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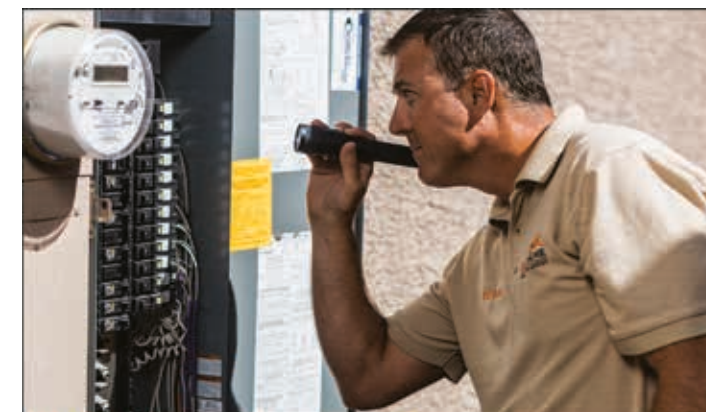
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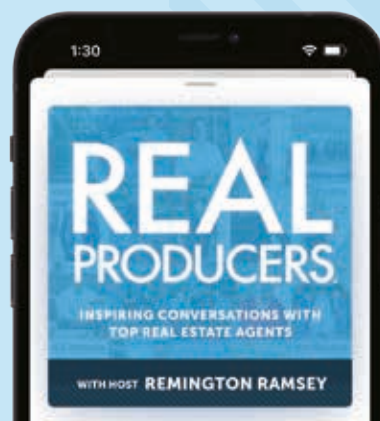
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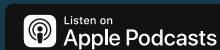


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# Zach

MOONEY



## NOVA HOME LOANS

Photography by Casey James  
By Donna Reed | REALTOR Keller Williams Southern Arizona

partner spotlight

**When I asked Zach what he learned from playing and coaching sports, these were the words he shared with me. “Competition, communication, and community.”**

Often, when I walk into a work office, I might see an award or two from a person’s current employer. Maybe a thing or two from the past. Now and then, artwork from children.

When I walked into Zach’s office at the Nova location on Broadway and Wilmot, I was sort of blown away by the large displays of sports posters on the wall. And, not just one sport, quite a variety. As a Tucson kid who was raised here, I think I was surprised that the San Francisco 49ers and the Chicago Bulls were both up there. So, my first questions were about sports; the whats and the whys of who he follows.

Turns out as a child, he only had a limited option of channels at home,

and San Francisco was one of the teams he would watch. Chicago was his mom’s hometown, and that led to a love of the Bulls. Sounds like maybe she was a South-sider, so the SOX would have been the baseball team.

After the sports questions and a bit of family learning, we delved into his career. After high school, he attended Pima for a bit and then found his way into lending. Since 2006, he has worked for several lenders and is now back ‘home’ with Nova. Throughout the moves and the changes, he stayed close to co-workers, grew his leadership skills, and came back to Nova in 2022, bringing along some of those who had been with him at other companies. He was grateful that Nova promotes from within and that they give back so much to the community. Zach told me he is licensed to work in eight states. And, he has counterparts that can help with loans in 20 states. It was a learning experience for me to understand the transition from being a

broker to ‘being a bank.’ Knowing that, in fact, they fund their transactions.

I learned that Zach has been a partner with Real Producers for years, since the beginning! He likes that Delilah Royce runs it, that it is local, and that as a partner he gets to meet so many top-producing agents. He also loves supporting local businesses and that part of our conversation led to the tattoos on his arm. All Tucson locations and landmarks—conversation starters for sure! He supports local wherever he goes!

It is typical for me to ask what sets a person apart from others, and we sort of steered back into sports.

**Competition.** We compared the competition from his sporting days to the competition at work. Not with others, but with himself. Always working to make Zach a better version of Zach. He knows that success comes with lots of hard work and a little bit of



Zach and his family: Jayden, Zach, Connor, Leanne and Leilani

luck! He stresses integrity and that success comes from being healthy in body and spirit.

**Communication.** If you're on a team, you listen and learn from the coach. As a coach, you show up and do the job. You delegate, condition, and strengthen those around you. You clear the path so all can have positive growth. There is no greater success for Zach than seeing others around him succeed. This comes from clear communication.

**Community.** Decisions are made on every team—some you like, some you don't—but you learn to do what is best for the team, even if it means your personal goals take a back seat for a minute.

With that... Community is reflected in Zach's giving of time and financial investments. He coaches basketball for his two younger children, a 13-year-old son, and an 11-year-old daughter. The YMCA, a place that helps build strong kids often through sports, is near and dear to his heart,



and Youth on Their Own is another non-profit that matters tremendously.

As I prepared to leave, I asked Zach if he had a favorite quote that he wanted to share. I mentioned Vince Lombardi because he is so known for sports. (Of course, one of his quotes was on the wall.) But for Zach, he mentioned Tim Grover, who wrote a book about mindset called "Relentless". He shared

that Tim worked with Michael Jordan and Kobe Bryant. And that having the right mindset makes all the difference in getting people to a better spot than where they began.

It was clear as I left why Zach is a success. I have no doubt he will continue to learn, give, train, and develop his children and his team, and pretty much anyone he meets.

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# JULIE NIELSON

▶▶ rising star

By Breanna Smith  
Photography by Rachel Castillo

## THE ART OF THE PIVOT

After graduating from the University of Arizona with a Bachelor of Fine Arts in acting, Julie Nielson left her hometown of Tucson to pursue an acting career under the bright lights in New York City. That plan didn't pan out, but with a pivot, Julie found a fulfilling career in events and hospitality. Then, after more than a decade in the industry, she pivoted again.

### NEW YORK, NEW YORK

Julie saw an opportunity and seized it. With a dream and unfettered determination, she set out for New York City as an aspiring actress. But big dreams take time, so she began working in the hospitality industry to pay the bills. "I was bartending, serving, all that jazz," she says, holding invisible serving trays. "Then, there was an opportunity for me to buy in as a small partner in a restaurant venture."

The 6,500-square-foot restaurant in midtown Manhattan "kind of had a weird look," but Julie saw the potential in the space. "Along with the managing partner, we revolutionized the business model and turned it into a raw event space. It didn't work well as a restaurant, but it worked really well for events."

The building served as a blank canvas for customized, large corporate events. "It

was a clean slate, and they would brand the heck out of it," Julie says, spreading her arms wide. "It looked completely different for every event. We held product launches, presentations, conferences, and social events like Bar Mitzvahs."

The venue became one of the most sought-after spaces in its realm. Then, they developed a catering company that provided food and beverages for events held at the center and throughout NYC.

"I delved into events in New York City and the tri-state area, primarily producing large-scale corporate events for about a decade."

Her acting dreams dissolved with the undertaking of the new venture. "I got an unpaid internship with a great theater, but I was working full-time doing events, and the internship was also full-time. The deciding moment was when I realized I was not excited to be a part of the theater. I decided I was not willing to sacrifice everything for the art of acting. I wanted steady pay and insurance," she says, laughing. "I enjoyed what I was already doing full-time. When I decided I was done, I felt good about it. I would see people on the subway with their scripts and inwardly cringe, feeling glad that wasn't me. That was confirmation that I was over it."

Julie maintains her vast appreciation for the art in her role as an audience member. She met incredible people during her acting career who remain some of her closest friends. "I have a tremendous amount of respect for folks who dedicate their lives to their art," she said.

Always ready for the pivot, Julie kept busy growing the business but never forgot that outside of the hustle and bustle of the Big Apple, the tranquility of her hometown awaited.

### HOMETOWN MAGIC

Julie always knew she would return to Tucson, though she wasn't sure when, why, or how.

"In New York, work was all I did. I gave it my all, and after about ten years, I started thinking about spending more time back in Tucson to visit my family, and then I met my husband, and we knew we wanted to raise our family here."

"After college, I was ready to leave Tucson. I wanted something different. And I didn't visit much because I was working so hard, but after several years, I came back and rediscovered how magical this place feels," she explained. "We're surrounded by awesome beauty—rustic rock set in contrast to the vibrant green desert vegetation with the mountains in the background. The energy



“

Change is uncomfortable, I'm still uncomfortable when change comes about, but I lean into it and ask what's next, focus on what's on the other side, then I get going.

”



of Tucson was so soothing to me, and I kept thinking about how magical it was.”

She thought the magic would wear off after a while, but it hasn't. “What surprised me most was that when I did move back, I continued to feel that way. The magic of Tucson sustained.”

When she first moved back to Tucson, she operated much of the event business remotely, traveling to New York quarterly. “Until Covid shut all of that down.”

She managed to keep the business afloat through the COVID-19 lockdowns, despite a total ban on events. Still, she felt it was time to settle into Tucson and begin building something different.

“Similar to acting, once I decided to move on, it was an amicable goodbye with lots of love. Package it up, put it in the memory box, and move on,” she said. “The thought of traveling to New York City with a growing family didn't seem fun, and I was ready for the next chapter.”

Julie knew the next chapter meant living and thriving in Tucson, and she dug deep to find the best path for her next pivot.

She spent some time weighing different options and working with a coach to determine the best fit for her in this new chapter. “I dug deep into my skill set, life goals, and non-negotiables like

time with family and my interests,” she said. “I enjoy reading and learning about the real estate market, and I'm good at finding the functionality and charm of a space, and matching it to the right use. After thinking through everything, I decided real estate was it.”

It was the first time she intentionally chose her career path, and with the pivot came another new beginning.

#### FAMILY FOCUS

Soon after moving back to Tucson, Julie and her husband, Scott Nielson, started their family. They have two children, Gracie, 4, and Charlie, 2.

“My daughter is a handful in the best way. She is a riot, a goofball, and a treasure. My son is a silly, sweet lovebug,” she said, smiling. “They're very different, but each so great in their own way. They give me this sense of joy—and responsibility—that I've never had.”

Her favorite adventure to date is helping Gracie and Charlie forge their own paths and find what brings them joy. “That kind of work doesn't start later on when they're older, it starts immediately,” she said. “My life has shifted focus. My days are work, kids, barely getting showered, repeat, repeat, repeat.” Like many parents, Julie agrees that this is both the most challenging and rewarding season in her life. “My sister-in-law always says,



“The days are long, but the years are short, and that's exactly how it feels.”

The Nielsons enjoy spending time outdoors enjoying the magic of Tucson, especially for a softball game. “Competitive softball coaching is the name of Scott's game! He coaches a club softball team that our niece plays on,” she said. “It's a Nielson family affair, and it's intense. Our most peaceful place is hanging in our backyard while Scott barbecues and the kids play on the slip and slide.”

With every season of life, Julie has embraced change and new adventures. She's mastered the art of the pivot. “I'm a workhorse,” she said, laughing. “And once I decide on a plan to grow myself or my business, I lock in on it. It's a combination of my growth mindset, wanting to learn more and do more, coupled with my drive to work and get things done.”

As a REALTOR® with Long Realty, there's no limit to her growth, and she continues to discover even more magic in her hometown and its people.

“Change is uncomfortable, I'm still uncomfortable when change comes about, but I lean into it and ask what's next, focus on what's on the other side, then I get going.”



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# Marina Mayhew

**REINVENTING & REDEFINING** By Danielle Kidwell | Photography by Jacquelynn Buck

*"I love learning, and I enjoy new adventures and projects," says Marina Mayhew of Long Realty. "I learn a lot from my clients as I assist them in their financial and investment goals." A dynamic and driven real estate agent, Marina has forged an extraordinary path in her life, touching the lives of countless individuals and making a significant impact on the world. From her involvement in an international nonprofit to her battle with cancer, Marina's journey has been marked by resilience, reinvention, and a deep commitment to staying relevant.*

For 15 years, Marina dedicated her life to an international nonprofit that aimed to place children in loving families. It was an experience that shaped her in profound ways, opening her eyes to the complexities of the world, social issues, justice, and injustice. "We grew from three staff members in a trailer without a bathroom to 120 people in six offices worldwide," she says. "We placed more than 2,000 children with families." The work was complex, and Marina learned to navigate government diplomacy, international policy, human resources, and politics that varied from country to country. "I was a contributor to policy change in other countries," she explains. "One country finally allowed the adoption of children with special needs, and I was really grateful to be at the forefront of that initiative." While the organization ultimately came to a challenging end, Marina's passion for the work and her unwavering dedication continued.

While real estate is now Marina's chosen field, her journey to this point has been filled with diverse



experiences. From co-founding an adoption agency to managing rental properties and caring for her mother, she has demonstrated a commitment to giving back and having a positive impact. "I am fortunate that when I came to real estate I had already realized my passion for making a difference," she says. "Whether it's humor, advice, or a shoulder to cry on, I like

to be present for the people in my life." Marina's desire to leave footprints stems from her deep belief in having a life purpose. It's not about sacrifice for her; it's about finding joy in giving and improving the lives of those around her.

"I don't believe in retirement," Marina emphatically states. "The fun of life is in staying active." She is a firm believer

in actively participating in life, rather than being a mere observer. Marina seeks to continually learn and grow, finding pragmatic ways to apply new knowledge and bring value to those around her. One of her favorite ways to enjoy life and the company of others is through food. "The quality of food is one of the best joys in life," Marina says. "I am grateful for friends who cook really well and it's a great bonding time, a sacred time with those you love around you." She says cooking grounds her and provides a way to nourish her soul.

"I am Russian-born and came from a culture and environment that expected me to perform at a certain level," Marina explains. "It's hardwired in me and I understand it's a flawed concept so I sometimes have to work at unwiring it." She volunteers as President of the HOA Board of one of her rental properties. The property was struggling significantly and Marina has thrown herself into the work of renovating and repairing it. "Over the years, I supported many charitable organizations, many health-related, many animal-related," Marina says. "Now, I simply help people in need around me. If you listen carefully, you will find there are many people around you who need help and you have the power to make their lives brighter." Two of her brightest lights are her 86-year-old mother, Nina, who lives with her and her 24-year-old daughter, Natalya. "My mom is an amputee, but a strong and independent Russian woman," Marina says. "I take care of her, yet she is pretty independent and loves to do the house chores, and especially loves her cat." Natalya



▶▶ be inspired



“  
Dump the bucket from  
your bucket list. If you  
have one, schedule  
everything—just put it  
on the calendar and do  
it. Life is not guaranteed  
and you have to enjoy  
every day with people  
you love.  
”

I visit and you will never find me just hanging around a pool doing nothing,” she laughs. “I love hiking and getting together with friends for poker and game nights, authentic dinner nights, and good, stimulating conversation.” In the spirit of maintaining relevance, Marina is fascinated by AI and excited to see how it will impact our lives moving forward. “I do not have TV as I simply do not have time to watch it, and frankly consider it a waste of my time,” she smiles. “I get super excited about new adventures and experiences and love human stories.”

Throughout her journey, Marina has learned valuable lessons from adversity. She believes that these experiences shape and improve who we are as human beings. Marina’s own battles with cancer, which she attributes in part to the emotional toll of running and closing the adoption agency, have transformed her perspective on life. She no longer defines herself solely by her accomplishments but rather by her capacity to love and improve the lives of others. She has a piece of advice for those who are looking for a purpose or the next step in their lives. “Dump the bucket from your bucket list,” she says sagely. “If you have one, schedule everything—just put it on the calendar and do it.” She goes on to say, “Life is not guaranteed and you have to enjoy every day with people you love.”

works at the University of Arizona in the lab that helps the Firefighter Cohort study, researching the impact of chemical and fume exposure on firefighters’ health. “Natalya and I have engaging conversations, solving the world’s problems, and as amateur psychologists we solve societal issues and relationship problems together,” she jokes. “We collectively always know what other people should do or not do, as we know it all.” She smiles as she continues, “Seriously, my daughter is my favorite person, best travel partner, and biggest supporter, and I am really proud of her and all she accomplishes.”

educational cruise. Although their marriage ultimately ended in divorce, Marina and Jim remained best friends until his passing. When Jim became ill, Marina was there to support him, acting as his caregiver and providing comfort during his final years. “He lived with me for the last two years of his life so I could help him through cancer treatment,” she says quietly. “I couldn’t let him end his life alone and I held his hand until he died.” It was a testament to her compassion and belief in the power of humanity.

Another relationship she is truly grateful for is with her late husband, Jim, whom she met during an

True to her desire to remain active, learning, and relevant, Marina says she’d rather participate in a sporting event than be a spectator. “I like vacations with family and friends, experiencing and learning about the places

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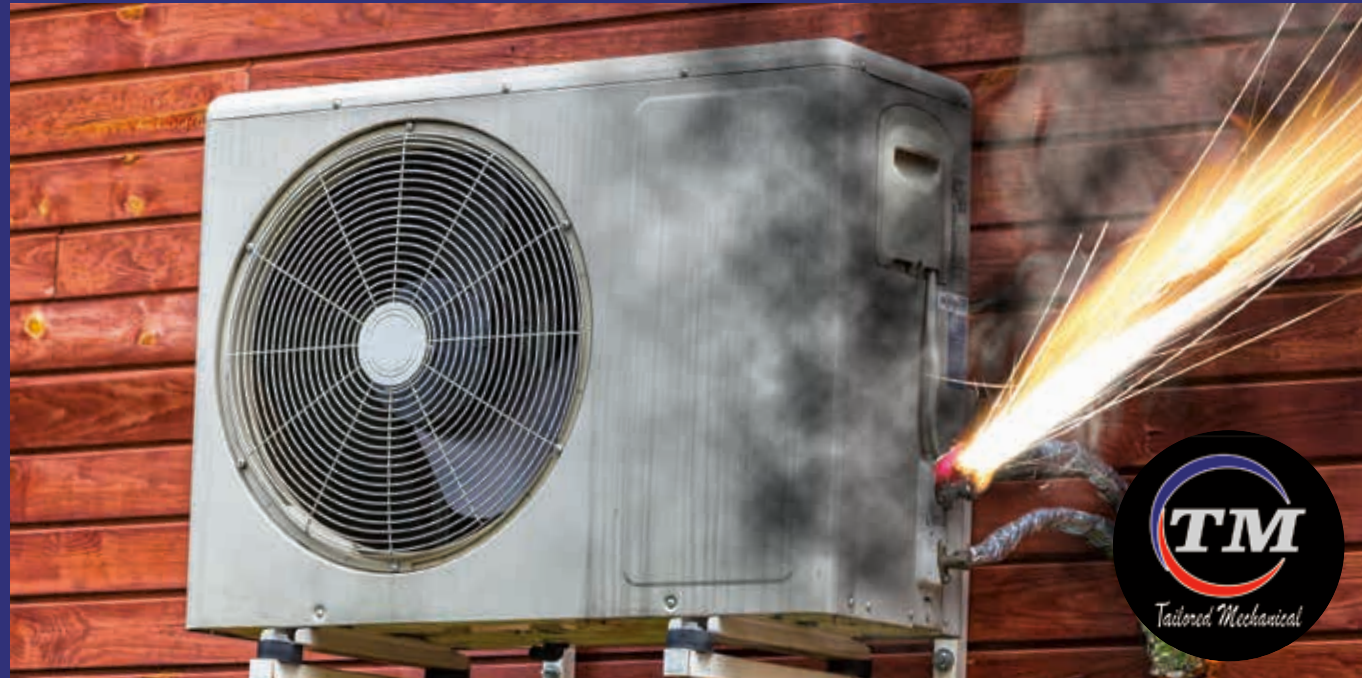
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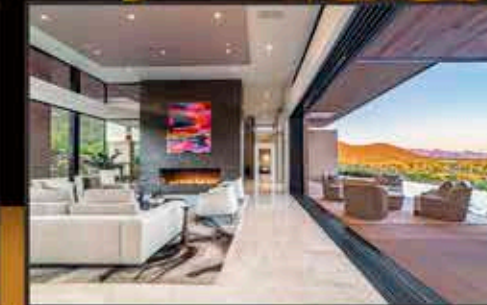
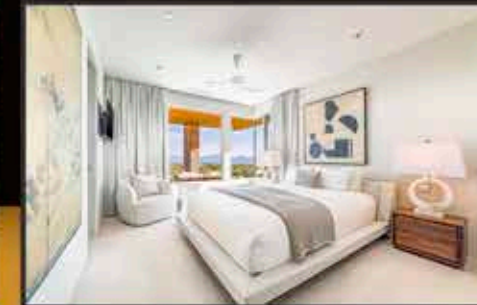
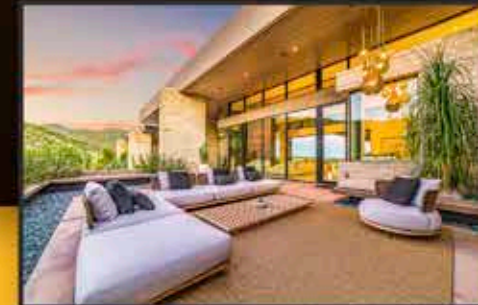
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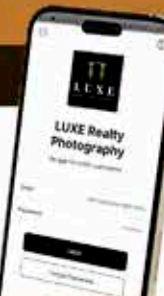
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# Sun City

ORO VALLEY

▶ featuring

# Michael Braxton

NO DAY BUT TODAY

By Kylea Bitoka | Photography by Casey James

**“I ONCE DID SEVEN DEALS ON THE SAME DAY—IN JULY 2020.”**

It was a crazy-hot summer day, and the Bighorn fire raged in the hills over Oro Valley. “The fire had been burning for six weeks, dangerously close to the city, and the whole area was smoky,” recalls Michael Braxton. As you probably remember, the monsoon rains never came that summer, and the temperature outside was a scorching 112 degrees. “I had scheduled an afternoon open house at my own Sun City listing, but I didn’t think anyone would show up.” Michael adds, “I didn’t even want to leave my house.” Michael pushed through and held the open house as planned.

As it turned out, Michael would not be the only one to brave the heat and smoky skies that fateful afternoon. “I sold my listing to someone who came to the open house. I made two deals from it because I got both sides of the transaction.” The buyer, accompanied by her mother, expressed interest in a nearby property, which Michael promptly sold to her. It didn’t end there! Both of these buyers had homes to sell, and Michael secured the listings for those properties. “A few hours later, another couple came into the open house, intending to buy it, but I had already sold it.” Undeterred, Michael swiftly pivoted, showing them another house just a few blocks away. It didn’t take long for them to make an offer, and yes, they, too, had a house they wanted to list with Michael.

In a remarkable turn of events, that hot and smoky summer day saw Michael Braxton sign an astounding seven deals and secure lifelong clients who’ve provided several referrals. It’s one example of the determination and resourcefulness that have come to define Michael’s journey in real estate and life.

Before real estate, Michael worked as a promoter of live entertainment events,



specifically traveling Broadway shows. He traveled the country, bringing the magic of live theater to audiences far from the stages of Broadway. For 15 years, it was Michael’s dream career, and it started in the most unlikely way. “I answered an ad in the paper placed by a marketing department for Broadway tours. The interview unfolded into a unique opportunity to design a role for myself, creating charity fundraisers with Broadway show components and promoting the shows as they toured smaller markets.”

Three weeks before the largest opening night of his career, Michael’s world turned upside down. “I had been planning and preparing for this opening night for the last two or three years.” Not only was this opening night happening where he lived, Salt Lake City, but it was also his biggest market. The day started like any other on the third floor of the office building where he worked. “There was a construction crew working on renovations around the building, including the carpet in the stairwell. One worker walked away from his project, leaving the carpet folded back on the top step. I didn’t see it, my shoe caught under the carpet, and I flew down the stairs like Superman. I crashed head-first through the wall at the bottom of the stairs.”

Opening night came and went as Michael lay in bed with his neck in a



brace. “When you have an accident and wake up in the hospital with a nearly-broken neck, reality crashes down—Life is short.” Michael didn’t work for three years as he recovered. The physical pain was undeniable and the financial hardship was very difficult, but the psychological toll proved to be the greatest challenge.

“‘No day but today’ is my favorite quote from the Broadway Show, ‘RENT’. The first time I heard the line, it resonated with me. However, the words held new significance when faced with the fact that tomorrow is not guaranteed.” As Michael reassessed his life and career, he considered his interest in real estate. “I had always been intrigued by real estate,



Michael and Giuliano on their honeymoon in Sydney, Australia



I had bought and sold around nine or ten houses on my own. I was everyone’s go-to for real estate advice.”

Michael made the decision to relocate to Arizona to be closer to his mom, who had retired in Sun City Oro Valley and could help him with his recovery. He decided to give real estate a try. Life had thrown a curveball; however, Michael was determined to adapt and make the most of the opportunity he had in his new home. As he embarked on his real estate journey, Michael was grateful for the support and mentoring of Fran Napolitano, Lisa Bayless, and Michelle O’Brien. Michael fondly remembers his first transaction, “A couple walked into my open house and wanted to buy it right then. I had to write my first contract at the table with only pen and paper, the knowledge I had from real estate school, and the clients staring over my shoulder!” Michael laughs and adds, “I rushed back to the office in a panic. Fran babied me through the process without making me feel like an idiot. I’ll forever be grateful to her!”

As Michael helped his mom find her perfect retirement home, he discovered his niche. “I specialize in Active Adult Communities, mostly Sun City Oro Valley.” Having guided his mom through the process, Michael brings that compassion and understanding to each of his transactions. “I treat everyone as if they were a personal family member.

Everybody gets the ‘Michael Braxton’s Mom’s Special Treatment.’”

Michael entered real estate hoping it would be comparable to his first career; he was in for a surprise. “Real estate is suited for my personality perfectly—it’s beyond my wildest expectations! I should have become a REALTOR® at the beginning of my career, rather than waiting 20 years for an accident to force the change.”

“**When you have an accident and wake up in the hospital with a nearly-broken neck, reality crashes down—Life is short.**”

Michael’s skill and passion are evident in his success. In his first year, he achieved the highest level of recognition at Long Realty—Circle 26. He continued to earn it every year after that. In only the first five years of his real estate career, Michael will earn his place as an Executive Vice President Member of Long Realty’s Executive Council.

Outside of real estate, Michael loves to travel. “I have visited all 50 states and 78 countries.” Michael shares some of his favorite memories from his global adventures. “I celebrated the summer solstice off the coast of Norway on a ship. Of course, seeing the northern lights was incredible. While on vacation in Thailand, I attended a cooking school, which was an unforgettable experience!”

But his biggest adventure happened in Italy. “I took a trip to Italy to find a summer home; instead, I found a husband!” Michael shares with a chuckle. Giuliano was a professional chef in Italy, and Michael frequented the restaurant where he worked. Giuliano’s amazing tiramisu would lead to the introduction. Michael and Giuliano got married in April 2022 becoming partners in life as well as business. “Giuliano is now a licensed REALTOR® and my business partner. It’s been an exciting year!”

For Michael, it all comes together at his client appreciation event. “Each year, I treat all of my clients to see a Broadway Show at Centennial Hall. This past year we saw ‘12 Angry Men’; next spring we will see ‘Hairspray.’” For Michael, it’s the best part of the year, “It melds my two passions together, it’s the best of both worlds.” A beautiful reminder that the best parts of life often arise from the ashes of adversity.



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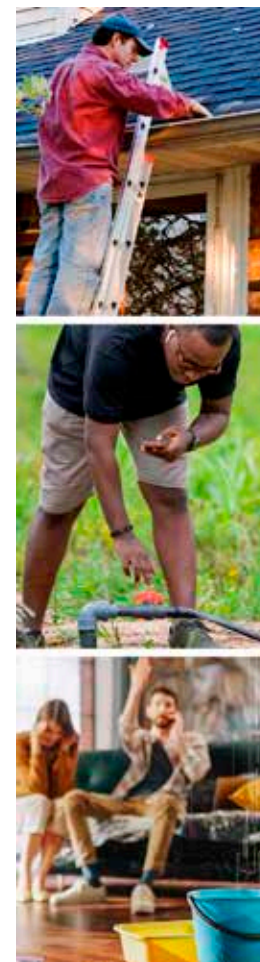
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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-June 30, 2023

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	171.5	57,837,658	337,246
2	Lisa M Bayless (22524) of Long Realty Company (16717)	88	49,411,924	561,499
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	148	47,487,521	320,862
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	20.5	45,742,307	2,231,332
5	Marsee Wilhems (16298) of eXp Realty (495201)	113	36,860,180	326,196
6	Don Vallee (13267) of Long Realty Company (52896)	49.5	28,492,151	575,599
7	Kyle Mokhtarian (17381) of KMS Realty (51920)	89.5	28,410,900	317,440
8	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	76.5	26,755,746	349,748
9	Sandra M Northcutt (18950) of Long Realty Company (16727)	46	26,320,000	572,174
10	Russell P Long (1193) of Long Realty Company (52896)	22	25,316,000	1,150,727
11	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	49	24,883,262	507,822
12	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	67	24,755,678	369,488
13	Danny A Roth (6204) of OMNI Homes International (5791)	56	22,486,435	401,543
14	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	51	21,927,050	429,942
15	Peter Deluca (9105) of Long Realty Company (52896)	34.5	21,921,399	635,403
16	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	60	20,344,673	339,078
17	Brenda O'Brien (11918) of Long Realty Company (16717)	26.5	19,373,545	731,077
18	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	53.5	18,389,850	343,736
19	Joshua Waggoner (14045) of Long Realty Company (16706)	16	17,944,800	1,121,550
20	Suzanne Corona (11830) of Long Realty Company (16717)	16	17,836,000	1,114,750
21	Laurie Hassey (11711) of Long Realty Company (16731)	35.5	16,988,072	478,537
22	Denice Osbourne (10387) of Long Realty Company (52896)	25	16,709,342	668,374
23	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	44.5	16,001,658	359,588
24	Nara Brown (13112) of Long Realty Company (16717)	32	15,933,457	497,921
25	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	13	15,706,619	1,208,201
26	Gary B Roberts (6358) of Long Realty Company (16733)	33	14,999,165	454,520
27	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	32	14,879,447	464,983
28	Jose Campillo (32992) of Tierra Antigua Realty (2866)	53.5	14,862,699	277,807
29	Maria R Anemone (5134) of Long Realty Company (16727)	12	14,538,388	1,211,532
30	Patty Howard (5346) of Long Realty Company (16706)	15.5	14,470,380	933,573
31	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	48.5	14,232,862	293,461
32	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	26	14,081,055	541,579
33	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	22	13,999,000	636,318

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-June 30, 2023

Rank	Name	Sides	Volume	Average
34	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	30	13,914,950	463,832
35	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	31	13,672,500	441,048
36	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	23.5	13,629,577	579,982
37	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	15	13,454,500	896,967
38	Josh Berkley (29422) of Keller Williams Southern Arizo (478307)	35.5	13,358,720	376,302
39	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	16	13,324,346	832,772
40	Leslie Heros (17827) of Long Realty Company (16706)	16.5	13,091,185	793,405
41	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	32	13,048,449	407,764
42	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	15	13,037,500	869,167
43	Louis Parrish (6411) of United Real Estate Specialists (5947)	15	12,699,082	846,605
44	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty -472203	19	12,376,400	651,389
45	Jameson Gray (14214) of Gray St. Onge (52154)	9.5	12,338,942	1,298,836
46	McKenna St. Onge (31758) of Gray St. Onge (52154)	9.5	12,338,942	1,298,836
47	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	38.5	12,269,875	318,698
48	Tom Ebenhack (26304) of Long Realty Company (16706)	32	12,257,001	383,031
49	Barbara C Bardach (17751) of Long Realty Company (16717)	10	12,180,037	1,218,004
50	Matthew F James (20088) of Long Realty Company (16706)	16	12,069,869	754,367
51	Brittany Palma (32760) of 1st Heritage Realty (133)	27	12,012,050	444,891
52	Tyler Lopez (29866) of Long Realty Company (16719)	34	11,933,808	350,994
53	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	10	11,734,550	1,173,455
54	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	37	11,579,100	312,949
55	Tom Peckham (7785) of Long Realty Company (16706)	16	11,566,965	722,935
56	Tori Marshall (35657) of Coldwell Banker Realty (70207)	24	11,555,181	481,466
57	Helen W F Graham (55628) of Long Realty Company (16728)	19	11,524,530	606,554
58	Christina Esala (27596) of Tierra Antigua Realty (286607)	43.5	11,474,600	263,784
59	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	16	11,444,850	715,303
60	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	45	11,327,990	251,733
61	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	19.5	11,176,962	573,178
62	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices -356307	18.5	10,986,650	593,873
63	John E Billings (17459) of Long Realty Company (16717)	24.5	10,930,300	446,135
64	Sofia Gil (1420209) of Realty Executives AZ Territory (498303) and 1 prior office	36	10,919,640	303,323
65	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	13.5	10,906,337	807,877
66	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446) and 1 prior office	25.5	10,833,693	424,851

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-June 30, 2023

Rank	Name	Sides	Volume	Average
67	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	11	10,783,582	980,326
68	Rob Lamb (1572) of Long Realty Company (16725)	12.5	10,771,783	861,743
69	Michele O'Brien (14021) of Long Realty Company (16717)	20	10,514,250	525,712
70	Heather Shallenberger (10179) of Long Realty Company (16717)	23	10,413,600	452,765
71	Paula J MacRae (11157) of OMNI Homes International (5791)	17	10,228,972	601,704
72	Jeffrey M Eil (19955) of eXp Realty (495211)	20.5	10,227,771	498,916
73	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	10	10,002,950	1,000,295
74	Sue West (13153) of Coldwell Banker Realty (70202)	16.5	9,993,763	605,683
75	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	28	9,779,500	349,268
76	Lori C Mares (19448) of Long Realty Company (16719)	26	9,747,416	374,901
77	Jim Storey (27624) of Long Realty Company (16706)	10	9,701,777	970,178
78	Sue Brooks (25916) of Long Realty Company (16706)	18	9,663,200	536,844
79	Paula Williams (10840) of Long Realty Company (16706)	16	9,473,267	592,079
80	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	31	9,468,020	305,420
81	Kimberly Mihalka (38675) of Realty Executives Arizona Terr (498306) and 1 prior office	16.5	9,377,280	568,320
82	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933)	15.5	9,309,000	600,581
83	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	17	9,299,820	547,048

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► publisher's note

## WHY? WHY? WHY?

HAVE YOU EVER WONDERED WHY?

As we enter into the 2nd half of 2023 I want to answer the question I get now and then from the REALTORS® who keep track of their production numbers and wonder WHY.... And for all of you who never reach out but in the back of your mind WONDER...

When your broker pulls your numbers or when you look at the volume on your paycheck and wonder...

WHY is it different than what is being printed in the standings of a *Tucson REAL Producers* publication??

Here are several reasons and maybe this will shed some light on this question and clear up any confusion!

Sales data reported in TRP are for RESIDENTIAL SALES ONLY! No commercial or commercial lease properties are included. The national RP brand dictates that - not me. So that would EXCLUDE multifamily, rental, and farm & ranch.

All sales that we include must HAVE an MLSSAZ# in FLEX! If it does NOT have a FLEX# it is not included in the numbers because this is where we get the data. What sales typically DO NOT have this number??

- FSBO
- New Builds (unless the builder enters them into the MLSSAZ).
- Any Off-Market Sales

This is the most common reason the numbers seem OFF... If you co-list the MLSSAZ splits that volume in half. You get 50% and the co-lister gets 50% of the volume. Many I talk to do not realize this but this is again the most common reason!

We pull the numbers around the 5th of each month and if a sale from the previous month is entered after that date it will not be included.

Lastly - Mistakes are made! I once had an agent text me at 4 am wondering WHY her numbers were off in the magazine. Come to find out there were several sales that had not been entered correctly. I have even heard of times when a buyer's agent's name was not entered at all. If you check and find a mistake it is fixable. Contact the MLSSAZ - they can help.

And know we do our very best to pull the most accurate data and I am happy to have a conversation and help troubleshoot if need be. We can investigate together. We can try to figure it out as long as you can give me an MLSSAZ#.

**ANNOUNCEMENT!!** Although for the past 5 ½ years we have not included residential LAND in our standings we now are going to include residential land starting with this July 2023 issue.

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-June 30, 2023

Rank	Name	Sides	Volume	Average
84	Anthony D Schaefer (31073) of Long Realty Company (52896)	18	9,296,900	516,494
85	James L Arnold (142000775) of Tierra Antigua Realty (286614)	12	9,245,625	770,469
86	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	23	9,190,472	399,586
87	Kate Wright (35438) of Long Realty Company (16706)	12	9,093,829	757,819
88	Nancy A Mancuso (3144) of Russ Lyon Sotheby's International Realty -472203	6	8,970,000	1,495,000
89	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	16.5	8,899,454	539,361
90	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	21	8,885,500	423,119
91	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	18	8,505,520	472,529
92	Ashley Kimberlin (18406) of Realty Executives Arizona Terr (498306)	18	8,475,000	470,833
93	Cindie Wolfe (14784) of Long Realty Company (16717)	16	8,434,594	527,162
94	Pam Ruggeroli (13471) of Long Realty Company (16719)	24.5	8,407,487	343,163
95	Erica Hoffman (15629) of eXp Realty (52964)	22.5	8,116,180	360,719
96	Kristina Scott (37825) of Realty One Group Integrity (51535)	18.5	8,038,000	434,486
97	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	16.5	7,976,400	483,418
98	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	22.5	7,957,250	353,656
99	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	13.5	7,889,462	584,405
100	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	21	7,791,800	371,038

Rank	Name	Sides	Volume	Average
101	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	26	7,743,790	297,838
102	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	17	7,682,000	451,882
103	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	14	7,631,500	545,107
104	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	19	7,611,522	400,606
105	David K Guthrie (19180) of Long Realty Company (16706)	17	7,592,222	446,601
106	Calvin Case (13173) of OMNI Homes International (5791)	24	7,564,830	315,201
107	Roger D Daggett (53481) of United Real Estate Specialists (5947)	21	7,516,000	357,905
108	Lisa Korpi (16056) of Long Realty Company (16727)	16.5	7,386,500	447,667
109	Ronnie Spece (19664) of At Home Desert Realty (4637)	17	7,262,327	427,196
110	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	17.5	7,250,075	414,290
111	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	18.5	7,243,300	391,530
112	John DeLalla (58262) of Tierra Antigua Realty (286601)	15	7,218,318	481,221
113	Sarah Ley (11041) of Tierra Antigua Realty (2866)	13	7,204,000	554,154
114	Leslie B Brown (35667) of Oracle Land & Homes (875)	11.5	7,196,300	625,765
115	Phil Le Peau (39491) of OMNI Homes International (5791)	14.5	7,171,000	494,552
116	Mary Vierthaler (12199) of Long Realty Company (52896)	12	7,166,172	597,181
117	Jay Lotoski (27768) of Long Realty Company (16717)	13.5	7,157,787	530,206
118	Lizel Wieser (15306) of Realty Executives Arizona Terr (498306)	11	7,014,800	637,709
119	Susan Denis (14572) of Tierra Antigua Realty (2866)	19	7,002,700	368,563
120	Dottie May (25551) of Long Realty Company (16728)	11.5	6,961,950	605,387
121	Margaret E. Nicholson (27112) of Long Realty Company (16728)	11.5	6,961,950	605,387
122	Matt G Bergstrom (25358) of RE/MAX Excalibur (453501)	10	6,958,000	695,800
123	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	24	6,932,800	288,867
124	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices -356307	8	6,885,000	860,625
125	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	18	6,877,767	382,098
126	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	19	6,848,929	360,470
127	Erick Quintero (37533) of Tierra Antigua Realty (286606)	24	6,830,400	284,600
128	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	14.5	6,801,603	469,076
129	Daniel C Sotelo (35661) of Long Realty Company (16706)	10	6,773,900	677,390
130	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	9	6,745,942	749,549
131	Mark Clark (10305) of Long Realty Company (52896)	14	6,737,697	481,264
132	Hilary Backlund (20597) of Long Realty Company (16717)	12.5	6,667,787	533,423
133	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	14	6,653,589	475,256

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-June 30, 2023

Rank	Name	Sides	Volume	Average
134	Jenni T Morrison (4744) of Long Realty Company (52896)	12.5	6,641,175	531,294
135	Aric M Mokhtarian (19336) of KMS Realty (51920)	20.5	6,631,500	323,488
136	Rachel Millik (61213) of Realty One Group Integrity (5153501)	19.5	6,587,370	337,814
137	Nicole Jessica Churchill (28164) of eXp Realty (495208)	18	6,586,000	365,889
138	Tracy Wood (36252) of Realty One Group Integrity (51535)	10	6,584,199	658,420
139	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	19.5	6,500,799	333,374
140	Jared Andrew English (35632) of Congress Realty (3096)	18	6,451,700	358,428
141	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty -472203	6.5	6,378,450	981,300
142	Alexis Ortega Cortez (52659) of Tierra Antigua Realty (286606)	16	6,372,990	398,312
143	Glenn Michael Nowacki (35737) of Realty Executives Arizona Terr (498306)	18	6,360,700	353,372
144	Susan K. Dodson (31339) of Long Realty Company (16717)	12.5	6,321,777	505,742
145	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	6.5	6,289,022	967,542
146	Layne Lundeen (31434) of Long Realty Company (16731)	13.5	6,283,737	465,462
147	Jessica Bonn (37158) of Long Realty Company (52896)	6.5	6,261,777	963,350
148	LizBiz Nguyen (27962) of Realty Executives Arizona Terr (498306)	17	6,227,500	366,324
149	Tim S Harris (2378) of Long Realty Company (52896)	9	6,184,900	687,211
150	Kehaulani Kerr (36737) of AZ Flat Fee (52130)	18	6,174,657	343,037

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