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TABLE OF CONTENTS



10
We Ask, You Tell: Bucket Lists



12
Discover Tucson: Board + Brie



14
Rising Star: Jeni Jankowski



18
Colleague Corner: Alexis Chavez



22
Featured Real Producer: Tracy Wood



28
Event Recap: Fourth Annual Toys for Tots Drive



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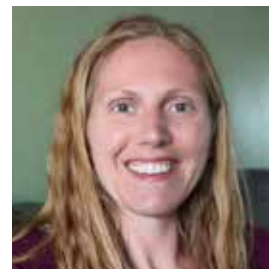
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BUCKET LIST TOP THREE:

As you think about the future,
what are you hoping to accomplish?



TRACY WOOD

REALTY ONE GROUP INTEGRITY

- #1 Take my son Kai to Switzerland
- #2 Take my husband Mike to the Maldives
- #3 Fly my entire family to Europe, rent a private villa in Tuscany, and Mike and I renew our vows.



CINDIE WOLFE

LONG REALTY

- “I achieved a bucket list this year by cruising the Greek Islands on a private catamaran with my family and two close friends. So I have to really think big!
- #1 Stay in a hut over the water in Bora Bora
 - #2 Take a multi-week trip back to Italy and explore more of the country. There are so many cities I have yet to see.
 - #3 Now that I’m going to be a grandmother (two young ones on the way from two different children), my bucket list trips will start including my grandkids.



SUE WEST

COLDWELL BANKER REALTY

- #1 Elephant African safari in the next three years
- #2 Visit Graceland and Nashville 2022.
- #3 River cruise 2023



BRIDGETT BALDWIN

BERKSHIRE HATHAWAY HOMESERVICES

- “Ever since I was a child, my dream was to attend an in-person taping of *Saturday Night Live* at Radio City Music Hall. Oh, and to meet *NSYNC and Britney in person. My best friend and I planned on writing letters to Ellen and Oprah screaming for help. That plan hasn’t worked yet, albeit we also haven’t written those letters.”



BRANDON THOMPSON

EXP REALTY

- #1 Debt-free by 2023
- #2 Twenty agents in new office by 2023
- #3 New Corvette ordered by 2023



BRUCE BACA

COLDWELL BANKER REALTY

- #1 Educate prospective first-time homebuyers on strategies to secure their first home.
- #2 Introduce myself and my services to more buyers and sellers than in 2021
- #3 Share my real estate knowledge with new associates in the office

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One thing about charcuterie is that when you gather around, you get to be present in the moment. There's laughter, smiles, and the general calm and peace of togetherness. Those are two things that we lost during the pandemic that often had the greatest effect on our peace of mind. With my charcuterie business, I hope to bring gathering and togetherness.

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JENI JANKOWSKI

▶ rising star!



MEANINGFUL MEMORIES & CONNECTIONS

By Kylea Bitoka • Photography by Casey James

“Jeni, you are not going to believe this...”

As the buyer’s agent revealed the latest development in their shared transaction, Jeni Jankowski was indeed shocked. “It was the day before closing. My first thought was, what do we do now? I represented the sellers. It was a tricky property—a manufactured home in Benson with a beautiful workshop garage; however, the garage was bigger than the actual house. The closing had already been delayed a couple of times.”

What had happened? When the lender called for the final employment verification, the employer told the lender that the buyer would no longer be employed. The buyer found out that he had lost his job from the lending company! As Jeni drove home from Phoenix, she wondered how she would keep this transaction on track. “My sellers were very excited about this buyer. They knew he would truly appreciate the property but without a job, the financing would fall through.” At home, Jeni shared the dilemma with her husband, Don.

Don responded with a smile and a question, “What business do I work in?” Jeni laughs as she finishes telling the story. “My husband sells tires to commercial companies, so he deals with a lot of trucking companies. And guess what? The buyer was a trucker!” Don made a few calls. Within four days, the buyer had interviews scheduled and a job offer. The closing was delayed again, but for the last time. “Everyone was so grateful that we were able to make it work. It wasn’t a high price point, but that didn’t matter. It was the right thing for all the parties involved and so rewarding. We all celebrated on closing day!”



In any transaction, Jeni’s creativity and determination find a way through the challenges. She excels at coaching her clients through the stress of buying or selling. Her years of experience in gymnastics and as a small business owner laid a strong foundation for her real estate career. “As a young gymnast, I learned time management. I practiced 20 hours a week while in elementary school. It taught me how to balance my schedule and set goals. Gymnastics is an individual and team-oriented sport similar to real estate. I had to figure out how to push myself independently and work well within my team.”

Shortly after Jeni’s daughter was born, she took a part-time job at a picture framing shop. A couple of years later when the owner retired, Don and Jeni bought the business from him. “We owned the shop for about 14 years. We educated our customers about selections, explained the cost, and helped them find the right combination to fit their needs. Our business was based on referrals; providing excellent customer service was essential to our success. In that business, there were all the components of real estate.”

“

How can I help that family or individual meet their goals and reach for their dreams?

I hope I am remembered for how I was able to contribute and for the relationships I formed along the way.

”

The framing shop was perfect while Jeni and Don raised their two kids, Jessica and Blake. It offered the flexibility needed so Jeni could pick the kids up from school and be involved in their different activities. Jeni's daughter participated in gymnastics, and Jeni's love of the sport led her to become a level 10 gymnastics judge which allowed her to judge anything from beginners to college competitions. Jeni was immersed in the world of gymnastics as a coach and judge. However, life was about to take her in a new direction. While Don was trying to see if he could be a kidney donor for his sister, he was diagnosed with Lymphoma. Thankfully, treatment was successful for Don and his sister was able to find another kidney donor. "We took a trip to Mexico to celebrate being alive and overcoming all of the medical challenges. As we were sitting on the beach, we started talking about how everyone should have a Plan B for when life hits you with the unexpected." During the conversation, Jeni realized she didn't have a backup plan. "It got me thinking about what else I might want to be doing if I stopped coaching and judging gymnastics."

Jeni called Cindie Wolfe, the realtor who had sold them their house, and piqued Jeni's interest in real estate as a career. As much as Jeni loved gymnastics, she was ready to transition out of the gym. In 2018, she made the move. "I still follow the advice that Cindie gave me in the beginning—work hard, always answer the phone, and do a small bit of business every



day. Each day, I think 'What can I do to move my client forward today?' and I put it into action." Jeni looks forward to her son, Blake, joining her team. "He got his real estate license last fall. He will join my team full time once he graduates from the University of Arizona in December." Her daughter Jessica is involved in the design side of real estate. She is an architect in Scottsdale, currently working on a luxury mall renovation.

Jeni uses her strengths and experience to her client's advantage. "I look at every transaction as a relationship; it's a very personal experience. How can I help that family or individual meet their goals and reach for their dreams? I hope I am remembered for how I was able to contribute and for the relationships I formed along the way."

It's the reason why Jeni and Don decide to remodel their kitchen. "Through real estate, we meet so many great people; we want to continue developing those relationships. We love having people over for dinner, but our kitchen was less than ideal for hosting dinner parties." Each year, Jeni and Don pick a theme for the upcoming year. "This year, we are focused on living in the moment and not just going through the motions. We asked ourselves, 'What can we do to make that a reality?' The kitchen was at the top of the list." As Jeni looks forward to the future and her new kitchen, she is excited to continue building lasting memories and connections with clients, friends, and family.

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INTO THE UNKNOWN

By Kylea Bitoka • Photography by Joey Ambrose

Most of the time you leave the gym with only the satisfaction of a good workout, but Alexis Chavez's gym membership was about to lead to a whole lot more—a new career path. “I had joined a CrossFit gym where I became friends with a local realtor. I was finishing up my last semester at the University of Arizona. I had planned on applying to law school; however, I was intrigued by the legal side of real estate. Another friend had suggested shadowing a realtor so I could experience what real estate was like.” Alexis was curious about real estate but she wasn't sure about asking to shadow the realtor at her gym. It turned out Alexis didn't need to ask because the realtor asked her. “She was expanding her business and looking for an assistant. She thought I would enjoy real estate because there are similarities with law.”



Alexis agreed. She was ready to make the jump into real estate. “My dad was hesitant about me getting my real estate license. My parents had lived in the same house since I was born. We didn't have any familiarity with real estate.” But this was not the first time Alexis had ventured into uncharted territory. “I was the first person in my family to graduate from college. I grew up in Nogales. Spanish was my first language, and I learned English when I went to kindergarten. It's common in my family to stay in the same area after high school graduation.” From a young age, Alexis had big dreams. “Even though I did not know what ‘I wanted to be when I grew up,’ I always knew I wanted to be successful! I dreamed and talked about owning a business with friends and family in my high school years. Also, I was inspired by my friends who were

attending college. Despite my fears and insecurities of being the first in my family to go to college, I decided to go for it and break the cycle! I ended up making straight A's in my last semester.” With her graduation from the U of A, Alexis started a new family trend. “My older sister has now earned a college degree. My younger brother is in his last year at the U of A and getting ready to apply to medical school.”

From college to real estate, Alexis consistently proves that she has what it takes to be successful. For the first four years, Alexis worked with another agent before starting out on her own. “2018 was my first full year as an independent agent, and it was my best year at that point!” 2020 brought a new set

of challenges, but that didn't hold Alexis back. Instead, it pushed her to take her business to the next level. “I would go to different real estate classes and hear about how hiring an assistant is the best thing you can do for your career, but I was nervous to do it. When COVID-19 hit, there was a lot of pressure. I was working late trying to meet the demand. Business was great, but mentally and emotionally, I struggled to keep up.” Alexis put the word out that she was looking to hire. She was introduced to Diana Houser, a licensed REALTOR®, through a mutual friend. The pair hit it off right away. “We talked on the phone on a Saturday, that Monday we met at a home inspection, and the following week, we were officially working together!”



DESPITE MY FEARS & INSECURITIES OF BEING THE FIRST IN MY FAMILY TO GO TO COLLEGE, I DECIDED TO GO FOR IT & BREAK THE CYCLE!

She is my full-time assistant, Transaction Coordinator, and has been an absolutely amazing addition to my team.”

For Alexis, the best part of her success was proving to her parents that she could do it. “When I talk to my dad, I can hear the pride and joy in his voice. It means a lot to me to make him proud.” Alexis is grateful to her mother, whose example helped her achieve her dreams. “My mom was a homemaker who raised us to be responsible, organized, and honest. She’s my role model! We always had chores, which I disliked at the time, but now I am so thankful for all that she taught me.” Alexis adds with a laugh, “I still call to ask her questions, like how long to cook the rice.”



Alexis believes success comes with a responsibility to give back to the community that’s why she joined El Rio Vecinos five years ago. “I wanted to do something meaningful that had an impact. I have been heavily involved with several executive leadership positions within the group, from party chair in 2018 to membership chair in 2019, and vice president from 2020-2021. We raise hundreds of thousands of dollars for the children’s dental emergency program at El Rio Community Health Center.” Alexis’s team also supports The Ronald McDonald House by donating a percentage of each sale and participating in their Chef for a Day program that provides a full meal to families staying at the house. “We were excited to sponsor a meal. Diana and I, as well as some of our friends and family, cooked lasagna from scratch. We also made salad and chocolate-dipped strawberries.”

In her free time, Alexis pursues a variety of interests. “I love doing a mix of activities like beautiful hikes such as Tumamoc Hill or savoring delicious meals, wine tasting, relaxing on a boat, or dressing up for nice dinners. I truly enjoy running and group fitness like f45 or hot yoga.”

When she’s not out and about, Alexis enjoys reading books or listening to podcasts. “Currently, I am listening to a sermon series podcast by Rich and DawnChere Wilkerson from Vous Church in Miami.”

Grateful for all that she’s accomplished so far, Alexis continues to dream big, “I love the endless possibilities that real estate presents! My goal is to train Diana and any other team member I might hire to the ‘Alexis Chavez Standards’. I take pride in providing excellent, quality customer service to everyone I have the opportunity to serve. I am a big believer in doing what I say and living up to whatever I commit to. I want each client to receive the same level of diligence and vigilance from my team members. Ultimately, I would love to hold two or three licenses in other states so I can reside in a cooler state during the summer months and operate in Tucson in the winter months. That’s the beauty of real estate; you can take your business to your desired level.”

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▶▶ featuring
By Zachary Cohen
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TRACY WOOD



A LIFE BY DESIGN

Growing up, Tracy Wood remembers her parents building several homes. They'd purchase property, design a home from start to finish, and bring their vision to life. And eventually, they'd upgrade and repeat the cycle.

Tracy has fond memories of planning sessions with builders where everything from architecture to the design of interior spaces was discussed. So, when she was in search of a new career in the late '90s, it was only natural that she turned her attention toward real estate.

"I always loved real estate," Tracy reflects.

THE ROAD TO REAL ESTATE

Tracy moved to Tucson in 1994, when she began working as a flight attendant for American Airlines. After welcoming her son, Kai, to the world in 1996, her life took a dramatic shift—and her role as a flight attendant was no longer sensible.

"I retired from that job because my son was constantly getting ear infections and I had to call in sick. They didn't like that," Tracy remembers. "To me, parenting was more important than the job."

So, in 2000, Tracy landed her first real estate job selling new construction with Pulte Homes. She found a liking for the business, yet the flexibility still left something to be desired.

"For a single mom, working onsite sales with new construction was not easy," Tracy reflects.

Tracy left Pulte Homes for Coldwell Banker, but without a mentor or guidance, she was left floundering. That's when she got creative.

A LIFE BY DESIGN

"Getting into real estate is hard," Tracy says bluntly. "I didn't have the support of a husband or a large savings account. So I decided to go into the window covering business. And it just kind of happened."

In 2003, Tracy founded Bella Kai Designs. What began as a window coverings business soon morphed into a complete interior design offering. In 2008, when the real estate market unraveled, Tracy started offering custom wall finishings under the name Two Chicks in a Bucket. Despite being entirely self-taught, she made a name for herself thanks to her quality and customer service.

In 2014, Tracy sold her own home, and the experience reinvigorated her lost passion for selling real estate. So, fifteen years after she initially set out to become a REALTOR®, Tracy returned to the business.

"Selling that house inspired me," she remembers. "I was licensed in 2015, started selling in 2016, and by 2017, I was way too busy to do the painting anymore."

A VISION OF SUCCESS

Over the past few years, Tracy's business has continued to expand. In 2021, she's tracking to close over 35 transactions for over \$20 million. She's





“

MY MOTTO HAS BEEN ‘EAT THE CAKE & BUY THE SHOES’.

”

also begun investing in real estate. She’s completed several flips and, more recently, has started acquiring properties for her short-term rental business.

In real estate, Tracy has discovered more than a love for interior design. She’s found that the relationships are more meaningful than anything else.

“If you would ask ten of my clients the same question, they would all say the same thing: that I go above and beyond for my clients,” Tracy says.

Tracy has a unique business model; 90% of her business is for out-of-state clients. Those clients continue to refer her to more out-of-state clientele. She looks to goal-setting, meditation, and exercise to provide the foundation for her success.



Tracy and Mike with grandson Grayson



Kai holding his cousin Otis

“It’s exciting to see what you can accomplish. There is truth in doing something every day and being consistent.”

THE WINDS OF CHANGE

From the outside looking in, Tracy’s real estate career may appear to be a model of perfect success. Yet, the last six years haven’t passed without challenge. Notably, her son’s battle with addiction landed him in rehab in 2017, and her husband, Mike, lost his job of 27 years in 2018, putting additional financial pressure on Tracy. But rather than crumbling beneath the pressure, Tracy stepped up.

“The biggest challenge for me has been taking on the role of main provider in my household. This has been a very humbling experience as well as a great goal motivator,” Tracy says. “My son almost died of an overdose in 2017. It was a very difficult time



Mike holding Noli, Kai, and Tracy holding Finn

for me, but it was also a time where I learned a lot about myself and how a mother’s love for their child will ignite a fire that rages within you. That fire has been burning since 2017.”

Tracy has found meaning in the obstacles she’s faced. She now believes that each event led her to right where she is today.

“I was very angry in the beginning, and now I believe that it was all part of the big life plan. I wouldn’t be where I am if this road had taken a different turn,” Tracy says.

Today, Kai is attending the University of Arizona, and Tracy is focused on modeling a good example for her son. Her husband’s startup is about to go public. And Tracy continues to carry her family—and her clients—towards their goals and dreams.

“I have a really big vision of where I see my life. And I want my son to walk across the stage at the U of A knowing he has a lot of support, and anything he puts his mind to, he can achieve. The last two years have really made me look deep into what matters. At the end of the day, it’s the family and people we love that matter most.”

FINANCIAL RESOLUTIONS

WORTH KEEPING

» financial fitness

By Shauna Osborne

When January rolls around, many pin their hopes on resolutions related to health and wellness or new skills or hobbies; however, one area of aspiration that shouldn't be overlooked is financial health. Given the economic instability of the last couple of years, 2022 will be a crucial year for many in terms of financial recovery and recalibration. Take time now to revisit goals set previously, fine-tune as needed, and look ahead with confidence to the new fiscal year!

Pay Down Debt

Although, nationally, credit card debt actually fell during the pandemic year of 2020, the figures are still shocking: Americans owe around \$800 billion in credit card debt, according to Experian, with an average of over \$5,000 per household. This year, make it a point to get serious about paying down / off debt. Always pay more than the minimum payment; set a goal to pay off as much as possible, starting with accounts with highest interest rates, by planning exactly when and how much you'll allocate for which debt each month. If possible, refinance debt for a lower fixed interest rate.

Build Your Credit Score

Everyone is entitled to three free credit reports each year, one from each of the three nationwide credit reporting companies. Keep a close eye on your credit for accuracy via these reports or a credit monitoring service and promptly address any errors

you encounter. A poor credit report could have many adverse effects on finances, including paying higher interest rates and being rejected for loans. Though building better credit takes time, paying bills on time and utilizing a low percentage of available credit (under 30%) are two simple steps on the right path.

Make a Realistic Budget

January is the ideal time to institute a realistic household budget, after determining exactly how much your household is bringing in after taxes and into what "bucket" that income is going (e.g., utilities, housing, travel, etc.). Keep track of your monthly spending; there are many popular apps available, such as Mint and You Need a Budget, to help assess expenditures and stay on track. For those who struggle with monthly - or more long-term - budgets, experts suggest that weekly budgeting may be more manageable. Understanding where your money is going each month is key to reaching all your other financial resolutions.

Consider Retirement Savings

You likely have a retirement plan (e.g., 401(k)) set up through your employer to which you're already contributing. This year, work toward maxing out your contributions to your savings vehicle; if that's not possible, be sure to take advantage of your company's match contributions - or aim for 6 percent of your yearly salary if your employer doesn't offer a match.



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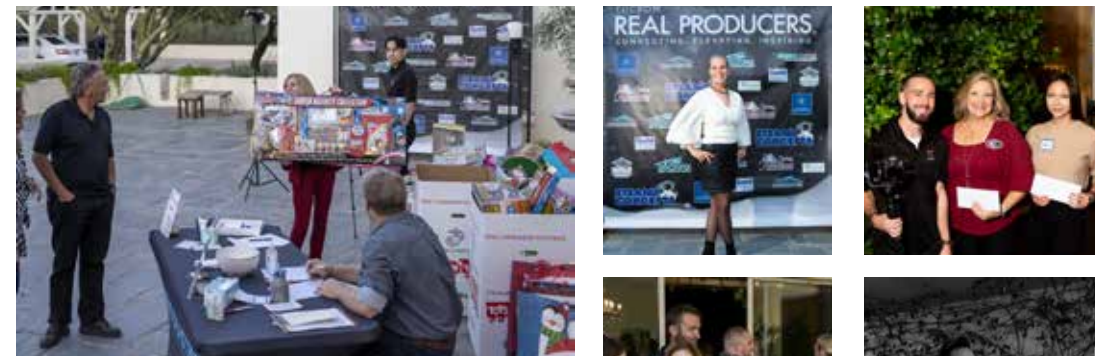
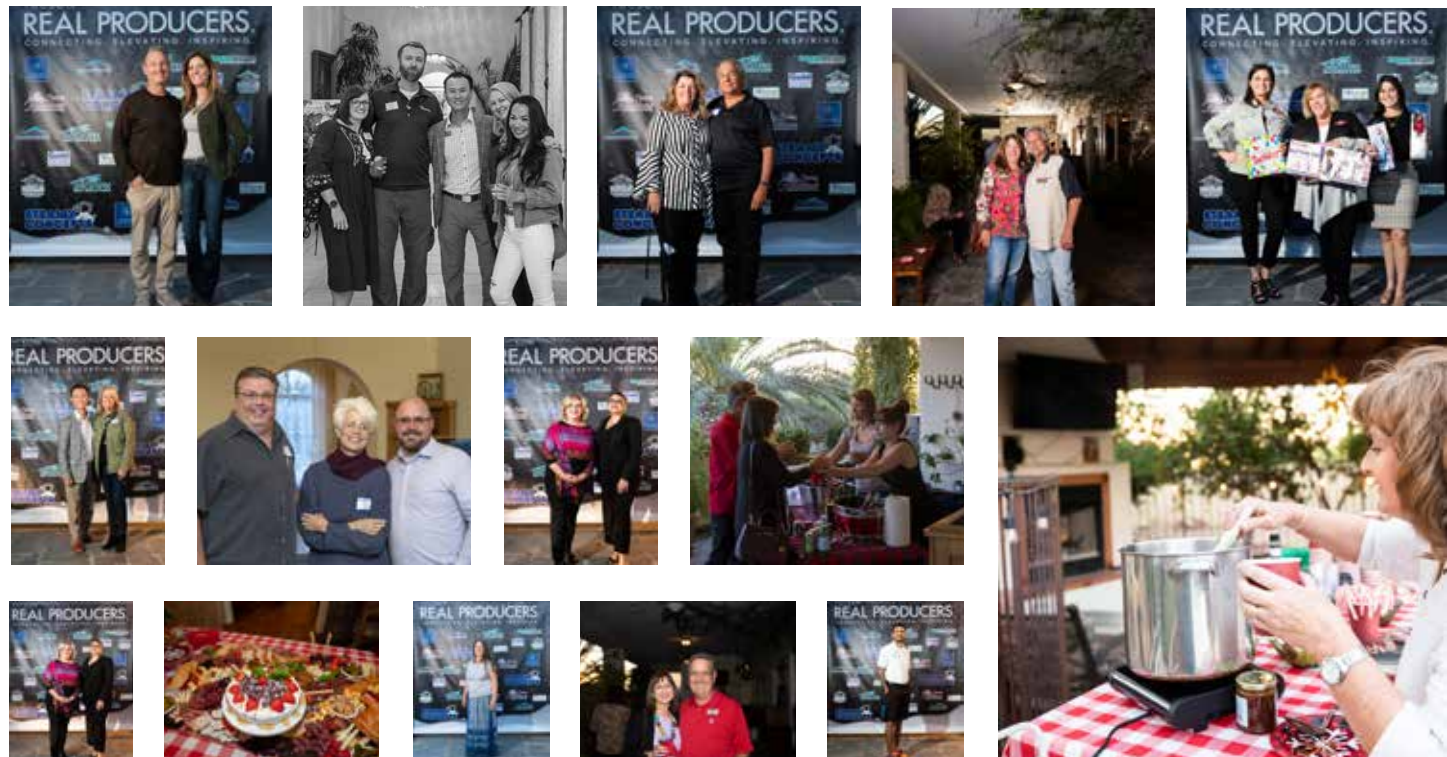
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▶▶ fourth annual toys for tots event recap

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Looking over 2021 and the impact our REALTOR® community has made makes me so very proud to be a part of you!

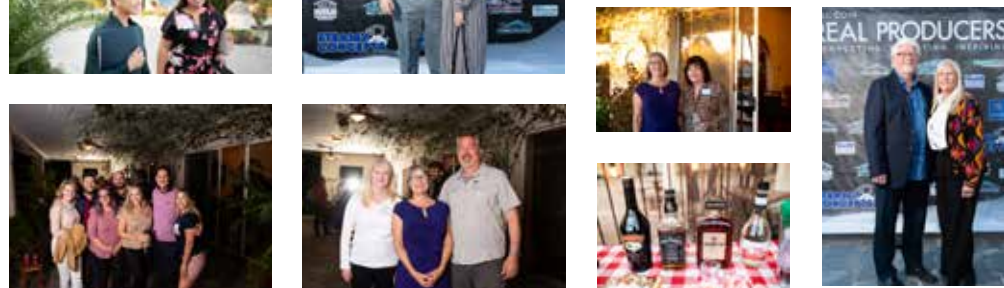
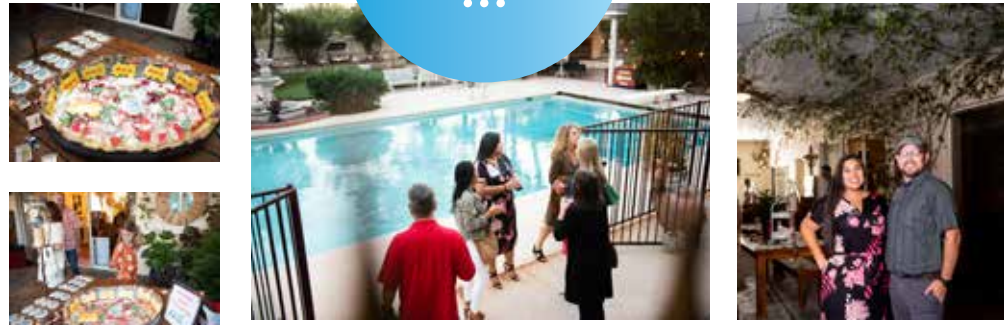
We started 2021 with a Charity of Choice event collecting \$2600 and making donations to Gospel Rescue Mission and Ronald McDonald House.

In April, we kicked up a little dust and gifted TRAK \$3400 to help kids and veterans through therapeutic horse therapy.

August broke a record, truly showing the kind hearts and generous souls in our midst. When we handed Jean Gribbon, founder of Beads of Courage, \$25,000, she was choked up and so very overwhelmed as she thought of all the kids we would impact.

In November, we gathered for our fourth annual Toys for Tots Event collecting toys and money from those who decided to let us do the shopping. We dropped off 330 toys of all kinds to Steamy Concepts who we always partner with to bless Tucson's children! A record indeed! All because of YOU!





In December, we participated in Gifts of Love, adopting 22 kids so they could be showered with gifts this Christmas! Grateful for those of you who adopted a child and made them smile no doubt!

Locking arms with you to be a light in our city is very satisfying and we still get to celebrate the best of the best in real estate! We hope you get to know those you work with on a more personal level! You all have a story and it is my desire to meet and get to know each and every one of you!

Huge thanks to all of our partners and especially those who sponsored the Toys for Tots event!

Also thanks to Sonoran Wines for bringing out fabulous local wines for us to taste! Thanks to Board + Brie and Mimis Cookie Creations for your special touches and delicious creations. Thanks to Kate Herk and Judy Smedes for thinking of TRP when you had a stunning estate to show off!

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	355.0	106,088,710	298,841
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory -498307	341.0	93,935,397	275,470
3	Lisa M Bayless (22524) of Long Realty Company (16717)	138.0	74,950,702	543,121
4	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona -478310	224.0	65,670,941	293,174
5	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	151.5	62,992,913	415,795
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	119.0	60,089,350	504,953
7	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	222.0	59,947,909	270,036
8	Don Vallee (13267) of Long Realty Company (298)	110.0	58,868,001	535,164
9	Kaukaha S Watanabe (22275) of eXp Realty (495203)	200.5	57,670,798	287,635
10	Peter Deluca (9105) of Long Realty Company (298)	95.5	55,230,000	578,325
11	Laura Sayers (13644) of Long Realty Company (16717)	103.0	52,045,720	505,298
12	Sandra M Northcutt (18950) of Long Realty Company (16727)	95.0	49,530,990	521,379
13	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	155.5	48,667,972	312,977
14	Russell P Long (1193) of Long Realty Company (298)	47.0	46,563,790	990,719
15	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	120.5	44,714,818	371,077
16	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	42.0	43,679,490	1,039,988
17	Leslie Heros (17827) of Long Realty Company (16706)	66.5	43,298,364	651,103
18	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	92.5	41,399,000	447,557
19	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	120.5	38,516,022	319,635
20	Patty Howard (5346) of Long Realty Company (16706)	42.0	38,106,500	907,298
21	Jim Storey (27624) of Tierra Antigua Realty (2866)	56.0	37,720,882	673,587
22	Jose Campillo (32992) of Tierra Antigua Realty (2866)	152.0	37,396,350	246,029
23	Laurie Hassey (11711) of Long Realty Company (16731)	71.0	36,981,900	520,872
24	Rob Lamb (1572) of Long Realty Company (16725)	57.0	36,093,150	633,213
25	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	39.5	35,596,302	901,172
26	Paula Williams (10840) of Long Realty Company (16706)	62.0	33,952,675	547,624
27	Brenda O'Brien (11918) of Long Realty Company (16717)	55.5	33,935,750	611,455
28	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	123.5	33,925,012	274,696
29	Jay Lotoski (27768) of Long Realty Company (16717)	110.5	33,872,200	306,536
30	Barbara C Bardach (17751) of Long Realty Company (16717)	25.5	32,971,500	1,293,000
31	Patricia Sable (27022) of Long Realty Company (16706)	40.0	31,514,738	787,868
32	Denice Osbourne (10387) of Long Realty Company (298) and 1 prior office	69.0	31,456,793	455,896
33	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	50.0	30,759,825	615,196

Rank	Name	Sides	Volume	Average
34	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	80.5	30,366,610	377,225
35	McKenna St. Onge (31758) of Gray St. Onge (52154)	27.5	29,839,544	1,085,074
36	John E Billings (17459) of Long Realty Company (16717)	65.0	29,655,426	456,237
37	Suzanne Corona (11830) of Long Realty Company (16717)	19.0	29,539,741	1,554,723
38	Jameson Gray (14214) of Gray St. Onge (52154)	26.5	29,494,544	1,113,002
39	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	90.0	27,661,500	307,350
40	Joshua Waggoner (14045) of Long Realty Company (16706)	26.5	27,540,586	1,039,267
41	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	41.0	26,005,131	634,271
42	Martin Ryan (35633) of First United Realty, Inc (5764)	9.0	26,005,000	2,889,444
43	Yvonne C Bondanza-Whittaker (58689) of Zillow Homes, Inc (52230)	83.5	25,952,405	310,807
44	Anthony D Schaefer (31073) of Long Realty Company (298)	63.0	25,863,760	410,536
45	Cindie Wolfe (14784) of Long Realty Company (16717)	48.5	25,728,031	530,475
46	Lisette C Wells-Makovic (21792) of Redfin Corporation (477801)	67.0	25,625,800	382,475
47	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	74.0	25,457,672	344,023
48	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	12.0	25,302,895	2,108,575
49	Tom Ebenhack (26304) of Long Realty Company (16706)	67.0	24,985,660	372,920
50	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	51.5	24,785,080	481,264

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
51	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	22.0	24,683,500	1,121,977
52	Scott Melde (38588) of eXp Realty (495203)	84.0	24,305,195	289,348
53	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	69.0	24,286,200	351,974
54	Candy Bowen (37722) of Realty Executives Arizona Territory (498303)	86.5	24,233,705	280,158
55	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	64.5	24,052,514	372,907
56	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	52.0	23,914,630	459,897
57	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	42.0	23,848,900	567,831
58	Roderick D Ward (56293) of Trelora Realty (52039)	77.0	23,590,585	306,371
59	Tyler Lopez (29866) of Long Realty Company (16719) and 1 prior office	77.5	23,541,230	303,758
60	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	59.5	23,231,478	390,445
61	Paula J MacRae (11157) of OMNI Homes International (5791)	39.5	22,846,407	578,390
62	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	52.5	22,718,266	432,729
63	Jennifer C Anderson (16896) of Long Realty Company (16724)	63.5	22,529,187	354,790
64	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	80.5	22,493,639	279,424
65	Nestor M Davila (17982) of eXp Realty 01 (495204) and 2 prior offices	81.5	22,380,005	274,601
66	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	21.5	22,365,500	1,040,256
67	Jeffrey M Ell (19955) of eXp Realty (495211) and 2 prior offices	46.0	22,216,671	482,971
68	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory -498306	64.0	22,185,825	346,654
69	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	50.0	21,787,587	435,752
70	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	21.5	21,463,100	998,284
71	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	57.5	21,364,646	371,559
72	Ronnie Spece (19664) of At Home Desert Realty (4637)	57.0	21,113,900	370,419
73	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	60.0	20,623,783	343,730
74	Nicole Jessica Churchill (28164) of eXp Realty (495208)	66.5	20,502,451	308,308
75	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	33.5	20,487,236	611,559
76	Tom Peckham (7785) of Long Realty Company (16706)	30.0	20,426,600	680,887
77	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	40.0	20,361,500	509,038
78	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	58.0	20,131,862	347,101
79	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207) and 1 prior office	31.0	19,981,800	644,574
80	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	87.0	19,941,899	229,217
81	Tori Marshall (35657) of Coldwell Banker Realty (70207)	46.0	19,779,708	429,994
82	Heather Shallenberger (10179) of Long Realty Company (16717)	55.0	19,630,525	356,919
83	Sherris Vis (54719) of Redfin Corporation (477801)	49.0	19,554,820	399,078

Rank	Name	Sides	Volume	Average
84	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	42.0	19,511,900	464,569
85	Lori C Mares (19448) of Long Realty Company (16719)	51.5	19,291,814	374,598
86	Michele O'Brien (14021) of Long Realty Company (16717)	38.0	19,270,020	507,106
87	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	18.0	19,093,000	1,060,722
88	Brittany Palma (32760) of 1st Heritage Realty (133)	61.0	18,829,450	308,680
89	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	70.5	18,785,750	266,465
90	Debra M Quadt (16709) of BRE Services (52470) and 1 prior office	49.0	18,505,850	377,670
91	Ashley Kimberlin (18406) of Realty Executives Arizona Territory (498306)	60.0	18,434,000	307,233
92	Louis Parrish (6411) of United Real Estate Specialists (5947)	25.5	18,426,375	722,603
93	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	45.5	18,366,435	403,658
94	Helen Curtis (15010) of OMNI Homes International (5791)	59.5	18,340,630	308,246
95	Tara Meier (58773) of Zillow Homes, Inc (52230)	57.5	18,045,555	313,836
96	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	84.5	17,987,850	212,874
97	Phil Le Peau (39491) of OMNI Homes International (5791)	36.5	17,677,850	484,325
98	Gary B Roberts (6358) of Long Realty Company (16733)	49.5	17,675,650	357,084
99	Susan Denis (14572) of Tierra Antigua Realty (2866)	40.5	17,492,510	431,914
100	Kendra Nichole Haro (52622) of BRE Services (52470) and 1 prior office	42.0	17,330,879	412,640

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
101	Richard M Kenney (5903) of Long Realty Company (298) and 1 prior office	29.5	17,207,240	583,296
102	Sonya M. Lucero (27425) of Long Realty Company (16719)	57.5	17,115,940	297,669
103	Tracy Wood (36252) of Realty One Group Integrity (51535)	29.0	17,112,900	590,100
104	Jim Jacobs (7140) of Long Realty Company (16706)	30.0	17,104,050	570,135
105	Bob Norris (14601) of Long Realty Company (16733)	46.5	16,950,150	364,519
106	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	49.5	16,936,281	342,147
107	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	43.0	16,808,962	390,906
108	Sue Brooks (25916) of Long Realty Company (16706)	34.0	16,781,600	493,576
109	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices -356307	33.0	16,772,435	508,256
110	Maria R Anemone (5134) of Long Realty Company (16727) and 1 prior office	17.5	16,739,300	956,531
111	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	47.0	16,589,989	352,978
112	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	36.0	16,585,500	460,708
113	Calvin Case (13173) of OMNI Homes International (5791)	54.0	16,529,596	306,104
114	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	55.0	16,428,530	298,701
115	Nanci J Freedberg (30853) of Tucson Land & Home Realty LLC (783)	27.0	16,201,472	600,055
116	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	25.0	15,855,500	634,220
117	Alicia Girard (31626) of Long Realty Company (16717)	35.0	15,775,874	450,739
118	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	60.5	15,367,138	254,002
119	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	35.5	15,348,377	432,349
120	Renee Powers (12832) of Tierra Antigua Realty (2866)	25.5	15,310,500	600,412
121	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	61.0	15,255,101	250,084
122	Catherine Wolfson (1993) of Coldwell Banker Realty (70202)	21.5	15,212,099	707,539
123	Jeremiah E Taylor (17606) of Movoto (4649) and 2 prior offices	47.5	15,158,809	319,133
124	Dana Blane Reddington (52423) of Long Realty Company (16728)	25.0	15,076,125	603,045
125	Matthew F James (20088) of Long Realty Company (16706)	29.5	15,048,860	510,131
126	Pam Ruggeroli (13471) of Long Realty Company (16719)	40.0	14,997,715	374,943
127	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610) and 1 prior office	45.0	14,948,900	332,198
128	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	30.5	14,934,240	489,647
129	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	39.0	14,849,851	380,765
130	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	58.0	14,846,949	255,982
131	Susan M. Derlein (1420144) of Long Realty -Green Valley (16716)	44.0	14,811,075	336,615
132	Tony Ray Baker (5103) of RE/MAX Select (51543) and 1 prior office	41.5	14,763,676	355,751
133	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	51.0	14,753,700	289,288

Rank	Name	Sides	Volume	Average
134	Cheryl Kypreos (59565) of HomeSmart (352401)	53.5	14,654,500	273,916
135	Jared Andrew English (35632) of Congress Realty (3096)	37.0	14,519,395	392,416
136	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	36.5	14,386,010	394,137
137	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	22.5	14,375,500	638,911
138	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	49.5	14,328,330	289,461
139	Elliot J Anderson (20567) of eXp Realty (495201)	42.5	14,309,910	336,704
140	Matt Bowen (53352) of Coldwell Banker Realty (70204)	43.0	14,118,985	328,348
141	Andrew Smith (38920) of Keller Williams Southern Arizona (4783)	44.5	14,068,437	316,145
142	David K Guthrie (19180) of Long Realty Company (16706)	40.0	13,884,340	347,108
143	Jennifer Phillips (16201) of Real Broker (52446) and 1 prior office	50.5	13,833,325	273,927
144	Dina M Hogg (17312) of eXp Realty 01 (495204)	42.5	13,760,100	323,767
145	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	31.5	13,728,000	435,810
146	Dottie May (25551) of Long Realty Company (16728)	22.5	13,708,250	609,256
147	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	23.0	13,583,050	590,567
148	Mary Vierthaler (12199) of Long Realty Company (298)	36.0	13,552,619	376,462
149	Lisa Korpi (16056) of Long Realty Company (16727)	35.5	13,405,372	377,616
150	Martha F Staten (25526) of Long Realty Company (16717)	21.0	13,353,300	635,871

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