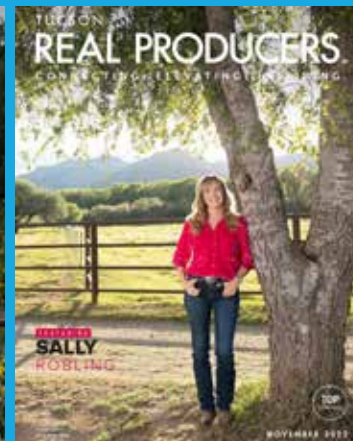
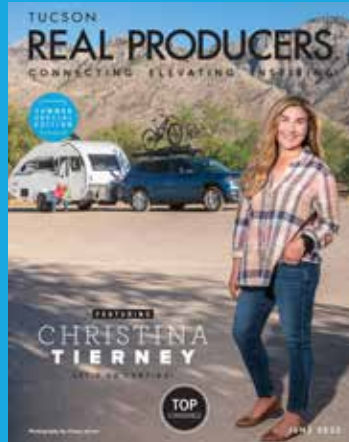
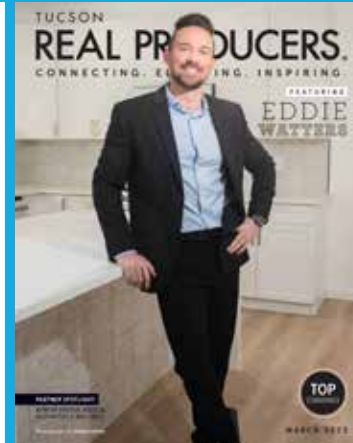
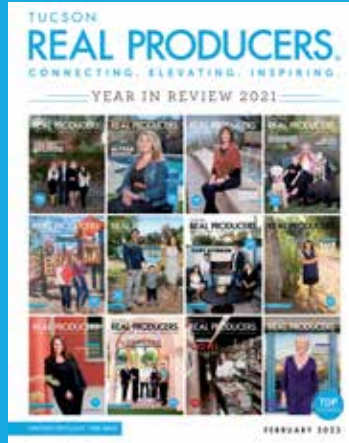
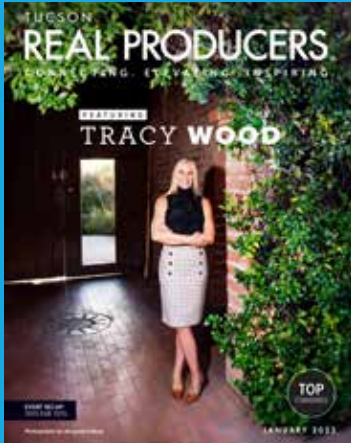


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▶▶ we ask-- you tell!

What do you foresee for the housing market in 2023?



2023 is going to be full of opportunities of all kinds! Everyone needs a place to live. Life is still shifting and flowing, despite what interest rates are doing. Birth, death, marriage, divorce, and job changes all contribute to the steady moving of families across the country, not to mention Tucson's weather being unmatched. Stay up! **Bridgett Baldwin - Berkshire Hathaway Homeservices**



For Tucson, continued sales due to being a desired destination and especially for the luxury end of the market. Real estate is local (like the weather, one can't do a general forecast for everywhere) and we are blessed to work and live in a go-to location. No frenzy, but steady! **Barbara Bardach - Long Realty Company**



The last 2 years in real estate have been an off-the-scale market generated by the pandemic and very aggressive govt dumping of money into the U.S. economy resulting in

our current inflation and soon-to-come recession. I'm looking forward to a more normal market with interest rates in the 5's and 6's and listings sold in 90-120 days, buyers having more choices in listings to pick from as our listing inventory builds from the record low levels of the past few years! As the market normalizes I'm looking forward to our old 5-7% annual appreciation that Arizona is known for historically. By the way, housing prices appreciated in 5 of the last 7 recessions. **Don Vallee - Long Realty**



Lots of great things! I am excited about growing my team and believe the Millennials will turn out in force to be a major part of new homeowners in 2023. Nothing but positives here in my book! Bring it on!!! **Jeni Jankowski - Long Realty**



I foresee a gentle but steady first quarter followed by a frenzied second quarter as rates come down again and everyone gets that "Last Chance at a Good Rate" feeling! **Gabrielle Feinholtz - Coldwell Banker Realty**



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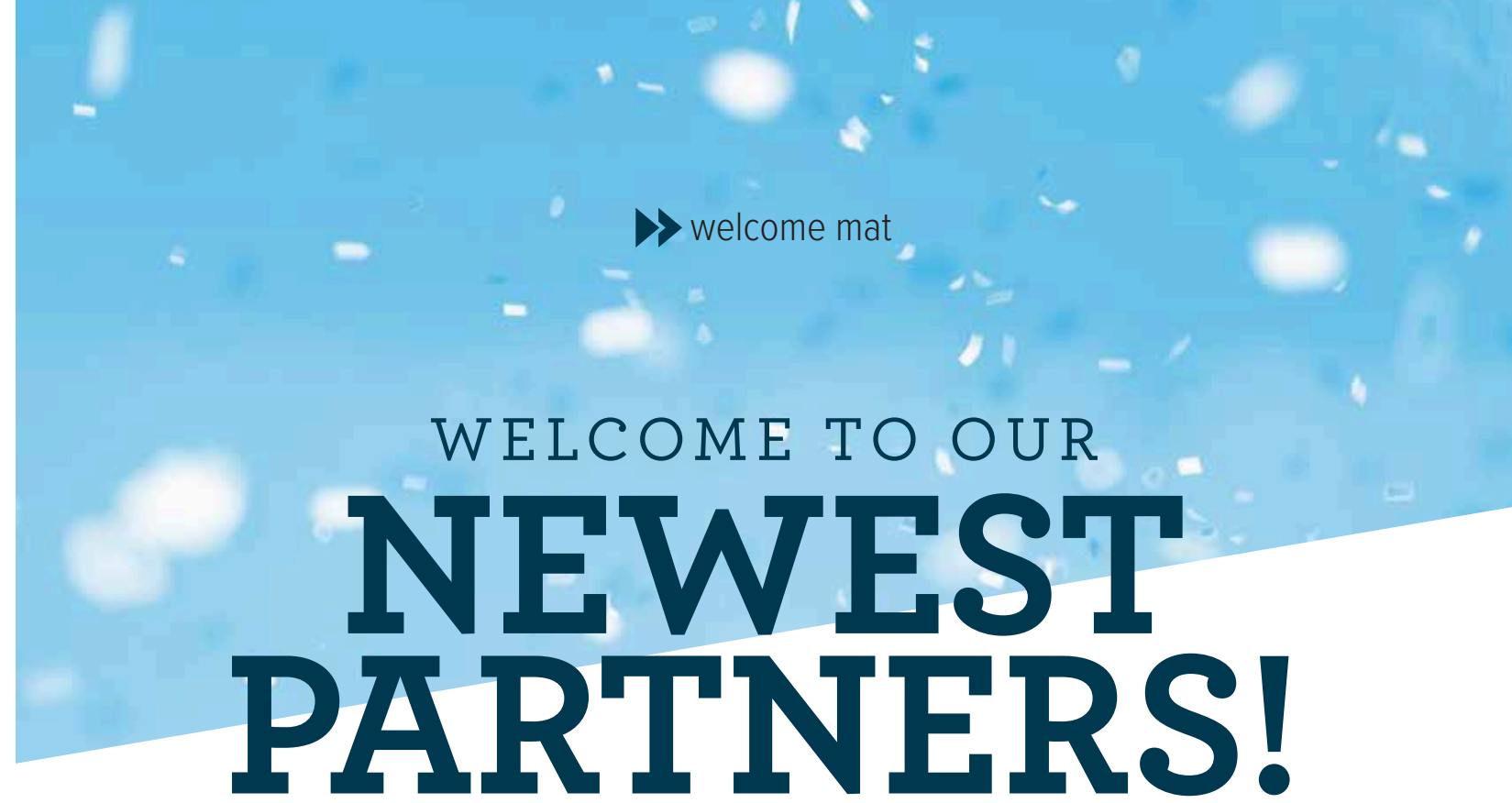
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We are so excited to have our NEWEST RP partners on board! Welcome!

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What is *Real Producers*?

CONGRATULATIONS TO THE 2023 REAL PRODUCERS ROSTER.

We are so proud of your 2022 achievements! A huge welcome to everyone who is returning, as well as those who are new to the list! We would, first, like to answer some important “frequently asked questions” about this publication.

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the Tucson Association of REALTORS® MLSSAZ receive this publication. As we do every year, we pulled this year’s MLS numbers (by volume) from Jan. 1, 2022, to Dec. 31, 2022, in southern Arizona. Commercial production is removed, as well as sales outside of southern Arizona. We cut the list off at number 500, and the distribution list is born. The list will reset every January and continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It’s really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention, and we need your help to identify REALTORS® within this community that have inspiring and unique stories. To nominate someone within this top-producing community, text Delilah at **520-838-1835** or email me at **Delilah.Royce@N2co.com**.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Absolutely *nothing*. Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers, and the agents never pay

anything. We realize this is a change from the norm for agents and a welcome one at that!

Q: WHO ARE THE PREFERRED PARTNERS/ AFFILIATES/SPONSORS?

A: Anyone listed as a “preferred partner” or “sponsor” in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our events and be a part of our online community. We don’t just find these businesses off the street. One, or many, of you have recommended every single preferred partner you see in this publication. We won’t even meet with a business that has not been vetted by one of you and “stamped for approval,” in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top REALTORS®, please let us know by sending an email to Delilah.Royce@N2co.com or always appreciate a text to connect. My cell is 520-838-1835.

Q: IS THIS JUST A MAGAZINE OR WHAT?

A: No! Real Producers is a community group, a movement and more. We like to think of it in four main components:

- *Print magazine distribution that includes exclusive stories and business contacts*
- *Networking events exclusive to the top 500 and our preferred partners*
- *Social media exposure that elevates your brand and presence*
- *Supporting Tucson community nonprofits as we come together as a group to share the love and make a difference.*

Thank you for allowing me to be your 2023 *Tucson Real Producers* area director. It has been my honor and a thrill to get to know so many of you who are the movers and shakers of this industry!

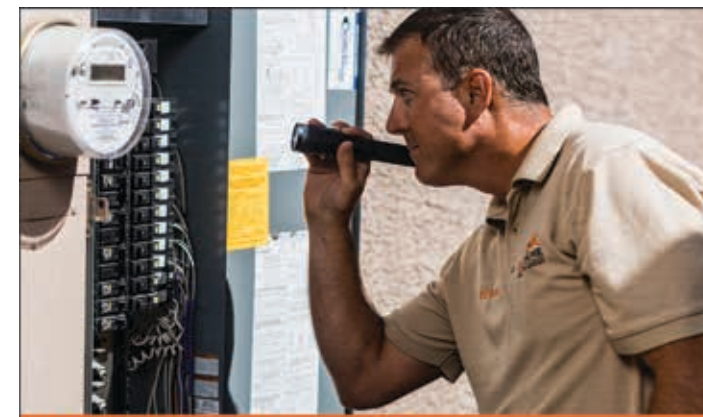


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LOOK OUT



HERE COME THE RISING STARS OF 2022!

JENI JANKOWSKI — JANUARY

Favorite Spots in Tucson:

Mercado San Agustin. Plus, any brunch spot! My current favorites are Toast 101, Seis Kitchen and Garden Bistro Tohono Chul.



CATHY LAWSON — APRIL

Feature Fast Facts:

Favorite Quote: I don't have just one. I love Tony Robbins and Jim Rohn and so many others who promote having a positive mindset and attitude.

Best Spot for Happy Hour: Home

Coffee or Tea: Coffee; Bulletproof is my go-to.

Morning or Night Person: Morning person for sure. My parents taught me the early bird gets the worm.

What decade do you love the most? Why? Present decade. My parents taught me to always live in the present, not to dwell in the past. Instead, focus on the future, to do more, and be more every day.

ANTHONY PAYNE — MAY

Feature Fast Facts:

Favorite Quote: "Don't let making a living prevent you from making a life." — J. Wooden

Coffee or Tea: Coffee

Morning or Night Person: Night

Favorite Karaoke Song: I've never done karaoke; probably something country by Luke Combs.

You are a late-night talk show host. Who is your first guest? Dave Chappell

What decade do you love the most? Why? The '90s — the music.



DEE BROWN — AUGUST

Feature Fast Facts:

Favorite Quote: "May you always remember to enjoy the road, especially when it's a hard one" — Kobe Bryant

Best Spot for Happy Hour: Dante's Fire

Coffee or Tea: Coffee

Morning or Night Person: Night

Favorite Karaoke Song: "Alone" by Heart

You are a late-night talk show host. Who is your first guest? Kevin Hart

What decade do you love the most? Why? The '90s; the music and clothes were better. Everything meant something!

...

YOLANDA WEINBERGER — SEPTEMBER

Feature Fast Facts:

Favorite Quote: It changes, but most recently, "A man who has nothing which he is willing to fight for, nothing which he cares more about than he does about his personal safety, is a miserable creature who has no chance of being free, unless made and kept so by the exertions of better men than himself." — John Stuart Mill

Best Spot for Happy Hour: Any spot my girlfriends are gathered

Coffee or Tea: Coffee

Morning or Night Person: Morning

Favorite Karaoke Song: "Killing Me Softly" by the Fugees

You are a late-night talk show host. Who is your first guest? Sting

What decade do you love the most? Why? It's a tie between the '70s and '80s. The music!



AKALA JACOBSON — NOVEMBER

Feature Fast Facts:

Favorite Quote: "Leap and the net will appear."

Best Spot for Happy Hour: The Boxyard or John Henry's

Coffee or Tea: Coffee and lots of it!

Morning or Night Person: Oddly both

Favorite Karaoke Song: Last song I sang "Loser" by Beck — so fun!

You are a late-night talk show host. Who is your first guest? Mark Twain, if I could go back in time.

What decade do you love the most? Why? This decade; everything keeps getting better.

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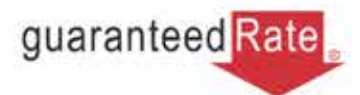
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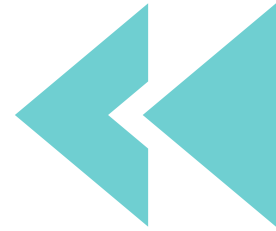
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2022 FEATURED REAL PRODUCERS



TRACY WOOD — JANUARY
FAVORITE SPOTS IN TUCSON: Pure Love Juice at St. Phillips Plaza. I love to order the “Pure Energy” smoothie. It’s coffee, chocolate and banana. It’s a delight!

EDDIE WATTERS — MARCH
Favorite Vacation Experience: Burj Khalifa Skyscraper in Dubai. When you look down from the top, you can see the whirring blades of helicopters flying below! The perspective is stunning; you can see all of Dubai.



TORI MARSHALL — APRIL
Favorite Getaway: Lake Havasu — we love any outdoor excursion, whether that’s riding our razors on the dunes, water skiing on the lake or snow skiing in the mountains.



CATHERINE DONOVAN — MAY
Favorite Spots in Tucson: Seven Falls is one of my favorite hikes in Tucson. And it’s easy to see why — the seven waterfalls, incredible views and a moderately easy hike. You can find the trail to Seven Falls (Bear Canyon Trail) in Sabino Canyon Recreation Center. Sabino Canyon is one of my absolute favorite places to hike in Tucson.



CHRISTINA TIERNEY — JUNE

Feature Fast Facts:

Favorite Quote: “What you focus on expands.”
Best Spot for Happy Hour: Tap & Bottle North
Coffee or Tea: Both — coffee in the morning and tea in the afternoon. Adventure Coffee Roasting Espresso is the best coffee!
Morning or Night Person: Morning
Favorite Karaoke Song: My head is filled with toddler songs and I cannot think of anything else!
You are a late-night talk show host. Who is your first guest? Yvon Chouinard
What decade do you love the most? Why? This decade; it’s happening now!

TINA BABA — JULY
Feature Fast Facts:
Best Spot for Happy Hour: The Barnyard
Coffee or Tea: Starbucks
Morning or Night Person: Morning
Favorite Karaoke Song: “Turn Back Time” by Cher
You are a late-night talk show host. Who is your first guest? Prince
What decade do you love the most? Why? The ‘80s because of the music, Rah-rah skirts, and things were simpler then.



EDWARD MOORE — JULY
Feature Fast Facts:
Favorite Quote: “God, grant me the serenity to accept the things I cannot change.”
Coffee or Tea: Definitely coffee
Morning or Night Person: Both
Favorite Karaoke Song: I don’t even sound good in the shower, so really, no song.
You are a late-night talk show host. Who is your first guest? My wife’s grandfather, Lieutenant Colonel Clyde Eyer. He always had some great stories.
What decade do you love the most? Why? Definitely the ‘80s; the music was great.



RITIEK RAFI — JULY
Feature Fast Facts:
Favorite Quote: “Do good and good will come to you.”
Coffee or Tea: Tea
Morning or Night Person: Morning person
Favorite Karaoke Song: Bollywood songs
You are a late-night talk show host. Who is your first guest? Leonardo DiCaprio



HEDY RAMANI — JULY
Feature Fast Facts:
Favorite Quote: “You are not a drop in the ocean, you are the entire ocean in a drop.” — Rumi
Best Spot for Happy Hour: Moonstone
Coffee or Tea: Hot Persian Tea
You are a late-night talk show host. Who is your first guest? Elon Musk
What decade do you love the most? Why? The ‘70s — the styles and music.



JENNIFER ANDERSON — AUGUST

Feature Fast Facts:

Favorite Quote: "People will forget what you said, people will forget what you did, but people will never forget how you made them feel."

— Maya Angelou

Best Spot for Lunch: Rancho Rustico and La Parilla Suiza

Coffee or Tea: Herbal tea

Morning or Night Person: I don't love getting up early in the morning but have found I do love it when I do.

Favorite Karaoke Song: Just one? We love to karaoke in our home. It is very common if anyone visits that karaoke will happen. Here are a few favorites: "A Whole New World" (from Aladdin), "My Shot" (Hamilton), "Africa" (Toto), "Don't Stop Believin'" (Journey), "Sweet Caroline" (Neil Diamond), "My Way" (Frank Sinatra). Some of these are fun for me to sing, and others are ones I love listening to my kids sing.

You are a late-night talk show host. Who is your first guest? Kristin Chenoweth or Audra McDonald

What decade do you love the most? Why? Probably the '80s; I was a kid in the '80s. The music and dress are fun ... although I wouldn't want to really dress like that again.



SHAWN & STEPHANIE POLSTON — OCTOBER

Feature Fast Facts:

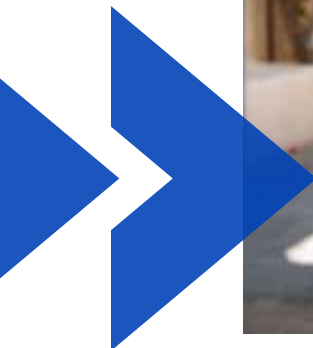
Favorite Quote: "If you think you can or think you can't, you're right."

Best Spot for Happy Hour: Bob's Steakhouse
Coffee or Tea: Coffee

Morning or Night Person: Both

You are a late-night talk show host. Who is your first guest? Gary Keller

What decade do you love the most? Why? The '90s for the music, plus all the decades we get to be here for.



MICHELLE METCALF — SEPTEMBER

Feature Fast Facts:

Favorite Quote: "Action is the foundational key to all success." — Pablo Picasso | "In order to get anything done, you have to do something about it. Dreaming and hoping will not get you the success you're looking for."

Best Spot for Happy Hour: Dominick's or Los Agaves

Coffee or Tea: Neither

Morning or Night Person: Definitely a night owl; it takes me time to ease into my day of work.

Favorite Karaoke Song: I love "Close My Eyes Forever" by Lita Ford and Ozzy Osbourne. Also, "Love Shack" by B-52's. Also, any song by Shania Twain.

You are a late-night talk show host. Who is your first guest? Nicole Kidman or Paul Rudd

What decade do you love the most? Why? I love the '80s and the '90s. I grew up in the '80s and was a young adult in the '90s. The music is great and times just seemed more fun. 2000 hit and it was welcome to adulthood!



SALLY ROBLING — NOVEMBER

Feature Fast Facts:

Favorite Quote: "It's a good life." — Brian Buffini

Best Spot for Happy Hour: Tubac Stables

Coffee or Tea: Coffee in the morning and iced tea all day long

Morning or Night Person: Neither

You are a late-night talk show host. Who is your first guest? Theodore Roosevelt





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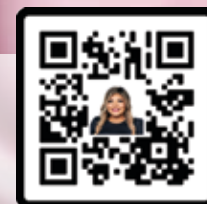
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What advice or insight do you have for up-and-coming agents?



JAMES "J.T." TSIGHIS

REALTOR® Emeritus | Associate Broker | Business Coach/Mentor | Keller Williams Southern Arizona
 "If there is any secret to growing older and wiser: Cherish the experiences you had, and then adapt to the new norm, whatever that might be."



CHARLENE ANDERSON

Broker Associate | RE/MAX Results
 "Always be timely and honest with your clients. Even bad news needs to be delivered in a timely manner and honestly."



JIM CHUMBLOR

REALTOR® Emeritus | Broker/Owner Chumblor's Realty Inc.
 "Keeping learning. There is so much available to you through your association."



BECKY TAYLOR

Contract and Ethic Transaction Coach eXp Realty
 "Have a vision and a plan for a great life first, then build a business to fund that wonderful life. Manage your time and block out your activities for each day. Know your inventory, be genuine, listen carefully, do what you say you will do ... and have fun!"



JOHN BARRY

Managing Broker Diamondback Real Estate
 "It's all about reminding people you are here. You have to understand real estate is a business and run it as such. Understand the difference between working on your business versus working in your business — too many work on and not in the business. Understand you have to make calls or visit folks every day, even when you don't feel like it. Always make one more call than the plan you had for the day. Be ethical. The absolute most important thing that will make you successful is the relationships you build."



JUDY LOWE

CEO Tucson Association of REALTORS® | Multiple Listing Service of Southern Arizona
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TOP 200 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Dec. 31, 2022

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	299.5	102,457,723	342,096
2	Marsee Wilhems (16298) of eXp Realty 06 (495201)	297.0	100,588,104	338,680
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	296.5	95,249,814	321,247
4	Lisa M Bayless (22524) of Long Realty Company (16717)	152.0	86,839,834	571,315
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	252.5	78,913,575	312,529
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	204.5	70,695,144	345,698
7	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	87.5	49,849,295	569,706
8	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	105.5	48,205,626	456,925
9	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	86.0	47,461,583	551,879
10	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	83.0	47,198,651	568,658
11	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316) and 2 prior offices	115.5	47,003,372	406,956
12	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	127.0	46,024,897	362,401
13	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	43.5	43,911,644	1,009,463
14	Aaron Wilson (17450) of Keller Williams Southern Arizona (478313) and 2 prior offices	117.0	43,404,808	370,981
15	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	61.5	40,871,614	664,579
16	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	78.5	40,548,337	516,539
17	Barbara C Bardach (17751) of Long Realty Company (16717)	33.0	39,030,832	1,182,752
18	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	113.0	38,173,873	337,822
19	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	16.0	36,169,152	2,260,572
20	Sandra M Northcutt (18950) of Long Realty Company (16727)	57.0	36,129,301	633,847
21	Patty Howard (5346) of Long Realty Company (16706)	35.0	34,880,501	996,586
22	Jose Campillo (32992) of Tierra Antigua Realty (2866)	123.0	34,059,280	276,905
23	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	37.5	33,556,669	894,845
24	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	33.5	32,776,500	978,403
25	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	99.0	32,584,650	329,138
26	McKenna St. Onge (31758) of Gray St. Onge (52154)	27.5	31,078,799	1,130,138
27	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	29.0	30,613,795	1,055,648
28	Paula Williams (10840) of Long Realty Company (16706)	47.5	30,334,943	638,630
29	Jameson Gray (14214) of Gray St. Onge (52154)	24.5	30,121,699	1,229,457
30	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	78.0	30,032,849	385,037
31	Tori Marshall (35657) of Coldwell Banker Realty (70207)	62.5	29,784,903	476,558
32	Laurie Hassey (11711) of Long Realty Company (16731)	54.0	28,721,602	531,882
33	Tom Ebenhack (26304) of Long Realty Company (16706)	57.0	28,655,118	502,721

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TOP 200 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Dec 31 2022

Rank	Name	Sides	Volume	Average
34	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	42.0	27,947,750	665,423
35	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	70.5	27,468,443	389,623
36	Jim Storey (27624) of Long Realty Company (16706) and 1 prior office	27.0	27,061,965	1,002,295
37	Brittany Palma (32760) of 1st Heritage Realty (133)	73.0	26,776,450	366,801
38	John E Billings (17459) of Long Realty Company (16717)	53.0	26,678,659	503,371
39	Tony Ray Baker (5103) of RE/MAX Select (51543)	57.0	26,071,942	457,403
40	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	64.0	26,013,075	406,454
41	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	59.0	26,009,660	440,842
42	Brenda O'Brien (11918) of Long Realty Company (16717)	41.0	25,907,000	631,878
43	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	57.5	25,862,620	449,785
44	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	56.0	25,536,033	456,001
45	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	62.0	25,042,751	403,915
46	Leslie Heros (17827) of Long Realty Company (16706)	49.0	24,677,400	503,620
47	Suzanne Corona (11830) of Long Realty Company (16717)	17.0	24,580,000	1,445,882
48	Joshua Waggoner (14045) of Long Realty Company (16706)	19.0	24,480,000	1,288,421
49	Tom Peckham (7785) of Long Realty Company (16706)	28.5	23,818,870	835,750
50	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	66.0	23,588,440	357,401

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TOP 200 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Dec 31 2022

Rank	Name	Sides	Volume	Average
51	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	40.0	23,498,602	587,465
52	Tyler Lopez (29866) of Long Realty Company (16719)	65.5	23,431,165	357,728
53	Patricia Sable (27022) of Long Realty Company (16706)	24.0	22,845,500	951,896
54	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	43.5	22,760,172	523,222
55	Laura Sayers (13644) of Long Realty Company (16717)	45.0	22,729,798	505,107
56	Pam Ruggeroli (13471) of Long Realty Company (16719)	45.5	22,604,456	496,801
57	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	21.0	22,315,786	1,062,656
58	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	62.5	22,280,725	356,492
59	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	59.0	22,234,017	376,848
60	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	51.5	22,074,850	428,638
61	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	57.0	22,038,128	386,634
62	Tim Rehrmann (25385) of eXp Realty (495206)	64.5	21,969,083	340,606
63	Michele O'Brien (14021) of Long Realty Company (16717)	44.0	21,555,046	489,887
64	Sherri Vis (54719) of Redfin (477801)	48.0	21,087,550	439,324
65	Maria R Anemone (5134) of Long Realty Company (16727)	15.0	20,637,308	1,375,821
66	Jay Lotoski (27768) of Long Realty Company (16717)	57.5	20,528,150	357,011
67	Lisa Korpi (16056) of Long Realty Company (16727)	39.0	20,351,749	521,840
68	Lisette C Wells-Makovic (21792) of Redfin (477801)	50.5	20,201,500	400,030
69	Nestor M Davila (17982) of Tierra Antigua Realty (53134) and 2 prior offices	61.5	20,099,226	326,817
70	Angela Tennison (15175) of Long Realty Company (16719)	31.0	20,021,905	645,868
71	Heather Shallenberger (10179) of Long Realty Company (16717)	52.0	19,988,528	384,395
72	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313) and 2 prior offices	44.5	19,742,140	443,644
73	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	15.5	19,322,586	1,246,618
74	Kimberly Mihalka (38675) of eXp Realty (4952)	37.5	19,250,165	513,338
75	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	43.0	19,238,480	447,407
76	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	38.0	19,182,450	504,801
77	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	57.0	19,154,280	336,040
78	Nicole Jessica Churchill (28164) of eXp Realty (495208)	50.0	19,150,320	383,006
79	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	58.5	19,008,300	324,928
80	Gary B Roberts (6358) of Long Realty Company (16733)	40.5	19,002,935	469,208
81	Jason K Foster (9230) of Keller Williams Southern Arizona (478313) and 1 prior office	28.0	18,884,309	674,440
82	Jenni T Morrison (4744) of Long Realty Company (52896) and 1 prior office	22.0	18,786,800	853,945
83	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306) and 1 prior office	44.5	18,749,777	421,343

Rank	Name	Sides	Volume	Average
84	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313) and 1 prior office	49.5	18,509,500	373,929
85	Debbie G Backus (6894) of Backus Realty and Development (2422)	25.0	18,501,900	740,076
86	Sue Brooks (25916) of Long Realty Company (16706)	34.0	18,260,450	537,072
87	Lori C Mares (19448) of Long Realty Company (16719)	49.0	18,259,600	372,645
88	Madeline E Friedman (1735) of Long Realty Company (16719)	27.0	18,076,463	669,499
89	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	47.5	17,871,990	376,252
90	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	25.0	17,836,490	713,460
91	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	34.0	17,751,975	522,117
92	Jeffrey M Ell (19955) of eXp Realty (495211)	41.0	17,751,760	432,970
93	Iris Pasos (38869) of Tierra Antigua Realty (286610)	42.5	17,728,857	417,150
94	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	25.0	17,649,861	705,994
95	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	24.5	17,517,600	715,004
96	Paula J MacRae (11157) of OMNI Homes International (5791)	31.5	17,278,850	548,535
97	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	35.0	17,238,407	492,526
98	Jennifer C Anderson (16896) of Long Realty Company (16724)	35.5	17,228,361	485,306
99	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	35.5	17,209,980	484,788
100	Ronnie Spece (19664) of At Home Desert Realty (4637)	41.0	17,161,173	418,565

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TOP 200 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Dec 31 2022

Rank	Name	Sides	Volume	Average	Rank	Name	Sides	Volume	Average
101	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	42.5	17,051,989	401,223	134	James L Arnold (142000775) of Tierra Antigua Realty (286614)	20.0	14,630,106	731,505
102	Rob Lamb (1572) of Long Realty Company (16725)	19.5	16,810,910	862,098	135	Matt Bowen (53352) of Coldwell Banker Realty (70204)	38.5	14,576,700	378,616
103	Christina Esala (27596) of Tierra Antigua Realty (286607)	39.0	16,590,290	425,392	136	Blaire C. Lometti (57232) of Realty One Group Integrity (53005) and 1 prior office	32.0	14,402,600	450,081
104	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	50.0	16,543,278	330,866	137	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	39.0	14,380,314	368,726
105	Bob Norris (14601) of Long Realty Company (16733)	37.0	16,529,105	446,733	138	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	39.0	14,346,352	367,855
106	Michael Shiner (26232) of CXT Realty (5755)	24.0	16,426,148	684,423	139	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	30.5	14,276,550	468,084
107	Calvin Case (13173) of OMNI Homes International (5791)	44.0	16,369,225	372,028	140	Kynn C Escalante (8137) of WeMoveTucson (2536)	20.0	14,223,500	711,175
108	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	38.0	16,182,730	425,861	141	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	36.0	14,201,380	394,483
109	David K Guthrie (19180) of Long Realty Company (16706)	36.0	16,180,290	449,452	142	David L Duarte (57860) of Tierra Antigua Realty (286606)	60.0	14,066,387	234,440
110	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	53.5	16,053,150	300,059	143	Jon Mandel (33200) of Long Realty Company (16706)	21.5	14,042,000	653,116
111	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	55.5	15,892,700	286,355	144	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933) and 1 prior office	40.0	14,015,750	350,394
112	Erica Hoffman (15629) of eXp Realty (52964) and 1 prior office	45.0	15,858,560	352,412	145	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	28.5	14,005,081	491,406
113	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	42.0	15,852,500	377,440	146	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	21.0	13,904,797	662,133
114	Wanda Fudge (28579) of Long Realty Company (16728)	28.0	15,748,900	562,461	147	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeService (356307)	29.0	13,881,085	478,658
115	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	46.0	15,734,750	342,060	148	Tracy Wood (36252) of Realty One Group Integrity (51535)	23.5	13,659,248	581,245
116	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038) and 1 prior office	21.5	15,698,645	730,170	149	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	42.5	13,446,545	316,389
117	Lonnie Williams (61428) of Redfin (477801)	37.0	15,652,250	423,034	150	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	22.0	13,255,528	602,524
118	An Nguyen (36001) of Tierra Antigua Realty (286607)	40.5	15,499,775	382,710	151	Richard M Kenney (5903) of Long Realty Company (52896) and 1 prior office	20.0	13,246,800	662,340
119	Matthew F James (20088) of Long Realty Company (16706)	20.0	15,423,100	771,155	152	Louis Parrish (6411) of United Real Estate Specialists (5947)	19.0	13,246,479	697,183
120	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	33.5	15,403,441	459,804	153	Dottie May (25551) of Long Realty Company (16728)	19.5	13,227,475	678,332
121	Nara Brown (13112) of Long Realty Company (16717)	29.5	15,394,047	521,832	154	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	23.0	13,210,000	574,348
122	Yvonne C Bondanza-Whittaker (58689) of Realty ONE Group 03 (580803) and 1 prior office	48.0	15,383,850	320,497	155	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty-472203	18.5	13,154,697	711,065
123	James Servoss (15515) of Keller Williams Southern Arizona (478313) and 1 prior office	51.0	15,233,270	298,692	156	Lindsay L Liffengren (4949) of RE/MAX Excalibur (4535)	35.0	13,149,878	375,711
124	Kate Wright (35438) of Long Realty Company (16706)	33.5	15,190,042	453,434	157	Catherine S Donovan (28185) of Berkshire Hathaway HomeService (356307)	25.5	13,084,150	513,104
125	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	34.5	15,180,682	440,020	158	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	28.0	13,045,250	465,902
126	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	35.5	15,177,430	427,533	159	Jenifer A. Jankowski (52926) of Long Realty Company (16717)	27.0	12,968,000	480,296
127	Cindie Wolfe (14784) of Long Realty Company (16717)	29.0	15,095,650	520,540	160	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	35.0	12,896,534	368,472
128	Alicia Girard (31626) of Long Realty Company (16717)	27.5	15,044,247	547,064	161	Kemena Rene Duany (37934) of OMNI Homes International (5791)	28.0	12,867,700	459,561
129	Penny Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203	29.0	15,011,059	517,623	162	David J Masterson (142000790) of Tierra Antigua Realty (286610)	42.0	12,801,388	304,795
130	Douglas J Sedam (55438) of SBRanchRealty (51898)	25.0	14,867,525	594,701	163	Margaret E. Nicholson (27112) of Long Realty Company (16728)	18.5	12,797,475	691,755
131	Tim S Harris (2378) of Long Realty Company (52896) and 1 prior office	26.0	14,838,750	570,721	164	Hollis H Angus (58314) of Redfin (477801)	31.0	12,706,807	409,897
132	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	24.0	14,799,050	616,627	165	Jim Jacobs (7140) of Long Realty Company (16706)	21.0	12,689,720	604,272
133	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	18.0	14,700,815	816,712					

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TOP 200 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Dec. 31, 2022

Rank	Name	Sides	Volume	Average
166	Phil Le Peau (39491) of OMNI Homes International (5791)	35.5	12,590,000	354,648
167	Dina M Hogg (17312) of eXp Realty 01 (495204)	39.0	12,446,400	319,138
168	Victor Cabibo (37834) of KMS Realty (51920)	36.0	12,393,030	344,251
169	Pam Treece (13186) of Long Realty Company (16717)	20.5	12,294,519	599,733
170	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	30.0	12,282,864	409,429
171	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478313) and 1 prior office	34.5	12,217,700	354,136
172	Julie Turner (10447) of Tierra Antigua Realty (286607)	19.0	12,188,500	641,500
173	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	23.0	12,156,000	528,522
174	Johanna L Roberts (2040) of Long Realty Company (16719)	25.0	12,062,900	482,516
175	Carol Ravitz (38535) of Coldwell Banker Realty (70202)	21.5	11,997,787	558,037
176	Karen Karnofski (17102) of Keller Williams Southern Arizona (478313) and 1 prior office	15.0	11,988,500	799,233
177	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	23.0	11,985,300	521,100
178	Helen W F Graham (55628) of Long Realty Company (16728)	21.0	11,961,000	569,571
179	Cathleen E Jernigan-Rios (38529) of Realty One Group Integrity (51535)	31.0	11,863,650	382,698
180	Stuart M Shapero (1420977) of Realty Executives Arizona Terr (498303)	34.5	11,774,885	341,301
181	Kenneth W Hutson (32755) of 1st Heritage Realty (133) and 1 prior office	34.0	11,682,446	343,601
182	Tyler Gadi (32415) of OMNI Homes International (5791) and 2 prior offices	36.5	11,630,820	318,653
183	Tania L. Olive (31098) of Tierra Antigua Realty (286607)	24.5	11,511,201	469,845
184	Alicia Marie Pastore (53392) of Realty Executives Arizona Territory (498306)	34.5	11,501,599	333,380
185	Aaron E Parkey (32735) of Old Pueblo Real Estate, LLC (52704)	28.5	11,443,400	401,523
186	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	40.0	11,322,200	283,055
187	Helen Curtis (15010) of OMNI Homes International (5791)	30.5	11,298,400	370,439
188	Alison P Hurd (8440) of Hurd Homes (3906)	27.0	11,297,800	418,437
189	Mary Vierthaler (12199) of Long Realty Company (52896) and 1 prior office	21.0	11,207,500	533,690
190	Terri Kessler (15874) of Long Realty Company (16706)	16.5	11,200,800	678,836
191	Erick Quintero (37533) of Tierra Antigua Realty (286606)	34.5	11,190,500	324,362
192	Susan Denis (14572) of Tierra Antigua Realty (2866)	25.5	11,104,400	435,467
193	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	37.0	11,098,744	299,966
194	Szivia Culbertson (56444) of Tierra Antigua Realty (2866)	20.0	11,065,950	553,298
195	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	25.0	10,949,900	437,996
196	Kristina Scott (37825) of Realty One Group Integrity (51535)	29.5	10,863,750	368,263
197	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office	32.0	10,854,417	339,201
198	Erin S Keller (30432) of Tierra Antigua Realty (286601)	23.0	10,853,850	471,907
199	Louise Riley (14201046) of Tierra Antigua Realty (286610)	31.0	10,728,242	346,072
200	Avery Skidmore (53643) of Coldwell Banker Realty (70207)	22.5	10,688,687	475,053



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