

TUCSON

# REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

FEATURING

EDDIE  
WATTERS

**PARTNER SPOTLIGHT:**

MIRROR MIRROR MEDICAL  
AESTHETICS & WELLNESS

*Photography by Casey James*

**TOP**  
STANDINGS

MARCH 2022

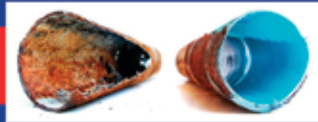


# CODE BLUE

PLUMBING

WHEN YOU DON'T KNOW WHAT TO DO,  
**CALL CODE BLUE**

**MAXLINER TRENCHLESS  
CIPP SOLUTIONS**



Schedule Online Now! [www.codeblueaz.com](http://www.codeblueaz.com)

Do you want a FREE estimate? Email your BINSR results.

DISCOUNT FOR VETERANS, TEACHERS AND REALTORS® | WE ARE TUCSON REALTOR'S® SPECIALISTS

Email [JohnCodeBlue16@gmail.com](mailto:JohnCodeBlue16@gmail.com) ★ Call Now (520) 297-9949

**24 Hr Emergency Service**

ROC 319497



 **Caring  
Transitions®**  
Senior Relocation • Downsizing • Estate Sales

## A Total Solution

Senior Relocation/ Resettling • Estate Liquidation • Organize/ Declutter  
Clean Out • Online Auctions • Nationwide Network

Offices Nationwide • Bonded & Insured. Each Office is independently owned and operated.

[CaringTransitionsTucson.com](http://CaringTransitionsTucson.com)

520.850.4111

# STEAMY CONCEPTS

# GOT MOLD?

FREE WATER AND MOLD DAMAGE VISUAL INSPECTION!



## 520-314-4544

# FREE VISUAL INSPECTION

[WWW.STEAMYCONCEPTS.COM](http://WWW.STEAMYCONCEPTS.COM)

ROC # 291200 & 291201

### TUCSON'S MOST TRUSTED LOCAL CARPET CLEANER!

2 ROOMS  
**\$99**

TILE & GROUT  
CLEANING

1 SOFA & LOVESEAT  
**\$155**

UPHOLSTERY  
CLEANING

2 ROOMS  
**\$80**

CARPET  
CLEANING



# STEAMY CONCEPTS

## CALL NOW: (520) 399-7962

BOOK ONLINE: [WWW.STEAMYCONCEPTS.COM](http://WWW.STEAMYCONCEPTS.COM)



# TABLE OF CONTENTS



**06**  
Preferred Partners



**12**  
Partner Spotlight:  
Mirror  
Medical  
Aesthetics  
& Wellness



**16**  
Team  
Spotlight:  
John &  
Cheryl  
Hallock



**20**  
Be  
Inspired:  
Kristina  
Scott



**24**  
Featured  
Real  
Producer:  
Eddie  
Watters



**28**  
Top 150  
Standings



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [Delilah.Royce@RealProducersmag.com](mailto:Delilah.Royce@RealProducersmag.com).

**Disclaimer:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for the business practices of these companies.

**Note:** When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



**Desert Sky Design**  
HOME STAGING  
INTERIOR DESIGN

Free in-home consultation | [JULIE@DESERTSKYDESIGNAZ.COM](mailto:JULIE@DESERTSKYDESIGNAZ.COM) | [DESERTSKYDESIGNAZ.COM](http://DESERTSKYDESIGNAZ.COM) | 520-349-4417  
@desertskydesign | HOME REMODELING • HOME STAGING • INTERIOR DESIGN



**Stepping Up!™**  
Exit Strategies for Realtors®

**Considering Retirement?**  
Answers are in the **BOOK!**




We have answers!  
Download our **FREE** eBook!

You'll find great info in our new Stepping Up! Podcast series too.  
Visit our website for more info:  
[www.SteppingUpUSA.com](http://www.SteppingUpUSA.com)  
(520) 425-6052



**I love this town.**

Tom Tatro, Agent  
4759 E Camp Lowell Dr  
Tucson, AZ 85712  
Bus: 520-323-2253  
[tomtatroinsurance.com](http://tomtatroinsurance.com)

**Thanks, Tucson Real Producers.**  
I love being here to help in a community where people are making a difference every day. Thank you for all you do.



2007004 State Farm, Bloomington, IL



Moving can be **OVERWHELMING...**  
Let us take care of the cleaning.




**25% OFF**  
Realtor® Forever Discount For all Move-In/Out Cleanings!

**BOOK ONLINE 24/7**  
[TIME-MAID.COM](http://TIME-MAID.COM)  
OR CALL US AT 520.999.0630

VETERAN & LOCALLY OWNED  
OVER 40 YEARS OF EXPERIENCE  
100% SATISFACTION GUARANTEED







This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**CARPET CLEANING & RESTORATION**

Steamy Concepts LLC  
(520) 903-1200  
SteamyConcepts.com

HouseMaster  
Home Inspection  
Clark Rustand  
(520) 531-1440  
Tucson.Housemaster.com

**CLEANING: RESIDENTIAL & COMMERCIAL**

Time-Maid  
(520) 999-0630  
Time-Maid.com

On Point Home inspections LLC  
Jason Brown  
(520) 270-9853  
www.OnPointTucson.com

**FLOORING/HARDWOOD, TILE, AND CARPET**

Carpet Mill  
Marshall Appell  
7342 E Broadway Blvd  
Tucson, AZ 85710  
(520) 722-5650  
carpetmilltucson.com

Pillar To Post Home Inspectors - The Casper Team  
Chad Casper  
(520) 271-3005  
www.chadcasper@pillartopost.com

**GLASS, MIRRORS & WINDOWS**

Columbus Glass & Screen  
1226 N Columbus Blvd  
Tucson, AZ 85712  
(520) 327-6009  
ColumbusGlassandScreen.com

**HOME WARRANTY**  
Old Republic Home Protection  
Barbara DeFazio  
(520) 789-1886  
(800) 445-6999  
orhp.com

**HANDYMAN SERVICES**

Ronnie's Handyman and Home Service, LLC  
Ashley Valenzuela  
(520) 297-8724  
RonnieShandyman-HomeService.com

**HVAC & PLUMBING**  
Picture Rocks Cooling Heating Plumbing  
Ron Arenas  
(520) 440-4069  
picturerockscooling.com

**HOME INSPECTION**

Bill's Home Inspection Services  
Ryan Bennett  
(520) 625-2381  
BillsHomeService.com

**INSURANCE**  
State Farm - Tom Tatro  
(520) 323-2253  
TomTatroInsurance.com

**KITCHEN & BATH**

Kitchen Concepts LLC  
Chad Cislak, Jr  
5732 E Speedway  
Tucson, AZ 85712  
(520) 546-3687  
kitchenconceptstucson.com

**LUXURY REAL ESTATE**

Luxe Realty Photography  
Casey James  
(520) 258-8729  
LuxeRealtyPhotography.com

**MEDICAL AESTHETICS**

Mirror Mirror Medical Aesthetics & Wellness  
Melisa Blachly  
1880 W Orange Grove  
Tucson, AZ 85704  
(520) 689-6809  
mmspatucson.com

**MOLD TESTING AND REMEDIATION**

Steamy Concepts LLC  
(520) 903-1200  
SteamyConcepts.com

**MORTGAGE**

Guaranteed Rate Christian Hernandez NMLS #1427898, Guaranteed Rate NMLS #2611  
(520) 264-8696 xHablo Español  
rate.com/christianhernandez

Guaranteed Rate Affinity Noy Kelly  
5460 E Broadway, Ste 350  
Tucson, AZ 85711  
(520) 329-6945  
GRARate.com/NoyKelly

Guild Mortgage Co  
Zach Mooney  
(520) 230-5599  
ZachMooney.com

Nova Home Loans - Paul Volpe  
1650 E River Rd, Suite 108  
Tucson, AZ 85718  
(520) 618-5626  
PaulVolpe.novahomeloans.com

Rob Purvis VIP Mortgage  
NMLS#199836, VIP NMLS#145502  
(520) 979-1817  
RobPurvis.VIPmtginc.com

VIP Mortgage Robert Hatch NMLS #202680, VIP NMLS #145502  
roberthatch.vipmtginc.com

**MOVING & LIQUIDATION**

Caring Transitions  
Sherri Gillette  
6178 E Speedway Blvd  
Tucson, AZ 85712  
(520) 850-4111  
CaringTransitionsTucson.com

**PHOTOGRAPHY - PORTRAIT/ WEDDING/EVENTS**

Photography by Jacquelynn  
Jacquelynn Buck  
(610) 662-1823  
jacquelynnbuck.com

**PLUMBING**

Code Blue Plumbing  
John Gruber  
(520) 297-9949  
codeblueaz.com

Picture Rocks Cooling Heating Plumbing  
Ron Arenas  
(520) 440-4069  
picturerockscooling.com

**PRINTING / PROMOTIONAL**

DP Solutions, Inc  
Micah Dray  
3169 E 36th St  
Tucson, AZ 85713  
(520) 393-3551  
DiversifiedPrintSolutions.com

**PRIVATE CLUB**

Arizona Sands Club  
Rick Kroner  
565 N Cherry Ave  
Tucson, AZ 85721  
(520) 621-8300  
(908) 303-3197  
AZSandsClub.com

**PROPERTY MANAGEMENT**

Habitation Realty Property Management  
Alex Mastrangelo  
641 N. 10th Ave. Ste. 1  
Tucson, AZ 85705  
(520) 647-9503  
habitationrentals.com

**RETIREMENT PLANNING**

Stepping UP!  
(520) 425-6052  
SteppingUpUSA.com

**ROOFING**

B&M Roofing  
Brent Hendrichs  
(520) 460-5331  
bandmroofing.com

West Coast Roofing LLC  
Cindy McDaniel  
(520) 241-2556  
westcoastroofingaz.com

**STAGING**

Desert Sky Design  
Julie Lee  
(520) 349-4417  
desertskydesignaz.com

**TITLE COMPANY**

Stewart Title & Trust of Tucson, Inc  
(520) 327-7373  
Stewart.com/Tucson



Check Out Our Feature Article On Page 12

**MARCH FEATURES**

Register for our NEW VIP Program and receive \$50 account credit \$40 OFF 20 Units of Tox Full Face Contouring: Buy 3, Get 1 Syringe Filler Free

BBL Hero: Buy 3 and get a Free Moxi Microneedling HA or PRP: Buy 2, Get 1 Free Vivace RF: Buy 1, get 20 units of Tox Free Diamond Glow Facial" Buy 1, get Free LED Teeth Whitening

EmSculpt Neo Body Contouring - Build Muscle, Burn Fat, Tighten & Tone skin: Buy 4, Get 2 Free sessions EmSella Chair: Treat incontinence, ED & build pelvic floor: Buy 5, Get 1 Free session

Medical Weight loss or Testosterone Therapy: Buy 1 month, get 4 Free Lipo B12 injections.

**COME AND JOIN THE FUN! SAVE THE DATE**

Mirror Mirror will host the Real Producers "Let's Do Lunch" RSVP required to attend the Luncheon (520) 689 6809 March 16th 2022 • 12:00pm - 2:00pm at our location 1880 W Orange Grove Road Tucson, AZ 85704

**520-689-6809**

VISIT OUR NEW WEBSITE FOR INFO AND FULL LINE OF SERVICES www.mmspatucson.com

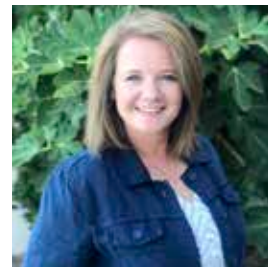




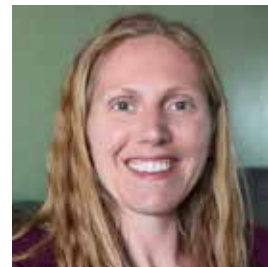
## MEET THE TUCSON REAL PRODUCERS TEAM



**Delilah Royce**  
Publisher



**Jessica Thrower**  
Ad Manager



**Danielle Bower**  
Editor



**Kylea Bitoka**  
Content Coordinator / Writer



**Zachary Cohen**  
Writer



**Casey James**  
Photographer



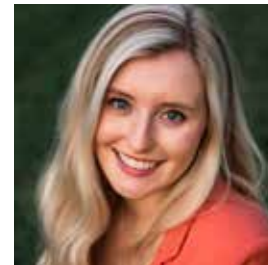
**Joey Ambrose**  
Photographer



**Jacquelynn Buck**  
Photographer



**Jessica Dennes**  
Writer



**Anna Walton Green**  
Writer

**MARCH MAINTENANCE**

*Make sure your client's new systems are in 'tip top' shape.*

**PICTURE ROCKS**  
COOLING • HEATING • PLUMBING

Family Owned & Operated  
We service Tucson, Marana, Oro Valley, Green Valley, Sahuarita, Vail and all surrounding areas.  
www.picturerockscooling.com  
520-440-4069  
License #208709 | #293702

## habitation Realty

Property Management

Tucson • Bisbee

Refer your investor clients to us, and we will always make sure they come back to you!

**Maggie Rickard**  
Lead Manager

520-333-5373  
maggie@habitationrealty.com

**KC KITCHEN CONCEPTS**  
CUSTOM CABINETRY & DESIGN

**Tucson's Premiere Custom Cabinetry and Design**  
21 Years of Transforming Tucson Homes

Call Us Today for Your Complimentary Design to Unlock the Hidden Potential in Any Home

5732 E. Speedway Tucson, AZ 85712 • 520.546.3687 • License # ROC 169870

**HouseMaster**  
Home Inspections. Done Right. Guaranteed.™

**Clark Rustand**  
Owner,  
Tucson AZ

**HOUSEMASTER BENEFITS**

- + Same-day Electronic Reports
- + Buyer Benefits Program
- + Limited Repair Reimbursement Guarantee\*
- + Other services include
  - Radon Testing
  - Water Testing
  - Pool Inspections
  - Lead Paint Testing
  - Commercial
  - And More...
- + HouseMaster Cloud® - Free Web App
- + HouseMaster Connects™

**CONTACT US TODAY!**  
520-531-1440 | housemaster.com/tucson  
clark.rustand@housemaster.com

HouseMaster® is a registered trademark of HM Services, LLC. Each HouseMaster franchise is an independently owned and operated business. \*Not all services available in all areas. Terms and Conditions apply.

**READER'S CHOICE 2021 WINNER**  
Arizona Daily Star

**B&M ROOFING**  
The Leaders in Quality Roofing.

We are a Licensed, Bonded and Insured Full Service Roofing Company

REPAIRS AND MAINTENANCE  
TEAR OFF AND RE-ROOF  
BUILT UP | TILE | SHINGLE | METAL  
FAMILY OWNED AND OPERATED

520-460-5331 • bandmroofs@gmail.com • bandmroofing.com • facebook.com/bandmroofs







# LOOK YOUR BEST



▶ partner spotlight

By Zachary Cohen  
Photography by Jacquelyn Buck

**A**fter beginning her career as a registered nurse, Melisa Blachy has found success in the aesthetics and wellness business. Melisa's growth has been the culmination of years of hard work and experience. As she continues to build Mirror Mirror Medical Aesthetics & Wellness, her goal is to become one of Tucson's most reputable wellness companies.

"We know that REALTORS® spend a lot of time attracting new clients, and they love to put their best foot forward when meeting new people. We love to have a hand in helping them look and feel great," Melisa says.

#### Mirror Mirror is Born

Melisa received a degree in nursing in 2007. She went on to work in the Army Nurse Corps, where she worked as an ER and delivery nurse through 2016. She eventually earned a master's in nursing and was certified as a family nurse practitioner in 2018.

...

MIRROR MIRROR MEDICAL  
AESTHETICS & WELLNESS



...  
Six years ago, Melisa began working alongside her father. Her father has been a physician in Tucson for 35 years, and Melisa had the opportunity to help people feel better about themselves through wellness and cosmetic treatments. By 2018, Melisa's business was ready to take flight. That's the year she opened Mirror Mirror Medical Aesthetics & Wellness.

"It's different than the bedside nursing I was used to. It's fun and exciting," she says.

Melisa has fallen in love with the experience of helping others feel their best.

"We're working on the inside out and making people feel like their best self again. There have been a lot of emotional moments. We're changing lives. People have more confidence and feel good."

#### Mirror Mirror Delivers

Mirror Mirror Medical Aesthetics & Wellness offers a wide array of services, from weight loss and hormone treatments to laser, skincare, and self-care

products and services. The wide range of services allows Melisa and her team the opportunity to provide treatments that best suit the person in front of them.

"I am very passionate about taking care of people and love seeing them feel and look their absolute best," Melisa beams.

Many of Melisa's friends and clients are real estate agents. She's come to witness how REALTORS® become the face of the business, and she's well-practiced at helping them put their best foot forward.

"It's sales, and you do have to sell yourself. So if you're not feeling your best on the inside or outside, it's hard when you're showing a house or trying to gain a new client. It's not all cosmetic, but it does play a role," Melisa says.

#### Family in Focus

Mirror Mirror is a veteran and family-owned practice. Melisa spent five years with the Army Nurse Corps, and her husband, Bruce, has



been an active U.S. Army member for 20 years. At home, Melisa and Bruce have four kids (20, 20, 18, and 13) and five dogs. Suffice to say, their life is full and rich.

Melisa enjoys hiking, boating, and visiting the firing range in her free time. Spending time with friends and family is at the top of her weekly to-do list, too.

As Melisa looks ahead, she has dreams of opening a second Mirror Mirror location soon. But most importantly, she hopes to continue to channel the passion that has come to define the brand.

"It has been inspirational to be part of a family of healthcare professionals,

and as I design this unique brand of patient care at Mirror Mirror, I strive to encompass our experiences, medical technology, and the innovation of aesthetics," Melisa explains. "Seeing the happy tears when people leave feeling good about themselves and the confidence they exude after their treatments with us—there's nothing better than that.

We all need to be refreshed from time to time, and when it comes to natural beauty, Tucson, AZ, residents have the passionate team at Mirror Mirror Medical Aesthetics & Wellness working on their behalf. For more information, please visit [www.mmspatucson.com](http://www.mmspatucson.com).

**Carpet Mill**

Family owned and operated.  
Call today for Warehouse Pricing on Flooring in Tucson.  
Call Us: 520-722-5650 | [carpetmilltucson.com](http://carpetmilltucson.com)  
7342 East Broadway | Tucson, AZ 85710

**Clearly your Best Choice!**

**Tub & Shower Enclosures • Mirrors • Screens/Sunscreens & More!**  
**Residential & Commercial • Glass & Screen Repair/Installation**

Call us to retrofit a screen to your existing door, it's our specialty!

**Columbus Glass & Screen, LLC**  
520-327-6009  
1226 N. Columbus Blvd.

Serving Tucson & Southern Arizona  
ACCREDITED BUSINESS A+  
FREE ESTIMATES  
10% MILITARY DISCOUNT

[www.ColumbusGlassAndScreen.com](http://www.ColumbusGlassAndScreen.com) • ROC 185813

**BILL'S HOME**  
INSPECTION SERVICES

- Home Inspections
- Termite Inspections (WDIIR)
- Pre-Listing Inspections

**One Call Does It All!**

Easy 24/7 Online Scheduling:  
[BillsHomeInspection.com](http://BillsHomeInspection.com)

Friendly Office Scheduling:  
**520-625-2381**

OLD REPUBLIC HOME PROTECTION

**Don't risk your commission**  
A home warranty is an important addition to your risk management strategy.

Contact me today for details!

Barbara DeFazio  
Senior Account Executive  
800.282.7131 Ext. 1391  
C: 520.789.1886  
BarbaraD@orhp.com  
[my.orhp.com/barbaradefazio](http://my.orhp.com/barbaradefazio)

People Helping People

This is a paid advertisement.



# JOHN & CHERYL HALLCOCK

By Jessica Dennes • Photography by Jacquelynn Buck



▶ team spotlight

## STRONGER TOGETHER

*Cheryl Hallcock had been living in Tucson for several years when she received a call from a woman who found her information online. Her ex-husband passed away and had a home in Arivaca. Their grown children lived out of state, and no one knew how to handle the selling of their late father's home. Cheryl, originally from Wisconsin, was unfamiliar with the small town but that didn't stop her. She felt deeply compelled to help this family during a difficult time. Her husband and real estate partner, John Hallcock, had his reservations.*

"Why are we doing this one? It's so far out there," he said, referring to the fact that it could take close to two hours with traffic to drive to Arivaca from Tucson. Cheryl wouldn't mind the drive. Driving that long with limited cell service also meant she'd have her husband's full attention. John agreed to take on the clients, knowing not to go against his wife's compassion.

"That's her heart," John says with a smile as they describe the event years later. "My heart says, 'No, that's too far of a drive.' But if that's what she wants to do, then I will support her."

Soon after taking on the clients, Cheryl left to attend to family members out of state



during the same weekend that the sellers came to town, so John made the drive to meet them alone. A few weeks later, disaster struck in the house. A water pipe burst, leaving at least two feet of water standing in the home. A restoration company was hired to gut the walls and move the kitchen to the garage resulting in more necessary drives to Arivaca.

Cheryl laughs as she recalls the irony of the situation.

"John helped me big time," she says. The house eventually sold thanks in large part to John's handiwork.

The Arivaca home is not the first time the Hallcocks handled the maintenance of a client's home, and it won't be the last. They know that a large part of their business is to support their clients beyond the selling of a house. Whether it's supporting

family members who have lost a loved one, friends who face foreclosure of their parent's home, or helping people sell off an estate, they handle delicate situations with kindness and diligence.

"We treat them as human beings and not just clients. These are people going through distressing times, a death, a spouse with Alzheimer's... it takes a lot of compassion, a lot of keeping of the peace," says Cheryl.

Sometimes, like most agents, they also face difficult situations. In those moments, they both look to their faith to help them keep perspective.

"We help calm each other," says Cheryl. "When things are going haywire with a deal or a client or another agent and one of us starts to get revved up, the other one will say, 'Let's pray about it, or Remember, God's got this.'"

Referencing 2 Corinthians 1:3-5 from the Bible, John explains that their life experiences and reliance on God have allowed them to recognize when others need comfort.

"Cheryl and I have gone down a very similar path and have lived through tremendous tragedy, separately," John explains. "In this business, you hear people's stories. When you can connect with those stories, that is what helps us connect with others."

It was these shared difficult experiences that eventually led them to one another in 2011.

Cheryl didn't know what exactly called her to Tucson. She was in her fifties, her children were grown, and she had already built a successful real estate business in Wisconsin, but she felt a

strong pull towards Arizona despite having no real contacts in the area. After spending time in prayer, she decided to make the move. A year into her time in Tucson, she decided it was time to start dating again.

Meanwhile, John Hallcock was living in Albuquerque, NM. He, too, was in his fifties and had children who were grown. In addition to being a published Christian author, he had climbed the corporate ladder in the jewelry business. At this point in his life, though, he wanted to move closer to his family in Tucson. Before the move, he joined SeniorPeopleMeet.com to find dating prospects in the area and found Cheryl's profile.

It wouldn't be long before they fell for each other. They had a shared understanding. After experiencing tragedies in life individually, they both







“**CHERYL & I HAVE GONE DOWN A VERY SIMILAR PATH & HAVE LIVED THROUGH TREMENDOUS TRAGEDY, SEPARATELY, JOHN EXPLAINS. IN THIS BUSINESS, YOU HEAR PEOPLE'S STORIES. WHEN YOU CAN CONNECT WITH THOSE STORIES, THAT IS WHAT HELPS US CONNECT WITH OTHERS.**”

leaned strongly on their faith and the hope that comes from it, and they could see that in one another.

“We just knew that was it for us,” Cheryl says. Their first date lasted fourteen hours and Cheryl even met John’s mother, brother-in-law, and nephew that same evening.

“When you’re 50, time’s a-wastin’,” John says. “We understood each other, fell in love, and got married,” he says with a smile.

Once married, John decided to join Cheryl in real estate and get his license. At first, he helped in the background while maintaining his full-time job, but his work became increasingly stressful, so much so that they feared he would have a heart attack if something didn’t change.

“I just knew, I had a calmness about me,” Cheryl explains. “I said [to him], ‘Come work with me full-time. I knew God was going to provide.’ So, John did.

He “stepped out in faith” and left his thirty-five-year career in the jewelry business to join Cheryl with Coldwell Banker.

Their faith in God is still a cornerstone of their relationship. When they aren’t working, John and Cheryl volunteer regularly at their church, the eastside campus of Calvary Chapel Tucson. They help at the new believers’ table, the marriage ministry, and Calvary Connect, which helps connect church members with opportunities to serve in the church. Together, they also lead a Home Fellowship bible study that has been meeting in their home since 2016. The couple enjoys hiking and taking walks together or spending time with their blended family. They share five children and nine grandchildren between them.

After several years together, their adoration for each other is undeniably obvious. On the Zoom meeting to prepare for this article, for instance, they sat as close as acceptably possible, continually completed each other’s thoughts, and shared inside jokes and smiles throughout the interview.

“We have fun together, and we are each other’s best friend,” John says as Cheryl nods in agreement. Their genuine enjoyment of one another’s company is one of the many reasons their real estate business works so well for them. It doesn’t matter how difficult the work week, how tiresome events are in their personal lives, they are committed to being at each other’s side, holding one another up into brighter days ahead.

IT IS ALMOST SPRING TIME

**OUT WITH THE OLD**

**IN WITH THE NEW**



**CHRISTIAN HERNANDEZ** guaranteedRate<sup>®</sup>  
 VP OF MORTGAGE LENDING  
 Hablo Español  
 (520) 264-8696 | christian.d.hernandez@rate.com  
[www.rate.com/christianhernandez](http://www.rate.com/christianhernandez)

Give yourself and your clients the opportunity to work with me and my team!  
 Great Rates and an extensive range of products, Innovative and Creative Loan Consultant, Amazing Customer Service!



Equal Housing Lender | Christian Hernandez | NMLS 1427898 | AZ License LO-0940996 | © Guaranteed Rate 2021 NMLS ID 2611 | 3940 N. Ravenswood Ave., Chicago, IL, 60613  
 For licensing information visit nmlsconsumeraccess.org | Equal Housing Lender. Conditions may apply • AZ: 14811 N. Kierland Blvd., Ste. 100, Scottsdale, AZ, 85254, Mortgage Banker License #0907078 |

A Spot-on Strategy That

## Helps You Stand Out

In a competitive market, you can't afford to blend in. You need every advantage and a competitive edge. When you partner with Stewart, you get that. Our marketing resources, expert title and escrow professionals, and training and tools are all available to help you strategically grow your business.

**Your expert Tucson team (left to right):**  
 Michael Bock, Karyn Radtke, JoJo Simental, Bob Dytko, Eva Hendrix, Laure Smith Klase and Wendy Whitehead.

Don't wait to stand out from the competition. Contact us today at [stewart.com/Tucson](http://stewart.com/Tucson) to learn more.




© 2021 Stewart. All rights reserved. | 47998854

SPRING IS IN THE AIR & SO ARE

# HOME REPAIRS!

## Ronnie's

### Handyman & Home Service L.L.C.





[www.ronnieshandyman.com](http://www.ronnieshandyman.com)  
[ronnieshomesvc@hotmail.com](mailto:ronnieshomesvc@hotmail.com)  
 520.297.8724  
\*not a licensed contractor by choice\*



# KRISTINA SCOTT

▶▶ be inspired!



## Nomad at Heart

By Anna Walton Green  
Photography by Haus Photo Co.

*“My grandma always called me a vagabond.”*

Kristina Scott was born and raised in Tucson but is a nomad at heart.

“In high school, I went on my first international trip to Australia. It was the very first time I was experiencing a new culture, and in fact, I ended up meeting someone in Australia who introduced me to Canada, so that was a double layer. You can meet someone clear across the world and end up somewhere else based on that influence.”

After high school, Kristina left Tucson for Phoenix to study journalism at ASU. “One day in the student center, I discovered the journalism department was doing a study abroad program. On that trip, I went to Paris, Dublin, and London. That was the start of the travel bug for me.”

“I graduated from college and started a job in television. I ended up getting a job offer in New York City that I turned down. My family was like, ‘You’re crazy!’”

Kristina says with a laugh. “Instead, I packed up my car. With my two dogs and only \$700 to my name, I drove to Vancouver, Canada.”

Her love of travel has taken her to 26 countries. She even dreamed of moving to Bali, Indonesia for a time before eventually settling in San Diego.

“I tell people that travel is the best way to humble yourself—to really appreciate how much we have and experience how similar our lives truly are. No matter where you go, people still love their kids, and people are still genuinely nice. It brings so much happiness to my heart.”

Kristina began her real estate journey in Vancouver after a career as a television news reporter. She eventually moved back to Tucson, now with a Canadian husband and child, and dove into real estate.

Kristina’s mother had been a realtor for over 20 years and owned her own brokerage, so Kristina knew what it was like in the days before GPS and sophisticated online systems. Her mom had always been on the phone or on the go. This factored into Kristina’s decision to make investing a large part of her wealth-building strategy so she could focus on her family.

Nothing is more important to Kristina’s success than her husband, James Scott, and daughter Talulah, 6.

With emotion in her voice, Kristina said, “My family means everything to me.” Her husband supports every venture—including her wild business ideas, the dream to move to Bali. “He is half of why I am successful. If I didn’t have a partner that said, ‘You can do everything!’ I might stop, I might not grow.”

Kristina has always prioritized her family, but her hard work and hustle have enabled her to be successful in her business.

“I work hard to balance my home life and my business, which can be really difficult. I’ve been very fortunate with my success, but I also work to make sure I’m never in a position where I might end up sacrificing my sanity, home life, or time with my family.”

Despite juggling so many priorities, Kristina makes time to give back. Since 2019, she has been involved with Youth on their Own, a nonprofit that helps homeless teenagers stay in school, a mission close to her heart.

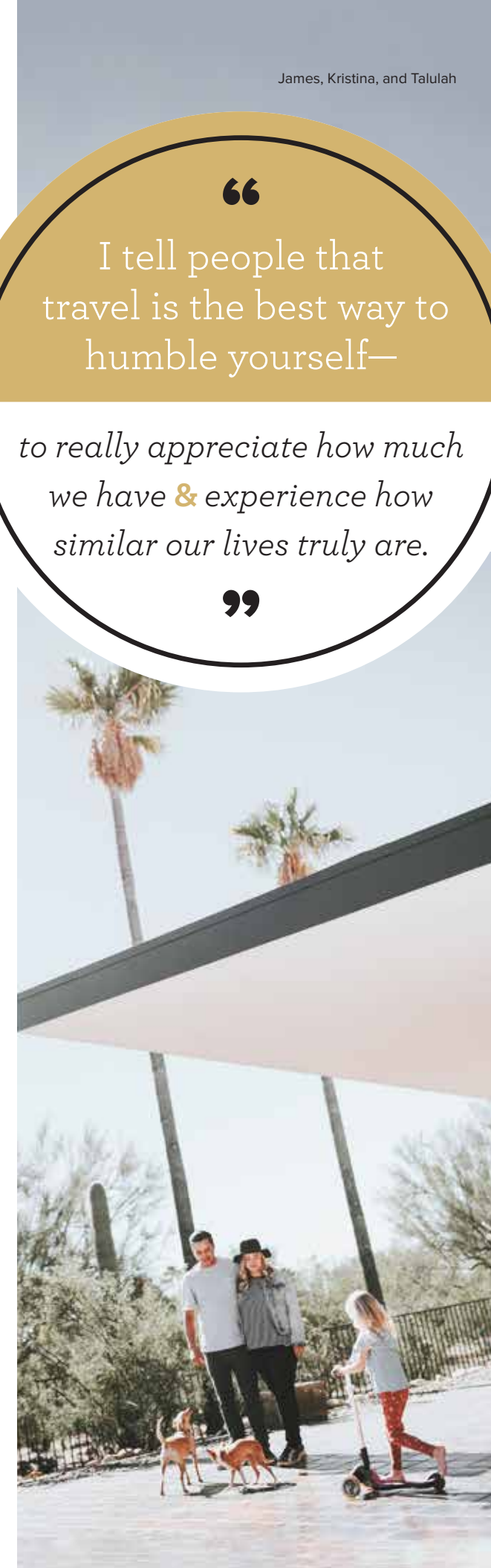
Like many others in the industry, 2020 felt the impact of the hectic market. “We were really in the trenches. I was out almost every day while most people were home. It really ran me ragged.”

After 2020, Kristina learned she needed to make herself a priority, not just selling houses and making money. She now has a trainer come

“  
I tell people that travel is the best way to humble yourself—

*to really appreciate how much we have & experience how similar our lives truly are.*

”







Her design business, focused mainly on construction design, will officially launch in 2022, but she's already had great success with a handful of projects. Kristina had the name Settled Nomads for years and was waiting for the right opportunity.

Her first project in 2020 involved taking the roof off of a house to raise the ceilings from 8 feet to 14 feet and redoing the whole layout of the kitchen. When she decided to paint the kitchen green, she said, "I remember my contractors saying, 'You're doing what? That's crazy!' And when it hit the market, I had about 75 people through my open house and the feedback was really, really positive."

She then did a design project for a 4,500 square foot home that had multiple offers and sold for \$15,000 over the listing price. It sparked clients and other realtors to ask for her services, and the demand has naturally grown from there.

to her house 4 days a week, and she took off the entire month of July to spend time in San Diego with her family. Getting to take a trip out of town gives Kristina's nomadic soul a fresh start to gain new purpose and energy for her work back home.

Although she's still finding balance and seeking out ways to grow as a professional and leader, she has some great advice: "Don't allow your schedule to dictate your life."

Kristina's focus on growth fuels her business success. From learning through business podcasts and books to working on her management style and diversifying her income streams with different ventures, she lives in an atmosphere of growth.

Although she has a vision and likes things her way, she's learned the value of teamwork. She knows from her many travel experiences with

people around the world: "Even if it's not the way you would do it, there is value to what others bring to the table, and it doesn't mean their way is wrong. It's more important for me to have people on my team whom I trust and enjoy being around than to have things done my way." By releasing control, she is stepping into her role as a leader.

For all their hard work, she took her team away for an all-expense-paid trip to Palm Springs for four days. "I take care of them because they take care of me."

The most important thing that she's learned is, "Always keep growing. Everything is changing so you need to be adaptable." She brings this into her design business, which started as a fun and creative outlet.

*Kristina is setting herself & her family up for a lifetime of adventure through travel, investing, & making her business work for her.*

So many big moments are ahead for Kristina Scott, the Kristina Scott Real Estate Team, & Settled Nomads.



**VIP NOW HAS A MOBILE APP!**

- Manage buyer contacts
- Request a mobile pre-qual for clients
- Track loan statuses of clients
- Communicate instantly with all parties

**GET THE APP FROM ROB**

**ROBPURVIS.VIPMTGINC.COM**

**Rob Purvis**  
Senior Loan Officer  
NMLS 199836  
520.979.1817  
rpurvis@vipmtginc.com

5401 N Oracle Rd. Tucson, AZ 85704 - V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502. AZ: Mortgage Banker License No. BK-0909074. AZ:0911608

**IS IT TIME FOR A FABULOUS FAMILY PHOTO SESSION?**

photographybyjacquelynn.com  
610-662-1823  
info@photographybyjacquelynn.com



▶ featuring

By Kylea Bitoka • Photography by Casey James

# EDDIE



# WATTERS

LEAVING A LEGACY



**E**ddie Watters' ears popped as the elevator whizzed up the dozens and dozens of floors to the top of the tallest building in the world. In Dubai, the Burj Khalifa skyscraper towers 2,716.5 feet above the ground, which translates to more than 160 stories. "When you look down from the top, you can see the whirring blades of helicopters flying below! It's a nerve-racking but unforgettable experience. The perspective is stunning; you can see all of Dubai." From riding camels through the desert to watching falconry and spending the night in the world's tallest building, Eddie's trip to Dubai inspired him to dream even bigger. "Any time I visit a new place, it motivates me to work twice as hard, so I can discover even more of the world."

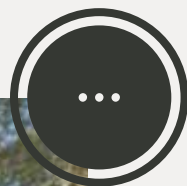
Eddie learned the value of hard work at a young age. "I lived with my mom during the week and spent weekends with my dad. My dad worked all the time. During the week, it was his regular job, and on the weekends, he worked on his investment properties." Eddie and his brother, Nick, worked with their dad on the rentals. "Watching my dad build and renovate houses gave me insight into the entire construction process. I understand how homes are built. I also understand how the different home systems like HVAC or plumbing work." In addition to construction skills, Eddie gained an important value from his dad. "My dad instilled a strong work ethic in me. There were no days off. I learned that if I wanted something, I had to earn it. It helped me develop independence." Eddie has never forgotten how it felt at the end of the day. "On a job site, you get to see what you accomplished. Each day progress is made. I always felt proud of what we achieved."

Eddie took a job framing houses for KB Homes. After working in construction, Eddie needed a change of pace. "I accepted a job offer for a position with Gadabout Salons in their distribution center." However, his friend's mom believed he was destined for real estate. "She was the office manager at Realty Executives. She encouraged me to get my real estate license. I decided to give it a try." When Eddie got into real estate, the advice from his broker echoed the lesson he had already learned from his dad. "Jeff Murtaugh told me, 'Always do things the right way, whether it costs more or takes longer, and you will build long-term success.'"

With Eddie's construction experience, strong work ethic, and integrity, it's not surprising he found success in the real estate industry. "I worked from 6:00 am to 2:00 pm at Gadabout.

...





Purvis with VIP Mortgage. “Rob excels at networking; he took me in and showed me the ropes. I am very grateful to him,” shares Eddie. The hard work and hustle paid off. “I had to hire an assistant. As the business continued to grow, the assistant transitioned to buyer’s agent, and another assistant came onto the team. Now, we have 12 agents on the Local Real Estate Group team.”

One of the best parts of real estate for Eddie—it’s still a family affair. “Once again, I work with my dad and my brothers.” Eddie’s dad lost everything when the housing market crashed in 2008. He eventually transitioned into truck driving. “When my dad saw how busy I was on the renovation side of my business, he decided to jump in. His passion has always been home building.” Eddie’s dad got his general contractor license and started a construction company. Currently, he manages Eddie’s renovation projects. Nick is also on board, using his skill set and experience to assist with Eddie’s rental properties. Eddie’s, half-brother Anthony, shares in the fun as well. “Anthony grew up doing drywall with his dad. Now, he is learning all the trades from my dad. It’s been great to watch his skills grow!”

From his family to his friends, Eddie is thankful for the opportunities that real estate provides them. “As I’ve built my rental portfolio, it’s allowed me to help family and friends with housing.” Just as important to Eddie is helping the community. “I am ready and willing to support any good cause. My team loves sponsoring fundraising events for non-profits. One of my contractors is very involved with Old Pueblo Community Services. It’s an organization that helps those facing homelessness find work. He works with them to hire people to help on our job sites. It’s important to partner with organizations that are making a difference in the local community.”

World travels may help inspire Eddie, but his main motivation comes from a desire to have a positive impact on his family, friends, and community. “I want to leave something behind that takes care of the people that I care about. I remember how my family struggled as I was growing up. I think one of the best things you can do is leave a legacy that makes it a little easier for loved ones.”

After eating a quick lunch, I would put out open house signs. I sacrificed weekends the first two years to get the business going.” Each challenge Eddie encountered served as a learning experience. “I had to learn all of the stuff they don’t teach you in school, from keeping books to taxes and analyzing profit margins. I have had some amazing people that guided me over the years.” One of Eddie’s mentors was Rob



**ON A JOB SITE, YOU GET TO SEE WHAT YOU ACCOMPLISHED. EACH DAY PROGRESS IS MADE. I ALWAYS FELT PROUD OF WHAT WE ACHIEVED.**





# TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Kaukaha S Watanabe (22275) of eXp Realty (495203)	28.0	11,341,550	405,055
2	Martin Durkin (145036508) of Russ Lyon Sotheby's Internatio (472205)	8.0	7,433,000	929,125
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	23.5	7,197,750	306,287
4	Denice Osbourne (10387) of Long Realty Company (298)	8.0	6,643,000	830,375
5	Marsee Wilhems (16298) of eXp Realty (495201)	22.0	6,027,689	273,986
6	Patty Howard (5346) of Long Realty Company (16706)	3.0	5,710,000	1,903,333
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	14.5	5,273,422	363,684
8	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	6.0	5,130,000	855,000
9	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	4.0	5,080,000	1,270,000
10	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	10.0	4,943,000	494,300
11	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	6.0	4,916,000	819,333
12	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	12.5	4,888,244	391,060
13	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	9.5	4,724,107	497,274
14	Kyle Mokhtarian (17381) of KMS Realty LLC (51920)	20.0	4,636,600	231,830
15	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	12.5	4,403,956	352,317
16	Jameson Gray (14214) of Gray St. Onge (52154)	4.0	4,303,025	1,075,756
17	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	11.0	4,116,250	374,205
18	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	13.0	4,080,000	313,846
19	Lisa M Bayless (22524) of Long Realty Company (16717)	8.0	4,027,500	503,438
20	Patricia Sable (27022) of Long Realty Company (16706)	1.0	3,850,000	3,850,000
21	McKenna St. Onge (31758) of Gray St. Onge (52154)	2.5	3,728,525	1,491,410
22	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	8.5	3,684,500	433,471
23	Leah Mandal (35134) of Keller Williams Southern Arizona (478306)	6.0	3,616,300	602,717
24	Edgar B Yacob (53551) of Long Realty Company (16717)	2.0	3,600,000	1,800,000
25	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	11.0	3,528,800	320,800
26	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	7.0	3,525,000	503,571
27	Jennifer R Bury (35650) of Jason Mitchell Real Estate Arizona (51974)	11.0	3,517,900	319,809
28	Louis Parrish (6411) of United Real Estate Specialists (5947)	5.0	3,163,055	632,611
29	Angela Tennison (15175) of Long Realty Company (16719)	4.0	3,120,000	780,000
30	Tom Ebenhack (26304) of Long Realty Company (16706)	8.0	3,112,025	389,003
31	James Servoss (15515) of Keller Williams Southern Arizona (478306)	9.5	3,107,150	327,068
32	Jonah Carson Mehl (55302) of Dove Mountain Properties, Inc. (2321)	2.0	3,000,000	1,500,000
33	Gina F McGlamery (8760) of Long Realty Company (16706)	2.5	2,957,500	1,183,000

Rank	Name	Sides	Volume	Average
34	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	3.0	2,886,050	962,017
35	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	8.0	2,803,000	350,375
36	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	10.0	2,745,700	274,570
37	Jay Lotoski (27768) of Long Realty Company (16717)	8.5	2,738,800	322,212
38	Sarah Joseph (54373) of Long Realty Company (16706)	1.0	2,700,000	2,700,000
39	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	4.0	2,689,500	672,375
40	Josh Berkley (29422) of Keller Williams Southern AZ (478307)	9.0	2,670,450	296,717
41	Russell P Long (1193) of Long Realty Company (298)	3.0	2,585,000	861,667
42	William Daniel Wesson (728) of The Waterfall Group, LLC (2262)	10.0	2,580,100	258,010
43	Jenifer Adamson Jankowski (52926) of Long Realty Company (16717)	6.0	2,551,000	425,167
44	Ryan J Brown (33007) of Long Realty Company (16717)	6.0	2,499,000	416,500
45	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	7.0	2,440,000	348,571
46	Aaron Lieberman (54687) of Tierra Antigua Realty (286601)	2.0	2,425,000	1,212,500
47	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	3.0	2,411,000	803,667
48	Don Vallee (13267) of Long Realty Company (298)	6.0	2,411,000	401,833
49	Kate Herk (16552) of Russ Lyon Sotheby's Int Realty (472203)	2.0	2,378,500	1,189,250
50	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	7.0	2,346,500	335,214

**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.



**ZACH MOONEY**

Branch Manager/Sr. Loan Officer | 520.230.5599 | www.ZachMooney.com

NMLS ID# 378994; AZ MLO Lic# 0917762; AZ BK#0018883. Guild Mortgage Company, Equal Housing Lender; NMLS #3274 (nmlsconsumeraccess.org). For more licensing info: guildmortgage.com/licensing





# TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
51	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	7.0	2,343,000	334,714
52	Sandra M Northcutt (18950) of Long Realty Company (16727)	5.0	2,337,500	467,500
53	Kimberly Clifton (6338) of Tierra Antigua Realty (2866)	11.0	2,296,097	208,736
54	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	2.0	2,271,500	1,135,750
55	Leslie Heros (17827) of Long Realty Company (16706)	5.0	2,220,000	444,000
56	Peter Deluca (9105) of Long Realty Company (298)	4.5	2,204,000	489,778
57	Tyler Lopez (29866) of Long Realty Company (16719)	7.5	2,184,850	291,313
58	Judy L Smedes (8843) of Russ Lyon Sotheby's Int Realty (472203)	1.5	2,171,000	1,447,333
59	Carrie R Pape (3408) of Tierra Antigua Realty (286607)	2.0	2,170,000	1,085,000
60	Brittany Palma (32760) of 1st Heritage Realty (133)	5.5	2,142,450	389,536
61	Anthony D Schaefer (31073) of Long Realty Company (298)	4.5	2,135,480	474,551
62	Jim Storey (27624) of Tierra Antigua Realty (2866)	2.0	2,130,000	1,065,000
63	Kathryn A Minx (52921) of Long Realty Company (16728)	4.0	2,100,000	525,000
64	Elaine V Martinez (33272) of Long Realty Company (16706)	8.0	2,095,500	261,938
65	Karen Karnofski (17102) of Keller Williams Southern Arizona (478306)	2.0	2,089,000	1,044,500
66	Dina M Hogg (17312) of eXp Realty 01 (495204)	7.0	2,086,000	298,000
67	Alexis Marie Burrows (56577) of OMNI Homes International (5791)	3.0	2,080,000	693,333
68	David L Duarte (57860) of Tierra Antigua Realty (286606)	11.0	2,060,400	187,309
69	Julie Ruth Valenzuela (54713) of Realty Executives Arizona Territory -498306	6.0	2,060,000	343,333
70	Christian Lemmer (52143) of Engel & Volkers Tucson (5162001)	3.5	2,057,500	587,857
71	Phyllis Daugherty (12074) of Long Realty Company (16719)	2.0	2,045,000	1,022,500
72	Pam Ruggeroli (13471) of Long Realty Company (16719)	4.0	1,992,050	498,012
73	Lynn Haber (35564) of Realty Executives Arizona Territory (498309)	10.0	1,990,000	199,000
74	Judy S Ibrado (27978) of Long Realty Company (16727)	3.0	1,985,000	661,667
75	Jeffrey M Ell (19955) of eXp Realty (495211)	3.5	1,982,500	566,429
76	John Malozsak (18848) of Suburban Real Estate Group,LLC (4703)	4.0	1,940,800	485,200
77	Kathy Baldauf (17251) of Long Realty Company (16717)	6.0	1,917,000	319,500
78	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	3.5	1,910,050	545,729
79	Rebecca Maher (11616) of Long Realty Company (16719)	3.0	1,878,000	626,000
80	Sherri Vis (54719) of Redfin Corporation (477801)	4.0	1,846,500	461,625
81	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	5.0	1,845,750	369,150
82	Nancy A Howery (36747) of Long Realty Company (16724)	6.0	1,835,000	305,833
83	Susan White (35138) of Long Realty Company (298)	2.0	1,833,500	916,750

Rank	Name	Sides	Volume	Average
84	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	5.0	1,805,275	361,055
85	Barbara C Bardach (17751) of Long Realty Company (16717)	1.0	1,800,000	1,800,000
86	Asia Deck (36192) of Tierra Antigua Realty (286601)	4.0	1,781,400	445,350
87	George Mattice (55785) of Tierra Antigua Realty (286612)	8.0	1,779,100	222,388
88	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	4.5	1,777,500	395,000
89	Laurie Hassey (11711) of Long Realty Company (16731)	4.5	1,774,900	394,422
90	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478302)	6.0	1,774,450	295,742
91	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	4.0	1,773,650	443,412
92	Judi Monday (1420458) of RE/MAX Select (5154301)	4.0	1,770,000	442,500
93	Timothy R Hagyard (32545) of Long Realty Company (298) and 1 prior office	4.0	1,758,950	439,738
94	Kelly McGlamery (53145) of Long Realty Company (16706)	1.5	1,742,500	1,161,667
95	Kate Wright (35438) of Long Realty Company (16706)	4.0	1,741,000	435,250
96	Avery Skidmore (53643) of Coldwell Banker Realty (70207)	4.5	1,735,575	385,683
97	Erick Quintero (37533) of Tierra Antigua Realty (286606)	5.0	1,735,000	347,000
98	John E Billings (17459) of Long Realty Company (16717)	4.0	1,728,500	432,125
99	Gerardina M. Gray (39465) of Miramonte Homes LLC (4352)	3.0	1,717,287	572,429
100	Jose Campillo (32992) of Tierra Antigua Realty (2866)	7.0	1,715,000	245,000

**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.

*They fell in love with the first view.*

*Let us give them the TOTAL view*

**PILLARTOPOST**  
HOME INSPECTORS  
**The Casper Team**

7428 N La Cholla Blvd  
Tucson, AZ 85741  
(520) 271-3005  
chad.casper@pillartopost.com  
www.chadcasper@pillartopost.com

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



# TUCSON'S PREMIER PHOTOGRAPHY COMPANY

For Real Estate Professionals



Luxe Realty Photography serves the needs of the top real estate professionals in Arizona. With high quality photos that intrigue and attract your clients, Luxe helps you sell your properties *faster* and for *higher* sale prices.

## SERVICES WE OFFER

Day/Twilight Photography

Aerial Still Photography

Land Lot Photography

Slideshow Video

Video Tours

3D Virtual Tours

Zillow Floorplans

Headshots

**UPGRADE  
TO LUXE TODAY**

**CALL  
520.258.8729**

**VISIT  
LuxeRealtyPhotography.com**



## ROBERT HATCH

VP - SR. LOAN OFFICER  
BRANCH MANAGER NMLS 202680

520.349.8943

ROBERTH@VIPMTGINC.COM

6390 E TANQUE VERDE RD STE 200  
TUCSON, AZ 85715



**ROBERTHATCH.VIPMTGINC.COM**

2021  
**PRESIDENT'S  
CLUB**



**TOP 1%**  
MORTGAGE ORIGINATORS  
In America 2019



V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502. AZ: Mortgage Banker License No. BK-0909074. VIP is not acting on behalf of or at the direction of the FHA/HUD or the Federal Government. This product or service has not been approved or endorsed by any governmental agency, and this offer is not being made by any agency of the government. VIP is approved to participate in FHA programs but the products and services performed by VIP are not coming directly from HUD or FHA. Information, rates, and programs are subject to change without notice. All products are subject to credit and property approval. Not all products are available in all states or for all loan amounts. Other restrictions may apply. This is not an offer to enter into an agreement. Not all customers will qualify. [realproducersmag.com](http://realproducersmag.com)

PROUD TO SERVE  
MY COMMUNITY

1998-2001  
MDA FUNDRAISING

2005  
HEART BALL COMMITTEE  
& AMERICAN HEART  
ASSOCIATION

2005-2007  
DIRECTOR TROT

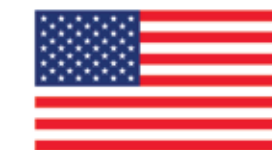
2012-2014  
DIRECTOR HEARTH  
FOUNDATION AND  
VICTOR MURGAH  
AWARD RECIPIENT

2015  
TREASURER  
WCR AND TAR  
CHARITABLE  
FOUNDATION

2016-2022  
DIRECTOR  
TAR CHARITABLE  
FOUNDATION

2019  
NAMED COMMUNITY  
LEADER OF THE YEAR  
BY TAR

2021  
NAMED HONORARY  
CHIEF MSGT BY DMAFB





# TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
101	Felix Gafner (14915) of RealtyFelix.Com LLC (4073)	5.0	1,710,000	342,000
102	Vicki L Watson (17499) of Realty One Group Integrity (5153501)	5.0	1,703,500	340,700
103	Peter W Ware (4677) of Long Realty Company (298)	1.0	1,665,000	1,665,000
104	Miki F Jackson (21446) of Long Realty Company (16706)	1.0	1,665,000	1,665,000
105	Steve Nissen (15430) of Long Realty Company (16706)	2.5	1,659,000	663,600
106	Pete M Torrez (21748) of Long Realty Company (16706)	2.5	1,659,000	663,600
107	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	3.0	1,656,000	552,000
108	Mariah Pallija Rogers (54445) of Long Realty Company (16719)	4.0	1,650,887	412,722
109	Larry Appel (11897) of Long Realty Company (16717)	1.0	1,650,000	1,650,000
110	Stephan Daniel Desgagne (53060) of eXp Realty 17 (495206)	4.0	1,644,900	411,225
111	Sonya M. Lucero (27425) of Long Realty Company (16719)	4.0	1,642,500	410,625
112	Brandon R Thompson (21793) of eXp Realty (495210)	5.0	1,641,400	328,280
113	Kim Wakefield (32321) of Realty Executives Arizona Territory (498306)	3.0	1,630,000	543,333
114	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	3.0	1,625,500	541,833
115	Catherine Marrero (145000043) of Russ Lyon Sotheby's Internatio (472205)	1.5	1,625,000	1,083,333
116	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	3.0	1,613,000	537,667
117	Michael Shiner (26232) of CXT Realty (5755)	3.5	1,607,450	459,271
118	Peyton Leigh Schramek (56561) of Realty Executives Arizona Territory -4983	4.0	1,598,000	399,500
119	Deborah A Evenchik (9120) of Coldwell Banker Realty (70202)	2.0	1,576,000	788,000
120	John Shaver (37126) of Realty Executives Arizona Territory (498309)	7.5	1,567,500	209,000
121	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	4.0	1,560,000	390,000
122	Cathy A Whalen (17500) of RE/MAX Excalibur Realty (453501)	1.0	1,550,000	1,550,000
123	Linzee Ann Whelan (33300) of Tierra Antigua Realty (286607)	1.0	1,550,000	1,550,000
124	Leslie A Jackson (32917) of Long Realty Company (16706)	3.0	1,546,500	515,500
125	Lisi Gwarzo (54468) of Long Realty Company (16717)	4.0	1,532,000	383,000
126	Tim S Harris (2378) of Long Realty Company (298)	3.0	1,528,000	509,333
127	Rocco A Racioppo (10187) of Keller Williams Southern Arizona (478306)	4.0	1,522,500	380,625
128	Becca Grappin (29910) of Tierra Antigua Realty (286603)	5.0	1,488,000	297,600
129	Travis Wright Pottinger (29458) of Realty Executives Arizona Territory -498306	2.0	1,485,000	742,500
130	Tiffany C Tolley (26397) of Realty Executives Arizona Territory (498306)	2.0	1,485,000	742,500
131	Terri Kessler (15874) of Long Realty Company (16706)	3.0	1,485,000	495,000
132	Anthony Thomas Body (39691) of CXT Realty (5755)	3.5	1,484,850	424,243
133	David K Guthrie (19180) of Long Realty Company (16706)	4.0	1,474,900	368,725

Rank	Name	Sides	Volume	Average
134	Phoebe Bigelow (142000858) of RE/MAX Select (5154301)	4.5	1,469,500	326,556
135	Lorraine T DeMeerleer (1420925) of RE/MAX Select (5154301)	4.5	1,469,500	326,556
136	Linda M Johnson (12215) of Tierra Antigua Realty (2866)	4.5	1,466,396	325,866
137	Sue Brooks (25916) of Long Realty Company (16706)	2.5	1,461,500	584,600
138	Steven B. Long (2825) of Steve Long Realty (5343)	1.0	1,460,000	1,460,000
139	David Leach (18396) of Realty Executives Arizona Territory (498312)	4.5	1,457,900	323,978
140	Mary Vierthaler (12199) of Long Realty Company (298)	3.0	1,455,000	485,000
141	Caroline Freedman (10073) of Gray St. Onge (52154)	2.5	1,449,500	579,800
142	Ryan Porzel (26144) of Homesmart Advantage Group (516901)	4.0	1,440,000	360,000
143	Nicole Jessica Churchill (28164) of eXp Realty (495208)	3.0	1,436,500	478,833
144	Clint Buckelew (16548) of Buckelew Realty (4978)	3.0	1,427,499	475,833
145	Samantha Hei (35880) of Coldwell Banker Realty (70202)	2.0	1,425,000	712,500
146	Karen B Green (7233) of Coldwell Banker Realty (70207)	3.0	1,422,500	474,167
147	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	3.5	1,421,500	406,143
148	Kynn C Escalante (8137) of WeMoveTucson (2536)	2.0	1,412,500	706,250
149	Laura Sayers (13644) of Long Realty Company (16717)	2.5	1,398,000	559,200
150	Dee Dee McCabe (14010) of Homesmart Advantage Group (5169)	3.0	1,393,000	464,333

**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.

## ARIZONA SANDS CLUB, TUCSON'S PREMIER SOCIAL CLUB

Join us where REALTOR Members network, connect with buyers and sellers, host meetings and events... all while cheering on the Wildcats!



ARIZONA  
SANDS CLUB

Contact Us

520.621.8300

AZSandsClub.com

© ClubCorp USA, Inc. All rights reserved.



# SCORE BIG WITH THE VOLPE TEAM!

Make your dream of home ownership a **SLAM DUNK** today!



**PAUL VOLPE**  
Sr. Vice President/Sr. Loan Officer, NMLS 48278

**520.241.4048**

*Volpe* **NOVA**  
TEAM 1.com HOME LOANS

paul@novahomeloans.com

PAUL VOLPE, SENIOR VP/SENIOR LOAN OFFICER, NMLS 48278 / NOVAFINANCIAL & INVESTMENT CORPORATION, DBA NOVAFINANCIAL, NMLS 50007 / BLDGFRNDS / EQUAL HOUSING OPPORTUNITY / NORTHERN AVENUE, SUITE 100, TUCSON, AZ 85718 - BRANCH NMLS 50751 / LICENSED BY THE DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION UNDER THE CALIFORNIA RESIDENTIAL MORTGAGE LENDING ACT 1431230. ALSO LICENSED BY THE CA DFP UNDER THE CIVIL AIRBORNE LOANS MADE OR ARRANGED PURSUANT TO A CALIFORNIA FINANCING LAW LICENSE. FOR LICENSING INFORMATION, GO TO WWW.NMLS.CONSUMERACCESS.ORG / WWW.NMLS.CONSUMERACCESS.ORG / 1-877-313-7322 / COMPANY 3007  
The information contained here is educational only and does not represent actual savings, rates or financing terms. Other conditions and restrictions may apply. Available programs subject to change without notice. Contact your Loan Officer for more information.

## TUCSON'S PRINTER

WE GET OUR ENERGY FROM THE SUN

Local | Reliable | Environmentally Responsible



520-393-3551 | www.DiversifiedPrintSolutions.com

*Love can always be found under a good roof.*

**WEST COAST ROOFING**  
TUCSON, ARIZONA  
Roc 235353

For inspection or needed repairs  
**Give us a call!**

**520.241.2556**  
Licensed Bonded Insured

REQUEST FREE INSPECTION ONLINE  
www.westcoastroofingaz.com  
EMAIL: info@westcoastroofingaz.com



**TRUST • RELATIONSHIPS • INTEGRITY • HONESTY • EXCEPTIONAL QUALITY**





*Forming an Experience  
That Matters for  
My Clients and  
Your Referrals.*



Let me find the right loan for your clients this holiday season



**NOY KELLY**

**o: (520) 329-6945**

**c: (520) 275-8412**

Noy.Kelly@grarate.com

grarate.com/NoyKelly

5460 East Broadway | Suite 350 | Tucson, AZ 85711

Find yourself in good company. #LoansbyNoy

