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▶▶ we ask – you tell!

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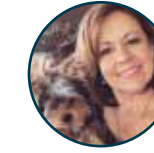
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El Cisne Restaurant has the best tacos and margaritas in town. It's located in the Foothills off of Swan and Sunrise.  
**CATHERINE DONOVAN** - BERKSHIRE HATHAWAY HOME SERVICES



The best margarita is still at Casa Molina. The best tacos are at El Molinito...the Carne Seca tacos.  
**JAMES STRONG** - COLDWELL BANKER REALTY



One of the best and my favorites when I can go is the Guadalajara Grill, located on the east side in Tucson. Variety of margaritas to choose from and delicious salsa too! My second would be Wisdom's in Tubac. (Warning: their margaritas are very strong!)  
**DEBORAH BRESLIN** - SOUTH ARIZONA HOMES LLC



I love Seis Kitchen for tacos!  
**JENIFER MIRANDA** - COLDWELL BANKER REALTY



I vote for La Hacienda.  
**LISA LEHMANN** - UNITED REAL ESTATE



First choice: Casa Molina  
Second Choice: Boca Tacos Y Tequila  
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Boca Tacos  
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Seis Kitchen, hands down, has the best tacos in town and margaritas too.  
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**Happy Easter!**

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# HANDYMAN SERVICES

## WITH A FAMILY FEEL

▶ partner spotlight

### RONNIE'S HANDYMAN & HOME SERVICE

Photography By **Joey Ambrose**  
By **Zachary Cohen**

**Dedication. Hard Work.  
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Compassion. Family.**

These are the values that Ronnie Handyman & Home Service was built upon, and these are the values that live at the core of their current team. The company was founded by Ronnie Peloquin alongside his two sons, Justin and Nick, in 1999. Ronnie started his business with a single client and his values in hand, and he slowly built up the company to what it is today. Ashley Valenzuela, Ronnie's daughter, and Justin and Nick's sister joined the team eleven years later. Ashley is a mama to two kids, a tattoo-lover, and a gym fanatic. We sat down with her to get a deeper sense of the culture and community that defines Ronnie's Handyman & Home Service.



Justin, Ronnie, Nick, and Ashley

“

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## Q&A WITH ASHLEY VALENZUELA, CO-OWNER

**Tucson Real Producers:**  
*What do REALTORS® need to know about your business?*

**Ashley:** What makes us a good partner is answering our telephones. We show up when we say we're going to. Our communication is great. I think that's important for a business to thrive and for a customer to be happy.

**Tucson Real Producers:**  
*Tell us about your team.*

**Ashley:** Right now, we have fifteen employees, including our owners—nine technicians in the field, five in the office, including our social media marketer, two fantastic schedulers who are sisters, and their dad is our longest-tenured employee, Keith. We call him Da Man. He's our office manager and estimator. And we have Ronnie himself, our semi-retired founder. We're all family. Everybody gets along.

**Tucson Real Producers:** *Let's talk about culture. What's the culture at Ronnie's Handyman & Home Service like?*

**Ashley:** We are a small family business. We started off as just our family—my brothers and my dad. Everybody brought into the business has become part of our family. We try to make it known to anyone in the company that we want them to feel comfortable and part of our family. We try to make things fun. We like to do a lot of silly things. We are always discussing change, and we celebrate our successes.

**Tucson Real Producers:** *Tell us about one of these silly things. What does that look like?*

**Ashley:** In December, we had a big company party. We pay the employees for the day, and we come to a party with team-building exercises. We have food and drinks and just hang out with each



Ronnie's Handyman team

other. One thing we had was a spinning wheel with categories. The categories were filled with things that might push people's comfort zones. The idea is to help everyone open up and be a little bit more themselves. We joke around a lot. We do good work, but we're real people, and we like to have fun, too. We're goofy, we're fun, and we want to make you feel comfortable.

**Tucson Real Producers:** *What are some of the most frequent issues you get called about?*

**Ashley:** We like to talk about "honey-do" lists. We get people who need some dry-wall patched, a light fixture changed, their toilet has been running for months. That's great for REALTORS®, too, because that's a lot of what happens when they walk through a house. We're a one-stop shop. We can come out and take care of pretty much anything on the list. Anything we can't do, we have lots of companies we can refer clients to.

**Tucson Real Producers:** *Given your experience and perspective, what advice would you offer to those in the real estate business?*

**Ashley:** Really effective communication on timelines is huge. The real estate business has tight timelines, and we can

be busy. So if a REALTOR® knows they want something done, start that communication and conversation now. Communication about timelines is critical.

**Tucson Real Producers:** *What do you enjoy doing in your time away from work?*

**Ashley:** I go to the gym five days per week. That's my sanity; that's my thing.

**Tucson Real Producers:** *What does the future hold for you and for Ronnie's Handyman & Home Service?*

**Ashley:** We won several awards from the community this year. We were voted best handyman in three different areas of town, which was cool. So hopefully, growth. Lots of growth and lots more to give back to our employees and our community.



Keith "Da Man"

Ronnie's Handyman & Home Service LLC provides homeowners and businesses with a wide variety of services ranging from general repairs to personal assistance. For more information, please visit [www.ronnieshandyman.com](http://www.ronnieshandyman.com).



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 DIGGING MYSELF. OVER  
 THE YEARS, YES, I HAVE  
 PICKED UP THE SHOVEL,  
 TOOL BELT, AND HARD  
 HAT IN ORDER TO MEET  
 DEADLINES AND GET  
 THE JOB DONE.”

▶▶ rising star

# CATHY LAWSON

## A CAN-DO ATTITUDE

By Anna Walton • Photography by Casey James

**The hardworking and inspiring individuals Cathy Lawson works with at Long Realty Company are her “secret sauce.”**

“I love people. I’ve built amazing relationships with the people I work with.” Her team includes Ralph Roehrich, Branch Manager, Kim Green, Office Administrator, Gail Rogers, Receptionist and Listing Coordinator, and Jaclyn Mason, Listing and Sales Coordinator.

“We have a culture of growth and motivation. We all have a job to do, and we band together to get it done.”

Cathy’s gratitude for her colleagues extends to her mentor, Lisa Soares. “Lisa is high-class and has shown such compassion, professionalism, and encouragement towards me in her unique style. I am extremely thankful for her and her willingness to be my friend and mentor.”

Cathy can relate to many of her clients making a house a home. “We’ve moved 23 times in 27 years

of marriage.” It takes an indomitable spirit and can-do attitude to be up for the challenge, which translates perfectly into her business.

Cathy and her husband, Nathan Lawson, own Sky General Contractors LLC in Tucson. “When we were building our home, the plumbers were delayed with digging the underground utilities, so I did the digging myself. Over the years, yes, I have picked up the shovel, tool belt, and hard hat in order to meet deadlines and get the job done.”

Cathy is also tenacious on behalf of her clients. As many in the industry have faced, her biggest challenge is finding someone a home when inventory is at rock bottom.

“I met a young couple wanting to be homeowners. That’s the American Dream. This beautiful couple was outbid on nine different offers. I started calling every builder in town until I found one with a house available. We were able to get them under contract and close on

my client’s birthday. Best birthday gift ever!”

Cathy’s tenacity also helped another couple. “I was showing property after property. On the way to tour the next

property with the couple, I drove by a house for sale by owner.’ And I said, ‘That’s it; that’s the house.’ I just knew from the exterior. I called the owners, and lo and behold, we could go over immediately.



Ralph Roehrich, Jaclyn Mason, Lisa Soares, Cathy Lawson, Gail Rogers, and Kim Green

...

We were under contract that day. Just keep going, keep trying, keep calling."

When Cathy's clients walk into their new house with tears in their eyes, she doesn't take it for granted. "It's a blessing to make homeowner-ship a reality for clients."

"I work with my clients to find their why, and together we make it happen."

Cathy's "why" is her family—her husband Nathan, two teenage sons, Ethan and Noah, and her furry friend, Diesel.

"I am most proud of being married to my best friend. My husband is one of those individuals that will draw the best out of you and push you to excel."



Diesel Doug Lawson

Cathy had a brief stint in real estate in the 1990s when the industry was very different. Then she worked as a special needs paraprofessional until her children were in junior high. When she was looking for a career change, her husband's encouragement and support led her back to real estate. Last year, she generated over \$6 million in sales.

Her business success is fueled by her serious commitment to raising her children.

"I am first and foremost a mom. Being a mom is the most important responsibility I will ever have in my life. I can't imagine any other career, profession, or role as a human that is more important than raising, nurturing, and mentoring another human being to become a kind, giving, loving, loyal individual."

"I was told I'd never have kids, and

through God's grace, my oldest son is healthy and strong and about to turn 17. Becoming a mom was a turning point for me. It meant working on myself to ensure I was equipped to help raise these children."

The Lawsons have their fair share of "epic" family time full of travel, hiking, badminton, archery, board games, and family meals. Cathy is also very involved with her local church, especially youth initiatives and supporting young people.



Lawson family hiking Agua Caliente Hill

Cathy leads with her love of people, whether through her work in schools, with her current office and clients, or with her family and church. The enthusiasm and energy she brings to every situation will continue to propel her forward in a competitive industry.

### REALTOR® Fast Facts | Cathy Lawson

#### Favorite quote?

I don't have just one ... I love Tony Robbins and Jim Rohn and so, so many others who promote having a positive mindset and attitude.

#### Best spot for happy hour?

My favorite spot for happy hour is *home*.

#### Coffee or Tea?

Coffee: Bullet-proof is my go-to

#### Morning or night person?

Morning person, for sure. My parents always taught me the early bird gets the worm!

#### What decade do you love the most? Why?

Present. My parents taught me to always live in the present, not dwell in the past, and focus on the future to do more and be more every day.



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# Jim Fairchild AND Stepping Up

## THE ULTIMATE PROMOTION

Retirement doesn't have to be the end of your career! When you partner with Stepping Up, retirement is the well-deserved promotion you've worked hard for. Stepping Up client and REALTOR® Jim Fairchild shares his experience.

### Before learning about Stepping Up, what were your thoughts and feelings about retirement and real estate?

"Before Lori Mares approached me about Stepping Up, I hadn't given retirement much thought. My wife had recently passed away, and I was considering working with another agent and transitioning the business over time.

### Why did you choose to partner with Stepping Up?

I liked the idea of continuing to be involved with my clients while offloading much of the time-consuming administrative work. To my clients, it was almost transparent as the team worked with me and gradually took on a larger role. If I want to take an extended vacation, my clients are well cared for. Another advantage was communication. The Stepping Up team keeps me informed of the current status of each transaction. This means that when my clients call, I can knowledgeably engage. The overall financial arrangement was better than any available alternatives.

### How has partnering with Stepping Up benefitted you?

It has significantly cut my overhead costs while still keeping me in front of my past clients. I've maintained relationships and freed up my time to do other things. I enjoy staying involved and getting paid for the goodwill I've developed over the years.

### How does Stepping Up work?

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▶ event recap



Junior Achievement excited to teach three classrooms financial literacy!



*Growing up in New Orleans, there is a spirit that settles in your soul that is hard to let go of even though you may have lived far away for a very long time. Actually, I have been in Arizona for 36 years! The gracious hospitality, the Cajun food, the jazz music, Mardi Gras all come each year to celebrate Fat Tuesday. Traditions have been instilled into our family that comes directly from my heritage! And it sure is fun to share!*



# “CHARITY OF CHOICE,” MARDI GRAS STYLE THROW ME SOMETHING, MISTER!

Hence, bringing a little bit of Cajun spirit into our “Charity of Choice” gathering!

The **Arizona Sands Club** hosted (so very thankful) and provided the delicious cajun jambalaya, etouffee, and beignet bar!



There was laughter! There was dancing! Cheering, tons of fun! Great jazz music, and the drinks were flowing! All in celebration of some of the very best in the real estate world in Tucson.



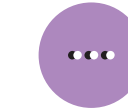
How are we able to put on these fantastic events? Well, of course, our sponsoring partners graciously provided this party!

**Huge thanks go to Rob Purvis with VIP for stepping up to the plate! Also, Misael Avalos with Time-Maid Cleaning, Christian Hernandez with Guaranteed Rate, Joey Ambrose with BoomPix Media, Ronnie’s Handyman & Home Service LLC, and Stepping Up USA.**



Lapan Sunshine Foundation thrilled with our donation!





Two deserving charities won because amazing REALTORS® like *you* care about our community and want to support the nonprofits that help our citizens! Martha Farrell Staten loves the **Lapan Sunshine Foundation Inc.**, and Raymond Smith supports **Junior Achievement of Arizona - Southern District!** Both received a check for \$1650 to donate! Thanks to all of you who came and donated! You all *rock!*



**OUR NEXT EVENT WILL BE MAY 4TH - 4:30 - 6:30 PM AT BEN'S BELLS DOWNTOWN. MAKE SURE AND SAVE THE DATE!!!**  
**DELILAH**



Raymond Smith won for Junior Achievement



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# Lisa LEHMANN

►► be inspired

## the making of a leader

By Zachary Cohen  
Photography by Jacquelynn Buck

*Over her nearly two decades in real estate, Lisa Lehmann has seen the real estate business shift and change dramatically. During all of this, she's played several professional roles herself. She began her career as a buyer's agent, became a solo agent, joined Keller Williams' leadership team, and eventually returned to sales. Along the way, she's learned that change is inevitable. With a forward-thinking vision and a commitment to her clients, Lisa has met the challenge of a transitory world head-on.*

"Twenty years ago, I would have thought from the outside looking in that real estate has got to be easy. You show a bunch of houses and write a contract and get paid, right? But there are so many things that are constantly changing. Things that were true 15 to 20, or even five years, ago are different now. The world evolves, and real estate evolves," Lisa explains. "And so do we."

### **Built on Hard Work**

Lisa grew up on her family's wheat farm in North Dakota. As one of three girls, she didn't escape the hard work that comes with farm life.

"I started driving tractors and working on the farm for my parents when I was in 4th grade," Lisa reflects. "I was the oldest, and my dad didn't really have a clue that we weren't boys. He sent us to work in the field. He'd take me out and put me on the tractor, and he'd be back in a few hours. So that's what we did. We worked hard."

During this time, honesty and hard work became deeply ingrained into Lisa's character.

As she entered adulthood, Lisa first headed to college at The University of North Dakota. She transferred to travel school in Minneapolis and was then hired by Continental Airlines in Denver. She worked for the airlines for seven and a half years. In the meantime, she became a mother, went through a divorce, and relocated to Tucson for a new relationship and a business opportunity.

### **Heading the Call**

In Tucson, Lisa picked up work for a small builder, building upon her personal experience buying and selling homes. A series of conversations with a friend who was a REALTOR® encouraged her to get her real estate license in 2003.

...



# “

“I was a single mom, and it gave me the freedom to be able to go to my son’s school to volunteer and chaperone on field trips,” Lisa explains. “I wanted to be there for him as much as possible.”

Lisa was initially lukewarm about the idea of selling homes, but as she found some success, she realized she had a passion for the business. Slowly but surely, her business began to grow.

“Throughout those years, I went from working on a team to an individual agent. I got my broker’s license in 2007. In 2010, Keller Williams had a merger and acquisition of RE/MAX. I took a leadership position with Keller Williams as an Assistant Team Leader and ran the training department, so I stepped out of sales.”

*The world evolves, and real estate evolves,*  
**LISA EXPLAINS.** *And so do we.*

Lisa remained in leadership for two and a half years. A friend and colleague, Louis Parrish, had been trying to convince her to join him in business for several years, and in 2012, Lisa did leave her leadership post to join Louis.

Alongside Louis, Lisa helped expand Keller Williams’ Builder Trade-In Program™, bringing it from a local offering to national success.

While the landscape of real estate continued to change,

Lisa has changed with it. iBuyers and a changing new construction market have been challenging, but Lisa’s success has continued. The Builder Trade-In Program™ now incorporates creative solutions to help home buyers and sellers navigate the ever-changing new construction market. In 2019, Lisa and John Harings became equal partners with Louis Parrish at the newly formed Excelsior Associates Team.

As Lisa looks ahead, she hopes to expand her team into other markets in Arizona and maybe even into her home state of North Dakota, where her parents and sisters still reside.

“The future is to grow our team and to expand,” she says. “I want to build up our team here, create opportunities for a new generation of leaders, and duplicate and recreate the same type of model in Scottsdale or elsewhere.”

### Overcoming Obstacles

As Lisa reflects on her professional journey, she notes just how much has changed for her over the past 20 years. Not only has her career progressed well, but she’s gained skills that she never thought she would have. For example, earlier in her life, public speaking was a challenge. But after doing so much

training and leading so many groups, she has become an adept and comfortable speaker. She believes that anyone can adopt and perfect new skills with practice and consistency.

“With all the change in this world, we have to learn, and we have to adapt. So we learn, and we adapt. We grow. We’re still growing. The best is yet to come.”

## REALTOR® FAST FACTS **LISA LEHMANN**

### FAVORITE QUOTE?

The best is yet to come.

### BEST SPOT FOR HAPPY HOUR?

My friend’s backyard or my backyard

### COFFEE OR TEA?

Coffee

### MORNING OR NIGHT PERSON?

Night

### YOU ARE A LATE-NIGHT TALK SHOW HOST; WHO IS YOUR FIRST GUEST?

Jennifer Lopez

### WHAT DECADE DO YOU LOVE THE MOST? WHY?

1970s or 1980s – music



## Need a yard to hide all those eggs for Easter?

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# WELCOME

welcome to our

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We take a lot of pride in the businesses we partner with to make this magazine free to the top 500 producers in Tucson and the surrounding areas. Our partners are highly recommended referrals from top agents, so you can trust us as a fantastic referral source.

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### Daniel's Moving and Storage - Teresa Punt

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Relocation Consultant Teresa Punt has years of experience in the moving and storage industry. "My commitment is to assure you that your move is handled with care from start to finish. Our goal is to deliver an exceptional experience to every customer every day!"



### Tanque Verde Home Inspections - Michael Soulliard

Tanque Verde Home Inspections services the entire Tucson metro area, as well as some surrounding areas. As a multi-inspector company, we can accommodate your scheduling needs. Our inspectors are also certified to do sewer scopes and pool inspections, so you have fewer inspections to schedule with different companies. We focus on positive communication with the buyers to educate them on the features and condition of their new home. We look forward to the opportunity to earn your referrals to your clients.

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# CINCO DE MAYO - BEN'S BELLS TRP EVENT!

**MAY 4 -**  
**BEN'S BELLS PROJECT -**  
**4:30 - 6:30PM**



Help us spread kindness! Tucson Real Producers is thrilled to announce our next event: a Cinco De Mayo-themed celebration benefiting Ben's Bells Project. *Join us at Ben's Bell in Downtown Tucson (40 W Broadway Blvd) at 4:30 pm on May 4, 2022.* Don't miss the opportunity to **connect** with the best in the industry, be **inspired** by Ben's Bells' mission, and **elevate** the community through your contribution. Hope to see you there!

## April 21st - World Creativity & Innovation Day

"If You Want Something New, You Have to Stop Doing Something Old." ~ Peter F Drucker

#worldcreativityandinnovationday #creativityandinnovationday

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# TORI

## M A R S H A L L

▶▶ featuring  
By Kylea Bitoka  
Photography by  
Jacquelynn Buck

### *A Fresh Start*

“I grew up going to open houses all around Tucson. My dad flipped homes, so he was always looking for the next investment opportunity. I enjoyed going with him to the open houses or checking out land, but I never really thought of it as a career.” This is why after a tour of the University Medical Center, Tori Marshall decided to pursue a career as a nurse. “I already worked at UMC, and one of my friends there was a nurse. As she gave me the tour, I discovered the many different aspects of nursing. I thought, ‘I could do that.’” Tori explains, “At that point, I wasn’t sure what I wanted to do with my life. My dad encouraged me to get a degree as a way to ensure a stable and secure job.”

After more research, Tori decided to become a nurse. At the time, UMC paid for their employees’ schooling as long as they maintained As. Driven and determined, Tori had no problem earning the necessary grades to qualify for reimbursement. After graduation, she went into the field full-time. When her son, Chance, was

born, Tori transitioned to part-time, and she would eventually work as a school nurse.

Though she didn’t know it at the time, working in the healthcare industry was the perfect training ground for real estate. “During a difficult divorce, I reached a pivotal point in my life. I had moved back home with my son, and I was starting all over again. I had the opportunity to take a job as a school nurse at my son’s school. It was an ideal job, but in my heart, I was wondering, ‘What if? What if I let go of nursing and gave real estate a try?’ My whole life was changing, and I was ready to try something different.” With the support of her family, Tori jumped into real estate and never looked back. Once licensed, she joined Coldwell Banker. “I was determined not to fail. I knew I wanted to be a solo agent, and I worked seven days a week to get my real estate business off the ground.” Tori shares how being a nurse helped prepare her for real estate, “In both nursing and real estate, you are working with people during stressful and emotional situations. Through nursing, I learned how to guide others through challenging experiences.”

Some of those challenging situations in real estate were beyond what Tori could have imagined when she first got her license in 2014. Tori shares one of the most surprising and terrifying situations

...





... she's experienced. "While showing a home, I had a gun pulled on me. The seller's agent had failed to disclose that the owners were in the middle of a hostile divorce." The shocking encounter didn't stop Tori. She was determined to make the transaction a good experience even with the obstacles. Her hard work paid off. "I am still friends with those clients today. In fact, many of my clients become friends. It's one of the best parts of the job." In each transaction, Tori focuses on the client experience, "I care about what my clients think and feel. This is one of the biggest purchases of their life, and I want it to be an amazing experience. My broker always advises, 'Read the contract,' and I take that to heart. I do my very best to make sure that each transaction is done well and correctly."

On the rough days, Tori appreciates the encouragement she receives from her husband, Greg. "There are many times in real estate where you are tempted to quit; it is not as easy as people think it is. It's very rewarding, but it is also an extremely demanding career. He had faith



I had the opportunity to take a job as a school nurse at my son's school. It was an ideal job, but in my heart, I was wondering 'WHAT IF? WHAT IF I LET GO OF NURSING AND GAVE REAL ESTATE A TRY?'



in me even when I didn't always have confidence in myself. I have grown so much through real estate. I've learned how to get out of my comfort zone and communicate with people from different backgrounds and experiences. I am very grateful for my family's love and support."

While real estate demands can be constant, Tori always finds time to spend with her family. "Chance is a senior in high school, and he runs track. We are planning a week-long trip to Cabo to celebrate his graduation." Growing up in Arizona, Tori has always enjoyed spending time at the different lakes. "It's my happy place. It's fun to escape for a long weekend with our motorhome and boat. One of my favorite getaways is Lake Havasu. We love any outdoor excursion, whether that's riding our razors on the dunes, water skiing on the lake, or snow skiing in the mountains."



Tori, Chance, and Greg

Real estate helped Tori create a fresh start; now, she enjoys helping her clients start a new chapter. "I love my career, and I love my family. I fought tooth and nail to get where I am today. I have had failures and been told 'No' many times, but I refused to quit. I am proud of what I have accomplished."

# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–February 28, 2022

Rank	Name	Sides	Volume	Average
1	Kaukaha S Watanabe (22275) of eXp Realty (495203)	53.5	18,494,950	345,700
2	Kyle Mokhtarian (17381) of KMS Realty (51920)	47.0	14,785,100	314,577
3	Robert Bitteker (33063) of PCD Realty LLC (4826)	30.0	13,980,086	466,003
4	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	42.5	13,537,750	318,535
5	Marsee Wilhems (16298) of eXp Realty (495201)	38.0	12,596,889	331,497
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	32.5	11,058,172	340,251
7	Denice Osbourne (10387) of Long Realty Company (298)	16.0	11,027,411	689,213
8	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	23.5	10,746,607	457,302
9	Lisa M Bayless (22524) of Long Realty Company (16717)	20.0	10,296,241	514,812
10	Don Vallee (13267) of Long Realty Company (298)	17.0	9,875,340	580,902
11	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	12.0	9,871,500	822,625
12	Patty Howard (5346) of Long Realty Company (16706)	7.5	8,974,700	1,196,627
13	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	25.0	8,894,002	355,760
14	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	8.0	8,435,000	1,054,375
15	Russell P Long (1193) of Long Realty Company (298)	7.5	8,282,500	1,104,333
16	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	4.5	8,142,000	1,809,333
17	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	3.5	7,829,500	2,237,000
18	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	22.5	7,555,385	335,795
19	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty -472205	8.0	7,433,000	929,125
20	Kimberly Clifton (6338) of Tierra Antigua Realty (2866)	25.0	7,219,236	288,769
21	Peter Deluca (9105) of Long Realty Company (298)	18.0	7,152,500	397,361
22	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	21.0	7,149,656	340,460
23	Susan M Hansen (39241) of MTH Realty LLC (5383)	19.0	7,060,825	371,622
24	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	19.0	6,835,150	359,745
25	Angela Tennison (15175) of Long Realty Company (16719)	11.0	6,822,000	620,182
26	Rob Lamb (1572) of Long Realty Company (16725)	8.0	6,685,000	835,625
27	Tom Ebenhack (26304) of Long Realty Company (16706)	15.0	6,580,525	438,702
28	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	15.0	6,493,500	432,900
29	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	10.0	6,450,000	645,000
30	Jay Lotoski (27768) of Long Realty Company (16717)	18.5	6,421,800	347,124
31	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	16.5	6,305,244	382,136
32	Anthony D Schaefer (31073) of Long Realty Company (298)	13.5	5,943,280	440,243
33	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	16.5	5,916,600	358,582

Rank	Name	Sides	Volume	Average
34	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	9.5	5,809,900	611,568
35	Jameson Gray (14214) of Gray St. Onge (52154)	6.5	5,631,925	866,450
36	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	11.0	5,585,000	507,727
37	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	14.5	5,562,000	383,586
38	Leslie Heros (17827) of Long Realty Company (16706)	10.5	5,513,200	525,067
39	McKenna St. Onge (31758) of Gray St. Onge (52154)	6.0	5,480,525	913,421
40	Suzanne Corona (11830) of Long Realty Company (16717)	3.0	5,455,000	1,818,333
41	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	7.5	5,317,500	709,000
42	Laura Sayers (13644) of Long Realty Company (16717)	10.5	5,306,900	505,419
43	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	16.0	5,305,300	331,581
44	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	8.0	5,290,111	661,264
45	Paula Williams (10840) of Long Realty Company (16706)	8.0	5,287,511	660,939
46	Jose Campillo (32992) of Tierra Antigua Realty (2866)	19.0	5,254,000	276,526
47	Sandra M Northcutt (18950) of Long Realty Company (16727)	7.0	5,222,800	746,114
48	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	10.5	5,165,500	491,952
49	Kynn C Escalante (8137) of WeMoveTucson (2536)	6.0	5,132,500	855,417
50	Paula J MacRae (11157) of OMNI Homes International (5791)	10.5	5,068,650	482,729

**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.

## Have we met before?

### HERE ARE A FEW FUN FACTS ABOUT ME:

1. Started in the mortgage industry in 2006
2. A volunteer member of the YMCA board
3. Happily married, father of 3 children & 5 dogs
4. Born and raised in Tucson, Arizona.
5. Been coaching youth sports over 9 years.
6. 49ers football fan

If I haven't had the pleasure to meet you before, please stop me at the next Real Producers event. One of my favorite things is being able to meet new people and make new connections in my beautiful hometown.



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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–February 28, 2022

Rank	Name	Sides	Volume	Average
51	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	6.0	5,053,974	842,329
52	Jenni T Morrison (4744) of Long Realty Company (298)	5.0	5,046,500	1,009,300
53	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	10.0	5,008,720	500,872
54	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	16.0	4,988,500	311,781
55	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	12.0	4,971,500	414,292
56	Jim Storey (27624) of Tierra Antigua Realty (2866)	4.0	4,905,000	1,226,250
57	Laurie Hassey (11711) of Long Realty Company (16731)	9.0	4,886,450	542,939
58	Tori Marshall (35657) of Coldwell Banker Realty (70207)	10.5	4,571,700	435,400
59	Lisa Korpi (16056) of Long Realty Company (16727)	9.0	4,527,500	503,056
60	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	16.0	4,483,100	280,194
61	Patricia Sable (27022) of Long Realty Company (16706)	2.0	4,475,000	2,237,500
62	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	8.0	4,345,060	543,132
63	Brenda O'Brien (11918) of Long Realty Company (16717)	9.0	4,297,000	477,444
64	Judi Monday (1420458) of RE/MAX Select (5154301)	9.5	4,166,000	438,526
65	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	10.0	4,110,000	411,000
66	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	12.5	4,087,490	326,999
67	Brittany Palma (32760) of 1st Heritage Realty (133)	12.0	4,073,450	339,454
68	Leah Mandal (35134) of Keller Williams Southern Arizona (478306)	7.0	4,026,300	575,186
69	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	10.0	4,020,000	402,000
70	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	11.5	4,000,450	347,865
71	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	8.0	3,905,450	488,181
72	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	11.0	3,828,000	348,000
73	Kathy Baldauf (17251) of Long Realty Company (16717)	10.0	3,773,500	377,350
74	Avery Skidmore (53643) of Coldwell Banker Realty (70207)	8.5	3,663,325	430,979
75	James Servoss (15515) of Keller Williams Southern Arizona (478306)	11.5	3,630,650	315,709
76	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	5.0	3,630,000	726,000
77	Tony Ray Baker (5103) of RE/MAX Select (51543)	8.5	3,602,500	423,824
78	Edgar B Yacob (53551) of Long Realty Company (16717)	2.0	3,600,000	1,800,000
79	Kemena Rene Duany (37934) of OMNI Homes International (5791)	8.0	3,588,000	448,500
80	Tracy Wood (36252) of Realty One Group Integrity (51535)	7.5	3,572,248	476,300
81	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	11.0	3,571,666	324,697
82	Tyler Lopez (29866) of Long Realty Company (16719)	11.5	3,546,850	308,422
83	Matthew F James (20088) of Long Realty Company (16706)	4.0	3,544,500	886,125

Rank	Name	Sides	Volume	Average
84	George Mattice (55785) of Tierra Antigua Realty (286612)	13.0	3,540,400	272,338
85	Tim Rehrmann (25385) of eXp Realty (495206)	10.5	3,489,000	332,286
86	Sherri Vis (54719) of Redfin (477801)	8.0	3,436,500	429,562
87	Kelly Button (21306) of Long Realty Company (298)	7.0	3,428,800	489,829
88	Nancy A Mancuso (3144) of Russ Lyon Sotheby's International Realty -472203	2.0	3,415,000	1,707,500
89	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	9.0	3,403,000	378,111
90	Jenifer Adamson Jankowski (52926) of Long Realty Company (16717)	8.0	3,399,000	424,875
91	Lizel Wieser (15306) of Realty Executives Arizona Territory (498306)	4.0	3,345,000	836,250
92	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	11.0	3,342,850	303,895
93	William Daniel Wesson (728) of The Waterfall Group, L.L.C. (2262)	13.0	3,337,600	256,738
94	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	5.0	3,294,500	658,900
95	Barbara G Kittelson (38885) of Coldwell Banker Realty (70207)	7.5	3,278,325	437,110
96	Pam Ruggeroli (13471) of Long Realty Company (16719)	7.0	3,257,500	465,357
97	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	4.0	3,256,050	814,012
98	Tim S Harris (2378) of Long Realty Company (298)	6.0	3,238,000	539,667
99	Phyllis Daugherty (12074) of Long Realty Company (16719)	5.0	3,229,950	645,990
100	Asia Deck (36192) of Tierra Antigua Realty (286601)	9.0	3,228,300	358,700

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–February 28, 2022

Rank	Name	Sides	Volume	Average
101	Kraig E Schneider (10186) of Berkshire Hathaway HomeServices Arizona Properties (356307)	8.5	3,216,600	378,424
102	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	13.0	3,212,200	247,092
103	AnnettaLynne Smith (32299) of Tierra Antigua Realty (286612)	10.0	3,208,900	320,890
104	Leslie A. Campos (39715) of Tierra Antigua Realty (286612)	13.0	3,184,440	244,957
105	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	8.5	3,163,485	372,175
106	Louis Parrish (6411) of United Real Estate Specialists (5947)	5.0	3,163,055	632,611
107	Sonya M. Lucero (27425) of Long Realty Company (16719)	7.5	3,125,000	416,667
108	Julie Ruth Valenzuela (54713) of Realty Executives Arizona Territory (498306)	9.0	3,121,000	346,778
109	Ryan J Brown (33007) of Long Realty Company (16717)	8.0	3,101,561	387,695
110	John E Billings (17459) of Long Realty Company (16717)	7.0	3,100,859	442,980
111	Christopher R Peterson (31788) of RE/MAX Excalibur (4535)	8.0	3,089,500	386,188
112	Rebecca Maher (11616) of Long Realty Company (16719)	6.0	3,080,000	513,333
113	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	3.0	3,064,000	1,021,333
114	JoAnn M Hanna (3803) of Keller Williams Southern Arizona (4783)	4.0	3,023,000	755,750
115	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478302)	9.5	3,009,350	316,774
116	Jonah Carson Mehl (55302) of Dove Mountain Properties, Inc. (2321)	2.0	3,000,000	1,500,000
117	Nicole Jessica Churchill (28164) of eXp Realty (495208)	7.5	2,966,500	395,533
118	Gina F McGlamery (8760) of Long Realty Company (16706)	2.5	2,957,500	1,183,000
119	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	8.0	2,944,000	368,000
120	Alan M Aho (58433) of ATLAS AZ, LLC (52169)	8.0	2,923,860	365,482
121	Joaquin C Abrams (29547) of Tierra Antigua Realty (2866)	7.0	2,909,900	415,700
122	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	7.0	2,861,000	408,714
123	Madeline E Friedman (1735) of Long Realty Company (16719)	4.0	2,860,000	715,000
124	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	7.5	2,846,000	379,467
125	Douglas J Sedam (55438) of SBRanchRealty (51898)	5.0	2,808,950	561,790
126	Cindie Wolfe (14784) of Long Realty Company (16717)	6.0	2,792,500	465,417
127	David Allen Mayberry (15136) of Blue Fox Properties, LLC (4651)	8.0	2,776,000	347,000
128	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	5.0	2,773,620	554,724
129	Debbie G Backus (6894) of P B Trading Company, Inc. (2422)	4.0	2,767,000	691,750
130	David J Masterson (142000790) of Tierra Antigua Realty (286610)	9.5	2,758,400	290,358
131	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	7.0	2,753,000	393,286
132	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	7.5	2,733,900	364,520
133	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	6.5	2,724,230	419,112

Rank	Name	Sides	Volume	Average
134	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	5.5	2,720,500	494,636
135	Angela Bohlmann (60496) of My Home Group Real Estate (427506)	7.0	2,716,400	388,057
136	Nestor M Davila (17982) of eXp Realty (495213) and 1 prior office	9.0	2,702,000	300,222
137	Sarah Joseph (54373) of Long Realty Company (16706)	1.0	2,700,000	2,700,000
138	Lori C Mares (19448) of Long Realty Company (16719)	10.5	2,688,512	256,049
139	Mike L Scarbrough (55193) of eXp Realty (4952)	4.0	2,660,000	665,000
140	Tiffany C Tolley (26397) of Realty Executives Arizona Territory (498306)	4.5	2,654,976	589,995
141	Dina M Hogg (17312) of eXp Realty (495204)	9.0	2,646,500	294,056
142	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	7.5	2,632,500	351,000
143	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	8.0	2,631,900	328,988
144	Heidi M Baldwin (4228) of Tierra Antigua Realty (2866)	2.0	2,624,000	1,312,000
145	Diane Aune (9903) of Tierra Antigua Realty (2866)	4.0	2,620,000	655,000
146	Brooke K. Dray (35703) of Realty Executives Arizona Territory (4983)	1.5	2,600,000	1,733,333
147	Lisette C Wells-Makovic (21792) of Redfin (477801)	7.0	2,597,100	371,014
148	Timothy Looney (16624) of Realty Executives Arizona Territory (498312)	6.5	2,593,500	399,000
149	Vickie Vic J Jacobs (11521) of Tierra Antigua Realty (2866)	4.0	2,583,000	645,750
150	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	6.5	2,581,525	397,158

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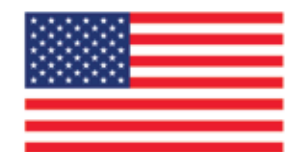
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