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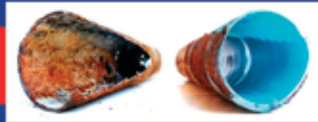
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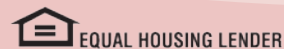
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► publisher's note

# “New Life Comes in Many Ways!”

When the opportunity for new life is realized or new life begins for a sweet little baby, the feelings of hope overwhelm the soul!

When I met with Hedy Ramani, Ritiiek Rafi, Tina Baba, and Edward Moore, all successful REALTORS® who have come to America and made America home, this special July edition was dreamt up. As I listened to their story of courage, determination, and plain grit, it reminded me why people from all over the world want to come to our country to begin a new life. We all can be inspired as we hear and see how others treasure the opportunities that lie in the US of A!

As I sit here writing and gazing at my 2-day-old brand new grandson, Isaiah, I am filled with the thoughts of new life too! You see, Isaiah's dad also came to America on a whim. In Egypt, every year, all of his friends applied for the U.S. Green Card Lottery, which honors citizenship after five years. The very first year Naguib, my son-in-law, won that opportunity. He took it as a sign from God that he was supposed to come to America and make it his home. A kind, funny,

hardworking guy who overcame many obstacles now owns a kitchen remodeling company and is my daughter's husband and father to four of my precious grandkids!

New life, new dreams, and new opportunities always have challenges, but how inspiring to know they can be overcome. We are the people we have become because of how we met those challenges and how we overcame!

May this issue cause you to ponder your life, your dreams, and the opportunities that you still want to realize.




BE STRONG – BE FIERCE – BE CARING –  
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Warmly, Delilah



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### ▶▶ partner spotlight

Photography by Casey James

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#### What is the Arizona Sands Club?

It is Tucson's premier private business and social club—located inside the Lowell-Stevens Football Facility at the University of Arizona. The Club provides members with an unforgettable experience against the backdrop of our football field and the majestic Catalina Mountains. A versatile and unique environment that offers the perfect setting for business or leisure. The Club includes dining areas, an outdoor patio overlooking the University of Arizona campus, an expansive bar area, a Welcome Lounge, co-working spaces, a private dining room, and an executive boardroom.



#### As a REALTOR®, how can I benefit from club membership?

The Arizona Sands Club is where you can take a client to lunch, host your weekly/monthly team meeting, or celebrate your latest closing. Our Welcome Lounge, Productivity Zone, and Executive Board Room were thoughtfully designed to make working from the Club easy. Find cutting-edge, high-tech audio-video resources and high-speed internet access throughout the Club. Looking to grow your sphere of influence? The Arizona Sands Club offers networking events and exclusive opportunities for members. Club membership offers the chance to connect with a creative, diverse, and passionate professional group in Tucson. Plus, as a member, you'll have access to worldwide travel privileges as part of the Invited network. We take pride in our exceptional hospitality; we know each of our members and greet you by name. This is your home away from home. We take you from working with your colleagues to celebrating with your family and everything in between!



# HEDY RAMANI

## *A Beautiful Life*



from iran to america ◀◀

By Zachary Cohen

Photography by Jacquelyn Buck

**B**orn in Tehran, Iran, in 1977, Hedy Ramani's life has taken her on a winding road and through many countries and cultures. She left Iran at just three years old, during a period of political upheaval and outright revolution. Over the years, Hedy lived all over Europe, from Turkey to Italy.

*"It's a very long story," Hedy says. "The last country I was in was Italy, in Milan, the north of Italy. I graduated from the University of Milan with two bachelor's degrees: English literature and international relations. I met my husband there, which is why I moved to Tucson."*

### COMING HOME

In Italy, it's a custom to help friends and family feel welcome when visiting from out of the country. Hedy first met Tony, an American, when he visited Italy for a wedding.

*"His father knew my father from 40 years ago. When somebody visits Italy from a family or friend, we'd help them navigate. My father called me one day, and he said, 'My good friend's son is going to a wedding. He is flying to Milan for two days.'"*

Hedy agreed to pick Tony up at the airport and show him around Milan. The pair immediately hit it off, forming a connection that seemed to defy logic.

*"It felt like I knew him from a long time ago. We had a long conversation, and I felt like we had so much in common."*



After Tony returned to the U.S., Hedy continued to keep in touch with him. He'd come to visit her in Italy every three months. Eventually, he asked her to move to Tucson, where he lived.

*"He asked me, 'Why don't you come and see how life is here?'"*

In September 2010, Hedy moved to Tucson. One year later, she and Tony got married.

**A MULTICULTURAL AGENT**  
Tony worked in real estate building and development, and Hedy soon began helping him with backend work. In 2015, she got her real estate license.

*"Without my husband's tremendous support, I wouldn't be successful," Hedy says.*

Hedy took an immediate liking to real estate sales and soon began to expand her business beyond new construction. Year by year, her business grew, and she ascended into the upper echelon of real estate agents.

*"My business today is really good. I'm doing really good," Hedy smiles.*

Today, Hedy hangs her license with Engel & Volkers, a company with an international brand to match Hedy's vast cultural experiences. In real estate, she is able to leverage her background for the benefit of her clients.

*"Living in different countries—that helped me connect with people. I have great friends in every part of the world."*

...





“

*Living in different countries—that helped me connect with people. I have great friends in every part of the world.*”



•••

Even more so, Hedy’s multicultural background helps her connect with people from all walks of life. She speaks four languages fluently: Farsi, Turkish, Italian, and English.

“That experience helps me in real estate, too. I’m dealing with different people, different cultures, and different mentalities. It’s been very helpful for me. Making a connection is the most important part.”

**FUN FACT**

Hedy spends most mornings working on her blog and her Instagram page, which both tell stories about American life and culture in Farsi. She has over 40,000 followers on Instagram.

**A BEAUTIFUL LIFE**

Hedy has lived in many places around the globe, and there’s nowhere she’d rather be than Tucson, Arizona. She lives with her husband, Tony, and her 19-year-old dog, Tommy, who has traveled the world by her side.

“Life is beautiful. I’m enjoying my time in Arizona. I love Tucson. I’ve never seen anything like this in the world, and I’m celebrating life every day. I enjoy every single day, driving around town, looking at the mountains, the sunset, the sunrise, and the cactus. It’s dreamy. Nature is amazing. There are friendly people in Arizona. I enjoy talking to people,” Hedy beams.

“And for now, I am very excited about my business. My business is growing really well. My goal is to be with my company for a long time and continue to be a high producer so I can help more and more people.”

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We are most passionate about ensuring confident home ownership. We love to educate our clients and agents on how the home works. We truly strive to provide the most thorough and customer-focused inspection experience. We know that buying a home can be very stressful, and the inspection can definitely make or break that decision. For that reason, we work with the agent to make sure all concerns are addressed in the proper manner without causing any unnecessary alarm.

**How did you get into home inspections?**

I got into home inspections because I wanted to be my own boss and truly help people. I wanted the ability to control my destiny and to have more time with my family. We've enjoyed building a team and getting to know and work with so many great and wonderful agents. My wife, Shanae, and I run the business. We have one other office staff, Amy, and three inspectors, Jovan, Kurt, and Curt. We've been in business since 2017 and have done over 3,000 inspections. We can cover nearly all of Southern AZ, including Tucson, Oro Valley, Marana, Vail, Sahuarita, Green Valley, Tubac, Rio Rico, Nogales, Benson, Sierra Vista, Bisbee, and more.

**What is a frequently asked question by REALTORS®?**

We often get asked, "What makes us different than other inspectors?" I really wish that was a simple answer. Some of the many things that we do are: Offer three different home inspection packages, we are a one-stop-shop offering pool inspections, sewer scoping, termite inspections, mold testing, etc. We have the latest and greatest technology to offer things that no other inspection company does (measured floor plans, virtual reports, estimates, appliance recall reports, etc.). The biggest difference is our commitment to providing the best customer experience and agent satisfaction.



*They fell in love with the first view.*

*let us give them the TOTAL view*

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**Ask about our exclusive packages and many added services offered.**

# RITIEK

# RAFI

## PASSIONATE ADVOCATE

### ▶▶ from afghanistan to america

By **Kylea Bitoka**  
Photography by **Kenya Kaetz**

“We lost my dad during the war in Afghanistan. My mom, sister, and I had to flee the country. Due to the lack of freedom for women, my mom could not continue to work. We had to leave our home to survive.” Ritiek Rafi and her family fled to Pakistan, where they lived for a few years until Ritiek applied for refugee status with the United Nations. At the time, Ritiek was in her early 20s, and her little sister was only nine years old. Ritiek’s mom did not speak English. The weight of starting over rested firmly on Ritiek’s young shoulders. It was up to her to find new opportunities and a safe place to live. “In my letter to the UN, I explained that we had no way of surviving in Afghanistan anymore and no way to return. It was a two-year process. I had to convince the UN that my father was gone and my family truly needed help.”



In 1999, Ritiek and her family came to the United States as refugees. Lutheran Social Services of the Southwest helped Ritiek and her family settle in Tucson. “The director of Luther Social Ministry, Fred Klein, taught me so much. He introduced me to people in the community. I felt welcomed; I started learning from each person I met.” Ritiek started learning the English language in fifth grade. Even though she could communicate in English, she still faced many challenges as she learned to navigate a new culture with different systems. Ritiek shares, “I had to find a job. I was worried about how we would afford the rent each month. I didn’t know how to purchase a car. It was difficult taking my mom to doctors and figuring out the health-care system.” Regardless of the challenges, Ritiek was hopeful and determined. “It was a new beginning, and that kept me motivated. I now had the opportunity to do anything and everything that I wanted to do. I had so much energy because I saw all of the opportunities ahead of me. Plus, I knew that my family needed me. They provided encouragement and support.” Ritiek worked two jobs at the same time to provide for her family. Even as she worked to find her way in this new country, a vision began to form in her mind. “I wanted to be able to give back to the community. I wanted to help others in the same way I was helped.”

Ritiek started working with Lutheran Social Services as a translator. She was then hired as a volunteer coordinator. Her work with refugees would lead to a job opportunity with the Arizona Department of Economic Security. “I worked for the department for six years interviewing refugees and processing their files.” When Ritiek bought her first home, it planted a seed in her mind. “As the REALTOR® helped us, it introduced me to the world of real estate. I especially enjoyed the house showings.” The agent who helped Ritiek with the purchase encouraged her to pursue real estate. It was a chance for Ritiek to help refugees in a new way. “She told me she had a lot of refugee clients, and she thought I would be a great addition to the team.”

Ritiek decided she was ready for a new challenge. Once again, she was immersed in a new world, but that didn’t deter her. She quickly learned the ropes, and every family she helped inspired her to keep going. “I was the one bringing a smile to their face. These families were so happy to be buying their first home, and I was happy to be a part of it.” When Ritiek joined Realty One Group Integrity, it allowed her to take her business to the next level. Ritiek treats each client like a member of her family. “Many of my clients are from different cultures. I teach them how to purchase in the United States and how the system works. I help my clients from the beginning, from improving credit scores to getting a loan, purchasing the house, and maintaining their brand-new investment.” Ritiek willingly goes the distance for her clients. Sometimes it’s a roller coaster ride to get them across the finish line and into a house. ...





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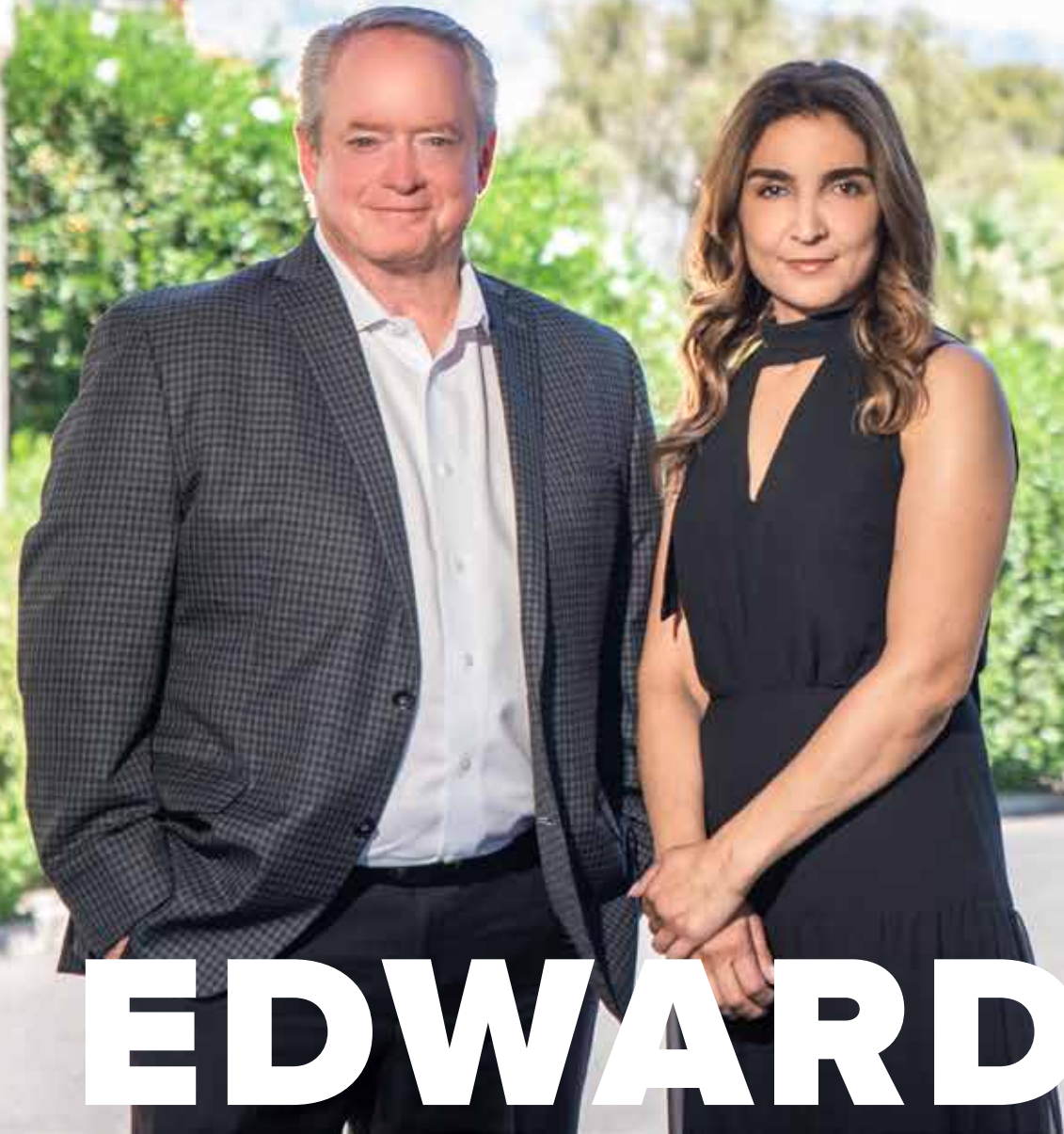
“There was one family that wanted to purchase a house, but they had no credit. I walked them through opening a credit card. I showed them how to write checks and pay bills. I worked with them until they built-up credit. When the loan officer approved their loan, it was so exciting.” The journey wasn’t over yet; after a few more ups and downs, the family finally made it to closing. “It was the best day. They were so glad. We are still in contact today. They call if they have any questions about their home, and I’m happy to help.”

In the community, Ritiiek continues to be an active advocate for refugees. As founder and president of Tucson Afghan Community, a nonprofit organization, she helps welcome refugees to Tucson. “We collect donations to aid with setting up their new homes. We also help with translation and finding employment. Between real estate, volunteering in the refugee community, and raising two kids, Ritiiek’s daily schedule is quite packed. “My daughter is 17, and my son is 13. We enjoy watching Bollywood movies together. We also love to travel and explore different places. We just came back from London in March.” Ritiiek admits it can be difficult to find balance. However, seeing the effect of her hard work makes all the difference. “At the end of the day, when I see the impact, it makes me happy. When a client tells me, ‘I don’t know what I would have done if you were not there,’ it motivates me to help more. It keeps me going.”



# TINA BABA

AND



# EDWARD MOORE

▶▶ from the united kingdom to america

By **Kylea Bitoka**  
Photography by **Casey James**

## OPPOSITES ATTRACT

Through each step of the transaction, jokes and laughter filled the office. “Even though Tina and I had worked in the same office, this was our first shared transaction. She had a listing, and I had a buyer,” shares Edward Moore. Tina Baba adds, “It was different than any other transaction; we laughed a lot.” After the transaction closed, Edward Moore stopped by her office with a proposal.

**“Let’s join forces; I think we’d be a great team.”**

Tina responded, “Let’s give it a shot!”

And that’s how a great partnership was born. Edward and Tina laugh as they tell the story. After a year of working out the details, they were officially a real estate duo—Moore-Baba Real Estate Professionals. As Tina fondly refers to them, “We’re chalk and cheese.” For those a little rusty on UK expressions, it means they are practically opposites—very different from each other.

While there might be a world of differences between them, both share a passion for client-focused real estate transactions and a good sense of humor. “Our business is 99% referral-based; people trust us. We do not operate like a machine, and that’s what makes us stand out.” Tina and Ed handle each transaction, which allows them to offer service with a personal touch.

Edward shares, “I had one client that I showed 93 houses. We could look at 30 houses in an hour. He would walk into a house and know within 10 seconds it wasn’t the one. On the 93rd house, he walked in and said, ‘I’m home.’” Afterward, their client took them to a restaurant to celebrate. “I’m not exaggerating when I say he ordered everything on the menu! He wanted us to get a taste of his culture.” Edwards laughs as he adds, “Tina and I walked out with bags of to-go boxes!” Another client invited Tina, Edward, and their spouses over for a BBQ when Edward stopped by to pick up

mail from the previous owner. The family also had a referral for them.

“When you work with us, it’s not boring.” Both Edward and Tina chuckle. “I think our clients appreciate our humor and our straightforward approach. Our clients’ needs come first. We always take the time to get to know each client. We do whatever is needed to make each transaction as stress-free as possible.”

From their different life experiences, Tina and Edward each offer a unique perspective and skill set. It’s their differences that make them a strong and versatile team.

### A CLOSER LOOK

*Tina Baba*

Tina launched her real estate career in the United Kingdom. “Originally, I planned to go to university and become a surveyor or architect. When I finished high school in the UK, I stayed on for 6th form and then did a BETC course in building construction. I learned about construction and using CAD software to create drafts and sketches.”

Then she discovered it would require seven years of school to pursue either career option. Tina chuckles and shares, “I abandoned ship.” However, her passion for building and structures remained. That’s when a friend suggested real estate.

...

“I found a job opening for an estate agency branch in Twickenham that had just opened. I went for the interview and got the job.” At the age of 19, Tina became the fourth founding member of the new estate agency called Dexters. “I knew nothing about selling houses, but I quickly learned the ropes.” Soon Tina was the highest-selling estate agent in her office. “I won the award for the most volume three years in a row and set the benchmark for Dexters to grow so quickly.” It’s an achievement that becomes even more impressive when you understand the real estate process in the UK.

In 2001, Tina’s husband David found a job in the United States, which prompted their family to move to California. By 2009, they were living in Arizona, and Tina decided to jump back into real estate. “When I started real estate in the US, I was gobsmacked on how it all worked—there was no base salary—there is a system called MLS—Open Houses.” Tina explains, “Real estate in the UK is old school. You have to know the area and be on good terms with competitors because that’s how you get comps. Open houses don’t exist, and only the listing agent shows the house. We didn’t have MLS or lockboxes. Keys are tagged and kept in the back of the office. It was a nightmare keeping track of the keys. Sometimes agents would sign them out and not return them.” Agents in the UK receive a base salary plus commission and a car allowance. Tina adds, “The commission in the UK is quite low, so you need to sell a lot of



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homes to make decent money.” As usual, Tina quickly caught on, and her real estate career once again took off.

In her free time, Tina enjoys spending time with her family. Tina and David have three daughters, Hannah, Holly, and Rebekah. Hannah studies law at the University of Arizona. Both Holly and Rebekah are seniors at Tanque Verde High. “Our favorite interest as a family is jiu-jitsu. I am a part-owner of two schools in town, called Inverse Jiu-Jitsu, and I also coach classes.” Both David and Tina travel and compete in jiu-jitsu competitions around the United States. “I always wanted to do a type of martial arts for the confidence and protection it offers. I picked jiu-jitsu because it’s a more defensive style. It teaches how to get out of different situations. Once I started, I fell in love with it. It’s a great stress reliever for me.” When she’s hanging out with her girls, Tina admits, “We love to shop! We enjoy discovering cute little boutiques with unique finds.”

*Edward Moore*

“Real estate runs in my family. My mom had her license for over 50 years, so I grew up in the industry. I remember many weekends spent with my mom at open houses. My mom and sister were partners in real estate for many years.” Edward’s dad was an insurance agent, but he also had his real estate license, so he could help out if needed.

However, Edward did not pursue real estate right away. He opted for a career in the advertising industry. “I was working with



a firm based in New Jersey and traveling all over the United States to pitch brand managers on our outdoor advertising services. It was a lot of travel. One day when I got back from a business trip, I realized my oldest son was taller than me. That’s when it hit me; I needed to slow down. I wanted more time with my family. I got my real estate license and joined my mom as her partner.” From there, Edward and Tina would partner to take their businesses to the next level.

In 2019, Edward and Tina faced an unexpected challenge. Edward shares, “In September, I suffered a massive brain injury. Tina kept our business running and encouraged me on my recovery journey. I am so thankful for all of her support. It speaks volumes about her integrity and character.” It was a long road to recovery. He had to go through therapy for a year and a half. His wife went to real estate school so she could help out if needed. With his strong will and good support system, Edward was able to pull through.

From Sunday dinners to family vacations, Edward enjoys the time he can spend with his family. “I’ve been married to my beautiful wife, Carri, for over 20 years. We have four kids, Brandon, Brenna, Blake, and Brooklynne. We also have four grandkids Adalin, Aiden, Emerson, and Elena. These days, I’m spending a lot of time with my family. I do sneak in an occasional golf game, and I also love to barbecue. I have a barbecue team with my buddies Greg and Ken.”

As members of Long Realty 1926 Circle Of Excellence, Tina and Edward look forward to the continued growth of their business. “Currently, we work in Tucson and Phoenix. However, we would like to expand our business to Hawaii and San Diego.” No matter where on the globe they are operating, there’s one thing that won’t change—their clients can expect an amazing experience served with a good dose of fun and laughter.

# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–May 31, 2022

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty 06 (495201)	151.0	51,682,739	342,270
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	140.5	46,126,200	328,300
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	144.0	45,852,112	318,417
4	Kyle Mokhtarian (17381) of KMS Realty (51920)	137.5	42,809,350	311,341
5	Lisa M Bayless (22524) of Long Realty Company (16717)	73.0	42,542,242	582,770
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	110.5	38,069,762	344,523
7	Susan M Hansen (39241) of MTH Realty LLC (5383)	75.0	29,098,142	387,975
8	Robert Bitteker (33063) of PCD Realty LLC (4826)	60.0	28,240,304	470,672
9	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	61.5	27,890,878	453,510
10	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	78.5	27,530,802	350,711
11	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	45.0	26,272,740	583,839
12	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	43.0	26,034,825	605,461
13	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	39.0	25,948,007	665,334
14	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	24.5	25,917,950	1,057,876
15	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	58.5	23,211,100	396,771
16	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	43.0	23,048,151	536,004
17	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	67.5	22,867,782	338,782
18	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	45.5	22,133,991	486,461
19	Sandra M Northcutt (18950) of Long Realty Company (16727)	34.0	22,130,301	650,891
20	Aaron Wilson (17450) of Keller Williams Southern Arizona (478306) and 1 prior office	53.0	20,213,631	381,389
21	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	7.0	19,970,750	2,852,964
22	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	54.0	17,936,750	332,162
23	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	21.5	17,598,322	818,527
24	Jose Campillo (32992) of Tierra Antigua Realty (2866)	64.0	16,960,400	265,006
25	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	49.5	16,910,532	341,627
26	Laura Sayers (13644) of Long Realty Company (16717)	33.5	16,773,301	500,696
27	Patty Howard (5346) of Long Realty Company (16706)	17.0	16,259,201	956,424
28	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	32.5	16,181,200	497,883
29	Tom Ebenhack (26304) of Long Realty Company (16706)	33.0	16,121,648	488,535
30	McKenna St. Onge (31758) of Gray St. Onge (52154)	16.0	16,047,813	1,002,988
31	Tim Rehrmann (25385) of eXp Realty (495206)	47.0	15,937,722	339,100
32	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	33.0	15,870,665	480,929
33	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	42.5	15,488,000	364,424

Rank	Name	Sides	Volume	Average
34	Yvonne C Bondanza-Whittaker (58689) of Realty ONE Group 03 (580803) and 1 prior office	48.0	15,383,850	320,497
35	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	16.0	15,293,500	955,844
36	Jay Lotoski (27768) of Long Realty Company (16717)	43.5	15,282,400	351,320
37	Brittany Palma (32760) of 1st Heritage Realty (133)	41.0	15,260,300	372,202
38	Paula Williams (10840) of Long Realty Company (16706)	24.0	14,758,101	614,921
39	Maria R Anemone (5134) of Long Realty Company (16727)	9.0	14,711,112	1,634,568
40	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	25.0	14,610,520	584,421
41	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	32.5	14,326,700	440,822
42	Jameson Gray (14214) of Gray St. Onge (52154)	13.0	14,294,213	1,099,555
43	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	23.5	14,238,505	605,894
44	Angela Tennison (15175) of Long Realty Company (16719)	21.0	14,009,005	667,095
45	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	36.5	13,966,900	382,655
46	Alan M Aho (58433) of ATLAS AZ, LLC (52169)	37.0	13,960,740	377,317
47	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty -472205	18.0	13,671,555	759,531
48	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	24.5	13,585,800	554,522
49	Jim Storey (27624) of Long Realty Company (16706) and 1 prior office	13.0	13,261,966	1,020,151
50	John E Billings (17459) of Long Realty Company (16717)	25.0	13,243,659	529,746

**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–May 31, 2022

Rank	Name	Sides	Volume	Average
51	Patricia Sable (27022) of Long Realty Company (16706)	12.0	13,237,600	1,103,133
52	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	9.5	13,098,500	1,378,789
53	Brenda O'Brien (11918) of Long Realty Company (16717)	21.0	13,049,500	621,405
54	Laurie Hassey (11711) of Long Realty Company (16731)	26.5	13,020,200	491,328
55	Debbie G Backus (6894) of Backus Realty and Development (2422)	14.0	12,407,000	886,214
56	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	8.0	12,381,000	1,547,625
57	William Daniel Wesson (728) of The Waterfall Group, L.L.C. (2262)	46.0	12,355,358	268,595
58	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	38.0	12,281,120	323,187
59	Tori Marshall (35657) of Coldwell Banker Realty (70207)	28.5	12,272,700	430,621
60	Bruno Arapovic (62634) of Home Smart LLC (3524)	37.0	12,128,200	327,789
61	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	16.0	12,025,861	751,616
62	Madeline E Friedman (1735) of Long Realty Company (16719)	19.0	12,004,348	631,808
63	Matthew F James (20088) of Long Realty Company (16706)	14.5	11,973,100	825,731
64	Sue Brooks (25916) of Long Realty Company (16706)	19.0	11,930,250	627,908
65	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	37.0	11,762,450	317,904
66	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	27.5	11,534,400	419,433
67	Sherri Vis (54719) of Redfin (477801)	24.0	11,519,900	479,996
68	Joshua Waggoner (14045) of Long Realty Company (16706)	10.0	11,510,000	1,151,000
69	Rob Lamb (1572) of Long Realty Company (16725)	14.0	11,453,410	818,101
70	Barbara C Bardach (17751) of Long Realty Company (16717)	13.0	11,351,832	873,218
71	Tyler Lopez (29866) of Long Realty Company (16719)	34.0	11,244,827	330,730
72	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	27.0	11,238,500	416,241
73	Leslie Heros (17827) of Long Realty Company (16706)	26.5	11,095,700	418,706
74	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	24.5	11,063,400	451,567
75	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	21.0	11,061,200	526,724
76	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	35.0	11,004,500	314,414
77	Suzanne Corona (11830) of Long Realty Company (16717)	7.0	10,995,000	1,570,714
78	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	23.0	10,960,060	476,524
79	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	15.0	10,945,303	729,687
80	Pam Ruggieri (13471) of Long Realty Company (16719)	23.0	10,896,595	473,765
81	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	30.0	10,821,628	360,721
82	Kynn C Escalante (8137) of WeMoveTucson (2536)	14.0	10,803,500	771,679
83	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	26.0	10,633,381	408,976

Rank	Name	Sides	Volume	Average
84	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	28.0	10,619,500	379,268
85	Tom Peckham (7785) of Long Realty Company (16706)	12.0	10,559,370	879,948
86	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	25.5	10,455,131	410,005
87	Lisa Korpi (16056) of Long Realty Company (16727)	20.0	10,385,500	519,275
88	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	27.0	10,299,750	381,472
89	Danny F Kallay (62917) of Launch Real Estate (5959)	34.0	10,279,500	302,338
90	Paula J MacRae (11157) of OMNI Homes International (5791)	17.5	10,243,650	585,351
91	Heather Shallenberger (10179) of Long Realty Company (16717)	28.0	10,229,615	365,343
92	Lisette C Wells-Makovic (21792) of Redfin (477801)	24.0	10,196,600	424,858
93	Cheryl Kypreos (59565) of HomeSmart (352401)	31.0	10,171,600	328,116
94	James Servoss (15515) of Keller Williams Southern Arizona (478306)	32.0	10,149,170	317,162
95	Tony Ray Baker (5103) of RE/MAX Select (51543)	23.0	10,121,500	440,065
96	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	19.5	10,058,988	515,846
97	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	23.5	10,040,800	427,268
98	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	14.0	10,021,990	715,856
99	Jeffrey M Ell (19955) of eXp Realty (495211)	23.0	9,954,039	432,784
100	Christian Lemmer (52143) of Engel & Volkers Tucson (5162001)	11.5	9,907,400	861,513

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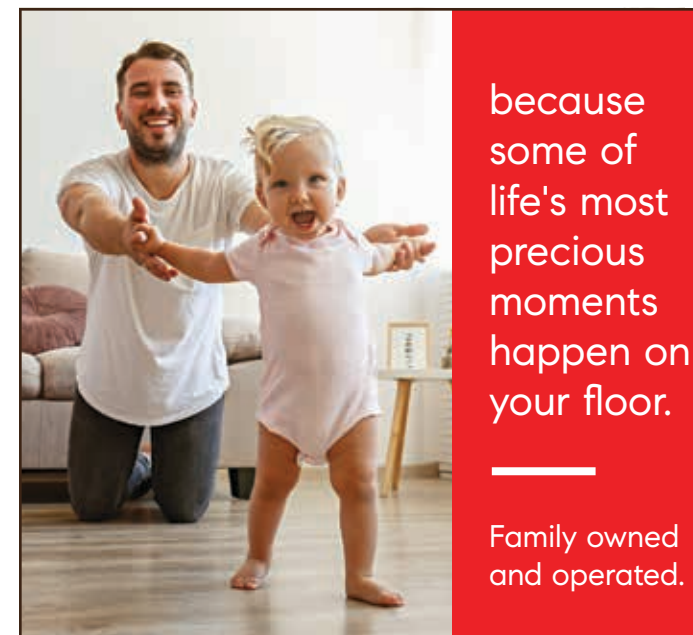
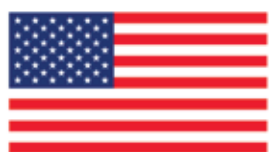
2012-2014  
DIRECTOR HEARTH  
FOUNDATION AND  
VICTOR MURGAH  
AWARD RECIPIENT

2015  
TREASURER  
WCR AND TAR  
CHARITABLE  
FOUNDATION

2016-2022  
DIRECTOR  
TAR CHARITABLE  
FOUNDATION

2019  
NAMED COMMUNITY  
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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–May 31, 2022

Rank	Name	Sides	Volume	Average
101	Nestor M Davila (17982) of eXp Realty (495213) and 1 prior office	30.5	9,757,820	319,929
102	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	22.5	9,677,380	430,106
103	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	10.0	9,639,000	963,900
104	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	21.5	9,453,955	439,719
105	Gary B Roberts (6358) of Long Realty Company (16733)	17.5	9,369,130	535,379
106	Tracy Wood (36252) of Realty One Group Integrity (51535)	14.5	9,362,248	645,672
107	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	24.0	9,289,175	387,049
108	Sonya M. Lucero (27425) of Long Realty Company (16719)	21.5	9,167,300	426,386
109	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	26.0	9,167,240	352,586
110	Rocco A Racioppo (10187) of Keller Williams Southern Arizona (478306)	6.5	9,101,000	1,400,154
111	Matt Bowen (53352) of Coldwell Banker Realty (70204)	24.5	9,006,700	367,620
112	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	18.5	8,928,943	482,646
113	Ronnie Spece (19664) of At Home Desert Realty (4637)	22.0	8,806,600	400,300
114	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	12.0	8,800,000	733,333
115	Iris Pasos (38869) of Tierra Antigua Realty (286610)	20.0	8,798,650	439,932
116	Jenni T Morrison (4744) of Long Realty Company (52896) and 1 prior office	8.0	8,775,500	1,096,938
117	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478306)	23.0	8,711,050	378,741
118	Douglas J Sedam (55438) of SBRanchRealty (51898)	14.0	8,660,000	618,571
119	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	23.5	8,622,450	366,913
120	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	20.0	8,424,550	421,228
121	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	18.0	8,405,332	466,963
122	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	17.0	8,404,541	494,385
123	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	13.0	8,336,675	641,283
124	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	31.0	8,306,600	267,955
125	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	26.0	8,276,500	318,327
126	Bob Norris (14601) of Long Realty Company (16733)	17.5	8,244,130	471,093
127	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	9.0	8,226,000	914,000
128	Jennifer C Anderson (16896) of Long Realty Company (16724)	18.5	8,155,900	440,859
129	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	15.0	7,954,835	530,322
130	Jason A Pyle (59789) of Trelora Realty (52039)	23.0	7,921,995	344,435
131	Nicole Jessica Churchill (28164) of eXp Realty (495208)	22.0	7,842,300	356,468
132	Erin S Keller (30432) of Tierra Antigua Realty (286601)	14.5	7,839,950	540,686
133	Christina Esala (27596) of Tierra Antigua Realty (286607)	18.0	7,817,400	434,300

Rank	Name	Sides	Volume	Average
134	Richard M Kenney (5903) of Long Realty Company (52896) and 1 prior office	10.0	7,790,800	779,080
135	Tim S Harris (2378) of Long Realty Company (52896) and 1 prior office	13.0	7,778,250	598,327
136	Blaire C. Lometti (57232) of Realty One Group Integrity (5153501)	17.0	7,774,900	457,347
137	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	11.0	7,699,050	699,914
138	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	17.0	7,626,450	448,615
139	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	19.5	7,554,705	387,421
140	Michele O'Brien (14021) of Long Realty Company (16717)	17.0	7,500,865	441,227
141	Nancy A Mancuso (3144) of Russ Lyon Sotheby's International Realty -472203	4.0	7,415,000	1,853,750
142	Lindsay L Liffengren (4949) of RE/MAX Excalibur (4535)	19.5	7,405,833	379,786
143	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	11.5	7,381,747	641,891
144	Kemena Rene Duany (37934) of OMNI Homes International (5791)	18.0	7,379,900	409,994
145	Michael Shiner (26232) of CXT Realty (5755)	12.5	7,371,550	589,724
146	Cathleen E Jernigan-Rios (38529) of Realty One Group Integrity (51535)	20.5	7,349,850	358,529
147	Dina M Hogg (17312) of eXp Realty (495204)	24.0	7,349,000	306,208
148	Jenifer Adamson Jankowski (52926) of Long Realty Company (16717)	14.0	7,342,000	524,429
149	Mary Vierthaler (12199) of Long Realty Company (52896) and 1 prior office	12.0	7,329,500	610,792
150	Lonnie Williams (61428) of Redfin (477801)	17.0	7,318,000	430,471

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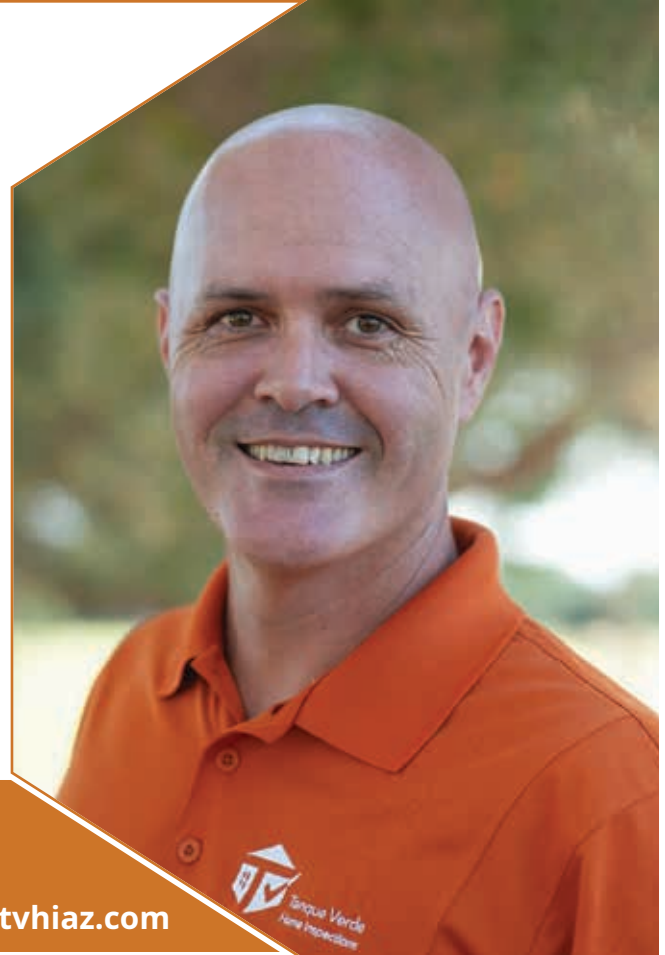




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