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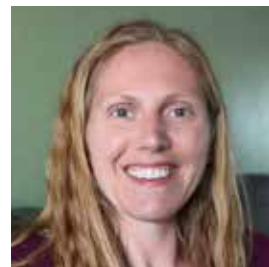
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LOOKING BACK &

MARCHING FORWARD!

publisher's note

Reflection gives perspective. I have been looking back when Tucson Real Producers was in its infancy almost 6 years ago this spring. Remembering when a fellow RP publisher called me to tell me all about RP. She was so excited and knew it would be an awesome addition to the Tucson real estate market. We were on our way to go camping at Picacho Peak with a group of friends. YES, you can camp at Picacho!! I was intrigued especially with the idea of getting to know and feature great REALTORS®. Meeting with REALTORS® was the best part of what I was already doing as I shared about Cutco Closing Gifts....the best closing gift ever!! But the thought of doing large quarterly events was another story. Not really in my wheelhouse... but I stepped out and made the decision to give it a shot and see what happens. And now I can call so many of you friends and I have featured many of the most amazing people who happen to be REALTORS®.

Now as I sit here thinking about the Tucson Real Producers' purpose, platform, and community I am so grateful for all of my cheerleaders who appreciate what we are trying to create in this industry. Truly "Connecting, Elevating & Inspiring" is our mission. And because we feature agents who come recommended by their peers, office managers or even our partners, integrity, client love and attention is top priority! Shining the light on great agents is an honor and we are so excited for 2023!

And since none of this is possible without our top-notch partners we should all be super thankful for their support of Tucson Real Producers. Know they have all come highly recommended by top agents just like you and they are ready to serve you and your clients well!!

February, we sent out the "Top 500 Badge" to all those in the MLSSAZ who cracked the top 500 for 2022! And wow

what a response! There were 141 NEW agents! You all know how hard you have to work to make it to this level and celebrating that accomplishment on social media with family friends and clients was certainly deserved! Especially when you realize there are over 7000 agents in the MLSSAZ and over 6000 TAR members it truly shows how awesome it is to be in the top 500!!! Congratulations again!!

Make sure to look for the email that invited you to our Top 500 Facebook Group and for the invites to our quarterly events. Jump in and become a part of this community! It will be refreshing and it will give you a chance to support local nonprofits as we come together every quarter for our fun events! If you have a nonprofit you wish to get a little attention we do have a ½ page ad that we offer to 501c3s each month to promote their fundraisers. Just reach out way ahead of time because our deadlines are pretty far out.

Our next event is coming soon and I am so looking forward to seeing YOU there!!



Let's march together for good!

Warmly,
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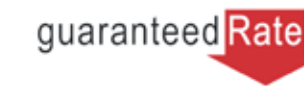
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▶ rising star!

Photography by Casey James
By Danielle Kidwell

BUILDING COMMUNITY - on stage, in the studio, and at the closing table

“I’ve been an artist and active musician for over 20 years,” says John Sweeden of Habitation Realty. “I’m also a blue-collar working guy who knows almost every aspect of a home from my experience with various stages of the building process.” John Sweeden has been a lot of things, but boring is not one of them. Born here in Tucson, he grew up in Muscogee, Oklahoma before returning with one of the most valuable skills he has acquired—vocational school welding experience. While John worked various jobs when times were tough, (plumber, call center manager, working in the solar field while living off the grid, just to name a few) he was always able to find solace in his metalwork. “I became a fabricator of steel design and started working out of my house,” he recalls. “It was mixed with art and I was

really proud of my work, while also fragile about it as any creator can understand.”

When John returned to Tucson as a senior in high school in the 90s, he had a lot of family here but not many friends. He started playing acoustic guitar at open mics hosted by The Rusty Candle tea shop on Fourth Avenue where he met George Arnst, a local homeless man. George is often described as a musical genius and in true Tucson fashion, many of our society’s bigwigs and property owners took turns providing housing for him—often in empty warehouses that they owned, serving as a sort of “hopscotch” network of unofficial caretakers. George introduced John to the subculture of art, performance art, and dance. “It was one wacky band after another,” John laughs. “Each incorporated performance or visual art.” He eventually cofounded a band called Mud Men, whose members covered themselves in mud and put on a visual art/dance performance while playing their original work in a mashup of tribal and metal genres. “I’ve been in many bands over the years, and I’ve learned it’s hard to be in a band with a lot of members,” John muses. “The fewer people you have the more finely tuned the band becomes, so I’ve whittled it down to two people, or sometimes just myself.”

Currently, John is a member of two bands with very different styles. “Quiet Please” is a duo comprised of himself and his wife, Kelli, and their vibe is a dreamy, library pop, where John plays the guitar, kick drum, and snare drum and Kelli sings. John says with an impish smile, “It’s sort of a nerdy and fun kind of pop rock!” John’s other group is called “The Websites”, and he describes them as a “bubble, grunge, cocktail metal” duo, where most of the songs deal with computer and internet issues. The life of a musician can be hard, with late nights and long hours. John used to love playing at 1 a.m., but wryly admits that as he’s gotten older his preferred start time is earlier, around 6 p.m.! That allows John to use the majority of his day to pursue his other passion, real estate.

He vividly remembers how he got his start in our industry, “While I was running my business as a steel designer and fabricator, a client offered to sell us her home and introduced us to her realtor, Patty



“
GOLDEN NUGGET OF WISDOM:
Say what you mean, do what you say, and never ask for something you would be unwilling to do personally.
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and have learned to use the scientific method on delivering a project or idea,” he says. “You should be able to explain a concept to your professor and your grandmother.” John continues, “In our field, it’s about people who trust you and are willing to share your information with other people. I’m lucky to have a loving community in the central downtown area who support me in so many ways.”

John and Kelli are proud to raise their two daughters in Tucson, with its small-town vibe and local arts scene. Their daughter, Vaeda (22), is a sales expert at Prime Leaf and multitalented in drawing and epoxy art, and Josephine (11), is a fifth grader at Perter Howell Elementary school. She is also a talented artist, basketball player, and roller skater (a skill she picked up during the pandemic!). John loves that his girls are experiencing the type of childhood that he and Kelli did. “Small-town kids are always involved in some sort of caper or good trouble,” he says with a smile. “Some childhood buddies and I once spent an entire summer in the sewer system back in Muscogee, getting around the city underground, entering abandoned buildings, and scaring ourselves to death with ghost hunting!”

While he loves the local scene, John also loves to escape on snorkeling and diving adventures. His current favorite spot is San Carlos, where he and his buddies like to rent big houses that they jokingly call “drug lord mansions”, with 12 bedrooms and a bar on every floor. John believes it’s one of the most beautiful places in the world and dubbed “The Poor Man’s Caribbean”, the water has 60-foot visibility and fascinating fauna like octopuses and sea lions. A few others on the favorites list are Akumel, Mexico, a tiny town between Tulum and Cozumel, and Rocky Point in San Diego, California.

“I love to travel and go on adventures,” John says. “But my heart and home are in Tucson and I’m grateful for the supportive individuals who help me live my dream through art and real estate.” That melding of his two passions is evident in the very location of his office. Located in a 1930s Southern Baptist church and within walking distance of everything downtown, it plays host to a monthly DIY house party called “Habitation Speakeasy”, with a 3-hour happy hour, a local band, and a local visual artist whose work turns the office into a gallery where they are featured for the following month. No business is discussed at these parties and the proceeds from the donation bar go back into the artistic community.

The next time you’re looking for fresh new music, stream Quiet Please Tucson, check out The Websites’ current schedule, or pop into Habitation Speakeasy on the third Friday of the month and shake hands with John, he’d love to meet you!

...

Sue Anderson,” he reminisces. “She was amazing. As I realized how important the move was, it made me want to help my peers become homeowners as well.” Truly invested in our community and remembering his good friend, George, and his journey with homelessness, John vowed to get as many people as possible into stable housing. “When it comes to a house or a home, I have been a person to build, maintain, and beautify them my whole life,” he reflects quietly. “I am a person who wants to have a safe place to live and grow a family, and the one thing I want them to know is that I am just like them in what I want, too.” As someone who wants to contribute to his society in an impactful way, John is grateful for the opportunity and schedule flexibility that allows him to be active and contribute through his work in real estate.

John’s approach to real estate mirrors his approach to life in general. “It’s about being an observer and paying close attention,” he explains. “Through my various experiences, I’ve learned how not to do things and I try to give more than I take.” John goes on to say that he answers his phone every time it rings, reiterating that there is never a call he doesn’t answer. He’s also learned to be consistent on his social media and Google My Business pages but agrees there’s more to it than that. “I speak to people on a relatable level



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Jill PILLING

▶▶ colleague corner
By Kylea Bitoka
Photography by Jacquelynn Buck

DISCOVERING HER SUPERPOWER

Jill Pilling studied the text message for a minute before determining it had been sent in error. She kindly responded that the sender had the wrong number.

The sender apologized for the error and then asked, *Well, do you have any advice you could share?* Jill promptly responded, *“1) Assume ignorance, not malice. 2) Eat your frog every morning.”*

Her quick response reflected confidence and insight gained from 17 years in the real estate industry. “I was at a seminar when I first heard about “Eat That Frog” by Brian Tracy. ‘Eat your frog’ means tackle the hardest task first, and the rest of the day will go smoothly. If you procrastinate, the frog (hard task) gets bigger and more bitter.” As for the other piece of advice, Jill doesn’t remember where she first heard it, but it has helped her keep perspective in many circumstances. “My approach to real estate has always centered around personal connections. We are all human; we want to be heard, understood, and respected. The best way to do that is through empathy and finding commonalities while still appreciating that we are all unique. You never know what is happening behind the scenes in someone’s life; you can’t take every reaction personally. Give people the benefit of the doubt and be respectful; it goes a long way.” For Jill, real estate is the perfect outlet for her educational background, ambition, and passions. “I love educating people, and I get bored with monotony. Instead of a boss, I have clients each with unique needs. This career means constant education and growth, connecting with people, and being a creative problem solver.” Jill continues, “Every client teaches me something about myself, the world, and life.”



There’s no doubt that Jill has found her calling in real estate, however, it was not always the obvious career path. Jill grew up in Falcon, Colorado, and attended college in Durango. “I was an English major with a specialization in secondary education. After graduation, I planned to get a job teaching high school English.” Jill and her husband, Joe, met while in college and decided to move to Arizona to start their careers.

“Joe had a job offer at a golf resort in the Scottsdale area. He has always been a golfer so it was a great opportunity.” Jill planned to get her teaching license in Arizona. The lengthy process caught Jill by surprise. “You had to have an in-state license to apply for any teaching position eight months in the future, but the licensing test was only offered a few times a year.” Coordinating the timing of each required step proved frustrating, so Jill considered her options. “I had heard teachers make great

REALTORS® because they enjoy educating and love to help people.” In the meantime, Jill’s dad had bought a surveying and land development company in Bisbee. He hired Jill’s husband to manage the business side of it. “While Joe traveled back and forth from Bisbee, I went to a seminar on real estate.” Jill decided to join the family business while getting her real estate license. Jill and Joe moved to Vail to be closer to a larger city. They commuted to Bisbee for work.

...

"I helped survey and run the office. I learned basic AutoCAD, title commitments, and county research. After a couple of years, the family sold the business as I transitioned and dedicated myself to real estate full-time in the Vail and greater Tucson area."

As Jill stepped into real estate full-time, the market declined. "It was challenging, but it made me a better agent. I learned firsthand about the connection between real estate, economics, and politics. Real estate is about more than buying or selling a house; many factors play into the market like the local economy and politics." Jill focused on learning as much as she could, so she could prepare her clients. "Every choice has consequences. I want my clients to understand the potential outcomes so they can make the best decision for their future." Jill adds, "Anybody can learn to read and write a contract, but success in real estate requires more. You need to be fully immersed in the industry to help your clients make the best choice for them at that point in their lives."

Launching a real estate career while the market is crashing is no easy feat. Jill is grateful for her husband's support. "When you have someone in your corner who supports you no matter what, it makes a huge difference." Jill is that person for her clients. Jill's understanding of the market and the role of outside factors equipped her to provide her clients with valuable insight. Jill uses this knowledge to advocate for her clients throughout the transaction.

When asked about the challenges she has faced in her life, Jill hesitates. She believes everyone has challenges—personally, professionally, large, or small. "I've seen some difficult challenges other people have



“Real estate is a lifestyle. Everything you are and everything you learn all become an experience to help connect with people.”

overcome, so the challenges in my life feel minor in comparison." In 1997, Jill went deaf in one ear unexpectedly and unexplainably. It was an adjustment at the time but as Jill learned it wouldn't affect all the things she enjoys in life, her attitude was, "Well, if this is the worst I have to deal with, I'm still fortunate."

Outside of work, Jill loves to golf. "I started golfing to get outside and spend time with my husband." As Jill golfed, she discovered it was also a great way to connect with people. "Golf is a social sport! It's one of the only sports where you encourage your competitor. Plus, everyone gets a chance to play at the same level through handicapping." Jill is a member of Del Lago Women's Golf Club. "I have learned so much from their different perspectives and experiences. Plus, we get to enjoy the desert while we play. We had coyote pups following us around the course for a few months. It was so amazing!"

What started as a hobby led to competitive play. Now Joe and Jill travel a couple of times a year to compete in golf tournaments in Hilton Head, South Carolina, and Parker, Arizona. At home, Jill and Joe enjoy hanging out with their dogs, Tiggy and Wiley. "Tiggy is a Yorkie; Wiley is a rescue and a mix of chihuahua and poodle. They are so much fun and an important part of our family!"

Through real estate, Jill's hidden talent became apparent, "Connecting with people is my superpower." As Jill developed relationships, her real estate business also grew steadily. It would be years before Jill learned the term for why and how her business was growing—unintentional marketing. For Jill, it was just a way of life. If she could use her experience and understanding to help a friend, she gladly did so. "Real estate is a lifestyle. Everything you are and everything you learn all become an experience to help connect with people."

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Nestor DAVILA

▶▶ featuring

By **Kylea Bitoka**
Photography By **Joey Ambrose**

HUMBLE BEGINNINGS

"I grew up in a small remote town in Sonora, Mexico, without electricity or running water. I didn't experience electricity until the age of nine," shares Nestor Davila. As a young boy, it was hard to imagine the bright future ahead of him—a successful career, a family, and opportunities to explore the world. Nestor escaped the isolation of his town the only way he could, "I was known for being inquisitive. Any time I saw a grown-up, I asked questions. I had this feeling that there was so much more outside the borders of my town, even though I hadn't seen or experienced it." Nestor's endless curiosity helped to expand his horizons, but his questions could only take him so far. "It was frustrating and hard growing up in that environment. I wanted to learn more than what was available to me."

Nestor's world dramatically changed when his family moved to Northern California. "I was 11 years old and I didn't know English. I was the only

kid in my class who spoke Spanish. I learned English through immersion; it was sink or swim." Nestor's humble beginnings strengthened his character and shaped his perspective. The lessons he learned about family and community would lay the foundation for his success. "We lived on a farm. It required long hours and hard physical labor to make ends meet. The opportunities my parents had were limited due to their lack of education." As Nestor witnessed the sacrifices his parents made, he learned the importance of hard work and the value of family. "As a teenager, I worked out in the fields. I knew there was more to life, and education was the key to unlocking it." While his parent's financial resources may have been limited, their love and support had no bounds. "The love and nurturing I received as a child was huge. In our small town, many things lacked, but there was a lot of love. My family, neighbors, and friends, all took care of each other. We protected one another."

...

After high school, Nestor earned a business degree and started in sales. However, he was not a fan of the sneaky tactics and cutthroat nature. He left sales to earn his master's degree in education. "I taught Spanish at a charter high school, and I substitute taught in other classes as needed." From teaching Nestor moved into administration and served as principal of the charter school. While he enjoyed working in the education industry, he still hoped to find a career that combined his personal and business interests. "In sales, I loved working with people but I hated the tactics. In education, I enjoyed teaching and the personal connections, but the opportunity was limited."

Meanwhile, Nestor was ready to move to the next level in homeownership. "I wanted to turn our current home into a rental property, and purchase another house for my family to live in." This transaction would spark Nestor's interest in real estate. "I





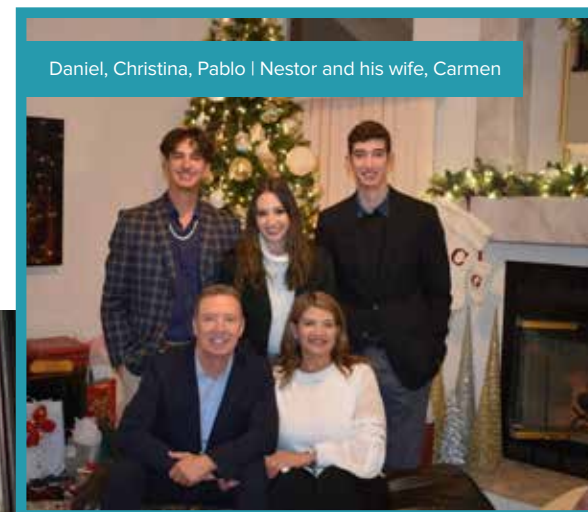
Brothers and Co-team Leaders: Manuel and Nestor

my clients and earn their trust. That bond is what inspires them to refer me. It's why I have found success in real estate."

Nestor is committed to helping his clients realize their dreams, and he especially loves to help families invest in their future. "I am passionate about helping families create wealth through homeownership. Owning a home is a major factor in creating generational wealth." This is where Nestor's business acumen kicks in, "I want to aid my clients in achieving financial freedom. I show my clients how investing in real estate will help them advance in life." In all the years since childhood, Nestor has not lost his inquisitive nature. "I continue to ask questions to this day, and I encourage my clients to ask me questions. Even if I don't know the answer, as I find the answer, it enriches me."

Many agents quickly discover that real estate is a hard job to disconnect from—Nestor was not an exception. "I enjoyed providing excellent service and always being available to my clients. However, it became difficult to balance family life. My wife, Carmen, and I were raising three kids. I was missing out on time with my family." To find more work-life balance, Nestor started a team: The Davila Real Estate Group. "My current team includes my brother, Manuel Davila, who is a co-team leader. Marisela Reza is my transaction manager and partner agent. Alexandria Garcia is my marketing manager. Carmen Martinez, Rosa Isela Sontay, Erika Julian, Kari Sierra, and Clarissa Gonzales are my partner agents." Starting a team allowed Nestor's business to grow. As he delegated responsibilities, it allowed him to spend more time with his family, and it created opportunities for agents on his team to grow their careers.

"Our family loves to spend time together, and we love to travel when we can. My son, Daniel, is currently serving with the Marine Corps; my daughter, Christina, is a senior at ASU in the College of Nursing, and my youngest son, Pablo, is a sophomore at ASU College of Business." With his kids pursuing their dreams, Nestor looks forward to continuing to develop his real estate career. "I am a lifelong learner. I love to read and explore business ideas and opportunities. I hope to expand my business horizon into other areas of the real estate industry like commercial real estate and land development. As Nestor reflects, he is grateful for the challenges that helped shape his perspective. "The hard times enabled me to enjoy my life here even more. Even on difficult days, I can smile and feel blessed. It's important to remember the beauty of life we have here in the United States and not take it for granted."



Daniel, Christina, Pablo | Nestor and his wife, Carmen

“
The love and
nurturing I
received as a
child was huge.
In our small
town, many
things lacked,
but there was a
lot of love.

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•••

realized this was a type of sales job that I could do. I consider myself an educator, not a salesman. In real estate, it's not about selling a house, it's about guiding my clients through the process. My goal is to make my clients mini-experts so they can analyze their options. I provide detailed explanations for every step so they can acquire an in-depth understanding and feel in control of the process. Then it is more like we are partners working together."

Nestor's passion and skill for educating easily transitioned into real

estate, but it was the values he learned as a kid that would have the biggest impact on his success. "The experiences I had growing up in Mexico shaped my perspective. This is why I have the approach that I have. My instinct is to nurture and protect my clients and their interests." Nestor's experience in two different countries, cultures, and languages broadened his view of life. "I can grasp the greatness of the opportunities in this country while valuing the elements of Mexican culture like the unity of family and close relationships. It enables me to connect with



The Davila Real Estate Group: Mari Reza, Carmen Martinez, Rosa Sontay, Manuel Davila, Nestor Davila, Alexandria Garcia, Erika Julian, & Clarissa Gonzalez.

TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	29.0	8,366,900	288,514
2	Lisa M Bayless (22524) of Long Realty Company (16717)	11.0	7,146,300	649,664
3	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	4.0	6,355,500	1,588,875
4	Danny A Roth (6204) of OMNI Homes International (5791)	12.0	5,220,757	435,063
5	Rob Lamb (1572) of Long Realty Company (16725)	4.5	4,933,277	1,096,284
6	Don Vallee (13267) of Long Realty Company (52896)	6.5	4,608,500	709,000
7	Kaukaha S Watanabe (22275) of eXp Realty (495203)	16.5	4,588,200	278,073
8	Marsee Wilhems (16298) of eXp Realty 06 (495201)	14.5	4,422,400	304,993
9	Kyle Mokhtarian (17381) of KMS Realty (51920)	12.0	3,964,000	330,333
10	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	13.0	3,941,113	303,163
11	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	2.0	3,800,000	1,900,000
12	James L Arnold (142000775) of Tierra Antigua Realty (286614)	5.0	3,661,864	732,373
13	Helen W F Graham (55628) of Long Realty Company (16728)	6.0	3,580,000	596,667
14	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	6.0	3,492,210	582,035
15	Denice Osbourne (10387) of Long Realty Company (52896)	3.0	3,347,000	1,115,667
16	Madeline E Friedman (1735) of Long Realty Company (16719)	3.0	3,200,000	1,066,667
17	Peter Deluca (9105) of Long Realty Company (52896)	6.0	3,150,500	525,083
18	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	3.0	3,105,500	1,035,167
19	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	4.0	2,855,000	713,750
20	Louis Parrish (6411) of United Real Estate Specialists (5947)	3.0	2,827,827	942,609
21	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	2.0	2,814,000	1,407,000
22	Dina N Benita (7849) of Long Realty Company (52896)	4.0	2,789,180	697,295
23	Suzanne Corona (11830) of Long Realty Company (16717)	2.0	2,738,000	1,369,000
24	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	5.5	2,717,925	494,168
25	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	8.0	2,668,500	333,562
26	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	7.0	2,641,900	377,414
27	Patty Howard (5346) of Long Realty Company (16706)	3.0	2,637,180	879,060
28	Russell P Long (1193) of Long Realty Company (52896)	2.0	2,400,000	1,200,000
29	Judi Baker (13152) of Long Realty Company (16719)	4.0	2,387,000	596,750
30	Tayyeb Ahmad (38583) of Realty Executives Arizona Territory (4983)	1.0	2,365,000	2,365,000
31	Maria R Anemone (5134) of Long Realty Company (16727)	1.5	2,325,000	1,550,000
32	Sofia Gil (1420209) of Realty Executives Arizona Territory (4983)	6.0	2,323,000	387,167
33	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	2.0	2,228,000	1,114,000

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
34	Kimberly Mihalka (38675) of eXp Realty (4952)	4.0	2,211,280	552,820
35	Brent R Brzuchalski (142000868) of Coldwell Banker Realty (70204)	3.0	2,210,000	736,667
36	Jenni T Morrison (4744) of Long Realty Company (52896)	3.5	2,184,675	624,193
37	Kristina Scott (37825) of Realty One Group Integrity (51535)	4.0	2,141,000	535,250
38	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	2.0	2,140,000	1,070,000
39	Gary B Roberts (6358) of Long Realty Company (16733)	5.5	2,130,000	387,273
40	Yolanda P Weinberger (56611) of Engel & Volkers Tucson (51620)	4.0	2,128,000	532,000
41	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	5.0	2,086,000	417,200
42	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	5.0	1,902,812	380,562
43	Vasily Kingsley (58100) of Realty One Group Integrity (51535)	1.0	1,900,000	1,900,000
44	Linda M Johnson (12215) of Tierra Antigua Realty (2866)	3.0	1,900,000	633,333
45	Roger D Daggett (53481) of United Real Estate Specialists (5947)	5.0	1,875,000	375,000
46	Laurie Hassey (11711) of Long Realty Company (16731)	5.0	1,846,900	369,380
47	Anthony Thomas Body (39691) of Realty One Group Integrity (51535)	4.0	1,793,500	448,375
48	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	6.0	1,788,000	298,000
49	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	2.0	1,774,520	887,260
50	Sarah Ley (11041) of Tierra Antigua Realty (2866)	5.0	1,754,000	350,800
51	Peggy Mincey (55268) of OMNI Homes International (5791)	1.0	1,750,000	1,750,000
52	Nicole Jessica Churchill (28164) of eXp Realty (495208)	5.0	1,748,000	349,600
53	Nara Brown (13112) of Long Realty Company (16717)	4.0	1,746,750	436,688
54	Kemena Rene Duany (37934) of OMNI Homes International (5791)	2.0	1,714,500	857,250
55	Erica Hoffman (15629) of eXp Realty - 40 (52964)	3.0	1,712,000	570,667
56	Jenifer A. Jankowski (52926) of Long Realty Company (16717)	3.5	1,697,500	485,000
57	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	3.0	1,696,500	565,500
58	Nick Labriola (27326) of Tierra Antigua Realty (286601)	2.0	1,685,000	842,500
59	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	4.0	1,657,000	414,250
60	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	3.0	1,656,000	552,000
61	Jose Campillo (32992) of Tierra Antigua Realty (2866)	6.5	1,650,355	253,901
62	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	5.0	1,621,890	324,378
63	Mark M Acosta (6700) of Long Realty Company (16719)	2.0	1,609,317	804,658
64	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona -478313	5.0	1,561,000	312,200
65	Jennifer A. Serrato (54839) of Long Realty Company (16706)	2.0	1,560,000	780,000
66	Joan Auerbach Green (3196) of Long Realty Company (52896)	1.0	1,550,000	1,550,000

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
67	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	4.0	1,530,000	382,500
68	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	5.0	1,516,000	303,200
69	Martha A O'Neill (14461) of Long Realty Company (16706)	1.0	1,500,000	1,500,000
70	Adam R Cole (28262) of Tierra Antigua Realty (2866)	1.0	1,495,000	1,495,000
71	Rachel Millik (61213) of Realty One Group Integrity (5153501)	3.0	1,492,000	497,333
72	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	4.5	1,475,000	327,778
73	Lifang Tan (25246) of Homesmart Advantage Group (5169)	2.0	1,455,000	727,500
74	Mo S Merheb (21590) of Long Realty Company (52896)	2.0	1,435,000	717,500
75	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	5.5	1,433,950	260,718
76	Wanda Fudge (28579) of Long Realty Company (16728)	2.0	1,420,000	710,000
77	Paul McComb (10126) of Paul McComb Realty (2387)	3.0	1,386,000	462,000
78	Jennifer L Opilla (31667) of Long Realty Company (16727)	1.5	1,367,900	911,933
79	Pam Ruggeroli (13471) of Long Realty Company (16719)	3.5	1,359,887	388,539
80	Johanna L Roberts (2040) of Long Realty Company (16719)	4.0	1,356,500	339,125
81	Dottie May (25551) of Long Realty Company (16728)	2.0	1,351,950	675,975
82	Margaret E. Nicholson (27112) of Long Realty Company (16728)	2.0	1,351,950	675,975
83	Sue West (13153) of Coldwell Banker Realty (70202)	3.0	1,350,760	450,253

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.

Rank	Name	Sides	Volume	Average
84	Tom Ebenhack (26304) of Long Realty Company (16706)	3.0	1,347,000	449,000
85	Stuart M Shapero (1420977) of Realty Executives Arizona Terr (498303)	4.0	1,344,800	336,200
86	Kynn C Escalante (8137) of WeMoveTucson (2536)	1.0	1,325,000	1,325,000
87	Carlos Sebastian Lizarraga (52602) of eXp Realty - 40 (52964)	1.0	1,325,000	1,325,000
88	John E Billings (17459) of Long Realty Company (16717)	3.0	1,321,000	440,333
89	Jameson Gray (14214) of Gray St. Onge (52154)	1.0	1,300,000	1,300,000
90	McKenna St. Onge (31758) of Gray St. Onge (52154)	1.0	1,300,000	1,300,000
91	Mark William Gathmann (60427) of Long Realty Company (16717)	4.0	1,296,000	324,000
92	Christopher Delarco (18480) of Tierra Antigua Realty (286607)	1.0	1,295,000	1,295,000
93	Nadia Aidi (35923) of Tierra Antigua Realty (286607)	1.0	1,295,000	1,295,000
94	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	4.0	1,288,500	322,125
95	Jill Allison Doyle (59017) of Redfin (477801)	5.0	1,286,000	257,200
96	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	2.0	1,284,000	642,000
97	Kate Wright (35438) of Long Realty Company (16706)	2.0	1,280,000	640,000
98	Brenda O'Brien (11918) of Long Realty Company (16717)	3.0	1,278,000	426,000
99	David A Swan (21804) of Long Realty Company (16727)	1.0	1,274,500	1,274,500
100	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	3.0	1,259,250	419,750

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
101	Luzma Moreno (1092) of Coldwell Banker Realty (70202)	2.0	1,255,000	627,500
102	Mark C Kollar (13978) of DRH Properties Inc. (2520)	3.5	1,251,859	357,674
103	Joan M Baumann (30098) of DRH Properties Inc. (2520)	3.5	1,251,859	357,674
104	Maria D Pinedo-Mojica (28999) of Realty Executives Arizona Terr (498306)	1.0	1,250,000	1,250,000
105	Kimberlyn J Drew (20178) of Long Realty Company (16706)	1.0	1,250,000	1,250,000
106	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	4.0	1,250,000	312,500
107	Ken Nelson (55287) of Engel & Volkers Tucson (5162001)	2.0	1,245,000	622,500
108	Gina Beltran (52270) of Realty Executives Arizona Territory (4983)	1.0	1,244,098	1,244,098
109	Brooke K. Dray (35703) of Realty Executives Arizona Territory (4983)	1.0	1,244,098	1,244,098
110	Melissa Manning Bishop (12758) of Neal Manning Company Realtors -1640	1.0	1,235,000	1,235,000
111	Don Eugene (10600) of Realty Executives Arizona Terr (498306)	3.0	1,223,000	407,667
112	Michael Braxton (53095) of Long Realty Company (16717)	3.0	1,205,000	401,667
113	Joaquin C Abrams (29547) of Tierra Antigua Realty (2866)	4.0	1,204,900	301,225
114	John B Rocco (31451) of DRH Properties Inc. (2520)	3.0	1,202,783	400,928
115	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	3.5	1,195,500	341,571
116	Carol A Yarborough (1420256) of Long Realty -Green Valley (16716)	4.0	1,194,500	298,625
117	Kelly Button (21306) of Long Realty Company (52896)	3.0	1,193,200	397,733
118	Rudolph Berthold (1420355) of Coldwell Banker Realty (70204)	3.0	1,190,000	396,667
119	Darci Lynn Dunn (36807) of eXp Realty - 40 (52964)	3.0	1,185,000	395,000
120	LizBiz Nguyen (27962) of Realty Executives Arizona Terr (498306)	4.0	1,181,000	295,250
121	Katlyn Rose Ardrey-Worden (59037) of United Real Estate Specialists -5947	2.0	1,175,000	587,500
122	Damion Alexander (6683) of Long Realty Company (52896)	1.5	1,173,600	782,400
123	Megan Deanne Linderman (39004) of Long Realty Company (52896)	1.5	1,173,600	782,400
124	Jaime Jesus Guzman (56570) of Realty One Group Integrity (51535)	3.5	1,162,000	332,000
125	Christina Anne Chesnut (36241) of OMNI Homes International (5791)	2.0	1,145,000	572,500
126	Michelle S. Genardini (29981) of Keller Williams Southern Arizona -478313	2.0	1,142,000	571,000
127	Jay Lotoski (27768) of Long Realty Company (16717)	1.5	1,141,000	760,667
128	Hilary Backlund (20597) of Long Realty Company (16717)	1.5	1,141,000	760,667
129	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	2.0	1,140,000	570,000
130	Dawn M Colston (5218) of Tierra Antigua Realty (286601)	2.0	1,139,357	569,678
131	Jill Leona Paddock (54848) of Keller Williams Southern Arizona (478306)	3.0	1,133,500	377,833
132	Alexandra Garced (60879) of eXp Realty - 40 (52964)	3.0	1,124,000	374,667
133	Peggy Milbrandt (17730) of Homesmart Advantage Group (5169)	1.5	1,123,500	749,000

Rank	Name	Sides	Volume	Average
134	Donna Reed (18335) of Keller Williams Southern Arizona (478313)	2.0	1,120,000	560,000
135	Brian D Wick (19232) of Realty Executives Arizona Territory (4983)	3.0	1,116,000	372,000
136	Elliot J Anderson (20567) of eXp Realty 06 (495201)	2.0	1,115,000	557,500
137	Ricardo J Coppel (11178) of Long Realty Company (52896)	2.0	1,112,200	556,100
138	Fred M Swiderski (29476) of Coldwell Banker Realty (70207)	2.0	1,080,000	540,000
139	Jeffrey Schuchart (52452) of Long Realty Company (16717)	2.0	1,075,000	537,500
140	Sondra K Dahlberg (28214) of Long Realty Company (16724)	2.0	1,072,300	536,150
141	Nicole Sanchez (58286) of Keller Williams Southern Arizona (478313)	2.0	1,069,900	534,950
142	William Moyer (36674) of Tierra Antigua Realty (286606)	2.0	1,065,000	532,500
143	Sandra M Northcutt (18950) of Long Realty Company (16727)	2.0	1,060,000	530,000
144	Kevin Sarullo (53791) of NextHome Complete Realty (DBA) (51224)	2.0	1,059,000	529,500
145	Vincent R Yackanin (2249) of Long Realty Company (52896)	2.5	1,057,400	422,960
146	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	2.0	1,052,500	526,250
147	Paige A Harris (58312) of Tierra Antigua Realty (286610)	3.0	1,047,270	349,090
148	Lori C Mares (19448) of Long Realty Company (16719)	2.0	1,029,500	514,750
149	Lonnie Williams (61428) of Redfin (477801)	2.0	1,007,500	503,750
150	Iris Pasos (38869) of Tierra Antigua Realty (286610)	2.0	1,004,900	502,450

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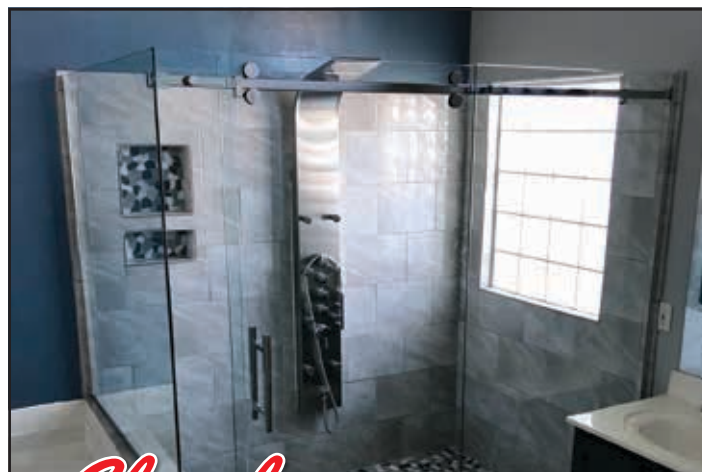
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