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TOM TATRO - STATE FARM

AN AGENT WITH HEART

“So, Tom, anything else you’d like to share before we wrap it up today?”

“YES! Today is my 45th wedding anniversary!”

It was Friday at 3 p.m. when I met with Tom Tatro in his office near Swan and Ft. Lowell. I asked if he and Ronda had any specific plans as now I felt guilty for talking so much! He told me that they didn’t have specific plans that night, but they indeed would be celebrating. Many of you reading this will know Ronda, his wife, as she has worked for Title Security for many years.

When we, as REALTORS®, list homes or show homes, we often learn about people because of what they have on their walls. Sometimes it’s their kids’ photos, sometimes it’s their church, sometimes it’s their awards. We learn if they are sports fans, hunters, or travelers. My older brother calls it the ‘I love me wall.’ As I walked into Tom’s office, I knew immediately that he wasn’t about the ‘I love me’ part of life, but he was about giving. His office has a calm aura, not pretentious at all.

As I faced Tom at his desk, I knew immediately I would have to ask about the medals on the back wall—LOTS of them. And, because I can read, well, I saw that they were predominantly from marathons he had run.

And so we started with that topic. Tom told me it was on his bucket list to run a marathon, 26.2 miles, and at age 50, he ran his first one. He had run track in junior high. However, his family moved and Nevada required a one-year residency of sorts before he could play a sport. Thus, his track career ended promptly. As I looked at all of the medals, I found myself thinking about Forrest Gump, when he just decided to run. It seemed that way for Tom. He decided to run, and he did.

In 2010, Tom and Ronda’s youngest son Jared was diagnosed with cancer. As a result, Tom started supporting the TEAM IN TRAINING non-profit. They support recovering cancer patients often with a focus on lymphoma and leukemia. Their motto is ‘Beat Cancer to the Finish Line.’ I loved that. And, I would be remiss if I didn’t mention that Jared did run part of a race with his dad and that he is the father of three sons, who live in Boise.



into his State Farm Agent’s office and was complaining about his day, his job, and his hours. The agent said, “Why do you keep doing it?” (It may have helped that the agent was his sister!) He took the test shortly after, passed, of course, and started his training/mentoring with State Farm in Tempe.

Then I noticed a separate group of medals, all in purple and white and I asked about those. To be honest, they caught my eye because purple and white were my high school colors. I couldn’t read the words from where I was sitting. I needed to learn the story of those that hung separately from the others. They were, in fact, special.

Tom is from a large family. I believe he told me there are 10 of them. (And I am sure my eyes opened widely at that statement.) However, there are no longer ten. Tom was quite emotional when he told of his younger brother who died from early-onset Alzheimers. This is another organization that he supports. The purple and white ribbons with those medals were from Alzheimer’s Walks.

I know this is supposed to be about State Farm, but I really wanted you all to know about his heart. Because insurance agents need ‘heart!’

Tom had graduated from the University of Nevada in Reno with a degree in Business Administration. He was already working while in college, at the Carson City Nugget Casino in purchasing. Oh, and did I mention he and Ronda already had children? Tom left the casino and worked for the state of Nevada. One day, he went

In 2002, Tom opened an office here in Tucson and has been at it ever since! I wondered how he got going and he told me he took over a book of business from retiring agents, and that gave him a kick start. He runs a full-service office, which means he includes and has been educated in financial products, in addition to insurance. Tom’s son, Ryan, has worked with him for 19 years, and another employee, Ashley, for 11 years. He is proud of State Farm and all that they do. They are 101 years old this year and they are a mutual company, which means, they are not working for stockholders. Their bottom line is for their clients. We, and yes, I am a State Farm client... are their shareholders. They insure more homes, more cars, and more lives than any other company. Warren Buffet says, “They should not exist.” And yet, they do, and they have for over 100 years.

I asked Tom how long he had been affiliated with Real Producers and he told me he was a partner in the first issue! Pretty sure he has copies of all of the issues! Wow, that’s amazing! Why does Tom do what he does? Well, to help people of course. To help people feel safe in their cars and homes, and to provide assurance and insurance for their families. Helping equals protecting, and Tom spends his days and his life protecting. I can tell he loves his family fiercely, and, if even a small portion of that leaks into his business, it is no wonder he is successful.



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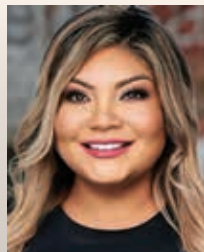
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Celina PADILLA *STILL SMILING*

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▶▶ be inspired

“I had my oldest son at 17 while still attending Sunnyside High School. I decided then I wanted to give him more. At the time, I was failing out of school, and because of him I made up two years of high school in one year and graduated on time.”

Celina Padilla was born and raised on the south side of Tucson by her mom, who was also a teen mother, and her grandparents. “My grandparents had been together since they were 13 years old. My grandmother was an orphan at four years old and always wanted a huge family,” Celina said. And that she did—with eight kids and more than 120 grandkids and great-grandkids. “We didn’t have much, but we had a big family, and I grew up in a home full of cousins. My grandfather worked hard for a very long time, and my grandmother always made sure all of us were taken care of no matter what was going on, so I learned early that family always comes first.”

When her grandmother passed away in 2005, Celina’s beloved grandfather moved in with her growing family.

Determined to give her children more, she and her husband Carlos purchased their first home. For a time, everything felt right as she cared for her grandfather, three sons, and daughter full-time. Then, the market took a turn, taking the family’s quiet and stable life with it.

BOUNCING BACK

“We paid our mortgage on time every month and never missed a payment. We were scared to miss anything. Then, about two or three years later our interest rate kept rising—this is when the market crumbled, and there was no help unless you were behind on payments. We were upside down and unfortunately had to let our home go and file for bankruptcy.”

They purchased the home in 2006 with little guidance from their REALTOR®. “They didn’t show us anything nor explain anything; it was terrifying,” she recalled. “We just signed paperwork and in the end had to have family and friends come to help fix it up.”

After the bankruptcy, Celina and her husband Carlos pushed forward, and she continued to care for her grandfather until he passed away in 2014 at age 88.

With her sights still firmly set on doing better for her family, she turned the negative experience of the home-buying process, bankruptcy, and the sadness in her heart into fuel that propelled her into a career in real estate.

“I became a REALTOR® in 2014, and the goal was to get us back to buying a home,” she said. “I wanted something solid for my family because I hated renting and jumping from house to house.” She remembered the wisdom of her grandmother who always told her, “Integrity is deciding to do something and doing it all the way.” Celina mustered her strength and decided to go in full force to give real estate everything she had.

“When I first started, I talked to anyone and everyone that would listen, and I wore my name tag everywhere. I wore it to the grocery store!” she said laughing. “My first listing came from a lady I met in the

waiting room at the dentist’s office.” Her brokerage, Homesmart Advantage Group, named her Rookie of the Year in 2015. Each year since then, she has given herself huge goals to accomplish and she consistently ranks in the top 10 producers.

“I finally found a job that was so me. I took everything I learned from customer service to caregiving and put it into practice. In the process, I met so many amazing and knowledgeable REALTORS® whom I had never had the chance to converse with before. I was so impressed by them! I was amazed when they started to know my name and told me they had heard of me!” she said. “Do you know what that feels like to have these huge names in the industry acknowledge you?”

TWISTS & TURNS

Growing up, Celina’s family encouraged her to graduate from high school and get a decent job. Striving for college degrees and a career was uncommon, but Celina always knew she wanted more for her children.

For Celina and Carlos, their kids are their life. Carlos works as a machinist and has climbed the ranks with the company he has worked with for more than two decades. As Celina’s real estate career took off, more of the industry leaders began to recognize her.

She had just returned from a trip in Italy—a lifelong dream of hers—when only a month later, unimaginable tragedy struck the family. Celina’s oldest son Ben was killed in a car accident.

“Two days after Thanksgiving, my son and his girlfriend were on his motorcycle when a woman ran a red light. My son tried to stop, but the motorcycle lifted so he wrapped himself around his girlfriend, taking the full impact. My world was shattered. My kids are my life. I thought, ‘How do you ever move forward?’”





Ben was 23, had just fallen in love, and was full of life. “I didn’t know if I was going to be able to do real estate after losing Ben, but our Tucson community, family, friends, as well as the real estate community, have been amazing. My clients were, and still are, amazing. Everyone was there for us.”

After a few months, she jumped right back into business. “It was a struggle at times to put on a smile,” she said. “And it’s still a struggle at times. It eats at you because you’d do anything for your kids. My whole life is my kids.” But with her family and community rallied around her, Celina has continued to thrive as an individual agent with Homesmart Advantage Group. “Working in real estate and helping clients keeps me happy, it keeps me smiling.”

FAMILY FIRST, ALWAYS

For Celina and Carlos, spending time with their family camping, going to concerts, comedy shows, and traveling are reminders of their why. They often take camping trips to Canyon Lake, Patagonia, and Parker, Arizona. “We’re always in a big group, there’s usually 20 of us or more,” she said laughing.

Celina dreams big, aims high, and works with integrity no matter what because she knows her family, especially her children, are watching.

“I wanted more. And my husband has always pushed me to want more because he didn’t have a lot growing up either. And we know that our kids are watching everything that we build, and it makes them want even more,” she said. “Watching my children grow up in a different way than I did has been a blessing and my biggest motivation. I love showing my children, my cousins, and everyone that there’s always a way to get what you want and go after your dreams.”



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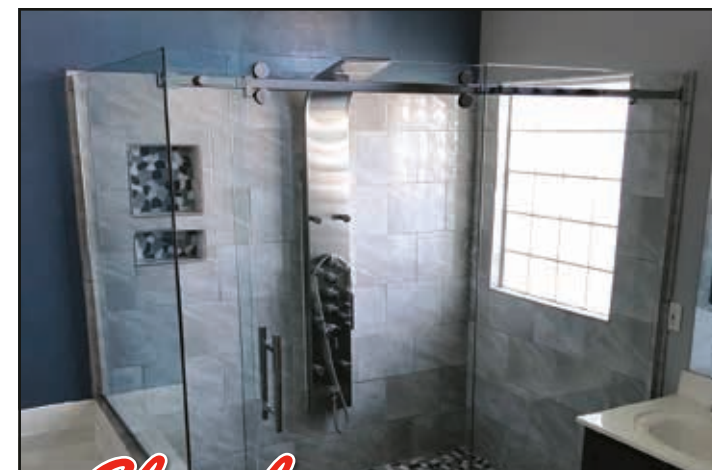
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By Danielle Kidwell
Photography by Casey James

“I am a lover of people,” says Frank Torrez of The Torrez Real Estate Team (powered by Realty One Group Integrity). “Even though I am mostly introverted, I genuinely enjoy meeting others; and I’m grateful for the opportunity to learn from them.”

Frank’s journey into the real estate industry was serendipitous. Having spent 27 years in the healthcare industry, he had already formed valuable relationships and garnered a wealth of experience. However, it was a conversation with a co-worker that sparked his interest in real estate. The co-worker, who was starting classes to become an agent, encouraged Frank to explore this path as well. Intrigued by the licensing requirements and the potential for personal and professional growth, he embarked on a dual career in healthcare and real estate in 2003. “I always believed that as long as we have choices, we can never be ‘stuck’ in any circumstance,” he muses thoughtfully. “My experience in healthcare administration, mediating and negotiating contracts between insurance companies and healthcare providers, directly contributed to my success in real estate.”

For 15 years, Frank dedicated himself to balancing his responsibilities in both industries. It was a challenging feat, as he had to manage his time efficiently and ensure he didn’t neglect his own well-being. “My biggest challenge was allowing myself to be happy in one career,” he says. “I loved both careers, but ultimately I was not taking care of myself. It became an issue when I became very unhealthy.” The stability of continuing to hold a corporate job with its generous salary, benefits, and retirement plan was tempting. However, Frank recognized that he

needed to prioritize his own self-care and make a change. “I went to my mother when I felt I was starting to unravel,” Frank remembers. “She said, ‘Mijo (Son), you need to take a leap of faith.’” He realized that while he tried to encourage others to live healthy lives, he had many medical issues and felt overworked. “I would not have been self-aware enough to realize this if I had not made a lot of good friends along the way,” he explains. “They fed into my individual success, and I had amazing adventures like traveling to DC to become certified in Stephen Covey’s course, ‘Seven Habits of Highly Effective People.’” Frank also learned an important lesson that clinched his decision, and he recalls, “You don’t lose respect by saying ‘no,’ in some ways you gain it.”

When Frank made the difficult decision to leave the healthcare career and pursue real estate full-time in 2017, he turned to Chase Delperdang at Keller Williams for advice on structuring his business. That turned into a four-month-long interview process, as Chase was a

recruiter who saw enormous potential in Frank. He flew to Austin, TX a few times to interview with various management professionals who felt he was a good match for a team lead/CEO role. “I landed a leadership position right out of the gate and I loved every minute of teaching, coaching, and mentoring other agents,” he says. “When I met with Realty One Group Integrity, I was well-prepared to take the next step in my career.” It’s been quite a career—Frank turned 52 this year and coincidentally has a career volume of \$52M and growing, the majority of which he earned while juggling two careers. “I love what I do and here’s the proof,” he says. “I feel great and don’t want to measure in numbers anymore, I want to be measured by how I feel.”

“Real estate has been a very natural and organic fit for my goals of helping others and placing more emphasis on taking care of myself,” Frank says. “The byproduct of being in an industry of service to others has been the awesome relationships I’ve established with the countless clients I’ve met, along



“

I would love to foster a child one day, Frank says. My family is so important to me and I want to share the experience of a strong family with someone who needs their love.



with other professionals in this industry.” He continues that the ability to leverage more time to create new habits for focusing on his overall well-being is equally important, saying, “I love to hike the Starrpass Trailheads, follow a daily weight-lifting program in the gym, play golf at least twice per month, and spend time doing anything that involves off-roading and other outdoor activities.” He also enjoys attending concerts with friends and family, who are the center of his world.

“My family members are my greatest treasure,” Frank says. “My grandparents have been married for 73 years and my parents for 53 years.” He is grateful for his brother and sister, and their spouses and children, as well as all of his aunts, uncles, and cousins with whom he shares a tight bond. “I have also been blessed with 13 Godchildren who call me Nino, as well as great friends who I consider family,” he smiles. “We get together regularly for grilling, music, dancing, and laughing—with a family as large as mine there is always a reason to celebrate.” Frank is adamant about making time for his family, and even while working two full-time jobs he still showed up to birthday parties, graduation parties, and other important events. He hopes to eventually share those events with foster children, a demographic near and dear to his heart.

“I would love to foster a child one day,” Frank says. “My family is so important to me and I want to share the experience of a strong family with someone who needs their love.” He volunteers with Grace Retreat Foster and Adoption, the Special Olympics, and several local sports teams. He’s also busy nurturing his own team, teaching Dustin Galvez all aspects of the real estate transaction, and encouraging Dustin’s girlfriend, Jatoya, as she pursues her own real estate license with the goal of becoming the team’s transaction coordinator.

While Frank is undoubtedly accomplished in his professional life, there are aspects of his character that go beyond what can be found in a bio or an online search. With around 90% of his body covered in tattoos, Torrez showcases his self-expression through this unique art form. It serves as a reminder to be true to oneself and to embrace personal uniqueness. When asked to share a “Golden Nugget” of wisdom, he offers a profound piece of advice: “Be good. Be good to YOURSELF. Be patient. Be patient with YOURSELF. Be happy. Be happy with YOURSELF!” These words reflect Frank’s commitment to self-care and personal growth, reminding us all of the importance of finding joy and contentment within ourselves.





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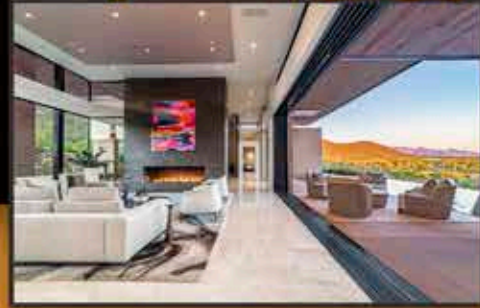
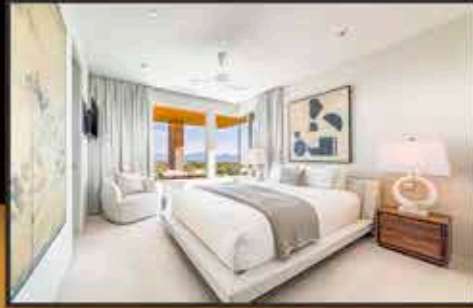
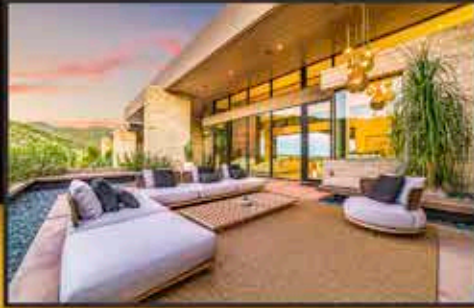
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PAM TREECE

UNWAVERING FOCUS

By Kylea Bitoka
Photography by Jacquelynn Buck



Pam Treece spent 30 minutes carefully wrestling on a dry suit in preparation for her scuba dive. “I was preparing for a trip to Rarotonga in the Cook Islands and needed a scuba certification.” Pam was living in Alaska, but that wasn’t about to stop her from getting certified. “The only place available was in the deep water harbor in Whittier. It was March. There was 12 feet of snow and freezing temperatures.” A well-fitted dry suit was essential, as well as grit and focus. “Once we donned our dry suits, we made several dives over two days. Aside from a very cold face, it was an incredible experience I will never forget!”

Pam has had her share of adventures as she lived around the world. “I grew up in an Air Force family. I spent my childhood in various places, including California, Okinawa, Japan, New Jersey, and Alaska.” Pam shares another cool experience from her time in Alaska, “While I worked for the Bureau of Land Management, I traveled to the North Slope near Prudhoe Bay to research the effects of the caribou migration. In 50 degrees below zero and dark skies, I witnessed the northern lights (aurora borealis). It was truly spectacular!”

Through her many experiences, Pam discovered her adventurous spirit, competitive nature, and unwavering focus. Pam’s competitive nature shined through in her youth as she played softball. “I played softball for 15 years. I learned the importance of focus, teamwork, and listening. It taught me discipline.” Later in life, Pam had another opportunity to let her athleticism and undeterred focus shine when she learned to golf. One of her goals was to become club champion which she did for the Oro Valley Country Club in 2008, 2010, and 2014. The lessons from sports stuck with Pam. She fondly remembers her coach’s advice, “Before a competition, he would say, ‘You’ve worked hard, now go enjoy the experience.’ It’s an approach that Pam takes with life: working hard so that she can enjoy the experience.



In life and in sports, lessons are learned from the wins and the losses. Through the challenges, Pam’s perspective was shaped and resilience was developed. “My mom passed away when I was 15 years old. She showed me that even the littlest things can make a difference.” Pam reflects on her memories with her mom, “I remember how she always made a big deal of our birthdays. I cherish those moments we had together.” Loss at a young age taught Pam how valuable time is. It was a lesson that she continued to learn from her father. “My dad had to raise four kids by himself. He was involved in our activities; he was always there cheering us on.” Pam learned to stay focused on what matters, even in difficult times. Grief would continue to be part of her journey. “I lost my youngest daughter when she was just a little girl.” Pam pauses and continues, “I’ve learned to appreciate the time I’ve been given. I cherish life because I cherish people. It is so important to be present and in the moment. We all have the opportunity to touch lives in different ways.” As Pam and her



“
PAM'S GOLDEN NUGGET OF WISDOM:
Be thankful to God for the life you have been given, and for the gift of each new day in which to live it.
”

oldest daughter, Bailey, navigated grief, they found hope in their faith and the strength to carry on.

These experiences and life lessons would work together to create her success as a Tucson REALTOR®, but first, she had to get from Alaska to Arizona, and from construction to real estate.

While working in Alaska, Pam met Bob Treece. “I was working for the Department of Transportation, and he was a contractor on one of the highway repaving projects I was overseeing. We became friends, and then, well, the rest is history” Pam and Bailey moved to Washington State where Bob lived. “After 25 years in Alaska and a decade in Washington, my life took an unexpected turn. During a Thanksgiving trip to Tucson to visit friends, Bob and I fell in love with the city. We decided to make it our home.” The move to Tucson opened up new possibilities. “Bob and I had a construction company for 16 years. In 2001, we closed the company to move to Tucson.” Pam took a leap of faith and enrolled in real estate courses. Three weeks later, she was a licensed REALTOR® and ready to start a new adventure in the Old Pueblo. “My diverse life experiences and my passion for helping others have made me a valuable asset in the real estate industry.”

Like any venture Pam starts, she focused on



Carson on the practice range

being the best she could be. “I attended networking events, joined local associations, and reached out to other professionals. By building relationships, I established a strong foundation and reputation in the industry.” Pam enrolled in classes to earn her GRI and CRS designations. She also entered the Buffini coaching program. At her Long Realty office, one of her mentors gave her this advice, “She told me that when she is with someone, she plants her feet. It was her way of saying be present with the person you are with.” This advice resonated with Pam, who deeply understood the importance of making the most of every moment. “I make it my top priority to ensure that every client I work with feels heard, supported, and empowered throughout their real estate journey.”

Outside of real estate, Pam is focused on family. “My daughter Bailey married Chris Francis, and they have a son Carson. He is the cutest grandson ever and a joy in my life.” Carson enjoys all sports, but Pam and Carson have especially bonded over golf. “We are getting ready for him to compete in a USGA-sponsored National Drive, Chip, and Putt Competition. If he makes the three qualifiers, he can go to the Masters next year!”

Pam is grateful for her team that makes it all possible. As life changed and her priorities shifted, Pam developed a team to achieve a better work-life

balance. “With the help of my dedicated team, I continue to be able to achieve my goals in real estate while having more time to spend with my family and travel.” Pam shares, “With over 65 years of combined experience, the Treece Team is a team of exceptional agents who share my vision for providing unparalleled customer service. Mary Aguilar has a broker’s license and serves as the Client Success Coordinator. Jackie Woods is our Marketing Coordinator. My daughter, Bailey, is a mortgage consultant and partners with us. With her expertise, we get even the toughest loans approved.”

In addition to industry expertise, Pam brings a personal touch to every transaction. She keeps in contact with her clients and enjoys finding ways to show her appreciation. “For the past 16 years, I have treated my past and present clients to a night at the Gaslight Theater. This year, we will be attending a musical parody of Harry Potter called ‘Henry Porter.’ It promises to be a fun-filled night of laughter and entertainment that we will all cherish and remember for years to come.”

For Pam, that’s at the heart of all she does. She focuses on creating positive moments that will become cherished memories with her family, friends, and clients. “I strive to live each day with purpose, integrity, and passion, and I hope that is reflected in how I am remembered.”



Always ready for an adventure, Pam takes to the sky!



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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	150.5	48,021,658	319,081
2	Lisa M Bayless (22524) of Long Realty Company (16717)	74.0	40,936,408	553,195
3	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	16.5	37,551,584	2,275,854
4	Kaukaha S Watanabe (22275) of eXp Realty (495203)	115.0	35,326,971	307,191
5	Marsee Wilhems (16298) of eXp Realty (495201)	94.5	30,087,995	318,391
6	Kyle Mokhtarian (17381) of KMS Realty (51920)	79.5	25,408,400	319,603
7	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	45.0	23,061,484	512,477
8	Don Vallee (13267) of Long Realty Company (52896)	36.0	22,216,531	617,126
9	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	57.5	21,940,178	381,568
10	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	64.5	21,201,396	328,704
11	Sandra M Northcutt (18950) of Long Realty Company (16727)	37.0	21,086,000	569,892
12	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	46.0	19,733,300	428,985
13	Russell P Long (1193) of Long Realty Company (52896)	16.0	19,167,000	1,197,938
14	Peter Deluca (9105) of Long Realty Company (52896)	28.0	18,319,899	654,282
15	Danny A Roth (6204) of OMNI Homes International (5791)	42.0	16,807,799	400,186
16	Joshua Waggoner (14045) of Long Realty Company (16706)	15.0	16,294,800	1,086,320
17	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	45.0	15,037,560	334,168
18	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	43.5	14,842,150	341,199
19	Laurie Hassey (11711) of Long Realty Company (16731)	29.5	14,623,572	495,714
20	Maria R Anemone (5134) of Long Realty Company (16727)	12.0	14,538,388	1,211,532
21	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	12.0	14,281,619	1,190,135
22	Brenda O'Brien (11918) of Long Realty Company (16717)	21.5	14,213,545	661,095
23	Nara Brown (13112) of Long Realty Company (16717)	27.0	13,874,557	513,873
24	Denice Osbourne (10387) of Long Realty Company (52896)	19.0	13,607,525	716,186
25	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	38.0	13,473,958	354,578
26	Suzanne Corona (11830) of Long Realty Company (16717)	13.0	12,963,000	997,154
27	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	27.0	12,825,447	475,017
28	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	42.5	12,564,162	295,627
29	Jose Campillo (32992) of Tierra Antigua Realty (2866)	45.5	12,558,799	276,018
30	Gary B Roberts (6358) of Long Realty Company (16733)	27.0	12,381,550	458,576
31	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	28.0	12,357,500	441,339
32	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	23.0	12,192,753	530,120
33	Barbara C Bardach (17751) of Long Realty Company (16717)	10.0	12,180,037	1,218,004

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
34	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	18.0	12,021,000	667,833
35	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	12.5	11,936,000	954,880
36	Patty Howard (5346) of Long Realty Company (16706)	13.5	11,856,380	878,250
37	Albert M Kingsbury (15389) of Richmond American Homes of AZ (186501)	28.0	11,702,442	417,944
38	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	9.5	11,564,550	1,217,321
39	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	28.0	11,279,244	402,830
40	Tom Ebenhack (26304) of Long Realty Company (16706)	28.0	11,206,205	400,222
41	Leslie Heros (17827) of Long Realty Company (16706)	13.5	10,985,185	813,717
42	Jameson Gray (14214) of Gray St. Onge (52154)	9.0	10,974,325	1,219,369
43	McKenna St. Onge (31758) of Gray St. Onge (52154)	9.0	10,974,325	1,219,369
44	Matthew F James (20088) of Long Realty Company (16706)	13.5	10,942,369	810,546
45	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	15.0	10,840,900	722,727
46	Helen W F Graham (55628) of Long Realty Company (16728)	17.0	10,681,000	628,294
47	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	10.5	10,635,982	1,012,951
48	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	23.5	10,560,050	449,364
49	Christina Esala (27596) of Tierra Antigua Realty (286607)	35.5	10,490,800	295,515
50	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	32.0	10,354,200	323,569
51	Louis Parrish (6411) of United Real Estate Specialists (5947)	12.0	10,233,268	852,772
52	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	12.0	10,208,837	850,736
53	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	18.5	10,164,462	549,430
54	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	13.0	10,110,446	777,727
55	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	32.0	9,964,125	311,379
56	Rob Lamb (1572) of Long Realty Company (16725)	10.5	9,871,783	940,170
57	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	13.0	9,844,000	757,231
58	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices -356307	15.0	9,597,150	639,810
59	Tori Marshall (35657) of Coldwell Banker Realty (70207)	20.0	9,457,471	472,874
60	Kimberly Mihalka (38675) of eXp Realty (4952)	16.5	9,377,280	568,320
61	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	25.0	9,315,500	372,620
62	James L Arnold (142000775) of Tierra Antigua Realty (286614)	12.0	9,245,625	770,469
63	Tyler Lopez (29866) of Long Realty Company (16719)	27.5	9,236,850	335,885
64	Michele O'Brien (14021) of Long Realty Company (16717)	17.0	9,094,250	534,956
65	Heather Shallenberger (10179) of Long Realty Company (16717)	18.5	9,089,100	491,303
66	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	19.5	9,025,577	462,850

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
67	Paula J MacRae (11157) of OMNI Homes International (5791)	16.0	8,953,972	559,623
68	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	11.0	8,912,500	810,227
69	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	22.0	8,895,472	404,340
70	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933)	14.0	8,666,500	619,036
71	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	28.0	8,649,020	308,894
72	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	15.0	8,592,890	572,859
73	John E Billings (17459) of Long Realty Company (16717)	18.5	8,556,400	462,508
74	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	23.0	8,486,000	368,957
75	Tom Peckham (7785) of Long Realty Company (16706)	13.0	8,386,965	645,151
76	Brittany Palma (32760) of 1st Heritage Realty (133)	20.0	8,299,550	414,978
77	Lori C Mares (19448) of Long Realty Company (16719)	22.5	8,258,166	367,030
78	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446) and 1 prior office	17.5	8,196,703	468,383
79	Sofia Gil (1420209) of Realty Executives AZ Territory (498303) and 1 prior office	26.5	7,932,040	299,322
80	Anthony D Schaefer (31073) of Long Realty Company (52896)	14.5	7,898,400	544,717
81	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	33.0	7,714,990	233,788
82	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	13.5	7,681,954	569,034
83	Paula Williams (10840) of Long Realty Company (16706)	12.0	7,661,267	638,439

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► publisher's note

WHY? WHY? WHY?

HAVE YOU EVER WONDERED WHY?

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

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

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

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

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

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

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

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

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

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

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

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

-  like us on Facebook
-  follow us on Instagram



Cheers to July,
Delilah
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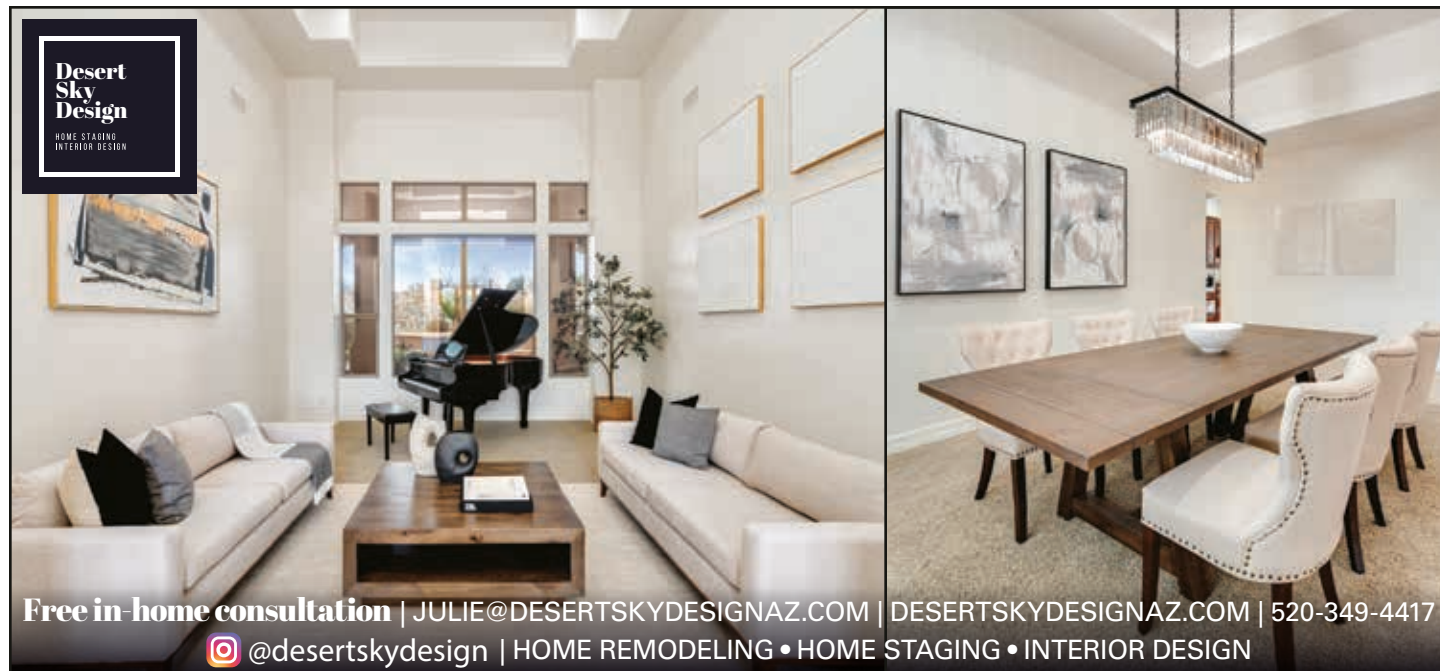
TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
84	Kristina Scott (37825) of Realty One Group Integrity (51535)	17.0	7,500,500	441,206
85	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	20.0	7,492,050	374,602
86	Kate Wright (35438) of Long Realty Company (16706)	11.0	7,293,829	663,075
87	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	14.0	7,221,620	515,830
88	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	17.0	7,123,522	419,031
89	Lizel Wieser (15306) of Realty Executives Arizona Terr (498306)	11.0	7,014,800	637,709
90	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	18.0	7,009,300	389,406
91	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	20.0	6,999,750	349,988
92	Sue Brooks (25916) of Long Realty Company (16706)	13.0	6,960,800	535,446
93	Matt G Bergstrom (25358) of RE/MAX Excalibur (453501)	10.0	6,958,000	695,800
94	Eddie Holmes (10977) of KB HOME Sales-Tucson Inc. (2434)	19.0	6,934,040	364,949
95	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	12.5	6,876,962	550,157
96	Roger D Daggett (53481) of United Real Estate Specialists (5947)	19.0	6,861,000	361,105
97	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	22.5	6,735,190	299,342
98	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	15.5	6,672,000	430,452
99	Calvin Case (13173) of OMNI Homes International (5791)	21.0	6,614,830	314,992
100	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	8.5	6,598,342	776,276

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Rank	Name	Sides	Volume	Average
101	Aric M Mokhtarian (19336) of KMS Realty (51920)	20.0	6,479,000	323,950
102	Jared Andrew English (35632) of Congress Realty (3096)	18.0	6,451,700	358,428
103	Pam Ruggeroli (13471) of Long Realty Company (16719)	18.0	6,405,487	355,860
104	Phil Le Peau (39491) of OMNI Homes International (5791)	13.0	6,386,000	491,231
105	Dottie May (25551) of Long Realty Company (16728)	10.5	6,376,950	607,329
106	Margaret E. Nicholson (27112) of Long Realty Company (16728)	10.5	6,376,950	607,329
107	Daniel C Sotelo (35661) of Long Realty Company (16706)	9.0	6,314,000	701,556
108	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	6.5	6,289,022	967,542
109	Sue West (13153) of Coldwell Banker Realty (70202)	11.0	6,260,760	569,160
110	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	14.0	6,222,000	444,429
111	Madeline E Friedman (1735) of Long Realty Company (16719)	9.0	6,128,070	680,897
112	Erica Hoffman (15629) of eXp Realty (52964)	17.5	6,103,180	348,753
113	Sarah Ley (11041) of Tierra Antigua Realty (2866)	10.0	6,083,500	608,350
114	Leslie B Brown (35667) of Oracle Land & Homes (875)	9.5	6,008,800	632,505
115	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	18.0	5,960,799	331,156
116	Jeffrey M Ell (19955) of eXp Realty (495211)	13.0	5,894,320	453,409
117	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	15.0	5,892,767	392,851
118	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices -356307	7.0	5,885,000	840,714
119	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	20.0	5,846,300	292,315
120	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	15.5	5,820,235	375,499
121	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	14.5	5,804,000	400,276
122	Jay Lotoski (27768) of Long Realty Company (16717)	10.5	5,790,287	551,456
123	Hilary Backlund (20597) of Long Realty Company (16717)	10.5	5,790,287	551,456
124	Mallorey R. Pearson (11917) of DRH Properties Inc. (2520)	13.5	5,764,788	427,021
125	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	14.5	5,714,744	394,120
126	Vincent R Yackanin (2249) of Long Realty Company (52896)	11.0	5,712,365	519,306
127	Mary Vierthaler (12199) of Long Realty Company (52896)	9.0	5,706,172	634,019
128	Jim Storey (27624) of Long Realty Company (16706)	6.5	5,669,000	872,154
129	Hollis H Angus (58314) of Redfin (477801)	15.0	5,620,882	374,725
130	Lonnie Williams (61428) of Redfin (477801)	14.0	5,616,500	401,179
131	Lisa Korpi (16056) of Long Realty Company (16727)	12.5	5,615,000	449,200
132	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	12.5	5,496,400	439,712
133	Denisea Kiewel (27571) of Tierra Antigua Realty (286601)	10.5	5,461,020	520,097



TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
134	Layne Lundeen (31434) of Long Realty Company (16731)	10.0	5,406,237	540,624
135	Dina N Benita (7849) of Long Realty Company (52896)	7.0	5,403,180	771,883
136	Glenn Michael Nowacki (35737) of Realty Executives Arizona Terr (498306)	15.0	5,395,700	359,713
137	Jon Mandel (33200) of Long Realty Company (16706)	5.5	5,392,500	980,455
138	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	12.5	5,360,795	428,864
139	David K Guthrie (19180) of Long Realty Company (16706)	12.0	5,334,222	444,518
140	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	10.0	5,334,000	533,400
141	Cindie Wolfe (14784) of Long Realty Company (16717)	13.0	5,329,594	409,969
142	Dianne Grobstein (29050) of Realty Executives Arizona Territory (4983)	5.0	5,324,000	1,064,800
143	Jessica Bonn (37158) of Long Realty Company (52896)	5.0	5,311,777	1,062,355
144	Aaron Dominguez (37936) of KMS Realty (51920)	21.0	5,310,400	252,876
145	Constance Huff (17706) of Long Realty Company (16717)	9.0	5,276,605	586,289
146	Joan M Baumann (30098) of DRH Properties Inc. (2520)	14.5	5,275,404	363,821
147	Susan Denis (14572) of Tierra Antigua Realty (2866)	15.0	5,251,200	350,080
148	Tammy Eggerman (58541) of eXp Realty (495204)	14.0	5,245,890	374,706
149	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	6.5	5,238,801	805,969
150	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	10.5	5,218,839	497,032

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