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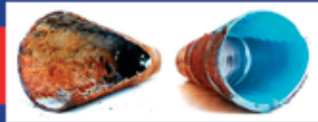
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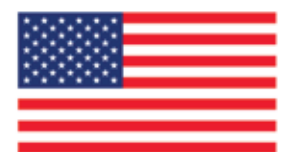
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Looking Back, Taking Notes, Reflecting on the Impact

5 YEARS of Building Community, Sharing Stories, Making a Difference & Fostering Friendships

Who can believe 5 years have flown by since I started Tucson Real Producers? I am constantly reminding myself that I have a baby every month. How many baby publications have I had? Exactly 60!! When I started I was passionate about shining the light on the good in this real estate community. That is why I depended on you to tell me who we should feature. And I am still striving to do just that!

As I met with and got to know so many of you, it became an honor to share your stories and pictures and be a 3rd party validation of the excellent REALTORS® you are. The one common thread we heard over and over again



Delilah
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is how you love your clients and want to do the very best on their behalf! Those we have featured have been nominated for that very reason. Clients and their peers respect that integrity and they are making this industry better by carrying out those values in their business!

This will surely give you a better picture of how many agents have been featured in Tucson Real Producers pubs in the last 5 years! WOW!!!

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STEWART TITLE AND THE BEVERLY CARTER FOUNDATION

Photography by Jacob Webb | By Kylea Bitoka



From left to right: David Nicasio, JoJo Simental, Lauren Smith, Eva Hendrix, Shawna Ruboyianes, Wendy Whitehead, Bob Dytko, Karyn Radtke and Michael Bock

“LET ME TELL YOU ABOUT MY SWEET MAMA...”

Carl Carter Jr. opens the presentation with the story of how his dear mom lost her life. “My mom was targeted because she was perceived to be ‘a rich broker who worked alone.’” On Sept. 25, 2014, Beverly Carter called her husband, Carl, to say that she had one last showing at 6 p.m. and would pick up dinner on the way home. “What my mom didn’t know was that her clients weren’t looking to buy a home. They pretended to be a married couple relocating to the area, but in reality, they had developed a sinister plot. My mom was kidnapped; her captors intended to hold her for ransom. When it did not go as planned, they murdered her.”



In the blink of an eye, life for the Carter family turned upside down. Married for 35 years, Beverly was not only a wife but a mom and grandma. The family’s grief was multiplied as the events replayed across the nation in the news media. From the disappearance to discovery and trial, the story snowballed from one news cycle to the next. “It just wouldn’t go away. My mom continued to be victimized even after she lost her life. Her perpetrators were making claims that weren’t true. I began speaking to anyone that would listen about my mom, her character, and her work ethic. I was her voice when she no longer had one.”

Within the industry she loved, Beverly’s murder launched the conversation about safety to the forefront of real estate organizations. As Carl Carter Jr. spoke out about his mom’s life and tragic death, more and more REALTORS® approached him and shared their own horrific experiences. As Carl navigated



Carl and his mom, Beverly

through his grief, he wasn’t sure what he could do or if there was anything that could be done to make a difference.

Carl shares the turning point, “After speaking at an event in Missouri, an agent came up to me and shared that she had been raped while showing a property. She was too ashamed to report it and hadn’t even told her husband. She

kept talking about all the things that she could have done differently, and I tried to tell her it was not her fault. That conversation sparked a fire in me; the industry needed to find a way to help protect agents. At that point, I didn’t know how, but I knew I was going to start doing something.”

Carl began researching the requirements to start a non-profit. As a learning consultant for an insurance company, he never imagined that he would use his experience in adult education in this way. “I’ve always enjoyed teaching. I was responsible for developing front-line leaders and supervisors, which involved curriculum development and training.”

The Beverly Carter Foundation’s mission is to keep agents safe. “I share my mother’s story in a way that is teachable and actionable. It’s gone beyond teaching classes to research and consulting with

...

real estate brokerages. It's things like getting safety-related fields added to the MLS, so agents can know if a property is vacant or in an area with low cell service. Our goal is to do everything we can to get agents home safely to their families each night."

When Carl started the Beverly Carter Foundation, he got his real estate license. "Many people said it wasn't necessary, but I knew the experience would be important. It was a game changer and enabled me to relate to real estate agents on another level."

The work of the foundation is made possible by generous sponsors. "Stewart Title partnered with us from the very beginning. In fact, Stewart Title pledged financial support while I was waiting for the 501(c)(3) designation from the IRS. I am thankful for their continued collaboration."

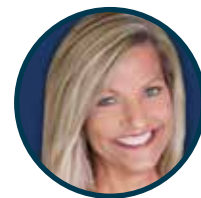
One of the ways Stewart Title contributes to The Beverly Carter Foundation is through the continuing education classes they offer to agents. All of the proceeds from the CE classes are donated to the foundation. Stewart Title's support extends beyond the financial aspect. Vice President and Sales Manager of Stewart Title & Trust of Tucson Wendy Whitehead shares, "Every time we meet with agents, we remind them to be safe." In light of the changing real estate market, Wendy emphasizes the importance of REALTORS® keeping their guard up, "When the market slows down, it's tempting to disregard some of the safety precautions because you need the listing or it's been a month or two since the last sale." Wendy encourages REALTORS® to be aware of their surroundings and use a buddy system. "You don't have to host an open house by yourself—if another agent isn't available, partner with a vendor like an insurance agent or a loan officer. Not only is it good for safety, but it's also a strategic business opportunity."

I SHARE MY MOTHER'S STORY IN A WAY THAT IS TEACHABLE AND ACTIONABLE.



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The Beverly Foundation is making a difference, one REALTOR® at a time. Nothing can make up for the loss of his mom, but it brings Carl some comfort to know that the Beverly Carter Foundation is helping real estate agents stay safe. As agents share the impact the Beverly Carter Foundation has had on their life, it motivates him to keep going. Multiple agents have thanked Carl, saying, "I thought of Beverly, and I made a different choice."



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YOLANDA

Weinberger

Seizing the Moment

Yolanda Weinberger loved pretending to be a REALTOR® when she was a little girl. “I’ve had a persistent interest in homes and the real estate market but didn’t have the opportunity to pursue it as a career until two major things happened. “First, we moved to Tucson and decided to settle down and be active contributing members of our new hometown, and second, the COVID-19 pause gave me the space and opportunity to pursue real estate—something for which I’ve always had an affinity.”

Before she became a top-performing REALTOR®, Yolanda was a holistic healthcare practitioner. She was introduced to Bowenwork as a way to ease the chronic pain in her hips. After running several marathons and training for a triathlon, the pain became too great, and she found herself sidelined and had to hang up her running shoes. “I learned that my ball and socket joints were malformed from birth. That made it impossible to continue the high level of training I was doing. Thank goodness for my parents’ supporting years of ballet training, which made my muscles strong enough to hold my poor hips in place. In 2013 she opened Weinberger Bowenworks but closed her practice when COVID-19 put an end to in-person treatment. Because of that, she felt she had the opportunity to really pray and think about her life and what she wanted to be in her next chapter. Yolanda believed this was her chance to do something she’d always been intensely interested in.

Chronic pain and closing her holistic health practice weren’t the biggest hardships Yolanda has faced—she’s a breast cancer survivor. She recalls, “I was a small business owner, mom, wife, swim coach, and guest teacher at my kids’ school, active in my church as a worship team leader, and in my community with an amazing group of people—Sheepfold of Arizona—who serve victims of domestic violence and their children. In addition to this, I was a guest host on a popular radio show once a week. The hardest thing I’ve ever had to do was tell my children,

my husband, my parents (who’d already lost one daughter to cancer), and those I love and serve with that I had an aggressive form of breast cancer.”

Yolanda understood she would need to scale back her active life, pray, focus on the positive, and fight.

There was never any doubt in her mind that she’d survive, but she hated seeing the worry and pain her cancer battle caused her loved ones. She coached through her swim season and worked until she couldn’t move around anymore. “I lost a lot that year, but I gained so much more. I learned a great deal about myself, my excellent family and friends, and my heavenly Father. Although many of the decisions about my health and body were out of my hands and driven by the word ‘cancer,’ I learned that who I am was not defined by how I looked or felt, it is defined by how I respond to the deep waters and how I treat other people. Period.”

“Treating other people well includes making a positive impact and difference in their lives. It’s more than just rhetoric.” Yolanda still supports and contributes to Sheepfold of Arizona, and she’s supporting other causes as well. She says, “A portion of my income from every real estate transaction goes to a fund called Decade to Make a Difference to help Oro Valley Church of the Nazarene build a sports complex and community outreach center for youth in the community.”

Real estate falls right in line with her spirit of service, and she strives to provide luxury service to every client at any price point. She feels honored to be a part of one of the most important

•••



“”

I PROVIDE PROFESSIONAL GUIDANCE, A LITTLE COMFORT, AND EASE. IF THAT DOESN'T FIT IN WITH MY LIFE GOAL OF LEAVING A LEGACY OF KINDNESS AND CARING, I DON'T KNOW WHAT ELSE DOES!



But recently, I added Sara Bird, my Transaction Coordinator, and now I don't have to do it all alone anymore! Sara is new to Tucson, very outgoing, and has the biggest, softest heart.”

•••

transactions in a person or family's life. Yolanda says, “Whether selling or buying, I get to serve my clients and make what can be confusing and overwhelming a little bit easier for them. I am allowed to meet some of the most wonderful and interesting people. I provide professional guidance, a little comfort, and ease. If that doesn't fit in with my life goal of leaving a legacy of kindness and caring, I don't know what else does!”

Yolanda accomplished a great deal in her first 18 months of real estate. When asked how she did it, she says, “I had great support at my brokerage. It was really hard work, but I loved every minute of it. I tend to throw myself wholeheartedly into a thing. Real estate was no exception.

Yolanda is passionate about her family, and they've been through so much together she never takes her time with them for granted. The family loves a good travel adventure, hiking, playing cards, Rummikub, and geeking out on their favorite Marvel movies. Even when one of the family is overseas, they make a pact to watch around the same time if possible and then talk about it. They all love working out, and with her new hips, Yolanda says it's a privilege to be able to keep up with her husband and kids!

“My husband, Stuart, is the love of my life. He is the most brilliant, competent, loyal, servant-hearted,

handsome man I know (besides you, Dad, I know you're reading this)! I'm a blessed woman to be the object of all that intense, sexy, nerdy focus!” she laughs and continues, “We have two amazing children who make us very proud!” Jared (23) is a recent graduate of Northern Arizona University and is a computer scientist, fluent in German, and spent the last year in Germany doing what he loves. Now he'll be living and working in Chandler. Their daughter, Nina (21), is a University of Arizona Wildcat in her senior year, majoring in psychological sciences with a minor in military science leadership for Air Force ROTC. She will be commissioned as an Air Force officer upon graduation.

Another thing Yolanda is passionate about is music. “I really love to sing all types of music,” she says, “I can't remember a time in my life when I didn't sing or wasn't in a choir. There is always a song playing in my head, and sometimes I even walk around to the beat of it without realizing it!” She says she desperately wants to play the guitar but fears she isn't very good at it. “If I were to be an instrument, I'd want to be an electric guitar!” she laughs.

It is clear that Yolanda is someone who lives life with abandon. Being a rising star and real producer is just a natural byproduct of her passion for serving others and her community.



Jared, Nina, Stuart, and Yolanda

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▶▶ REALTOR® safety month

Six SAFETY TIPS TO KEEP YOU SAFE

*From The Beverly
Carter Foundation*

The Beverly Carter Foundation, a 501c3 nonprofit organization, is dedicated to the safety of real estate professionals and those they serve by providing resources for research, information, consulting, training and support at every level of the real estate industry.

We know you care about your personal safety more than a commission check. We also know you care about the safety of other real estate agents in the industry who might be impacted by your practices. We've compiled these tips to help keep you safe.



Take a moment to reflect on your business practices. Have you allowed complacency or a hectic schedule to negatively impact your personal safety protocols?

Here are a few tips that can help you assess if your daily activities as a real estate agent need adjustment.

MEET CLIENTS FOR A PRE-SHOWING CONSULTATION

The phone rings, a text message pings, or an email inquiry lands in your inbox—it's a new buyer lead, and they want to see the property at 123 Main St. as soon as possible! Fantastic news! You need to move quickly and efficiently to get in touch with your potential new clients. There are just a few quick steps to perform before jumping in the car! Prior to meeting new clients at a vacant property, conduct an initial buyer consultation in a public place and obtain a copy of their identification. Worried how to handle any client objections? See our buyer consultation resource for ideas.

SCREEN YOUR CONTACTS AND CLIENTS

You have to show your driver's license to rent a car, stay in a hotel, buy a beer, donate blood, or get on an airplane. Yet the real estate industry is reluctant to ask a total stranger to show ID before meeting them, alone, in a vacant house. Yes, IDs can be faked. But asking for an ID is a simple step that can prevent

many potential safety issues. Many online resources exist to inform how to spot a fake ID, such as <https://www.driverslicenseguide.com/spot-fake-id-infographic.html>.

USE A SAFETY APP

There's been a surge of safety apps in the real estate space over the past few years. We've reviewed many of these and found that there are many, many products and services that can help. Nothing will protect an agent better than situational awareness and taking basic safety precautions, yet technology can absolutely enhance safety. There are numerous safety apps out there that can be valuable tools in the safety toolbox. But simply installing an app on your phone doesn't help. You have to use it, every time.

SHARE YOUR ITINERARY and LOCATION

Before leaving for a showing, provide a colleague, friend or spouse with the address of the property where you're going, along with the name and personal information of the client you are meeting.

Utilize location-finding devices built within your smartphone, such as "Find my iPhone" or apps like "Life360" to ease the burden of remembering to tell someone your itinerary daily. These features provide access for designees to easily track the location of your phone if necessary.

TRUST YOUR INSTINCT

Most real estate agents who have been victims of crime said they felt something was off but didn't do anything. If something feels off or uncomfortable, don't hesitate to stop a showing or open house—leave immediately.

Every safety expert agrees that proactively preventing a safety issue before it occurs is far superior to reacting to a live safety event. The single best way to avoid a serious situation is to practice good situational awareness. Situational awareness is simply being cognizant and aware of your situation and surroundings. Trust your gut. If something feels wrong, it probably is. There has never been a commission check cut that is worth compromising your safety.

LET CLIENTS LEAD THE WAY DURING SHOWINGS

Allow for the client to create their own first impression by letting them lead! Never go to the basement or the attic. These areas are often bottlenecked by a single entry/exit point. Also, keep track of your nearest exits as you move through each property. With several houses a day on your list, sometimes the floor plans can blur together. Keeping track of your exits gives you a quick out in dangerous situations.

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Find additional safety resources at
www.BeverlyCarterFoundation.org.



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▶ welcome mat

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We take a lot of pride in the businesses we partner with to make this magazine **free** to the top 500 producers in Tucson and the surrounding areas. Our partners are highly recommended referrals from top agents, so you can trust us as a fantastic referral source.

We are so excited to have our newest RP partners on board! Welcome!



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CHRISTOPHER RIED

LIVE AND LEARN



▶ colleague corner

By **Kylea Bitoka**
Photography By **Joey Ambrose**

“I have lived like five different lives in a matter of 20 years!” Christopher Ried shares with a chuckle. “Many times, I thought I was on the road to something greater, and then, Boom! One day, it all changed.” Through each experience, Christopher has learned lessons that helped him find success in real estate. “I’ve had some challenges in life. Many opportunities have fallen apart during the 13th hour. So, I have had to reinvent myself, which is not easy. I am grateful for the support of my family and friends. Without them, I wouldn’t be where I am today.”

An entrepreneur at heart, his first business opportunity came at a young age, “My brother, Robbie, and I had our own cleaning business at the age of six and nine. Every Sunday, we were driven by our mother and would clean offices.” Next, Christopher had the chance to pursue acting. “My aunt, Sue, was in marketing at a radio station. They needed kids for a commercial, so Robbie and I participated.” The experience prompted his mom to enroll him in acting classes. Next came an agent and auditions. When Christopher landed a role in a movie starring Raúl Juliá, Shirley MacLaine, and Lauren Dern, it seemed to be his big break. “I was playing the grandson of Raúl Juliá; it was such an exciting opportunity. However, Raúl passed away before filming finished, and movie production stopped. That was my first major lesson in—*Don’t count your chickens before they hatch.*”

During high school and college, Christopher worked at Hifalutin Western Grill, working his way up from host to general manager. However, his entrepreneurial spirit wanted to start a business. “I developed my own spa and salon product line.” He launched his products at a major trade show in Las Vegas. His booth quickly drew a crowd. “It

was a hit! I expanded my line to 15 products. I received an offer from a major beauty company, and I decided to sell my company.” Shortly after that, Christopher received another promising call, this time from the manager of an NBA celebrity. “He wanted me to manufacture a cologne bottle for him. It was a two-year process. Right before the first run, the NBA player switched teams; we lost the contract.” Once again, Christopher had to figure out what to do next. “Due to my passion for wine, my mom suggested becoming a wine expert. I followed her advice and got certified. For ten years, I worked as a sommelier at Hacienda Del Sol.”

At first, it may seem surprising that Christopher transitioned from being a sommelier to a REALTOR®, but Christopher had been interested in real estate since his childhood. “My family played a large role in my becoming a REALTOR®. My grandfather built custom homes, and my father was at one time a real estate agent. I watched my parents buy and sell many properties. When I was

10, my parents thought about buying a house. I remember the agent taking my mom and me to tour homes. I thought it was the coolest thing to see how others lived, from the floor plans to interior design elements and the different views. After that, I even told my mom I wanted to be a REALTOR®.” Christopher adds, “When my parents built a home in Alta Vista in 1998, my mother taught me the process of building a home step by step. It was a great learning experience. I bought my first home when I was 21 and my second home when I was 30.” As the owner of an investment property, Christopher wanted to learn tenant/landlord laws, so he went to real estate school. “When I finished classes, I got a call from Will Rose at Russ Lyon Sotheby’s International Realty offering me a job, and I knew I had to accept.”



Christopher and his mom, Catherine Conklin-Ried



WHEN I WAS 10, MY PARENTS THOUGHT ABOUT BUYING A HOUSE.

I remember the agent taking my mom and me to tour homes. I thought it was the coolest thing to see how others lived, from the floor plans to interior design elements and the different views. After that, I even told my mom I wanted to be a REALTOR®.

Within five days, Christopher had four listings. Christopher had gained confidence from acting, learned networking as a business owner, and mastered hospitality as a sommelier. Christopher's diverse experience and strong work ethic propelled him into real estate. "I was willing to drive for business. I didn't mind taking real estate transactions in neighboring towns and around the outskirts of Tucson. Soon, I was getting referrals from other agents who couldn't make the long drives." Within his first year, Christopher was averaging a sale a month. Under the mentorship of Kate Herk, Judy Smedes, and Marta Harvey, Christopher's business continued to grow. "Those three women taught me so much. Through their

shared wisdom and experience, I have learned, grown, and become the agent I am today." Christopher's passion for real estate is fueled by his experience as a first-time home buyer. "It taught me everything an agent should not do. I learned the hard way what happens when your REALTOR® is not looking out for you." Christopher's agent saw his pre-approval letter and only focused on showing houses at the high end of his budget. When it came to the mortgage, Christopher picked the lowest monthly option. "I didn't understand that it was an interest-only loan with an adjustable rate. You think you'll have the option to refinance in the future, but instead, the housing market crashed.

I was upside down on my house. It was a hard lesson; I want to spare each of my clients the grief and stress I experienced."

Outside of real estate, Christopher has a variety of interests, from theatre to horseback riding, archery, tennis, and scuba diving. "One of my passions is travel. This year, a friend and I are going to Qatar for the World Cup and seeing Greece when we come back."

Out of all of his experiences, Christopher has learned not to take anything for granted. He cherishes time spent with family and friends. "I learned the importance of family from my grandma Patty. I loved hearing all the family stories while having Christmas dinner." Christopher shares other family memories, "One of my favorite memories is listening to my mother sing. As someone who sang with Elvis and other bands, she has some pipes! Another great memory was camping with my dad and brother. I enjoyed hearing fun stories of how he grew up, learning how to fish, and how to build a fire."

Christopher continues the tradition of sharing stories and creating fun memories. "I have been able to surround myself with some of the most amazing people that I truly admire and love. Friends that keep me laughing and smiling throughout life. One of my favorite things is to host a Friendsgiving in July (since the holiday time is so hectic) so that all of my friends and family can sit together around one table."

As for the future, Christopher has found his home in real estate. "Real estate makes me happy; it's something I will always do. I hope to be remembered as a person who had fun in life, who never said no to a challenge, who you could count on when needed, and who loved to make others laugh."




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Michelle METCALF



A REAL ESTATE LIFESTYLE

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

What do a sub shop franchise owner, a licensed laser technician, an escrow officer, a mortgage loan officer, and a licensed financial advisor all have in common?

Hint: It's not a thing; it's a person.

With her nurturing personality, Michelle Metcalf could have found success in any of the careers listed above, but each time she came to a fork in the road, real estate emerged as her one true passion.

The journey began when she was a new mom working in advertising sales at a small radio station. "It was a one-woman show. I solicited the advertisements; I wrote the ad; I recorded and produced the ad." Michelle enjoyed it, but she needed medical insurance, so she applied at the bank. "I learned a lot from working in radio advertising. It helped me break through barriers. I gained confidence and learned to ask for business. My experience in radio sales helped set the tone for the rest of my career."

At the bank, Michelle worked as a financial representative, opening accounts. She worked her way into the mortgage side of the business. "I worked as a loan officer. When I was ready to try something different, I got my Series 6 and Series 63 licenses, which enabled me to help clients with their stock investments. I also had my life insurance license for annuities."

When Michelle moved to Arizona, she found herself needing a new career. "There were not any openings available for my position in Tucson. However, there was an opening in Green Valley, which I accepted. I quickly discovered that Green Valley is a retirement community, and the majority of residents already had set investments. I needed to find a different avenue."

Michelle applied at a title company and was hired as an escrow officer. "As an escrow officer, I became experienced with every aspect of closings. I also developed relationships with REALTORS®. Because of my time in radio sales, I wasn't scared to ask REALTORS® to bring their contracts

...

to me. After eight years in escrow, I realized I was on the wrong end of the transaction. I recognized that REALTORS® made a really good living.”

In 2012, Michelle received her real estate license. Although a new agent, her experience had more than prepared her for the career. “I had a plethora of knowledge in every aspect of real estate from my time as a loan officer and escrow officer. In each position, from the radio station to the bank and then the title company, I had experience with sales and prospecting.”

While Michelle’s industry experience gave her an edge, it is her heart that sets her apart. She understands the soul of real estate—the

client. “Real estate is not a job; it’s a lifestyle I choose to live. It’s not sales; it’s about helping your client get from Point A to Point B. It’s providing the education and resources to help them achieve their goals and start a new life chapter.”

Michelle’s nurturing spirit and patience made her an ideal fit for the Green Valley community. “The average age in Green Valley is 72. Most of my clients are in their 80s or 90s.” These

clients are in a different stage of life than young professionals or new families; Michelle is prepared to meet their needs. “If I’m showing homes, I always carry extra snacks and water for my clients. I have a great handyman that does pre-inspections for my listings. He helps my clients evaluate any potential problems and get them fixed. It increases the value of the listing and makes it less likely for buyers to back out.”

What makes the biggest difference—Michelle is not scared to get her hands dirty. “I make the whole process as seamless as possible. I’ve rented Uhauls to clear out furnishings for elderly clients. Many times, their adult children do not have the time or resources to help repair, paint, or sell furniture, especially

“
Real estate is not a job, it’s a lifestyle that I choose to live.

It’s not sales, it’s about helping your client get from Point A to Point B. It’s providing the education and resources to help them achieve their goals and start a new life chapter.



Michelle and her son Derrick celebrating his 29th birthday



Minni and Michelle

if they are out of state. I help coordinate estate sales. Furniture that does not sell, I donate to White Elephant. White Elephant is a thrift store; all proceeds go to the local Sahuarita Unified School District for scholarships.”

In addition to her passion for real estate, Michelle also loves doing skin care. “For three years, I worked for a dermatologist, Dr. Hu, two days a week. As a licensed laser technician, I performed laser treatments and assisted Dr. Hu in medical procedures.” When Michelle tired of commuting to Tucson from Green Valley, she purchased a laser and opened a shop in Green Valley. “When COVID-19 hit, I was no longer performing treatments. I decided to sell the laser. It provided the chance to focus on growing my real estate career.”

Ever the entrepreneur, Michelle was also a franchise owner. “My ex-husband and I owned a Firehouse Subs on Valencia at the Tucson Spectrum. I completed the training in Jacksonville, Florida. I negotiated our lease and ordered the signage.” However, real estate proved to be her passion. During

the divorce, Michelle doubled down in real estate and gave full ownership to her ex-husband.

When it comes to real estate, Michelle is all in, and now, so is her sister. “My sister, Minni Borgen, is moving to Sahuarita from Missoula, MO, to help me in real estate. She will be bringing her family of six. We are teaming up because my business is growing, and I need help!” The real estate bug bit Minni when she came to Arizona to help Michelle recover from major surgery. “I had called both of my sisters and asked them to come. My one sister helped me recover, and Minni was my real estate assistant.” Minni quickly discovered the thrill of real estate. Michelle loved the idea of joining forces and paid for her real estate school. “My sister had never owned a house before. I helped her purchase her first one. It was so exciting to be able to guide her through the process.”

Michelle is always ready to lend a helping hand, whether volunteering at the local food bank, pet sitting for a client, or helping out a family member. “I support the Sahuarita Food

Bank and Green Valley Food Bank. So many seniors only have social security income. With inflation skyrocketing, they need help with food. Anytime I have a client with an overabundance of citrus from their fruit trees, I will harvest and donate.” During COVID-19, Michelle learned from her aunt that her cousin was now living in Sun City, Arizona, and having a difficult time. “We grew up in Montana together. I bought my cousin a townhouse in Green Valley and helped her move here. It’s a much better quality of life for her. I am thankful for the chance to reconnect.”

In her free time, Michelle enjoys visiting family. “My son, Derrick, lives in Colorado and works as an electrician. He recently finished wiring a new Coca-Cola building and is now working on a hotel. For his 29th birthday, I visited him in Colorado, and we did a hot air balloon ride.” Michelle is grateful for the opportunity and flexibility real estate has afforded her. Her favorite part is that real estate allows her to positively impact people’s lives. “I hope to be remembered for having a kind heart. If I can help, I will. I always say, ‘If it’s in my wheelhouse, I will do it!’”

TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty 06 (495201)	200.5	68,888,859	343,585
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	201.5	66,515,512	330,102
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	183.0	62,801,527	343,178
4	Lisa M Bayless (22524) of Long Realty Company (16717)	106.0	61,916,492	584,118
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	177.5	56,679,250	319,320
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	146.0	50,356,864	344,910
7	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	58.0	34,303,225	591,435
8	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	93.0	33,048,574	355,361
9	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	31.5	32,611,278	1,035,279
10	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	66.0	32,181,647	487,601
11	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	57.0	31,738,151	556,810
12	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	12.0	30,667,132	2,555,594
13	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	55.0	30,272,627	550,411
14	Aaron Wilson (17450) of Keller Williams Southern Arizona (478313) and 2 prior offices	77.5	29,195,546	376,717
15	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	84.0	28,229,902	336,070
16	Traci D. Jones (17762) of Keller Williams Southern Arizona (478313) and 1 prior office	68.0	27,489,672	404,260
17	McKenna St. Onge (31758) of Gray St. Onge (52154)	22.5	25,283,250	1,123,700
18	Barbara C Bardach (17751) of Long Realty Company (16717)	21.0	25,265,832	1,203,135
19	Sandra M Northcutt (18950) of Long Realty Company (16727)	41.0	25,028,301	610,446
20	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	37.0	24,542,207	663,303
21	Jose Campillo (32992) of Tierra Antigua Realty (2866)	88.0	24,158,290	274,526
22	Jameson Gray (14214) of Gray St. Onge (52154)	19.0	23,510,650	1,237,403
23	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	70.0	23,488,932	335,556
24	Patty Howard (5346) of Long Realty Company (16706)	25.0	23,363,001	934,520
25	Laura Sayers (13644) of Long Realty Company (16717)	45.0	22,729,798	505,107
26	Tom Ebenhack (26304) of Long Realty Company (16706)	41.0	21,424,048	522,538
27	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	22.5	21,245,169	944,230
28	Laurie Hassey (11711) of Long Realty Company (16731)	38.5	20,897,375	542,789
29	Paula Williams (10840) of Long Realty Company (16706)	33.0	20,721,298	627,918
30	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	45.0	20,629,220	458,427
31	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	49.0	20,478,015	417,919
32	Tim Rehrmann (25385) of eXp Realty (495206)	58.0	20,381,222	351,400
33	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	52.5	19,937,000	379,752

Rank	Name	Sides	Volume	Average
34	Tori Marshall (35657) of Coldwell Banker Realty (70207)	40.5	19,018,200	469,585
35	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	42.0	18,781,499	447,179
36	John E Billings (17459) of Long Realty Company (16717)	38.0	18,761,059	493,712
37	Brittany Palma (32760) of 1st Heritage Realty (133)	49.5	18,636,800	376,501
38	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	32.0	18,583,102	580,722
39	Brenda O'Brien (11918) of Long Realty Company (16717)	29.0	18,440,500	635,879
40	Jim Storey (27624) of Long Realty Company (16706) and 1 prior office	17.0	18,171,961	1,068,939
41	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	14.5	18,080,836	1,246,954
42	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	18.0	18,069,500	1,003,861
43	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	28.0	17,845,205	637,329
44	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	36.0	17,097,960	474,943
45	Tony Ray Baker (5103) of RE/MAX Select (51543)	37.0	16,877,200	456,141
46	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	37.5	16,807,950	448,212
47	Tyler Lopez (29866) of Long Realty Company (16719)	45.0	16,698,177	371,071
48	Maria R Anemone (5134) of Long Realty Company (16727)	11.0	16,672,413	1,515,674
49	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	33.5	16,556,200	494,215
50	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	47.0	16,460,620	350,226

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
51	Jay Lotoski (27768) of Long Realty Company (16717)	46.5	16,383,400	352,331
52	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	43.0	16,096,000	374,326
53	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	10.5	16,089,636	1,532,346
54	Madeline E Friedman (1735) of Long Realty Company (16719)	23.0	16,023,126	696,658
55	Suzanne Corona (11830) of Long Realty Company (16717)	10.0	15,971,000	1,597,100
56	Angela Tennison (15175) of Long Realty Company (16719)	24.0	15,802,405	658,434
57	Patricia Sable (27022) of Long Realty Company (16706)	17.0	15,609,500	918,206
58	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	37.0	15,494,476	418,770
59	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	45.5	15,361,950	337,625
60	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	39.0	15,339,128	393,311
61	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313) and 2 prior offices	33.5	15,148,245	452,186
62	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	28.0	15,083,700	538,704
63	Yvonne C Bondanza-Whittaker (58689) of Realty ONE Group 03 (580803) and 1 prior office	46.5	14,881,450	320,031
64	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	28.0	14,874,300	531,225
65	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	45.0	14,499,450	322,210
66	Leslie Heros (17827) of Long Realty Company (16706)	32.5	14,480,700	445,560
67	Joshua Waggoner (14045) of Long Realty Company (16706)	12.0	14,410,000	1,200,833
68	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	21.0	14,385,861	685,041
69	Sue Brooks (25916) of Long Realty Company (16706)	25.5	14,352,200	562,831
70	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	26.5	14,021,488	529,113
71	Ronnie Spece (19664) of At Home Desert Realty (4637)	33.0	13,762,773	417,054
72	Iris Pasos (38869) of Tierra Antigua Realty (286610)	32.0	13,711,650	428,489
73	Debbie G Backus (6894) of Backus Realty and Development (2422)	16.0	13,617,000	851,062
74	Nestor M Davila (17982) of eXp Realty (495213) and 1 prior office	40.5	13,582,325	335,366
75	Kynn C Escalante (8137) of WeMoveTucson (2536)	18.0	13,453,500	747,417
76	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	37.0	13,438,975	363,216
77	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	37.0	13,406,740	362,344
78	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	33.0	13,388,500	405,712
79	Tom Peckham (7785) of Long Realty Company (16706)	17.0	13,354,370	785,551
80	Matthew F James (20088) of Long Realty Company (16706)	17.5	13,315,100	760,863
81	Sherri Vis (54719) of Redfin (477801)	29.0	13,288,900	458,238
82	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	36.0	13,131,750	364,771
83	Jason K Foster (9230) of Keller Williams Southern Arizona (478313) and 1 prior office	19.0	13,125,309	690,806

Rank	Name	Sides	Volume	Average
84	Heather Shallenberger (10179) of Long Realty Company (16717)	34.5	13,069,228	378,818
85	Michele O'Brien (14021) of Long Realty Company (16717)	26.0	12,935,365	497,514
86	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	29.5	12,932,900	438,403
87	Gary B Roberts (6358) of Long Realty Company (16733)	26.0	12,863,305	494,742
88	Lisette C Wells-Makovic (21792) of Redfin (477801)	31.0	12,834,400	414,013
89	Michael Shiner (26232) of CXT Realty (5755)	17.5	12,768,550	729,631
90	Pam Ruggeroli (13471) of Long Realty Company (16719)	26.5	12,495,695	471,536
91	Sonya M. Lucero (27425) of Long Realty Company (16719)	29.0	12,313,050	424,588
92	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313) and 1 prior office	30.0	12,258,500	408,617
93	Rob Lamb (1572) of Long Realty Company (16725)	15.0	12,153,410	810,227
94	James Servoss (15515) of Keller Williams Southern Arizona (478313) and 1 prior office	38.5	12,131,320	315,099
95	Lisa Korpi (16056) of Long Realty Company (16727)	23.0	12,094,500	525,848
96	Paula J MacRae (11157) of OMNI Homes International (5791)	21.5	11,949,450	555,788
97	Jennifer C Anderson (16896) of Long Realty Company (16724)	26.0	11,763,956	452,460
98	Bob Norris (14601) of Long Realty Company (16733)	26.0	11,738,305	451,473
99	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	21.5	11,621,471	540,534
100	Tracy Wood (36252) of Realty One Group Integrity (51535)	18.5	11,590,248	626,500

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
101	Nicole Jessica Churchill (28164) of eXp Realty (495208)	29.5	11,575,700	392,397
102	Kimberly Mihalka (38675) of eXp Realty (4952)	23.5	11,546,710	491,349
103	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	24.0	11,515,082	479,795
104	Jeffrey M Ell (19955) of eXp Realty (495211)	28.0	11,484,194	410,150
105	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	34.0	11,481,678	337,696
106	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	30.0	11,399,950	379,998
107	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	16.0	11,316,347	707,272
108	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	26.0	11,157,955	429,152
109	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	23.0	11,004,541	478,458
110	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	26.0	10,970,330	421,936
111	Blaire C. Lometti (57232) of Realty One Group Integrity (5153501)	23.0	10,954,700	476,291
112	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	27.5	10,944,559	397,984
113	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	16.0	10,884,490	680,281
114	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	14.5	10,839,247	747,534
115	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	17.0	10,725,675	630,922
116	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	23.0	10,630,193	462,182
117	Kate Wright (35438) of Long Realty Company (16706)	24.0	10,554,042	439,752
118	Lonnie Williams (61428) of Redfin (477801)	25.0	10,536,250	421,450
119	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	34.5	10,525,150	305,077
120	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	22.0	10,375,950	471,634
121	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	12.0	10,347,000	862,250
122	Douglas J Sedam (55438) of SBRanchRealty (51898)	16.5	10,333,900	626,297
123	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	25.0	10,236,540	409,462
124	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	37.0	10,211,700	275,992
125	Matt Bowen (53352) of Coldwell Banker Realty (70204)	27.5	10,199,700	370,898
126	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	14.0	9,998,500	714,179
127	Jenifer Adamson Jankowski (52926) of Long Realty Company (16717)	20.0	9,915,000	495,750
128	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	17.0	9,868,971	580,528
129	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478313) and 1 prior office	26.5	9,854,550	371,870
130	Dina M Hogg (17312) of eXp Realty (495204)	31.0	9,763,000	314,935
131	Rocco A Racioppo (10187) of Keller Williams Southern Arizona (478313) and 1 prior office	8.0	9,634,250	1,204,281
132	Phil Le Peau (39491) of OMNI Homes International (5791)	25.5	9,542,000	374,196
133	Erin S Keller (30432) of Tierra Antigua Realty (286601)	18.5	9,531,450	515,214

Rank	Name	Sides	Volume	Average
134	Kenneth W Hutson (32755) of 1st Heritage Realty (133) and 1 prior office	24.5	9,508,250	388,092
135	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038) and 1 prior office	11.5	9,493,645	825,534
136	Penny Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203	17.0	9,434,565	554,974
137	David K Guthrie (19180) of Long Realty Company (16706)	19.0	9,424,800	496,042
138	Lori C Mares (19448) of Long Realty Company (16719)	29.0	9,410,900	324,514
139	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	14.0	9,349,050	667,789
140	Cathleen E Jernigan-Rios (38529) of Realty One Group Integrity (51535)	24.5	9,287,250	379,071
141	Christina Esala (27596) of Tierra Antigua Realty (286607)	22.0	9,178,850	417,220
142	Pam Treece (13186) of Long Realty Company (16717)	15.0	9,171,519	611,435
143	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	17.0	9,152,000	538,353
144	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	23.5	9,138,705	388,881
145	Mary Vierthaler (12199) of Long Realty Company (52896) and 1 prior office	15.0	9,088,500	605,900
146	Karen Karnofski (17102) of Keller Williams Southern Arizona (478313) and 1 prior office	10.0	9,076,000	907,600
147	Jon Mandel (33200) of Long Realty Company (16706)	14.5	8,871,500	611,828
148	Sarah Joseph (54373) of Long Realty Company (16706)	8.0	8,832,000	1,104,000
149	David L Duarte (57860) of Tierra Antigua Realty (286606)	37.0	8,813,300	238,197
150	Johanna L Roberts (2040) of Long Realty Company (16719)	21.0	8,769,500	417,595

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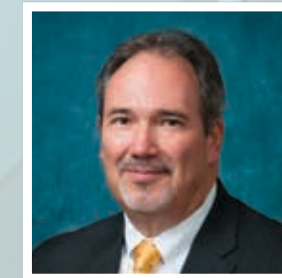
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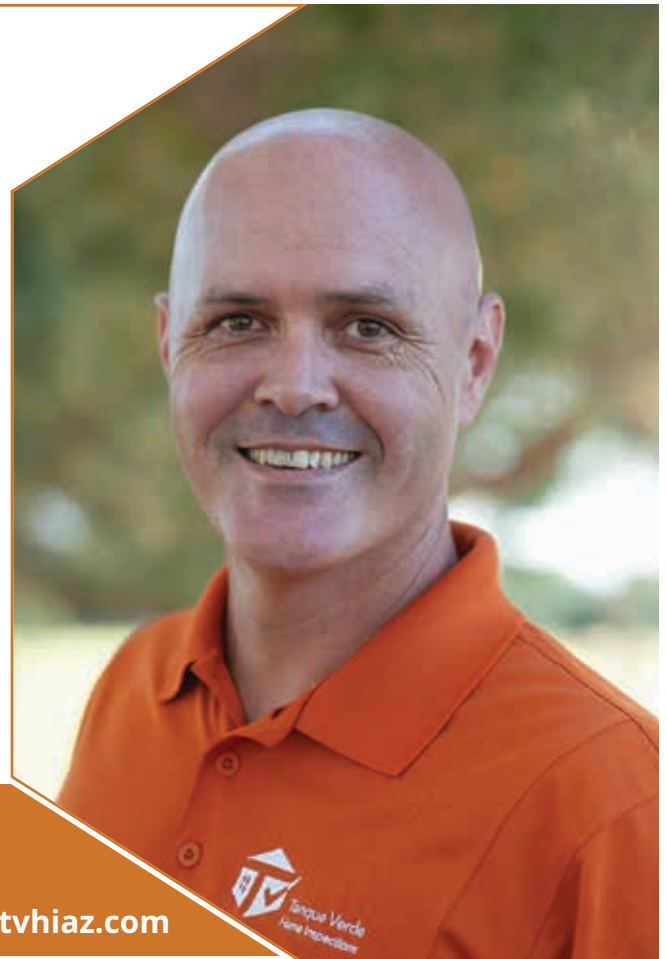
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