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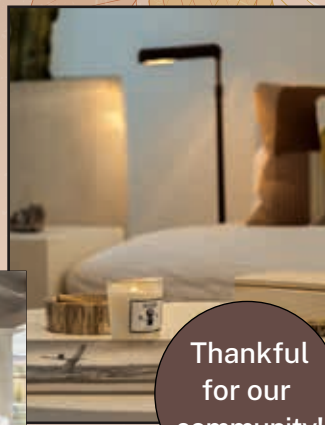
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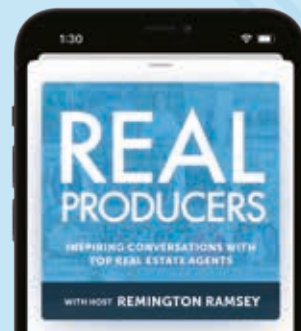
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Delilah Royce
Publisher



Kylea Bitoka
Publishing Assistant



Danielle Bower
Editor



Casey James
Photographer



Jacquelynn Buck
Photographer



Rachel Castillo
Photographer



Breanna Smith
Writer



Donna Reed
REALTOR / Writer



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► publisher's note

AS SEASONS

EBB & FLOW

Seasons come and Seasons go!! The 4 seasons in 2023 flew by for me! And the summer season seems like it lingered forevvvver!! I honestly was done with the heat and now can't believe we're already in December and knocking on the door of 2024.

Seasons in our businesses also ebb and flow. 2023 has been one of those years for many of us but what sets apart the agents who get our *Tucson Real Producers* pub is the way they can pivot, re-evaluate, make adjustments, and find new ways to tackle current challenges!

Although I have been your publisher for over 6 years I still remember one of my very first appointments with a potential partner. As I explained enthusiastically the idea of bringing Real Producers to Tucson and offered the opportunity for them to partner and be a part of something I knew would be great for our RE community I was asked "Have you ever done anything like this before?" I smiled and said no!

But I persevered and found businesses who saw the immense value and REALTORS who were happy to share

their story and be a part of this movement we have created.

Our Toys for Tots event was at the beginning of this November and a successful agent told me "I want you to know I am using your list to find great businesses. I love they all have been vetted". I hear this more and more nowadays. Our partners know your needs and love supporting you!

Yes, we are now the "Angie's List" for the real estate industry in Southern Az and we are always open to talking to other businesses you use and recommend. I am often asked for recommendations and adding a few more quality folks with integrity will be beneficial to all!!

This season, near the end of 2023 my husband and I have been given a pretty special gift! Raising 4 kids and now being blessed with 12 grandchildren (and 3 more to be adopted this month) John and I have not done much traveling to explore the wonders of this world! If we ever left town it was mostly to visit family or be there for a birth.



Delilah
520-838-1835
Delilah.Royce@
RealProducersMag.com

We had a chance to visit Turks & Caicos Islands and as I write this I am on the plane headed in that direction! We are so excited to be able to snorkel, take in the magnificent views, and spend a little time relaxing, laughing & making sweet memories with my 2 sisters and their husbands.

May we all look forward to 2024's seasons as we roll with the punches and make the most of the situations that cross our paths! I am excited to continue to shine the light on all of the good in this industry and to find ways to give to local nonprofits!

Reach out anytime if you would like to recommend a potential business that loves working with REALTORS or if you have a colleague you would like to see featured!

Merry Christmas from the bottom of my heart!!

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▶▶ partner spotlight

B&M Roofing

BRENT & MEME HENDRICKS

Photography by Casey James

By Donna Reed | REALTOR Keller Williams Southern Arizona

“We have about 300 years of product price increases in three years.” Holy shingles, Batman! It’s no wonder roofing is so expensive these days. Brent added, “Typically, prices would go up 1%-2% per year. Then, of course, COVID hit, and prices of everything in our world escalated!”

Meet Brent and Meme Hendricks. They started their own roofing company in 2017. However, Brent has been roofing since 2014. As a third-generation roofer, Brent brought an abundance of knowledge with him into his business. And, as a Tucson native, he’s been working on

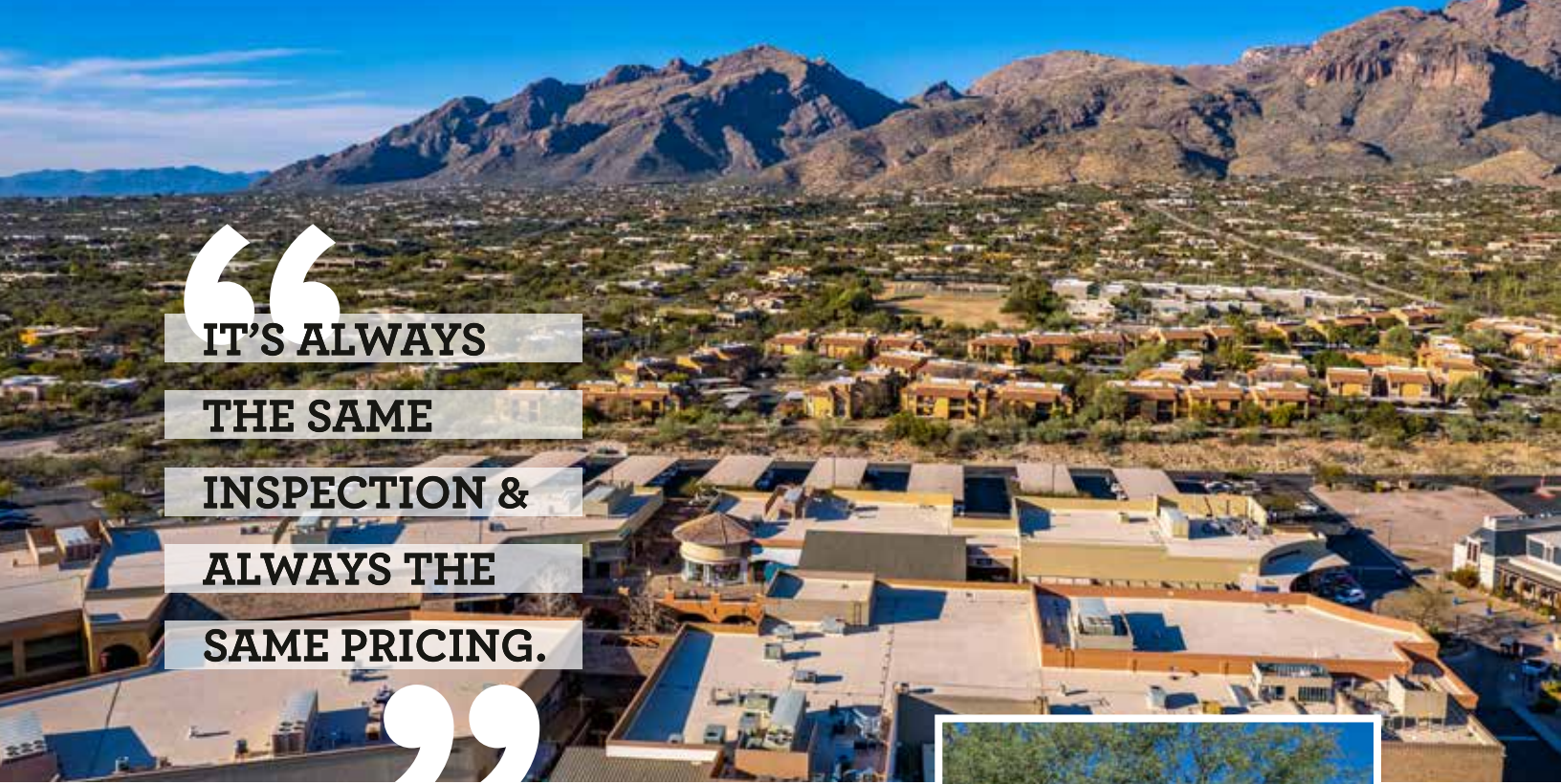
Arizona roofs for his whole career. His wife Meme, also from Tucson, has worked in business management for labor-heavy companies so it wasn’t a big jump for her to enter the roofing industry. Different products, but still balance sheets, marketing, budgets, and all things that make a business run behind the scenes.

They started in a home office, and because Brent already had so much experience, he knew where to go, who to attract, and how to get the job done right the first time. It’s not a surprise that their business is 100% referral-based.

When I am chatting with folks about their business, I wonder what drives them, and honestly, what makes them different from every other person in their industry. Those of us helping buyers and sellers always need good roofers!

Both owners indicated that they are known for their consistency and quality. Brent explains, “It’s always the same inspection and always the same pricing. We always lift tiles to check the ‘paper’ underneath—we are focused on quality and consistency.” Inspections are primarily outside, but if the initial inspection showed any





“
IT'S ALWAYS
THE SAME
INSPECTION &
ALWAYS THE
SAME PRICING.
”

water damage or signs of leaking, they will make arrangements to get inside.

Like most business owners, they really don't like to deliver bad news. However, if a home is old and the roof is bad and it needs to be replaced, they will tell you. Whether you like it or not! B&M Roofing pays their inspectors on a high salary basis, meaning the inspectors do not make commissions which eliminates them from any need to upsell and helps keep all inspections 100% honest. The company currently has four inspectors doing an average of 13 inspections each per day. Wow! The best part is that the inspections are free. Brent reviews each and every inspection that comes in. If he has questions, he asks. If the inspector suggests that the roof needs to be totally replaced, they will send out a second inspector or Brent will go. Brent understands the seriousness of the recommendation and that no one wants to replace a roof unless absolutely necessary.

This takes us back to pricing. Do you remember the price of plywood a few

years back? Have you had someone who needs tiles replaced in an HOA that wants them to match the ones that are 45 years old? Good news! B&M Roofing has a huge warehouse near 36th and Alvernon. They are able to order truckloads of product and store it. This was helpful in 2020 with the shipping mess that ensued. B&M Roofing was able to keep working for a while without major price increases.

I asked if Brent and Meme had any children—together they have a 2-year-old and a 6-year-old. I wondered, 'How do two hard-working parents with little ones make this happen?' These two young owners agreed that they want their children to know that you have to work hard in life. There's no doubt Brent and Meme are setting a great example of that. However, when it's time for a break, they enjoy taking the family and their boat to Roosevelt Lake for a getaway.

In the midst of 10-hour work days, and two young children, these entrepreneurs also find time to give back. They

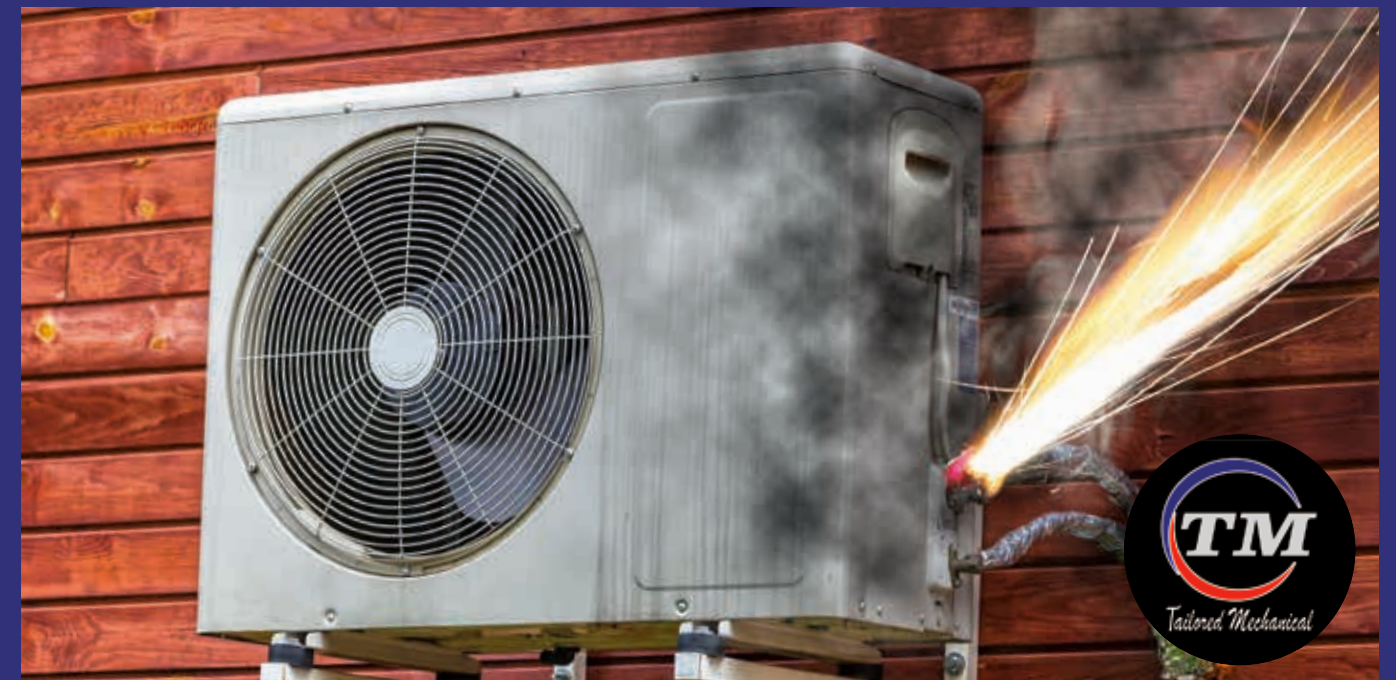


support the Ronald McDonald House and their Walk for Kids. They sponsor and donate even when they can't have a booth and attend. Meme is working on a Thankful for Tucson event for November which they hope will continue into future years.

After an hour of chatting and learning about this couple and their company, I have no doubt that they are here for the long haul and have great things coming down the pike!

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▶ rising star!

KEN NELSON

The sun-drenched city of Tucson is a hidden gem for many Midwestern snowbirds—and for over three decades, Ken Nelson visited Tucson every chance he got. He spent 35 years climbing the corporate ladder from intern to President of a media corporation, traveling around the Midwest to help newspapers cut costs, increase revenue, and prepare for sale.

A DIGITAL AGENT | Photography by Jacquelynn Buck By Breanna Smith Pizzolato

“When I was doing that last part of my job in newspapers, if I did my job right, I got fired.”

Then, he would be recruited to another community newspaper.

He finally bought a home in Tucson and spent the last year of his career in media working remotely and traveling to Minnesota when necessary. Then, about five years ago, he left media and went all in on Tucson.

But Ken doesn't stay still for long.

FOR THE LONG RUN

Before his final relocation from a newspaper in Pennsylvania to one in Minnesota, Ken took the summer off and spent his days running, swimming, and cycling. “It was one glorious summer,” he recalled, beaming.

Since he was young, Ken has always enjoyed the thrill of competition, especially in athletic pursuits. “I started getting into triathlons because in triathlons, usually the weakest part of anyone's event is the swim—and that was always my strongest,” he said. “I was in my mid-fifties and always placed in my age group. But I didn't care how I placed in my age group. I'd look to see how I placed with the 30-year-old, the 40-year-old, the 20-year-old groups,” he said, laughing. “That was what really kept me competitive.”

Ken remains active, still opting for running, cycling, and swimming. He recently completed his fifth year participating with Team Monkey Bars in the Great Cycle Challenge, a fundraiser for the Pediatric Cancer Fund. Saguaro National Park is one of his favorite cycling spots. “You know you're in God's country when you're cycling through there,” he said with a smile.

Whether he's finding hidden gems around the city, cycling, or negotiating on behalf of a client—Ken's competitive spirit, fierce dedication, and drive shine through. His days start early to include time for reflection, fitness, work, and play.

“For me, life starts at 4:30 a.m. while most are sleeping,” he said.

Ken faces challenges with gritty determination, and starting a career in a new city was one of his greatest.

LEARNING ALONG THE WAY

Having bought and sold nine homes around the country, Ken had great real estate agents and ones that could have been better. “I knew I could become a REALTOR® who could ensure that all my clients received superior handling,” he said. As a new resident of Tucson, Ken struggled to build his sphere of



Kyle and Ken

influence and find his footing. Then, a friend introduced him to Curt Stinson at Engel & Völkers.

“I knew immediately that Curt would guide me on what to do to generate clients in a community where I knew no one,” he said. “Curt said, ‘Okay, here are the 5 to 10 things you need to do to build your business.’ I met with him weekly, and I probably did 90% of the things he told me to do—the other 10% I should have done, too,” Ken added with a laugh.

Ken stuck with what he knew—Tucson as a destination—and kept it simple. Soon, snowbirds in search of vacation homes flocked. Leaning on the knowledge he gained during his time as the Vice President of Interactive Media, he started a YouTube channel to showcase attractions, venues, and communities in and around the city, as well as unique homes and renovation projects he’s helped clients complete in their vacation homes from the other side of the U.S.

His key objective is to help people discover Tucson’s beauty and vibrant community, serving as a digital tour guide for newcomers, vacationers, and even long-time residents. Ken aptly explained, “The best way to learn about something is to teach others about it. When you teach, you really learn.”

Ken’s dedication to helping people discover the magic of Tucson is evident in the enthusiasm with which he shares his knowledge, and his digital footprint has not gone unnoticed. “I helped an 84-year-old woman sell her home to go into independent living, and after we signed all the contracts to sell her home, she told me, ‘I looked you up,’” he recalled, chuckling. “That was enough for me to know everything I’m doing online is working.”

“THAT WAS ENOUGH FOR ME TO KNOW EVERYTHING I’M DOING ONLINE IS WORKING.”



Becoming a Rising Star in a new city and career is a testament to Ken’s resilience—a trait he now proudly sees reflected in his son, Kyle.

Kyle is a Marine stationed at Camp Pendleton and was recently promoted to Corporal. Ken makes the trip to Camp Pendleton whenever possible to spend quality time with his son, indulging in sports, good food, movies, and the simple pleasure of time together. In Tucson, their traditions continue, and Ken enjoys the unique privilege of receiving lessons at the firing range, as Kyle is an expert marksman.

Ken’s resilience and determination are the foundation of his successful transition from a career in corporate media to a Rising Star REALTOR® in Tucson. Through his YouTube channel, he continues to showcase the charm of Tucson while enhancing his knowledge and connection with the community. His competitive spirit remains intact, whether he’s cycling through stunning landscapes or educating himself to be a valuable resource for his clients.

Ken Nelson is more than a REALTOR®; he’s a guide, mentor, and passionate advocate for Tucson, helping others discover the wonders of this vibrant city.

“Years ago, I was told to act from a position of plentitude, not scarcity. In other words, learn something new, and tell as many people as you can so they can learn and grow. Even if they are your competitor, because there is plenty of business to go around. In the end, it is the industry and your clients that benefit.”

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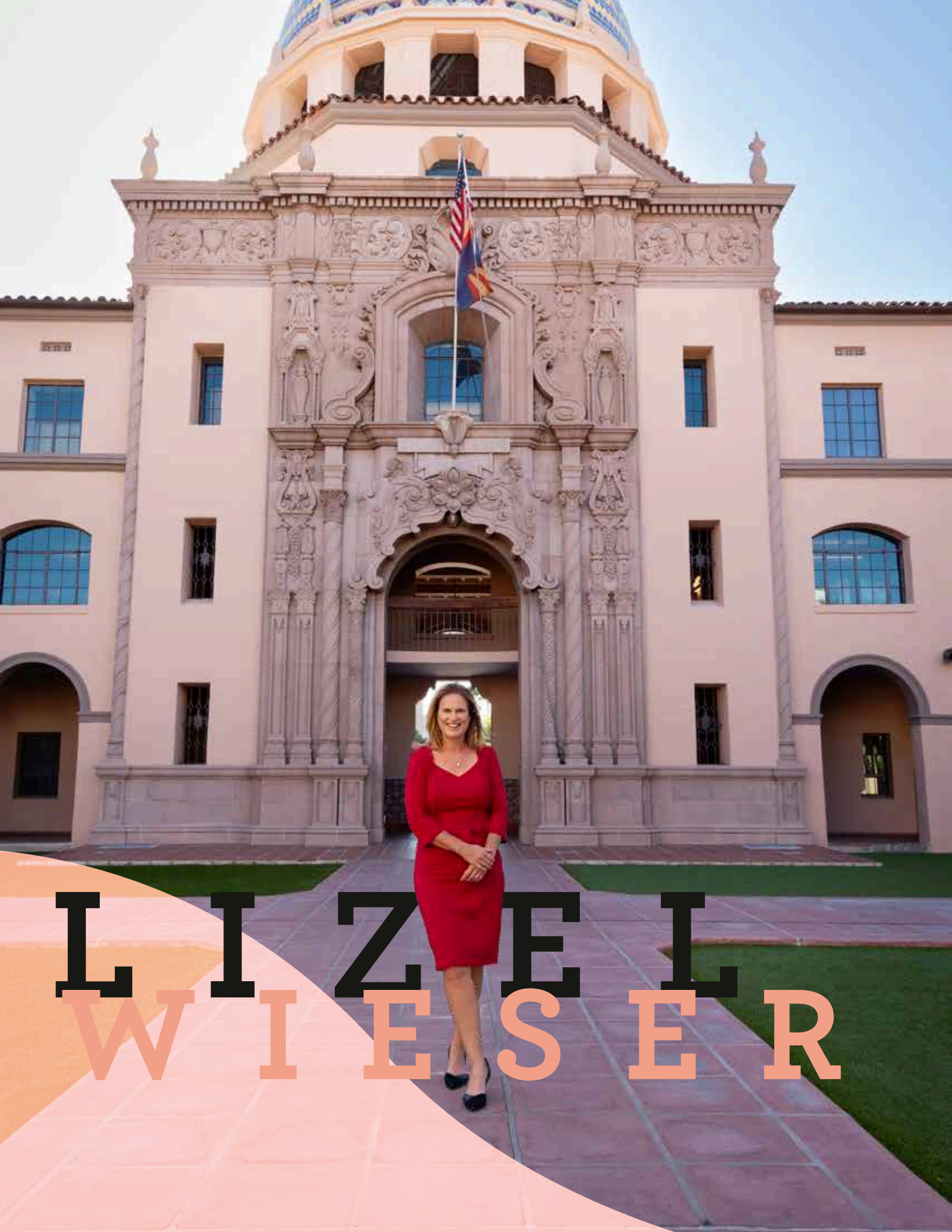
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LIZEL WIESER

“WHAT HAVE I GOT TO LOSE?”

▶▶ colleague corner

By Breanna Smith Pizzolato
Photography by Rachel Castillo

Lizel Wieser hopped off the bus in Namibia with 20 other college students, equipped only with a backpack full of pots and pans and brief instructions—go door-to-door and sell as many as possible.

A few weeks earlier, she thought, “What have I got to lose?” and agreed to the two-week-long summer adventure that changed her life. While there, she discovered her knack for sales and the thrill that came with each challenge.

Her sales volume garnered the attention of corporate leadership, but she turned down a full-time position with the company to finish her courses at the University of Pretoria in South Africa. Unsure of her future, she knew one thing: she was drawn to sales and entrepreneurship like nothing she had experienced before.

A Backpack & A Dream

Back in South Africa, Lizel founded Queue for You, a business that offered a unique solution to a common problem for South Africans in the 1990s. People could hire students to stand in long lines at places like the DMV and bill payment centers. This innovative venture gained traction at a time when credit cards and online payments were nonexistent and mail fraud was rampant.

Her options were limited, given her age and the political climate in South Africa. “I only had two choices in South Africa,” she explained. “I either had to start my own business or leave for somewhere with different opportunities because following the end of apartheid, as a white person, all of the jobs were gone. Whether right or wrong—we had to live with that reality.”

Lizel’s Queue for You business did well to support a college student, but she knew it was not sustainable. She dreamed of owning a guest house to fuse her tourism and hotel management knowledge with her love for people and travel.



A friend she met that summer in Namibia kept nagging her to come to Chicago. “I felt my brightest future was in America, the Land of Opportunity,” she said. “I thought, ‘What do I have to lose?’”

“I didn’t even know where Chicago was. But in 1998, I came to America with just a backpack.”

Lizel’s arrival in the United States marked the beginning of a challenging journey. Despite her degree and knack for sales and people, work visa requirements at the time were structured so that paperwork and financial requirements for companies hiring immigrants were stringent and often cost-prohibitive. Her friendly, enthusiastic spirit got her dozens of job offers, but convincing companies to spend the time and money to navigate hiring an immigrant proved much more difficult. “As a junior looking to work for a company, you can be as nice as you can be, but the odds are stacked against you.”

Lizel’s spirit was unwavering. Her determination is guided by a saying from her native tongue, Afrikaans: “n boer maak ’n plan,” which translates to “a farmer makes a plan.” However, the saying means more than that. “It means more figuratively that when you encounter a problem, you must find a solution,” Lizel explained. “There are setbacks, bad days, and declined offers. We’ve all been there. But the world carries on, and there’s a solution. You just have to find it.”

“

THERE ARE SETBACKS, BAD DAYS, & DECLINED OFFERS. WE'VE ALL BEEN THERE.

But the world carries on, and there's a solution. You just have to find it.



To make ends meet, Lizel began cleaning houses in Chicago. Eventually, she secured a work visa by selling timeshare rentals and Caribbean resorts. Little did she know that her future husband was working at the same company, and their chance meeting at a bus stop would be the beginning of a beautiful love story. Lizel and Andy were married on the third anniversary of her arrival in America. Soon, they would pack up and begin another new adventure, this time in Tucson.

A Dream Come True

After deciding Tucson would be where they would raise their family—chosen for the lack of snow and the abundance of natural beauty—Lizel and Andy bought their first house. Their real estate agent left Lizel less than impressed. She knew she could provide better service, so she set out to obtain her license, and the rest, as they say, is history.

Throughout her two decades in real estate and arduous journey to American citizenship, Lizel's dream of running

a guest house has remained steadfast. She takes pride in successfully navigating the complex Immigration and Naturalization process herself, a testament to her perseverance and belief in the American dream. In January 2008, after more than a decade of paperwork and interviews, Lizel was sworn in as an American citizen.

Every obstacle and solution has led her to her latest adventure—building her first guest house. While still early in the process, she beams while outlining her ideas for the destination that will welcome travelers from near and far.

She needs no help keeping busy—her husband, Andy, of 23 years, two daughters, Jane, 19, and Marie, 16, the family dog, and two 70+-year-old Desert Tortoises keep her on her toes. But watching her lifelong dream come true will be worth every bit of elbow grease.

Lizel reminds us that the journey is just as important as the destination and that the spirit of entrepreneurship and determination can lead to an extraordinary life.

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CORISSA

MILLER

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▶ featuring | By Kylea Bitoka
Photography by Casey James

"I vowed never to become a teacher or involve myself in real estate," shares Corissa Miller. Laughing, she adds, "And I did both!"

"My grandmother was a real estate agent in Tucson, and my parents were teachers who heavily invested in real estate." Corissa jokes that she spent her childhood at rental properties. She fondly recalls memories of her grandmother, "My late grandma, Margie Walsh, worked in Tucson for years at her small brokerage, La Hacienda Realty. She will forever remain in my heart as a 4'10" gun-toting, hard-working, red-headed REALTOR®. I spent many evenings at my grandma's office sitting in her chair, coloring on stacks of old MLS sheets she had given me!"

Real estate was the constant topic of conversation at family dinners. Corissa saw how time-consuming and physically demanding real estate could be. "My grandparents and my parents worked most weekends and evenings. They would come home covered in paint or exhausted from removing flooring and laying tile." A young Corissa envisioned her life going in a different direction.

As Corissa got ready to start her studies at the University of Arizona, she planned to major in accounting. "When I found out I was pregnant, I knew I had to pick a different field. I wanted a career that offered stability. I knew that majoring in education would allow me to be present in my daughter's life." Corissa worked her way through college, "It was extremely difficult juggling school, homework, working as a bartender, and raising a baby." For Corissa, the light at the end of the tunnel was college graduation and starting her teaching career.

...Except it wasn't.

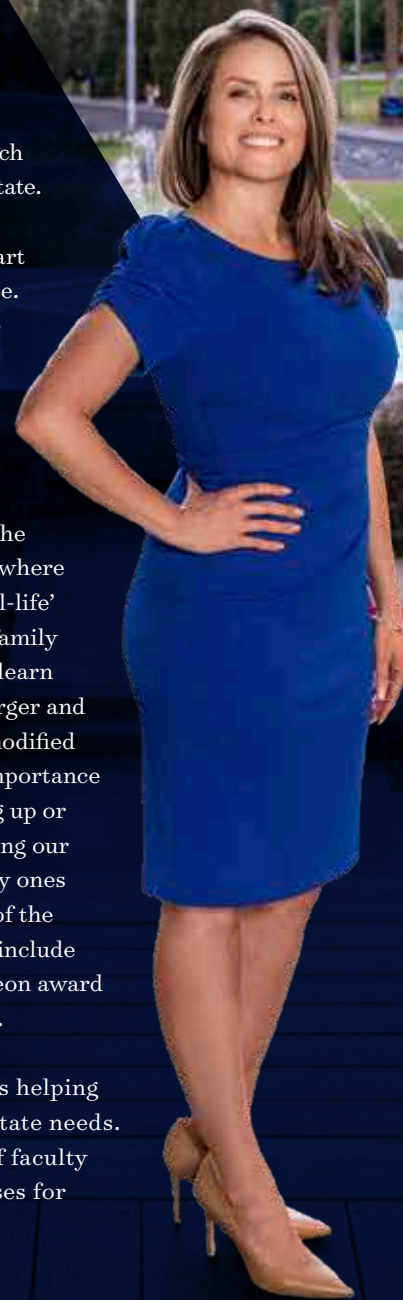
Three years into teaching, Corissa had to face the facts; she had more bills than her teacher's salary could cover. "Every time I got paid, I got further into debt." However, Corissa wasn't willing to give up, "I worked with a high-needs population of students. Many of my students lived with adversity most of us cannot imagine." Corissa's students inspired her. She learned just as much from her students as they did from her. "One lesson in particular stuck with me. They wanted me to be honest with them, even when the odds were against us; unbelievably, they wanted me to set the bar high and push them. That amazed me and thrilled me to my core. It taught me that no matter the odds, if sheer will is involved, it can be done." For her daughter, her students, and herself, Corissa looked for a solution. "Instead of complaining that life was unfair, I needed to figure a way out. How can I reinvent myself? "

INSTEAD OF COMPLAINING THAT LIFE WAS UNFAIR, I NEEDED TO FIGURE A WAY OUT. HOW CAN I REINVENT MYSELF? ””

Corissa started working as a loan officer, which evolved into getting her real estate license, which was the beginning of a beautiful symbiotic relationship. As Corissa puts it, “Real estate saved my teaching career, and teaching made me a good REALTOR®.” Her understanding of math and her teaching experience resulted in a smooth transition into the mortgage industry, which helped facilitate her move into real estate.

For 12 years, Corissa poured her heart and soul into teaching and real estate. The money she earned in real estate not only supported her family but also her classroom. Corissa still runs into former students around town, and they are eager to reminisce about being in her class. “I love that they remember me and the Christmas store I created for them, where they practiced mental math in a ‘real-life’ setting while shopping for gifts for family members. We played card games to learn to calculate which fractions were larger and how to use rules of reasoning. We modified real recipes, and they learned the importance of precision when scaling something up or down. We’d always celebrate by trying our creation.” The kids were not the only ones who noticed Corissa’s effort. Some of the honors she received while teaching include Star Teacher, Rodel Scholar, Raytheon award winner, and student-teacher trainer.

When she wasn’t teaching, she was helping faculty members with their real estate needs. “I am so grateful for the support of faculty members in my district. I sold houses for



years, predominantly to teachers, office staff, and administrators.” Through word of mouth, Corissa’s real estate business grew, “I was helping the family and friends of those in my school district.” In her 16 years of real estate, Corissa has sold over 750 homes. Her dedication shines in real estate, just like in teaching. She won the Arizona Daily Star’s Readers Choice Award for Best Real Estate Agent in 2022 and 2023. (It’s voted for by the public in the greater Tucson area.)

With class sizes growing to over 40 students and Corissa’s daughter, Sarena, finishing high school, Corissa knew it was time to start a new chapter. In 2015, she left the middle school classroom to focus solely on real estate at Tucson’s TLC Realty. “Here’s a fun fact: my broker named her business after herself, our other best friend, and me-- Tanya, Liz, and Corissa, and, of course, our brokerage also provides tender, loving, care!” While she is no longer in a classroom, she hasn’t left teaching behind. “I have trained my assistant, Jena Miller, for the last three years, and I am training another agent in our office, Geovanna Nuno. I eventually want to teach real estate to others as a mentor, trainer, or coach. I think it would be the perfect blend of my experience and careers!”

While free time is in short supply, Corissa enjoys spending her spare moments with her fiancé, Cruz, and other family and friends. “I love talking, going out for meals or coffee, walks/hikes, movies, but especially traveling. I promised my daughter when she was very young that I’d show her the world. With teacher pay, it seemed unlikely, but as life and my students taught me, if your will is great enough, it can be done.” Corissa and Sarena have since traveled to many places including New York, Hawaii, Costa Rica, Mazatlan, Alaska, New Zealand, and Fiji. “I know time is precious! The quick pace of real estate life has taught me how a decade can pass in the blink of an eye, so making time with loved ones is incredibly important. Family time replenishes me, grounds me, and allows me to help my clients with a sense of happiness and compassion.”

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Oct. 31, 2023

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Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	272.5	88,433,710	324,527
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	247.5	82,800,969	334,549
3	Lisa M Bayless (22524) of Long Realty Company (16717)	125.0	72,664,862	581,319
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	29.0	66,107,377	2,279,565
5	Marsee Wilhems (16298) of eXp Realty (495201)	171.0	57,390,392	335,616
6	Kyle Mokhtarian (17381) of KMS Realty (51920)	139.0	42,779,780	307,768
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	127.5	42,332,346	332,018
8	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	79.0	40,606,262	514,003
9	Sandra M Northcutt (18950) of Long Realty Company (16727)	67.0	39,664,000	592,000
10	Don Vallee (13267) of Long Realty Company (52896)	74.5	39,568,631	531,123
11	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	102.5	39,553,003	385,883
12	Danny A Roth (6204) of OMNI Homes International (5791)	92.0	39,470,335	429,025
13	Peter Deluca (9105) of Long Realty Company (52896)	56.5	37,989,218	672,376
14	Suzanne Corona (11830) of Long Realty Company (16717)	34.0	34,469,620	1,013,812
15	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	93.5	33,963,078	363,241
16	Russell P Long (1193) of Long Realty Company (52896)	33.5	33,677,277	1,005,292
17	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	68.0	30,237,450	444,668
18	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	79.0	29,582,228	374,459
19	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	42.0	27,834,977	662,738
20	Brenda O'Brien (11918) of Long Realty Company (16717)	40.5	27,579,945	680,986
21	Nara Brown (13112) of Long Realty Company (16717)	51.0	27,367,407	536,616
22	Gary B Roberts (6358) of Long Realty Company (16733)	57.0	25,966,646	455,555
23	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	77.5	25,638,950	330,825
24	Denice Osbourne (10387) of Long Realty Company (52896)	36.0	24,838,916	689,970
25	Barbara C Bardach (17751) of Long Realty Company (16717)	20.0	24,570,037	1,228,502
26	Jose Campillo (32992) of Tierra Antigua Realty (2866)	85.0	24,419,199	287,285
27	Laurie Hassey (11711) of Long Realty Company (16731)	47.0	24,219,822	515,315
28	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	73.0	23,890,062	327,261
29	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	21.5	23,884,119	1,110,889
30	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	69.0	23,227,097	336,625
31	Joshua Waggoner (14045) of Long Realty Company (16706)	21.0	22,652,300	1,078,681
32	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	47.0	22,197,716	472,292
33	Tom Ebenhack (26304) of Long Realty Company (16706)	54.0	21,769,001	403,130

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Oct. 31, 2023

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34	Tori Marshall (35657) of Coldwell Banker Realty (70207)	41.0	21,459,173	523,394
35	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	67.5	21,162,630	313,520
36	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	40.0	20,858,750	521,469
37	Jim Storey (27624) of Long Realty Company (16706)	24.0	20,375,347	848,973
38	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	27.0	20,035,326	742,049
39	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	34.0	19,986,400	587,835
40	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	49.0	19,909,139	406,309
41	McKenna St. Onge (31758) of Gray St. Onge (52154)	17.5	19,746,099	1,128,349
42	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	33.5	19,666,250	587,052
43	Maria R Anemone (5134) of Long Realty Company (16727)	18.5	19,590,885	1,058,967
44	Tyler Lopez (29866) of Long Realty Company (16719)	55.5	19,554,688	352,337
45	Louis Parrish (6411) of United Real Estate Specialists (5947)	22.0	19,375,571	880,708
46	Leslie Heros (17827) of Long Realty Company (16706)	25.5	19,360,185	759,223
47	Jameson Gray (14214) of Gray St. Onge (52154)	16.5	19,338,099	1,172,006
48	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	50.5	19,214,270	380,481
49	John E Billings (17459) of Long Realty Company (16717)	42.5	19,181,500	451,329
50	Brittany Palma (32760) of 1st Heritage Realty (133)	38.5	18,709,040	485,949
51	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	41.5	18,284,950	440,601
52	Patty Howard (5346) of Long Realty Company (16706)	20.0	18,160,935	908,047
53	Sue Brooks (25916) of Long Realty Company (16706)	31.5	18,114,310	575,057
54	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	40.0	18,049,700	451,242
55	Jeffrey M Ell (19955) of eXp Realty (495211)	35.0	18,013,949	514,684
56	Sofia Gil (1420209) of Realty Executives AZ Territory (498303) and 1 prior office	59.0	17,907,860	303,523
57	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	23.0	17,587,162	764,659
58	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	58.0	17,513,300	301,953
59	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	34.0	17,426,319	512,539
60	Helen W F Graham (55628) of Long Realty Company (16728)	29.0	17,348,280	598,217
61	Anthony D Schaefer (31073) of Long Realty Company (52896)	35.5	17,330,190	488,174
62	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	72.0	17,284,124	240,057
63	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	19.5	16,937,500	868,590
64	Christina Esala (27596) of Tierra Antigua Realty (286607)	71.0	16,875,724	237,686
65	Kimberly Mihalka (38675) of Realty Executives Arizona Terr (498306) and 1 prior office	27.5	16,725,770	608,210
66	Matthew F James (20088) of Long Realty Company (16706)	25.0	16,712,519	668,501

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67	Michele O'Brien (14021) of Long Realty Company (16717)	32.0	16,534,250	516,695
68	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446) and 1 prior office	41.5	16,158,016	389,350
69	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	23.0	16,103,550	700,154
70	Tom Peckham (7785) of Long Realty Company (16706)	24.0	15,938,853	664,119
71	Susan Denis (14572) of Tierra Antigua Realty (286606) and 1 prior office	35.0	15,698,600	448,531
72	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	45.5	15,572,500	342,253
73	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	35.0	15,530,782	443,737
74	Heather Shallenberger (10179) of Long Realty Company (16717)	31.5	15,493,150	491,846
75	Paula Williams (10840) of Long Realty Company (16706)	25.0	15,397,267	615,891
76	Paula J MacRae (11157) of OMNI Homes International (5791)	23.0	15,181,360	660,059
77	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices -356307	26.0	15,164,050	583,233
78	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	27.5	15,160,412	551,288
79	Kate Wright (35438) of Long Realty Company (16706)	20.0	15,121,883	756,094
80	Sue West (13153) of Coldwell Banker Realty (70202)	27.0	15,059,163	557,747
81	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	19.0	14,842,340	781,176
82	Ashley Kimberlin (18406) of Realty Executives Arizona Terr (498306)	34.0	14,784,490	434,838
83	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	16.0	14,524,825	907,802



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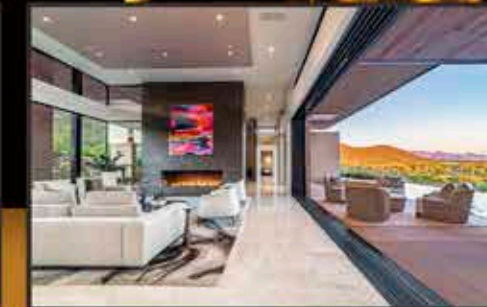
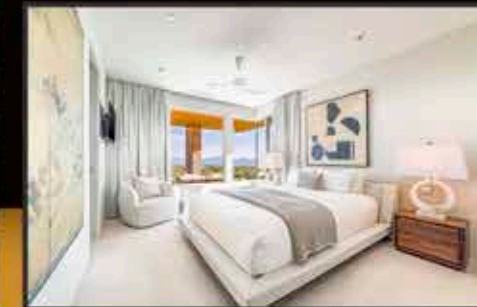
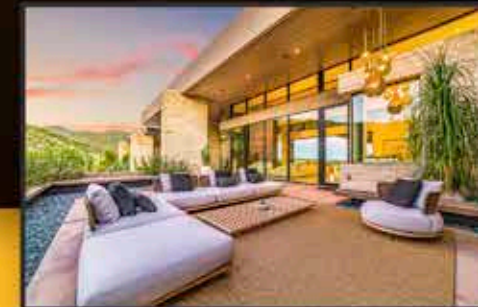
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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Oct. 31, 2023

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Rank	Name	Sides	Volume	Average
84	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	17.5	14,506,207	828,926
85	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	23.5	14,476,535	616,023
86	Erick Quintero (37533) of Tierra Antigua Realty (286606)	48.5	13,840,900	285,379
87	Kristina Scott (37825) of Realty One Group Integrity (51535)	31.5	13,805,900	438,283
88	Lori C Mares (19448) of Long Realty Company (16719)	36.5	13,650,596	373,989
89	Jenni T Morrison (4744) of Long Realty Company (52896)	23.5	13,602,075	578,812
90	Calvin Case (13173) of OMNI Homes International (5791)	38.0	13,509,330	355,509
91	Lisa Korpi (16056) of Long Realty Company (16727)	27.5	13,341,493	485,145
92	Erica Hoffman (15629) of eXp Realty (52964)	39.5	13,254,485	335,557
93	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	11.0	13,134,550	1,194,050
94	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	24.5	12,961,950	529,059
95	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	36.0	12,886,565	357,960
96	LizBiz Nguyen (27962) of Realty Executives Arizona Terr (498306)	37.0	12,771,495	345,176
97	Madeline E Friedman (1735) of Long Realty Company (16719)	20.5	12,759,410	622,410
98	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	31.5	12,586,022	399,556
99	Nancy A Mancuso (3144) of Russ Lyon Sotheby's International Realty -472203	8.0	12,570,000	1,571,250
100	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933) and 1 prior office	36.5	12,512,980	342,821

Rank	Name	Sides	Volume	Average
101	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	27.0	12,464,000	461,630
102	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	34.5	12,132,982	351,681
103	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	25.0	12,097,275	483,891
104	Jessica Bonn (37158) of Long Realty Company (52896)	11.5	12,040,777	1,047,024
105	Mary Vierthaler (12199) of Long Realty Company (52896)	22.0	11,962,172	543,735
106	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	27.5	11,950,339	434,558
107	Pam Ruggeroli (13471) of Long Realty Company (16719)	30.5	11,878,987	389,475
108	Cindie Wolfe (14784) of Long Realty Company (16717)	23.0	11,747,494	510,761
109	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	28.5	11,561,820	405,678
110	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	31.0	11,424,100	368,519
111	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	23.5	11,402,400	485,209
112	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	22.5	11,324,239	503,300
113	Aric M Mokhtarian (19336) of KMS Realty (51920)	35.0	11,286,587	322,474
114	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	21.0	11,270,900	536,710
115	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	28.5	11,215,515	393,527
116	Tony Ray Baker (5103) of RE/MAX Select (51543)	27.5	11,143,340	405,212
117	Rob Lamb (1572) of Long Realty Company (16725)	13.5	11,111,783	823,095
118	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	25.0	11,108,020	444,321
119	Ronnie Spece (19664) of At Home Desert Realty (4637)	28.0	11,085,927	395,926
120	David K Guthrie (19180) of Long Realty Company (16706)	23.0	11,052,222	480,531
121	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	29.5	11,038,000	374,169
122	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	44.0	10,975,197	249,436
123	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices -356307	14.0	10,960,000	782,857
124	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona -478313	34.5	10,873,198	315,165
125	Jared Andrew English (35632) of Congress Realty (3096)	29.0	10,872,100	374,900
126	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	26.0	10,756,767	413,722
127	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	26.5	10,749,254	405,632
128	Jim Jacobs (7140) of Long Realty Company (16706)	16.0	10,732,601	670,788
129	David L Duarte (57860) of Tierra Antigua Realty (286606)	47.5	10,606,641	223,298
130	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	20.0	10,559,000	527,950
131	Dottie May (25551) of Long Realty Company (16728)	18.0	10,547,700	585,983
132	Jay Lotoski (27768) of Long Realty Company (16717)	18.5	10,536,727	569,553
133	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	15.5	10,522,277	678,857



TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Oct. 31, 2023

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Rank	Name	Sides	Volume	Average
134	Victoria Anderson, PLLC (31547) of OMNI Homes International (5791) and 1 prior office	29.0	10,353,665	357,023
135	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	38.5	10,313,480	267,883
136	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	20.5	10,282,227	501,572
137	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	14.5	10,273,801	708,538
138	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	14.0	10,236,818	731,201
139	Margaret E. Nicholson (27112) of Long Realty Company (16728)	17.0	10,181,700	598,924
140	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	26.5	10,159,826	383,390
141	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	28.0	10,015,929	357,712
142	Rachel Millik (61213) of Realty One Group Integrity (5153501)	29.0	9,918,170	342,006
143	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	30.5	9,893,579	324,380
144	Iris Pasos (38869) of Tierra Antigua Realty (286610)	21.0	9,822,700	467,748
145	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	23.0	9,809,258	426,489
146	Alicia Girard (31626) of Long Realty Company (16717)	20.0	9,762,835	488,142
147	Alicia Marie Pastore (53392) of Realty Executives Arizona Terr (498306)	22.0	9,679,864	439,994
148	Robert Scott Chancellor (1420631) of Realty Executives AZ Territory -498303	23.0	9,663,100	420,135
149	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	23.5	9,563,790	406,970
150	Anthony T Payne (52878) of OMNI Homes International (5791)	30.5	9,532,900	312,554

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