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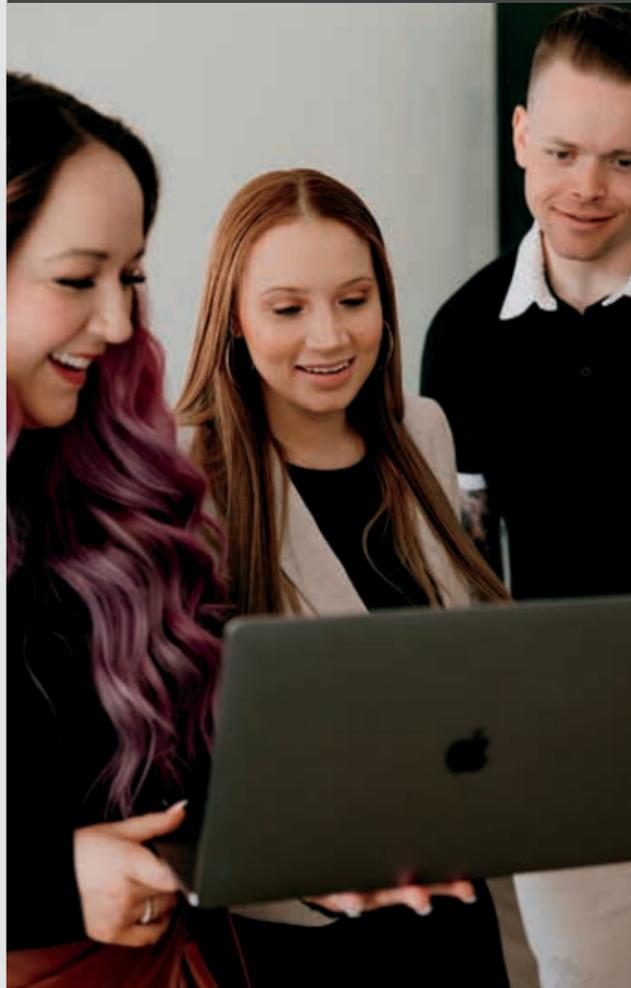
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TABLE OF CONTENTS

	06 Preferred Partner List		12 Rising Star: Akala Jacobson		17 Welcome Mat
	20 Be Inspired: Shawn Edgar		24 Featuring: Sally Robling		30 Top 150 Standings

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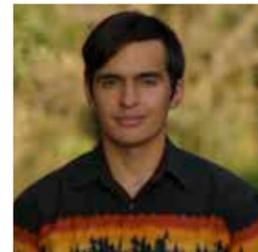
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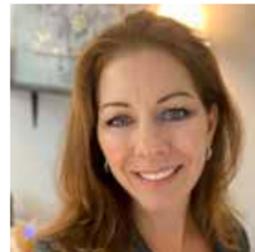
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J A C O B S O N

Compassionate Partner

“For me, home is not just a place; it is a feeling. It’s grounding,” said REALTOR® Akala Jacobson. “It is the most wonderful thing in the world to be a compassionate partner who guides buyers and sellers, helping them take this next step. Real estate combines my love of home, my orientation towards service, and my independent, entrepreneurial spirit. I am proud to have a career where I can guide people as they make important decisions and transition into the next part of their lives.”

SERVICE WITH A SMILE

Akala’s father, Jake, was an entrepreneur who had earned his contractor’s license. He designed and built most of the homes Akala lived in until adulthood. Because of her early experiences on her dad’s building sites, she began dreaming about designing homes when she was only six.



With the encouragement of her parents, Akala focused on pursuing a career in architecture. She was offered a job doing custom home drafting when she was only 16. Akala had become quite skilled, and she designed homes for several years. However, as much as she enjoyed drafting, she was intent on experiencing the world and connecting with people.

“I worked in the service industry for about 20 years,” Akala shared, “honing my love for people, my patience, and my ability to adapt and thrive. I also traveled a bunch, expanding my love for humanity. My life led me to the conclusion that helping one another is the greatest thing we can do. It is one of the only powers we truly have.”

Akala wanted and needed to engage with more people and use her creative skills in new ways. She went to Alaska for a few years, helping expand and run a small farm. It was very rewarding to create something and work very hard to help make it successful.

When she came back to Tucson, Akala continued working in the service industry but was looking for a new career path. Many people told her they thought she would be a good REALTOR® because of her passion for people and service, her love of design, and her attention to detail.



PRACTICING REAL ESTATE WELL

“I was driven to create and build something robust, but wasn’t sure real estate was the best way for me to do that ... until I met Jill Pilling,” recalled Akala. “We talked about what practicing real estate looks and feels like, how a business could be run ethically and successfully, and the ways in which I could be of great service to the public.”

Real estate veteran Jill Pilling saw that Akala loved people, worked hard and cared about what she was doing. She allowed Akala to shadow her as she met with clients for showings and signings. Akala was inspired by Jill’s expertise and how she impacted people and conducted her business. She continued shadowing Jill even while she was studying for her licensing exam.

Jill became Akala’s mentor and team partner for two years. She taught Akala that real estate is a lifestyle and that setting boundaries was key. She also taught Akala to be an expert at contracts and encouraged her to educate her clients. Jill modeled how to advocate and effectively solve problems in a way that was not emotionally draining.

“Real estate allows me to help change lives for the better while having a good time along the way,” smiled Akala. “I have a bit of wanderlust and need a life balance that is flexible and structured. Running my own business accommodates this. And ideally, how I conduct myself and educate my clients will make the industry better as a whole, help my clients become savvier, and raise the bar for what the community expects a REALTOR® to be.”

When she was a new agent, Akala experienced a period of time without any transactions. It was discouraging, but she realized that if she kept at it, she would see results. Akala made a commitment to do the right thing, even if she didn’t see the payout, and years later, she is still seeing fruit from that decision. She has become proficient, professional, and respected by clients and colleagues alike.



“My life led me to the conclusion that helping one another is the greatest thing we can do. It is one of the only powers we truly have.”



“It took me some time to feel proud of myself,” reflected Akala. “Now, I define success as being able to sleep at night. I often contemplate whether I could do something even more efficiently the next time, but I always feel good about how I interacted with my clients and lived out my integrity. I am proud of myself and know I am ‘improving on the design’ as I work on better communication and greater efficiency with every transaction.”

Several years ago, Akala spent months working with a client. They had built a trusting relationship, but in the end, the deal fell through. Two years later, the client came back to Akala to restart the process, but because the market was not favorable, they tabled the search. However, Akala kept the trust relationship going with the client, and the client has already told Akala that they want to team up with her again in 2023 to finally purchase a dream home. For Akala, this is another success story. She is honored to have been involved in this process with the client and to be trusted repeatedly.

Although Akala does not measure her value based on numbers, she is proud to have closed \$7M last year as a solo agent and \$22M in her career so far. She is thrilled to have helped 26 families already this year.

To reinvest in her community, Akala supports Long Realty Cares Foundation annually and through a donation at the close of each client transaction. She also supports Habitat for Humanity, local food banks, and the Boys and Girls Club.

HOME SWEET HOME

Akala enjoys biking, hiking, golfing, camping, scuba diving, snowboarding, traveling, book club, going out to eat, playing cards, and being with family and friends.

When she needs to recharge, Akala spends time working in her garden or enjoying the antics of her backyard chickens, cuddling with the pups, or getting out in nature.

She loves to enjoy life with family, friends, and clients. Akala is thankful for her amazing partner, Brenndon. They enjoy their two dogs, Hank and Eazy, and the fun times together. Akala is close to her sister Hanna, Hanna’s husband Carl, and two adorable nieces. She is also very grateful for her “work wife,” Mariah Rogers, as they help each other balance their responsibilities in life and with clients.

“My life and work philosophies are pretty simple,” shared Akala. “Care, be ethical, work diligently, and keep a positive state of mind. That is the foundation of success. I always win because I feel good about what I’ve done, how I’ve done it, and why. I am here to serve not only my clients but my colleagues, business partners, and those in my personal life. I would like to be remembered as a person who was a positive example, helped when I could, and improved our industry.”



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Where to start! The entire house buying process what something I had been avoiding for years. It was not until we were forced to find a place to live in that we began. Time was limited and it seemed impossible to be able to get a place, as the housing market was very competitive and interests rates were rising from the record lows. My partner had started the search for a home months earlier without success. He was working with another lender and quite frankly, he was of no help. It was a Wednesday that I decided I would join him in the quest to find our home, but we needed to find a new lender. That is where Christian came in! A friend shared with me her home buying experience and told me how great and supportive Christian was. As any other person in this social media world, I immediately IG stalked her and found out we had several connections. I reached out to every single one and all of them had awesome things to say about her. After discussing changing lenders, Sunday night we gave her a call, she was everything we expected and beyond. By Monday morning we had our pre-approval, that same day we began looking at houses, we fell in love with THE ONE! and were placing a bid on it by Wednesday and week later Monday we had won the bid. I know it sounds crazy, but our home buying experience was seamless! Thanks to the help and promptness of Christian we are now living in our beautiful home! She really does go above and beyond for her clients! Thank you Christian!

- Zillow review by Cariño Barragan/ 07/22/22



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SHAWN Edgar

» be inspired

By Danielle Kidwell
Photography by Jacquelynn Buck

METHODS TRIED AND TRUE

Shawn Edgar was living life to its fullest. Professional jewelers with world-class training, she and her husband, David, created exquisite high-end pieces for independent designers and their own design line. They were based in Colorado and loved the travel that took them all over the country, managing three to four art shows per month.

During this time, Shawn was becoming concerned about her grandmother and great-aunt, both in their early 90s and living independently in their own homes in Tucson. She came to Tucson to visit and take stock of their affairs. She recalls, "Rather than being shown the respect they deserved, they were preyed upon." Several companies and businesses were taking advantage of her beloved relatives. Shawn was heartbroken and sick over the situation, so she and David made the difficult decision to pack up and move to Arizona to care for them and continue to run their jewelry business.



They transitioned to Tucson, continuing to do art shows all over the Southwest. During all of the hustle and bustle of caring for her grandmother and great-aunt, producing jewelry for other designers, and selling their own design line, Shawn discovered she was pregnant.

While pregnant with Calum, Shawn thought she could keep up the work pace while tending to her infant and caring for her elderly relatives, but eventually realized that was an unrealistic expectation. "You can't work 13-hour days every day and be there for your child," she explains.

"David accepted that before I did and got a regular job!" She was convinced she'd be able to bring Calum to jewelry shows, wrapped like a papoose. "I had grand ideas," she laughs, "I think I'm part Gypsy!" Reality set in, however, and Shawn knew she needed to find a job that provided the flexibility motherhood and caretaking required.

Around that same time, the couple was in the process of buying a home in Tucson. Shawn felt that she was doing a lot of the legwork, and their agent wasn't doing his best to support them

“

I keep in touch with handwritten notes, telephone calls, and a monthly newsletter that I've been writing and distributing for more than 15 years.

along the way. That experience stuck with her, so when Calum entered kindergarten and she needed a job with a low-expense entry, she thought about that agent and the opportunity the real estate industry could provide. "I figured if he could do it, I could," she recalls. "I jumped in with both feet and never looked back." Shawn went to school, got her license, and got to work.

Shawn discovered that transactions were not as easy as they appeared, but the hard work didn't phase her. "It takes a lot of time and discipline that most people can't sustain," she says. "I struggled for five years, but all the seeds I planted came back to me." Nowadays, Shawn doesn't have to do a lot of lead generation, and she's gratified that she knows her clients so well that 100% of her business is repeat and referral-based. "What makes me

tick is serving people at a very high level," Shawn says. "With real estate, you are involved in the special moments of people's lives, just like with jewelry design."

Shawn provides high-class, low-tech service to her clients using the tried and true methods of old-fashioned communication. She explains, "People want stability and comfort; they want their hands held." She goes on further to say that it's okay not to invest thousands of dollars into marketing and social media. Oftentimes people hide behind their social media presence, and it can be difficult to discover who they are outside of technology. Shawn likens her approach to the old fable, "The Tortoise and the Hare." She says, "You can cold-call and find clients, but it's the long-term slow plod of staying in touch and developing relationships that will feed your business for life." Many of her clients don't use social media, some don't have internet or even computers, and still, others don't even own cell-phones. "They simply don't have an interest in or need technology," Shawn says. "I keep in touch with handwritten notes, telephone

...

calls, and a monthly newsletter that I've been writing and distributing for more than 15 years."

Shawn loves the timelessness and continuity of working with multiple generations. She references one family with whom she has worked on seven or eight transactions. She bought and sold the parents' new home and the homes for all of their children and their nephew. Another client and her now-deceased husband bought and sold with Shawn, and their daughter followed suit, and now their grandson is buying his first home. Though many clients stand out in Shawn's memory, she often returns to the story of her first transaction. "It was 2004 or 2005, and a little girl had me crying," she recalls. "She was about five years old — the same age as my son — and she threw her arms around my legs saying, 'Thank you for getting me my bedroom!'" The little girl had been sharing a room with her infant brother, and this year, Shawn helped that same little girl (now all grown up) buy the house next door to her parents!

The key to building a real estate legacy is consistency. Shawn is up between 4:30 a.m. and 5 a.m. every morning and devotes that first hour to setting the tone for her day. "Most people who experience long-term success have enacted a consistent morning routine," she says. "It's really easy to get



The Edgar family: Shawn, David, Beau, Calum, Alexis, and Buckley

burned out. I do work 60-70 hours per week, but I don't tend to get tired as much as other agents who don't do anything for themselves." She goes on to say that she used to get right to work on the computer in the morning but has since learned to take some time for quiet introspection to get her day started on the right foot. To keep herself on track, Shawn utilizes the Miracle Morning method, created by Hal Elrod, which incorporates silence, affirmations, visualizations, exercise, reading, and journaling. The entire routine takes about an hour, and it's one of the most treasured parts of Shawn's day.

Shawn advises newer agents to be intentional and consistent in the daily, weekly, and monthly activities that they employ to build their businesses. "Write personal notes, mail out notecards, and consistently keep in touch with your clients," she suggests. "Right now, I have five or six notes for each transaction sitting on my desk, notes that I will write to the agent, lender, title company, client on the other side, and most importantly, my own client." Shawn has proven her system is successful, with last year's volume at \$11.8 million and a career volume between \$125-135 million.

Shawn had no idea that moving to Tucson to care for her elderly relatives would lead to such a high level of success. She is grateful that now she can make a difference in more lives because of it, and for her ability to give back to the community, supporting causes such as The Hearth Foundation, where she serves on the board of directors, to 100+ Women That Care, Youth on Their Own, and the Care Fund.

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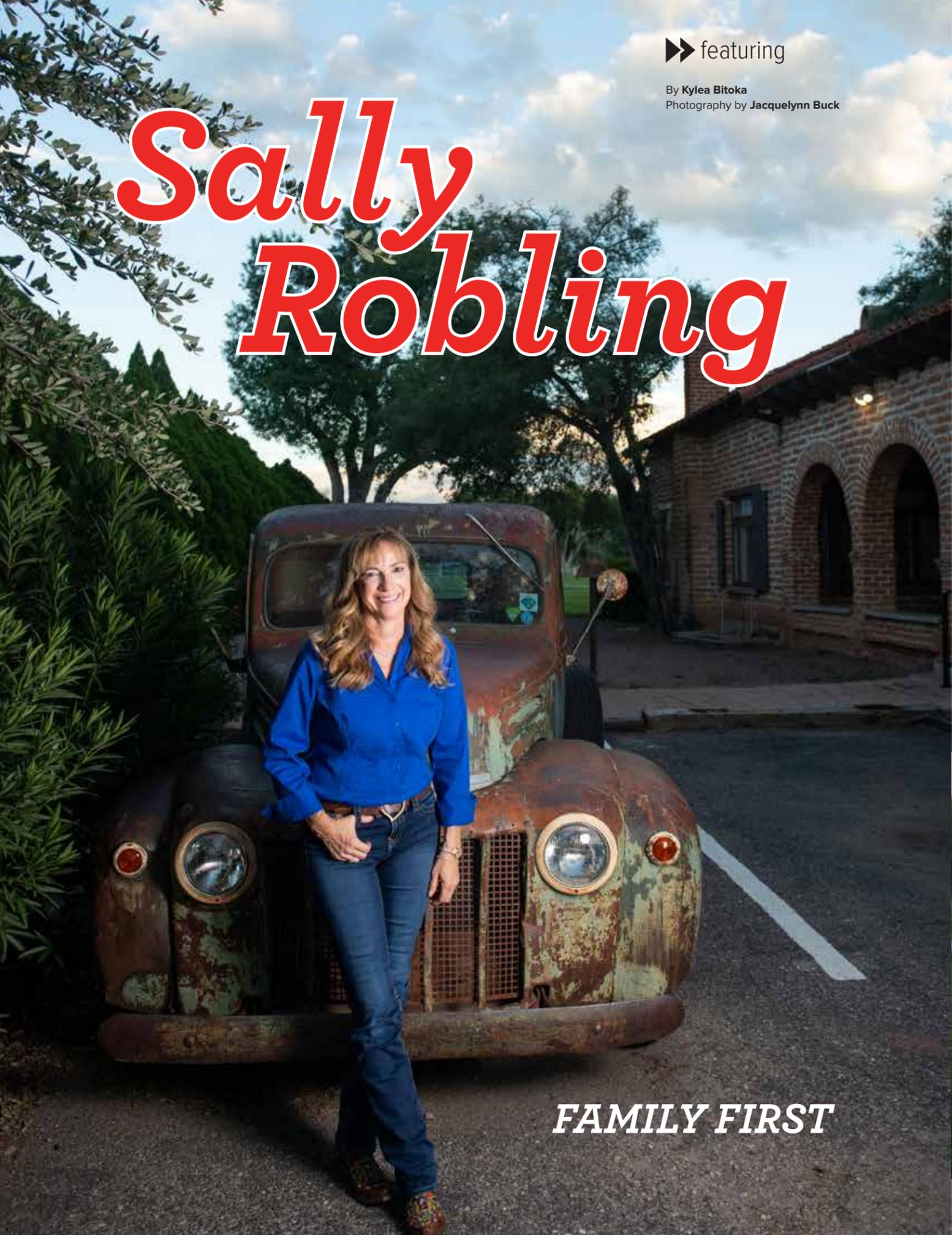
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By Kylea Bitoka
Photography by Jacquelynn Buck

Sally Robling



FAMILY FIRST



“DO YOU HAVE THE FORTITUDE TO BECOME A REALTOR®?”

When I first mentioned pursuing real estate, that was the one question my father asked me. That is the question that sparked my real estate career.



Today Sally Robling celebrates her 20-year anniversary in the real estate industry! Does she have fortitude? The answer is clear – YES! With the support of her family, Carol Rhinehart, Theresa Barnabei, and the guidance of Buffini & Company: Real Estate Coaching and Training, Sally has built a successful real estate business in Tubac, Arizona.

Sally shares how the journey began, and it sure has been quite the journey.” At the time, she was at a crossroads. She was a stay-at-home mom and needed to provide for her daughters. “In real estate, there is no limit. Your actions directly affect the outcome of the business. My dad’s question challenged me. He prompted me to work hard to get started. Twenty years later, I am always working to be better. I have real

estate coaches and continue to earn designations. It’s important to keep learning and growing.”

Now Sally gets to share the experience with one of her daughters. “Before the pandemic, my daughter, Haley, was teaching in a Montessori school in the Phoenix area. She has a master’s degree in Montessori education.” When COVID-19 hit, the school transitioned to online learning. As classroom dynamics shifted, Haley moved back to Tubac. “When she came home, she was able to help me, and she discovered how much she enjoyed real estate.” Haley earned her license in 2021 and joined the Sally Robling Team. The other member of the team is Carol Rhinehart. “She has been my assistant for 17 years. I could not do this business without her. She has become my best friend over the years, and we love working together!”

One of the reasons Sally considered real estate was for the flexibility it offered. “Family always comes first. While my girls were growing up, I was able to be present. I could attend their activities and cheer them on.” Now that her daughters are grown, they still enjoy spending time together. “Our family is very close; we all live within a mile of each other. My youngest daughter, Shelby, recently graduated from the University of Arizona with a degree in equine sciences. She takes care of and trains horses in the surrounding areas. It’s always relaxing to go visit her horse, Turquoise, and feed her treats.” The other reason she was interested in real estate—she wanted to own her business. Sally’s parents planted the



Haley and Sally

seeds that would blossom into a strong work ethic and entrepreneurial spirit. “Mom came to the United States from Guadalajara when she was eight years old. My dad came from a small farming town in Indiana. They worked hard to start their businesses. They were my role models.” Sally’s dad, Jay Robling, started his own produce company in 1977 in Nogales. “I have always admired his honesty, leadership abilities, and how he changed the produce industry. He led with loyalty and sincerity.” Sally’s mom owned a shop in the Tubac Village. “I enjoyed going antiquing with her. It was wonderful to see her as her own boss, running the store and including the family. My girls still enjoy antiquing today.” My brother Rocky also owned a service station starting at the age of 22; my first job was as a full-service gas attendant at his gas station.

Sally adds, “The lessons I learned from their example helped me accomplish my dreams. I am part owner of Realty Executives Arizona Territory, and I have my own office in Tubac. This is the place I love to call home and I thoroughly enjoy helping others make it

home too. It’s a good life, especially here, and it is a gift to be able to share it!”

Sally’s experience living and working in Tubac provides valuable insight for her clients. “I am always honored when my clients choose me and my team to help them. There are three of us on my team; one of us is always ready to be there for our clients.” It’s not surprising that most of Sally’s real estate business comes from referrals and past clients.

Tubac will always hold a special place in Sally’s heart. Sally shares, “In many ways, Tubac and I have grown up together.” It’s why she decided to adopt a highway. “I’ve adopted 3 miles of frontage road in Tubac. It’s a great way to give back and help keep our town clean. The best part is anyone can be involved in the clean-up. I love that it’s an activity that makes a difference and brings people together.”

Sally’s parents were not only her role models in business but in life. “Mom and dad taught me what a family is. They showed me how to love, support, and be there for family every day. I am so grateful to live down the street from my daughters, brother, nieces, and grandnieces.” Her love for family and familiarity with Tubac help Sally stand out in a competitive industry. “We moved to Tubac when I started kindergarten. I’ve lived in eight homes in Tubac. I was buying and selling homes before I became a REALTOR®. My experience helps me guide my clients. I love helping clients purchase their dream homes, second homes, investment properties, and vacant land to build a custom home.” Sally adds, “My kids went to school here, and it’s where I worked as a teacher. I have great relationships in this community.” Sally’s experience as a teacher has helped her succeed in real estate. “Real estate is about education, not only about educating the buyer and seller but educating yourself as the market changes.” One way that Sally continues her education is through Buffini & Company. “I attend their Mastermind Summit and Peak Experience each year as well as their quarterly master classes. I also have a one-on-one coach. Coaching has had a huge impact on my life and business.” Sally attended the last convention with her daughters and their significant others. “It was a remarkable experience, seeing everything come full circle and being able to share the experience with my daughters.”

Her passion shines through in all she does. Sally hopes she can inspire her daughters, like Sally’s parents inspired her. “I want to leave a legacy of kindness, generosity, and love. I hope to make life better for my family and instill the importance of family.”



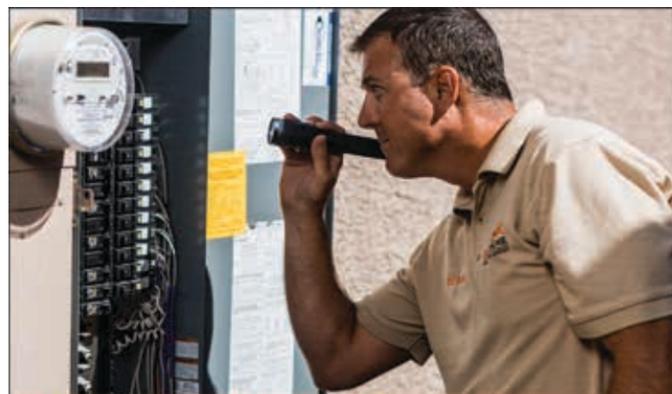


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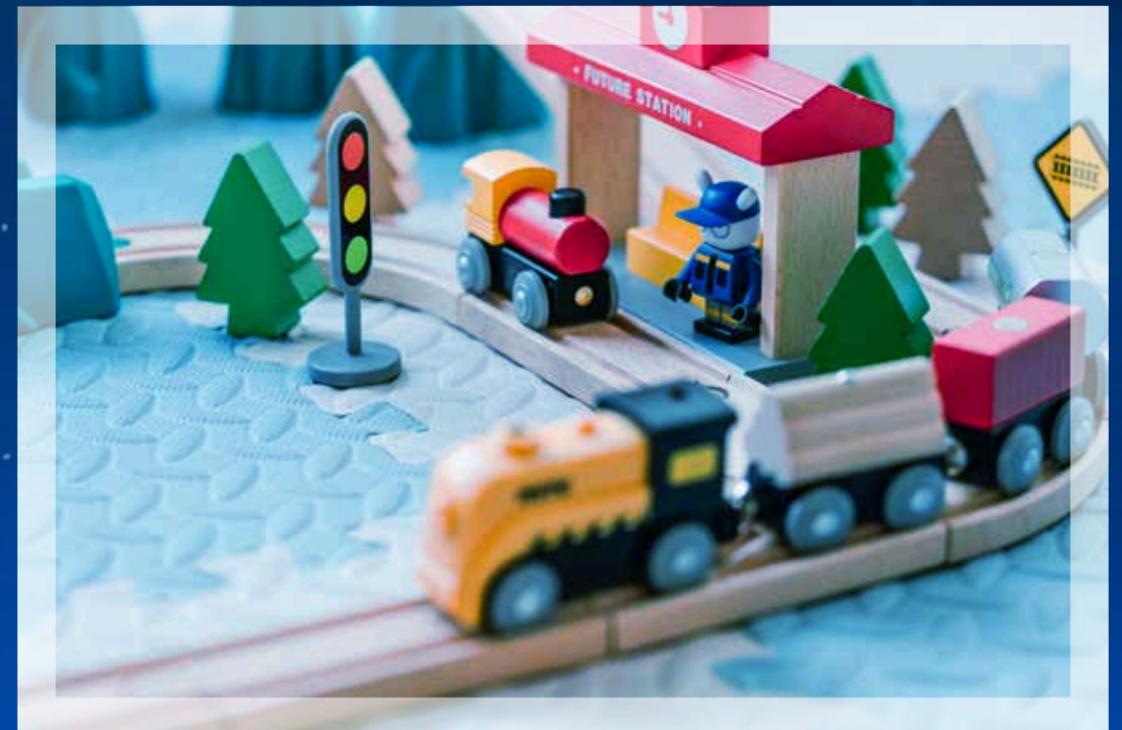
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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Sept. 30, 2022

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty 06 (495201)	246.0	84,885,817	345,064
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	245.0	80,361,559	328,006
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	231.0	79,830,418	345,586
4	Lisa M Bayless (22524) of Long Realty Company (16717)	127.0	73,001,092	574,812
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	211.0	66,974,075	317,413
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	170.0	59,000,444	347,061
7	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	94.0	43,804,626	466,007
8	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	76.5	42,633,125	557,296
9	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	74.0	41,764,895	564,390
10	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	70.0	38,725,651	553,224
11	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	55.5	37,999,097	684,668
12	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	103.5	36,947,574	356,981
13	Aaron Wilson (17450) of Keller Williams Southern Arizona (478313) and 2 prior offices	99.0	36,927,908	373,009
14	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316) and 2 prior offices	90.5	36,747,872	406,054
15	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	36.5	36,251,278	993,186
16	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	95.0	31,549,650	332,102
17	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	59.5	31,548,821	530,232
18	Sandra M Northcutt (18950) of Long Realty Company (16727)	48.0	31,277,301	651,610
19	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	12.0	30,667,132	2,555,594
20	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	90.0	30,545,814	339,398
21	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	32.5	29,399,169	904,590
22	Jose Campillo (32992) of Tierra Antigua Realty (2866)	104.0	29,164,280	280,426
23	Patty Howard (5346) of Long Realty Company (16706)	30.0	28,830,501	961,017
24	McKenna St. Onge (31758) of Gray St. Onge (52154)	25.0	28,048,971	1,121,959
25	Barbara C Bardach (17751) of Long Realty Company (16717)	22.0	27,465,832	1,248,447
26	Jameson Gray (14214) of Gray St. Onge (52154)	22.0	27,091,871	1,231,449
27	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	28.0	26,535,500	947,696
28	Tori Marshall (35657) of Coldwell Banker Realty (70207)	54.5	25,590,200	469,545
29	Laurie Hassey (11711) of Long Realty Company (16731)	45.5	25,069,350	550,975
30	Paula Williams (10840) of Long Realty Company (16706)	40.5	24,507,043	605,112
31	Joshua Waggoner (14045) of Long Realty Company (16706)	18.0	23,875,000	1,326,389
32	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	59.0	23,809,849	403,557
33	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	63.5	23,769,305	374,320

Rank	Name	Sides	Volume	Average
34	John E Billings (17459) of Long Realty Company (16717)	47.0	23,451,159	498,961
35	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	50.0	23,222,220	464,444
36	Tom Ebenhack (26304) of Long Realty Company (16706)	46.0	23,196,218	504,266
37	Laura Sayers (13644) of Long Realty Company (16717)	45.0	22,729,798	505,107
38	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	54.5	22,716,875	416,823
39	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	36.0	22,610,705	628,075
40	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	37.0	22,530,602	608,935
41	Brittany Palma (32760) of 1st Heritage Realty (133)	60.0	22,123,300	368,722
42	Suzanne Corona (11830) of Long Realty Company (16717)	16.0	22,080,000	1,380,000
43	Tim Rehrmann (25385) of eXp Realty (495206)	64.5	21,969,083	340,606
44	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	47.5	21,177,850	445,849
45	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	52.0	21,079,551	405,376
46	Tony Ray Baker (5103) of RE/MAX Select (51543)	46.0	21,032,100	457,220
47	Brenda O'Brien (11918) of Long Realty Company (16717)	33.0	20,126,000	609,879
48	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	43.0	20,017,860	465,532
49	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	16.5	19,943,836	1,208,717
50	Maria R Anemone (5134) of Long Realty Company (16727)	14.0	19,927,413	1,423,387

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Sept. 30, 2022

Rank	Name	Sides	Volume	Average
51	Jim Storey (27624) of Long Realty Company (16706) and 1 prior office	20.0	19,861,956	993,098
52	Tyler Lopez (29866) of Long Realty Company (16719)	53.5	19,666,427	367,597
53	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	48.0	19,278,128	401,628
54	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	51.5	18,503,690	359,295
55	Leslie Heros (17827) of Long Realty Company (16706)	40.5	18,435,400	455,195
56	Jay Lotoski (27768) of Long Realty Company (16717)	51.5	18,388,400	357,056
57	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313) and 2 prior offices	40.5	18,170,140	448,645
58	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	20.0	18,053,500	902,675
59	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	49.5	17,724,725	358,075
60	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	48.5	17,632,642	363,560
61	Patricia Sable (27022) of Long Realty Company (16706)	20.0	17,459,500	872,975
62	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	12.0	17,358,636	1,446,553
63	Angela Tennison (15175) of Long Realty Company (16719)	27.0	17,289,405	640,348
64	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	33.0	17,258,800	522,994
65	Pam Ruggeroli (13471) of Long Realty Company (16719)	36.0	17,250,866	479,191
66	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	33.0	17,235,450	522,286
67	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	40.5	17,165,900	423,849
68	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	52.5	17,075,300	325,244
69	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	34.5	17,014,402	493,171
70	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	45.5	16,891,990	371,253
71	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	49.5	16,840,950	340,221
72	Madeline E Friedman (1735) of Long Realty Company (16719)	24.5	16,818,101	686,453
73	Jason K Foster (9230) of Keller Williams Southern Arizona (478313) and 1 prior office	25.0	16,729,309	669,172
74	Tom Peckham (7785) of Long Realty Company (16706)	21.5	16,639,870	773,947
75	Sue Brooks (25916) of Long Realty Company (16706)	29.5	16,620,700	563,414
76	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	22.5	16,538,055	735,025
77	Debbie G Backus (6894) of Backus Realty and Development (2422)	20.0	16,392,000	819,600
78	Michele O'Brien (14021) of Long Realty Company (16717)	34.0	16,278,815	478,789
79	Lisette C Wells-Makovic (21792) of Redfin (477801)	39.5	16,271,400	411,934
80	Gary B Roberts (6358) of Long Realty Company (16733)	33.0	16,220,597	491,533
81	Heather Shallenberger (10179) of Long Realty Company (16717)	41.5	16,202,928	390,432
82	Lisa Korpi (16056) of Long Realty Company (16727)	32.0	16,176,500	505,516
83	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306) and 1 prior office	37.0	15,842,077	428,164

Rank	Name	Sides	Volume	Average
84	Sherri Vis (54719) of Redfin (477801)	36.0	15,794,550	438,738
85	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	36.0	15,694,980	435,972
86	Nicole Jessica Churchill (28164) of eXp Realty (495208)	40.0	15,540,820	388,520
87	Yvonne C Bondanza-Whittaker (58689) of Realty ONE Group 03 (580803) and 1 prior office	48.0	15,383,850	320,497
88	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	30.0	15,372,315	512,410
89	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313) and 1 prior office	39.5	15,263,500	386,418
90	Jeffrey M Ell (19955) of eXp Realty (495211)	35.5	15,160,689	427,062
91	Nestor M Davila (17982) of Tierra Antigua Realty (53134) and 2 prior offices	45.0	15,115,326	335,896
92	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	22.0	15,040,861	683,676
93	Kimberly Mihalka (38675) of eXp Realty (4952)	30.5	15,034,065	492,920
94	Ronnie Spece (19664) of At Home Desert Realty (4637)	36.0	14,962,673	415,630
95	Rob Lamb (1572) of Long Realty Company (16725)	18.5	14,910,910	805,995
96	Iris Pasos (38869) of Tierra Antigua Realty (286610)	35.0	14,904,852	425,853
97	Jennifer C Anderson (16896) of Long Realty Company (16724)	30.5	14,816,956	485,802
98	Lori C Mares (19448) of Long Realty Company (16719)	40.5	14,794,850	365,305
99	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	44.0	14,745,378	335,122
100	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	17.0	14,525,815	854,460

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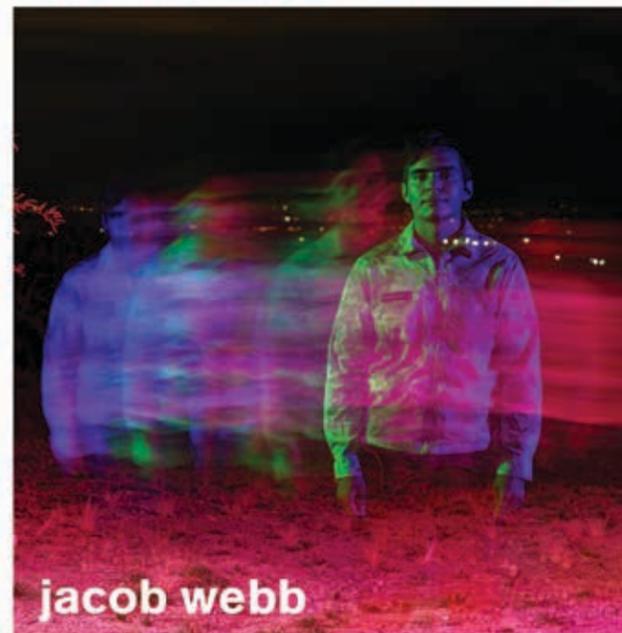
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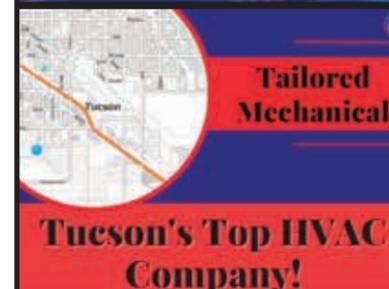
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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Sept. 30, 2022

Rank	Name	Sides	Volume	Average
101	Michael Shiner (26232) of CXT Realty (5755)	21.5	14,510,148	674,891
102	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	42.0	14,411,750	343,137
103	James Servoss (15515) of Keller Williams Southern Arizona (478313) and 1prior office	47.5	14,320,870	301,492
104	Kynn C Escalante (8137) of WeMoveTucson (2536)	20.0	14,223,500	711,175
105	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	36.0	14,065,500	390,708
106	Bob Norris (14601) of Long Realty Company (16733)	31.0	14,060,597	453,568
107	Jenni T Morrison (4744) of Long Realty Company (52896) and 1 prior office	15.0	14,046,800	936,453
108	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038) and 1 prior office	18.5	13,858,645	749,116
109	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	37.0	13,838,852	374,023
110	Kate Wright (35438) of Long Realty Company (16706)	30.0	13,734,542	457,818
111	Matthew F James (20088) of Long Realty Company (16706)	18.5	13,728,100	742,059
112	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	32.0	13,679,940	427,498
113	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	21.0	13,659,490	650,452
114	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	29.5	13,643,441	462,490
115	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	33.5	13,643,239	407,261
116	Paula J MacRae (11157) of OMNI Homes International (5791)	25.5	13,605,350	533,543
117	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	30.0	13,440,105	448,004
118	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	26.5	13,425,081	506,607
119	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	20.0	13,299,050	664,952
120	Calvin Case (13173) of OMNI Homes International (5791)	33.5	13,277,725	396,350
121	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	28.0	13,128,282	468,867
122	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	42.5	12,980,650	305,427
123	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	27.5	12,909,950	469,453
124	Tracy Wood (36252) of Realty One Group Integrity (51535)	21.5	12,899,248	599,965
125	Penny Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203	25.0	12,890,059	515,602
126	Wanda Fudge (28579) of Long Realty Company (16728)	22.0	12,680,000	576,364
127	Christina Esala (27596) of Tierra Antigua Realty (286607)	31.0	12,546,300	404,719
128	Blaire C. Lometti (57232) of Realty One Group Integrity (5153501)	25.0	12,174,700	486,988
129	David K Guthrie (19180) of Long Realty Company (16706)	26.0	12,037,790	462,992
130	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	17.5	12,031,797	687,531
131	Pam Treece (13186) of Long Realty Company (16717)	19.5	11,995,519	615,155
132	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	45.0	11,991,700	266,482
133	Alicia Girard (31626) of Long Realty Company (16717)	21.5	11,975,500	557,000

Rank	Name	Sides	Volume	Average
134	Douglas J Sedam (55438) of SBRanchRealty (51898)	19.5	11,942,650	612,444
135	David L Duarte (57860) of Tierra Antigua Realty (286606)	49.0	11,794,387	240,702
136	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	32.0	11,771,692	367,865
137	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	26.5	11,714,693	442,064
138	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	22.0	11,666,000	530,273
139	Jenifer Adamson Jankowski (52926) of Long Realty Company (16717)	24.0	11,650,000	485,417
140	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	16.0	11,554,697	722,169
141	Kemena Rene Duany (37934) of OMNI Homes International (5791)	25.0	11,457,700	458,308
142	Tim S Harris (2378) of Long Realty Company (52896) and 1 prior office	21.0	11,373,750	541,607
143	Lindsay L Liffengren (4949) of RE/MAX Excalibur (4535)	31.0	11,277,053	363,776
144	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478313) and 1 prior office	31.5	11,273,700	357,895
145	Richard M Kenney (5903) of Long Realty Company (52896) and 1 prior office	16.0	11,256,800	703,550
146	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	18.0	11,185,675	621,426
147	Cindie Wolfe (14784) of Long Realty Company (16717)	21.0	11,068,250	527,060
148	Matt Bowen (53352) of Coldwell Banker Realty (70204)	29.5	10,877,700	368,736
149	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	27.5	10,855,380	394,741
150	Cathleen E Jernigan-Rios (38529) of Realty One Group Integrity (51535)	28.5	10,823,250	379,763

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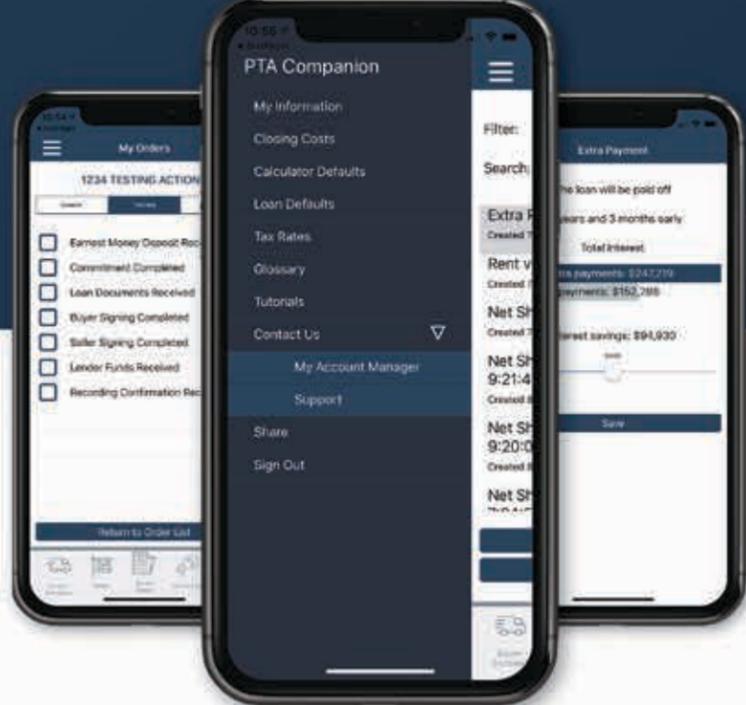
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