

TUCSON

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



FEATURING

Heather SHALLENBERGER

Photography by Casey James



EVENT RECAP

JANUARY 2023



Simon Hazel Cellars

TUCSON'S BOUTIQUE WINE STORE
AND PRIVATE TASTING ROOM

Private Tasting

The elegant, private tasting room is the premiere place for intimate gatherings of wine-loving friends, corporate events and parties, an epic date-night out, or any celebration requiring fine wine and exquisite service.



520-367-2500 | WWW.SIMONHAZEL.COM

6960 E SUNRISE DRIVE, SUITE 160 TUCSON, ARIZONA 85750

STEAMY CONCEPTS
GOT MOLD?
 FREE WATER AND MOLD DAMAGE VISUAL INSPECTION!

READERS' CHOICE
2019
 WINNER
 Arizona Daily Star

520-314-4544

FREE VISUAL INSPECTION
 WWW.STEAMYCONCEPTS.COM
 ROC # 291200 & 291201

TUCSON'S MOST TRUSTED LOCAL CARPET CLEANER!







2 ROOMS \$99	TILE & GROUT CLEANING	1 SOFA & LOVESEAT \$155	UPHOLSTERY CLEANING	2 ROOMS \$80	CARPET CLEANING
-------------------------------	--	--	--------------------------------------	-------------------------------	----------------------------------

READERS' CHOICE
2019
 WINNER
 Arizona Daily Star



CALL NOW: (520) 399-7962
BOOK ONLINE: WWW.STEAMYCONCEPTS.COM

TABLE OF CONTENTS

	06 Preferred Partner List		10 Be Inspired: Kym Puffenbarger		16 Boutique Brokerage Spotlight: Patrick Chamberlin
	20 Event Recap: Fifth Annual Toys for Tots		26 Featured Real Producer: Heather Shallenberger		32 Top 150 Standings

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.

How Long Will The Roof Last?

The roofing pros at West Coast Roofing have decades of experience working right here in Tucson, so we know the materials and techniques to ensure your roof is inspected, repaired, replaced or installed properly.



WEST COAST ROOFING
TUCSON, ARIZONA
Roc 235353

TRUST • RELATIONSHIPS • INTEGRITY • HONESTY • EXCEPTIONAL QUALITY

REQUEST FREE INSPECTION ONLINE
520.241.2556 | www.westcoastroofingaz.com
EMAIL: info@westcoastroofingaz.com



Licensed Bonded Insured

2023 HAPPY NEW YEAR

A sincere

Thank you

from the V.I.P. Mortgage, Inc.
Tanque Verde / East location for an amazing 2022.

We appreciate your trust and are honored with the referrals you have allowed us to close with you!



Robert Hatch
VP, Sr. Loan Officer
Branch Manager
NMLS 202680
520.349.8943



Gregg Lindholm
VP, Sr. Loan Officer
NMLS 1435940
520.240.6535



Tim Baron
VP, Sr. Loan Officer
NMLS 184671
520.729.1294



Zee Salcinovic
Loan Officer
NMLS 1486446
520.481.9007

VIPMTGINC.COM | 6390 E TANQUE VERDE RD STE 200 | TUCSON, AZ 85715



V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws, NMLS ID 145502, AZ: Mortgage Banker License No. BK-0909074. VIP is not acting on behalf of or at the direction of the FHA/HUD or the Federal Government. This product or service has not been approved or endorsed by any governmental agency, and this offer is not being made by any agency of the government. VIP is approved to participate in FHA programs but the products and services performed by VIP are not coming directly from HUD or FHA. Information, rates, and programs are subject to change without notice. All products are subject to credit and property approval. Not all products are available in all states or for all loan amounts. Other restrictions may apply. This is not an offer to enter into an agreement. Not all customers will qualify.



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BLINDS/WINDOW TREATMENTS

Bloomin Blinds
(520) 954-8406
BloominBlinds.com/Tucson

HouseMaster
Home Inspection
Clark Rustand
(520) 531-1440
Tucson.Housemaster.com

CARPET CLEANING & RESTORATION

Steamy Concepts LLC
(520) 903-1200
SteamyConcepts.com

On Point Home inspections LLC
Jason Brown
(520) 270-9853
www.OnPointTucson.com

CLEANING: RESIDENTIAL & COMMERCIAL

Time-Maid
(520) 999-0630
Time-Maid.com

Pillar To Post Home Inspectors - The Casper Team
Chad Casper
(520) 271-3005
www.chadcasper@pillartopost.com

FLOORING/HARDWOOD, TILE, AND CARPET

Carpet Mill
Marshall Appell
7342 E Broadway Blvd,
Tucson, AZ 85710
(520) 722-5650
carpetmilltucson.com

Tanque Verde Home Inspections
Michael Soulliard
8987 E Tanque Verde Rd
#309-324
Tucson, AZ 85749
(520) 462-8844
tvhiaz.com

GLASS, MIRRORS & WINDOWS

Columbus Glass & Screen
1226 N Columbus Blvd
Tucson, AZ 85712
(520) 327-6009
ColumbusGlassandScreen.com

HOME WARRANTY
Old Republic Home Protection
Barbara DeFazio
(520) 789-1886
(800) 445-6999
orhp.com

HOME INSPECTION

Bill's Home Inspection Services
Ryan Bennett
(520) 625-2381
BillsHomeService.com

HVAC & PLUMBING
Picture Rocks Cooling
Heating Plumbing
Ron Arenas
(520) 440-4069
picturerockscooling.com

HVAC SERVICES

Cares Home Services
Jacob & Jona Middleton
(520) 780-0103
WhocaresAC.com

Tailored Mechanical
(520) 808-2743
Tmtucson.com

INSURANCE

State Farm - Tom Tatro
(520) 323-2253
TomTatroInsurance.com

INSURANCE AGENCY

Paul Barker Agency, Inc
DBA American Family Insurance
(520) 625-2166
amfam.com/agents/arizona/green-valley/michael-barker

KITCHEN & BATH

Kitchen Concepts LLC
Chad Cislak, Jr
5732 E Speedway,
Tucson, AZ 85712
(520) 546-3687
kitchenconceptstucson.com

LUXURY REAL ESTATE

Luxe Realty Photography
Casey James
(520) 258-8729
LuxeRealtyPhotography.com

MOLD TESTING AND REMEDIATION

Steamy Concepts LLC
(520) 903-1200
SteamyConcepts.com

MORTGAGE

Guaranteed Rate Christian Hernandez NMLS #1427898, Guaranteed Rate NMLS #2611
(520) 264-8696
x Hablo Español
rate.com/christianhernandez

Nova Home Loans - Paul Volpe
1650 E River Rd, Suite 108
Tucson, AZ 85718
(520) 618-5626
PaulVolpe.novahome loans.com

Nova Home Loans - Zach Mooney
Zach Mooney
(520) 230-5599
ZachMooney.com

Rob Purvis VIP Mortgage
NMLS#199836, VIP NMLS #145502
(520) 979-1817
RobPurvis.VIPmtginc.com

VIP Mortgage Robert Hatch
NMLS #202680, VIP NMLS #145502
roberthatch.vipmtginc.com

MOVING & LIQUIDATION

Caring Transitions
Sherri Gillette
6178 E Speedway Blvd
Tucson, AZ 85712
(520) 850-4111
CaringTransitionsTucson.com

MOVING & STORAGE

Daniel's Moving and Storage, Inc.
Teresa Punt
(520) 850-9688
DanielsMoving.com

MOVING/PACKING & STORAGE

Ralph's Moving & Storage
Lynette Wells
(520) 237-8586
RalphsMoving.com

PHOTOGRAPHY

BoomPix
Joey Ambrose
(520) 250-9119
boompix.com

PHOTOGRAPHY - PORTRAIT/WEDDING/ EVENTS

Photography by Jacquelynn
Jacquelynn Buck
(610) 662-1823
jacquelynnbuck.com

PRINTING / PROMOTIONAL

DP Solutions, Inc
Micah Dray
3169 E 36th St
Tucson, AZ 85713
(520) 393-3551
DiversifiedPrintSolutions.com

PROPERTY MANAGEMENT

Habitation Realty
Property Management
Alex Mastrangelo
641 N. 10th Ave. Ste. 1
Tucson, AZ 85705
(520) 647-9503
habitationrentals.com

RESORT

Hacienda Del Sol Guest Ranch Resort
(520) 901-1399
haciendadelsol.com

RETIREMENT PLANNING

Stepping UP!
(520) 425-6052
SteppingUpUSA.com

ROOFING

B&M Roofing
Brent Hendrichs
(520) 460-5331
bandmroofing.com

West Coast Roofing LLC
Cindy McDaniel
(520) 241-2556
westcoastroofingaz.com

STAGING

Desert Sky Design
Julie Lee
(520) 349-4417
desertskydesignaz.com

TITLE AGENCY

Premier Title Agency
Marla Calley
(602) 491-9606

TITLE COMPANY

Stewart Title & Trust of Tucson, Inc
(520) 327-7373
Stewart.com/Tucson

WINE TASTING & WINE CLUB

Simon Hazel Cellars
(520) 367-2500
simonhazel.com

"we are bilingual"

PILLARTOPOST
HOME INSPECTORS
The Casper Team

Our team has grown!
We cover all of Southern AZ.

Santa Cruz County- Nogales, Rio Rico, Sahuarita, Green Valley, etc.
Cochise County- Benson, Sierra Vista, Bisbee, etc.

\$40 OFF PREMIUM INSPECTION PACKAGE

7428 N La Cholla Blvd
Tucson, AZ 85741
(520) 271-3005
chad.casper@pillartopost.com
www.chadcasper@pillartopost.com

Ask about our exclusive packages and many added services offered.

MEET THE TUCSON REAL PRODUCERS TEAM



Delilah Royce
Publisher



Kylea Bitoka
Publishing Assistant



Jessica Thrower
Ad Manager



Danielle Bower
Editor



Casey James
Photographer



Jacquelynn Buck
Photographer



Joey Ambrose
Photographer



Danielle Kidwell
Writer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for the business practices of these companies.
NOTE: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



DON'T LET YOUR CLIENT BE LEFT OUT IN THE COLD THIS WINTER

- HVAC and Plumbing Inspections
- Furnace Maintenance
- Aroseal Duct Sealing
- Duct Cleaning

PICTURE ROCKS
COOLING - HEATING - PLUMBING
440-4069

Family Owned & Operated
We service Tucson, Marana, Oro Valley, Green Valley, Sahuarita, Vail and all surrounding areas.
www.picturerockscooling.com
520-440-4069
License #208709 | #293702

Your Personal Price Plan™ is here

Call, click or stop by for a home & auto



State Farm
Tom Tatro
Agent
4759 E Camp Lowell Dr
Tucson, AZ 85712
Bus: 520-323-2253
tomtatroinsurance.com
tom@tomtatroinsurance.com

Prices vary by state. Options selected by customer; availability and eligibility may vary.
State Farm Mutual Automobile Insurance Company, State Farm Indemnity Company,
State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL
State Farm County Mutual Insurance Company of Texas, State Farm Lloyds, Richardson, TX
State Farm Florida Insurance Company, Winter Haven, FL



Property Management
Tucson • Bisbee

Refer your investor clients to us, and we will always make sure they come back to you!

Maggie Rickard
Lead Manager
520-333-5373
maggie@habitationrealty.com



- ✓ Home Inspections
- ✓ Termite Inspections (WDIIR)*

Our highly trained professionals provide thorough home inspections to identify potential damages — including those from termite infestations — saving your buyers time and money in the process.

Schedule a home or termite inspection with a Bill today!



One Call Does It All
520-625-2381
scan the QR code or visit:
BillsHomeInspection.com



*Wood Destroying Insect Inspection Report

KYM

PUFFENBARGER

FOLLOWING
HER DREAM,
HOME




ENGEL & VÖLKERS

 be inspired
Photography by Jacquelynn Buck

Through chilling winds, icy roads and flurries of snow, Kym and Morgan Puffenbarger drove from San Francisco to Chicago in a moving van with a car trailer attached. “It was so scary, especially as we were crossing Donner Pass; the wheels kept sliding on the snow and ice. Seven days later, we finally made it to Chicago.” However, it would take a lot more than the blizzard of '99 to stop Kym from accomplishing her goals.

The desire to relocate had ignited just three weeks earlier, while Kym and Morgan were visiting a friend in Chicago. “We started talking about opening a bar together.” With Morgan’s extensive experience in the restaurant industry, Kym knew they could make it work. When they arrived in Chicago, they quickly found a location and worked out a contract with the current owners. It gave them the first right to buy when the owners were ready to sell.

Kym and Morgan’s first real estate transaction was buying the bar. It would spark Kym’s interest in real estate. “The architecture of the buildings, as well as the unique historic homes in Chicago, fueled my interest in real estate.” After successfully selling their bar, they opened a restaurant near Wrigley field. When an offer came in for their restaurant, they accepted. Kym was ready to return to Tucson. With two young daughters, Kym wanted to be close to their families. Plus, she had new aspirations to pursue in her hometown. “The first thing I did when we moved home was to sign up for real estate school. It was great timing to start something new, plus I felt a connection to Tucson.”

It meant another cross-country move and the challenge of a new career, but Kym has never shied away from jumping into the unknown. “The funny part is that I am actually an introvert. I have learned how to push myself and get out of my comfort zone to accomplish my goals.” In high school, Kym worked to overcome her shyness. “Joining the Tucson Water Polo Team helped develop my confidence. I traveled all over the country with my team. We were National Junior Olympic Champions for multiple years.”

Kym also learned to be hardworking and independent as she grew up in a broken household. During high school, her parents moved out of town and into homes in rural Tucson. Confident in her abilities, Kym found a way to stay in town so she could graduate with her friends.

Through life’s difficulties, Kym continued to rise to the challenge while taking advantage of opportunities. Kym shares how opportunity knocked at a music event: “My dad and I were at a jazz festival when we heard an announcement about open auditions for vocal scholarships. My dad said, ‘Why don’t you try out?’” Kym auditioned and received a full-ride scholarship to NAU.



“
The funny part is that I am actually an introvert. I have learned how to push myself and get out of my comfort zone to accomplish my goals.
”

The scholarship allowed her to pursue voice for a year, but she knew she needed to create a long-term plan. Kym decided to focus on business. Her plan went well for over a decade as she rose to the position of retail store manager and team mentor. Then she met the handsome and kind Morgan Puffenbarger at a restaurant. The two fell in love, and new adventures began as they moved, opened businesses and started a family.

Back in Tucson, Kym wanted her daughters to have a chance to grow

their confidence, just like she did. She enrolled Madison and Carly, ages 6 and 4, in a dance class at the YMCA. They loved it! So, she decided to stretch herself a little as well.

Kym enrolled in a real estate course taught by John Barry. When she had completed the course, she was invited to join John’s team. By her second year as a REALTOR®, she was working full time as an agent. Morgan was working long hours as a food and beverage director for a large venue in town, but they managed to balance

...

work and family responsibilities, even if it meant that Kym sat in her car to call real estate clients during dance lessons.

Kym was grateful to be part of a seasoned team who invested in her, especially when the market shifted during the crash and she had to learn to do short sales and foreclosures for her first few years. Kym recalls, "I learned to pivot; it was both rewarding and challenging."

"I have always wanted to help others," reflects Kym. "My favorite transactions are the ones that no one thought could work. I like being a problem solver, and I enjoy thinking outside the box. My dreams and goals have always been to be forthright, honest and dependable, to be someone my clients will always rely on. I love connecting people that need each other."

Kym was a wonderful booster president and participated in fundraisers for the school and the dance studio. In 2019, Kym accepted an invitation to participate in a three-step interview for a position with the Tucson branch of the international brokerage Engel & Völkers.

"I had been working on teams for years," shares Kym. "I had never limited myself to one region or area or a certain price point, and I had sold both residential real estate and land. I was drawn to the structure at Engel & Völkers, but I wasn't confident that I could succeed as an independent agent. But the broker, Curt Stinson, saw something in me that I couldn't yet see in myself, and I am so grateful!"

While Kym found her passion in real estate, Madison and Carly found it in dance. They joined the BC Dance studio when it opened. Once they were old enough, they started teaching classes. When the studio owner reached out to the girls, it was like a dream come true. Madison and Carly became co-owners of the dance studio in 2020. "We are so proud of our daughters and how they fearlessly live out their dreams."

Another dream came true in 2021 when Morgan became a licensed REALTOR®. After 35 years of marriage, Kym is thrilled to once again be sharing a career she loves with the man she loves. They both work independently at Engel & Völkers Tucson. "I love Morgan's fresh perspective; we inspire each other daily."



Last year her sales volume was \$10 million, but it's not how Kym defines herself. Kym shares, "I measure my personal value by how I help others. My productivity is a result of following my goals and dreams, and it is also what gets my family to Disneyland. It's our favorite place to vacation!" Kym loves to spend time with friends and family, which includes going to her brother's restaurants: The Landing and Fini's Landing. Besides being active with the BC Dance boosters, Kym supports the local foster care organization More than a Bed.

In each situation, Kym pushed through the challenges to find success. "In Chicago, I was working as a retail manager and running a bar and restaurant while being a mom and wife." Her career in real estate came with its own set of demands, but through each challenge, Kym learns and adapts. "I have learned to streamline for time and availability," Kym shares. "Lifestyle and quality of life are very important. I care and have heart. I can be fierce at the negotiating table because I am not afraid to fight for the people I am working for. I can be light-hearted and reasonable, but because of my knowledge and experience, I can't be pushed around. I am always there for my clients and always willing to go the extra mile to help others follow their dream, home."

LET US HELP PROTECT YOUR DREAMS.



Paul Barker, Agent
Paul Barker Agency Inc
8275 N Silverbell Rd Ste 109
Tucson, AZ 85743
(520) 877-8133

Georgia Kevan, Sales Specialist - All Lines
Paul Barker Agency Inc
512 E Whitehse Cyn Rd Ste 130
Green Valley, AZ 85614
(520) 625-2166



24-HOUR CLAIMS REPORTING & CUSTOMER SERVICE 1-800-MYAMFAM (692-6326)

HOME | AUTO | LIFE | BUSINESS | FARM & RANCH AMFAM.COM

American Family Mutual Insurance Company, S.I. and Its Operating Companies.
American Family Insurance Company, American Family Life Insurance Company,
6000 American Parkway, Madison, WI 53783 010996 - Rev. 7/17 ©2015 - 17034032

Stepping Up!™

Exit Strategies for Realtors®

**WE DON'T SELL
RETIREMENT
PROGRAMS, WE
CAPITALIZE YOUR
BUSINESS
INVESTMENT!**



1 Minute
Video
Interview

What is
Stepping
Up!

We wrote the book on Exit Strategies.
Download your copy now on our website below.

www.SteppingUpUSA.com
(520) 425-6052

Contact me to
learn how
to be a
homeowner
this year!



Rob Purvis NMLS 199836 Senior Loan Officer
520.979.1817 | rpurvis@vipmtginc.com
ROBPURVIS.VIPMTGINC.COM

5401 N Oracle Rd, Tucson, AZ 85704 - V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502. AZ: Mortgage Banker License No. BK-0909074. AZ:0911608





Wherever life may take you,
we look forward to getting you there.



Our moving services include:

- Local, interstate, and worldwide relocation
- Office relocation
- Self-pack, partial-pack, and full-pack options
- Packing supplies
- Short and long-term storage
- Warehousing and distribution



Teresa Punt
Certified Moving Consultant

520-850-9688 • teresa@danielsmoving.com
WWW.DANIELSMOVING.COM

A Spot-on Strategy That
Helps You Stand Out

In a competitive market, you can't afford to blend in. You need every advantage and a competitive edge. When you partner with Stewart, you get that. Our marketing resources, expert title and escrow professionals, and training and tools are all available to help you strategically grow your business.

Your expert Tucson team (left to right):
Michael Bock, Karyn Radtke, JoJo Simental,
Bob Dytko, Eva Hendrix, Laure Smith Klase
and Wendy Whitehead.

Don't wait to stand out
from the competition.
Contact us today at
stewart.com/Tucson
to learn more.



© 2021 Stewart. All rights reserved. | 47998854



Tucson's Premiere Custom Cabinetry and Design
23 Years of Transforming Tucson Homes

Call Us Today for Your Complimentary Design to Unlock the Hidden Potential in Any Home
5732 E. Speedway Tucson, AZ 85712 • 520.546.3687 • License # ROC 169870

Professional Inspections,
Dependable Results,
Family Treatment



InterNACHI & ASHI Certified Professional Inspectors
20 yrs experience in residential construction

For Agents: Our reports feature a Repair Request Document generator for our agent partners.



JASON BROWN (#66156)

520-270-9853 • Jason@onpointtucson.com
onpointtucson.com



CARES HOME SERVICES
Heating and Cooling

520-780-0103

LICENSED • BONDED • INSURED

**1 year FREE
Maintenance Plan**

WITH EVERY REAL
PRODUCER REAL
ESTATE INSPECTION

Locally and
Veteran owned
whocaresac.com



ROC#333265

Clearly your Best Choice!

Tub & Shower Enclosures • Mirrors • Screens/Sunscreens & More!
Residential & Commercial • Glass & Screen Repair/Installation

Call us to retrofit a screen to your existing door, it's our specialty!

**Columbus Glass
& Screen, LLC**

520-327-6009

1226 N. Columbus Blvd.

Serving Tucson &
Southern Arizona



FREE ESTIMATES

10% MILITARY DISCOUNT

www.ColumbusGlassAndScreen.com • ROC 185813

Patrick CHAMBERLIN

Drive, Direction, Discipline

Saint Patrick's Day of 2018 was certainly a lucky day for Patrick Chamberlin. He married the love of his life, Sara, on that day. In 2021, they welcomed their first child, a daughter, Ellie. That was shortly before Patrick opened his brokerage,

DiamondBack Real Estate. "People thought I was crazy for opening my own brokerage with a 9-month-old at home," he laughs. "But the opportunity presented itself; there will always be excuses not to do something; all you need is one reason to do it."



The reality was Patrick's whole life had been leading up to this moment. Realty runs in Patrick's family. "While I was growing up, my dad was a REALTOR®, loan officer and appraiser. He inspired me." At a young age, Patrick realized his desire to work in the real estate industry. When he enrolled at the University of Arizona, he intentionally chose to major in psychology and marketing studies to build a strong foundation for his real estate career. He may have been destined for real estate, but his current success wasn't handed to him. He's worked hard to establish himself in the industry and pursue his dream of opening a brokerage. Diamondback Real Estate benefits from his education and years of experience in the world of real estate.

While he enjoys selling real estate, Patrick's true passion is marketing and that is where he excels. "When I first started in real estate, my goal was to create a successful real estate team that would generate enough passive income for me to retire early," he explains. "But as I dove into my career, I found my love for marketing, and my goal shifted to eventually leave the transaction side of real estate and do marketing full time for my agents." In fact, Patrick wants to be remembered as a great marketer, saying that he thinks of himself as a marketing guy who does real estate.

Why is marketing so important?

"Marketing is the most important aspect of your business. You could be the best at what you do, but if no one knows who you are,



...

it doesn't matter. The most successful agents are rarely the best agents; they are just the best at leveraging their time and marketing. The most successful coffee company is Starbucks, but no one says Starbucks has the best coffee. Marketing also allows you to leverage your time with pre-tax dollars so you can spend more of your time on what is important, like family and friends." Patrick values his time with family and friends, "My goal is to be a great dad who is always there for his family." His marketing skills help him maintain a work-life balance.

Patrick opened his brokerage in April of 2022. He focuses on agents who want to build a team and one day open their own office, guiding them in building their brands by helping them with marketing and business development. Patrick is working to grow his team slowly and intentionally, looking for business-minded agents who understand the importance of marketing and want to grow a team. "A lot of them know the importance of marketing but don't know how to do it," he explains. "When we do the marketing for them, they don't need to spend the money because we already took it, and we tell them how and where to spend it." Picture the concept of tithing mixed with a little bit of Warren Buffett, a person whose business practices Patrick has studied and adopted. He says, "The investment to income and your investments will generate more income."

Patrick's key to success is to make a plan and follow through, saying that successful agents take their plan and tools to create a brokerage, then give that structure to other agents to replicate. Diamondback Real Estate takes 10% of agents' commissions to put toward their marketing budgets, and Patrick himself sits down once a week



“
MARKETING
IS THE MOST
IMPORTANT
ASPECT OF
YOUR BUSINESS.
YOU COULD
BE THE BEST
AT WHAT YOU
DO, BUT IF NO
ONE KNOWS
WHO YOU ARE,
IT DOESN'T
MATTER.
”

to develop a marketing plan for each agent, talking about their niches and brands. "Find a niche that you want to be a part of, and I'll help you go after the sphere of influence without being pushy," he says. "Let them know who you are and what you do, and when you talk to anybody about real estate, focus on what kind of value can I add to them rather than how can I close?" That approach truly puts agents in an authentically helpful mindset. The obstacles that many agents have to overcome are similar. "Lack of confidence and lack of repetition leads to imposter syndrome. To overcome that, you use the brokerage as a whole to back you and give you the confidence to talk to people," Patrick says. "When I started, my mindset was no one will trust a young person. Overcompensation, as well as thinking I needed to know everything, led to paralysis by analysis." He further explains that people will learn faster as they go rather than trying to learn everything first before starting out because no one will ever know everything. Patrick advises, "Trust in the

unknown and have faith in your own abilities."

Patrick wholeheartedly supports his team members, believing the agent's name and brand are more important than Diamondback Real Estate. The goal is for clients to want to hire his agents because of who they are, not who the company is. Patrick isn't saying he's looking to actively grow his intentionally small team, but he isn't saying he won't. "I believe in the three Ds of success — drive, discipline and direction," he says. "If you have the drive and discipline to work hard and build your business, Diamondback Real Estate can help guide you in the right direction."

FUN FACT: Patrick is a published author! Check out his book, *The Ultimate Guide to Tucson Real Estate: What You Need To Know Before Buying or Selling Your Home in Tucson*, for more insight into his experience and approach toward his business and clients.

CHRISTIAN HERNANDEZ
VP of Mortgage Lending | NMLS 1427898

Let me use my ingenuity to help you achieve your 2023 goals.
Innovative • Experience • Creativity • Bilingual Skills

Hablo Español
(520) 264-8696
christian.d.hernandez@rate.com
www.rate.com/christianhernandez

guaranteed **Rate**

SCAN ME

EQUAL HOUSING LENDER

Christian Hernandez NMLS 1427898 | AZ License LO-0940996 | © Guaranteed Rate 2021 NMLS ID 2611 | 3940 N. Ravenswood Ave., Chicago, IL 60613
For licensing information visit nmlsconsumeraccess.org | Equal Housing Lender. Conditions may apply • AZ: 14811 N. Kierland Blvd., Ste. 100, Scottsdale, AZ, 85254, Mortgage Banker License #0907078 |

Caring Transitions
Senior Relocation • Downsizing • Estate Sales

Solutions for Realtors

**SORT • ORGANIZE • DOWNSIZE • SELL •
PACK • MOVE • UNPACK • CLEAN OUT**

SAVE TIME, MONEY, AND STRESS
Caring Transitions of Southern Arizona
www.CaringTransitionsTucson.com
520-262-1495

» event recap

5 YEARS SPARKING THE WONDER IN A CHILD'S HEART

TOYS FOR TOTS EVENT — A TRULY GENEROUS COMMUNITY!

Tucson Real Producers' community came together for our fifth annual **Marine Toys for Tots Event** to “spark the wonder” in a child’s eye this Christmas season, and we celebrated the BEST in the real estate community! Your generosity allowed us to donate almost 350 toys! Wow — every year, we bring more joy together!

The morning of our event, as I was finishing up and getting ready to set up for the big night, I started to think about this journey and all we have done together! I can’t believe we just had our 19th big event and have blessed so many nonprofits in our community as a result! We have gathered at some unique venues (new to many of us), and several were gorgeous listings you so kindly made available! Thanks to **Bridgett Baldwin** for allowing us to show off your beautiful listing! Truly appreciate you!

We have fostered relationships among our REALTORS®, and you have come to trust and use the highly recommended partners who make all of this happen!

So cheers to the best of the BEST in this industry! Truly I appreciate all of you for coming, giving, laughing, sharing and being open to a new way to connect!

Sponsors of this event love the joy, the giving, the season and the vibe that takes hold!

HUGE THANKS TO THEM ALL FOR PUTTING ON ANOTHER STELLAR EVENT!

- Steamy Concepts
- Caring Transitions of Southern Arizona
- Time-Maid Cleaning
- Christian Hernandez
- BoomPix Real Estate Media
- Luxe Realty Photography
- Stepping UP USA
- Barbara Mooney DeFazio with Old Republic Home Protection

Enjoy the pics! These are courtesy of Casey James, Jacquelynn Buck and Joey Ambrose for our recap video!



Warmly,
Delilah

520-838-1835

Delilah.Royce@RealProducersMag.com



BE STRONG – BE FIERCE – BE CARING – BE POSITIVE – MAKE A DIFFERENCE



Don't forget to LIKE "Tucson Real Producers" on Facebook & Instagram





Flooring for your whole family | Family owned and operated.

Carpet Mill

Call Us: 520-722-5650
carpetmilltucson.com
 7342 East Broadway | Tucson, AZ 85710



WHERE HISTORY MEETS LUXURY



**“BEST RESORT
IN TUCSON”**

**ARIZONA DAILY STAR
READERS' CHOICE AWARDS**

Once a finishing school for girls in the 1930's, the resort now provides luxury accommodations to travelers seeking a historic destination experience.

- Three Scenic Pools**
- Mountain Views**
- Spa Facility**
- Two Restaurants**
- Fitness Center**
- Art & Sculpture Displays**
- Historic Hotel of America**



HaciendaDelSol.com
(520) 529-3500

GAME ON!

LOOKING TO BUY OR REFINANCE? CONTACT ME TODAY FOR AN ALL STAR HOME LOANS EXPERIENCE!

PAUL VOLPE
Senior VP / Branch Manager, NMLS 48278
520.241.4048
paul@novahomeloans.com

Volpe TEAM 1.com NOVA HOME LOANS

PAUL VOLPE, SENIOR VP / BRANCH MANAGER, NMLS 48278 / NOVA FINANCIAL & INVESTMENT CORPORATION, DBA NOVA HOME LOANS NMLS #3087 / BK BR42429 / EQUAL HOUSING OPPORTUNITY / 1835E, OVERLAND, SUITE 100, TUCSON, AZ 85710 / BRANCH NMLS 50775 / OFFICE: 520-618-5626 / LICENSED BY THE DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION UNDER THE CALIFORNIA RESIDENTIAL MORTGAGE LENDING ACT #4157258. ALSO LICENSED BY THE CA-DFPI UNDER THE CFI #1005666. LOANS MADE OR ARRANGED PURSUANT TO A CALIFORNIA FINANCIAL LAW LICENSE. FOR LICENSING INFORMATION, GO TO: WWW.NMLS.CONSUMERACCESS.ORG / WWW.NMLS.CONSUMERACCESS.ORG/ENTITYDETAILS.ASPX?COMPANYID=3087
*The information contained here is educational only and does not represent actual savings, rates or financing terms. Other conditions and restrictions may apply. Available programs are subject to change without notice. Contact your Loan Officer for more information.

**Tanque Verde
Home Inspections**

*Convenient scheduling
online, by phone, or by email*

- ✓ Sewer scopes
- ✓ Pool & spa inspections
- ✓ Same day reports
- ✓ Multi-inspector firm

Michael Soulliard
info@tvhiaz.com 520-462-8844 www.tvhiaz.com

▶ featuring HEATHER SHALLENBERGER



CONSISTENCY IS KEY

“I bought my first house when I was super young and loved the process. Even though I didn’t understand what it was really like, I went to school and jumped right in,” Heather Shallenberger says. “Although it turned out to be nothing like I expected, I fell in love with it and have been doing it ever since.”

By Danielle Kidwell
Photography by Casey James



Jessica Phillips, Heather & Alicia Speer

In the 1990s, a 21-year-old REALTOR® was not as common as it is today; however, Heather was not afraid of the challenge. She may have been the youngest agent when she started, but now she has 25 years of experience under her belt. Heather worked hard to establish her credibility.

She started working her sphere of influence immediately, connecting with the people she already knew in a highly professional and consistent manner. As a very young agent, she relied on her professionalism, authenticity and honesty to inspire confidence in her clients. She appreciates the path she chose, saying, “When I come up against any challenge, I just find a way around it. I’ve had to adapt many times over the years; otherwise, I wouldn’t have survived.”

Heather quickly figured out the power of a referral network and knew that if she did a superb job for each of her clients, they would tell others and refer them to her. “You don’t have to constantly reinvent yourself, just give good service and truly care about their needs,” she says quietly. Heather compares it to a garden, where seeds are planted and seedlings are cultivated with love and consistency. “People want someone they can trust as an adviser for what can be the biggest purchase in their world,” she says. “They want to know someone cares and that their needs will be met no matter the situation.”

Though Heather makes it look easy, her career has not been without its challenges. She recalls surviving the last downturn of the market just after a divorce that put her in enormous

debt. She did it the hard way, always looking out for and taking care of others first. She took on more debt and rented her own house to pay off other debt and keep her assistant employed while digging her way out.

Heather’s consistency and hard work have paid off. Last year, her team’s volume was approximately \$23.7 million, and her total career volume is \$99 million and counting. Heather is proud of her team and is grateful to Jessica Phillips, operations coordinator, who has worked with her for 15 years, and Alicia Speer, working agent, who has been with the team for five years. Heather is also grateful for the opportunity to give back to the community where she’s lived her whole life. She is active on the advisory board of Big Brothers Big Sisters and the team leader of the



...

Stepping Up Program, which is a partner of *Tucson Real Producers*.

The Stepping Up Program is an organization that supports agents who are looking to retire or even take a step back and want to keep their business going. “We have them join our team and we keep them apprised of what’s going on with every client,” she explains. “We do the work, but they can still spend time with their clients and be involved where they want. The clients love it because they get to keep their longtime, trusted REALTOR®.” The company’s website says, “Stepping Up! is a proven real estate system that works for agents wanting more time away from their business for many reasons.” Their teams are comprised of agents from all different companies who have recognized the value of a succession planning program.

With no plans to slow down, Heather fills her free time with wakeboarding, country dancing, CrossFit and yoga. She and her partner, Bryan, love to travel,

snowboard and spend as much time as possible on their boat. Heather likes to have fun and tries not to take herself or life too seriously and has managed to strike that balance in her business as well. The team’s most well-attended client appreciation event is a Thanksgiving pie party, where everyone picks up a pie and socializes. Heather says, “It is one of my favorite days of the year. It’s a lot

“
The next internet sensation isn’t the money maker, you have to work your business consistently every day.
”

of fun, and we get to check in with our clients, have a quick hug and enjoy each other’s company.”

Heather is grateful that the majority of her business comes from referrals, explaining that she doesn’t need to add dozens of names to her database continually as her network is feeding itself. “The next internet sensation isn’t the money maker; you have to work your business consistently every day,” she advises newer agents. “Real estate can be overly glamorized, so instead of trying something new every 90 days, just put in consistent hard work over a long period of time.”

If you want to meet up with Heather, check out the dive bars and scratch kitchens of Tucson! As a Tucson native, she loves the architecture and lore of some of our area’s oldest local establishments. She is an adventurous foodie, always willing to try new menus and give back to the beloved community that has supported her and her business.



Celebrating 25 years in real estate!




"As a realtor a complete, professional and accurate inspection report is very important, thank you Tailored Mechanical for exceeding my expectations when it comes to a complete HVAC report for my client, your report is very detailed, my client can have peace of mind when it comes to this essential component in the home buying process." - Judith U.

Get the same experience as Judith!
No more opinions on how the system is working; our software provides your buyers with a grade for the HVAC system on their prospective home, we provide the translation.

www.tmtucson.com
(520) 808-2743
Tailoredmechanical@gmail.com

OLD REPUBLIC HOME PROTECTION

Be a super star to your clients!

Offer home warranty coverage from Old Republic Home Protection.

- NEW! Appliance Limit Upgrade option - doubles the coverage limit per covered appliance
- No age limit on covered systems and appliances
- Call centers located in the US

Contact me for information today!

Barbara DeFazio
Senior Account Executive
800.282.7131 Ext. 1391
C: 520.789.1886
BarbaraD@orhp.com
my.orhp.com/barbaradefazio



Terms and conditions apply. See current state plan for complete coverage and exclusion details.

People Helping People

This is a paid advertisement.

TUCSON'S PREMIER PHOTOGRAPHY COMPANY

For Real Estate Professionals






TUCSON'S PRINTER

WE GET OUR ENERGY FROM THE SUN

Local | Reliable | Environmentally Responsible

dp solutions
diversified print solutions, Inc.
PRINTING POWERED BY THE SUN



520-393-3551 | www.DiversifiedPrintSolutions.com



SERVICES WE OFFER

- Day/Twilight Photography
- Aerial Still Photography
- Land Lot Photography
- Slideshow Video
- Video Tours
- 3D Virtual Tours
- Zillow Floorplans
- Headshots

Luxe Realty Photography serves the needs of the top real estate professionals in Arizona. With high quality photos that intrigue and attract your clients, Luxe helps you sell your properties **faster** and for **higher** sale prices.

UPGRADE TO LUXE TODAY

CALL
520.258.8729

VISIT
LuxeRealtyPhotography.com

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Nov. 30, 2022

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	278.5	93,861,723	337,026
2	Marsee Wilhems (16298) of eXp Realty 06 (495201)	275.0	93,487,104	339,953
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	281.5	90,848,414	322,730
4	Lisa M Bayless (22524) of Long Realty Company (16717)	146.0	83,313,334	570,639
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	239.5	75,662,075	315,917
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	190.5	65,096,894	341,716
7	Danny A Roth (6204) of OMNI Homes International (5791) and 1 prior office	104.5	48,035,626	459,671
8	Peter Deluca (9105) of Long Realty Company (52896) and 1 prior office	82.0	47,058,295	573,882
9	Don Vallee (13267) of Long Realty Company (52896) and 1 prior office	83.5	46,063,100	551,654
10	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	80.0	45,753,651	571,921
11	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316) and 2 prior offices	110.5	44,201,372	400,012
12	Russell P Long (1193) of Long Realty Company (52896) and 1 prior office	43.5	43,911,644	1,009,463
13	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	120.0	43,092,997	359,108
14	Aaron Wilson (17450) of Keller Williams Southern Arizona (478313) and 2 prior offices	110.5	40,909,858	370,225
15	Denice Osbourne (10387) of Long Realty Company (52896) and 1 prior office	61.5	40,871,614	664,579
16	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	106.0	35,990,423	339,532
17	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	68.5	35,909,407	524,225
18	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	15.0	35,904,152	2,393,610
19	Barbara C Bardach (17751) of Long Realty Company (16717)	29.0	35,590,832	1,227,270
20	Sandra M Northcutt (18950) of Long Realty Company (16727)	55.0	35,254,301	640,987
21	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	37.5	33,556,669	894,845
22	Stephan Daniel Desgagne (53060) of eXp Realty (495206)	99.0	32,584,650	329,138
23	Jose Campillo (32992) of Tierra Antigua Realty (2866)	115.0	32,432,780	282,024
24	Patty Howard (5346) of Long Realty Company (16706)	32.0	31,820,501	994,391
25	McKenna St. Onge (31758) of Gray St. Onge (52154)	27.5	31,078,799	1,130,138
26	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	31.0	30,579,000	986,419
27	Jameson Gray (14214) of Gray St. Onge (52154)	24.5	30,121,699	1,229,457
28	Tori Marshall (35657) of Coldwell Banker Realty (70207)	61.5	29,209,903	474,958
29	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	42.0	27,947,750	665,423
30	Paula Williams (10840) of Long Realty Company (16706)	44.5	27,757,043	623,754
31	Laurie Hassey (11711) of Long Realty Company (16731)	51.0	27,574,137	540,669
32	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	68.5	27,421,849	400,319
33	Tom Ebenhack (26304) of Long Realty Company (16706)	54.0	26,868,218	497,560

NEW YEAR, NEW LOOK, SAME GREAT TEAM!

Now backed by NOVA[®] Home Loans –
YOUR LOCAL LENDER who gets the
JOB DONE CONSISTENTLY!

Smart Experienced
 Quick Local

Let me show you the difference
we can make for your clients!

Contact me and ask about the
**NOVA Closing Guarantee and
the NOVA 12-Day Express Loan!***

Zach Mooney

VP/Branch Manager NMLS 378994

520.230.5599

zach.mooney@novahomeloans.com



NOVA[®] HOME LOANS

ZachMooney.com

*Other conditions and restrictions may apply. Rates and available loan programs are subject to change without notice. Contact your loan officer for more information.

NOVA NMLS 3087 / BK 0902429 / Equal Housing Opportunity / 6245 E. Broadway Blvd, Suite 400, Tucson, AZ 85711
Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act #4131230.
Also licensed by the CA-DFPI under the CFL #6036566. Loans made or arranged pursuant to a California Financing Law License.



The Tucson Moving Company
serving our community since 1926

- Local Household Moves
- Long Distance Moving
- Interstate / International Moves
- Office/ Industrial Moves
- Warehouse Storage
- Storage in Transit & Logistics
- Professional Packing Service

520-622-6461 ▪ info@ralphstransfer.com
www.ralphstransfer.com

BLOOMIN' BLINDS

Trusted. Local. Specialized.

- Custom, Quality Window Coverings
- Motorization
- Outdoor Shades
- Style, Privacy, Energy Efficient
- On-site Repairs



520-954-8406

www.BloominBlinds.com
tucson@bloominblinds.com



INSTAGRAM

Time-Maid

2023

Cheers to a Sparkling New Year

SCAN AND BOOK



25% OFF
REALTOR® Forever Discount For all Move-In/Out Cleanings!

TIME-MAID.COM
520-999-0630

VETERAN & LOCALLY OWNED
OVER 40 YEARS OF EXPERIENCE
100% SATISFACTION GUARANTEED



TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Nov. 30, 2022

Rank	Name	Sides	Volume	Average
34	John E Billings (17459) of Long Realty Company (16717)	52.0	26,316,159	506,080
35	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	67.5	25,643,443	379,903
36	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	62.5	25,527,575	408,441
37	Brenda O'Brien (11918) of Long Realty Company (16717)	40.0	25,332,000	633,300
38	Tony Ray Baker (5103) of RE/MAX Select (51543)	55.0	25,084,550	456,083
39	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	55.5	24,907,620	448,786
40	Suzanne Corona (11830) of Long Realty Company (16717)	17.0	24,580,000	1,445,882
41	Joshua Waggoner (14045) of Long Realty Company (16706)	19.0	24,480,000	1,288,421
42	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	53.0	24,027,220	453,344
43	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	54.0	23,895,260	442,505
44	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	25.0	23,884,795	955,392
45	Brittany Palma (32760) of 1st Heritage Realty (133)	65.5	23,697,800	361,798
46	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	58.0	23,597,751	406,858
47	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	39.0	23,178,602	594,323
48	Leslie Heros (17827) of Long Realty Company (16706)	45.0	22,815,400	507,009
49	Laura Sayers (13644) of Long Realty Company (16717)	45.0	22,729,798	505,107
50	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	64.0	22,708,440	354,819

DISCLAIMER: Information is pulled directly from MLSSAZ. New construction, commercial or numbers NOT reported to MLSSAZ within the date range listed are not included. MLSSAZ is not responsible for submitting this data.

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Nov. 30, 2022

Rank	Name	Sides	Volume	Average
51	Tom Peckham (7785) of Long Realty Company (16706)	26.5	22,289,870	841,127
52	Tyler Lopez (29866) of Long Realty Company (16719)	60.0	22,008,165	366,803
53	Tim Rehrmann (25385) of eXp Realty (495206)	64.5	21,969,083	340,606
54	Jim Storey (27624) of Long Realty Company (16706) and 1 prior office	23.0	21,736,951	945,085
55	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	19.0	21,322,786	1,122,252
56	Patricia Sable (27022) of Long Realty Company (16706)	23.0	21,244,500	923,674
57	Rebecca Ann Crane (32933) of Realty Executives Arizona Territory (498306)	56.0	20,915,017	373,482
58	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	53.0	20,823,128	392,889
59	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	38.5	19,932,172	517,719
60	Maria R Anemone (5134) of Long Realty Company (16727)	14.0	19,927,413	1,423,387
61	Pam Ruggieri (13471) of Long Realty Company (16719)	42.5	19,822,956	466,423
62	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	44.5	19,715,850	443,053
63	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	54.5	19,523,725	358,233
64	Michele O'Brien (14021) of Long Realty Company (16717)	39.0	19,465,846	499,124
65	Jay Lotoski (27768) of Long Realty Company (16717)	55.0	19,457,400	353,771
66	Heather Shallenberger (10179) of Long Realty Company (16717)	50.5	19,354,528	383,258
67	Angela Tennison (15175) of Long Realty Company (16719)	30.0	19,191,905	639,730
68	Sherri Vis (54719) of Redfin (477801)	42.0	18,910,550	450,251
69	Nicole Jessica Churchill (28164) of eXp Realty (495208)	49.0	18,870,320	385,109
70	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	14.5	18,737,586	1,292,247
71	Anthony D Schaefer (31073) of Long Realty Company (52896) and 1 prior office	42.0	18,724,730	445,827
72	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313) and 2 prior offices	42.5	18,702,140	440,050
73	Gary B Roberts (6358) of Long Realty Company (16733)	39.5	18,607,935	471,087
74	Lisette C Wells-Makovic (21792) of Redfin (477801)	45.5	18,537,000	407,407
75	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306) and 1 prior office	43.5	18,445,077	424,025
76	Lisa Korpi (16056) of Long Realty Company (16727)	36.0	18,444,249	512,340
77	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	37.0	18,362,450	496,282
78	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	55.5	18,206,300	328,041
79	Jason K Foster (9230) of Keller Williams Southern Arizona (478313) and 1 prior office	27.0	18,194,309	673,863
80	Madeline E Friedman (1735) of Long Realty Company (16719)	27.0	18,076,463	669,499
81	Sue Brooks (25916) of Long Realty Company (16706)	33.0	17,871,450	541,559
82	Iris Pasos (38869) of Tierra Antigua Realty (286610)	42.5	17,728,857	417,150
83	Victoria Anderson, PLLC (31547) of Realty One Group Integrity (51535)	52.0	17,538,400	337,277

Rank	Name	Sides	Volume	Average
84	Jenni T Morrison (4744) of Long Realty Company (52896) and 1 prior office	20.0	17,507,800	875,390
85	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313) and 1 prior office	46.5	17,473,500	375,774
86	Debbie G Backus (6894) of Backus Realty and Development (2422)	23.0	17,471,900	759,648
87	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	46.5	17,366,990	373,484
88	Jennifer Uhlmann (53743) of United Real Estate Specialists (5947)	33.0	17,258,800	522,994
89	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	35.0	17,238,407	492,526
90	Jennifer C Anderson (16896) of Long Realty Company (16724)	35.5	17,228,361	485,306
91	Ronnie Spece (19664) of At Home Desert Realty (4637)	41.0	17,161,173	418,565
92	Nestor M Davila (17982) of Tierra Antigua Realty (53134) and 2 prior offices	52.0	17,157,326	329,949
93	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	24.0	17,155,861	714,828
94	Lori C Mares (19448) of Long Realty Company (16719)	45.0	17,153,100	381,180
95	Kimberly Mihalka (38675) of eXp Realty (4952)	35.5	17,042,965	480,084
96	Martin Durkin (145036508) of Russ Lyon Sotheby's International Realty (472203) and 1 prior office	23.0	16,777,555	729,459
97	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	50.0	16,543,278	330,866
98	Paula J MacRae (11157) of OMNI Homes International (5791)	30.5	16,463,850	539,798
99	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	34.5	16,459,980	477,101
100	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	24.0	16,326,490	680,270

DISCLAIMER: Information is pulled directly from MLSSAZ. New construction, commercial, or numbers NOT reported to MLSSAZ within the date range listed are not included. MLSSAZ is not responsible for submitting this data.







B&M ROOFING
The Leaders in Quality Roofing.

*We are a Licensed,
Bonded and Insured
Full Service Roofing Company*

REPAIRS AND MAINTENANCE
TEAR OFF AND RE-ROOF
BUILT UP | TILE | SHINGLE | METAL
FAMILY OWNED AND OPERATED

520-460-5331 • bandmroofs@gmail.com • bandmroofing.com • facebook.com/bandmroofs

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Nov. 30, 2022

Rank	Name	Sides	Volume	Average
101	Jeffrey M Ell (19955) of eXp Realty (495211)	38.0	16,170,689	425,544
102	Michael Shiner (26232) of CXT Realty (5755)	23.0	15,976,148	694,615
103	Bob Norris (14601) of Long Realty Company (16733)	35.0	15,610,935	446,027
104	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	36.0	15,522,730	431,187
105	Yvonne C Bondanza-Whittaker (58689) of Realty ONE Group 03 (580803) and 1 prior office	48.0	15,383,850	320,497
106	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	45.0	15,329,750	340,661
107	Kate Wright (35438) of Long Realty Company (16706)	33.5	15,190,042	453,434
108	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	50.0	15,186,150	303,723
109	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	32.5	15,123,441	465,337
110	Calvin Case (13173) of OMNI Homes International (5791)	39.0	15,024,225	385,237
111	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	35.0	15,019,930	429,141
112	Rob Lamb (1572) of Long Realty Company (16725)	18.5	14,910,910	805,995
113	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	38.0	14,909,989	392,368
114	James Servoss (15515) of Keller Williams Southern Arizona (478313) and 1 prior office	49.5	14,820,770	299,409
115	Lonnie Williams (61428) of Redfin (477801)	35.0	14,808,250	423,093
116	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038) and 1 prior office	20.5	14,703,645	717,251
117	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	18.0	14,700,815	816,712
118	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	32.5	14,697,782	452,239
119	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	23.0	14,609,050	635,176
120	Erica Hoffman (15629) of eXp Realty 40 (52964) and 1 prior office	41.0	14,574,535	355,476
121	Penny Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203	28.0	14,551,059	519,681
122	Tim S Harris (2378) of Long Realty Company (52896) and 1 prior office	25.0	14,468,750	578,750
123	Alicia Girard (31626) of Long Realty Company (16717)	26.5	14,379,247	542,613
124	Cyndi R.A. Sherman (54744) of Tierra Antigua Realty (286606)	39.0	14,346,352	367,855
125	David K Guthrie (19180) of Long Realty Company (16706)	31.0	14,333,290	462,364
126	Douglas J Sedam (55438) of SBRanchRealty (51898)	24.0	14,292,525	595,522
127	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	37.0	14,244,500	384,986
128	Kynn C Escalante (8137) of WeMoveTucson (2536)	20.0	14,223,500	711,175
129	Matthew F James (20088) of Long Realty Company (16706)	19.5	14,098,100	722,979
130	Wanda Fudge (28579) of Long Realty Company (16728)	24.0	14,073,000	586,375
131	Christina Esala (27596) of Tierra Antigua Realty (286607)	35.5	14,008,800	394,614
132	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	28.5	14,005,081	491,406
133	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	51.0	13,902,700	272,602

Rank	Name	Sides	Volume	Average
134	An Nguyen (36001) of Tierra Antigua Realty (286607)	36.5	13,874,285	380,117
135	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	37.0	13,820,314	373,522
136	Blaire C. Lometti (57232) of Realty One Group Integrity (5153501)	30.0	13,787,600	459,587
137	Cindie Wolfe (14784) of Long Realty Company (16717)	26.0	13,680,750	526,183
138	Timothy R Hagyard (32545) of Long Realty Company (52896) and 2 prior offices	28.5	13,631,950	478,314
139	Matt Bowen (53352) of Coldwell Banker Realty (70204)	35.5	13,436,700	378,499
140	Tracy Wood (36252) of Realty One Group Integrity (51535)	22.5	13,284,248	590,411
141	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	22.0	13,255,528	602,524
142	David L Duarte (57860) of Tierra Antigua Realty (286606)	55.0	13,193,387	239,880
143	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	18.5	12,966,797	700,908
144	Jon Mandel (33200) of Long Realty Company (16706)	19.5	12,837,000	658,308
145	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	33.0	12,789,880	387,572
146	Lindsay L Liffengren (4949) of RE/MAX Excalibur (4535)	34.0	12,764,878	375,438
147	Kemena Rene Duany (37934) of OMNI Homes International (5791)	27.0	12,724,700	471,285
148	Dottie May (25551) of Long Realty Company (16728)	18.5	12,690,475	685,972
149	Lori Skolnik (17106) of Realty Executives Arizona Territory (498306)	27.0	12,689,250	469,972
150	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933) and 1 prior office	35.0	12,583,750	359,536

DISCLAIMER: Information is pulled directly from MLSSAZ. New construction, commercial, or numbers NOT reported to MLSSAZ within the date range listed are not included. MLSSAZ is not responsible for submitting this data.





IS IT TIME FOR
A FABULOUS
FAMILY
PHOTO SESSION?

photographybyjacquelynn.com
610-662-1823
info@photographybyjacquelynn.com

COMFORT TAILORED TO YOUR NEEDS

A home's mechanical system is a complex system made up of electrical components, refrigerant lines, ductwork for air distribution and so on. And yet, when a prospective buyer is having a home inspection, there is only one test that is performed on that complex system, a temperature differential reading, that honestly, means very little without knowing several other factors and understanding what those factors mean. Even newly installed systems should be checked thoroughly to make sure that they were sized and installed properly, the duct system is sized and installed properly, and the equipment is up to code and working at its peak efficiency.



www.tmtucson.com
(520) 808-2743
Tailoredmechanical@gmail.com

PTA
PREMIER TITLE AGENCY

HAPPY NEW YEAR

Premier Title is thankful for your business this past year. We are looking forward to continuing to serve our valued clients. Schedule a one-on-one meeting with your Premier Title Client Services Representative for leads and marketing in 2023.



At PTA, it's about the people.



MARLA CALLEY
CLIENT SERVICES REPRESENTATIVE
602.531.2434
mcalley@PTAnow.com



KORI KENNEY
CLIENT SERVICES REPRESENTATIVE
602.513.3424
kkenney@PTAnow.com





HouseMaster[®]
Home Inspections. Done Right. Guaranteed.[™]



**Clark
Rustand**
Owner,
Tucson AZ

HOUSEMASTER BENEFITS

- + Same-day Electronic Reports
- + Limited Repair Reimbursement Guarantee*
- + HouseMaster Cloud[®] - Free Web App
- + HouseMaster Connects[™]
- + Buyer Benefits Program
- + Other services include
 - Radon Testing
 - Water Testing
 - Pool Inspections
 - Lead Paint Testing
 - Commercial
 - And More...

CONTACT US TODAY!

520-531-1440 | housemaster.com/tucson
clark.rustand@housemaster.com

HouseMaster[®] is a registered trademark of HM Services, LLC. Each HouseMaster franchise is an independently owned and operated business.
*Not all services available in all areas. Terms and Conditions apply