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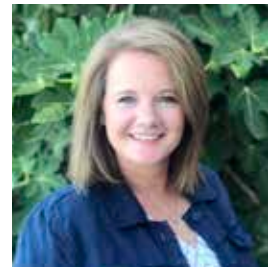
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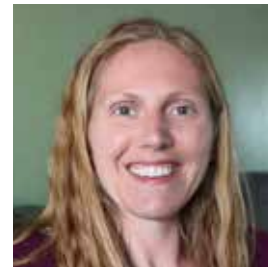
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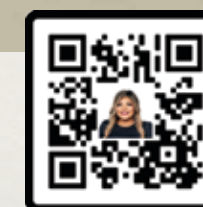
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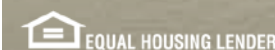
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Bloomin' Blinds

BRETT BRATTON



didn't remember the name of the test, but yes, he did and yes, he was a good candidate for ownership.

Interestingly to me, this particular franchise was fairly new. It was owned by three brothers. And, when or if you called the company, you spoke to the CEO. Brett really liked that. He liked being a bit on the ground floor. He liked hearing their story of growing a business because, in many ways, it reflected the choice he was making.

And so, you now own a company, Brett. What happens? Brett went to Dallas for Bloomin' Blinds 101 for 2 weeks. It was just enough to get by. Since the company gave him a website and the SEO was all set up, he waited for a call. Apparently, people searching for blinds don't just type in 'blinds.' They type in real keywords that include '8ft electric room darkening' and as such, Bloomin' Blinds pops up as an option.

One of his first jobs was a repair. Brett was super honest with the client about being brand new in the business. Flashing



back a bit to the kid who liked solving puzzles and figuring things out, he knew that he could do it and that he had the support. So, he dove right in. Eight hours later, after many conversations with the client reminding him that this was all new, and, after several calls back to

COVID-19 hit, and casinos were closed and empty. This allowed Brett time at home to reflect and consider his life and his choices. Brett decided he wanted a job, a business, a career that helped people rather than doing something that he now felt was potentially harmful. Fortunately, this smart young man purchased a home at a young age, sold it, and was now renting in the Phoenix area. He wanted to return to Tucson.

Like many during the early lockdown of COVID, there was a lot of time spent on the computer. Brett scrolled and searched even though he wasn't sure what he was searching for. He found a link for franchises. Franchising was something he hadn't previously thought about, so he started digging. I asked Brett how he chose. We chatted about what he was looking for. He knew he wanted to be out and about in the community, not behind a desk. He wanted to work with his hands because as a child he always liked blocks and puzzles. And, he knew he wanted to help people. That search led to the decision to purchase Bloomin' Blinds.

Having other friends who own franchises, I wondered if Brett had taken any sort of personality test; if the company had required it. Because just like real estate, owning a franchise isn't for everyone. He

Brett thought a lot. Stared into space a bit at the coffee shop where we met. Eventually, he said, "Was it worth it? The time? The energy? The goals? Did it pan out?"

This home-grown young man from Marana learned an interesting lesson at a job in a local casino. He learned about money, the good it can do, and the not-so-good. Brett worked as a dealer of cards. He met people every day who came in with \$50 to play and risk. And they smiled and laughed. Then, a day or two later, they came in with \$100 to spend. They were still able to smile and laugh. As \$100 led to \$500 and then to \$1000, the laughter turned to tears. Those same people who started out having fun had stepped off the ledge and were now somewhat addicted. They couldn't seem to make the decision to 'step away from the table.'

▶ partner spotlight

Photography By **Joey Ambrose**
By **Donna Reed** | REALTOR Keller Williams Southern Arizona

"Hmm," Brett pondered as I asked him what the 35-year-old owner of a franchise might say to his 10-year-old self. "Don't take things so seriously."

"And, to the 16-year-old Brett? What would you say?" I asked.

"Read more. Don't play sports for ego. Do it for teams. Learn from teams. How you look to people now won't matter in a few years."

As we continued this line of thinking I asked what the conversation between 35- and 45-year-old Brett might be like. "How would that conversation look, Brett?"



headquarters, the repair was done. Score! Like making a three-point shot in basketball! And, Brett learned all of the things that he should NOT do. Today, that same repair might only take an hour. Isn't this how we all learn life's lessons? Repetition and mastering a skill of any kind require that we learn every single day from each and every activity.

We talked and laughed about the similarities between people and personalities. We talked about the difficult ones...about checking things twice or three times before placing an order, and we talked about the mix-ups and missed communication that can occur. And, like all business owners,

work comes in waves. Sometimes new orders, sometimes repairs, sometimes easy, and sometimes not so easy. Brett tackles each one with skill and grace and the new knowledge he has gained.

If for one was super excited to learn that this company existed. I had no idea, and think it's great. As this hard-working business owner moves forward he does have some plans, hopes, and dreams, as we all do. The spare-time part of life barely exists right now and, of course, he would like that part to change as business increases.

From Dealing the Blind to Repairing the Blind, Brett has gone from guessing and hoping to delivering what is needed and helping clients along the way.

**** We met at Crema coffee where he did the blind install. At another table was a financial planner I know who was meeting with a commercial lender. As we were leaving, I did some introductions and the lender said to Brett, "You did the blinds in my home!" Tucson is small when it comes to business relationships!**



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CAROL NIGUT

CULTIVATING COMMUNITY

▶▶ colleague corner

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



“Every year I am in Tucson, I realize even more why I felt called here, it’s a phenomenal community.”

It only took three hours for Carol Nigut to fall in love with Tucson. “I was living in Evergreen, Colorado, a small mountain community west of Denver. I had moved there for a fresh start after my divorce.” In the winter of 2014, Carol visited her brother in Tubac. “During that trip, he wanted to show me around Tucson. We spent an afternoon walking around La Encantada and Hacienda Del Sol. We stopped by Hotel Congress and walked through downtown Tucson. We had a wonderful dinner on the patio of the original El Charro Cafe.” Carol had arrived in Uggs and a puffy coat; it felt great to enjoy the outdoors in shorts and a t-shirt. “That day, I knew Tucson was the place for me and that I could create a full life

here. I immediately began preparing to move. Six months later, I was living in Tucson.”

The adventure continued when Carol enrolled in real estate school. “Before I moved to Colorado, I was a personal trainer who specialized in working with aging athletes. I had built a successful practice in Illinois, but I had to start over when I moved.” Carol arrived in Tucson ready to make the most of this fresh start. “A friend suggested real estate, and my attitude was ‘Why not give it a try?’” As Carol attended classes, she realized she faced quite a challenge. “Each instructor talked about building your business through your sphere of influence, but I didn’t have one. I had moved here without knowing a single person or even being familiar with the area.” Carol may not have had a sphere of influence; however, she had

CAROL’S GOLDEN NUGGET OF WISDOM:
 Never give up. Take life one day at a time, doing the best you can with whatever is in front of you and all will be well. Focus on the task at hand, not the outcome.



an array of experiences that prepared her for this moment.

“My personal experience has informed my work. I know what it is like to be in a different state searching for listings online and what it feels like trying to navigate a new area.” Before moving to Tucson, Carol had lived in several different cities including San Francisco, Chicago, and New York. Her time in the big cities helped her appreciate Tucson’s unique small-town, big-city feel. “Real estate brings many of my earlier experiences and skill sets together.” After high school, Carol hitchhiked around Europe for a year. After that, she became an international flight attendant. She earned her bachelor’s degree in Applied Behavioral Science and a Master’s degree in Psychology. She worked as a counselor which led her to a teaching position. Then she went on to start a business. Carol explains how it all comes together in real estate, “My education and experience as a counselor helps me set healthy boundaries, and it keeps me grounded when I encounter challenges. It also developed compassion and understanding. It prepared me to help my clients with the stress and anxiety of transactions.”



1. Airline pamphlet featuring Carol as a flight attendant
2. Carol hosting Tucson Business Radio Show
3. Salvation Army Bell Ringing - REALTOR Wednesday
4. Carol at Meet Me at Maynards

In addition, Carol's experience as an entrepreneur equipped her with the tools she needed to launch her career in real estate. "I understood the importance of branding. I knew the value of using a CRM and how to handle accounting." Most importantly, she had the work ethic and determination needed. "I did everything I could think of to launch my business and attract clients." Carol established a social media presence, participated in community events like Meet me at Maynards, placed ads on the sanitizing wipes at grocery stores, hosted a radio show, wrote a column in the newspaper, and, of course, held tons of open houses.

However, the secret to her success was her ability to connect with others; it came through the relationships she developed and maintained. "I am all about serving people. I didn't want to be a salesperson. I have been very intentional about that throughout my real estate career." Carol's diligence shines through in each transaction. "I make sure my clients know what to expect every step of the way. I also insist we have some fun because real estate transactions can be nerve-wracking. After closing, I stay in touch. I send brownies to celebrate anniversaries and show my appreciation for referrals and reviews. I find personal ways to show that I care." Carol started real estate without a sphere of influence, but through her dedication, she has cultivated a community. Her passion for service drives her involvement. "I am a huge supporter of the Tucson community! Recently, I became a Certified Tourism Ambassador for Tucson. I enjoy volunteering whether it's helping out at the Tucson Book Fair, Tucson Meet Yourself, or ringing a bell for the Salvation Army." Carol serves on the Salvation Army



“
I MAKE SURE MY CLIENTS KNOW WHAT TO EXPECT EVERY STEP OF THE WAY. I ALSO INSIST WE HAVE SOME FUN BECAUSE REAL ESTATE TRANSACTIONS CAN BE NERVE-WRACKING.
 ”

Advisory Council and is Captain of the REALTOR® Wednesday program. She also supports Habitat for Humanity and Power Over Predators.

During her 2014 winter visit, Carol fell in love with Tucson city life and she continues to enjoy all it has to offer. "In my free time, I love going to the movies, the theatre, the opera, the symphony, and discovering our great restaurants." Some of Carol's favorite places include the Century

Room and Hotel Congress' patio, "because it is the heart and soul of downtown." She also enjoys hiking and is a Northwestern Wildcats football supporter.

"I'm a big believer that God or the Universe (whatever higher power there is), knows what we are meant to do more than we do. That was certainly true for me! I'm very grateful I acted on my friend's prompting because I have loved the profession and have thrived in a way I never expected to."

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RANDY MAIER

THE PLANT BASED REALTOR

have been vetted by the thousands of people who have used them. Randy is happy to call upon his industry partners for guidance, but he also does his best to address issues before asking for assistance.

“I’m good at going out to the property and knowing the building materials you need to look out for,” he explains. “I’m great at acknowledging the neighborhoods, era, and even specific builders that were known to use problematic building materials, which helps to identify a potential headache before it becomes a significant issue.”

Randy’s knowledge comes to him organically—as The Plant-Based Realtor, his approach to his business is decidedly earth-friendly. “It’s not like I’ve specifically helped a bunch of vegans buy houses,” he laughs. “I don’t care what your dietary preferences are—I’ve got friends from all walks of life!” Instead, he invests a lot of time into learning about green features such as low-water-use landscape design, solar power, specific building materials, and other products such as low-VOC paints. “The ability to look past flashy listing pictures and seek out red flags is the first line of defense,” Randy says. “Everything has an impact on your home life, so knowing when and how a home was built, what materials were used, and what to expect in the future is important to me.”

“I WANT TO BE REMEMBERED FOR SHOWING UP. IF THAT MEANS FOR YOUR BIRTHDAY OR TO THE RESCUE, I WILL ALWAYS BE THE PERSON WHO SHOWS UP FOR YOU.”

▶▶ rising star!

Photography by Casey James
By Danielle Kidwell

GO WITH THE FLOW

“I have two types of clients: friends, and soon-to-be-friends,” says Randy Maier. “My goal isn’t to just be around for someone’s one-time deal but instead to be a lifelong resource for them to look to when they need anything.” He jokes that he’s a human Rolodex and can connect his friends with

any resources they might require before, during, or long after their home purchase or sale has been completed. As a Tucson native, he has spent his entire life getting to know and love this community and he has built an extensive network of business professionals. He is also a member of Business Networking International (BNI) with access to numerous professionals who



From an early age, Randy learned financial responsibility firsthand as an only child raised by his hardworking single mother. “I was taught young that you are only as rich as your overhead,” he explains. “By living within my means I am able to focus on my clients and their timelines and goals.” Randy prioritizes people and always makes sure to put them and their futures first.

Randy remembers his first investment opportunity and the newly licensed friend who offered to be his REALTOR®. “By the fourth house we’d looked at, he texted me and asked, ‘Are you going to buy a house or not?’” Randy recalls. “After taking that call I decided against buying a house with him and became a REALTOR® myself.” After that point, he vowed to be a resource for friends, family, and anyone else who wanted their real estate journey to be about them. Randy says, “I prioritize people and everything else just feels better.”

“I believe in authentic connections and I don’t do any formal marketing to speak of,” Randy explains. “My entire business is built primarily on a referral basis.” His key to success is his empathy and willingness to help others, and he is grateful to be in a position to do so. “I want to be remembered for showing up,” Randy says. “If that means for your birthday or to the rescue, I will always be the person who shows up for you.”

Randy does show up, and often in cycle gear! His favorite place on Earth is The Loop, where he and his girlfriend, Ayla, like to cycle and run. The couple’s teacup Goldendoodle, Crouton, rides along in a doggie backpack! Randy is quick to cut a ride short, however, if someone requires his help. “I’m super lucky to know a lot of people in Tucson and love finding friendly faces on The Loop,” he says. “When people need me, they get me, and I just might show up in gym clothes or a biking outfit—possibly with my dog—but I always show up!”

Randy takes great pride in supporting local businesses in the community that he loves, many owned by personal friends and loved ones. He competes in El Tour de Tucson every



year, tackling the Hundred (100+ miles!) and 24 Hours in Old Pueblo, riding with friends and business owners like Gabacho Media, Ajo Bikes, and Crooked Tree Ceramics. “Supporting my friends’ journeys and their businesses brings me joy,” Randy says. He also invests in his community by supporting charities, volunteering, and promoting local events. “A couple of years ago I rode in El Tour with Big Brother Big Sister and was blown away by the contributions of friends and family towards placing kids with bigs.” Randy continues, “There is truly something special about this Tucson community”

Randy’s generous spirit shines when it comes to real estate. “I believe in real estate and I love what I do,” he says with gratitude. “I get to help my clients do something that enhances their life, and sets them up for a fruitful future, and somehow I get paid to do it!”







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WANDA FUDGE

LIFE HER OWN WAY



▶▶ featuring

By Breanna Smith
Photography by Jacquelynn Buck



Finding Home

As a teen, Wanda spent many nights in the blue bus traveling with her parents or staying with family members. She quietly longed for a home to call her very own. She fondly recalls spending afternoons when she was around sixth-grade touring houses with her mom, guided and chauffeured by a REALTOR® adorned in a gold coat, the uniform for agents with a local brokerage at the time. “I remember being intrigued by the lady driving us to houses,” Wanda said. That intrigue would stick with Wanda for decades.

At 18, she landed her first “real office job” as a secretary for a real estate attorney. “That solidified my interest in real estate.” Soon, she began a decade-long journey of night classes to earn degrees in electronics, business, and real estate. In 1985, Wanda became a licensed real estate agent, working in property management for local apartment and multi-family complexes. In 1992, at the age of 29, Wanda went to work for Robson Resort Communities, the largest privately held active adult community builder in Arizona. She found her calling in the active adult market. She was with Robson Resort Communities for 18 years, four of which she spent on the design and construction side and the other 14 on the new home sales side. Wanda continued her love for the active adult market in 2010, transitioning to the resale side of the business, and has now spent the last 31 years helping clients bring their ideal vision of retirement to fruition in southern AZ.

Building Communities

While grabbing lunch at Jimmy John’s, the card on the table caught her eye. It read: “Can you live a few years of your life like most people won’t so that you can spend the rest of your life like most people can’t? Go for it!” - Jimmy John She felt a jolt of energy and reassurance seeing the quiet motivation of her soul

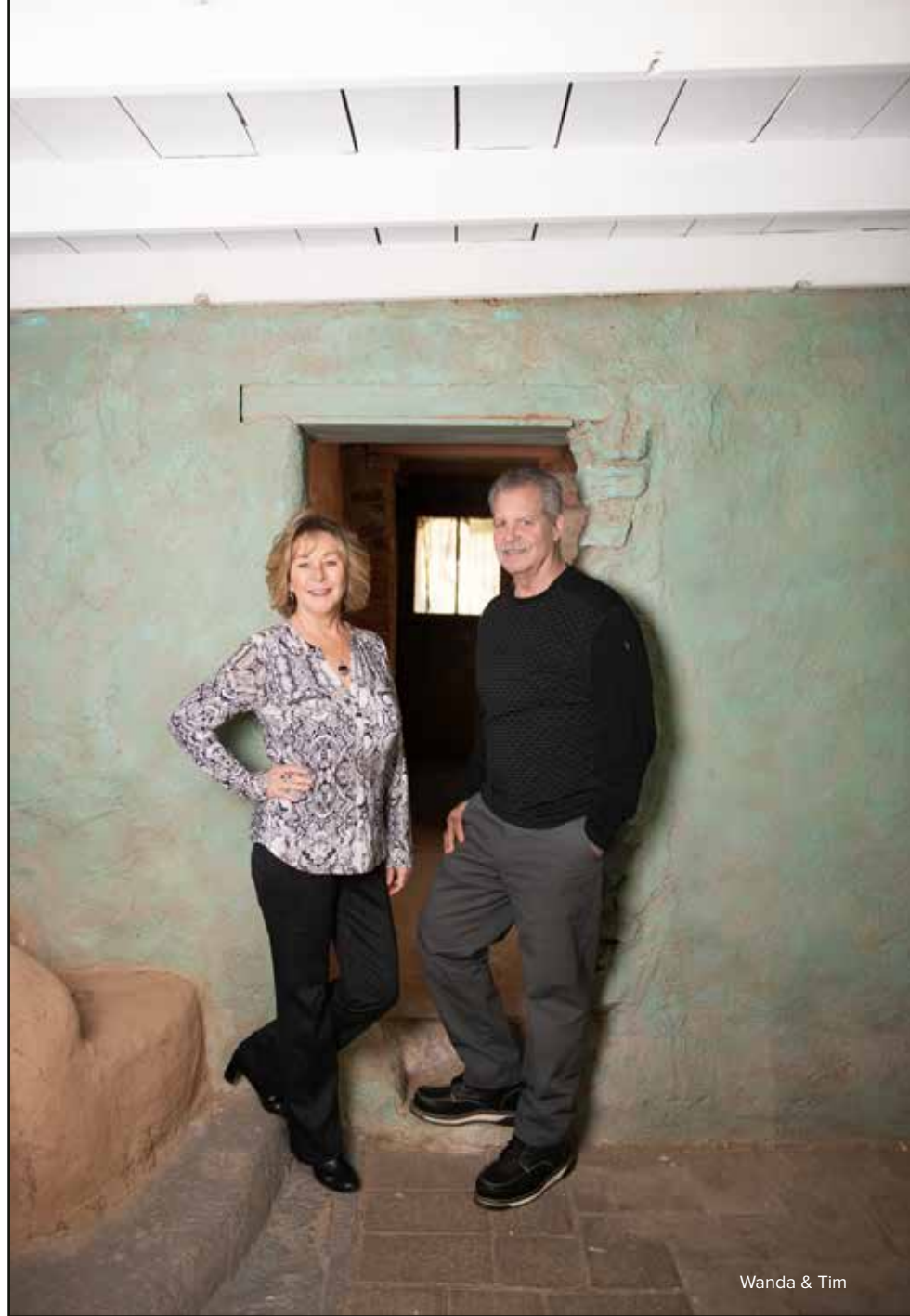
After years of living in a blue bus and traveling the United States with her parents as nomadic street and prison missionaries, Wanda decided to live life on her own accord.

“I was in my late teens, and I wanted more stability. I wanted to take control of my life, so I moved out at 17, got my own apartment, and started my life.” She leased an apartment in Phoenix near her boyfriend Tim and began building the foundation of her lifelong career in real estate. Tim quickly became the calm in her chaos. “He was the stable factor—my rock—because my life was different, and he provided stability in my life at that time.” And for 43 years, he has remained her rock and greatest supporter. “My honesty and integrity came from my parents and the way they lived their lives. They practiced what they preached and gave me the greatest gifts—unconditional love no matter what I did, and a sense of confidence. They let me make a lot of my own decisions, which instilled strength and confidence in me that allowed me to focus on what I wanted. I admire the work my parents did, but my goals when I went out on my own were a car that doesn’t break down and food in my refrigerator. I didn’t have lofty goals, I’m a simple person, and I love to work.”

spelled out right there on the Jimmy John's table. She slipped the card into her purse, and now it sits proudly on her desk as an outward reminder of her inner drive."I always wanted people to know that I was focused on taking care of them and doing my best for them," Wanda said. "We had people come in and out of the business quickly, but I have always been in it for the long haul."

Wanda's clients are fun, full of love for life, and ready to settle into the retirement they have built for themselves. She takes pride in helping others create the life they want for themselves, a journey she knows all too well. "Some people want these huge communities with restaurants, clubhouses, and hundreds of clubs, and others want an age-restricted community with a pool and someone to play cards with, so I help them find the community that fits their vision for retirement."

In her more than three decades as a Realtor, Wanda has learned lessons and used them to build her reputation along the way. "I'm a talker, I always have been. And when I was young, I thought I had to talk, talk, talk to clients but I learned that you really have to listen, listen, listen to clients. That's how you find out what's important to them and what their real goals are. So the biggest lesson I've learned has been to talk less and listen more." Her thoughtful listening and dedicated work earned her spot among the top 1% of Realtors in Tucson and among the top 4% of Realtors in the nation. She is a Long Realty Associate Broker, Vice President Member of the Executive Council, Member of the 1926 Circle of Excellence, and the Long Luxury Alliance. With many



lifelong goals met and a long career spent helping others retire, Wanda has, of course, thought about her own retirement plan.

Looking Ahead

"My husband has often said to me, 'You're going to be 80 years old, driving people around in a big Cadillac because you're never going to retire!'" Wanda has no plans to slow down any time soon, but she won't be 80

driving clients around either, she said with a laugh. Her retirement vision includes more time on the patio with Tim enjoying her favorite view of the city with a nice glass of wine. It also includes getting back to volunteering with kids, cycling, and traveling the U.S. in her own way.

A booming business has put many of her favorite activities on the back burner, like cycling and volunteering

WANDA'S GOLDEN NUGGET OF WISDOM:
Be strong and be confident.
Hard work, dedication, and perseverance are key to success.



as a tutor at Wilson K-8 and with the Boys and Girls Club. "It was either real estate or teaching when I was younger, and I still sometimes think about teaching. I chose not to have children—I chose a career. But I love kids, so a great way for me to give back and interact with kids was to volunteer. It was such a special time." While she dreams of retirement, it's not easy for a self-motivated and ambitious Wanda to imagine hitting the brakes.

"I have a really hard time letting go, it's a scary thought. I've achieved my goals in a sense, but it's scary to think about letting go and slowing down because that's the thing about this business: it's all in if you want to be successful."

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 28, 2023

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	57.0	18,657,690	327,328
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	40.5	12,649,700	312,338
3	Lisa M Bayless (22524) of Long Realty Company (16717)	19.0	10,728,650	564,666
4	Kyle Mokhtarian (17381) of KMS Realty (51920)	33.5	10,576,500	315,716
5	Marsee Wilhems (16298) of eXp Realty 06 (495201)	34.5	10,560,300	306,096
6	Russell P Long (1193) of Long Realty Company (52896)	5.0	8,412,500	1,682,500
7	Don Vallee (13267) of Long Realty Company (52896)	13.5	7,998,500	592,481
8	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	4.5	6,567,000	1,459,333
9	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	20.5	6,559,501	319,976
10	Danny A Roth (6204) of OMNI Homes International (5791)	16.0	6,372,757	398,297
11	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	11.0	6,167,784	560,708
12	James L Arnold (142000775) of Tierra Antigua Realty (286614)	7.0	5,459,864	779,981
13	Helen W F Graham (55628) of Long Realty Company (16728)	9.0	5,379,000	597,667
14	Laurie Hassey (11711) of Long Realty Company (16731)	12.5	5,366,900	429,352
15	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	15.0	5,346,400	356,427
16	Louis Parrish (6411) of United Real Estate Specialists (5947)	6.0	5,274,252	879,042
17	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	16.5	5,118,500	310,212
18	Peter Deluca (9105) of Long Realty Company (52896)	10.0	5,107,000	510,700
19	Rob Lamb (1572) of Long Realty Company (16725)	4.5	4,933,277	1,096,284
20	Gary B Roberts (6358) of Long Realty Company (16733)	12.5	4,752,750	380,220
21	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	2.0	4,724,500	2,362,250
22	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	13.5	4,504,750	333,685
23	Matthew F James (20088) of Long Realty Company (16706)	4.0	4,460,000	1,115,000
24	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	8.5	4,442,500	522,647
25	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	6.0	4,417,000	736,167
26	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	8.5	4,391,272	516,620
27	Matt G Bergstrom (25358) of RE/MAX Excalibur (453501)	2.0	4,345,000	2,172,500
28	Maria R Anemone (5134) of Long Realty Company (16727)	3.5	4,342,910	1,240,831
29	Denice Osbourne (10387) of Long Realty Company (52896)	5.0	4,291,280	858,256
30	Tom Ebenhack (26304) of Long Realty Company (16706)	11.0	4,256,505	386,955
31	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	12.0	3,987,700	332,308
32	Suzanne Corona (11830) of Long Realty Company (16717)	3.0	3,938,000	1,312,667
33	Kristina Scott (37825) of Realty One Group Integrity (51535)	8.5	3,931,500	462,529

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 28, 2023

Rank	Name	Sides	Volume	Average
34	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	2.0	3,800,000	1,900,000
35	Anthony D Schaefer (31073) of Long Realty Company (52896)	4.5	3,739,500	831,000
36	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	3.5	3,691,500	1,054,714
37	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	10.0	3,587,500	358,750
38	Madeline E Friedman (1735) of Long Realty Company (16719)	4.0	3,575,000	893,750
39	Judi Baker (13152) of Long Realty Company (16719)	5.0	3,512,000	702,400
40	Dottie May (25551) of Long Realty Company (16728)	5.5	3,439,450	625,355
41	Margaret E. Nicholson (27112) of Long Realty Company (16728)	5.5	3,439,450	625,355
42	Vincent R Yackanin (2249) of Long Realty Company (52896)	4.5	3,407,400	757,200
43	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	7.0	3,390,000	484,286
44	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	7.0	3,364,295	480,614
45	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	3.5	3,359,950	959,986
46	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313)	9.5	3,330,565	350,586
47	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	3.5	3,317,000	947,714
48	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	3.0	3,270,000	1,090,000
49	Patty Howard (5346) of Long Realty Company (16706)	4.0	3,222,180	805,545
50	Roger D Daggett (53481) of United Real Estate Specialists (5947)	8.0	3,195,000	399,375
51	Brenda O'Brien (11918) of Long Realty Company (16717)	6.5	3,148,000	484,308
52	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	8.0	3,144,900	393,112
53	Jay Lotoski (27768) of Long Realty Company (16717)	5.5	3,088,087	561,470
54	Hilary Backlund (20597) of Long Realty Company (16717)	5.5	3,088,087	561,470
55	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	5.5	3,051,648	554,845
56	Kimberly Mihalka (38675) of eXp Realty (4952)	5.0	3,029,280	605,856
57	Gustavo Antonio Castro (53189) of Realty One Group Integrity (51535)	3.0	3,025,000	1,008,333
58	Lisa Korpi (16056) of Long Realty Company (16727)	6.5	2,968,500	456,692
59	Tyler Lopez (29866) of Long Realty Company (16719)	9.0	2,967,850	329,761
60	Tom Peckham (7785) of Long Realty Company (16706)	4.0	2,963,465	740,866
61	Yolanda P Weinberger (56611) of Engel & Volkers Tucson (51620)	6.0	2,962,000	493,667
62	Jameson Gray (14214) of Gray St. Onge (52154)	3.0	2,920,000	973,333
63	McKenna St. Onge (31758) of Gray St. Onge (52154)	3.0	2,920,000	973,333
64	Jose Campillo (32992) of Tierra Antigua Realty (2866)	10.5	2,914,255	277,548
65	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	8.0	2,884,900	360,612
66	John E Billings (17459) of Long Realty Company (16717)	7.0	2,826,900	403,843

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 28, 2023

Rank	Name	Sides	Volume	Average
67	Anthony Thomas Body (39691) of Realty One Group Integrity (51535)	7.0	2,811,500	401,643
68	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	6.0	2,800,000	466,667
69	Dina N Benita (7849) of Long Realty Company (52896)	4.0	2,789,180	697,295
70	Joshua Waggoner (14045) of Long Realty Company (16706)	3.0	2,781,000	927,000
71	Nicole Jessica Churchill (28164) of eXp Realty (495208)	8.0	2,756,500	344,562
72	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	3.5	2,677,720	765,063
73	Hollis H Angus (58314) of Redfin (477801)	7.0	2,668,882	381,269
74	Lori C Mares (19448) of Long Realty Company (16719)	6.0	2,665,975	444,329
75	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	3.5	2,655,000	758,571
76	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	8.5	2,630,390	309,458
77	Sofia Gil (1420209) of Realty Executives Arizona Terr (498303) and 1 prior office	7.0	2,598,000	371,143
78	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	8.0	2,592,750	324,094
79	Heather Shallenberger (10179) of Long Realty Company (16717)	6.5	2,577,400	396,523
80	Nara Brown (13112) of Long Realty Company (16717)	5.0	2,571,750	514,350
81	Joan M Baumann (30098) of DRH Properties Inc. (2520)	7.0	2,550,974	364,425
82	Rita Gibbs (20647) of Realty One Group Integrity (51535)	4.0	2,547,000	636,750
83	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	8.0	2,546,450	318,306

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Rank	Name	Sides	Volume	Average
84	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	6.0	2,533,500	422,250
85	Peggy Mincey (55268) of OMNI Homes International (5791)	3.0	2,519,900	839,967
86	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	5.0	2,515,000	503,000
87	Faye W Gandolfi (33074) of Long Realty Company (16719)	4.0	2,465,511	616,378
88	Brent R Brzuchalski (14200868) of Coldwell Banker Realty (70204)	4.0	2,465,000	616,250
89	Erica Hoffman (15629) of eXp Realty - 40 (52964)	5.0	2,450,000	490,000
90	Pam Ruggeroli (13471) of Long Realty Company (16719)	6.5	2,418,487	372,075
91	Rachel Millik (61213) of Realty One Group Integrity (5153501)	6.0	2,417,000	402,833
92	Mark M Acosta (6700) of Long Realty Company (16719)	4.0	2,410,748	602,687
93	Sue West (13153) of Coldwell Banker Realty (70202)	5.0	2,405,760	481,152
94	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	5.0	2,402,000	480,400
95	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	8.0	2,391,150	298,894
96	Charles B Spaulding III (15511) of Tierra Antigua Realty (286601)	4.0	2,384,000	596,000
97	Tayyeb Ahmad (38583) of Realty Executives Arizona Territory (4983)	1.0	2,365,000	2,365,000
98	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	5.0	2,314,000	462,800
99	David Allen Mayberry (15136) of Blue Fox Properties, LLC (4651)	9.0	2,291,600	254,622
100	Kelly Button (21306) of Long Realty Company (52896)	4.0	2,287,200	571,800

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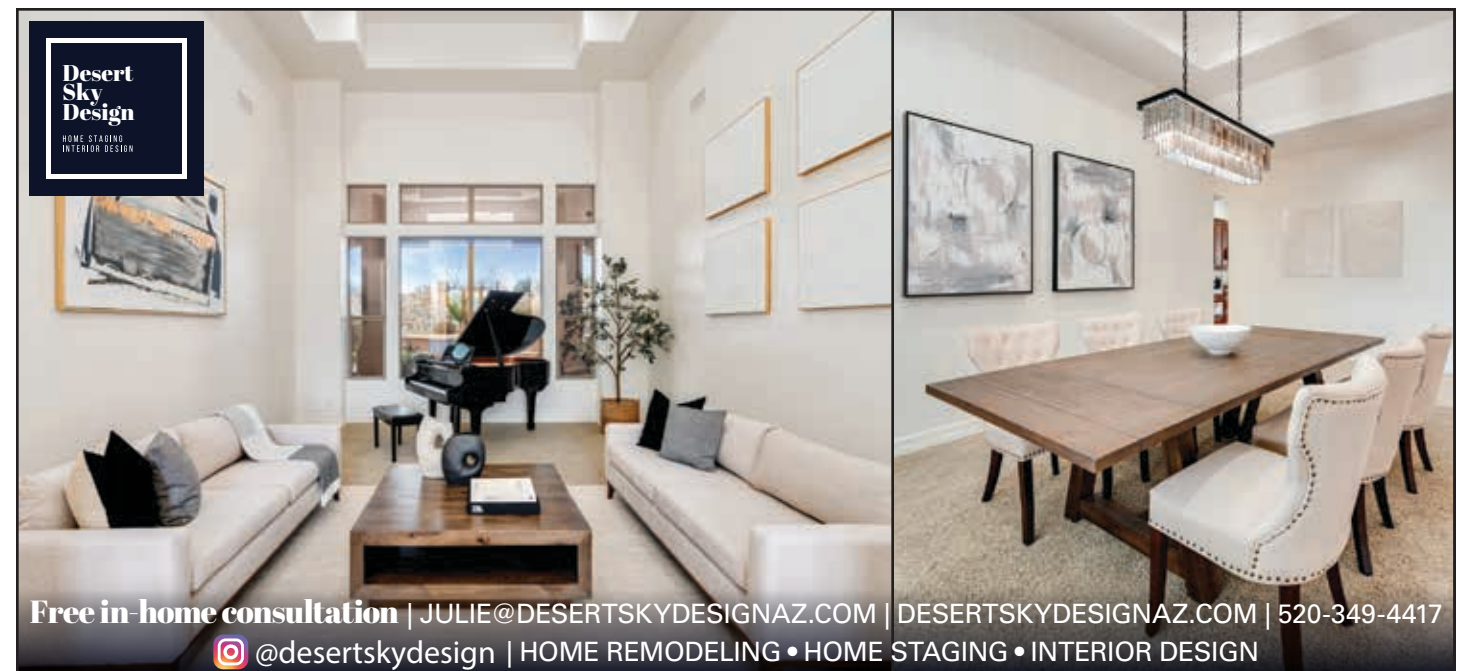
TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 28, 2023

Rank	Name	Sides	Volume	Average
101	Mary Vierthaler (12199) of Long Realty Company (52896)	3.0	2,284,172	761,391
102	Peggy Milbrandt (17730) of Homesmart Advantage Group (5169)	4.0	2,242,000	560,500
103	Megan Deanne Linderman (39004) of Long Realty Company (52896)	4.5	2,233,400	496,311
104	Calvin Case (13173) of OMNI Homes International (5791)	7.0	2,220,000	317,143
105	Jenni T Morrison (4744) of Long Realty Company (52896)	3.5	2,184,675	624,193
106	Mark William Gathmann (60427) of Long Realty Company (16717)	5.0	2,169,700	433,940
107	Anna Marie Delgado (20187) of Long Realty Company (52896)	3.0	2,167,000	722,333
108	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	4.0	2,156,750	539,188
109	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory -498312	3.0	2,135,000	711,667
110	Tammy Eggerman (58541) of eXp Realty (495204)	6.0	2,116,890	352,815
111	Kim Wakefield (32321) of Realty Executives Arizona Terr (498306)	4.0	2,102,500	525,625
112	Elliot J Anderson (20567) of eXp Realty 06 (495201)	4.0	2,102,500	525,625
113	Jill Warren McKenna (33036) of Coldwell Banker Realty (70202)	4.0	2,098,900	524,725
114	Damion Alexander (6683) of Long Realty Company (52896)	3.5	2,078,400	593,829
115	Pete M Torrez (21748) of Long Realty Company (16706)	3.0	2,075,000	691,667
116	Carol A Yarborough (1420256) of Long Realty -Green Valley (16716)	7.0	2,057,000	293,857
117	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933)	4.5	2,056,000	456,889
118	Steven B. Long (2825) of Steve Long Realty (5343)	2.0	2,050,000	1,025,000
119	Erick Quintero (37533) of Tierra Antigua Realty (286606)	7.0	2,042,400	291,771
120	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	5.0	2,042,000	408,400
121	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	4.5	2,036,750	452,611
122	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	6.0	2,029,129	338,188
123	Jennifer A Smith (142000805) of Copper View Realty, LLC (4879)	6.0	2,021,000	336,833
124	Alexis Ortega Cortez (52659) of Tierra Antigua Realty (286606)	6.0	2,020,990	336,832
125	Waco Starr (52972) of Long Realty Company (16724)	5.5	2,017,600	366,836
126	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	4.0	2,016,500	504,125
127	Anna Cuevas-Blue (15919) of Real Broker AZ, LLC (52446)	3.5	1,984,500	567,000
128	Deborah A Evenchik (9120) of Coldwell Banker Realty (70202)	4.0	1,983,340	495,835
129	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	6.0	1,949,000	324,833
130	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	6.0	1,938,900	323,150
131	Johanna L Roberts (2040) of Long Realty Company (16719)	6.0	1,936,500	322,750
132	Paula J MacRae (11157) of OMNI Homes International (5791)	5.0	1,926,500	385,300
133	Paul McComb (10126) of Paul McComb Realty (2387)	7.0	1,910,000	272,857

Rank	Name	Sides	Volume	Average
134	Katlyn Rose Ardrey-Worden (59037) of United Real Estate Specialists (5947)	4.0	1,905,000	476,250
135	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona -478313	6.0	1,905,000	317,500
136	Ann Fraley (62295) of Long Realty Company (16728)	4.0	1,904,400	476,100
137	Vasily Kingsley (58100) of Realty One Group Integrity (51535)	1.0	1,900,000	1,900,000
138	Linda M Johnson (12215) of Tierra Antigua Realty (2866)	3.0	1,900,000	633,333
139	Nick Labriola (27326) of Tierra Antigua Realty (286601)	3.0	1,895,000	631,667
140	Lonnie Williams (61428) of Redfin (477801)	5.0	1,891,500	378,300
141	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	4.5	1,888,450	419,656
142	Gwendolyn Sue Taylor-Lane (1420872) of Coldwell Banker Realty (70204)	5.0	1,885,000	377,000
143	Barbara G Kittelson (38885) of Coldwell Banker Realty (70207)	4.0	1,883,750	470,938
144	Aric M Mokhtarian (19336) of KMS Realty (51920)	5.5	1,873,750	340,682
145	Dawn Jacobs (36573) of Russ Lyon Sotheby's International Realty (472203)	2.5	1,868,400	747,360
146	Jill Allison Doyle (59017) of Redfin (477801)	7.0	1,866,000	266,571
147	Tamara G Kempton (142000856) of Copper View Realty, LLC (4879)	6.0	1,860,000	310,000
148	Leslie K Holmes (57295) of OMNI Homes International (5791)	2.0	1,850,000	925,000
149	Thomas J. Freeland (142000306) of Long Realty Company (16706)	6.0	1,848,000	308,000
150	Luzma Moreno (1092) of Coldwell Banker Realty (70202)	4.0	1,842,000	460,500

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