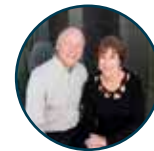
I feel the best hike in Arizona is the Old Baldy Trail from Madera Canyon to the summit of Mt. Wrightson, known for many years and identified by the USGS marker at the peak as "Old Baldy." The trailhead in Madera Canyon is about 5,500 feet above sea level and is well shaded by pine trees and is consistently cooler than the Tucson temperatures. The trail climbs approximately 4,000 feet over 5.8 miles to the summit at 9,543 feet in elevation. This is a monster of a hike that always takes me a full day, but the 360 views from the summit are well worth it. As a bonus: dogs are allowed on leash, so take your furry friends. You will pass through the Josephine Saddle along the way, and should take a moment at the memorial to the three boys who lost their lives attempting this same hike in November of 1958 when a blizzard overtook the area. I was lucky enough to make this hike with one of the survivors who still lives in Tucson a few years ago.

TIMOTHY S. HARRIS
ASSOCIATE BROKER, LONG REALTY



Catalina State Park! The lowest loop. I love it because it's not so hard and I can bring my dogs. And when there's water, they can play in the water with my kids!

J. SAMANTHA DE DIOS-GOODWIN
TIERRA ANTIGUA REALTY



Blacketts Trail in Sabino Canyon
JERRI SZACH
LONG REALTY COMPANY



My favorite hiking trail happens to be minutes away from my home. I hike nearly every morning after my gym session. It's part of the StarrPass Trailhead, which connects to the 36th Street Trailhead. There's a peak at the end of the fire trail, which overlooks the gorgeous Westside of Tucson! Every morning, I experience something different. From the desert wildlife to all of the various bright-colored desert blooms! The trail has different difficulty levels if you'd like to experience a little challenge, but it is pretty simple for the most part. I highly recommend it!

FRANK TORREZ, REALTOR
- TORREZ REAL ESTATE TEAM
POWERED BY HOMESMART
ADVANTAGE GROUP



**Your Cleaning Team,
You Can Count On.**

25% off
Realtor® Forever Discount
For all Move-In/Out Cleanings!



BOOK ONLINE 24/7
TIME-MAID.COM
OR CALL US AT 520.999.0630
VETERAN & LOCALLY OWNED
OVER 40 YEARS OF EXPERIENCE
100% SATISFACTION GUARANTEED



Don't just list it...
**Launch
It!**



**Great Photography +
Free Marketing Tools!**



Included with your photos:

- Property Website
- Custom Flyers
- Social Media Graphics
- Property Slideshow Video
- "Text For Info" Number
- Easy Online Scheduling
- Next day delivery!

**See It In Action
and get FREE STUFF at**



OLD REPUBLIC HOME PROTECTION

THE STARS ALIGN
when Real Producers work together!

You're committed to your clients, and we're committed to you!
Add ORHP's home warranty to your winning team today.

Call or email me today
to learn more!

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

People Helping People This is a paid advertisement.

Carpet Mill

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

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

7342 East Broadway | Tucson, AZ 85710

PRO VIEW
HOME INSPECTIONS
WWW.PROVIEWAZ.COM

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

**HOME REPAIRS HAUNTING YOU
LATELY?**

**GIVE US A CALL TO COMPLETE
THOSE DAUNTING TASKS!**

Ronnie's
Handyman & Home Service L.L.C.

520.297.8724

WWW.RONNIESHANDYMAN.COM
RONNIESHOMESVC@HOTMAIL.COM

*NOT A LICENSED CONTRACTOR BY CHOICE

"I believe in America because we have great
dreams, and because we have the opportunity to
make those dreams come true."
- Wendell Willkie

V.I.P. MORTGAGE INC
THE MVP TEAM

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

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



a magical night at the MINI TIME MACHINE MUSEUM

Blessing Beads of Courage with \$25,000



► event recap

I was told by several our third quarterly event of 2021 was the best event ever!! What made it special, I asked? The energy, the comradery, the people who came together to make a difference in our community. And wow did we make a difference!

Together we collected almost **\$25,000 for Beads of Courage** who will use this donation to bless children right in Tucson! Jean Gribbon was blown away by the generosity of our REALTOR® community and so am I! She told me our gift will buy approximately 300,000 beads for children who are struggling through serious illnesses.

Thanks, from the bottom of my heart for caring, coming, and giving! Y'all are the *best!* What a joy to partner together with incredible people.

Some of you gave above and beyond and I want to acknowledge my depth of appreciation for your generosity! **K Watanabe, Robert Hatch, Don Valle, Curt Stinson, Jen Bury, Lori Mares Team, Rob Purvis, Christian (Stian) Lemmer, and Ronnie's Handyman & Home Service!**

Huge appreciation also goes to our event sponsors:

- Christian Hernandez – Loan Depot
- Julia Gallardo - Petrichor Home Inspections
- Zach Mooney – Guild Mtg
- Robert Hatch – VIP Mtg
- Noy Kelley – Guaranteed Rate Mtg
- Joey Ambrose - BoomPix Photography
- Rob Purvis – VIP Mtg
- Ronnie's Handyman & Home Service

Our next event will be our 5th annual Toys for Tots event in mid-November. Keep an eye out for the email so you can save the date!



THE PERFECT PICK IN THE PATCH!

Call Noy Kelly to explore all your clients home loan options.

NOY KELLY
 o: (520) 329-6945
 c: (520) 275-8412
 Noy.Kelly@grarate.com
 grarate.com/NoyKelly
 5460 East Broadway | Suite 350 | Tucson, AZ 85711
 Find yourself in good company. #LoansbyNoy

guaranteed **Rate**
AFFINITY

TUCSON'S PRINTER

WE GET OUR ENERGY FROM THE SUN

Local | Reliable | Environmentally Responsible

dP solutions
 diversified print solutions, Inc.
 PRINTING POWERED BY THE SUN

520-393-3551 | www.DiversifiedPrintSolutions.com



I love this town.

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

Thanks, Tucson Real Producers.
I love being here to help in a community where people are making a difference every day. Thank you for all you do.



2007004

State Farm, Bloomington, IL

habitation Realty

Property Management
Tucson • Bisbee

Refer your investor clients to us, and we will always make sure they come back to you!

Maggie Rickard
Lead Manager

520-333-5373
maggie@habitationrealty.com

Our Mission is Simple...

Yes!

✓Quick ✓Smart ✓Local

PAUL VOLPE NOVA Volpe
Sr. Vice President/Sr. Loan Officer, NMLS 48278 HOME LOANS TEAM L.com
520.618.5626 paul@novahomeloans.com

NOVA FINANCIAL & INVESTMENT CORPORATION (DBA NOVA HOME LOANS) NMLS #1887 / NMLS #902429 SPECIAL HOMEOWNERS OPPORTUNITY: 1250 E. RIVER RD., SUITE 106, TUCSON, AZ 85714 BRANCH NMLS 507757 LICENSED BY THE DEPARTMENT OF BUSINESS OVERSIGHT UNDER THE CALIFORNIA RESIDENTIAL MORTGAGE LENDING ACT (CALIFORNIA) ALSO LICENSED UNDER THE CFPB PROGRAM. LOANS MADE OR ARRANGED PURSUANT TO A CALIFORNIA FINANCING LAW LICENSE. WWW.NMLS.COM/SUPERADDRESS.ORG

BILL'S HOME INSPECTION SERVICES

- Home Inspections
- Termite Inspections (WDIIR)
- Pre-Listing Inspections

One Call Does It All!

Easy 24/7 Online Scheduling:
BillsHomeInspection.com

Friendly Office Scheduling:
520-625-2381

Problem with the HVAC during the home inspection? Let us clear the air!

PICTURE ROCKS
COOLING > HEATING > PLUMBING

Schedule a Tune-Up and HVAC Inspection Today

440-4069

Family Owned & Operated
We service Tucson, Marana, Oro Valley, Green Valley, Sahuarita, Vail and all surrounding areas.
www.picturerockscooling.com
520-440-4069 License #208709 | #293702

Stepping Up!™
Exit Strategies for Realtors®

What about YOUR Retirement?

Check this out:
Stepping Up!™ Podcast

Download FREE Book
Exit Strategies for REALTORS®
www.SteppingUpUSA.com
(520) 425-6052

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

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

Join us in June for special membership opportunities!

Proud to Serve Many REALTOR® Members!
Contact our Membership Director Today!

Courtney Miller
520-955-2479
Courtney.Miller@ClubCorp.com

RISING STAR

SPECIAL
EDITION

By Kylea Bitoka
Photography by Casey James

FEATURING

WACO STARR
BLAIRE LOMETTI,
JEFF JONES,
JENNIE UHLMANN,
& CHRISTIAN LEMMER



WACO

STARR

▶▶ rising star

By **Kylea Bitoka**
Photography by **Jacquelynn Buck**



**LONG
REALTY
COMPANY**



Waco and Jon

“My life-defining moment came when I had built a successful company with my family but realized I didn’t want to renovate homes forever. Looking back, the transition wasn’t easy, but our family grew closer and stronger as we supported each other.”

Born and raised in the Southwest, Waco Starr’s roots run deep in Tucson. Even before he began his career as a REALTOR®, Waco was an active member of the community. “My number one passion is helping people. I was a Program Manager/HIV counselor for the Southern Arizona AIDS Foundation. Each day, I was actively engaged in making a social impact in the Tucson community.”

After ten years in the role, a new opportunity pulled at Waco’s heart. “I was a founding member and owner of Starr Power Sustainable Home Renovations. It was a family business that sustainably upgraded depressed homes in up-and-coming neighborhoods with a focus on environment and authenticity.” The Starr family business opened up a new avenue for Waco to impact the community. “We successfully remodeled over 20 homes from the ground up and helped many homeowners with remodeling projects, home upgrades, staging, and décor.”

Waco connected with REALTORS®, contractors, and other vendors in real estate as he worked for Starr Power. With each renovated home, he deepened his knowledge and network within Tucson real estate. “It was during that time I realized that I loved beautiful homes and happy homeowners but missed being in the community meeting new people.” A difficult decision confronted Waco. “Working with

family is amazing, and I didn’t know how to ‘break up’ with a company that I loved to be a part of. But I needed to figure out what was going to make me happy career-wise.” While Waco’s family was not surprised to hear that he wanted to try something new, it did not make the transition any easier. “One of the hardest conversations our family has ever had was the discussion about what to do when we wanted different things from our family business.”

However, the end of one venture became a beautiful beginning. “My brothers, Wyatt and Wade, continue to renovate and remodel homes using a lot of the same style and elements from our early Starr Power days. My sister, Whitney, started an interior design and staging company.” As for Waco, he gets to follow his real estate dream and still work with his family, “We became business partners rather than co-workers. Now we are each other’s biggest lead generators! Wyatt and Wade can help my home sellers with light upgrades while Whitney helps me stage homes to ensure my clients get top dollar.” With Waco’s husband, Jon Humig, in the mortgage industry, Waco can provide his clients with a one-of-a-kind experience. “The goal is to make each transaction, from pre-qualification through closing day, as stress-free as possible. I don’t make our sellers and buyers do more work than necessary—I bring the tools and resources to the table to make home buying and selling a fun experience.”

“
**I BRING THE
TOOLS &
RESOURCES
TO THE TABLE
TO MAKE HOME
BUYING &
SELLING A FUN
EXPERIENCE.**



BLAIRE LOMETTI

By Kylea Bitoka • Photography by Jacquelynn Buck

"I entered into real estate because I wanted to be able to start a non-profit and help as many people as I can during their times of darkness. My heart is especially focused on helping moms and children."

Blaire Lometti has tried her hand at almost every job one can think of. She laughs as she recounts her former occupations, "I have been a dog groomer, bartender, event coordinator, charity organizer, personal trainer, radio DJ, and the list goes on! I have worked in marketing and started a non-profit. You name it; I've probably done it!" As she reflects, she is grateful for the valuable experience each job provided. "For years, I would sell or market other people's products. I learned that for me to be successful, I had to believe in the product that I was selling. In real estate, I was able to market the one thing that I have always believed in... myself. On top of that, the many jobs I have held strengthened my knowledge in customer service and taught me adaptability, compassion, and patience."

While her career may have changed a few times, Blaire has always been committed to helping those in need. In 2018, when she was a personal trainer, she used her determination and creativity to make a difference for a local family. "My friend told me that her nephew had terminal brain cancer. The doctors said he would not make it to Christmas. My heart broke. I told my friend, 'If he can't make it to Christmas, then we will bring Christmas to him.' We reached out to as many people as we could think of. Before we knew it, the entire town of Sahuarita rallied behind the family to put together an extraordinary Christmas! There were lights, Santa, hot chocolate, caroling, gifts, and he even got to be mayor for the day! We also raised \$15,000! At that moment, I realized how precious and short life really

is—what you do matters. One small act of kindness can cause a ripple effect that is powerful enough to change lives."

That same determination helped Blaire find her niche in real estate. "I have a tremendous passion for helping people, and with this career, I have been able to do just that by playing home matchmaker, which I find to be so much fun." Her clients benefit from her unique sense of style and creativity as well as her fun and innovative marketing techniques. Giving back to the community remains a priority; Blaire donates 10% of each commission to her client's charity of choice. She hopes people will remember her kindness rather than the number of houses she sold. "I would much rather be known for showing up in people's time of need. My biggest inspiration for this is Mr. Rogers, who once said, 'All of us, at some time or other, need help. Whether we're giving or receiving help, each one of us has something valuable to bring to this world. That's one of the things that connects us as neighbors—in our own way, each one of us is a giver and a receiver.'"



» rising star



“

ONE SMALL

ACT OF

KINDNESS CAN

CAUSE A RIPPLE

EFFECT THAT

IS POWERFUL

ENOUGH TO

CHANGE LIVES.

REALTY
ONE GROUP
INTEGRITY

▶ rising star

JEFF JONES



**THE
MARSEE
WILHEMS
TEAM EXP
REALTY**

By **Kylea Bitoka** • Photography by **Jacquelynn Buck**

"I am willing to take risks, dream a little, and go for it! I'm always optimistic and focus on what can be done, not what can't be done."

From near bankruptcy to closing 80 homes in his first two years with the Marsee Wilhems Team, Jeff Jones is living proof of what can be accomplished with an intense drive and positivity. Before real estate, Jeff worked in a variety of industries. "I owned a couple of sub sandwich restaurants. Also, I had worked in the handyman business/remodels, sport fishing boats, and real estate investing." Each experience would prove valuable and build a foundation that would help Jeff launch his real estate career.

Jeff shares, "Working on fishing boats required hard work, long hours, and endurance. It taught me how to grind. The handyman business gave me an understanding of how homes are built. The knowledge I gained helps me understand what issues can arise with a house and spot red flags. My experience as a landlord helped me understand cap rates, profitability, maintenance, and the numbers. I can quickly screen properties to decide if they are a good investment."

Jeff's knowledge and experience on a wide range of real estate-related topics help him guide his clients through the complexities of each transaction. He understands navigating difficult situations. "My divorce left me as a single father with primary custody and a lot on my plate. I came close to losing everything a couple of times with my restaurants. I had no choice but to push. It nearly ended in bankruptcy, but ultimately, I got through and out. I learned a lot of lessons in that experience like when to push and when to fold. The value of outsourcing certain tasks instead of trying to do everything." While change can be difficult, it also paved the way for new opportunities. "Getting married to my supportive wife helped me transition into real estate, which has exploded our income and opportunity. I am part of a great real estate team with huge opportunities, and I look forward to taking my real estate career to the next level."



JENNIE UHLMANN



**UNITED
REAL ESTATE
SPECIALISTS**

» rising star

By **Kylea Bitoka** • Photography by **Jacquelynn Buck**

"I became profoundly attached to the people I worked with and on behalf of. I believe it is a measure of trust when people tell you their stories, motivations, and allow you to advocate for them."

As a French major with a passion for Latin, Jennie Uhlmann could hardly have imagined the journey her language skills would take her on. It would transport her across oceans, introduce her to new cultures, create life-long connections, and eventually lead her to real estate. Deeply impacted by her teachers, Jennie wanted to follow in their footsteps. "I became certified to teach French and Latin. However, I felt I needed real-world experience to be an effective language teacher." Jennie worked as an au pair in Paris. Upon returning to the U.S., Jennie worked as a paralegal with Francophone refugees. "Their stories and worldview expanded mine. I vowed that if I ever had the opportunity to live in Haiti or West Africa, I would do so." A few years later, the opportunity came knocking. "I spent two years in Port au Prince working for non-profits and volunteering at an orphanage."

Studying foreign languages opened up the world to Jennie. In addition to French and Latin, Jennie is also proficient in Italian and Haitian Kreyol. While learning other languages brought adventure and new experiences, nothing compared to the friendships she developed along the way. "The people I have met, the places I have gone, and the stories I have heard because I can communicate in other languages have permanently expanded my life in the most wonderful ways." Jennie touched their lives too; she has a godson in Haiti and the daughter of a Congolese congressman is named after her.

Jennie followed through with her plan to teach; working as a teacher and then as a school administrator, "I have a heart for educating, but after years in education, I had to make a change." Jennie remembers the difference a REALTOR® made in her life. That experience fueled her passion to become a REALTOR®. Jennie reflects, "When I got divorced in 2008,



I lost my home to foreclosure. I did try to sell and the REALTORS® I worked with (Chris Eldridge and Maria Lawrence) made such a difference to me; I am so grateful. When I was ready to buy four years later, I worked with them. Once again, they did an incredible job. It is because of them that I have my current home. It was their attitude of service and compassion that inspired me."

For Jennie, real estate is the perfect culmination of her passions and experiences. "My past experiences taught me to be strategic and how to advocate for others, but more importantly, it enables me to receive clients with an open heart and mind. I feel it is a precious trust that people put in me as a REALTOR®. I hear about people's dreams, heartbreaks, finances, jobs, fears, and hopes daily. I am grateful for all they share with me and that I can help them in their homeownership journey."

▶▶ rising star

CHRISTIAN LEMMER

By **Kylea Bitoka** · Photography by **Jacquelynn Buck**

“Moving to a new country where I did not know anyone and creating a better and safer life than what I was used to helps me see life in a different way. I am grateful every day to live a life of unlimited opportunity.”

Originally from South Africa, Christian Lemmer ran a health and wellness clinic in Pretoria. “I was a personal trainer and a health and wellness consultant. I also competed internationally as a professional fitness competitor.” When Christian came to the United States, it took his life and career in a new direction. “Having the opportunity to immigrate to the United States has been the most incredible experience and blessing to date.”

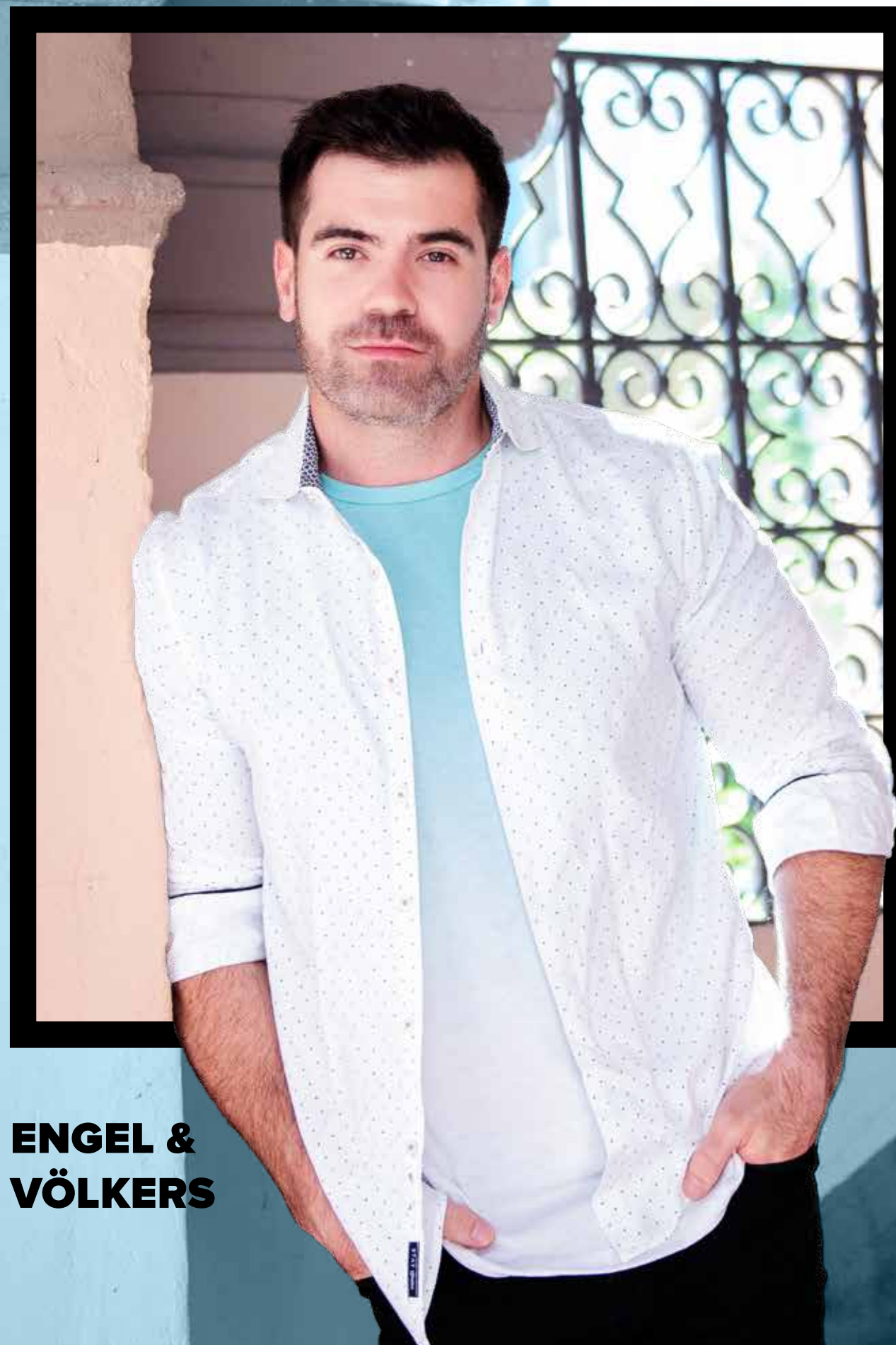
Christian planned to use his fresh start to pursue real estate. “I’ve been fortunate from day one to be surrounded by some of the best REALTORS® in Tucson. During my immigration process, I had a six-month period where I was not able to



work. I took that time to intern with three of the best real estate teams in the city.” That decision would help Christian find success in real estate from the very beginning. “I firmly believe that was the biggest boost I had. I applied what I learned from their experience, and that helped me skip the learning curve.”

Christian also applied lessons learned from his previous experience. “As a professional athlete, I learned discipline and consistency. I was able to apply that to my real estate career. Also, traveling internationally allowed me to connect with multiple cultures and people from different walks of life.” For Christian, the key to success is simple, “Honestly, I don’t see myself as different from anyone. I truly just focus on what I have in front of me, grabbing every opportunity with both hands and full enthusiasm. My goal is always to provide the best service to my clients.”

Christian shares the driving force behind his ambition, “My passion for helping people and providing a service makes it easy to put everything I have into each new day. I’ve been blessed with each client, and I have made incredible friends and connections. That in itself motivates me to try harder each time because you never know who you will meet next.”



**ENGEL &
VÖLKERS**

TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	259.0	78,471,560	302,979
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory -498307	255.0	67,490,696	264,669
3	Lisa M Bayless (22524) of Long Realty Company (16717)	97.0	53,254,830	549,019
4	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona -478310	168.0	50,045,704	297,891
5	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	96.0	48,165,850	501,728
6	Don Vallee (13267) of Long Realty Company (298)	86.5	47,376,151	547,701
7	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	173.5	46,670,580	268,995
8	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	115.5	46,514,606	402,724
9	Laura Sayers (13644) of Long Realty Company (16717)	84.5	41,721,480	493,745
10	Russell P Long (1193) of Long Realty Company (298)	38.0	41,532,040	1,092,948
11	Kaukaha S Watanabe (22275) of eXp Realty (495203)	134.0	38,654,623	288,467
12	Peter Deluca (9105) of Long Realty Company (298)	68.5	36,713,600	535,965
13	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	32.0	36,501,188	1,140,662
14	Leslie Heros (17827) of Long Realty Company (16706)	49.5	34,571,764	698,419
15	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	95.0	33,278,768	350,303
16	Patty Howard (5346) of Long Realty Company (16706)	31.0	31,007,000	1,000,226
17	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	103.0	30,846,667	299,482
18	Sandra M Northcutt (18950) of Long Realty Company (16727)	64.0	30,406,300	475,098
19	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	66.0	29,436,200	446,003
20	Paula Williams (10840) of Long Realty Company (16706)	53.5	28,910,975	540,392
21	Barbara C Bardach (17751) of Long Realty Company (16717)	21.5	28,801,500	1,339,605
22	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	28.5	27,742,500	973,421
23	Rob Lamb (1572) of Long Realty Company (16725)	45.0	26,873,150	597,181
24	Jose Campillo (32992) of Tierra Antigua Realty (2866)	109.5	26,430,250	241,372
25	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	97.5	26,385,012	270,616
26	Brenda O'Brien (11918) of Long Realty Company (16717)	42.5	26,053,700	613,028
27	Jay Lotoski (27768) of Long Realty Company (16717)	87.0	25,968,700	298,491
28	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	83.0	25,666,398	309,234
29	Laurie Hassey (11711) of Long Realty Company (16731)	49.5	25,550,650	516,175
30	Suzanne Corona (11830) of Long Realty Company (16717)	16.0	25,098,241	1,568,640
31	Jim Storey (27624) of Tierra Antigua Realty (2866)	39.0	24,747,565	634,553
32	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	64.0	24,647,410	385,116
33	Patricia Sable (27022) of Long Realty Company (16706)	31.0	22,807,788	735,735

Rank	Name	Sides	Volume	Average
34	Denice Osbourne (10387) of Long Realty Company (298) and 1 prior office	52.0	22,759,432	437,681
35	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	37.0	21,929,540	592,690
36	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	72.0	21,640,500	300,562
37	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	18.0	21,445,000	1,191,389
38	Scott Melde (38588) of eXp Realty (495203)	75.5	21,018,770	278,394
39	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	29.0	20,937,631	721,987
40	Cindie Wolfe (14784) of Long Realty Company (16717)	36.5	20,387,131	558,552
41	Joshua Waggoner (14045) of Long Realty Company (16706)	18.0	20,384,811	1,132,490
42	Jameson Gray (14214) of Gray St. Onge (52154)	17.5	19,718,044	1,126,745
43	McKenna St. Onge (31758) of Gray St. Onge (52154)	17.5	19,718,044	1,126,745
44	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	51.5	19,615,564	380,885
45	Anthony D Schaefer (31073) of Long Realty Company (298)	48.0	19,564,360	407,591
46	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	34.0	19,466,400	572,541
47	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	18.0	19,455,000	1,080,833
48	Roderick D Ward (56293) of Trelora Realty (52039)	65.5	19,326,485	295,061
49	Candy Bowen (37722) of Realty Executives Arizona Territory (498303)	71.0	19,213,830	270,617
50	Tom Ebenhack (26304) of Long Realty Company (16706)	51.5	18,973,660	368,421

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

We're waiving our lender fees, up to \$2,100 on VA loans!*

- 100% financing on purchasing or refinance.
- No mortgage insurance required
- Credit scores as low as 540 FICO
- Better pricing than traditional loans



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

NMLS ID# 378994 AZ MLO Lic# 0917762. Guild Mortgage is an equal housing lender. NMLS ID# 1274 realconsumeraccess.org for more licensing info. guildmortgage.com/licensing. *Offer valid only for applications received by Guild Mortgage Company ("Guild") that identifies a property for sale in the state of Arizona, no minimum or maximum loan amount necessary to qualify for a maximum of \$2,100 lender contribution toward closing costs. Valid on VA purchases and VA RRJL loan products only. This offer is only valid for applications received at Guild offices in the state of Arizona. This offer is only valid for applications received between 7/1/2021 and 9/30/2021. Must provide confirmation that you are a veteran, Reservist, or Active Serving in the military. This offer is not a commitment to lend. All loans subject to underwriter approval and applicable program guidelines. Payment subject to maximum allowable lender credit and minimum contribution requirements under applicable loan requirements. Some loans require a minimum cash investment by the borrower, which may limit the amount of any lender credits or payments by Guild under the offer. Please consult your tax advisor regarding any tax implications. Lender incentive subject to change without notice. All loans must close by 11/29/2021 in order to remain eligible for this offer.

TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	57.0	18,305,234	321,144
52	Jeffrey M Ell (19955) of eXp Realty (495211) and 2 prior offices	36.0	18,071,181	501,977
53	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	44.5	17,829,478	400,662
54	Jennifer C Anderson (16896) of Long Realty Company (16724)	50.5	17,768,487	351,851
55	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	51.0	17,597,950	345,058
56	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9.0	17,421,153	1,935,684
57	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	16.5	17,251,275	1,045,532
58	John E Billings (17459) of Long Realty Company (16717)	42.5	17,210,861	404,961
59	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	52.5	17,144,788	326,567
60	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	59.5	17,076,739	287,004
61	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	75.0	17,021,299	226,951
62	Tyler Lopez (29866) of Long Realty Company (16719) and 1 prior office	56.5	16,702,340	295,617
63	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	26.5	16,451,486	620,811
64	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	14.5	16,182,500	1,116,034
65	Ronnie Spece (19664) of At Home Desert Realty (4637)	46.0	16,142,500	350,924
66	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory-498306	46.5	16,064,200	345,467
67	Debra M Quadt (16709) of Redfin Corporation (477801)	41.0	16,017,850	390,679
68	Nicole Jessica Churchill (28164) of eXp Realty (495208)	50.5	15,866,951	314,197
69	Alfred R LaPeter (32582) of Long Realty Company (16717)	24.5	15,782,350	644,178
70	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	46.0	15,481,200	336,548
71	Tom Peckham (7785) of Long Realty Company (16706)	23.0	15,270,500	663,935
72	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	35.0	15,142,830	432,652
73	Nestor M Davila (17982) of eXp Realty 01 (495204) and 1 prior office	56.0	14,922,605	266,475
74	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	41.0	14,870,250	362,689
75	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	30.0	14,841,372	494,712
76	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	29.0	14,728,600	507,883
77	Tori Marshall (35657) of Coldwell Banker Realty (70207)	35.5	14,696,950	413,999
78	Susan Denis (14572) of Tierra Antigua Realty (2866)	33.5	14,605,510	435,985
79	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	28.0	14,446,035	515,930
80	Gary B Roberts (6358) of Long Realty Company (16733)	40.0	14,397,950	359,949
81	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	33.0	14,235,765	431,387
82	Cheryl Kypreos (59565) of HomeSmart (352401)	51.5	14,154,500	274,845
83	Lori C Mares (19448) of Long Realty Company (16719)	38.5	14,124,814	366,878

Rank	Name	Sides	Volume	Average
84	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	32.5	14,047,266	432,224
85	Brittany Palma (32760) of 1st Heritage Realty (133)	46.5	14,021,800	301,544
86	Paula J MacRae (11157) of OMNI Homes International (5791)	24.0	13,992,357	583,015
87	Heather Shallenberger (10179) of Long Realty Company (16717)	40.5	13,946,700	344,363
88	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	52.5	13,879,600	264,373
89	Tracy Wood (36252) of Realty One Group Integrity (51535)	20.5	13,860,900	676,141
90	Bob Norris (14601) of Long Realty Company (16733)	37.5	13,839,950	369,065
91	Michele O'Brien (14021) of Long Realty Company (16717)	27.0	13,837,265	512,491
92	Ashley Kimberlin (18406) of Realty Executives Arizona Territory (498306)	45.0	13,791,500	306,478
93	Phil Le Peau (39491) of OMNI Homes International (5791)	22.0	13,685,800	622,082
94	Maria R Anemone (5134) of Long Realty Company (16727) and 1 prior office	14.5	13,654,300	941,676
95	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	65.5	13,579,150	207,315
96	Alicia Girard (31626) of Long Realty Company (16717)	30.0	13,454,374	448,479
97	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	27.0	13,342,500	494,167
98	Louis Parrish (6411) of United Real Estate Specialists (5947)	18.5	13,197,747	713,392
99	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	30.0	13,177,900	439,263
100	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	38.0	13,077,846	344,154

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

B&M ROOFING
The Leaders in Quality Roofing.

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

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

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



Caring Transitions®
 Senior Relocation • Downsizing • Estate Sales
A Total Solution

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

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

CaringTransitionsTucson.com 520.850.4111

**In this FANG-tastic market, don't be AFRAID
 your loan is going to close with your current lender**

Working with me will **UNRAVEL** all your fears so you can focus on the fun part:
Hunting for a BOO-tiful new home

Christian Hernandez
 Loan Consultant NMLS#14278984
Contact Me Today: (520) 264-8696
 Hablo Español

loanDepot®
 christianhernandez@loandepot.com
 www.loanDepot.com/christianhernandez
 6760 North Oracle Rd, Ste 200 Tucson AZ 8570

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

Desert Sky Design
 HOME STAGING
 INTERIOR DESIGN

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

Looking for a
New Home Inspection Partner?

InterNACHI & ASHI Certified Professional Inspectors
20 yrs experience in residential construction

For Agents: Our reports feature a Repair Request Document generator for our agent partners.

JASON BROWN (#66156)
 520-270-9853 • Jason@onpointtucson.com
 onpointtucson.com

TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	30.5	13,056,435	428,080
102	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	38.5	13,051,800	339,008
103	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	53.0	12,939,101	244,134
104	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	37.0	12,852,350	347,361
105	Calvin Case (13173) of OMNI Homes International (5791)	40.5	12,800,096	316,052
106	Kendra Nichole Haro (52622) of Redfin Corporation (477801)	32.0	12,763,404	398,856
107	Elliot J Anderson (20567) of eXp Realty (495201)	37.5	12,632,910	336,878
108	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	21.0	12,630,500	601,452
109	Helen Curtis (15010) of OMNI Homes International (5791)	44.5	12,612,450	283,426
110	Dana Blane Reddington (52423) of Long Realty Company (16728)	22.0	12,566,125	571,188
111	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	24.5	12,564,490	512,836
112	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	37.0	12,516,375	338,280
113	Jeremiah E Taylor (17606) of Movoto, Inc. (4649) and 2 prior offices	40.0	12,505,059	312,626
114	Sherri Vis (54719) of Redfin Corporation (477801)	29.0	12,465,620	429,849
115	Jim Jacobs (7140) of Long Realty Company (16706)	23.0	12,397,550	539,024
116	Sue Brooks (25916) of Long Realty Company (16706)	25.0	12,335,550	493,422
117	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	32.0	12,245,400	382,669
118	Catherine Wolfson (1993) of Coldwell Banker Realty (70202)	16.5	12,154,800	736,655
119	Kynn C Escalante (8137) of WeMoveTucson (2536)	13.0	12,122,025	932,463
120	Renee Powers (12832) of Tierra Antigua Realty (2866)	17.5	12,075,100	690,006
121	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	26.5	11,956,800	451,200
122	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	33.5	11,858,500	353,985
123	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	18.5	11,808,500	638,297
124	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	30.0	11,776,160	392,539
125	Dina M Hogg (17312) of eXp Realty 01 (495204)	36.5	11,747,800	321,858
126	Robin M Stirn (142031) of Long Realty -Green Valley (16716)	46.0	11,669,950	253,695
127	Kristi Penrod (33258) of Redfin Corporation (477801)	17.0	11,534,900	678,524
128	Jennifer Philips (16201) of Real Broker (52446) and 1 prior office	40.5	11,377,325	280,922
129	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	42.0	11,327,530	269,703
130	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	19.0	11,233,050	591,213
131	Kemena Rene Duany (37934) of OMNI Homes International (5791)	28.0	11,218,400	400,657
132	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	30.0	11,085,951	369,532
133	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	33.0	11,083,870	335,875

Rank	Name	Sides	Volume	Average
134	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	43.0	11,026,750	256,436
135	Martha F Staten (25526) of Long Realty Company (16717)	16.0	11,025,500	689,094
136	Sonya M. Lucero (27425) of Long Realty Company (16719)	38.5	11,007,940	285,921
137	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	19.0	10,988,388	578,336
138	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	46.5	10,902,800	234,469
139	Maren Seidler (19694) of Long Realty Company (16728)	24.0	10,827,054	451,127
140	Jerri Szach (6050) of Long Realty Company (16706)	20.5	10,733,720	523,596
141	Leslie B Brown (35667) of Oracle Land & Homes (875)	20.0	10,700,750	535,038
142	James Servoss (15515) of Keller Williams Southern Arizona (478306)	39.0	10,583,250	271,365
143	Matthew F James (20088) of Long Realty Company (16706)	21.0	10,565,400	503,114
144	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610) and 1 prior office	31.0	10,552,800	340,413
145	Jared Andrew English (35632) of Congress Realty (3096)	28.0	10,536,445	376,302
146	Angela Tennison (15175) of Long Realty Company (16719)	20.0	10,516,906	525,845
147	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	37.0	10,496,550	283,691
148	Pam Treece (13186) of Long Realty Company (16717)	23.0	10,427,100	453,352
149	Pam Rugggeroli (13471) of Long Realty Company (16719)	29.5	10,360,415	351,201
150	Becky Nolen (7777) of Long Realty Company (16717)	16.0	10,347,400	646,712

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

KC KITCHEN CONCEPTS
CUSTOM CABINETRY & DESIGN

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

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

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



CONGRATULATIONS ROBERT HATCH



**HONORARY
CHIEF MASTER SERGEANT**

@ 3 a 8



ROBERT HATCH

VP - Senior Loan Officer | NMLS 202680

520-349-8943

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

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



**WEST COAST
ROOFING**
TUCSON, ARIZONA
Roc 235353

SCARY

roofing issue
come up in
the inspection
process?

We can fix any problem.

520.241.2556

Licensed Bonded Insured

REQUEST FREE INSPECTION ONLINE

www.westcoastroofingaz.com

EMAIL: info@westcoastroofingaz.com



TRUST • RELATIONSHIPS • INTEGRITY • HONESTY • EXCEPTIONAL QUALITY



HouseMaster[®]
Home Inspections. Done Right. Guaranteed.[™]



**Clark
Rustand**
Owner,
Tucson AZ

HOUSEMASTER BENEFITS

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

CONTACT US TODAY!

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

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