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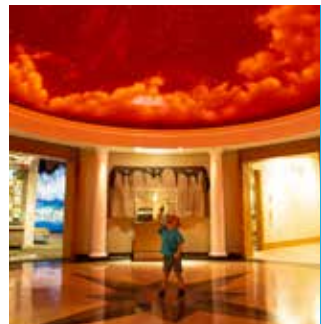
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If you know of an agent we should feature or a business that should be a part of us reach out to me Delilah.Royce@RealProducersMag.com or call/text me at 520-838-1835!

And thanks for making TRP the best real estate community *ever!*

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PETRICHOR

HOME INSPECTIONS

▶ partner spotlight

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

“IF YOU HONOR ME BY ALLOWING ME TO INSPECT YOUR NEW HOME, I GUARANTEE THAT I WILL GIVE YOU MY VERY BEST. I WILL SPEND THE TIME TO EDUCATE YOU ON HOW A HOME WORKS, WHAT YOU HAVE, WHERE THINGS ARE, AND HOW TO MAINTAIN THE BIGGEST INVESTMENT YOU WILL EVER MAKE.”



JULIA GALLARDO

Julia Gallardo parks in front of her mother-in-law's future home. She notices a man whom she does not recognize walking around the house, while inside the house, her mother-in-law talks with the REALTOR®. “I thought, ‘What the heck is this man doing?’ I started following him around as he inspected the house.” Julia shadowed the inspector, pointing out her observations about the house and asking questions. “When Joe Cooper (yes, the same Joe Cooper of Gaslight Theatre fame) finished the inspection, he told me that I should consider becoming a home inspector because I had a good eye for detail. As soon as I got back to our studio apartment, I looked up classes.” And that’s how a burnt-out pastry chef at Beyond Bread found herself on a new career path. “I’ve always been interested in houses. I just never considered making a career out of it. My mom used to take me to open houses on the weekends for fun. I always enjoyed exploring the different homes.” Julia had dreamed of opening up a bakery as a child, which led her to pursue baking positions. After working in the mass production of baked goods, Julia’s passion for baking fizzled out. A career as a home inspector intrigued her. “I love learning. When it comes to home inspections, there is always more to learn as the industry continues to change.” Julia completed her apprenticeship with Joe Cooper. “Joe and I have a good relationship. We’ll meet up for breakfast, and sometimes we work together on multi-unit inspections.”



Now the owner and lead home inspector of Petrichor Home Inspections, Julia’s dedicated to educating her clients. “I love having my clients present for the inspections. The inspection is an opportunity to learn about the house, not just get a checklist of repairs.” Julia admits, “Home inspectors have had a negative connotation because we go in and find all of the issues. I explain to my clients that while I am looking for things that are wrong, the goal is not to scare them away from purchasing. Everything is fixable! It just depends on what work you are willing to do.” Julia continues, “My home inspection report is to help you make an informed decision about one of life’s biggest investments.” There’s enough stress with each real estate transaction which is why Petrichor Home Inspections offers easy-to-read reports with the information broken down into sections and color-coded. “I don’t want it to be this huge overwhelming report. Blue indicates minor repairs, orange means further review by a specialist, and red is reserved for safety hazards like electrical issues or defective smoke detectors.”

While it can be a shock for some agents and clients to have a female home inspector, they quickly realize that Julia is exactly the type of home inspector you want. “I am very detail-oriented. Buyers fall in love with the house because of aesthetics; I pay attention to details that make the home operational and a safe place to live.” Julia shares an example, “Joe and I were inspecting a house in the Country Club area. When we got onto the roof, it was in bad condition, from fallen tiles to cracked tiles. Joe almost fell through the built-up due to severe deterioration. The flashing around the skylight was duct tape.” When the real estate agent arrived on

the scene, she inquired about the roof, commenting that it should be nice and new. Julia discovered that the seller was a 93-year-old woman transitioning into assisted living. She had paid a company \$37,000 to replace the roof, and yet the roof was in a severe state of disrepair. “I went through the bill. The company had charged for crazy things like moving one tile from the left side to the right side. This company had taken advantage of this elderly woman. It was a shocking and horrible situation.” The silver-lining—the issue was discovered in the inspection which enabled the seller to pursue the company. In the end, the roof was fixed; the house sold, and the buyer didn’t have to worry about replacing the roof.

In many ways, as a home inspector, Julia is the voice of the house and an advocate for families. Her passion is fueled by her life experience. “I am a mom of identical twin boys. They were born very early and had many medical challenges. As I navigated through doctor visits, surgeries, and medical emergencies, I discovered my voice and learned to be an advocate for my boys’ needs. As a mom, it’s important to me that each house is safe before a family moves in.”

Today, James and William are doing well. They are going into the third grade and are very active. “Some of their favorite activities include swimming, jumping at the trampoline park, and playing video games.” However, it was a challenging journey to get to this point. “I went into labor at

28 weeks. When James and William were born, they weighed five pounds together. James stayed in the NICU for 3 months, and William was in the NICU for six months. When he finally came home, it was with a gastrostomy tube (G-tube) and tracheostomy tube (Trach). “William was born with a condition where his stomach was not attached. He had a lot of challenges with being able to eat as well as breathe. I lost track of the number of times we had to call the ambulance to the house.” The first year was especially challenging when Julia had one baby at home and one still in the NICU. “My husband and I leaned on each other a lot. I am so grateful that we had a community of support.”

During COVID-19, Julia’s husband stayed home with the boys while they were doing school online. With things returning to normal, he’s working on getting his license as a home inspector. “I am excited for us to work together. When I first opened the business, the plan was for him to join, but then COVID hit. We are excited to get back to our original plan and continue expanding the business.”

Julia’s commitment and passion shine brightly; there’s no doubt she’s found her calling. “If you honor me by allowing me to inspect your new home, I guarantee that I will give you my very best. I will spend the time to educate you on how a home works, what you have, where things are, and how to maintain the biggest investment you will ever make.”

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▶▶ rising star!

By **Zachary Cohen** • Photography by **Joey Ambrose**

A Road Well Traveled

“No matter how difficult your journey has been or how many odds are stacked against you, you can rise above it all and succeed. It is never too late to change your story.”

A week after Cyndi Sherman brought her second daughter, Olivia, home from the hospital in 2015, Olivia stopped breathing in her mother’s arms. Cyndi and her husband rushed Olivia to the hospital, and a few hours later, they were given a diagnosis—meningitis.

“We didn’t really know what that meant for her, but I remember having conversations with myself that no mom should ever have,” Cyndi remembers. “I was bargaining with myself—‘I don’t really know her.’ Or, ‘If I had to say goodbye....’ It was terrible.”

Thankfully, Olivia was discharged from the hospital and headed home with her family. Still, this health scare has left a lasting mark on Cyndi’s life. After returning home from the hospital, Cyndi left her successful career in insurance to stay home with Olivia and her older sister, Brooklynn.

“I never thought I would be a stay-at-home mom, but then, there were no questions,” Cyndi says.

The Unfolding

A cascade of circumstances and outcomes that would reshape Cyndi’s life ensued. The loss of her job and the normalcy of daily life took a toll on Cyndi.

“I was used to going to the office every day, interacting with big people,” Cyndi quips. “My husband would come home from work, and I would be wearing the same pajamas.”



So, Cyndi picked up a job selling women’s clothing out of her home. She rose to the top 2% of her organization, and her personal funk began to fade into the distance. And then, another tragedy struck.

“In 2017, my cousin died. I ended up bringing home her two kids, who were two and six at the time. So, all of a sudden, I was a stay-at-home/working mom with four children in a house that was way too small.”

Cyndi contacted her real estate agent, Kim Anderson, who had tried to convince her to join the real estate business on more than one prior occasion. Kim helped get Cyndi and her family into a bigger home, and while Kim once again suggested Cyndi become an agent, Cyndi felt the time wasn’t quite right.

“I wasn’t ready,” Cyndi says. “And in 2018, I had my third daughter, Ava, so now we have five children.”

Ava, too, fell ill. “All she did was scream, and I was crying every day. So all of a

...

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Cyndi, Olivia, Ava, and Brooklynn

sudden, I was right back in depression with this baby.”

The Winds of Change

Cyndi knew something had to change. She remembered Kim’s suggestion and finally decided to give a career in real estate a closer look.

“I was in a bad spot with my depression and anxiety. Raising five children on a single income from my husband was hard. This wasn’t our plan. So working through those struggles—dealing with grief, kids with illnesses, financial issues—I decided that something had to change. My husband came home from work. I handed him the baby and said, ‘I start real estate school on Wednesday.’”

In the fall of 2019, Cyndi launched her new career.

“My biggest challenge was breaking into a market where I knew absolutely nobody and honestly, had very little knowledge as to what I would actually be doing,” Cyndi reflects.

And yet, with care and tenacity, Cyndi quickly found success. She closed 48 transactions for \$11.6 million in 2020, and as of July 2021, has already closed 41 transactions for over \$11 million.

Relating to Change

The turmoil in Cyndi’s life, ironically, has helped her become a great agent. She’s able to relate to the struggles and major transitions in her clients’ lives with empathy and compassion.

“Any significant changes a person goes through can be a defining moment,” she says. “I find it easy to

relate with people, hear what they are going through, and help them get through the next move in their lives. I’ve had a lot of changes in the last few years to get to where I am now, and I love that I can help people with big changes in their lives.”

Admittedly, Cyndi still has a lot to learn. She struggles with boundaries in her business and is just now learning how often she needs to say ‘no.’

“The hardest part is setting boundaries because I love what I do so much.”

Into the Unknown

Today, Cyndi’s three daughters, Brooklynn, Olivia, and Ava, are 11, 5, and 3, respectively. Her two foster sons, Lyric and Lance, are 11 and 6, respectively.

Cyndi isn’t quite sure what the future holds for her—and she’s okay with that. With the



So working through those struggles—dealing with grief, kids with illnesses, financial issues—
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I handed him the baby and said,

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tumultuous events of the past six years, she’s simply grateful to be where she is.

“Right now, I’m enjoying what I’m doing. I don’t know what the future holds.” Cyndi says.

While Cyndi may not know where she’ll be in five years or ten years, she is sure of her intentions in this life—to give love, to help others along the way, and to be a model of perseverance.

“I want to be remembered for my kindness and for the good that I do for others in our community.”

The Heart of Giving

Cyndi’s massive heart extends far beyond her immediate family and profession. She’s deeply involved in her community, from nonprofits to the local REALTORS® association.

An organization that is dear to Cyndi’s heart is Caleb’s Assist. Caleb’s Assist is a nonprofit started by Cyndi’s friend, Jessica Brewer, who lost her brother, Caleb Hatch. In early 2020, Caleb was killed in a domestic violence incident. Today, Caleb’s Assist provides sports scholarships, uniforms, and more in honor of Caleb, who had a love for athletics.

Cyndi also supports Autism Speaks, Friends of Foster Care, Habitat for Humanity, and The Care Fund. She is the co-chair of the Young Professionals Network and will be on the 2022 Board of Directors for the Tucson Association of Realtors®. Cyndi is also spearheading a new TAR committee, Tucson Rising, which will help new real estate agents.

“That’s going to be my baby for the next year or two,” Cyndi says.



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with a Big Thank You to Matt & Kim Clifton!

In September of 2001, Matt and Kim Clifton founded Tierra Antigua Realty. “Tierra Antigua” means “ancient earth” in Spanish. Over the last 20 years, Matt and Kim have worked to build a brokerage that elevates the client experience through the success of their REALTORS®.

They are personally dedicated to raising the bar in real estate every day. Tierra Antigua currently employs over 1,000 agents and also holds the #1 market share in Cochise County, SierraVista, and Safford.

Robin Serna

My first introduction to Matt and Kim came while I was interviewing with them for a role on the leadership team at Tierra. I had just lost a 16-year career with a company I loved, they had a massive layoff and all of the Arizona offices were shut down. After working at a company for so long, especially one you love, it’s hard to even imagine a change that would result in the same level of happiness. I will admit I was a bit nervous about making the move from a corporate job to a small mom-and-pop business, but as soon as I met Kim I knew it was the right decision. I knew our values aligned and I wanted to be a part of a locally owned business that really gave back to the community. Leadership is my passion but so is serving the community and Matt and Kim exemplify both. They are truly the most generous people I have ever known. If they are not running Hope and giving back locally to those in poverty, they are leaving a tip for a waitress that sends them back to our table thinking there must be a mistake and most times they are in tears (true story, this has happened multiple times). Matt and Kim not only have great personalities and are generous, but they are also amazing entrepreneurs who are passionate about their staff, their agents, and the community they live in. I feel blessed every day to know such kind, selfless people.

Darlene Damiani

I’ve had the pleasure of being with the Tierra Antigua family for over 15 years. One of the reasons I love Tierra Antigua is it is home. Kim and Matt Clifton are the epitomai of inclusiveness, generosity, and compassion. Their passion for all they do is felt in every aspect of Tierra Antigua Realty. One example of their kindness and generosity that has

a special place in my heart is every year when they host a special AYAP (Arizona Young Adult Program) Christmas Party for young adults (ages 13-18 yrs old). It focuses on those forgotten youth by celebrating with a Christmas party just for them. All the food, presents and goodies included! I have been blessed to be a volunteer and participate in this amazing event and see firsthand how this event positively affects the lives of these young people. Not to mention the impact on the volunteers! This is just one of many community contributions made by Kim and Matt Clifton that inspire me. Congratulations on 20 fabulous years! Thank you, Kim and Matt Clifton and Tierra Antigua Realty LLC for your generosity, kindness, and caring spirit throughout the year. Love you guys!

Michelle Vail

I have been blessed to work with Matt and Kim at Tierra Antigua Realty since day one. Over the last 20 years, I would say the most meaningful lesson they have taught me is the gift of giving back. They built a strong company with incredible values that has allowed Tierra Antigua Realty to weather the storms during the good and difficult real estate markets. Matt and Kim truly love this community and make it their mission to give back. In 2014, they established the Tierra Antigua Hope Foundation to fulfill their mission of supporting people at or below the poverty level in our community. Watching their caring hearts and generosity has been contagious and has impacted me and my family in such an amazing way. Even our children will say “the Cliftons have taught us to give back”. Thank you, Matt and Kim, for teaching us how to give back to the community that gives so much to us.

Kimberly Vasquez

Six years ago I had the privilege of opening the Green Valley/Sahuarita office. I am also Kim Clifton’s Executive Assistant so I have seen firsthand the passion Kim and Matt both have for this industry. They are committed to maintaining the highest standards, remaining professional, staying true to the family culture that has grown Tierra Antigua to the largest locally owned

Real Estate Brokerage in Southern Arizona. They don’t compromise, what you see is what you get. I feel honored to not only work for them but consider them family.

Joelle Kahn

If there is a local charity, organization, or person that is in need, Matt and Kim will quietly support them. After every party or company function, they load up the remaining food and take it directly to the soup kitchen. Their motto is “We live local, We give local.” I couldn’t be more proud to call them my friends as well as my bosses.

Spirit Messingham

I still remember interviewing with Matt Clifton 14 years ago! I have been fortunate to work for the same caring brokerage, Tierra Antigua Realty my entire real estate career. After recovering from multiple surgeries, Kim would call to check in on me. Great place to work and proud to represent Tierra Antigua Realty brokerage.

Sam Goodwin

I have been with Tierra Antigua since I got my license in 2004. Kim has been a HUGE part of some life events for me. I had a 2-month-old baby when I first took a listing



Darlene Damiani and Kim

in November of 2004. I was in the office trying to do paperwork with a crying infant and I will never forget Kim stepping out of her office to rock my baby (who is now almost 17) so I could do my work. Fast forward to another major life event in 2019 when I was going through a pretty challenging divorce. Kim would call me regularly and check up on me and just was there for me letting me know I had her support and love. I will never forget the kindness, love, and support Kim has shown me throughout my life. These experiences and the fact that I love how they conduct business are why I have been with Tierra for the length of my real estate career.



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THE REAL TINY HOUSES



Addams Family House

Mini Time Machine Museum of Miniatures

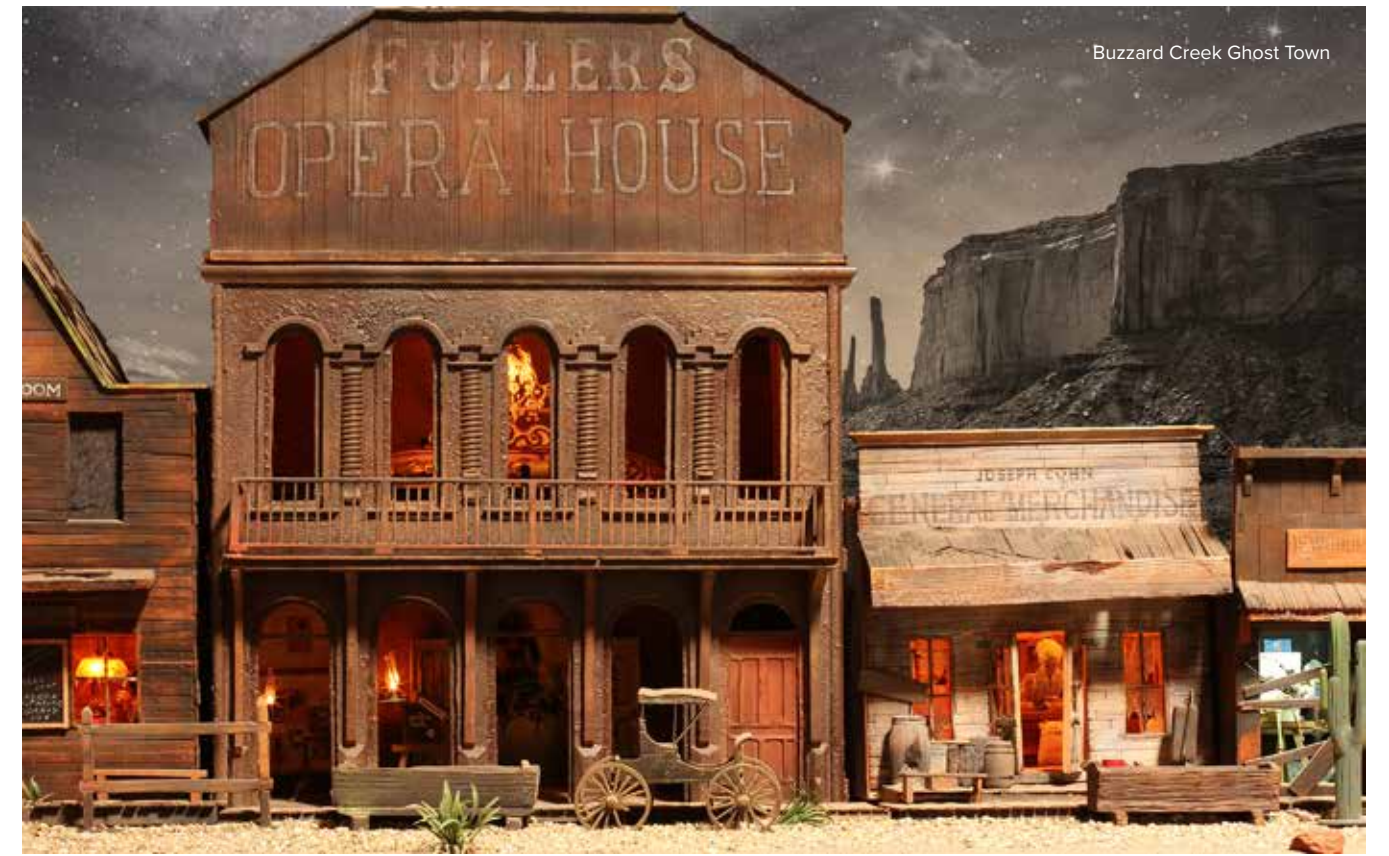


Snow Village

Tiny houses have become a hot topic in recent years, but The Mini Time Machine Museum of Miniatures knows the appeal of tiny things is as old as time. Examples of miniatures were even found in the tombs of ancient Egyptian Pharaohs. This nonprofit museum was founded by Patricia and Walter Arnell as a way to share the delight of Pat's growing collection of miniatures. It was designed by Swaim Associates Architects and offers more than 10,000 square feet of exhibit space with original exhibit design by Claro Creative Studios. The museum opened in 2009 and boasts more than 500 miniature houses and room-boxes, dating as far back as 1742, in its permanent collection.

In addition to the permanent collection on view, the museum presents a robust schedule of temporary exhibitions to highlight the various ways artists are working in miniature today. Upcoming exhibitions include *Jean LeRoy's Buzzard Creek Ghost Town*, *Atomic Miniatures: Michael Yurkovic's Modern Musings*, and *Holidays Around the World and Through Time*—among others.

Every October, the museum is decorated throughout the month for Halloween, including its annual presentation of *Jean LeRoy's*



Buzzard Creek Ghost Town

Buzzard Creek Ghost Town. But don't be fooled by the quaint building facades – this western outpost is home to a cast of ghostly characters and animated skeletons. Long-time Tucsonans might remember this creepy little community as one of several dioramas displayed at the Hidden Valley Inn Restaurant on Sabino Canyon Road in Northeast Tucson during the 1980s and early 1990s. In addition to Buzzard Creek, this October the museum will be presenting a spotlight exhibit of Texan and YouTube sensation Ara Bentley's *Addams Family Mini Mansion* – based on the house from the 1960s TV show and 1990s movies.

The fall featured exhibit will showcase work by Chicago-based artist Michael Yurkovic, including the debut of a half-inch scale replica of the historic Ball-Paylore house. Located in Tucson, Arizona, the original Ball-Paylore house was designed and built by famed architect Arthur T. Brown in 1952 and is an iconic example of both mid-century and passive solar design. An exhibit of small-scale mid-century neon signs on loan from Ignite Sign Museum will complement this presentation.

Beginning the week of Thanksgiving, the museum transforms into a Wee Winter Wonderland with the *Holidays Around the World and Through Time* exhibition. More than a dozen miniatures are decorated to depict holiday celebrations in different time periods and cultures. This presentation is a favorite with visitors and their out-of-town guests.

WHERE ELSE CAN YOU GO TO SEE HUNDREDS OF HOUSES FROM ALL DIFFERENT PERIODS IN THE SPAN OF AN AFTERNOON?

More than 40,000 people from all over the world visit the museum or attend special events, classes, or other programs each year. The museum also has packages for private events and is a unique venue for a memorable birthday or holiday party. Where else can you go to see hundreds of houses from all different periods in the span of an afternoon?



Annual museum memberships offer a great value and include unlimited admission throughout the year as well as some free guest passes and discounts in the Museum Gift Shop and on special programming. Museum membership also makes a great gift! More information, along with hours and admission, current and upcoming exhibitions, and details on upcoming events can be found at www.theminitimemachine.org.

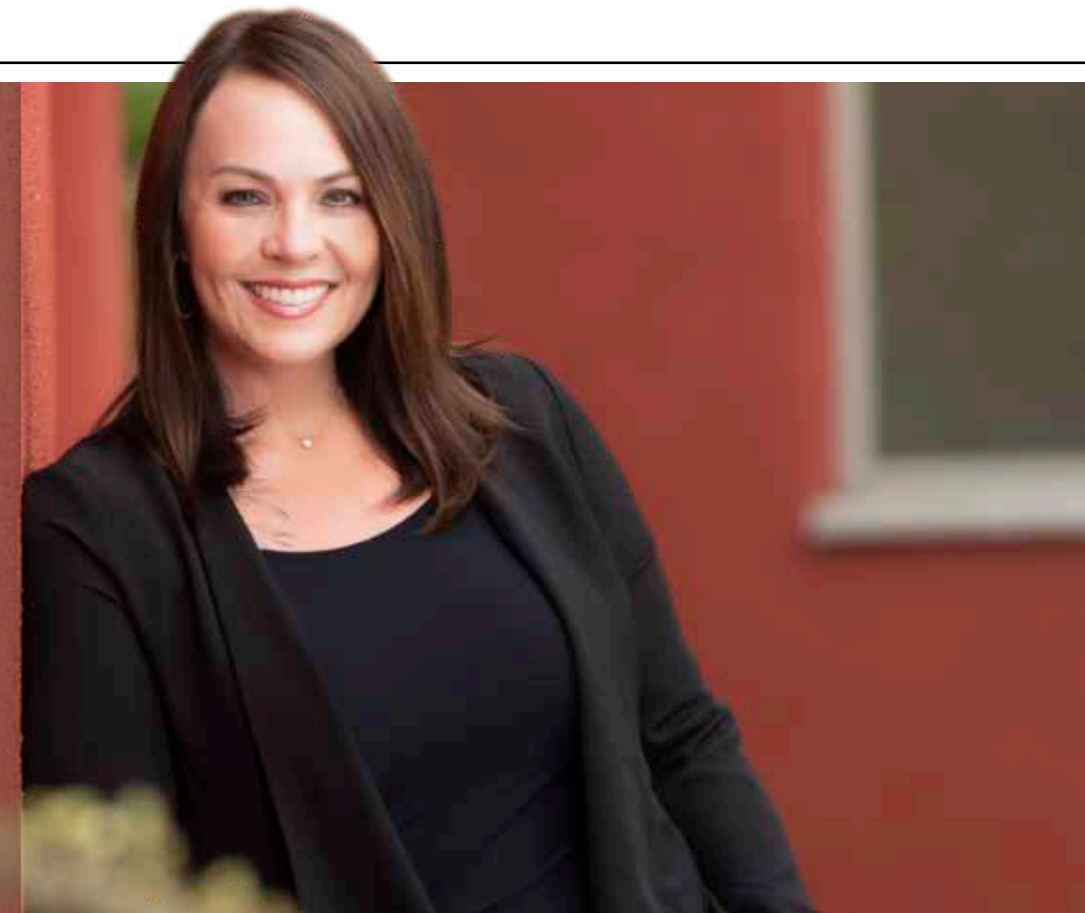


▶▶ featuring

the **STRENGTH** to **OVERCOME**

By: Zachary Cohen • Photography by: Jacquelynn Buck

“We’re all human. Everyone has a story, something they go through in life. I found that when I stopped pretending my life was so perfect; I was really able to connect with people.”



“My story began in a small farming town in Washington State,” Jennifer Bury begins.

Jennifer is the youngest child of three; her father was an electrician, and her mother did odd jobs in addition to her role as a mom.

“We didn’t have a lot, but we had enough. I remember as a small child, our trips to the dump were equivalent to that of a trip to Toys “R” Us.”

As Jennifer got older, she became more self-conscious of her family’s economic status. One of the positive results of growing up like this was a strong work ethic. Jennifer would mow lawns and babysit for neighbors. Later, she bussed tables at local restaurants, was a life-guard, and worked at Sears.

As a preteen, however, Jennifer’s life turned upside down when she learned that her father had committed a crime.

“News travels fast in a small town, and before I knew it, I was packing all my belongings into large trash bags and placed in foster care while my dad was taken to jail,” Jennifer recalls. “My dad was my everything, and life as I knew it was over.”

Jennifer’s mother lived in a different town, and Jennifer had a strong desire to stay in school with her lifelong friends. So, she bounced from foster care to foster care until her father got out of jail during her junior year of high school. After high

school, she enrolled in the United States Air Force.

“The Air Force was my ticket out of town,” she reflects.

WHEN LIFE KNOCKS YOU DOWN

Jennifer was excited to take on the world on her own terms. She met a man, and just four months later, they were married. Over the next 13 years, Jennifer and Matt had three boys, Caleb, Abram, and Nolan.

“My days consisted of being their mom, the best job on the planet. I finished my bachelor’s in psychology and started my master’s degree shortly thereafter. Matt was deployed a lot, so most of the responsibilities fell on my shoulders.”





Ten years ago, an illness struck that would once again reshape Jennifer's life. One night, she began having episodes of pain shooting through her face. The shocks continued throughout the night, and by morning, Jennifer was at the dentist begging them to pull her tooth. But nothing was wrong with her teeth.

Jennifer visited specialist after specialist. They poked, prodded, and searched for answers. Eventually, she was diagnosed with trigeminal neuralgia, a condition characterized by pain coming from the trigeminal nerve, which starts near the top of the ear and extends downward.

"Again, life as I knew it was over. I would spend the next several months trying to figure out what exactly was

As Matt's next assignment neared, she began to regain health.

"We were stationed in Montgomery and set to go to Japan; that was going to be our next assignment, but we were medically denied because of my health issues. I was so sad because I knew it was because of me," Jennifer recalls.

Instead, the family headed to Tucson, Arizona. Jennifer felt resistant, but Tucson had something else in store for her: a new beginning.

"Once we got here, I immediately saw a change in my overall health. I felt that I would never want to leave Tucson," Jennifer beams.

Jennifer began working in special education at a local school but missed

Blueprint 101, and continues to thrive as an agent. In 2020, she closed 70 deals for \$21 million; in 2021, she's on pace to eclipse those numbers.

"I'm very much a relationship person. I got into real estate as a hobby. I didn't need the money. But I fell in love with people. I love the relationship side of it," Jennifer smiles.

LIFE TURNS UPSIDE DOWN ONCE AGAIN

In the midst of starting a thriving real estate business, Jennifer experienced transition in her personal life. For 13 years prior to beginning her real estate career, she was a stay-at-home mom. Her number one priority was caring for the needs of her kids and husband. Somewhere along the line, however, she forgot how to care for herself.



It comes down to showing up every day. I learned that lesson as a kid. I knew I had to work hard. Things will knock you down, but if you show up every day, the magic happens.



going on. I went from high functioning to barely able to get out of bed. If I didn't get done what was needed by mid-morning, then it wasn't going to get done. I couldn't take my kids to the pool, basketball practice, or play outside with them. Trigeminal neuralgia is also coined the suicide disease because most people that have it can't live with the pain and kill themselves."

THE JOURNEY HOME

Jennifer and Matt were relocated to Montgomery, Alabama, where Jennifer met with a new neurologist. It was there that she was prescribed a medicine that would change her life.

her time with her boys. That's when she first looked into real estate.

"I got into real estate for the flexibility. I figured I would sell a few houses here and there, as my family didn't need the money," Jennifer reflects.

In her first year, Jennifer sold 34 homes. By her second year, she opened a branch for My Home Group, and by year three, she was working for the Jason Mitchell Group. When the Jason Mitchell Group became a brokerage in early 2019, Jennifer was named Regional Vice President of Sales. She has also developed her own sales training program, Agent

"I was in the Air Force, and when we decided to have children, Matt became an officer, and I had babies. I was cool with that. I wanted to go to college and finish school. I was happy. I had a good marriage. Matt, to this day, is one of my best friends," Jennifer says. "But for the first time in many years, I was figuring out what I liked, what I loved. Matt and I were married a total of 18 years. I was the one that chose to leave the marriage, and it wasn't for any reason other than I had failed to take care of myself and was unhappy with who I was."

Jennifer made this decision just eight months into her real estate career. While the choice was Jennifer's alone,



Caleb, Jennifer, Nolan, and Abram

it still wasn't easy. She hit bottom after her kids stayed with their father, and she was left to figure out how to support herself.

"Again, life as I knew it would never be the same. My life had been truly amazing before," Jennifer reflects. "During my second year of real estate, I was at an all-time low because of the divorce. Since the divorce was my idea and I was the one to leave; I had nothing. I lived in a listing on a couch

that I got off Craigslist for \$100. My boys were with their father because I couldn't support them. I couldn't even buy a turkey for Thanksgiving.

"I had to survive, and I had to thrive. It was a pivotal point of my career."

Jennifer did survive, and today, she is thriving. After all the challenges she's been through in her life, there is no questioning her resilience. Jennifer's wisdom serves as an invaluable

reminder in her life and in the lives of all those she touches.

"It comes down to showing up every day. I learned that lesson as a kid. I knew I had to work hard. Things will knock you down, but if you show up every day, the magic happens. Don't take things for granted. Don't do it because you have to. Do it because you can—it's all about showing up every day."

TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	225.0	68,123,235	302,770
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	233.0	61,691,696	264,771
3	Lisa M Bayless (22524) of Long Realty Company (16717)	84.0	46,143,130	549,323
4	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	142.5	42,278,744	296,693
5	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	155.0	42,124,980	271,774
6	Don Vallee (13267) of Long Realty Company (298)	78.0	41,507,151	532,143
7	Russell P Long (1193) of Long Realty Company (298)	37.0	40,282,040	1,088,704
8	Laura Sayers (13644) of Long Realty Company (16717)	80.5	39,973,563	496,566
9	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	82.0	39,545,150	482,258
10	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	98.5	39,406,916	400,070
11	Peter Deluca (9105) of Long Realty Company (298)	64.5	35,434,100	549,366
12	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	30.0	34,780,688	1,159,356
13	Kaukaha S Watanabe (22275) of eXp Realty (495203)	119.0	33,851,823	284,469
14	Leslie Heros (17827) of Long Realty Company (16706)	46.5	32,570,764	700,447
15	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	89.0	31,510,268	354,048
16	Patty Howard (5346) of Long Realty Company (16706)	29.0	30,062,000	1,036,621
17	Paula Williams (10840) of Long Realty Company (16706)	51.5	27,467,975	533,359
18	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	90.5	26,949,737	297,787
19	Sandra M Northcutt (18950) of Long Realty Company (16727)	59.0	26,740,300	453,225
20	Barbara C Bardach (17751) of Long Realty Company (16717)	18.5	26,584,000	1,436,973
21	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	26.5	25,876,500	976,472
22	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	60.0	25,656,200	427,603
23	Brenda O'Brien (11918) of Long Realty Company (16717)	40.5	25,398,700	627,128
24	Jose Campillo (32992) of Tierra Antigua Realty (2866)	101.5	24,587,250	242,239
25	Suzanne Corona (11830) of Long Realty Company (16717)	15.0	24,473,241	1,631,549
26	Rob Lamb (1572) of Long Realty Company (16725)	40.5	24,035,900	593,479
27	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	61.0	23,483,560	384,976
28	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	89.5	23,431,787	261,808
29	Jim Storey (27624) of Tierra Antigua Realty (2866)	36.0	23,147,565	642,988
30	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	71.5	22,294,697	311,814
31	Laurie Hassey (11711) of Long Realty Company (16731)	42.5	22,202,100	522,402
32	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	36.0	21,584,540	599,571
33	Jay Lotoski (27768) of Long Realty Company (16717)	70.5	20,966,700	297,400

Rank	Name	Sides	Volume	Average
34	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	67.0	20,058,000	299,373
35	Joshua Waggoner (14045) of Long Realty Company (16706)	17.0	19,769,211	1,162,895
36	Cindie Wolfe (14784) of Long Realty Company (16717)	34.5	19,674,231	570,268
37	Jameson Gray (14214) of Gray St. Onge (52154)	17.0	19,390,544	1,140,620
38	McKenna St. Onge (31758) of Gray St. Onge (52154)	17.0	19,390,544	1,140,620
39	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	16.0	19,145,000	1,196,562
40	Denice Osbourne (10387) of Long Realty Company (298) and 1 prior office	43.0	19,099,922	444,184
41	Patricia Sable (27022) of Long Realty Company (16706)	24.0	18,703,288	779,304
42	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	31.0	18,368,400	592,529
43	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	48.0	18,360,564	382,512
44	Scott Melde (38588) of eXp Realty (495203)	66.0	18,282,370	277,006
45	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	16.5	17,950,000	1,087,879
46	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	23.0	17,726,631	770,723
47	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	16.5	17,251,275	1,045,532
48	Anthony D Schaefer (31073) of Long Realty Company (298)	40.5	16,988,150	419,460
49	Tom Ebenhack (26304) of Long Realty Company (16706)	46.0	16,758,460	364,314
50	Candy Bowen (37722) of Realty Executives Arizona Territory (498303)	64.0	16,755,030	261,797

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
51	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	52.0	16,751,984	322,154
52	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	50.0	16,358,538	327,171
53	Jennifer C Anderson (16896) of Long Realty Company (16724)	46.5	16,250,437	349,472
54	Roderick D Ward (56293) of Trelora Realty (52039)	54.5	16,059,235	294,665
55	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	69.0	15,756,800	228,359
56	Jeffery Ell (19955) of eXp Realty (495211) and 2 prior offices	32.0	15,455,181	482,974
57	John E Billings (17459) of Long Realty Company (16717)	37.5	15,439,750	411,727
58	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	39.5	15,266,478	386,493
59	Alfred R LaPeter (32582) of Long Realty Company (16717)	23.5	15,102,350	642,653
60	Ronnie Spece (19664) of At Home Desert Realty (4637)	42.0	14,856,500	353,726
61	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	13.0	14,677,500	1,129,038
62	Tyler Lopez (29866) of Long Realty Company (16719) and 1 prior office	50.0	14,644,890	292,898
63	Nicole Jessica Churchill (28164) of eXp Realty (495208)	46.5	14,569,001	313,312
64	Tom Peckham (7785) of Long Realty Company (16706)	21.0	14,550,500	692,881
65	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	7.5	14,187,940	1,891,725
66	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	32.5	13,892,830	427,472
67	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	44.0	13,820,950	314,112
68	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	38.0	13,686,750	360,178
69	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	49.5	13,647,910	275,715
70	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	31.5	13,647,266	433,247
71	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	39.5	13,611,200	344,587
72	Michele O'Brien (14021) of Long Realty Company (16717)	26.0	13,559,365	521,514
73	Susan Denis (14572) of Tierra Antigua Realty (2866)	32.5	13,541,750	416,669
74	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	21.5	13,418,486	624,116
75	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	25.5	13,187,327	517,150
76	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	39.0	13,081,200	335,415
77	Nestor M Davila (17982) of eXp Realty 01 (495204) and 1 prior office	47.5	13,041,415	274,556
78	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	27.0	12,950,600	479,652
79	Debra M Quadt (16709) of Redfin Corporation (477801)	33.0	12,927,000	391,727
80	Phil Le Peau (39491) of OMNI Homes International (5791)	21.0	12,925,800	615,514
81	Tracy Wood (36252) of Realty One Group Integrity (51535)	18.0	12,913,900	717,439
82	Lori C Mares (19448) of Long Realty Company (16719)	36.0	12,782,814	355,078
83	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	30.0	12,622,740	420,758

Rank	Name	Sides	Volume	Average
84	Gary B Roberts (6358) of Long Realty Company (16733)	35.0	12,559,950	358,856
85	Tori Marshall (35657) of Coldwell Banker Realty (70207)	29.5	12,556,950	425,659
86	Cheryl Kypreos (59565) of HomeSmart (352401)	45.5	12,509,500	274,934
87	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	24.0	12,456,990	519,041
88	Ashley Kimberlin (18406) of Realty Executives Arizona Territory (498306)	40.5	12,244,000	302,321
89	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	58.5	12,194,150	208,447
90	Kynn C Escalante (8137) of WeMoveTucson (2536)	13.0	12,122,025	932,463
91	Helen Curtis (15010) of OMNI Homes International (5791)	42.5	12,105,501	284,835
92	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	27.0	12,102,900	448,256
93	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	49.0	12,019,101	245,288
94	Bob Norris (14601) of Long Realty Company (16733)	32.5	12,001,950	369,291
95	Brittany Palma (32760) of 1st Heritage Realty (133)	40.5	11,962,300	295,365
96	Heather Shallenberger (10179) of Long Realty Company (16717)	33.0	11,961,500	362,470
97	Sue Brooks (25916) of Long Realty Company (16706)	24.0	11,865,550	494,398
98	Paula J MacRae (11157) of OMNI Homes International (5791)	20.0	11,843,357	592,168
99	Maria R Anemone (5134) of Long Realty Company (16727) and 1 prior office	12.5	11,839,300	947,144
100	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	36.0	11,782,846	327,301

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TOP 150 STANDINGS

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

Rank	Name	Sides	Volume	Average
101	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	35.0	11,701,375	334,325
102	Dana Blane Reddington (52423) of Long Realty Company (16728)	20.5	11,688,625	570,177
103	Louis Parrish (6411) of United Real Estate Specialists (5947)	17.0	11,657,706	685,747
104	Renee Powers (12832) of Tierra Antigua Realty (2866)	16.0	11,553,100	722,069
105	Kristi Penrod (33258) of Redfin Corporation (477801)	17.0	11,534,900	678,524
106	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	25.0	11,527,035	461,081
107	Alicia Girard (31626) of Long Realty Company (16717)	27.0	11,408,374	422,532
108	Catherine Wolfson (1993) of Coldwell Banker Realty (70202)	14.5	11,390,300	785,538
109	Robin M Stirn (142031) of Long Realty -Green Valley (16716)	45.0	11,384,450	252,988
110	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	34.0	11,284,350	331,893
111	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	44.5	11,223,350	252,210
112	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	41.0	11,207,530	273,354
113	Jim Jacobs (7140) of Long Realty Company (16706)	20.0	11,161,550	558,078
114	Elliot J Anderson (20567) of eXp Realty (495201)	33.5	11,085,410	330,908
115	Calvin Case (13173) of OMNI Homes International (5791)	37.5	11,075,096	295,336
116	Sherri Vis (54719) of Redfin Corporation (477801)	25.0	11,014,620	440,585
117	Kemena Rene Duany (37934) of OMNI Homes International (5791)	26.0	10,940,400	420,785
118	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	28.0	10,832,660	386,881
119	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	22.0	10,782,500	490,114
120	Leslie B Brown (35667) of Oracle Land & Homes (875)	20.0	10,700,750	535,038
121	Jeremiah E Taylor (17606) of Movoto, Inc. (4649) and 1 prior office	35.0	10,685,309	305,295
122	Angela Tennison (15175) of Long Realty Company (16719)	20.0	10,516,906	525,845
123	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	25.0	10,377,935	415,117
124	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	23.0	10,362,800	450,557
125	Dina M Hogg (17312) of eXp Realty 01 (495204)	31.5	10,329,900	327,933
126	Sonya M. Lucero (27425) of Long Realty Company (16719)	35.5	10,316,940	290,618
127	Jerri Szach (6050) of Long Realty Company (16706)	19.0	10,271,220	540,591
128	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	27.0	10,168,951	376,628
129	Pam Treece (13186) of Long Realty Company (16717)	21.5	10,114,600	470,447
130	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	26.0	10,071,400	387,362
131	William Daniel Wesson (728) of The Waterfall Group, LLC (2262)	43.5	10,062,787	231,328
132	Matthew F James (20088) of Long Realty Company (16706)	19.5	10,035,900	514,662
133	Martin Ryan (35633) of First United Realty, Inc (5764)	5.0	10,030,000	2,006,000

Rank	Name	Sides	Volume	Average
134	Pam Ruggeroli (13471) of Long Realty Company (16719)	28.0	9,990,415	356,801
135	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	29.5	9,986,370	338,521
136	Leslie M Brown (32753) of Oracle Land & Homes (875)	18.0	9,902,250	550,125
137	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	16.0	9,793,050	612,066
138	Jennifer Philips (16201) of Real Broker (52446) and 1 prior office	35.0	9,748,825	278,538
139	Kendra Nichole Haro (52622) of Redfin Corporation (477801)	26.0	9,740,404	374,631
140	Martha F Staten (25526) of Long Realty Company (16717)	14.0	9,739,000	695,643
141	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	29.5	9,675,400	327,980
142	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	16.0	9,663,500	603,969
143	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	27.0	9,662,322	357,864
144	Dottie May (25551) of Long Realty Company (16728)	15.0	9,643,750	642,917
145	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	38.0	9,474,850	249,338
146	Becky Nolen (7777) of Long Realty Company (16717)	14.0	9,463,400	675,957
147	Jon Mandel (33200) of Long Realty Company (16706)	14.5	9,460,000	652,414
148	Maritza Marlow (52228) of Tierra Antigua Realty (286610)	18.5	9,454,135	511,034
149	Lisa Korpi (16056) of Long Realty Company (16727)	25.0	9,425,800	377,032
150	Maren Seidler (19694) of Long Realty Company (16728)	21.0	9,403,054	447,764

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