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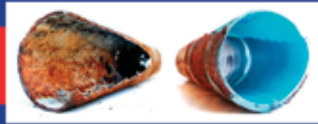
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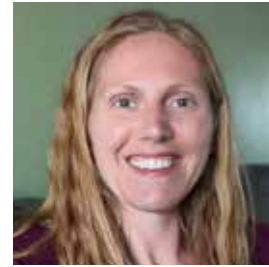
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publisher's note

Sometimes it is hard to stay focused, especially when the weather is beautiful, the birds are busy right outside your window or the plants in your garden are bursting with life. We all know living in Tucson, you have to take advantage of these wonders because the heat is on its way and then we will certainly be stuck inside escaping the oven that becomes home. When those days arrive, I dream of finding a way to stay cool.

So, for now, enjoy, take the moments while you can! I will! You can find me up early tending my garden, pruning my tomatoes, checking on my onions, planting something in every spot possible hoping to be able to eat something from my garden each day! Welcoming the red birds, the hummingbirds & the lizards. Getting ready for the birth of my 11th grandchild, thinking about the tremendous blessings of my family and the way God has showered such blessing & grace in my 62 years.

Tucson Real Producers has been one of those blessings, and I am truly thankful for this community! Each time I sit down with one of you to hear your stories, I am inspired by your journey,

and how you have overcome and made the hard decisions to be where you are today! I often hear how you decided to take hold of your thoughts and direct them toward solutions or action to get moving in the right direction. The ability to do just that is a gift to be thankful for. This month as you read our featured articles, you will be moved and come to know each of these REALTORS® just a little. You will find common ground, common interest, a common passion for integrity, and care for clients! This is what makes each of you a Real Producers. And I think it is something to be proud of!

If we have not met give me a call! Let's find a time to sit down a chat a bit!



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Against the Grain By Kylea Bitoka • Photography by Haus Photo Co.

In Arizona's ruthless rental market, many renters were swept away in the rapids of unrestricted rent increases. Renters unable to afford a down payment had little hope of staying afloat. In this hot market, transactions with a high-dollar price tag promised a tangible reward. Those in real estate were faced with a question—were they willing to swim against the current of the market to advocate for those who could not?

Regardless of the industry, Anthony Payne has approached his career with the same mentality—people first. In his 21-year career in grocery store management, he often told his employees, "You are in the people business; we just happen to sell groceries." It holds true for Anthony in real estate, "The properties sell themselves; I am here to deliver a service. If you are listening, it will all come together."

The day Anthony's ex-coworker called with a dilemma; Anthony was listening. "A single-income family, their apartment complex had just raised the rent from \$980 a month to \$1,300. As long as they were renting, they would always be at the mercy of a landlord. Their five-year-old son had special needs and a move would mean a change in schools. I talked with my broker so I could assist them pro-bono." Anthony helped the family secure down payment assistance, but an even bigger challenge lay ahead. "We needed to find a house in the same area, so their son could still have access to the care he needed. With down payment assistance, it would be hard to get our offer considered in a competitive market."

When the right house popped up on the market, Anthony did not waste time. "The listing had only been on the market for a few hours when I

called the seller's agent," Anthony explained the situation. "The seller's REALTOR® was a well-respected agent with a good heart. She took the offer to her clients." The seller accepted the offer; it was a life-changing moment for the family. "Now they are creating their own equity, and they can provide stability for their son." For Anthony, the reward was greater than any commission check.

At first glance, Anthony may not appear to be a REALTOR® with a big heart. But all of those tattoos are actually Anthony wearing his heart on his sleeve. The memories and the people that mean the most to him, he carries with him every day. "My tattoos are like a security blanket or superhero outfit, a visible reminder that gives me strength and motivation."

His ribs bear a picture of his mother. "My mom was a single mom and we never owned a house. She worked hard and sacrificed a lot to afford a higher rent, so we could live in a good area. There were times when we lived in a one-bedroom apartment. She gave me the bedroom and slept on the couch."

"Even with my mom working two jobs, we still needed government assistance. We moved around a lot, so I never really had a set group of friends." From his grandparents, uncles, and mom, Anthony learned kindness and respect as well as the art of cooking. "We are Italian, so I grew up in the kitchen. My grandfather immigrated to New York from Sicily. Every Sunday, he made focaccia bread after church. We made handmade pasta and my grandfather cured his own olives." Anthony smiles as he shares, "My grandfather got permission to collect olives from the trees around the University of Arizona campus. He would go up into

“
In the last five years,
I've learned you can
always make more money
but you can't make more
time—how you spend
your time matters.
I've had to ask myself,
**'WHAT DO I WANT
TO BE KNOWN FOR?'**
”



...



the tree and shake the olives down. I would collect the olives in a bag.” The good memories continue as Anthony shares about his uncle taking him to sporting events. “When I was 12 years old, my uncle took me to a game at Dodgers stadium. It meant the world to me; I’ll never forget it.”

Anthony started in the grocery business as a bagger and worked his way up from there. As a store manager, his career would move him to different states. “Working in a grocery store, there are a lot of opportunities for problem-solving and interactions with different walks of life, whether that’s with employees or customers. The experience cultured me and opened my mind to a variety of perspectives.”

Anthony moved back to Tucson to be closer to his mom. “My mom passed away a year after I moved here. I decided to do a portrait of her on my ribs.” In the ’70s, Anthony’s mom had done some modeling. “She had saved the dress from one of her modeling shoots. The dress had a cool pattern on it, and I wanted it to be the focal point of the tattoo.” Anthony took the dress and the photograph to a tattoo artist in Albuquerque who helped him pay tribute to his mom.

Six years ago, Anthony’s son Lincoln Justus was born. “In the last five years, I’ve learned you can always make more money but you can’t make more time—how you spend your time matters. I’ve had to ask myself, ‘What do I want to be known for?’”

Across his hands, Anthony wears his son’s name with burning hearts. “It’s a big commitment to get one below the cuff line. However, I realized that if someone won’t work with me because of it, then it would be a bad business transaction in general. You should hire me because of my heart, work ethic, knowledge, and experience.”

From his first tattoo at 17 to the one he got two weeks ago; each image of ink tells a story. Anthony admits he’s slowing down because he is running out of room. Tattoo space may be limited, but his legacy continues in his son and his community. “I’m teaching my son to treat everybody with respect and kindness. Before I was a REALTOR®, I was awarded a Ben’s Bell. It was an incredible experience. Now, I volunteer with Ben’s Bells. I believe that acts of kindness can help cure a lot of what’s happening in the world.” Anthony also volunteers with the Tucson Association of REALTORS®. As Anthony reflects on his real estate journey, he’s grateful to his mentor, Calvin Case. “I was on his team before I went solo. He is the only one who will force you off the team when the time is right. He is very people-focused and he made me the agent I am today.”

When Anthony left the corporate world in 2019 to become a full-time REALTOR®, it was a huge risk; but Anthony has never had a problem

going against the grain. He has thrived in the freedom that real estate offers, “There is no concrete way to do real estate. Each agent gets to be professional in their own way.” Due to his bad experiences as a real estate client, Anthony built his real estate career on a commitment to providing each client the quality experience they deserve.

During COVID-19, Anthony and Lincoln had the opportunity to team up. “He couldn’t go to daycare because of the closures. He shadowed me at work and got a crash course in real estate. I’ve dubbed Lincoln my property assistant. He even has a name tag! We’ve learned a lot from each other in the last couple of years.”

In fact, the biggest factor in Anthony’s success may be what he’s learned from his son, “When you have children, it allows you to use a part of your heart that you never knew you had. I have more understanding. Lincoln has taught me how to slow down and listen.”



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LORI



S K O L N I K

One Step at a Time

A stack of business cards lay by Lori Skolnik's hospital bed. A self-proclaimed workaholic, her drive usually exceeded any physical limitations her severe scoliosis constrained her with. However, after major back surgery—26 three-inch pedicle screws in 13 vertebrae, 2 rods, complete spinal fusion, osteotomy, discectomy, and laminectomy, plus one week in ICU—Lori faced her biggest challenge yet.

While recovery loomed like a rugged mountain, there was the added complication of timing. It was January of 2008 when Lori's back gave out on her. "I had just finished having breakfast with a fellow agent. As I got up from the table, I collapsed. I had no movement in my legs. I had worn back braces throughout my childhood and staved off back surgery as long as I could. At that moment, I knew I could not put it off any longer." So, while the housing market crashed, Lori underwent extensive and risky medical procedures for her back.

After the surgery, Lori would have to learn to do everything all over again. "It was the biggest challenge to go from an independent, single mom of two, with a real estate team of four, to being completely dependent upon absolutely everyone amid the real estate meltdown."

The physical therapist glanced at Lori's picture on the business cards and teased, "This doesn't look like you, you look like the Geico caveman." Lori laughed at the joke. The laughter gave her the strength to start her journey toward recovery. "I knew that I could muster the strength to face the pain, get out of bed, and take my first step. As they say, what doesn't kill you makes you stronger."



Lori had to re-learn basic tasks from writing to walking. In the process, she lost almost everything while accumulating over \$1.2 million in medical bills. Insurance covered a portion, but the amount Lori was responsible for was in the six figures. Just like she learned to walk again, she rebuilt her real estate career one step at a time.

For most of her professional career, Lori has guided others through life's difficult experiences. "I have a Master's Degree in Social Work. I worked with children with cancer and other life-threatening illnesses at UA Cancer Center and Tu Nidito Children & Family Services. I then worked in the bereavement industry at funeral homes and cemeteries. I also owned a memorial center in which I sold affordable caskets, urns, and monuments." It was through her business that Lori met the late



Vicki Holmes. “She was the copier salesperson assigned to call on my business. Vicki also made custom urns.” While Lori didn’t need a copier, she was interested in custom urns. “Vicki became one of my vendors. When Vicki made the switch to real estate, she convinced me to make the transition as well. I knew I didn’t want to sell ‘permanent’ real estate or anything related to it forever.”

The skills Lori had developed in her previous careers paved the way for her success in real estate. “In social work, we look at the big picture. There are many different facets to people’s lives. When they are in a challenging situation, my job was to break it down into manageable steps to enable progress.” Lori explains, “It’s the same thing in real estate. My clients have many different things happening in their lives in addition to buying or selling. In each transaction, I create a game plan so it’s a step-by-step process. My goal is to make each transaction manageable and memorable.” Lori strives to maintain the

highest level of ethics. “I want to bring the respectability of this career back by setting an example, creating expectations, educating my clients, and following through to a successful closing.”

After surgery and rehabilitation, Lori returned to work as a solo agent. “I was reluctant to start a team because I didn’t want to be responsible for anyone else’s livelihood.” However, in November of 2019, Lori decided to take her business to the next level and start a team. She hired Erin Arana as her operations manager. With Erin’s focus on the back-end of the transaction processing, Lori was able to focus on her clients and doubled her business in 2020. Then in May of 2021, Lori welcomed a new agent to the team: Jade Skolnik. The additional support that Jade has brought has helped the team to double its business once again! “It is so fun to



be a mother-daughter team. It’s a blessing to have her by my side again. Jade was so helpful during my surgery. During that time, I learned that I couldn’t do it all alone. I am re-learning that lesson and remembering that I need to take care of myself.”

Reflecting on her experience, Lori shares the biggest takeaway, “Life can change in a moment, it’s important to appreciate the people in your life.” Lori cherishes the time she gets to spend with her family. “I have two children, Caleb, 27, and Jade, 22. Caleb lives in Flagstaff. He runs a gymnastic center and loves the outdoors including cliff diving, hiking, and paddle boarding with his dog.” In addition to her new pursuit of real estate, Jade also enjoys her dogs, competition bodybuilding, and good food. “We love to just hang out and play games.”

Lori adds with a smile, “We are due for a family cruise soon.”

While Lori loves sharing adventures with her kids, she also enjoys traveling solo. “The freedom to go and do whatever I want and not be on anyone’s schedule is divine. I love to experience new places and people.” For Lori, that’s also the joy of real estate, “One of the things I love about the real estate community is the diversity of people that enter. We are all in it together; it’s fascinating getting to know so many different people across the state and nation.” Lori continues, “Real estate allows me the freedom to choose. If you grind, you can create financial freedom.”

A Tucson native, Lori is happy to call the desert home and looks forward to continuing to build her business. “I am working toward expanding my footprint in Tucson and eventually other parts of Arizona. I want to be remembered for being that person you can always reach out to talk to, to help problem solve, and just be there. Most importantly, I want to be an exemplary mother to my children, a daughter to my mother, a sibling to my siblings, and a friend to my friends!”

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DANCING IN THE RAIN



“WHAT ARE YOU GOING TO DO NEXT?”

It's the question that propels Catherine Donovan forward and through each challenge. Rather than dwell on the negative, Catherine looks to the future and plans her path forward. Her unique outlook and entrepreneurial spirit have helped her transform difficult circumstances into new opportunities. "It's been a great ride. Even though there were times when the bottom fell out, there was always something great at the end of it. All of the positive and negative experiences come together to make who I am today." During her 25 years as an entrepreneur, Catherine gained a broad and diverse business background. She also became well connected in many communities, including Cochise County, Sonoita, and the greater Tucson area. While a career in real estate may seem like the obvious culmination of her diverse experience and success, it wasn't in Catherine's original plans. "I never in my wildest dreams expected to have the success that I have had in real estate. It has been an incredible adventure that I feel blessed every day to experience."

Catherine shares her journey as a business owner and how it led her to real estate. "In 1990, Desert Storm drastically affected our town of Sierra Vista.

Most of the soldiers had to deploy; it left the town empty. Business owners closed their shops because of the lack of military personnel in town to buy products. I was an at-home mom with my two youngest children at the time. With their father's wages drastically cut, I knew I had to step in and help support my family." Catherine didn't waste any time on self-pity. Instead, she applied to be a substitute teacher at the local high school. Catherine had studied photography at Northern Arizona University as part of her advertising degree coursework. She had also worked at the student newspaper as a photographer and graphic artist. "I arrived at NAU on an academic scholarship and with only \$100 in my pocket. I quickly found a job with the school newspaper, The Lumberjack. I worked in the advertising department, which sparked my interest in the field."

Catherine was hired as the high school photography teacher. "Every night, I had to study the chapters for lesson plans. I was teaching myself late into the night before I taught the class the next day." When the semester ended, Catherine was hired as the photography teacher, but that was just the beginning of the adventure. "A new high school was about to be completed; I was tasked with designing a state-of-the-art photo lab." While Catherine was experienced



Rob & Catherine at Turquoise Valley Golf Club in Bisbee AZ

IT'S BEEN A GREAT RIDE. EVEN THOUGH THERE WERE
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 COME TOGETHER TO MAKE WHO I AM TODAY.



...
 in using dark rooms, she had never had to build one. "I traveled to Brooks Institute and visited high schools in California and Texas to learn how to build a photo lab." When the photo lab was complete, Catherine received an award from the state for her work. The experience led to another opportunity. "I traveled around to high schools in Arizona to teach them how to design a state-of-the-art photography lab."

While in Sierra Vista, Catherine would also launch her own photography business, Donovan Photography. Catherine and her ex-husband, John Donovan, also owned a car dealership (Donovan Dodge) and were co-owners of a local Irish pub. While her businesses spanned different industries, quality service was at the heart of every business venture.

Catherine's secret to success— "I am service-oriented, and I understand marketing." Catherine explains how her previous business experience



Ericka, Michael,
 Catherine, and Scottie

prepared her for real estate. "In real estate, you have to invest money in yourself, which was also true in the photography business. When I was a photographer, no one else was offering packages. I offered packages because I wanted to give my clients a full-service experience. It's the same in real estate. When I walk into a listing, my goal is to create a smooth transition into their new chapter. I take the stress off of my clients so they can move on. Any issues or problems that arise, I take care of it."

As the 2008 economic crisis swept the nation, Catherine found herself at another crossroads. "I saw an opportunity to reinvent myself and shift into another business role. I moved to Tucson after living in Sierra Vista

for 35 years." Accepted into the Eller School of Management, Catherine pursued her MBA at the University of Arizona. "I had thought about going into commercial real estate. However, my husband, Rob Lewis suggested residential real estate because of my diverse background in business. It's the best advice I ever received!" In real estate, Catherine faced a new learning curve. "In my other businesses, I was at the top of my game. With real estate, I had to teach myself and start all over. It was scary at first." The experience reminded Catherine of when she first opened her photography business. "It doesn't matter how many classes you take; it's only through experience that you learn what it actually takes to be a good REALTOR®." Catherine's strong

work ethic and determination carried her through. Last year as an individual agent with Berkshire Hathaway Home Services, she sold over \$19,000,000. More exciting changes are around the corner for Catherine. "It's coming full circle. Rob is retiring this year, and he just received his real estate license. I am so excited about our future together in this venture!"

In her real estate career and her personal life, Catherine's driving force is family. "When Rob and I married, we created the Brady Bunch! Between us, we have three daughters, three sons, and seven grandchildren. We are a very close family and love spending time together in the great outdoors, whether it's camping, hiking, fishing, or hunting." Their favorite activities also include golfing and ballooning. "A favorite adventure—we introduced to my children at a young age—is hot air ballooning. We sponsored a hot air balloon pilot at the Sierra Vista Balloon Festival every year for 15 years. My children learned how to put the balloons up and how to be a good chase crew with the team. We still go over to Albuquerque for the balloon festival and sign up on the Chase Crew."

With her 60th birthday around the corner, Catherine takes time to reflect on the journey so far. "I am incredibly grateful. I hope to be remembered for not being afraid to start new endeavors in life. There is a quote by Vivian Greene that I live by: 'Life isn't about waiting for the storm to pass. It's about learning how to dance in the rain.' It means that I have learned to not allow anything to deter me from reaching my full potential. I don't wait for bad things in my life to go away. Instead, I choose a positive attitude, take challenges head-on, and enjoy the journey."

TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	86.5	28,369,589	327,972
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	85.0	26,826,235	315,603
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	83.5	26,398,650	316,151
4	Kyle Mokhtarian (17381) of KMS Realty (51920)	81.0	25,317,350	312,560
5	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	64.0	21,238,062	331,845
6	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	34.0	19,972,000	587,412
7	Robert Bitteker (33063) of PCD Realty LLC (4826)	39.0	18,527,569	475,066
8	Lisa M Bayless (22524) of Long Realty Company (16717)	33.0	18,513,342	561,010
9	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	26.5	16,979,840	640,749
10	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	25.0	16,575,411	663,016
11	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	46.0	15,632,802	339,844
12	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	31.5	14,980,491	475,571
13	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	43.0	14,693,282	341,704
14	Susan M Hansen (39241) of MTH Realty LLC (5383)	37.0	13,983,085	377,921
15	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	12.5	13,915,450	1,113,236
16	Traci D. Jones (17762) of Keller Williams Southern Arizona (478306)	31.5	13,516,600	429,098
17	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	33.0	13,170,930	399,119
18	Sandra M Northcutt (18950) of Long Realty Company (16727)	19.0	13,105,300	689,753
19	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	14.0	12,907,866	921,990
20	Aaron Wilson (17450) of Keller Williams Southern Arizona (4783)	31.5	12,453,381	395,345
21	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	18.5	11,344,500	613,216
22	McKenna St. Onge (31758) of Gray St. Onge (52154)	11.0	10,970,525	997,320
23	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty -472205	13.0	10,854,555	834,966
24	Jameson Gray (14214) of Gray St. Onge (52154)	10.5	10,436,925	993,993
25	Patty Howard (5346) of Long Realty Company (16706)	9.5	10,404,700	1,095,232
26	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	31.0	10,397,385	335,400
27	Jim Storey (27624) of Tierra Antigua Realty (2866)	9.0	10,301,966	1,144,663
28	Debbie G Backus (6894) of P B Trading Company, Inc. (2422)	10.0	9,927,000	992,700
29	Tim Rehrmann (25385) of eXp Realty (495206)	27.0	9,332,722	345,656
30	Jose Campillo (32992) of Tierra Antigua Realty (2866)	36.0	9,320,400	258,900
31	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	5.5	9,319,500	1,694,455
32	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	9.0	9,244,500	1,027,167
33	Jay Lotoski (27768) of Long Realty Company (16717)	26.0	9,182,000	353,154

Rank	Name	Sides	Volume	Average
34	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	4.5	9,007,000	2,001,556
35	Suzanne Corona (11830) of Long Realty Company (16717)	6.0	8,985,000	1,497,500
36	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	19.0	8,942,500	470,658
37	Laura Sayers (13644) of Long Realty Company (16717)	18.5	8,811,900	476,319
38	Lauren M Moore (35196) of Keller Williams Southern Arizona (478306)	17.0	8,776,422	516,260
39	Paula Williams (10840) of Long Realty Company (16706)	15.0	8,699,111	579,941
40	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	4.5	8,538,000	1,897,333
41	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	24.0	8,473,000	353,042
42	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	11.0	8,318,490	756,226
43	Tom Ebenhack (26304) of Long Realty Company (16706)	19.0	8,295,525	436,607
44	Brenda O'Brien (11918) of Long Realty Company (16717)	14.0	8,294,000	592,429
45	Angela Tennison (15175) of Long Realty Company (16719)	13.0	8,240,000	633,846
46	Patricia Sable (27022) of Long Realty Company (16706)	6.0	8,232,600	1,372,100
47	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	19.0	8,086,391	425,600
48	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	17.0	8,018,100	471,653
49	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	16.0	7,993,555	499,597
50	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	13.5	7,813,600	578,785

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Have we met before?

HERE ARE A FEW FUN FACTS ABOUT ME:

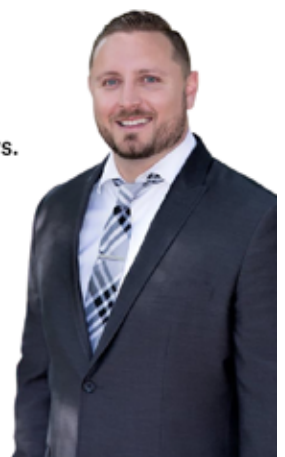
1. Started in the mortgage industry in 2006
2. A volunteer member of the YMCA board
3. Happily married, father of 3 children & 5 dogs
4. Born and raised in Tucson, Arizona.
5. Been coaching youth sports over 9 years.
6. 49ers football fan

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–March 31, 2022

Rank	Name	Sides	Volume	Average
51	Christian Lemmer (52143) of Engel & Volkers Tucson (5162001)	9.5	7,757,400	816,568
52	Matthew F James (20088) of Long Realty Company (16706)	8.0	7,724,400	965,550
53	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	19.0	7,666,750	403,513
54	Madeline E Friedman (1735) of Long Realty Company (16719)	10.5	7,572,000	721,143
55	Laurie Hassey (11711) of Long Realty Company (16731)	14.0	7,486,950	534,782
56	Barbara C Bardach (17751) of Long Realty Company (16717)	8.0	7,291,832	911,479
57	Kimberly Clifton (6338) of Tierra Antigua Realty (2866)	25.0	7,219,236	288,769
58	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	22.0	7,079,320	321,787
59	Jenni T Morrison (4744) of Long Realty Company (52896) and 1 prior office	6.0	6,996,500	1,166,083
60	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	16.0	6,928,280	433,018
61	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	19.0	6,786,240	357,171
62	Tracy Wood (36252) of Realty One Group Integrity (51535)	10.5	6,782,248	645,928
63	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	10.0	6,770,611	677,061
64	Jason K Foster (9230) of Keller Williams Southern Arizona (478306)	9.0	6,759,616	751,068
65	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	23.0	6,752,950	293,607
66	Rob Lamb (1572) of Long Realty Company (16725)	8.0	6,685,000	835,625
67	Sherri Vis (54719) of Redfin (477801)	14.0	6,683,500	477,393
68	Kynn C Escalante (8137) of WeMoveTucson (2536)	8.0	6,667,500	833,438
69	Leslie Heros (17827) of Long Realty Company (16706)	13.5	6,567,700	486,496
70	Richard M Kenney (5903) of Long Realty Company (52896) and 1 prior office	8.0	6,470,800	808,850
71	Lisa Korpi (16056) of Long Realty Company (16727)	13.0	6,469,500	497,654
72	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	19.0	6,433,050	338,582
73	Spencer J Lindahl (39848) of Main Street Renewal, LLC (51432)	21.0	6,317,750	300,845
74	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	20.0	6,245,500	312,275
75	Tyler Lopez (29866) of Long Realty Company (16719)	20.0	6,233,050	311,652
76	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	11.0	6,224,366	565,851
77	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	17.0	6,165,000	362,647
78	Judi Monday (1420458) of RE/MAX Select (5154301)	14.0	6,123,250	437,375
79	Paula J MacRae (11157) of OMNI Homes International (5791)	11.5	6,078,650	528,578
80	Brittany Palma (32760) of 1st Heritage Realty (133)	18.0	6,058,250	336,569
81	Tori Marshall (35657) of Coldwell Banker Realty (70207)	14.5	5,988,700	413,014
82	Nestor M Davila (17982) of eXp Realty (495213) and 1 prior office	18.5	5,979,650	323,224
83	James Servoss (15515) of Keller Williams Southern Arizona (478306)	18.5	5,967,050	322,543

Rank	Name	Sides	Volume	Average
84	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	15.0	5,948,500	396,567
85	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	11.5	5,871,943	510,604
86	Alan M Aho (58433) of ATLAS AZ, LLC (52169)	16.0	5,834,260	364,641
87	Sonya M. Lucero (27425) of Long Realty Company (16719)	14.0	5,816,750	415,482
88	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	9.5	5,793,500	609,842
89	Erin S Keller (30432) of Tierra Antigua Realty (286601)	8.5	5,774,650	679,371
90	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	13.5	5,677,145	420,529
91	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	7.5	5,663,474	755,130
92	Sarah Joseph (54373) of Long Realty Company (16706)	3.0	5,653,000	1,884,333
93	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	11.0	5,628,060	511,642
94	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	11.0	5,555,450	505,041
95	Pam Ruggeroli (13471) of Long Realty Company (16719)	13.0	5,550,595	426,969
96	Sue Brooks (25916) of Long Realty Company (16706)	10.0	5,548,250	554,825
97	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	12.5	5,546,230	443,698
98	Gary B Roberts (6358) of Long Realty Company (16733)	10.5	5,539,130	527,536
99	William Daniel Wesson (728) of The Waterfall Group, L.L.C. (2262)	21.0	5,490,100	261,433
100	Mary Vierthaler (12199) of Long Realty Company (52896) and 1 prior office	9.0	5,458,500	606,500

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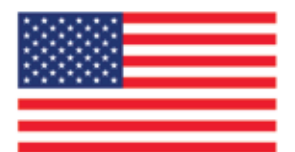
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2021
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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
101	Amanda Clark (39708) of Keller Williams Southern Arizona (478306)	15.0	5,429,985	361,999
102	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	8.0	5,400,000	675,000
103	Kemena Rene Duany (37934) of OMNI Homes International (5791)	13.5	5,334,900	395,178
104	Lisette C Wells-Makovic (21792) of Redfin (477801)	12.0	5,322,600	443,550
105	Leah Mandal (35134) of Keller Williams Southern Arizona (478306)	9.5	5,310,300	558,979
106	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	11.5	5,274,382	458,642
107	Nicole Jessica Churchill (28164) of eXp Realty (495208)	14.5	5,261,400	362,855
108	John E Billings (17459) of Long Realty Company (16717)	11.0	5,083,859	462,169
109	Tony Ray Baker (5103) of RE/MAX Select (51543)	12.5	5,052,500	404,200
110	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	10.0	5,008,720	500,872
111	Tania L. Olive (31098) of Tierra Antigua Realty (286607)	9.0	4,981,150	553,461
112	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	12.5	4,951,000	396,080
113	Kate Wright (35438) of Long Realty Company (16706)	12.0	4,916,800	409,733
114	Brandon R Thompson (21793) of eXp Realty (495210)	10.0	4,715,300	471,530
115	Joshua Waggoner (14045) of Long Realty Company (16706)	4.0	4,705,000	1,176,250
116	Kelly Garcia (18671) of Keller Williams Southern Arizona (4783)	13.5	4,579,300	339,207
117	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	13.0	4,529,200	348,400
118	Calvin Case (13173) of OMNI Homes International (5791)	12.0	4,488,290	374,024
119	Tiffany C Tolley (26397) of Realty Executives Arizona Territory (498306)	7.5	4,449,785	593,305
120	Kathy Baldauf (17251) of Long Realty Company (16717)	11.0	4,433,500	403,045
121	Marni L Allen (10382) of Tucson Property Executives (4685)	9.0	4,414,100	490,456
122	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	6.0	4,412,000	735,333
123	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	12.5	4,407,000	352,560
124	Jeffrey M Ell (19955) of eXp Realty (495211)	9.5	4,391,827	462,298
125	Lori C Mares (19448) of Long Realty Company (16719)	15.0	4,382,012	292,134
126	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	11.5	4,324,900	376,078
127	Dina M Hogg (17312) of eXp Realty (495204)	14.0	4,302,500	307,321
128	Michael Shiner (26232) of CXT Realty (5755)	8.5	4,301,550	506,065
129	Sarah Hoover (52513) of Long Realty Company (16719)	5.0	4,290,000	858,000
130	Cathleen E Jernigan-Rios (38529) of Realty One Group Integrity (51535)	12.5	4,271,350	341,708
131	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478302)	13.5	4,232,800	313,541
132	Lynn Haber (35564) of Realty Executives Arizona Territory (498309)	21.0	4,199,000	199,952
133	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	10.5	4,178,900	397,990

Rank	Name	Sides	Volume	Average
134	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	18.0	4,165,100	231,394
135	Joaquin C Abrams (29547) of Tierra Antigua Realty (2866)	10.0	4,149,490	414,949
136	Blaire C. Lometti (57232) of Realty One Group Integrity (5153501)	8.0	4,118,900	514,862
137	Avery Skidmore (53643) of Coldwell Banker Realty (70207)	9.5	4,080,450	429,521
138	Douglas J Sedam (55438) of SBRanchRealty (51898)	7.5	4,078,900	543,853
139	Nancy Hennessey (37302) of Long Realty Company (52896) and 1 prior office	7.0	4,073,500	581,929
140	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	8.0	4,059,225	507,403
141	David J Masterson (142000790) of Tierra Antigua Realty (286610)	13.5	4,058,400	300,622
142	Erica Hoffman (15629) of eXp Realty (495204)	11.0	4,047,000	367,909
143	Peggy Mincey (55268) of OMNI Homes International (5791)	13.0	4,034,300	310,331
144	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606) and 1 prior office	7.5	4,004,050	533,873
145	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	12.0	3,984,500	332,042
146	George Mattice (55785) of Tierra Antigua Realty (286612)	15.0	3,968,400	264,560
147	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	6.0	3,959,200	659,867
148	Cindie Wolfe (14784) of Long Realty Company (16717)	9.0	3,936,500	437,389
149	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	10.5	3,929,250	374,214
150	Louis Parrish (6411) of United Real Estate Specialists (5947)	6.0	3,910,246	651,708

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