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# A PEEK INTO YOUR TUCSON REAL PRODUCER PUBLISHER'S LIFE

publisher's note

Who is Delilah Royce? I, Delilah, grew up in New Orleans, an exciting city with a ton of culture, amazing cuisine and family galore. I am a second-born and an Irish twin who loved to aggravate and pester almost anyone. My nickname was Bug! Hilarious, I know! School was never easy, yet my dad insisted I go to college to get a degree because he wanted to make sure I could support myself, just in case!

I did go to college and graduated with a bachelor's degree in home economics education. Teaching was not my passion but cooking, children and gathering the skills to create a home is what I cared about. Not quite the education my dad envisioned, but I was strong-willed, had lots of opinions and I did know what mattered to me. While in college, I took a horticulture class, and it so happened that growing a garden was a small part. Little did I know that gardening would become a passion many years later. And I did pour many years into nurturing our family, becoming a mom of four and now a grandmother of 11. Truly the most important job that brought so much joy!

Everyone has a story, and although I only gave you a few tidbits of mine, hearing and sharing over 200 of your stories has been impacting, to say the least! You have trusted us to listen to your journey, write it down and publish it for



Cheers,  
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your peers to read! Our hope and desire is that community is fostered, making it easier to communicate, negotiate and be there for your clients.

*Tucson Real Producers* will soon be celebrating our five-year anniversary! The mission to connect, elevate and inspire has certainly been realized. Now, here's to many more years of celebrating the BEST of the BEST in this business! As always, reach out if you would like to nominate someone to be featured!

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# Dee

## BROWN



▶▶ rising star!

By Zachary Cohen  
Photography by Jacquelynn Buck

## Finding Home

**DEE BROWN** was born and raised in Silver City, NM, a small town of around 10,000 people. Although Tucson is a 3-hour drive from Silver City, Dee was always drawn to Tucson. As soon as she graduated high school, she packed up and headed to Arizona.

“Tucson was always my city,” Dee says proudly. “My memory of Tucson is the mountains. They are magnificent to me. I look at them, and I feel at home... Tucson, it always felt like home.”

In Tucson, Dee settled into life. She got married, gave birth to her first son, and engaged with the local community. But after the recession struck in 2008, she returned to New Mexico. During her six-year stint back home, Dee gave birth to her second son and, tragically, lost her mother to cancer.

“My son was born five days before she died,” Dee reflects. “She was able to meet my son, which was so important to me. But when she died, it was hard to stay in New Mexico. It was a small town, and all the memories surrounded that.”

Eventually, Dee’s husband, Treves, landed a job in Tucson, and Dee and her family returned to Arizona once more. Dee was excited to return, but she didn’t yet have a glimpse of the new adventure that awaited her.

### RETURNING TO TUCSON

Upon returning to Tucson in 2017, Dee and her husband purchased their first home. She also began to look for work in the area.

“While we were in New Mexico, I didn’t work, and we worked it out with one income. But moving back to Tucson, we quickly realized that couldn’t be the case. I needed something to do,” Dee explains.

So, Dee contacted a temp agency, and they lined her up with a receptionist job at Long Realty. That temporary position soon turned into a full-time job.

As a receptionist, Dee had the chance to see the real estate industry from a new angle. She realized that the service she got as a first-time buyer was subpar.







Dee, Treves,  
Dominic  
& Jaxson

“  
TUCSON WAS ALWAYS MY  
CITY. MY MEMORY OF TUCSON  
IS THE MOUNTAINS. THEY ARE  
MAGNIFICENT TO ME.  
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“I learned how real estate worked, and I realized that my experience was nothing like this. I was blown away by the extra steps the agents took to help their clients. That caught my eye because I was in the dark about my transaction. I realized how important it was to inform a first-time homebuyer of every little thing.”

After a year and a half as a receptionist, an agent asked Dee to join her team. Dee wasn't sure if she could be a salesperson, but she knew she could help first-time homebuyers like herself navigate a complex transaction. So, in 2018, she got her license and began her career as a REALTOR®.

“I felt like I could be a great agent,” Dee says. “I realized I could jump into the field and make sure my clients would not have the same experience that we did as new homeowners.”

**REAL ESTATE WITH CARE**

As a real estate agent, Dee views herself more as a consultant than a salesperson. She has an immediate likeability; the personality that won her the “No One Can Hate You” award in high school has served her well as a real estate agent.

“I am not selling a product; I am helping people, which is something I am very passionate about. I've never had a problem getting along with everyone I come across. My personality is key.”

In 2021, Dee had her best year to date, closing \$7.5 million, yet the numbers aren't her primary focus. She's working to be a positive force in her community, be available for her family and serve her clients well. Her sons, Dominic and Jaxson, are now 12 and 8.

“Real estate has provided a foundation that allows me to be there for my family while providing stability and enjoyment. My loyalty relies on what is best for my clients and family,” Dee says. “My main goal is simple: Every client deserves me to be super present and reliable for the entire transaction, which turns into lasting relationships thereafter.”

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# nicole

PALESE



## Right Where She's Meant To Be

By Zachary Cohen  
Photography by Kenya Kaetz

Nicole Palese's real estate dream has been decades in the making. At just 4 or 5 years old, she remembers marveling at her parents' real estate agent.

"I remember when I was little, and my parents were buying a home. Their real estate agent impressed me. I loved her long blonde hair and her white Cadillac and was like, 'Wow, I want to be like her,'" Nicole reflects. "That stuck with me."

As Nicole got older, her real estate dreams followed her. She was raised in New Jersey, but her family had connections to Arizona, where she was born. They would vacation to Tucson regularly, and Nicole often desired a return to the sunnier, warmer weather of the Southwest.

"We would come to Tucson to vacation; we all would say, 'We need to get back here some way, somehow.'"

In 2005, Nicole made that dream a reality. She moved across the country to begin her adult life and, hopefully, a career in real estate.

"I came out here with no job. I was starting fresh — no family. It was the time to do what I wanted to do."

### FINDING HOME

In Arizona, Nicole first landed work in retail.

"It was crazy stupid hours — weekends, holidays, sometimes until 10 at night. I wanted to start real estate school, but with my job, it was not possible," Nicole remembers.

In 2008, Nicole met her husband, Sean, and in 2010, the couple welcomed their son, Colt. She held onto her real estate dreams throughout.



"In 2010, I wanted to do real estate, but how was I supposed to do that while also being a new mom and a wife? My husband worked 24-hour shifts. It was a crazy schedule."

In 2012, Nicole was finally ready to get licensed. She worked in real estate part-time for six years as she raised Colt.

### FULL COMMITMENT

In 2018, Nicole devoted herself to real estate full time. It's a decision she wishes she made earlier.

"I wish I did dive into full-time real estate sooner because it is beyond what I'm meant to do, beyond my passion. I'll do this till the day I die. I'll never retire," Nicole smiles.

Today, Nicole runs a thriving real estate business while still having time to be there for her husband and son. It's what she dreamed of since she was a little girl. Her business is centered on her local community in Corona de Tucson, where she supports local entrepreneurs and markets



...

herself as the hometown REALTOR®. In 2021, Nicole closed over \$10.5 million.

“It is busy — very busy. I try to balance work and family the best I can and make myself available to both my family and my business. But it is very busy, especially representing buyers in this crazy market.”



I WISH I DID DIVE INTO FULL-TIME REAL ESTATE SOONER BECAUSE IT IS BEYOND WHAT I’M MEANT TO DO, BEYOND MY PASSION. I’LL DO THIS TILL THE DAY I DIE. I’LL NEVER RETIRE.



**RIGHT WHERE SHE’S MEANT TO BE**

Outside of real estate, Nicole can be found with her family and friends — camping, eating, attending Colt’s soccer games and taking walks. Her husband is a firefighter with the city of Tucson, and Colt is now 11.

“Our favorite thing to do together is go camping in our trailer and spend quality time together. We love our two dogs, Rylee and Taylor, who love to come camping with us, too,” Nicole beams.

As Nicole reflects upon her career, she marvels at just how much she enjoys her work in real estate. Becoming a REALTOR® was a dream decades in the making, and one that was well worth the wait.

“Real estate is a career that I thought I would like, but I ended up loving it! I wish I did it sooner. This career has fulfilled many dreams for myself and my family. I am able to balance work and family life. My husband works 24-hour shifts. Having a spouse with crazy hours, real estate allows me to work around his schedule. We have been able to live the American dream.”




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# JENNIFER ANDERSON

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By Kylea Bitoka | Photography By Joey Ambrose

**“We are all different; don’t be afraid to be yourself! I don’t need to be you, and you don’t have to be me. My goal is to be the best me, and I love encouraging others to be the best that they can be.” It’s a lesson that Jennifer “Jen” Anderson has learned in different ways through her experiences as a wife, mom, volunteer and REALTOR®.**

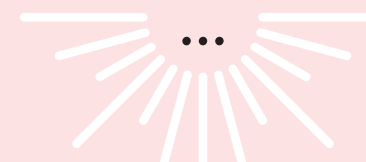
Born and raised in Tucson, Jen married her husband, Craig, at 19. She worked for a loan company until the birth of their first son. After the birth of their third son, Jen needed to return to work. She decided to pursue real estate. “Ever since we considered buying a house, it had been on my mind.” Jen enrolled in real estate school. “It wasn’t easy with three children under the age of 5. My youngest was only 6 months old. However, Craig was so supportive. He has always allowed me to be me; I am so grateful.”

Real estate is learned through experience, and Jen didn’t waste any time in starting. What better way to learn than to be your own client? The day Jen received her license, she put an offer on a house. “I threw myself in and started learning the process right away.” One of the keys to her success was her ambitious nature and determination. Those traits also meant self-pressure and high expectations. “I thought I had to do everything, so I constantly felt like

I wasn’t doing enough. I felt guilty that I wasn’t doing real estate ‘right’ because I didn’t love open houses.” That’s when her mentor at the office asked her an important question. “Where is the majority of your business coming from?” Jen realized her main business came from referrals or her sphere of influence. “Then she asked me, ‘Why are you doing open houses?’ She gave me permission not to do them. I learned it was OK to focus on my strengths and let go of some things. I did not have to do everything.”

As Jen’s business grew, it was a lesson she would learn again. “I struggled to find a balance between work and family life. I was working late into the night and missing out on time with my family. A friend advised me to hire an assistant. That moment made a big difference in my life.” Now, Jen leads a five-member team. Sierra Turner, Allison Pratt, Brittany Brown and Rose Mary Parrish are all a part of the Jen Anderson Team. “I am so grateful for these women and the strength they add. We are all moms, and I tell them that family comes first. We back each other up so that it’s possible. They are amazing at what they do and bless the lives of their clients.”

As the real estate market crashed and the recession began, Jen’s family continued to grow with the births of her daughters. “It was another learning experience. There were days during that







“I want to be known for making a difference in people’s lives. I want to be the good, in big and small ways. I hope to be remembered for connecting with people, serving, and helping others through their tough moments.”

... time when I questioned whether real estate was the right choice, but I pushed through. I am thankful that I did.” During the recession, Jen navigated complex transactions as short sales and foreclosures became the norm. “One time, I had a transaction with three loans on the house. I was able to negotiate through all of the loans. It felt good to achieve that.” However, the most exciting transactions occurred after the market recovered. “Some of my favorite transactions were when I got to help my clients buy again after guiding them through a short sale or foreclosure. After the financial hardships they had overcome, those closings were especially meaningful.”

It’s the relationships that fuel Jen’s passion for real estate and her community. “I love helping people through transitions. Sometimes that also means supporting them through difficult life situations.” Jen’s experience helps her connect to her clients on a deeper level. Jen openly shares the challenges her family has faced and the lessons learned along the way.

“Mental health struggles look like my family. In our family, it looks like depression, anxiety, panic attacks, suicidal ideation, medication, therapists, psychiatrists, psychologists, hospital stays and the list continues. It looks like healing, helping others and listening. It also looks like a younger sibling struggling but knowing because one of their older siblings (who is their hero) struggled that I can do this too. It looks like friends reaching out saying, ‘We are worried and want you to know.’

“At first, I was in denial when one of my sons tried to talk to me about his thoughts and feelings. My reaction was not the one he needed at the time. I told him, ‘We all have bad days,’ and, ‘I don’t see what you are saying.’ I didn’t see it and didn’t personally understand what he was going through at the time. And so, our journey looks like forgiveness too. Our family has learned so much through the process and is better because of our experiences. We found that we have a family history of mental health struggles, but so many do not talk about it.

We have tried to change that and vocalize some of the struggles we have had in our family.”

Jen is grateful for the opportunities real estate has opened up for her. “What I do allows me to be there for my family’s comings and goings. It allows me to support them in so many things, and that has made a huge difference.” It also provides a way for Jen to positively impact the community. “I want to be known for making a difference in people’s lives. I want to be the good, in big and small ways. I hope to be remembered for connecting with people, serving and helping others through their tough moments.”

Currently, Jen is running for a position on the governing board of her school district. “I love my community,



Back row: Craig, Damen, Dallen, Caeden  
Front row: Chalyn, Jen, Joslyn



and I love this school district. Through the years, I have served in the school district in different ways, from the PTA to planning committees. There’s been a lot of division over the last few years. It’s been hard on the schools, and I am concerned. I want both teachers and kids to feel supported — that’s why I’m running.” Jen will be on the ballot in the November general election. If she wins, she will start on the school board in January 2023.

In her free time, Jen is all about making memories with her family. Together, Jen and Craig have five kids, Caeden (22), Damen (20), Dallen (18), Chalyn (14) and Joslyn (12). “Our family loves movies, theater/musicals, music and traveling. My kids have always served in their community. Each year, my daughters focus on the Southern Arizona Diaper Drive. They raise funds to donate diapers through their school district. This past year they were able to donate 9,500 diapers. In the fall of 2021, we traveled to Botswana and South Africa as a family to pick up Damen from finishing a two-year church mission. Dallen’s two-year mission trip will be in the Philippines. We hope to go as a whole family to pick him up as well.”

At home, in real estate and in her community, Jen strives to be a light. “I want to have a positive impact on each person I interact with. Relationships and connections are so important to me — and family; I do what I do because of them.”





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# KITCHEN CONCEPTS



*Kitchen Concepts was started in 2000 by my father, Chad Cislak, Sr. We provide full cabinetry design services. We carry two different cabinet manufacturers, and four different cabinet hardware manufacturers, and provide solid surface and stone countertop fabrication and installation through local partners.*

**The Kitchen Concepts Team:**

- Chad Cislak, Jr. - Designer
- Chad Cislak, Sr. - Designer, Field Coordinator
- Vic Lavrisa - Cabinet Installer
- Annie Scanlon - Office Manager

**What sets you apart from the competition?**

We are first and foremost a customer service business. It is the heartbeat that allows all of the other parts to work well together. Our business is built around “your assurance of quality” and “the bitterness of poor quality remains long after the sweetness of low price is forgotten.” Quite simply, every day we set out to provide

extensive cabinet knowledge, creative and functional design with high-quality products, true craftsmanship in our installation, and first-class customer service. My father has over 40 years in the cabinet business, myself over 15 years, and our installer over 35 years of experience, including all 22 years with us.

**What led to you and your father teaming up?**

Growing up my father was a cabinetmaker. So, I have been around cabinets since I was about seven or eight years old. I started sweeping the shop with my dad before graduating to actual cabinet assembly, sanding, finishing, etc., and working as the official 2nd set of hands for my father. Fast forward 15 years or so. After graduating from UCLA and then a short stint playing minor league baseball, I became a financial advisor. In the early 2000s, the market was going wild and the financial world was a good place to be.



My father’s business was also booming and he needed help. After turning him down several times, I decided to give it some serious consideration. Back then, you could essentially put your financial licenses on hold before losing them and having to start over if you wanted to return. After seeking advice from my grandfather, I went into business with my father.

I agreed to try it out for two years. We both agreed that after those two years if either one of us was unhappy, we would part ways with no love lost. So, he taught while I listened and learned. We put our heads down to grind and built an amazing business. We strive for perfection with integrity, quality, and service. We push to be the best every single day on every single job.

**In what ways do REALTORS® benefit from partnering with you?**

Realtors depend on a team of people to provide the best possible service to their clients. I simply want to become an additional asset to their team. Not every home a REALTOR® lists or shows comes in mint condition. Most people can relate to not being able to see beyond what is in front of them. As a kitchen designer, I see an empty canvas. So, when that unsightly listing comes along, rather than being limited by the vision of what it is, I can provide a design for what it could become. There is an entire TV network built around this exact premise and I am the local resource to provide the vision. When the *location, location, location* is right, but the kitchen, bathrooms, home office, or entertainment center may not be, I can help their clients realize the potential. Suddenly, a home their client may have simply turned around and walked away from can become a potential sale. After closing I can make that vision a reality, creating another happy client for both of us and building a successful partnership.

**What are you passionate about outside of work?**

I’m married to my wife, Dr. Amy Cislak, who is the principal at Tanque Verde High School. While we don’t have children, we have a two-year-old charcoal lab, Halas. For those not familiar, she’s named after NFL co-founder and original Chicago Bears owner George S. Halas. And sadly, we just lost our 15-year-old chocolate lab, Bella. As a former collegiate and professional athlete, sports are definitely in my blood. I’m ultra-competitive and despise losing at anything. While my athletic days are behind me, I’m still very much into anything sports.





# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1–June 30, 2022

Rank	Name	Sides	Volume	Average
1	Kaukaha S Watanabe (22275) of eXp Realty (495203)	180.5	59,992,912	332,371
2	Marsee Wilhems (16298) of eXp Realty 06 (495201)	170.5	57,965,359	339,973
3	Lisa M Bayless (22524) of Long Realty Company (16717)	94.0	54,733,492	582,271
4	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	162.5	54,151,027	333,237
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	158.0	49,669,250	314,362
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	130.5	45,203,164	346,384
7	Susan M Hansen (39241) of MTH Realty LLC (5383)	106.0	41,431,308	390,861
8	Robert Bitteker (33063) of PCD Realty LLC (4826)	75.0	35,190,300	469,204
9	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	69.5	33,389,310	480,422
10	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	53.5	32,472,275	606,958
11	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	55.5	31,098,727	560,337
12	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	87.0	31,000,574	356,328
13	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	45.0	30,688,007	681,956
14	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	54.0	29,680,151	549,632
15	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	28.5	28,905,950	1,014,244
16	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	78.5	26,538,282	338,067
17	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	53.5	26,398,787	493,435
18	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	65.5	26,002,672	396,987
19	Aaron Wilson (17450) of Keller Williams Southern Arizona (478306) and 1 prior office	65.0	24,863,471	382,515
20	Sandra M Northcutt (18950) of Long Realty Company (16727)	37.0	23,355,301	631,224
21	McKenna St. Onge (31758) of Gray St. Onge (52154)	19.5	21,867,063	1,121,388
22	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	65.0	21,474,050	330,370
23	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	24.5	20,942,019	854,776
24	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	61.0	20,630,532	338,205
25	Laura Sayers (13644) of Long Realty Company (16717)	40.5	20,297,301	501,168
26	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	7.0	19,970,750	2,852,964
27	Jameson Gray (14214) of Gray St. Onge (52154)	16.0	19,950,963	1,246,935
28	Jose Campillo (32992) of Tierra Antigua Realty (2866)	73.0	19,709,840	269,998
29	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	42.0	19,187,220	456,839
30	Tim Rehrmann (25385) of eXp Realty (495206)	54.5	18,732,722	343,720
31	Laurie Hassey (11711) of Long Realty Company (16731)	34.0	18,578,650	546,431
32	Barbara C Bardach (17751) of Long Realty Company (16717)	17.0	18,575,832	1,092,696
33	Bruno Arapovic (62634) of HomeSmart (3524)	55.0	17,927,000	325,945

Rank	Name	Sides	Volume	Average
34	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	42.5	17,803,110	418,897
35	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	47.5	17,648,000	371,537
36	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	27.5	17,602,705	640,098
37	Paula Williams (10840) of Long Realty Company (16706)	27.0	17,511,798	648,585
38	John E Billings (17459) of Long Realty Company (16717)	35.0	17,494,559	499,845
39	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	30.0	17,264,020	575,467
40	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	13.0	17,186,586	1,322,045
41	Tom Ebenhack (26304) of Long Realty Company (16706)	36.0	17,029,048	473,029
42	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	37.5	16,874,699	449,992
43	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	17.0	16,819,500	989,382
44	Brittany Palma (32760) of 1st Heritage Realty (133)	45.5	16,797,800	369,182
45	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	33.5	16,556,200	494,215
46	Brenda O'Brien (11918) of Long Realty Company (16717)	26.0	16,335,500	628,288
47	Patty Howard (5346) of Long Realty Company (16706)	17.0	16,259,201	956,424
48	Alan M Aho (58433) of ATLAS AZ, LLC (52169)	43.0	16,229,580	377,432
49	Jay Lotoski (27768) of Long Realty Company (16717)	46.0	16,158,400	351,270
50	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	10.5	16,089,636	1,532,346

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1–June 30, 2022

Rank	Name	Sides	Volume	Average
51	Tori Marshall (35657) of Coldwell Banker Realty (70207)	34.5	16,084,200	466,209
52	Jim Storey (27624) of Long Realty Company (16706) and 1 prior office	16.0	15,911,961	994,498
53	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	35.0	15,599,200	445,691
54	Maria R Anemone (5134) of Long Realty Company (16727)	10.0	15,511,112	1,551,111
55	Angela Tennison (15175) of Long Realty Company (16719)	23.0	15,403,505	669,718
56	Yvonne C Bondanza-Whittaker (58689) of Realty ONE Group 03 (580803)and 1 prior office	48.0	15,383,850	320,497
57	Suzanne Corona (11830) of Long Realty Company (16717)	9.0	15,170,000	1,685,556
58	William Daniel Wesson (728) of The Waterfall Group, L.L.C. (2262)	54.0	14,652,358	271,340
59	Patricia Sable (27022) of Long Realty Company (16706)	15.0	14,639,600	975,973
60	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	27.0	14,574,300	539,789
61	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	30.0	14,497,060	483,235
62	Danny F Kallay (62917) of Launch Real Estate (5959)	47.0	14,253,300	303,262
63	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	43.0	14,240,620	331,177
64	Cheryl Kypreos (59565) of HomeSmart (352401)	43.0	14,115,840	328,275
65	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty -472205	18.0	13,671,555	759,531
66	Tyler Lopez (29866) of Long Realty Company (16719)	37.5	13,639,777	363,727
67	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	32.0	13,638,379	426,199
68	Madeline E Friedman (1735) of Long Realty Company (16719)	21.0	13,618,848	648,517
69	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	42.0	13,329,450	317,368
70	Leslie Heros (17827) of Long Realty Company (16706)	30.5	13,327,700	436,974
71	Sherri Vis (54719) of Redfin (477801)	28.0	13,073,900	466,925
72	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	35.0	13,069,000	373,400
73	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	18.0	13,030,861	723,937
74	Sue Brooks (25916) of Long Realty Company (16706)	22.0	13,017,250	591,693
75	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	24.0	12,863,700	535,988
76	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	18.0	12,775,309	709,739
77	Joshua Waggoner (14045) of Long Realty Company (16706)	11.0	12,710,000	1,155,455
78	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	39.5	12,659,950	320,505
79	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	34.0	12,491,740	367,404
80	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	34.0	12,431,128	365,621
81	Debbie G Backus (6894) of Backus Realty and Development (2422)	14.0	12,407,000	886,214
82	Matthew F James (20088) of Long Realty Company (16706)	15.5	12,373,100	798,265
83	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	30.0	12,258,500	408,617

Rank	Name	Sides	Volume	Average
84	Kelly Garcia (18671) of Keller Williams Southern Arizona (478306) and 1 prior office	29.5	12,252,445	415,337
85	Michael Shiner (26232) of CXT Realty (5755)	16.0	12,114,550	757,159
86	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	29.0	12,038,500	415,121
87	Kynn C Escalante (8137) of WeMoveTucson (2536)	15.0	11,953,500	796,900
88	Heather Shallenberger (10179) of Long Realty Company (16717)	31.0	11,922,773	384,606
89	Gary B Roberts (6358) of Long Realty Company (16733)	23.0	11,747,355	510,755
90	Tom Peckham (7785) of Long Realty Company (16706)	14.0	11,709,370	836,384
91	Lisa Korpi (16056) of Long Realty Company (16727)	22.0	11,625,500	528,432
92	Nestor M Davila (17982) of eXp Realty (495213) and 1 prior office	35.5	11,589,945	326,477
93	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	26.5	11,578,400	436,921
94	Paula J MacRae (11157) of OMNI Homes International (5791)	20.5	11,564,450	564,120
95	Rob Lamb (1572) of Long Realty Company (16725)	14.0	11,453,410	818,101
96	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	30.0	11,302,750	376,758
97	James Servoss (15515) of Keller Williams Southern Arizona (478306)	36.5	11,219,770	307,391
98	Pam Ruggeroli (13471) of Long Realty Company (16719)	23.5	11,116,595	473,047
99	Tracy Wood (36252) of Realty One Group Integrity (51535)	17.5	11,030,248	630,300
100	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	29.0	11,028,175	380,282

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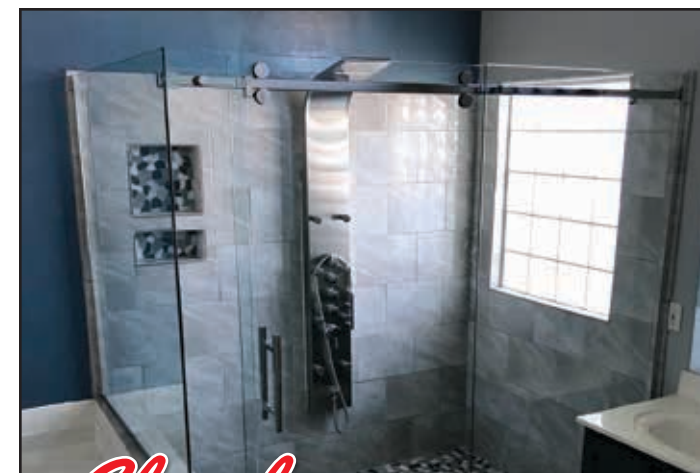
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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1–June 30, 2022

Rank	Name	Sides	Volume	Average
101	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	25.5	11,017,880	432,074
102	Sonya M. Lucero (27425) of Long Realty Company (16719)	26.5	10,959,300	413,558
103	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	28.5	10,937,450	383,770
104	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	16.0	10,884,490	680,281
105	Tony Ray Baker (5103) of RE/MAX Select (51543)	25.5	10,879,500	426,647
106	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	22.0	10,787,541	490,343
107	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038) and 1 prior office	12.5	10,727,400	858,192
108	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	21.5	10,630,988	494,465
109	Iris Pasos (38869) of Tierra Antigua Realty (286610)	25.0	10,625,650	425,026
110	Bob Norris (14601) of Long Realty Company (16733)	23.0	10,622,355	461,842
111	Lisette C Wells-Makovic (21792) of Redfin (477801)	25.0	10,581,600	423,264
112	Jennifer C Anderson (16896) of Long Realty Company (16724)	23.0	10,363,956	450,607
113	Nicole Jessica Churchill (28164) of eXp Realty (495208)	26.0	10,341,300	397,742
114	Jeffrey M Ell (19955) of eXp Realty (495211)	24.5	10,341,239	422,091
115	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	23.0	10,305,955	448,085
116	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	21.5	10,288,832	478,550
117	Ronnie Spece (19664) of At Home Desert Realty (4637)	27.0	10,274,873	380,551
118	Michele O'Brien (14021) of Long Realty Company (16717)	21.5	10,202,865	474,552
119	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	14.0	9,998,500	714,179
120	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	21.0	9,905,193	471,676
121	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	11.0	9,904,000	900,364
122	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	15.0	9,815,675	654,378
123	Kate Wright (35438) of Long Realty Company (16706)	22.0	9,800,142	445,461
124	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	23.5	9,760,040	415,321
125	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	29.0	9,759,400	336,531
126	Matt Bowen (53352) of Coldwell Banker Realty (70204)	26.5	9,704,700	366,215
127	Richard M Kenney (5903) of Long Realty Company (52896) and 1 prior office	12.0	9,495,800	791,317
128	Rocco A Racioppo (10187) of Keller Williams Southern Arizona (478306)	7.5	9,482,250	1,264,300
129	John Emery (30847) of DRH Properties Inc. (2520)	23.5	9,443,362	401,845
130	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	34.0	9,431,600	277,400
131	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	15.0	9,392,971	626,198
132	Antonio Reyes Moreno (33276) of RE/Max Portfolio Homes (142000645)	23.5	9,230,309	392,779
133	Douglas J Sedam (55438) of SBRanchRealty (51898)	15.0	9,183,900	612,260

Rank	Name	Sides	Volume	Average
134	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478306)	24.0	9,103,050	379,294
135	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	10.0	9,076,000	907,600
136	Lonnie Williams (61428) of Redfin (477801)	21.0	8,793,000	418,714
137	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	13.0	8,789,050	676,081
138	Jenni T Morrison (4744) of Long Realty Company (52896) and 1 prior office	8.0	8,775,500	1,096,938
139	Christina Esala (27596) of Tierra Antigua Realty (286607)	21.0	8,748,900	416,614
140	Jason A Pyle (59789) of Trelora Realty (52039)	25.5	8,713,695	341,714
141	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	20.0	8,699,950	434,998
142	Tim S Harris (2378) of Long Realty Company (52896) and 1 prior office	16.0	8,679,750	542,484
143	Lori C Mares (19448) of Long Realty Company (16719)	26.0	8,668,650	333,410
144	Dina M Hogg (17312) of eXp Realty (495204)	28.0	8,655,500	309,125
145	Kimberly Mihalka (38675) of eXp Realty (4952)	18.5	8,556,710	462,525
146	Cathleen E Jernigan-Rios (38529) of Realty One Group Integrity (51535)	23.0	8,523,750	370,598
147	Mary Vierthaler (12199) of Long Realty Company (52896) and 1 prior office	14.0	8,499,500	607,107
148	Jenifer Adamson Jankowski (52926) of Long Realty Company (16717)	16.0	8,484,000	530,250
149	Phil Le Peau (39491) of OMNI Homes International (5791)	22.0	8,474,500	385,205
150	Penny Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203	14.0	8,371,000	597,929

**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.




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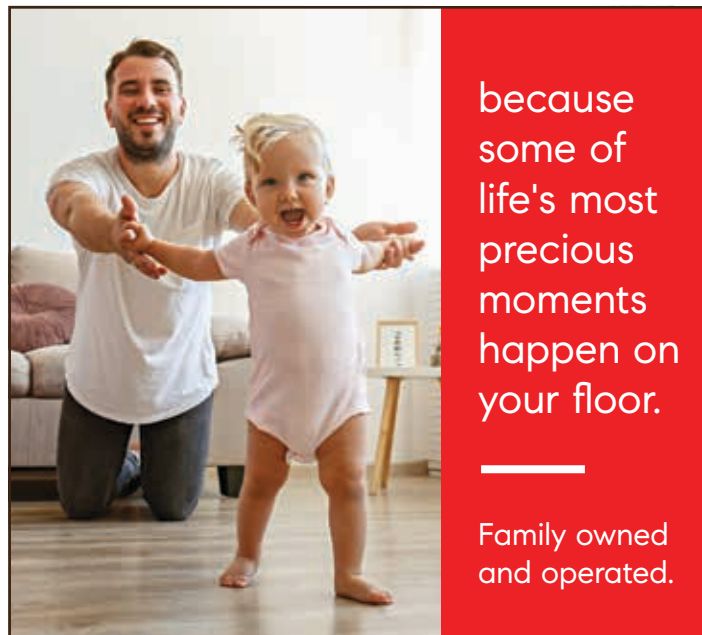
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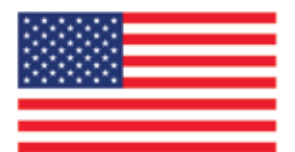
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DIRECTOR HEARTH  
FOUNDATION AND  
VICTOR MURGAH  
AWARD RECIPIENT

2015  
TREASURER  
WCR AND TAR  
CHARITABLE  
FOUNDATION

2016-2022  
DIRECTOR  
TAR CHARITABLE  
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