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Note: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication. If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.

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To find out how we helped turn to page 31 and see our conclusion to the story.





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Danielle Bower
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Joey Ambrose
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Danielle Kidwell
Writer



Breanna Smith
Writer



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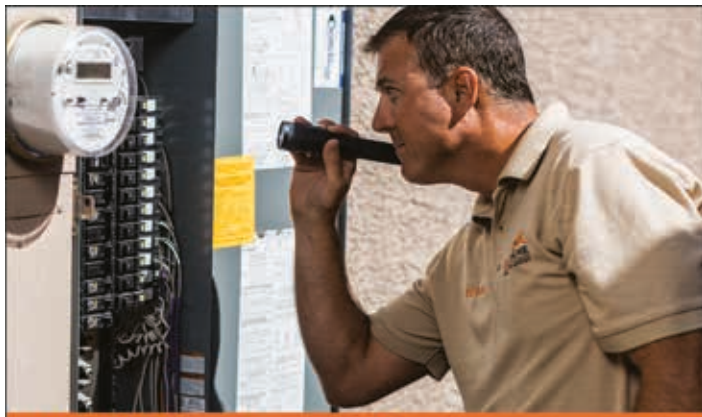
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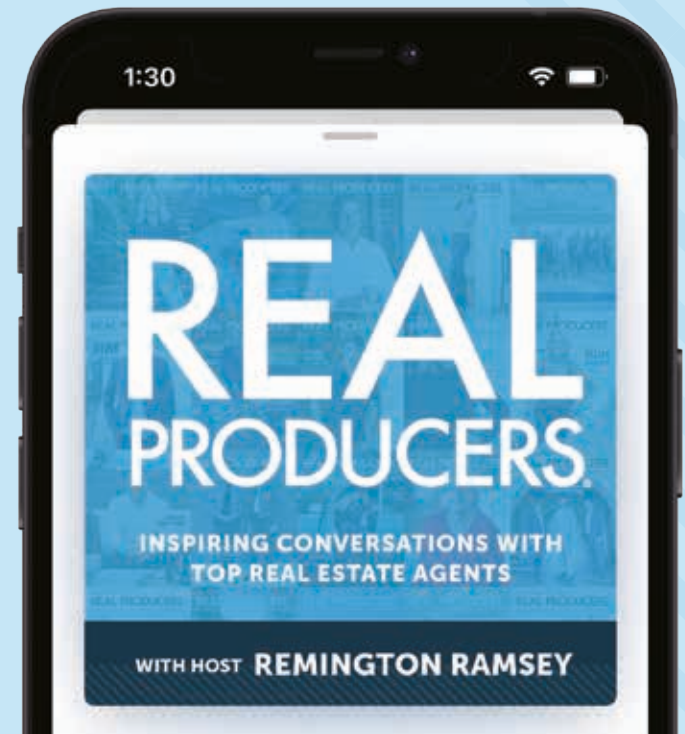


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I KNOW A GUY... JOSE MIRANDA

▶ rising star!

Photography By **Joey Ambrose**
By **Danielle Kidwell**

“My family never owned a home when I was growing up,” says Jose Miranda of Engel & Volkers Gilbert. “I wondered why my friends had houses and we didn’t.” Jose now knows that the process appeared too daunting for his family to take the leap. From his own experience, he has made it his mission to help people who might not understand that they can achieve the dream of home ownership. “It’s not that difficult, but I understand that to some, it looks like a journey they cannot take,” he explains. “I enjoy watching people get into their homes and how that changes their lives.”

Jose always knew he wanted to get into real estate. “I got into this industry to help and educate people. I want them to know that it is possible to own a home,” he says. “Owning a home gives people a sense of pride and accomplishment, and my goal has always been to make a difference in people’s lives.” One way Jose strives to make a difference is by working with young adults. “I want them to see a way to get ahead, instead of just trying to keep up with a nine-to-five job,” he says. “I teach a class where I talk about providing young adults with the opportunity to buy their first home with help from their parents and grandparents,” Jose emphasizes the importance of giving this age demographic the tools to truly see their potential. Educating them to tap into the resources available is the first step. All it takes is creativity, knowledge, and the right person to guide them through the process.

“My childhood outlet was soccer,” he recalls. “It helped me get to where I am today.” In fact, while Jose was attending Sunnyside High School, he was drafted to play professional indoor soccer and was Rookie of the Year for the entire league. His childhood coach was a big influence in his life—he watched Jose play and encouraged him to use his soccer skills to advance to college. “I didn’t know much about college, but was recruited after playing in a tournament by the Head Coach of Yavapai College,” he says. “It opened the doors to a whole new world of opportunity.” Jose’s team won the National Championship his first year, and then after two years transferred to the University of Illinois Springfield, where he won another National Championship. “Thanks to a great college experience, it helped me see the world through different eyes,” he says. “I learned to network, and talk to people nationally and



internationally.” He continues, “I knew once my soccer playing days were over, I had to give back to the community through coaching.” Jose has coached at all levels of soccer for the past 25 years, from youth to professionals. He has met many people from all walks of life through soccer and believes he’s been given the opportunity to



Kamarie, Jose, Joseph, Kayla, Amaya holding Indy, and Mia



introduce and educate people to break the cycle of housing instability. He takes that responsibility seriously, but he expands that concept to include finding fulfilling meaningful work through real estate and real estate investing.

“My father came to the United States at 16 years old and worked laying bricks in the hot sun. He always supported me,” Jose remembers. “He worked long days and even holidays, while my mom made soccer uniforms as a seamstress.” He reflects on how they worked hard to get ahead and keep him and his siblings involved in soccer, “They didn’t know any other way, but now we see opportunities to work differently.” He is thankful that real estate has allowed him to invest and build a career, giving him the tools to work toward his financial and family goals. “My investments will give my family a more stable future,” he says. “It has also given me the knowledge to teach my children how to invest in real estate for their own futures.”

Jose and his wife, Kamarie, have been married for 23 years and have four children, Kayla (20), Joseph (18), Amaya (16), and Mia (15). “My kids naturally love the beautiful game of soccer,” Jose laughs. “It was an exciting time this year when we watched the World Cup and cheered as a family, especially when our favorite team took the trophy!” Jose emphasizes



family also loves going to Disneyland, the beach, and concerts, with their favorites including Toby Mac, Taylor Swift, Hillsong United, and Garth Brooks. Jose and his family also acknowledge that their faith is what is most important in their lives and they are thankful for that.

“
MY CHILDHOOD
OUTLET WAS
SOCCER. IT
HELPED ME
GET TO WHERE
I AM TODAY.
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that his tight-knit family supports one another. Whether on the sidelines watching a soccer ball hit the back of the net, seeing them move on the soccer field with confidence, viewing their latest video creations, or supporting their cheerleader on Friday nights, they are always each other’s biggest fans. “I enjoy attending my kids’ activities from games to dance showcases to cheerleading events,” Jose says fondly. “The greatest gift is watching kids become responsible adults via the lessons they learn through sports.” The

While Jose is busy building his career, he does his part to give back to the community by promoting and supporting More Than a Bed and Hands of Hope. The first organization collects goods and household items for foster families in an open warehouse shopping experience that includes clothing, furniture, appliances, and toys for children. Hands of Hope helps local families with resources for unexpected pregnancies, providing counseling, health education, and support. Jose is a helper, and he wants to be remembered that way.

“I love what I do and I hope that shows when I work with my clients. I want people to know I did absolutely everything to help them through the entire process of buying a property,” he says. “I want them to remember I was creative and professional, and that I left no stone unturned. When someone is looking to purchase a property, I want people to say...I know a guy...Jose Miranda.”



▶ partner spotlight
 Photography by Casey James
 By Donna Reed | REALTOR Keller
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SIMON HAZEL CELLARS

JOSEPH TAYLOR & BRYAN DURKIN

“Hey Joe, I’m Bryan, it’s nice to meet you. I’d love to spend more time with you, but I’m leaving town for the summer and driving to the Artic Circle.” “That’s cool, Bryan, I’m planning on being in Seattle! Want a co-pilot?” “I’d love to go with you!”

I am not 100% sure these are the words that were spoken, however, I do know that a conversation ensued just after they began dating which

led Joseph Taylor and Bryan Durkin to begin a journey that would change both of their lives.

These two Tucson natives had met eight years prior at a dinner party and had just reunited when they began talking about summer plans. Together, they began the great 18,000-mile journey up the California coast and to Alaska. They each laughed as they talked about how you really get

to know someone when you are suddenly in a car or hotel room together 24/7. And, in Joe’s words, “You really learn a lot about a person by how they treat wait staff at restaurants and bellmen at hotels.”

As they ventured north on their drive, one of their first stops was in Napa Valley. Because... of course! If you love wine, you’re a wine collector, and you’re traveling through

California, it would be silly not to stop. As they were at the top of Pritchard Hill, sipping some Chappellet wines, Joe decided it could be a good idea to open a retail wine store here in Tucson. Nothing quite like it existed here in Tucson, and they loved the look, the feel, and the ambiance of the little stores in Napa. (As I put my own spin on this story, I imagine Bryan rolling his eyes with a “What are you thinking?” look on his face! “Are you crazy?”)

Neither had a background in retail, but both had experience in business, a love of people, and knowledge about wine. Joe’s professional background was in healthcare IT and he was studying neuroscience at the University of Arizona. Bryan, a seasoned luxury agent at Russ Lyon Sotheby’s, had never had a job outside of real estate. “When Joe sets his mind to something, he usually gets

what he wants,” jokes Bryan. So, open a wine store, they did!

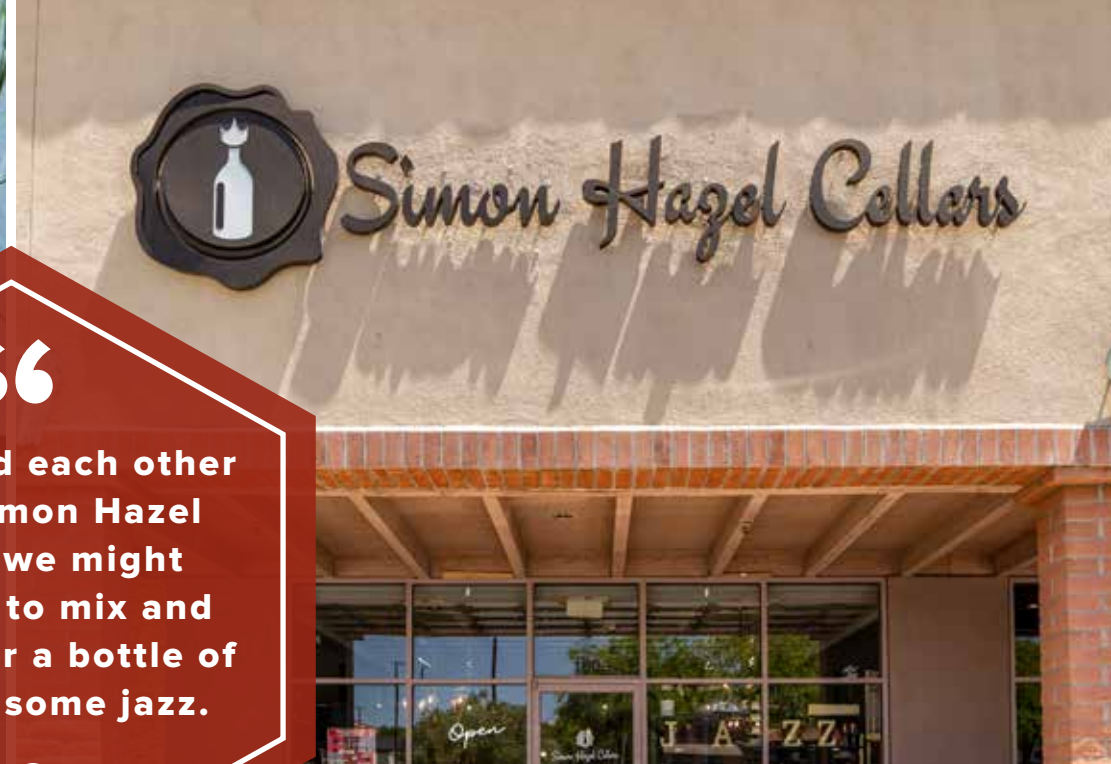
As most people know, in any relationship, either business or personal, it is good to have someone with a skill set that is different than your own. Bryan said he was the “silent but opinionated business partner,” and Joe is the “creative genius behind the whole idea and the head honcho at the store.”

So, the project began. They chose to open their store in the Foothills, feeling that what they wanted to do lent itself best to that specific area—Kolb and Sunrise. They live less than a mile from the store, so logistically it also made sense for them. Originally, they had inquired about being next to Basha’s on the Southwest corner of Kolb and Sunrise, but as luck would have it, that lease was denied due to a non-compete clause with

Basha’s and they wound up across the street on the southeast side near Commoner & Company. A lucky break, because they wound up having a great space to renovate and a bit of a natural ‘feed’ of customers who might be leaving Commoner and want a bottle to take home.

After three months of renovating what had been a dry cleaners, Simon Hazel Cellars was ready to open. Joe and Bryan did the majority of the renovation themselves, “which is why it took so long and went so far over budget,” laughs Bryan.

Why Simon Hazel you ask? Great question! Simon and Hazel are the names of their dogs, both rescues from PAC. These men are both big supporters of dog rescue programs, and when you are in the store it is quite clear they love their pets. (In addition to caring for their dogs,



“
**We all need each other
 and at Simon Hazel
 Cellars, we might
 just want to mix and
 mingle over a bottle of
 wine and some jazz.**
 ”



Joe and Bryan also do a fundraiser annually to support The Cholangiocarcinoma Foundation cancer research, another cause near and dear to them after losing Joe’s mom to cancer in 2020.)

YAY! Grand opening day is set for a perfect Tucson spring day in May 2022. Hundreds of invitations are out, friends and family are invited, decorations are going in, and... wait for it... Joe wakes up that morning sick as a dog with COVID-19. He just knows it. He takes a test and it comes back positive so he makes his way to the store and knocks on the glass from the outside with a universal sign to

those inside, “Nope, this isn’t happening today.” Sigh.

A month later, construction was finally done, and the store was “show ready.” In June of 2022, they opened the doors and, of course, as I write this, they are planning their one-year anniversary celebration.

Now, if you haven’t been to their store yet, you can expect to find a selection of wines from around the world. Joe and Bryan are most attracted to smaller low- production vineyards, hard-to-find, collectible wines, and have choices to fit any budget. You can expect to pay about \$20 for one

of the lowest-priced bottles and up to \$1,000+ for one of their finest bottles on the back wall. They have indicated that they love what they are doing and are learning a lot from their customers—the collectors who buy wine not to drink, just to have. One of Bryan’s past clients, and a legend in the wine business, has become a bit of a mentor for them, and so every day is a new learning experience for the duo.

This is not a place to go if you want a single glass of wine during Happy Hour! This is where you go for tastings with friends, intimate gatherings, and private events. REALTORS® reading this, I think some great closing gifts

can also be found here for your discerning buyers and sellers.

Since the original opening, a room has been added to the back of the store—the tasting room. Customers can purchase tastings of different values depending on the wines they choose. Along with the wines, they offer individual charcuterie boards. Tastings start at \$60!

I asked Joe how he ‘knows’ what to sell. He seems to just have a sense of what people like. He enjoys the hunt of both procuring wines for the store and pleasing customers.

Connoisseurs, Collectors, and Lovers of Wine. That’s their crowd.

Best kept secret that I will NOT keep a secret. Wine and Jazz every other Friday from 6 pm to 8 pm. \$10!! With 10 wines to choose from you get 6 tickets to try 6 of the 10 wines. And, if you buy a bottle, you get the \$10 back! What a deal!

Bryan and Joe are finding their niche. They are learning what works and what doesn’t. They are working hard to support other local businesses, so the artwork, jewelry, etc. that are in the store all come from

local businesses. Someone who knew someone who knew someone. “Support Local, Drink Better Wine, Have Fun and Call an Uber.” Cheers!

That’s sorta what Tucson is all about, isn’t it? Who do you know? Who do they know? How can we work together? Let’s be real. We all need each other and at Simon Hazel Cellars, we might just want to mix and mingle over a bottle of wine and some jazz.



» welcome mat

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Desert Window Wear was started in 1987 by my mom, Beryl. My family has been in the window covering business since the early 1980s in various capacities. After leaving my corporate sales job, I joined her in 2003. She retired in 2009, and I took over the business. Our goal is to help homeowners in Southern Arizona complete their home's look with the perfect window treatments for their style, functional needs, and budget. We are true experts in the window covering industry and pride ourselves on our expertise in design and installation.



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We're a community-focused pest control company that has served homeowners and businesses in and near Tucson, AZ, since 2008. Our founder has a 40-year background in this industry, establishing unrivaled expertise and a strong foundation for our company. As a family-owned business, our goal is to provide you with efficient and effective solutions to help you take care of any pest problems. Whether it's ants in the kitchen, mice in the attic, or spiders in the bathroom, Rigo Pest Prevention can take care of the problem. When you work with Rigo Pest Prevention, you can rest assured that your home, business, or community will be protected from pests and rodents.



AZ ROOTS - NIKKI FUJIWARA AND CÉLIDA SNEVA

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By Breanna Smith
Photography by Jacquelynn Buck

Jean Miller

HOME AT LAST

“It’s been fun to finally have a hometown. I’d never had a hometown before!” After spending much of her life traveling the world and living in big cities, Jean Miller decided that Patagonia, a rural town of fewer than 1,000 residents, would be her hometown. She and her late husband bought land in the area to make her lifelong dream of owning a pony a reality, but since then, she has gotten so much more than a pony from Patagonia—she has found her place.

Finding Patagonia

Jean grew up traveling the world as “an Air Force brat” with her parents and five siblings, living in Japan, Washington, D.C., Ohio, the Philippines, California, Texas, and Arizona before heading to college in Claremont, California.

Jean and her identical twin sister were obsessed with horses as kids. As a voracious reader, she read every horse book she could find. “And I liked to draw, so I drew horse pictures. We were those kids that just loved horses, and I never grew out of it,” she says. “There was always a connection there.”

During her career as a corporate executive, she held on to her dream of owning horses. Her schedule of working and traveling, along with

living in big cities like Los Angeles, meant owning horses simply was not feasible. After 35 years, she took early retirement from May Department Stores as the Senior Vice President, Director of Stores for Foley’s department stores in Texas, Colorado, New Mexico, and Louisiana.

At last, Jean and her husband settled in Patagonia in 2006. “At 58, I decided I would get my pony,” she laughs. Before purchasing the land, they had spent years traveling from their home in Los Angeles to the Circle Z Dude Ranch, leaving each time thinking ‘one day.’

“It’s a fun little town. It’s very quaint—I can show you.” Jean points to the pink doors of the Long Realty Patagonia Branch office, then the rest of the buildings in the town—a coffee shop, the furniture thrift store where she volunteers, and a mural of rainbow angel wings painted on the side of the building—a popular tourist spot in town.

“My little office is right next to the local watering hole, a coffee shop called the Gathering Grounds. My door is always open, so people will stop in and chat. I check on them, they check on me.”

Just down the street is the local post office, where she walks daily for mail, as there is no mail delivery in the town. “There are not even a thousand people here, and we get a lot of tourists, but the laid-back tourists,” she explains. Patagonia is internationally renowned for bird watching, with over 200 species of rare and exotic birds that migrate from Mexico. “Everyone is here for nature.”

Timing is Everything

Jean earned her real estate license in Arizona in 2007, and though it was not her first time working in real estate or carrying a license, the timing made all the difference.

As a young adult, her mom and stepdad owned a real estate brokerage in California.

“I was working and raising my daughter at the time, but I got involved and helped with the brokerage. I almost stayed and took over their business, but I kept my day job, which was a good thing,” Jean says. “I still heard all the stories around the kitchen table about clients and things they were doing, and I learned from my mother quite a bit about the psychology of it and how to deal with people and relationships in real estate.”

In 2008, amid the global financial crisis, Jean bought the Long Realty Sonoita/Patagonia franchise office. “Perfect

“

THERE IS A CHALLENGE EVERY DAY, I JUST WAKE UP AND MEET IT.” SHE OFTEN REFLECTS ON HER FAVORITE CHINESE PROVERB, “A JOURNEY OF A THOUSAND MILES BEGINS WITH A SINGLE STEP.

”

timing,” she says. “When I entered the business, it seemed like a horrible time. In 2007, I got my license here, and in 2008, I bought the franchise. In many ways, it was the best time, because I learned from the ground up,” she says. In 2010, she added the Patagonia office.

While working to build her Long Realty franchises in 2009, Jean’s husband passed away. She says focusing on putting one foot in front of the other and her desire to meet challenges head-on has helped her navigate life and business. “There is a challenge every day, I just wake up and meet it.”



She often reflects on her favorite Chinese proverb, “A journey of a thousand miles begins with a single step.” Jean’s life and career have been a journey around the world, and while everything did not always go according to her plan, her problem-solving attitude and zeal for life ensured that everything worked in her favor.

“I was a history major, my original plan was to become a college history professor. That’s what I thought I was going to do with my life, but I didn’t,” she explains. “I still love history and culture, especially Japanese and European.” Jean heads for ruins and natural history sites when she sets off for her travels. “When I went to the Caribbean, it was about looking at the Mayan ruins, not hanging out at the beach.”

Plugging In

“Real estate has been my way to ‘plug into’ my little community and get connected to people and the places and causes they hold dear,” Jean says. “I am a flexible workaholic, which means I work 6-7 days a week and then love to travel and get away.”

Jean’s way of getting involved is by rolling up her sleeves and getting to work. She has served on the Santa Cruz County Board of Adjustment District 3 deciding zoning variances for more than 10 years, the Santa Cruz County United Way for about 12 years and its President for 3 years, the Patagonia Area Business Association Board, and she recently joined the Mountain Empire Rotary Club.

Jean also volunteers her time to merchandise the furniture and home decor thrift shop next door to her office, putting her past experience in retail to work to benefit community initiatives like The Lending Shed and Southern Arizona Diaper Bank. “When I get bored, I go over there and see what new things have arrived and how they should be displayed, then I come back to my office,” she says with a smile.



For Jean, real estate is another way to show her commitment and love for the community of Patagonia. “I didn’t go into real estate and then move here. I moved here and chose real estate as a way of plugging in and getting to know the community. I know I could do a lot more in a city, be higher on a list or something, but that is not my motivation. My motivation is to be the best I can be in this community—helping people here solve problems when something has happened, or someone has passed away, or they’re ready to start an exciting new chapter of their life.”

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▶ featuring Iris PASOS

IN LIFE'S GARDEN

By **Kylea Bitoka**
Photography
by **Casey James**

When I was a little girl, I played “house.” I would pretend I had an abandoned property. The game’s purpose was to transform it into a beautiful house. I would make curtains, bring plants, find rugs, and whatever else I could grab from my mom’s house until it became my version of beautiful,” shares Iris Pasos. “I’ve always had a passion for decorating houses, inside and out. My mom told me I would be a good REALTOR® one day, but I never imagined I would become one!”

From working in customer service to banking and advertising, Iris Pasos wore many different hats before beginning her real estate journey. “My

first job was a customer service role at Kmart in Nogales.” It didn’t take long for management to notice her work ethic and integrity. Iris earned Employee of the Month for her great customer service. At the time, she was surprised because, in her mind, she was just doing her job. For Iris, doing her job meant following the Golden Rule, which her father had taught her, “Do unto others as you would have them do unto you.”

“My dad was a huge influence in my life. I hope to be remembered by my kids the same way I remember my dad.” Iris’s parents met at a bible college in California. Iris fondly recalls her childhood in



California. “My sisters and I loved racing around on our bikes underneath the fruit trees in our neighborhood. The air was filled with the sweet scent of the blossoms and my mom’s jasmine flowers.” The family moved when Iris’s dad started a church in Nogales, Arizona. It was a big adjustment, but Iris watched her dad give it his all. “He gave his whole heart to the church. He showed me what love for work is. No matter how people treated him, he was respectful and kind. He gave his very best in every situation.” Iris continues, “When you live on the border, you see many difficult things. My dad would bring water to migrants, and when he saw people on the side of the road, he would stop to help. He went wherever he was needed, whether that meant visiting the hospital or the jail. He showed me how to live with integrity.” Eight years ago, Iris’s dad passed away; it is a loss still deeply felt. “My mom continues his work and legacy in many ways, including volunteering at Crossroads Nogales Mission.”

The lessons Iris learned from her parents’ example helped her stand out in her first job and every job after that, including real estate. After Iris married her husband, they moved to Tucson, 27 years ago. Her love for interior design continued to develop as her family, neighbors, and friends asked her to help with decorating. When Iris’s sister became a REALTOR®, she turned to Iris for help. “My sister asked if I would stage some of her listings. I loved the challenge of finding the best way to showcase each home.” Iris’s talent shined in this new opportunity. “My sister encouraged me

to get my license, and that was the beginning of my real estate journey.”

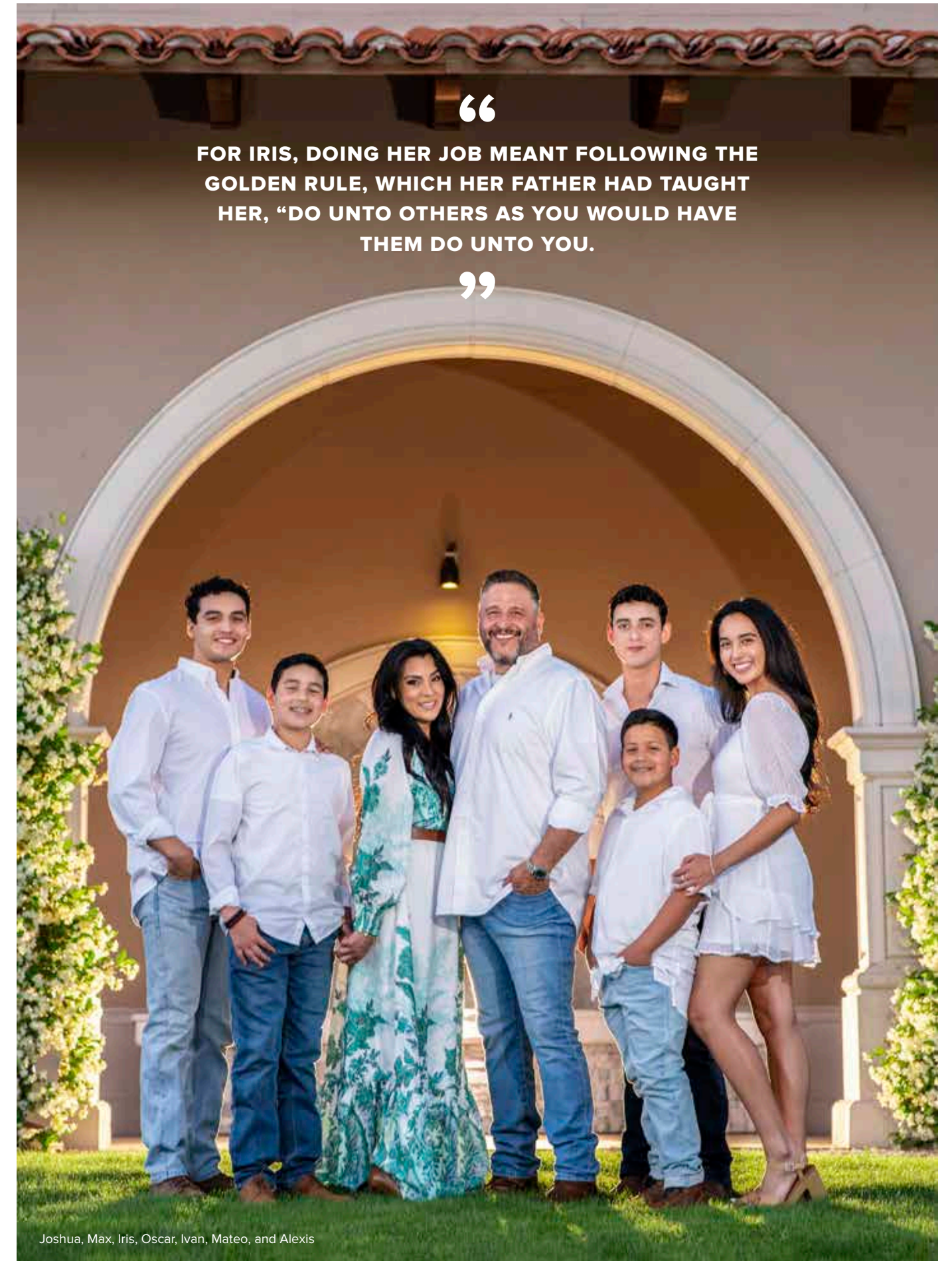
Iris’s experiences prepared her for the demands of real estate. “I have five children. With my husband’s support, I stayed home to take care of the kids and when possible I worked evenings. Balancing work and a family taught me to multi-task and effectively manage my time.” Iris also brought the work ethic she learned from her dad, “Going the extra mile is the norm and not the exception. I put myself in my client’s shoes and treat each transaction as if it were my own.” As Iris’s career evolved, she found her home in real estate at Tierra Antigua Realty, “Their business model and mentoring have made a huge difference and contributed to my success in the industry.”

Iris pursues her passions, and she encourages her kids to do the same. “I love what I do! I told my kids don’t settle for a job, find a career that you love. Little did I know that they would share my enthusiasm for houses!” You can hear the joy as Iris shares, “My oldest son, Ivan, is a general contractor. Josh is in his last year of school to be an architect. My daughter, Alexis, shares my passion for design but is studying journalism in college.” Iris’s youngest sons, Max and Mateo, still have time to figure out what they want to do. Whatever they choose, Iris will support them. “I am happy to be able to support my kids like my parents supported me. I am proud of what my kids accomplish. It’s important to me to always be there for my family.”

In her free time, Iris loves gardening. “I’m always trying to fill empty areas or pots with plants. I enjoy drinking my coffee in the mornings while watering my plants.” However, spending time with her family is at the top of her list. “We enjoy watching old and new movies together. Sometimes we go to the big screen; other times, we turn our living room into a home theater with popcorn and candy. We also love traveling and discovering hidden hole-in-the-wall restaurants.” Another favorite pastime on their trips is driving through local neighborhoods. “It’s fascinating to see the different styles of architecture and landscapes. We like to discover the hows and whys in the building of a property. Each house has its own story, if only they could write a book!”

The Pasos family also invests their time in the community. The legacy of Iris’s father lives on as they work together to help others. “We find purpose in giving back. We support a local Tucson ministry called Corazon Ministries. It’s a non-profit organization that focuses on mentoring and inspiring the Hispanic community in Tucson.” From donating supplies to volunteering, Iris and her husband hope to set an example that their kids can follow.

“I hope my kids remember me as being passionate about what I do. I am thankful for my parents, who taught me to embrace life and to look for the positive, even when it’s difficult. Looking back, I see the seeds my parents planted, and I am so grateful. Now I am trying to do the same in my family and community.”



Joshua, Max, Iris, Oscar, Ivan, Mateo, and Alexis



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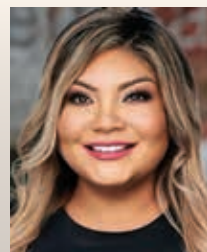


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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	109.5	36,180,820	330,418
2	Lisa M Bayless (22524) of Long Realty Company (16717)	54.0	30,511,182	565,022
3	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9.5	30,247,584	3,183,956
4	Kaukaha S Watanabe (22275) of eXp Realty (495203)	76.0	25,310,323	333,031
5	Marsee Wilhems (16298) of eXp Realty (495201)	74.5	24,170,605	324,438
6	Kyle Mokhtarian (17381) of KMS Realty (51920)	68.5	20,750,000	302,920
7	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	34.0	17,398,784	511,729
8	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	51.5	16,833,496	326,864
9	Don Vallee (13267) of Long Realty Company (52896)	26.0	15,994,131	615,159
10	Sandra M Northcutt (18950) of Long Realty Company (16727)	23.0	15,255,000	663,261
11	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	37.0	15,252,000	412,216
12	Russell P Long (1193) of Long Realty Company (52896)	11.0	14,607,000	1,327,909
13	Maria R Anemone (5134) of Long Realty Company (16727)	11.0	14,253,388	1,295,763
14	Danny A Roth (6204) of OMNI Homes International (5791)	34.0	13,773,899	405,115
15	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	37.5	12,992,250	346,460
16	Laurie Hassey (11711) of Long Realty Company (16731)	26.0	12,659,137	486,890
17	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	37.5	12,286,940	327,652
18	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	36.0	11,921,650	331,157
19	Peter Deluca (9105) of Long Realty Company (52896)	20.5	11,801,999	575,707
20	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	23.0	11,065,447	481,106
21	Denice Osbourne (10387) of Long Realty Company (52896)	14.0	11,063,025	790,216
22	Nara Brown (13112) of Long Realty Company (16717)	20.0	11,012,057	550,603
23	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	24.0	10,939,500	455,812
24	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty -472203	13.0	9,875,900	759,685
25	Christina Esala (27596) of Tierra Antigua Realty (286607)	26.5	9,555,800	360,596
26	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty -472203	10.5	9,516,000	906,286
27	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	32.0	9,327,462	291,483
28	Joshua Waggoner (14045) of Long Realty Company (16706)	7.0	9,206,000	1,315,143
29	Rob Lamb (1572) of Long Realty Company (16725)	6.5	8,920,183	1,372,336
30	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	7.5	8,785,982	1,171,464
31	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	21.0	8,479,500	403,786
32	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	24.0	8,444,558	351,857
33	James L Arnold (142000775) of Tierra Antigua Realty (286614)	11.0	8,311,926	755,630

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
34	Louis Parrish (6411) of United Real Estate Specialists (5947)	10.0	8,309,894	830,989
35	Jose Campillo (32992) of Tierra Antigua Realty (2866)	30.0	8,292,559	276,419
36	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	14.5	8,230,962	567,653
37	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	26.5	8,214,570	309,984
38	Albert M Kingsbury (15389) of Richmond American Homes of AZ (186501)	20.0	8,150,438	407,522
39	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	15.5	8,134,027	524,776
40	Tori Marshall (35657) of Coldwell Banker Realty (70207)	17.0	8,092,418	476,025
41	Barbara C Bardach (17751) of Long Realty Company (16717)	6.0	8,045,000	1,340,833
42	Tom Ebenhack (26304) of Long Realty Company (16706)	20.0	7,992,705	399,635
43	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	16.5	7,903,050	478,973
44	Gary B Roberts (6358) of Long Realty Company (16733)	20.0	7,776,550	388,828
45	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	11.0	7,712,000	701,091
46	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	22.5	7,547,350	335,438
47	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	23.0	7,478,200	325,139
48	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	12.5	7,316,954	585,356
49	Leslie Heros (17827) of Long Realty Company (16706)	6.5	7,288,185	1,121,259
50	Matthew F James (20088) of Long Realty Company (16706)	9.5	7,245,869	762,723
51	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	6.0	7,190,000	1,198,333
52	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	9.0	7,169,000	796,556
53	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	19.0	7,053,000	371,211
54	Helen W F Graham (55628) of Long Realty Company (16728)	12.0	7,009,000	584,083
55	Brenda O'Brien (11918) of Long Realty Company (16717)	12.5	6,950,395	556,032
56	Paula J MacRae (11157) of OMNI Homes International (5791)	13.0	6,908,935	531,457
57	Tyler Lopez (29866) of Long Realty Company (16719)	20.5	6,715,300	327,576
58	Kimberly Mihalka (38675) of eXp Realty (4952)	12.0	6,709,280	559,107
59	Tom Peckham (7785) of Long Realty Company (16706)	8.0	6,283,965	785,496
60	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	8.0	6,184,000	773,000
61	Matt G Bergstrom (25358) of RE/MAX Excalibur (453501)	4.0	6,111,000	1,527,750
62	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	13.5	6,049,522	448,113
63	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	17.0	6,032,550	354,856
64	Suzanne Corona (11830) of Long Realty Company (16717)	5.0	5,998,000	1,199,600
65	Heather Shallenberger (10179) of Long Realty Company (16717)	13.5	5,995,900	444,141
66	Sofia Gil (1420209) of Realty Executives Arizona Terr (498303) and 1 prior office	18.0	5,894,640	327,480

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
67	Lizel Wieser (15306) of Realty Executives Arizona Terr (498306)	10.0	5,889,800	588,980
68	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	7.0	5,885,000	840,714
69	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	12.0	5,876,390	489,699
70	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	11.0	5,874,120	534,011
71	Thomas J Krieger (17680) of Keller Williams Southern Arizo (478306)	16.5	5,873,800	355,988
72	Sally Ann Robling (1420161) of Realty Executives Arizona Territory-498304	13.0	5,840,990	449,307
73	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	7.5	5,834,950	777,993
74	John E Billings (17459) of Long Realty Company (16717)	12.5	5,832,400	466,592
75	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	10.5	5,804,462	552,806
76	Dottie May (25551) of Long Realty Company (16728)	9.0	5,784,450	642,717
77	Margaret E. Nicholson (27112) of Long Realty Company (16728)	9.0	5,784,450	642,717
78	Madeline E Friedman (1735) of Long Realty Company (16719)	8.0	5,778,070	722,259
79	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	18.0	5,763,790	320,211
80	Vincent R Yackanin (2249) of Long Realty Company (52896)	11.0	5,712,365	519,306
81	Brittany Palma (32760) of 1st Heritage Realty (133)	14.5	5,612,130	387,043
82	Michele O'Brien (14021) of Long Realty Company (16717)	11.0	5,509,730	500,885
83	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	15.0	5,506,000	367,067

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Rank	Name	Sides	Volume	Average
84	Daniel C Sotelo (35661) of Long Realty Company (16706)	8.0	5,504,000	688,000
85	Dina N Benita (7849) of Long Realty Company (52896)	7.0	5,403,180	771,883
86	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeService -356307	11.0	5,366,100	487,827
87	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	11.0	5,287,867	480,715
88	Constance Huff (17706) of Long Realty Company (16717)	9.0	5,276,605	586,289
89	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	12.0	5,267,000	438,917
90	Kristina Scott (37825) of Realty One Group Integrity (51535)	12.0	5,246,500	437,208
91	Kate Wright (35438) of Long Realty Company (16706)	8.0	5,238,830	654,854
92	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	6.5	5,238,801	805,969
93	Hollis H Angus (58314) of Redfin (477801)	14.0	5,215,882	372,563
94	Aric M Mokhtarian (19336) of KMS Realty (51920)	16.0	5,158,500	322,406
95	Anthony D Schaefer (31073) of Long Realty Company (52896)	8.0	5,125,900	640,738
96	Mary Vierthaler (12199) of Long Realty Company (52896)	8.0	5,039,172	629,896
97	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	12.0	5,017,572	418,131
98	Jameson Gray (14214) of Gray St. Onge (52154)	5.0	4,977,325	995,465
99	McKenna St. Onge (31758) of Gray St. Onge (52154)	5.0	4,977,325	995,465
100	Paula Williams (10840) of Long Realty Company (16706)	8.0	4,963,767	620,471

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
101	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	11.5	4,955,000	430,870
102	Lori C Mares (19448) of Long Realty Company (16719)	14.5	4,953,975	341,653
103	Patty Howard (5346) of Long Realty Company (16706)	8.0	4,937,180	617,148
104	Chuck Gorley (142000757) of Long Realty -Green Valley (16716)	15.5	4,808,800	310,245
105	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933)	9.0	4,796,000	532,889
106	Eddie Holmes (10977) of KB HOME Sales-Tucson Inc. (2434)	13.0	4,792,826	368,679
107	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	8.0	4,792,500	599,062
108	Calvin Case (13173) of OMNI Homes International (5791)	14.0	4,792,450	342,318
109	Erica Hoffman (15629) of eXp Realty (52964)	12.0	4,764,430	397,036
110	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	5.5	4,748,342	863,335
111	Dale R Slaughter (25073) of Homesmart Advantage Group (5169)	10.0	4,748,175	474,818
112	Jim Storey (27624) of Long Realty Company (16706)	5.0	4,724,000	944,800
113	Pam Ruggeroli (13471) of Long Realty Company (16719)	13.0	4,680,487	360,037
114	Brent R Brzuchalski (142000868) of Coldwell Banker Realty (70204)	11.0	4,654,500	423,136
115	Glenn Michael Nowacki (35737) of Realty Executives Arizona Terr -498306	13.0	4,633,700	356,438
116	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	12.0	4,618,900	384,908
117	Layne Lundeen (31434) of Long Realty Company (16731)	9.0	4,598,737	510,971
118	Sue Brooks (25916) of Long Realty Company (16706)	7.5	4,565,500	608,733
119	Roger D Daggett (53481) of United Real Estate Specialists (5947)	11.0	4,527,000	411,545
120	Jeffrey M Ell (19955) of eXp Realty (495211)	9.5	4,523,230	476,129
121	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446) and 1 prior office	12.5	4,504,703	360,376
122	Aaron Dominguez (37936) of KMS Realty (51920)	17.0	4,465,900	262,700
123	Jay Lotoski (27768) of Long Realty Company (16717)	8.5	4,379,337	515,216
124	Hilary Backlund (20597) of Long Realty Company (16717)	8.5	4,379,337	515,216
125	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	13.0	4,366,965	335,920
126	Sue West (13153) of Coldwell Banker Realty (70202)	9.5	4,363,260	459,291
127	David Allen Mayberry (15136) of Blue Fox Properties, LLC (4651)	16.0	4,321,700	270,106
128	Stephanie Y Mahan (35510) of Long Realty Company (16717)	8.5	4,320,000	508,235
129	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	4.5	4,287,500	952,778
130	Yolanda P Weinberger (56611) of Engel & Volkers Tucson (51620)	10.0	4,286,000	428,600
131	Judi Baker (13152) of Long Realty Company (16719)	7.0	4,262,000	608,857
132	Jenni T Morrison (4744) of Long Realty Company (52896)	7.5	4,253,675	567,157
133	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	7.5	4,168,253	555,767

Rank	Name	Sides	Volume	Average
134	Leslie B Brown (35667) of Oracle Land & Homes (875)	6.5	4,159,450	639,915
135	Jill Allison Doyle (59017) of Redfin (477801)	14.5	4,158,900	286,821
136	Deborah A Evenchik (9120) of Coldwell Banker Realty (70202)	9.0	4,140,700	460,078
137	Mark Clark (10305) of Long Realty Company (52896)	11.0	4,127,697	375,245
138	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	9.0	4,122,795	458,088
139	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	9.5	4,080,000	429,474
140	Judy S Ibrado (27978) of Long Realty Company (16727)	11.5	4,077,900	354,600
141	Nicole Jessica Churchill (28164) of eXp Realty (495208)	12.0	4,043,500	336,958
142	Phil Le Peau (39491) of OMNI Homes International (5791)	8.0	4,031,500	503,938
143	Anthony Thomas Body (39691) of Realty One Group Integrity (51535)	10.0	4,011,500	401,150
144	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	9.0	4,011,400	445,711
145	Jared Andrew English (35632) of Congress Realty (3096)	13.0	4,001,400	307,800
146	Elliot J Anderson (20567) of eXp Realty (495201)	8.0	3,972,517	496,565
147	Jennifer A Smith (142000805) of Copper View Realty, LLC (4879)	11.0	3,945,800	358,709
148	Cindie Wolfe (14784) of Long Realty Company (16717)	10.0	3,917,594	391,759
149	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	9.0	3,912,670	434,741
150	Matt Bowen (53352) of Coldwell Banker Realty (70204)	14.0	3,911,396	279,385

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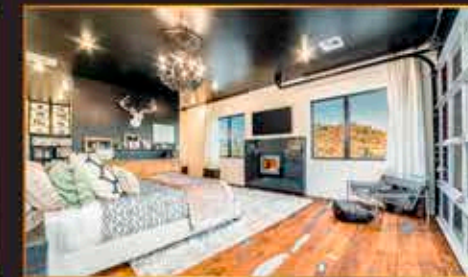
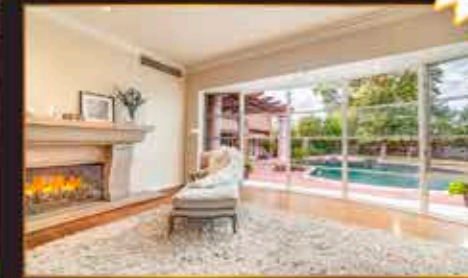


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