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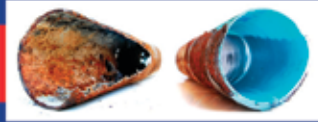
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▶ agent on the hunt
By Ruth Gnirk
Photography by Casey James

“There’s a certain feeling you get when something strikes the pitch-perfect chord,” said Gabrielle with a twinkle in her eye. “It’s like a tingling in your fingers, and you know you’ve found ‘it.’ Some people discover this in their perfect dress or when finding their soulmate. I get that feeling for real estate! I like finding hidden gems in people, in property, and in myself as I continue to grow.”

Gabrielle Feinholtz has developed properties and operated in the antique and art market, finding beautiful things of value hidden in plain sight at estate auctions and garage sales. As a REALTOR®, she is straightforward, honest and lives by integrity. She loves finding treasure in people and helping people find treasure in real estate.

TREASURE IN THE PAST

Gabrielle grew up in New York, surrounded by unique homes and buildings. She was exposed to commercial real estate sales and children’s fashion because of her family’s involvement in those areas. The rapidly fluctuating value of fashion created a desire in Gabrielle to invest in real estate to prepare for the uncertain future.

“Owning property, not renting, was in my bones,” Gabrielle recalled. “New York is a treasure center of the fashion industry, and there are a million other treasures hidden there as well. I became a treasure hunter at a young age, and it brought me great joy to find beautiful things hidden in plain sight.”

As a high school senior, she had to choose between the University of Wisconsin and the University of Arizona. She quickly realized that she would not escape the bone-chilling New York-style cold in Green Bay, so Gabrielle chose Tucson.

TREASURE IN REAL ESTATE

Gabrielle used her keen eye for treasure hunting to collect art and antiques, which she sold at trade shows on both coasts through her business, Futures Past. She reinvested her profits in marketable treasures and also invested in real estate.

In 2008, she earned her real estate license. Gabrielle purchased and developed properties in Arizona and Colorado. She would buy a home with extensive property, subdivide it and do some live-in renovating in the existing house while the new house was under construction. Then she would sell the old house and move into the new house to finish projects, make it ready to sell and then do it all again.

“I love envisioning how a house can be improved to best suit my client’s needs,” shared Gabrielle. “Some people can’t visualize change, but that is where I shine. When we are in a space together, I can help them ‘see’ past a wall that’s blocking them in so they can see the hidden treasure in a home. I help them see the present and future value and reveal how it can be their dream home.”

Life was an adventure until 2009. Buyers’ discretionary spending money drastically decreased and changed the real estate industry. When her sales declined, she had to slow down on her house-flipping. She settled into one of her investment properties in Tucson and made it her home.

TREASURE IN PEOPLE

“Flipping houses and ‘building up’ was always something I did for myself, as an expression of my love of real estate,” Gabrielle reflected. “I didn’t even consider real estate as a viable, full-time profession until after Futures Past concluded, and my son, Gabriel, was in college. However, soon after I started working as a REALTOR®, my aging, quadriplegic father needed increasing care. The only solution was to have him move in with me.”

...

When Gabrielle put her own plans on hold to assist her parents, she didn't realize that it would prepare her to help clients navigate their own or their elderly parents' needs and wishes. She has a great level of compassion that comes from personally experiencing the toll, expense and privilege of being a 24/7 caregiver.

"My 88-year-old mother will be next in my home," shared Gabrielle honestly, "and I am trying to store up in case I need to take another break from my true love of real estate to care for my first loves: my parents! I have cared for a lot of people who have poor prognoses, and I am able to just sit with them; I know how to be with them. They are very vulnerable, but there is a treasure in those times as well."

Gabrielle has just as much compassion for caregivers as the "cast of thousands." It is her goal to help the individuals themselves and their families, especially those who are currently serving as caregivers, to aspire to adapt and accept what might be a new life norm. She wants people to know that they can exist with limited or no mobility. It is not a death sentence; they can learn to adjust.

"I do a lot of permission-giving," she noted. "We need to remove the shame from the natural process of dependence. Everyone has family members with unique needs. They're not wants, they are really needs. I advocate for families to utilize community resources because they can help family caregivers be more available for the ones they are caring for. The resources are there and are well-earned!"

TREASURE IN THE COMMUNITY

She prides herself on being her clients' "eyes on the ground," whether in person or virtually. When clients and families have an idea that's not fully formed, she helps them to discover and refine their goals. Gabrielle says, "It is like treasure hunting! I can keep my clients from being distracted by the 'shiny new thing,' so they can focus on their real, long-term goals."

Gabrielle builds relationships and follows up. She also tries to ensure that the other clients feel just as satisfied as her own clients do. She has an ongoing network with partners in the community. She utilizes Reminder Media to add value to her clients each month, investing in the magazine because she genuinely enjoys the articles and the recipes and her clients enjoy them as well.

"I am very thankful for Daniel Yang, my manager at Coldwell Banker, who is always available," beamed Gabrielle. "Of all the managers I have ever had in any industry, he is the best human and the best manager! He is genuine and has a wonderful sense of mentorship. I am a very loyal person; I found my home at Coldwell Banker."

THE TREASURE WITHIN

Gabrielle still loves antiquing. She used to enjoy bodybuilding but recently restarted Pilates. She loves to read and float in her pool



to relax. She also enjoys a fine dining experience and looks forward to traveling again.

She is proud of her son, Gabriel, who graduated from Stanford with a Ph.D., and his wife, Andrea, who is an acclaimed ceramic artist. Gabrielle enjoys hosting them and traveling to see them in Washington.

"Real estate doesn't fit into my dreams and goals," concluded Gabrielle. "Real estate is my dream! I love what I do. Through real estate, I can facilitate the goals of so many and teach them to look for options without fear. I love treasure hunting, in real estate and in life. The greatest treasure is people, and the second-greatest treasure is a home for them to live in."

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“Take care of the people ... the money will come!”
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“You never know how strong you are until being strong is the only choice you have.”
HOLLY BUTLER — LONG REALTY



“Tomorrow never comes [in] the real estate business. We only have today.”
BRUCE BACA — COLDWELL BANKER REALTY



“After 18 years in real estate, I can say 3 things for sure that can apply to all investors, clients and agents. I should have bought more properties. I should have bought them sooner. I wish I never had sold them.”
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“It’s not about me/us. It’s the clients’ home, their money, their timetable and their decision. Always.”
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“One of my favorite reminders is ‘one day at a time.’ This helps me to focus on each day rather than projecting and worrying about the future.”
CAROL NIGUT — COLDWELL BANKER REALTY



“The best piece of advice I was given as a new agent was that it is OK to say no! Say no to those unrealistic sellers and overpriced listings. Don’t take a listing just to get a listing — look at it and make a smart business decision. Focus instead on your A-plus sphere, and if you take good care of them, they will feed your business forever.”



“The other piece of advice I’d like to share is don’t put your name on the side of your car. It makes you look desperate, and your car looks cheap.”
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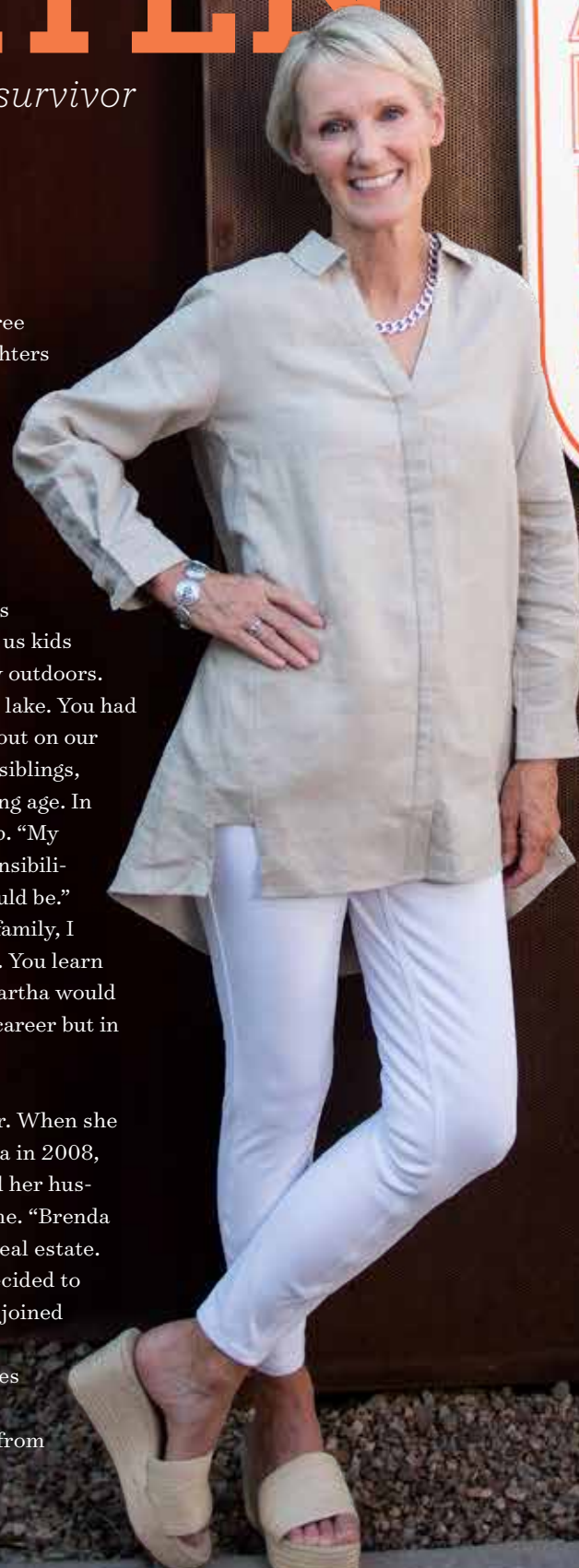
educator — runner — survivor

►► be inspired

By **Kylea Bitoka**
Photography by **Jacquelynn Buck**

“I have eight siblings, five sisters and three brothers. My father didn’t treat his daughters any differently than his sons. He had us out there mowing the yard with our brothers. We all had responsibilities. In a big Irish Catholic family, you quickly learn to take care of yourself and others.” Martha Staten grew up in Illinois, outside of Chicago. She was number 4 out of nine kids. Martha shares some of her childhood memories: “All of us kids would pack a lunch and go spend the day outdoors. We would wade in creeks or swim in the lake. You had to entertain yourself. We figured things out on our own.” While she had fun with her many siblings, she also developed a work ethic at a young age. In eighth grade, Martha started her first job. “My parents raised us with morals and responsibilities. They taught us to be the best we could be.” Martha continues, “Growing up in a big family, I developed confidence and independence. You learn survival skills and to be competitive.” Martha would need all of those skills, not only for her career but in the fight for her life.

Before real estate, Martha was a teacher. When she moved to Tucson from Northern Virginia in 2008, Brenda O’Brien represented Martha and her husband, Mike, in the purchase of their home. “Brenda suggested that I think about going into real estate. At first, I rejected the idea, but then I decided to give it a go.” Martha got her license and joined Brenda’s team. “I was fortunate to learn from the very best. Some of the processes Brenda used, I still use today.” Then the market crashed. Martha received a call from



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a principal looking for a substitute special education teacher for six weeks. “It was teaching kindergarten through second grade. I had never taught that age group before. It was a blast. I worked there for a year and a half before going back to real estate.”

Martha explains why she transitioned back to real estate: “If I look in the mirror and feel I haven’t given 100% to the people I’m working with, then it’s time to make a change. My passion had shifted to real estate. I was ready to pursue it full time.” Even as a REALTOR®, Martha is still an educator. “Real estate allows me to take advantage of the skills I used in the classroom. Teachers work for years and years without realizing the many skills they develop in the classroom are applicable in so many other industries outside of education.” Martha shares the similarities between the two careers: “As a teacher, I would sit with my students and parents to talk

about their goals. We would make a plan for reaching those goals. I helped them understand the process and provided the resources to get to the finish line.” Martha continues, “In real estate, I sit around a table with my buyers or sellers to talk about their goals, whether it’s a financial goal or a specific timeline. We develop a plan to achieve it. I educate them about the process, help manage expectations and connect them with necessary resources.” Martha chuckles and adds, “Basically, I traded in lesson plans for purchase contracts and students for clients.”

In 2014, while on vacation in Colorado, Martha’s life took a surprising turn. “I got up to use the bathroom in the middle of the night. I fainted and landed on the tile tub, fracturing my skull in three different places.” The impact had torn the lining of her brain and blew out her eardrum. “I fractured my temporal

bone. It’s a fracture usually seen in side-impact car accidents. For that bone to fracture, the rate of impact needs to be 25 miles per hour. The doctors were stunned that I had survived such a severe skull injury.” She spent about four days in ICU before Mike drove her back to Arizona. “I couldn’t fly because of my eardrum. It was a long drive home; I was very sick.” Martha spent a year and a half recovering. “I had great doctors, nurses and therapists at Mayo Clinic that helped me recover.” Martha began to walk again with a walker and then a cane. “The neurologist and neurosurgeons said running saved my life because my body had the strength it needed to recover.”

Martha reflects on her first marathon: “It’s like love; you never forget the first time you fall in love. I’ll always remember the 1992 Chicago marathon. I would run for exercise, but I wasn’t serious about it. Then ...



I decided to try a marathon.” As Martha crossed the finish line, she gasped, “I will never do that again!” At that point in her life, it was the hardest thing she had ever done. Then one of her husband’s colleagues asked her, “Do you know how close you were to qualifying to run in the Boston Marathon?” Those words sparked her competitive nature. She never imagined as she continued to train and run marathons that it would one day save her life. As Martha continued to battle her way through recovery, doctors were uncertain if she would run again. However, Martha had other plans. “When I started running again, it was the most natural thing to me. I began training for a 10K in Colorado.” Martha not only completed that 10K, but she also won it for her age group. “My recovery was a journey. Finishing that race was emotional and fabulous. My family was there to support me, and they were waiting for me at the finish line. I am so grateful to have survived and for all of the support from family that aided my recovery.” Her resiliency and perseverance are reflected now in the way Martha works for her clients.



Setbacks and workarounds don’t phase her; they are just part of the path to the finish line.

Altogether, Martha has now qualified to run the Boston Marathon 10 times. Martha will run the Boston Marathon again in 2023, and that most likely won’t be the last time she runs it. “I want to run the Boston Marathon

when I’m 70; that’s two years from now. My goal is to qualify one more time, and then that might be the last marathon.” Martha laughs and adds, “Though I have a written statement saying I was never going to run a marathon again ... I wrote it 18 marathons ago.” But knowing Martha, with her determination and positivity, whatever she decides — the best is yet to come.

▶ featuring

SHAWN & STEPHANIE POLSTON

MAKING DREAMS COME TRUE

By Kylea Bitoka
Photography by Jacquelynn Buck



Chris, Stephanie, and Shawn

“What has been your greatest adventure in life so far?”

“Being together is our adventure,” replies Stephanie Polston. “Shawn and I have been together through everything, from raising our son to working together.” Shawn Polston adds, “We started dating in high school; we were young parents. We’ve been together now for a little over 30 years.”

Stephanie shares, “We love to travel, whether it’s a quick getaway to Pinetop or a family vacation in Florida.” One of the Polstons’ memorable vacations was to Washington, D.C. “Seeing the Declaration of Independence in the National Archives was a touching experience. I was born on the Fourth of July, so that’s always been a part of who I am. Every year I get to celebrate my birthday with fireworks as we honor our great nation.” Stephanie adds, “So far, it’s been an amazing adventure, and we look forward to growing old together.”

Shawn and Stephanie work side by side, however, they have very different roles on the team. The Polston Results Team in Tucson includes a dedicated administrative team managed by Stephanie. Shawn and Stephanie’s son, Chris, is the buyers’ agent, while Shawn and Francisco Genardini handle listings. In 2021, the team earned \$27 million in sales volume. With a chuckle, Shawn shares, “As young parents, people thought we were screwed. Now those people are jealous because we can enjoy the freedom and flexibility of a successful real estate business. Plus, we get the joy of working with our adult son.” Shawn and Stephanie have achieved a happily ever after, but calling it a fairytale ending doesn’t do justice to the amount of work it took them to

beat the statistics, building a strong family and successful business.

For Shawn and Stephanie, their son provided motivation. Stephanie shares, “I wanted to show him anything was possible.” In college, Stephanie majored in education and graduated within the top 10% of her class. “I believe the way we change the future is through kids. I was interested in teaching because I wanted to help create a good foundation for youth so they could be successful. I taught first grade for 10 years and then middle school for three years.” At that point, Shawn’s real estate business was taking off. After 13 years in education, Stephanie was at a crossroads. “I could either go back to school to become a principal or join Shawn in real estate.”

Both Shawn and Stephanie were experienced real estate investors. Before Shawn became a REALTOR®, they had invested in real estate. Shawn explains, “I was working in low voltage communication contracting and sales. However, on the side, we would buy properties to flip or convert to rentals.”

In late 2005, Shawn saw the warning signs and knew the current real estate market was unsustainable. He realized it was time to sell their rental properties. “I was tired of dealing with real estate agents. I decided to get my license so I could sell the properties.” Once Shawn had his license, it didn’t take long for him to turn it into his career. “Having experienced the way other agents work, I knew that I could contribute to the industry in a meaningful way.” Plus, Shawn had hit the ceiling in his current career. “I was reporting to the owner’s son; there was no room for advancement.”

•••

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Shawn got his real estate license in February 2006. He laughs and adds, "I got my license the day the market started going down." It may not have been the best time to start a real estate career, but Shawn worked hard to make the best of a difficult situation. Stephanie joined his team in August 2012. Together Shawn and Stephanie continued to grow their real estate business, expanding their territory outside of Tucson and into other areas of Arizona. The Polstons also have a real estate partner in South Florida and are onboarding a new partner in Virginia Beach, VA.

Stephanie shares one of the keys to their success: "Shawn manages the sales, and I handle the administrative functions. It's essential to have a plan as well as clear communication." Stephanie continues, "We also leave work at the office; once we come home, it's family time."

Shawn shares another aspect, "Our business coach, Dru Lee, gave us great advice about the mechanics of our business. He advised us to always lead with revenue and keep an eye on profitability. There are a lot of gimmicks when it comes to lead generation and marketing. You can easily rack up expenses in advertising that are not providing a good return on your investment. That can quickly lead to trouble. We keep track to ensure that any money spent is generating a return."

For Stephanie, that came naturally; it was a principle she had learned in her childhood. "My parents worked

together to make our family budget. I remember my parents discussing finances and what we could do or not do based on the budget. It taught me to differentiate between needs and wants. I learned to be conscious of how my money was being spent. I bring that knowledge and experience to our business."



In real estate, it's a different type of education but the same principle. We help our clients figure out a plan to reach their goals and achieve a better future.



It's a lesson the Polstons have passed on to their son, Chris. "We taught him about finances at a young age. We didn't give him every single thing he wanted. He completed chores to earn money. Then he had the choice of spending the money or saving it. He learned to work to earn what he wanted and the value of spending money wisely." Chris was 19 years old when he bought his first house, and by the time he was 27 years old, he had paid it off.

Shawn and Stephanie also want to make sure that other kids have the opportunity to learn about finances. Shawn explains, "We sponsor a financial literacy class at Amphi High School. It's in collaboration with the Dave Ramsey financial program. It teaches high schoolers how to use money, about debit and credit cards, and other aspects of everyday finances." Stephanie shares, "I firmly believe that kids are our future. It's so important for each child to have a good education. My heart goes out to the teachers; it's not an easy job. That's why we also sponsor Ironwood Ridge High School. It gives us the chance to encourage and help teachers as they work hard for the kids."

What motivated Stephanie as a teacher is what motivates her as a REALTOR®. "I want to help people and help shape the future. I want to do what I can to make this world a better place. In real estate, it's a different type of education but the same principle. We help our clients figure out a plan to reach their goals and achieve a better future." As they look to the future, Shawn is excited to grow the business and build a legacy. "My goal is to create a business that will live beyond me, for my son and future generations. We've been very intentional about setting up our real estate business in a way that it will still be here after I retire and, ultimately, after I'm gone." In the meantime, the Polstons are enjoying the journey as they look forward to many more adventures together, in real estate and life.



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Necessary...Important...Sobering!

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We collected almost \$7000 for a worthy nonprofit which will go to educating kids about some of the dangers of being online. Truly necessary in this day and age, an important mission, and we were honored to help. Thanks to all who came out and donated to make an impact. Lisa Hansen, the founder of Power Over Predators, was so appreciative!

Huge thanks to Jennie Uhlmann for recommending them and Robert Hatch for stepping up to encourage others to match the extra \$1000 he was willing to give.

We had several generously open their hearts and checkbooks to make such a significant difference!!! So thankful for this community as we come together to impact Tucson!!!

If you would like to give to this mission text me and I can send you their link to give to them directly!!

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1–Aug. 31, 2022

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty 06 (495201)	220.5	76,239,859	345,759
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	215.5	74,760,418	346,916
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	225.5	72,409,709	321,107
4	Lisa M Bayless (22524) of Long Realty Company (16717)	117.0	67,654,192	578,241
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	193.5	61,691,975	318,822
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	157.0	54,770,244	348,855
7	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	67.0	38,099,895	568,655
8	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	101.5	36,187,574	356,528
9	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	73.0	35,182,647	481,954
10	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	64.0	34,588,127	540,439
11	Traci D. Jones (17762) of Keller Williams Southern Arizona (478313) and 1 prior office	83.0	34,269,372	412,884
12	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	61.0	33,688,651	552,273
13	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	32.5	33,232,278	1,022,532
14	Aaron Wilson (17450) of Keller Williams Southern Arizona (478313) and 2 prior offices	85.0	31,826,546	374,430
15	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	12.0	30,667,132	2,555,594
16	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	89.5	30,028,402	335,513
17	Sandra M Northcutt (18950) of Long Realty Company (16727)	44.0	29,285,801	665,586
18	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	57.5	28,948,821	503,458
19	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	42.0	28,639,297	681,888
20	Jose Campillo (32992) of Tierra Antigua Realty (2866)	100.0	28,146,290	281,463
21	Patty Howard (5346) of Long Realty Company (16706)	28.0	27,638,501	987,089
22	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	80.5	27,312,952	339,291
23	McKenna St. Onge (31758) of Gray St. Onge (52154)	22.5	25,283,250	1,123,700
24	Barbara C Bardach (17751) of Long Realty Company (16717)	21.0	25,265,832	1,203,135
25	Jameson Gray (14214) of Gray St. Onge (52154)	20.0	24,485,650	1,224,283
26	Laurie Hassey (11711) of Long Realty Company (16731)	43.0	23,737,625	552,038
27	Paula Williams (10840) of Long Realty Company (16706)	36.0	23,088,543	641,348
28	Laura Sayers (13644) of Long Realty Company (16717)	45.0	22,729,798	505,107
29	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	25.0	22,400,500	896,020
30	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	49.0	22,352,220	456,168
31	Tom Ebenhack (26304) of Long Realty Company (16706)	43.0	22,172,718	515,645
32	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	57.5	22,022,305	382,997
33	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	51.0	21,975,499	430,892

Rank	Name	Sides	Volume	Average
34	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	35.0	21,660,602	618,874
35	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	51.5	21,569,515	418,826
36	Tori Marshall (35657) of Coldwell Banker Realty (70207)	45.5	21,300,200	468,136
37	Brittany Palma (32760) of 1st Heritage Realty (133)	58.0	21,275,300	366,816
38	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	22.5	21,245,169	944,230
39	Tim Rehmann (25385) of eXp Realty (495206)	62.0	21,209,835	342,094
40	John E Billings (17459) of Long Realty Company (16717)	42.0	21,137,659	503,278
41	Joshua Waggoner (14045) of Long Realty Company (16706)	16.0	21,125,000	1,320,312
42	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	46.5	20,878,850	449,008
43	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	31.5	19,843,705	629,959
44	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	16.0	19,568,836	1,223,052
45	Maria R Anemone (5134) of Long Realty Company (16727)	13.0	19,452,413	1,496,339
46	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	41.0	19,232,860	469,094
47	Brenda O'Brien (11918) of Long Realty Company (16717)	31.0	19,192,500	619,113
48	Jim Storey (27624) of Long Realty Company (16706) and 1 prior office	18.0	18,546,956	1,030,386
49	Tyler Lopez (29866) of Long Realty Company (16719)	50.0	18,434,677	368,694
50	Tony Ray Baker (5103) of RE/MAX Select (51543)	40.0	18,050,600	451,265

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1–Aug. 31, 2022

Rank	Name	Sides	Volume	Average
51	Jay Lotoski (27768) of Long Realty Company (16717)	50.0	17,940,900	358,818
52	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	49.5	17,779,620	359,184
53	Patricia Sable (27022) of Long Realty Company (16706)	20.0	17,459,500	872,975
54	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	43.0	17,392,476	404,476
55	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	43.0	17,025,128	395,933
56	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	11.5	16,983,636	1,476,838
57	Suzanne Corona (11830) of Long Realty Company (16717)	12.0	16,950,000	1,412,500
58	Leslie Heros (17827) of Long Realty Company (16706)	37.5	16,947,700	451,939
59	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	34.0	16,771,902	493,291
60	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	45.0	16,751,990	372,266
61	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	31.5	16,722,950	530,887
62	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	31.0	16,564,300	534,332
63	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313) and 2 prior offices	37.5	16,320,140	435,204
64	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	48.5	16,219,950	334,432
65	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	49.5	16,090,300	325,057
66	Angela Tennison (15175) of Long Realty Company (16719)	25.0	16,077,405	643,096
67	Madeline E Friedman (1735) of Long Realty Company (16719)	23.0	16,023,126	696,658
68	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	43.0	15,787,975	367,162
69	Pam Ruggeroli (13471) of Long Realty Company (16719)	32.0	15,689,866	490,308
70	Gary B Roberts (6358) of Long Realty Company (16733)	31.5	15,538,097	493,273
71	Debbie G Backus (6894) of Backus Realty and Development (2422)	19.0	15,412,000	811,158
72	Sonya M. Lucero (27425) of Long Realty Company (16719)	36.0	15,342,077	426,169
73	Sherri Vis (54719) of Redfin (477801)	34.0	15,079,550	443,516
74	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	34.5	14,977,900	434,142
75	Heather Shallenberger (10179) of Long Realty Company (16717)	39.5	14,943,028	378,305
76	Rob Lamb (1572) of Long Realty Company (16725)	18.5	14,910,910	805,995
77	Yvonne C Bondanza-Whittaker (58689) of Realty ONE Group 03 (580803) and 1 prior office	46.5	14,881,450	320,031
78	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	41.0	14,864,240	362,542
79	Sue Brooks (25916) of Long Realty Company (16706)	26.5	14,848,200	560,309
80	Michele O'Brien (14021) of Long Realty Company (16717)	30.0	14,828,365	494,279
81	Lisa Korpi (16056) of Long Realty Company (16727)	29.0	14,776,500	509,534
82	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	17.0	14,708,500	865,206
83	Ronnie Spece (19664) of At Home Desert Realty (4637)	35.0	14,662,773	418,936

Rank	Name	Sides	Volume	Average
84	Tom Peckham (7785) of Long Realty Company (16706)	19.0	14,662,370	771,704
85	Iris Pasos (38869) of Tierra Antigua Realty (286610)	34.5	14,662,352	424,996
86	Bob Norris (14601) of Long Realty Company (16733)	31.5	14,443,097	458,511
87	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	27.5	14,436,488	524,963
88	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	21.0	14,385,861	685,041
89	Lori C Mares (19448) of Long Realty Company (16719)	39.5	14,372,350	363,857
90	Lisette C Wells-Makovic (21792) of Redfin (477801)	34.0	13,855,400	407,512
91	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	35.0	13,790,500	394,014
92	Nicole Jessica Churchill (28164) of eXp Realty (495208)	34.5	13,777,500	399,348
93	Michael Shiner (26232) of CXT Realty (5755)	19.5	13,762,800	705,785
94	Matthew F James (20088) of Long Realty Company (16706)	18.5	13,728,100	742,059
95	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	38.0	13,721,750	361,099
96	Paula J MacRae (11157) of OMNI Homes International (5791)	25.5	13,605,350	533,543
97	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	15.0	13,600,000	906,667
98	Jason K Foster (9230) of Keller Williams Southern Arizona (478313) and 1 prior office	20.0	13,505,309	675,265
99	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	39.0	13,462,578	345,194
100	Kynn C Escalante (8137) of WeMoveTucson (2536)	18.0	13,453,500	747,417

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1–Aug. 31, 2022

Rank	Name	Sides	Volume	Average
101	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313) and 1 prior office	34.0	13,391,500	393,868
102	James Servoss (15515) of Keller Williams Southern Arizona (478313) and 1 prior office	42.0	13,201,720	314,327
103	Jennifer C Anderson (16896) of Long Realty Company (16724)	27.5	13,178,456	479,217
104	Kimberly Mihalka (38675) of eXp Realty (4952)	26.5	13,105,175	494,535
105	Nestor M Davila (17982) of Tierra Antigua Realty (53134) and 2 prior offices	37.5	12,954,976	345,466
106	Tracy Wood (36252) of Realty One Group Integrity (51535)	21.5	12,899,248	599,965
107	Jeffrey M Ell (19955) of eXp Realty (495211)	32.0	12,832,694	401,022
108	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	19.0	12,669,490	666,815
109	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	33.0	12,628,450	382,680
110	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	30.0	12,419,980	413,999
111	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	30.0	12,367,940	412,265
112	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	27.5	12,239,955	445,089
113	Blaire C. Lometti (57232) of Realty One Group Integrity (5153501)	25.0	12,174,700	486,988
114	Kate Wright (35438) of Long Realty Company (16706)	27.0	11,996,542	444,316
115	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	25.0	11,830,032	473,201
116	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	25.0	11,715,541	468,622
117	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	17.0	11,656,847	685,697
118	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	38.0	11,638,650	306,280
119	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	24.0	11,536,950	480,706
120	Douglas J Sedam (55438) of SBRanchRealty (51898)	18.5	11,347,650	613,386
121	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	28.5	11,322,059	397,265
122	David K Guthrie (19180) of Long Realty Company (16706)	24.0	11,287,890	470,329
123	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	17.0	11,199,050	658,768
124	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	18.0	11,185,675	621,426
125	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	15.5	11,179,747	721,274
126	Jenifer Adamson Jankowski (52926) of Long Realty Company (16717)	22.0	11,065,000	502,955
127	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	20.0	10,978,971	548,949
128	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	23.5	10,837,693	461,178
129	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	39.0	10,706,700	274,531
130	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478313) and 1 prior office	29.5	10,698,700	362,668
131	Christina Esala (27596) of Tierra Antigua Realty (286607)	27.0	10,696,300	396,159
132	Kemena Rene Duany (37934) of OMNI Homes International (5791)	23.0	10,687,700	464,683
133	David L Duarte (57860) of Tierra Antigua Realty (286606)	44.0	10,621,487	241,397

Rank	Name	Sides	Volume	Average
134	Lonnie Williams (61428) of Redfin (477801)	25.0	10,536,250	421,450
135	Johanna L Roberts (2040) of Long Realty Company (16719)	22.0	10,519,500	478,159
136	Matt Bowen (53352) of Coldwell Banker Realty (70204)	28.5	10,495,700	368,270
137	Alicia Girard (31626) of Long Realty Company (16717)	18.5	10,459,500	565,378
138	Erin S Keller (30432) of Tierra Antigua Realty (286601)	21.5	10,421,350	484,714
139	Karen Karnofski (17102) of Keller Williams Southern Arizona (478313) and 1 prior office	12.0	10,398,500	866,542
140	Lindsay L Liffengren (4949) of RE/MAX Excalibur (4535)	29.0	10,372,153	357,660
141	Calvin Case (13173) of OMNI Homes International (5791)	25.0	10,345,225	413,809
142	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	28.0	10,296,692	367,739
143	Kenneth W Hutson (32755) of 1st Heritage Realty (133) and 1 prior office	28.5	10,273,446	360,472
144	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	18.0	10,037,000	557,611
145	Phil Le Peau (39491) of OMNI Homes International (5791)	26.5	10,037,000	378,755
146	Cathleen E Jernigan-Rios (38529) of Realty One Group Integrity (51535)	26.5	9,999,250	377,330
147	Dina M Hogg (17312) of eXp Realty 01 (495204)	32.0	9,998,000	312,438
148	Jenni T Morrison (4744) of Long Realty Company (52896) and 1 prior office	12.0	9,969,500	830,792
149	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038) and 1 prior office	12.5	9,938,645	795,092
150	Jim Jacobs (7140) of Long Realty Company (16706)	15.0	9,925,320	661,688

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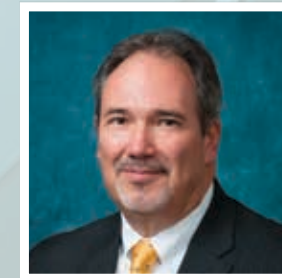


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Where to start! The entire house buying process what something I had been avoiding for years. It was not until we were forced to find a place to live in that we began. Time was limited and it seemed impossible to be able to get a place, as the housing 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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