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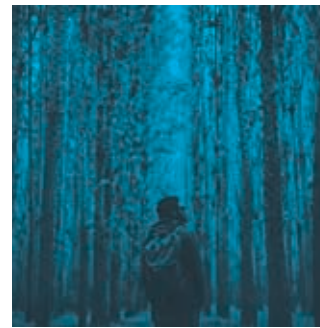


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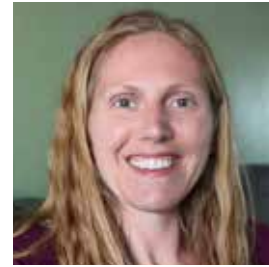
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# WEAR A SOMBRERO IF YOU DARE!

In Cinco de Mayo fashion, *Tucson Real Producers* celebrated some of the most successful agents in Tucson! Beyond being successful, the REALTORS® in our community are generous and appreciate the opportunities to make an impact on the nonprofits in our city!

Ben's Bells was thrilled to receive a donation of \$4000 to shower kids with the message of how kindness can change lives. Learning about the people and missions behind each nonprofit has been enlightening, to say the least. It certainly takes focus and determination to launch such an endeavor, and to keep it going for 20 years relying on donations must truly take passion! We, as a group, are honored to share in a small part! And thanks to all of you who donated and came out!

None of this fun can happen without the partners who support our mission of shining the light on the great REALTORS® in Tucson. They have come alongside TRP to support the REALTORS® and look forward to finding a way to make transactions with your clients a professionally positive experience.

Huge thanks to those partners who made this event possible.

**Chad Casper** – The Casper Team – Pillar to Post Home Inspections

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Our next event will be in August! If you have a charity that is near and dear to your heart that you think we should consider supporting, let me know. Text me at 520-838-1835, email me, or give me a call.







...  
Enjoy the pictures! And make sure and look for our emails for updates on what is coming next!

If, for some reason, you have stopped receiving our emails, please reach out so we can help troubleshoot. We have adopted a new system, and some of you are out of the loop and not getting our notifications.




Gabe Zimmerman Trail  
Photography by  
Danielle Bower

# TIME TO HIT THE TRAIL

Check out one of these trailheads on your next hike!

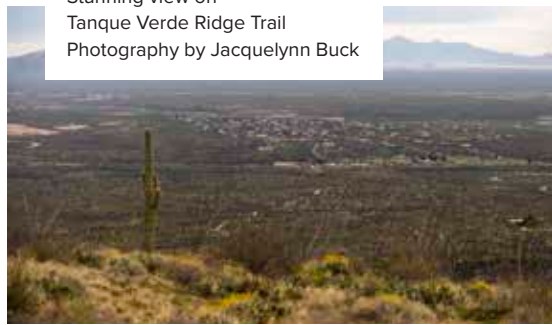
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Tanque Verde Ridge Trail— A strenuous trail; however, the views and seasonal wildflowers are certainly worth the hike up!

Sunset at Tanque Verde  
Ridge Trail Photography  
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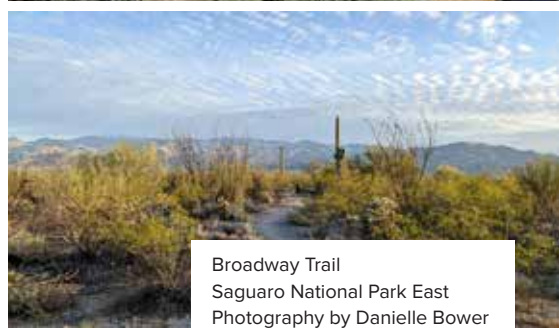
Seven Falls Trail  
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Cienega Creek on Gabe  
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## What is your favorite hiking trail?



Meadow Trail on Mt. Lemmon. Birds, flowers, views. It has it all!  
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One of my favorite activities is hiking. My favorite hike is in between Tucson and Sonoita off Highway 83. Turn onto Madera Canyon and go to Box Canyon. Hike up the hills and see for miles at the top of the hill. It's an awesome sight!  
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I love Signal Hill on the West side of the Tucson Mountains for kiddos. It is a short hike, and you end up at some great petroglyphs! Sanctuary Cove is beautiful, too!  
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# JOHN & SYLVIA OLBERDING

A Daring Desert Duo

By **Brian Amend**  
Photography by **KC Creative Design**

“There’s no such thing as shoveling sunshine.” It’s one of many things that REALTORS® John and Sylvia Olberding enjoy about Tucson. They have lived in many locations throughout the world but have come to love Tucson most of all. “We just kind of fell in love with the Sonoran Desert,” John explained, mentioning the Saguaro cacti that are exclusive to their part of the world. “Growing up in Minnesota, everything was green. I appreciated that, but we have a different kind of green here,” John related, speaking of their location in Tanque Verde, which means “green basin.”

Sylvia and John met in Germany when Sylvia was working as an international flight attendant. Previously, Sylvia had experienced a layover in the Tucson area and described her experience: “I remember looking out over the desert and thinking, ‘I would love to live here.’ Never at that time did I think I would be living here.” Now John and Sylvia call Tucson their home, and they are an adventurous REALTOR® team with Long Realty.

▶▶ teaming up



John began studying for his real estate license a little less than half a year after retiring as a Chief Master Sergeant in the United States Air Force with 30 years of service in 2014. He began practicing as a REALTOR® in the fall of that year and has enjoyed success in the field, with more than 9 million in sales last year. He has been with Long

Realty from the beginning and has noticed changes in the field over the years. These include corporate buyers becoming more actively involved in the market and individual clients finding more properties on their own via online research, all contributing to increased velocity of transactions. Sylvia joined John as a REALTOR® three years ago, leaving

behind a teaching career in Vail’s Cienega High School. Both Sylvia and John have master’s degrees in public administration, and Sylvia obtained a master’s degree in education as well. Comparing the two careers, Sylvia sees a lot of similarities—for instance, the importance of planning and organization in both fields. For this, Sylvia carries around a physical



calendar planner, unlike many who have gone wholly digital. “When John asks me for anything, I say, ‘Let me pull out my calendar.’ One time he joked, ‘Typical teacher, always got the planner out.’” Similar to when a teacher’s lesson plans go awry and approaches and strategies must be modified to meet the new situation, REALTORS® must improvise to maintain timelines and achieve the best outcome for both buyer and seller when challenges to transactions arise.

One of the biggest differences between being a REALTOR® and being a teacher for Sylvia is the former allows more

variance in scheduling. Sylvia laughed, “As far as the day-to-day, it’s much more flexible. I have more time—except when I’m busy, and then I don’t have any time. I have more time to be busy in.” Working as a team, John and Sylvia can often divide up tasks to produce even more flexibility for clients. Although they will often together go house-hunting with a client or to engagements such as listing appointments, they are sometimes able to divide and conquer: “We might have to do inspections on one house and at the same time have a closing and need to meet with clients at the escrow company. It works well.” John and Sylvia have two grown



children, Mark and Peter, who both commute to the University of Arizona from home. Mark, 23 years old, and a senior finishing a bachelor of science degree in criminal justice, plans to join the fire service after graduation. Peter, 21, is a junior and, upon completion of his studies and an ROTC curriculum, will become a lieutenant in the United States Air Force. Both children intend to follow in their father’s path of public service.

Both John and Sylvia love camping; they own a camper as well as an RZR UTV. The camper was a necessity for John because, between dealing with rain and the hard desert ground, he was quite uncomfortable in a tent: “A camper’s nice because you’ve got the bathroom, and you’ve got the stove if you want to heat something up. You’ve got a microwave, a sink to wash dishes in, a warm bed to sleep in.” Sylvia grew up camping as well, “but in tents.” Both Sylvia and John enjoy the camper and riding in their RZR UTV as well as on ATVs. Sylvia has driven the UTV before and may give it a go again but has recently let John do most of the driving: “We



“

## I REMEMBER LOOKING OUT OVER THE DESERT & THINKING, ‘I WOULD LOVE TO LIVE HERE.’ NEVER AT THAT TIME DID I THINK I WOULD BE LIVING HERE.

took a camping trip to Patagonia, and I was driving an ATV. Due to the steep incline, it felt like I was driving straight up. I was afraid the ATV might lose its bearings. I said, ‘Never again.’ So I let John do most of the driving now. But maybe next trip, I’ll dare to drive the UTV, the side-by-side.”

John and Sylvia typically go about once a year to the White Mountains, their favorite camping event being the White Mountain UTV Jamboree in Eagar and Springerville. John was first invited to this event by one of his master sergeants while actively serving in the United States Air Force. John borrowed the master

sergeant’s ATV at that time, not having one himself. Thoroughly enjoying taking in the sights of the trails when riding out after breakfast, John and the other riders came to an open-air spot where some cowboys maintained a big black kettle full of biscuits and gravy as well as coffee to go with them. As John and his fellow riders ate and drank, the cowboys regaled them with a story in rhyme and song. After this interlude, they rode on down the trails with further stops, each day totaling about 80-100 miles of distance. Stopping at a local restaurant for lunch, they rode back to the spot where the cowboys had replaced the biscuits and gravy with peach cobbler and were still offering

coffee with which to wash it down. When they arrived back at camp, a DJ provided music, food was being served, and a raffle was transpiring, “just a lot of entertainment.” The next year, the master sergeant who had invited John to the Jamboree had moved away, and John had not yet purchased his own ATV. Remediating that lack the year after, he has been back annually since, with, of course, a camper. No matter what adventure John and Sylvia get into, they enjoy being together and living their life—whether spending time in the White Mountains or working to achieve the dreams of their clients who also want to make Tucson’s Sonoran Desert home.





# ESCAPE TO THE GREAT OUTDOORS

Sunny days & Starry nights await!

## ▶▶ camping inspiration

Photography by Jacquelyn • Information courtesy of USDA Forest Service

Summer is around the corner! Here are some places where you can escape the desert heat and enjoy a fun weekend get-away.



### SAFFORD RANGER DISTRICT

This recreation area is the home of the Coronado's most extensive mountain range, the Pinalenos, and topped by the highest peak in southern Arizona, 10,720 foot Mt. Graham. A scenic road named the Swift Trail (Hwy 366) leads into these unique mountains and provides access to campgrounds, forest trails, and fishing at Riggs Lake.

*Arcadia Campground* is the first campground visitors encounter on their way up Mount Graham by way

of the Swift Trail (AZ 366). Arcadia Campground is shaded by stands of tall ponderosa pine interspersed with Gambel oaks and Arizona walnuts. Such a diverse habitat makes this an excellent area for bird watching. Watch for poison ivy!

*Cunningham Campground* Located high in the Pinalenos Mountains in an open, grassy stand of aspen and fir, this campground was constructed to provide a more primitive camping experience than most forest campgrounds. Nearby there are plenty of foot and equestrian trails.

### SANTA CATALINA RANGER DISTRICT - MT. LEMMON

*Rose Canyon Lake and Campground.* This trout fishing lake is tucked away in a picturesque stand of ponderosa pines high on the slopes of the Santa

Catalina Mountains. Tall trees and rocky slopes line the shore and are reflected in the lake's sheltered waters. Rose Canyon Lake Trail #37 leads around the water's edge and provides access to the lake. It is handicap accessible, from a lower parking area to a floating dock near the dam.



### ARIZONA WHITE MOUNTAINS - SHOW LOW, PINETOP-LAKESIDE, GREER

The White Mountains region of Arizona offers mountain lakes, cool temperatures, and pine forests. Great spot for camping enthusiasts and summer activities like fishing, boating, hiking, and bicycling.

▶▶ we ask, you tell!



## Camping or Glamping?!

What's your favorite campground in Arizona?



Hyatt Regency Scottsdale Resort & Spa. I will bring supplies!  
**GABRIELLE FEINHOLTZ**  
COLDWELL BANKER REALTY



Rancho Sedona  
**SHERRI GILLETTE**  
CARING TRANSITIONS



Some of my favorite campsites are Lake Patagonia, Havasupai, and anywhere on Mt Lemmon.  
**CHAD CASPER**  
PILLAR TO POST HOME INSPECTIONS



Our favorite is boondocking in Flagstaff!  
**NICOLE PALESE**  
TIERRA ANTIGUA REALTY



Hannagan Meadows on the Apache-Sitgraves National Forest  
**SHERRY TUNE**  
COLDWELL BANKER REALTY



Does the JW Marriot at Starr Pass count?? (NOT a fan of camping!)  
**BARBARA MCFARLIN AND BRANDT MCFARLIN**  
LONG REALTY



Anywhere in Arizona in the high desert among the pine trees with a cozy cabin with heating or cooling and nice walking trails. That's my kind of camping, as my girlfriend calls it, "glamping."  
**SUE WEST**  
COLDWELL BANKER REALTY





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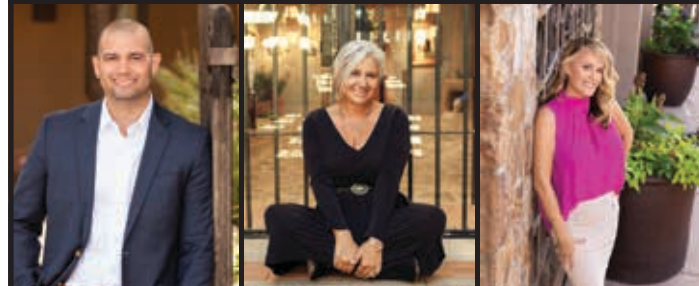
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▶▶ featuring

By Kylea Bitoka • Photography by Casey James

# CHRISTINA TIERNEY



Hiking Mt. Whitney



## New Day, New Adventures

“I like to do challenging things. I enjoy pushing my limits to see what I can do. It’s more about the journey than the destination.” Christina Tierney has experienced quite a journey, from 100k ultramarathons to climbing Mount Whitney and transitioning to real estate after a career in hotel management.

It was a cross-country move that launched Christina into new adventures. “I grew up in upstate New York. Moving from the east coast to the west exposed me to different things. In Tucson, you can be outside a lot of the year. Plus, there is easy access to the whole southwest.” Christina

discovered a new lifestyle in Arizona that included camping, trail running, and real estate. “Growing up, my parents never went camping.” Christina chuckles and adds, “My dad hated the outdoors unless it was a golf course.” A job offer provided the option to relocate. “I had a job opportunity in







Hiking with Harper

resort management with Miraval. My husband, Bryn, was in a master's program that he could do remotely." At the time, Christina and Bryn were living in Massachusetts, so moving to Arizona would be quite the transition. Christina laughs as she shares, "We almost didn't move here because I thought it would be too hot for my dog!" In the end, Christina decided the dog would adapt. In July of 2009, Christina and Bryn packed their car and drove across the country. Neither one had been to Tucson before. "We moved here sight unseen!" The desert heat gave them a hearty warm welcome. Christina jokes, "We thought, 'Oh no! What have we done?'" However, it didn't take long for them to fall in love with the desert lifestyle and the city of Tucson.

As a hotel operations manager, Christina was exposed to real estate as she assisted guests that were interested in villa ownership. Her experience in the hospitality industry prepared her for real estate. "As a hotel manager, I dealt with different aspects of the business from managing employees, creating a positive guest experience, balancing budgets, and overseeing capital improvement projects. Hotel management is all about the people, not only the people on your team but the people who are experiencing the resort. Each day was different; it's the same in real estate. It requires lots of hours, hard work, and problem-solving." Christina admits her career in hotel management happened accidentally. "As a teenager, I started working at a hotel's front desk; I worked my way up from there. I loved working in that environment, and the diverse skill set it required. However, it was time for a change. Real estate was the perfect platform to use the skills that I had already acquired."

With \$36 million in sales last year, it's clear Christina has found her calling in real estate. "Real estate offers the opportunity to work hard, enjoy ongoing learning, elevate one's skillset, and engage with the community. Things that are all important to me, but equally important is the ability to have some flexibility and live life." To help find more balance between life and the demands of real estate, Christina started working with a partner in 2021. "Frank Lococo and I met at Miraval. He called me when he was interested in getting involved in real estate. I had always wanted to be part of a team. As an individual agent, it can be a little lonely. It also helps both of us get time off."

When she's not in the office, Christina loves to get out in nature to reboot. "Spending time in the outdoors allows me to do my best work. It relieves stress and is important for my overall well-being. Sometimes when I go hiking, I lose cell coverage, so it's a good way to unplug." Christina's family shares her love of the outdoors. "Bryn and I have been camping for all of our marriage. We started with tent camping, but we now own a camper." One of her favorite



Tierney family camping trip

camping expeditions was a road trip through Colorado. "We started in Durango, then visited Ouray, Black Canyon, the Great Sand Dunes, Colorado Springs, and Estes Park. We saw a moose in Estes Park; it was magical. They are such majestic creatures." Their 2-year-old daughter, Harper, is becoming quite the little camper as well. "She loves to go camping. She gets so excited when we are getting ready for a trip." Spending time with the family also means making time for Penelope, a 6-year-old sulcata tortoise whose favorite treat is strawberries. "She was a Christmas gift from Bryn. We saw tortoises at the Ritz Carlton, and I had jokingly said that I wanted one."

In addition to camping, Christina enjoys trail running and hiking. "It's a powerful and moving experience to be out in the mountains." The first time she hiked Mount Whitney, she did it with friends. "The hike takes a full day; you start at 8,000 feet and go up to 14,000 feet." The second time she completed the hike, it was slightly more eventful. "I was hiking with my sister when a hail storm hit!" Thunder crackled, lighting lit up the sky, and hail rained down. "I must admit it was a little scary, but it was worth it. It is such a cool feeling to be on top of a mountain like that." Some day she hopes to hike the John Muir trail; it's a long-distance trail in the Sierra Nevada Mountain range of California, passing through Yosemite, Kings Canyon, and Sequoia National Parks. There's no doubt that many more adventures lie ahead for Christina in life, real estate, and on the trail.



“  
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IN THE OUTDOORS  
ALLOWS ME TO DO  
MY BEST WORK.**  
IT RELIEVES STRESS &  
IS IMPORTANT FOR MY  
OVERALL WELL-BEING.

”



# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–April 30, 2022

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	116.5	39,248,389	336,896
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	114.5	36,306,562	317,088
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	105.5	33,838,550	320,745
4	Lisa M Bayless (22524) of Long Realty Company (16717)	56.0	32,018,742	571,763
5	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	92.5	31,394,512	339,400
6	Kyle Mokhtarian (17381) of KMS Realty (51920)	102.0	31,255,350	306,425
7	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	39.0	23,617,000	605,564
8	Robert Bitteker (33063) of PCD Realty LLC (4826)	50.0	23,296,079	465,922
9	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	48.0	22,384,384	466,341
10	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	64.5	22,352,802	346,555
11	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	33.0	22,022,007	667,334
12	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	35.0	21,218,090	606,231
13	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	57.0	19,192,782	336,715
14	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	45.5	18,708,600	411,178
15	Susan M Hansen (39241) of MTH Realty LLC (5383)	49.0	18,689,430	381,417
16	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	18.5	18,575,450	1,004,078
17	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	39.5	18,350,991	464,582
18	Sandra M Northcutt (18950) of Long Realty Company (16727)	29.0	18,339,800	632,407
19	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	44.5	16,791,631	377,340
20	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	31.0	16,175,527	521,791
21	Patty Howard (5346) of Long Realty Company (16706)	16.0	15,702,213	981,388
22	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	19.0	15,683,872	825,467
23	McKenna St. Onge (31758) of Gray St. Onge (52154)	13.5	14,137,813	1,047,245
24	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	43.0	14,098,135	327,864
25	Jameson Gray (14214) of Gray St. Onge (52154)	12.5	13,444,213	1,075,537
26	Laura Sayers (13644) of Long Realty Company (16717)	27.5	13,329,301	484,702
27	Jay Lotoski (27768) of Long Realty Company (16717)	37.5	13,140,500	350,413
28	Jose Campillo (32992) of Tierra Antigua Realty (2866)	49.0	12,903,900	263,345
29	Tim Rehrmann (25385) of eXp Realty (495206)	37.5	12,816,222	341,766
30	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty -472205	17.0	12,716,555	748,033
31	Paula Williams (10840) of Long Realty Company (16706)	19.0	12,679,111	667,322
32	Jim Storey (27624) of Long Realty Company (16706) and 1 prior office	12.0	12,511,966	1,042,664
33	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	20.5	12,010,500	585,878

Rank	Name	Sides	Volume	Average
34	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	18.0	12,010,020	667,223
35	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	25.0	11,841,555	473,662
36	Patricia Sable (27022) of Long Realty Company (16706)	9.0	11,827,600	1,314,178
37	Debbie G Backus (6894) of P B Trading Company, Inc. (2422)	13.0	11,642,000	895,538
38	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	36.0	11,431,250	317,535
39	Laurie Hassey (11711) of Long Realty Company (16731)	22.5	11,216,525	498,512
40	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	30.0	10,906,500	363,550
41	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	22.0	10,905,750	495,716
42	Joshua Waggoner (14045) of Long Realty Company (16706)	9.0	10,865,000	1,207,222
43	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	12.0	10,853,500	904,458
44	Alan M Aho (58433) of ATLAS AZ, LLC (52169)	28.0	10,568,360	377,441
45	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	24.0	10,483,500	436,812
46	Tom Ebenhack (26304) of Long Realty Company (16706)	23.0	10,432,143	453,571
47	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	18.5	10,346,005	559,244
48	Matthew F James (20088) of Long Realty Company (16706)	13.0	10,233,100	787,162
49	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	6.5	10,174,500	1,565,308
50	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	33.0	10,122,450	306,741

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## 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–April 30, 2022

Rank	Name	Sides	Volume	Average
51	Brenda O'Brien (11918) of Long Realty Company (16717)	17.0	10,023,000	589,588
52	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	14.0	9,912,111	708,008
53	Christian Lemmer (52143) of Engel & Volkers Tucson (5162001)	11.5	9,907,400	861,513
54	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	27.0	9,843,400	364,570
55	Rob Lamb (1572) of Long Realty Company (16725)	12.0	9,765,210	813,768
56	Brittany Palma (32760) of 1st Heritage Realty (133)	29.0	9,683,950	333,929
57	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	5.0	9,529,250	1,905,850
58	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	5.0	9,457,000	1,891,400
59	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	13.0	9,256,990	712,076
60	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	29.0	9,009,720	310,680
61	Lisa Korpi (16056) of Long Realty Company (16727)	18.0	8,999,500	499,972
62	Suzanne Corona (11830) of Long Realty Company (16717)	6.0	8,985,000	1,497,500
63	Angela Tennison (15175) of Long Realty Company (16719)	15.0	8,978,000	598,533
64	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	22.0	8,862,381	402,836
65	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	21.5	8,824,400	410,437
66	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	12.0	8,800,000	733,333
67	James Servoss (15515) of Keller Williams Southern Arizona (478306)	27.0	8,781,820	325,253
68	Madeline E Friedman (1735) of Long Realty Company (16719)	14.0	8,674,118	619,580
69	Tony Ray Baker (5103) of RE/MAX Select (51543)	18.0	8,633,000	479,611
70	Tori Marshall (35657) of Coldwell Banker Realty (70207)	19.5	8,590,700	440,549
71	Sherri Vis (54719) of Redfin (477801)	18.0	8,563,500	475,750
72	Tyler Lopez (29866) of Long Realty Company (16719)	26.0	8,502,300	327,012
73	Tracy Wood (36252) of Realty One Group Integrity (51535)	13.5	8,442,248	625,352
74	Nestor M Davila (17982) of eXp Realty (495213) and 1 prior office	26.5	8,432,920	318,223
75	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	20.5	8,418,631	410,665
76	Sue Brooks (25916) of Long Realty Company (16706)	14.0	8,355,250	596,804
77	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	26.0	8,268,500	318,019
78	Leslie Heros (17827) of Long Realty Company (16706)	17.5	8,230,700	470,326
79	Bruno Arapovic (62634) of HomeSmart (3524)	25.0	8,201,600	328,064
80	William Daniel Wesson (728) of The Waterfall Group, L.L.C. (2262)	31.0	8,183,720	263,991
81	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	18.5	8,177,455	442,025
82	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	21.5	8,148,700	379,009
83	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	21.0	8,086,750	385,083

Rank	Name	Sides	Volume	Average
84	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	14.5	8,076,100	556,972
85	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	23.0	8,064,740	350,641
86	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	16.0	8,034,060	502,129
87	Gary B Roberts (6358) of Long Realty Company (16733)	14.0	8,021,630	572,974
88	Kynn C Escalante (8137) of WeMoveTucson (2536)	10.0	7,982,500	798,250
89	Paula J MacRae (11157) of OMNI Homes International (5791)	15.5	7,948,650	512,816
90	Jenni T Morrison (4744) of Long Realty Company (52896) and 1 prior office	7.0	7,946,500	1,135,214
91	Barbara C Bardach (17751) of Long Realty Company (16717)	9.0	7,856,832	872,981
92	Richard M Kenney (5903) of Long Realty Company (52896) and 1 prior office	10.0	7,790,800	779,080
93	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	15.0	7,779,541	518,636
94	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	9.0	7,779,000	864,333
95	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	14.5	7,762,500	535,345
96	Pam Ruggeroli (13471) of Long Realty Company (16719)	17.0	7,745,595	455,623
97	Lisette C Wells-Makovic (21792) of Redfin (477801)	18.0	7,686,600	427,033
98	Douglas J Sedam (55438) of SBRanchRealty (51898)	12.0	7,660,000	638,333
99	John E Billings (17459) of Long Realty Company (16717)	16.0	7,643,859	477,741
100	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	22.0	7,640,628	347,301

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From January 1–April 30, 2022

Rank	Name	Sides	Volume	Average
101	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	15.5	7,633,943	492,512
102	Ronnie Spece (19664) of At Home Desert Realty (4637)	19.0	7,547,700	397,247
103	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	20.0	7,460,450	373,022
104	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	17.5	7,329,550	418,831
105	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478306)	18.0	7,241,150	402,286
106	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	17.0	7,230,780	425,340
107	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	27.0	7,113,600	263,467
108	Heather Shallenberger (10179) of Long Realty Company (16717)	20.0	7,052,500	352,625
109	Iris Pasos (38869) of Tierra Antigua Realty (286610)	17.0	7,046,650	414,509
110	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	17.5	6,989,300	399,389
111	Bob Norris (14601) of Long Realty Company (16733)	14.0	6,896,630	492,616
112	Mary Vierthaler (12199) of Long Realty Company (52896) and 1 prior office	11.0	6,894,500	626,773
113	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	7.0	6,858,000	979,714
114	Sonya M. Lucero (27425) of Long Realty Company (16719)	17.0	6,804,750	400,279
115	Tom Peckham (7785) of Long Realty Company (16706)	7.0	6,777,370	968,196
116	Judi Monday (1420458) of RE/MAX Select (5154301)	15.5	6,772,750	436,952
117	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	9.0	6,759,616	751,068
118	Michael Shiner (26232) of CXT Realty (5755)	12.0	6,746,550	562,212
119	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	14.0	6,726,450	480,461
120	Erin S Keller (30432) of Tierra Antigua Realty (286601)	11.5	6,678,950	580,778
121	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	18.0	6,645,000	369,167
122	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	17.0	6,621,400	389,494
123	Matt Bowen (53352) of Coldwell Banker Realty (70204)	17.0	6,592,300	387,782
124	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	14.0	6,589,882	470,706
125	Cheryl Kypreos (59565) of HomeSmart (352401)	20.0	6,493,600	324,680
126	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	9.5	6,462,974	680,313
127	Penny Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203	9.0	6,430,000	714,444
128	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	18.5	6,421,675	347,118
129	Jeffrey M Ell (19955) of eXp Realty (495211)	15.0	6,364,827	424,322
130	Lonnie Williams (61428) of Redfin (477801)	14.0	6,327,000	451,929
131	Nicole Jessica Churchill (28164) of eXp Realty (495208)	17.5	6,238,900	356,509
132	Tania L. Olive (31098) of Tierra Antigua Realty (286607)	12.0	6,210,150	517,512
133	Tim S Harris (2378) of Long Realty Company (52896) and 1 prior office	10.0	6,184,000	618,400

Rank	Name	Sides	Volume	Average
134	Joaquin C Abrams (29547) of Tierra Antigua Realty (2866)	14.0	6,163,490	440,249
135	Jason A Pyle (59789) of Trelora Realty (52039)	17.5	6,144,495	351,114
136	Pam Treece (13186) of Long Realty Company (16717)	9.5	6,114,340	643,615
137	Kathy Baldauf (17251) of Long Realty Company (16717)	14.0	6,056,000	432,571
138	Kate Wright (35438) of Long Realty Company (16706)	15.0	5,973,800	398,253
139	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	17.0	5,970,500	351,206
140	Danny F Kallay (62917) of Launch Real Estate (5959)	19.5	5,738,500	294,282
141	Sarah Joseph (54373) of Long Realty Company (16706)	3.0	5,653,000	1,884,333
142	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	14.5	5,618,625	387,491
143	Johanna L Roberts (2040) of Long Realty Company (16719)	13.0	5,605,500	431,192
144	Leah Mandal (35134) of Keller Williams Southern Arizona (478306)	10.5	5,599,800	533,314
145	Calvin Case (13173) of OMNI Homes International (5791)	15.5	5,594,540	360,938
146	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606) and 1 prior office	9.0	5,507,705	611,967
147	Erica Hoffman (15629) of eXp Realty (495204)	14.0	5,359,000	382,786
148	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	10.0	5,346,200	534,620
149	Cathleen E Jernigan-Rios (38529) of Realty One Group Integrity (51535)	15.5	5,339,850	344,506
150	Kemena Rene Duany (37934) of OMNI Homes International (5791)	13.5	5,334,900	395,178

**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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