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To find out how we helped turn to page 21 and see our conclusion to the story.





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▶▶ rising star!

Photography by Casey James
By Breanna Smith

The Alder Group

Allie Pastore & Deric DiCamillo

A NEW-AGE TEAM

"I've sold air conditioners outside of Ace Hardware and did cold-calling for insurance companies; all of my jobs were from Craigslist before Craigslist was weird. I have the attitude that you just have to try—the worst anyone can say is no," says Allie Pastore, who co-owns The Alder Group with Realty Executives Arizona Territory with her partner Deric DiCamillo. The Tucson natives bought their first investment property before purchasing their own home—just one of the many ways they do real estate their way.

Young Leaders

Allie grew up watching her mom succeed in the male-dominated finance industry. As she would head off to work in a suit and heels, Allie would think, "That's going to be me one day." Allie also felt the impact that the 2008 financial crisis had on many families. "That made me want to get to work," Allie says. Along with encouragement from her brother, she developed the can-do attitude that got her to the Junior Olympics for Track and Field, and eventually launched her career in property management and real estate.

Allie and Deric took winding journeys to real estate, but they were all in once they committed.

"I had no idea what I wanted to do through college," explains Deric. "I went from business management to accounting, I was even about to go to school for architecture, and around that time, I got into a sales job at Relax the Back. The owners there taught me how to sell, and I found that I had a knack for it. I enjoyed connecting with people, and it became fun, but I knew I would only like doing sales for things that can help people."

Allie joined Team Integrity to help with marketing, and introduced Deric to the owner, Aaron Wilson, while at a birthday party. He encouraged Deric to get his license in real estate. It was just the nudge he needed. "I dropped everything, and I started doing real estate," Deric says.

"We would work our 9 to 5, then do the night class from 6 to 10, and share a Jimmy John's sandwich to save money," Allie recalls. "This was right before they started doing online classes," Deric adds.

A New Approach

"Starting a team wasn't even in the books, but because we were working together, Realty Executives told us to come up with a team name. So, we put our first names together: The

Alder Group. And it sounded cool, very prestigious," Allie says, laughing with Deric.

The Alder Group does real estate the way they know how—leveraging technology, their desire to help people, and the power of social media. "It's a new approach because we're a new-age team," Allie says. "I want to be remembered for always giving people a laugh and helping them discover their potential and their why."

People began finding Allie on Instagram, where she posts content about her life and real estate, including fun videos of her explaining how she and Deric started investing in real estate while enjoying an ice cream cone. "Most of my business comes from Instagram, so I think people saw what we were doing, and they wanted to join the team. It's so crazy sometimes," Allie says. "With everyone that has joined, it's been completely organic, and we've been very fortunate."

Her experience working at the front desk of a local brokerage and with other teams gave her an inside-out view of what works and doesn't work for teams and agents. "I always want people to be able to come to me.

“

We're still young and like to do what young people do—go out, and have fun, but we also know we are role models, and we're responsible for helping each member of our team grow their business.

”





We're very encouraging," Allie says. "And approachable," Deric adds. "We agreed from the beginning that we did not want to be a team that just distributes leads. We wanted to teach people how to create their own business."

They help agents build a customized business strategy that plays to their strengths. And while they are technologically savvy, they also embrace tried-and-true business and marketing strategies. "I won't just tell someone they should go door-knocking, I will go door-knocking with them and show them what's possible," Allie says, who is a fan of the door-knocking method. "I actually love facing the awkwardness of those situations."

Future Facing

Allie and Deric have grown tremendously over the last five years, facing the challenge of becoming business leaders in their 20's head-on with persistence and the signature can-do attitude of The Alder Group. "We're still young and like to do what young people do—go out, and have fun, but we also know we are role models, and we're responsible for helping each member of our team grow their business," Deric explains. "Allie is one of those few people who can get business by going out to have a good time. She's always meeting someone new, and then they happen to want to buy a house. Relationships form organically

for her...not everyone can do that. So we focus on how each agent can create success in their own way."

Great mentors like Allie's mom, brother, and Team Integrity's leadership, Aaron Wilson, have been key to their success.

"Learning about all of the different routes to financial success and having my brother as a mentor to show me what's possible when you think outside of the box made me want to be that for other people. I want other people who grew up like we did to know that financial stability is possible."

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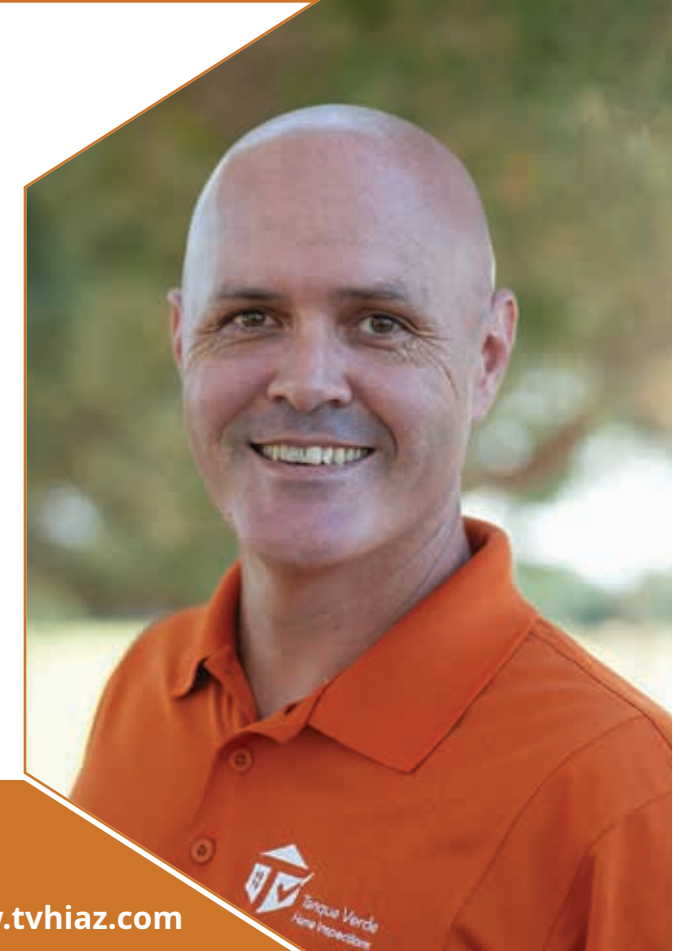
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Thomas Gist

FAMILY MAN

“My grandpa used to pick me up from kindergarten, and we would go on adventures together.” Thomas Gist shares some of his favorite memories from growing up in Yuma just a few miles away from his grandparents’ farm. “My grandfather was one of my biggest role models. He was an Army veteran, a farmer, and a true gentleman. I loved riding on the tractor with him as he worked the fields. It is because of him that I discovered my love for agriculture.” Thomas remembers one car ride when his hat was blown out the window. “My grandpa immediately stopped the car, jumped out, and chased my hat down.” The love his grandfather

demonstrated in that simple act made an impression on Thomas. “My grandfather never met a stranger, he was always kind and treated everyone with respect. I have that same mentality, I learned from his example.”

Thomas was also learning from his dad’s example. “My dad was a REALTOR®, he started a brokerage and then opened his property management business. While my father was building his business, we lived with my grandparents for two years.” From his grandfather and father, Thomas learned the importance of family and the value of hard



work. “Being at my dad’s office doing homework as a child, I saw what it takes to raise children and build a business. Helping my mom clean rentals for my dad to eliminate vacancies taught me what hard work is— sometimes you need to roll up your sleeves and do it yourself to keep food on the table.” Living on the farm and participating in 4-H and Future Farmers of America (FFA) further developed Thomas’ work ethic. “I raised pigs and held multiple leadership roles for 4-H and FFA. I worked in cotton and watermelon fields. I experienced the rewards that come with hard work and getting your hands dirty.”

In high school, Thomas worked for his dad. He knew then that he wanted to follow in his father’s footsteps. However, he didn’t pursue real estate as a career right away. Thomas moved to Tucson to attend the University

of Arizona. While there he met his wife Sarah. After finishing college, he bought his first house, and within the same year, he bought a second house. “At 24, I had my first rental property. I was also helping my brother-in-law, who is a contractor, flip homes. It was a great experience; I learned the construction side of the business. This combination of experiences prepared Thomas for his career in real estate. In 2011, he felt ready to make the leap. “I decided it was time to roll up my sleeves and get my license.”

Thomas’ understanding of property management and construction provides valuable insight for clients, whether it’s walking them through the inspection report, envisioning a remodel, or evaluating the potential of an investment property. It also provided an unexpected challenge, “I’ve had to stop doing repairs for transactions. I love

“
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”

fixing things and helping people. It's hard for me to reach out to professionals to do work I am capable of doing. I enjoy the satisfaction of repairs and building, so it was challenging to let go of that side of the business."

As Thomas achieved his goals in real estate, he and Sarah were hoping to realize an even bigger dream in their personal life. "I always dreamed about being able to be a good father to my kids. It took ten years for us to have children. It was something that no one really understood when we were going through it. It's the foundation of why they are so important to us. Trying to become a parent and then being a parent is the best gift that I've ever been given."

As Thomas reflects on how far he has come, he shares his gratitude, "My wife Sarah is the driving force behind my success. We've been best friends for almost 23 years and married for 17 years." Real estate can be a demanding career, but Thomas has found balance through setting boundaries and clear communication. "You can be there for your family and still run a successful business. It's important to me to have the time to take my kids to school in the morning. I block out my schedule so I am available and communicate with my clients so they know what to expect."

Thomas and Sarah have a 9-year-old daughter, Reese, and a 5-year-old son, Rhett. You can hear the smile as Thomas talks about his kids, "One of their favorite things right now is when I take them to school in our golf cart. It takes a little longer than the car ride, but it's a highlight of their day." Thomas adds, with a laugh, "Currently, they've got plans for opening a dental practice, that is when Rhett's not too busy flying jets." In their free time, Thomas and the family enjoy the outdoors, whether it's a trek up Tumamoc or



hiking Sabino Canyon. On Sundays after church, you'll probably find them enjoying bagels at Bubbe's.

When he's not working or hanging out with the family, look out for Thomas on the pickleball court. "I just recently started playing pickleball. Some of my friends invited me to play, but I kept declining their invitations. Finally, I admitted I didn't know how to play (growing up in Yuma, Over-the-Line was the popular game, it's like a 3 v 3 version of softball). Turns out they were also new to pickleball, so I decided to give it a shot. On the way home from my first game, I stopped to buy a paddle. I was hooked!"

Thomas is excited about what the future may hold as he continues to grow his business in real estate. He's interested in expanding into property management and potentially taking over his dad's business when his dad is ready to retire. However, at the end of the day, what's most important to Thomas is creating memories with family and friends. "I hope to be remembered for the smiles and laughter that I had with everyone in my life."



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PILLAR TO POST HOME INSPECTORS

THE CASPER TEAM

Photography by **Jacquelynn Buck**
By **Donna Reed** | REALTOR Keller Williams Southern Arizona

“I just wanted to change the perception of Home Inspectors. I wanted to educate clients and ensure confident ownership.” This is what Chad Casper shared with me when I asked him why he decided to buy a Home Inspection franchise.

After working for QT as a manager and then quickly being promoted to a trainer in Tucson, Chad was in a pretty good position financially.

However, at home, he was missing out on things. And, since many new employees at QT got the ‘yucky’ overnight shift, the ‘fun’ of that quickly disappeared and Chad wanted more time at home with family and frankly, to be awake during the daylight hours.

So, this leader and motivator began to search for potential franchises to own. He spent two years googling and

searching. Chad said there were a few options that intrigued him. He looked at a vending machine company. At a junk removal company. He checked out a restoration company, and a garage finishing company. (I might need to check out that last one myself!)

Ultimately, Pillar to Post actually contacted him. After his experience with home inspectors in a couple of



purchases, he simply felt he could do better. He wanted buyers to understand what they were buying. To understand what they had paid for, and to believe they had received value for those dollars. As a person who has always been detail-oriented, using checklists, etc., he knew that following the Pillar to Post plan would be easy. It fell into his wheelhouse. In 2017 he decided to purchase this franchise and started with only himself. As the business grew he added inspectors, and his lead inspector has been with him now since 2020. Of course, during COVID, homes were selling like crazy and, at one point, he had to book three weeks in advance. Agents, like those of you reading this, were requesting extra inspection periods on the contract, knowing that it could be/would be hard to get someone in quickly.

I knew there are other Pillar to Post owners in town. Chad is licensed to sell anywhere in Arizona, and yet, like most logical people, he isn’t likely to run up to Show Low! His inspectors now do cover Pima, Cochise, & Pinal counties. Since he and his family live in Red Rock, he goes north a bit.

At this point in time, Chad isn’t doing so many inspections. He is doing what he is great at, leading a team and growing a company. When I arrived at his office, he actually had a training going on inside for REALTORS®. He was educating them, educating us, on specifics related to photos and measurements that happen as part of his inspection.

Chad grew up in Tucson and graduated from CDO. His wife is from Queen Creek and they met at the U of A. They are the proud parents of 2 little ones, a nine-year-old son and a five-year-old daughter. I asked about their extra activities, and found out that Logan loves karate and theater! And, Parker is beginning dance. Of course, I’m going to bet she has daddy wrapped around her little finger! For fun, Chad likes hiking, camping, and competitive target shooting. (That last part might lead to a bit of team paintball!)

Chad is a huge supporter of Operation Underground Railroad, a non-profit that supports victims of human trafficking. They create awareness around what is happening, provide

homes for victims, help teach internet safety, and create awareness for young people and families. Chad admitted he is not easily star-struck but was super excited when he met the founder, Tim Ballard. I could tell that he is totally committed to this program, and wants the world to know about it.

An interview with a home inspector wouldn’t be complete without at least one horror story, right? The meeting with the snakes, the Gila monsters, and the goats living in a home that they inspected not once, but twice. I asked for an example of the ‘worst’ inspection and Chad told me about a home where it just seemed ‘off.’ The roof seemed crooked and the house seemed ‘a little crooked.’ Up close, things seemed okay, but as he backed away and looked from further down the hill, he noticed that the whole right side of the home was sinking. There was a pillar about a foot shorter (underground) and the whole side of the home was sinking. His gut had been correct. The buyer decided this was not the place for her and later Chad inspected the home she wound up buying.

I would say, having a strong honest home inspector in your court is exactly what we need. Wouldn’t you agree?





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WINNERS: Youth on Their Own & Humane Society of Southern Arizona

Soooo we certainly laughed, lived, and gave at our *Tucson Real Producers* March 8th "Charity of Choice" event! Because of the generous donations of so many amazing agents, we collected over \$4600.

Shawn Edgar won 1/2 for her charity - **Youth on Your Own**. Shawn reminded us all that we have to be proactive in pouring into our youth so they can grow up to enjoy all the good life has to offer.

Jillian Barnes's favorite nonprofit **Human Society of Southern Az** received the other 1/2! Both were thrilled and excited to put your donations into action.

Well had a spectacular *Tucson Real Producers* event only because of so many who came together with support! First, thanks to Kate Herk and Judy Smedes for letting us celebrate "The Best of the Best" at their stunning listing. It was perfect for our gathering, the views, the sunset, and the city lights took your breath away. So typical of Tucson yes indeed but even more special on top of a mountain in Skyline Country Club. Was it a bit windy? Yes, but we loved every minute and the extra spacious home held us all!

The Tucson Real Producers partners who made this happen were ever so generous as well.

Thanks to **Zach Mooney with Nova, Brett Bratton Bloomin**

Blinds, Clark Rustand with HouseMaster Home Inspections Tucson, Sherri Smith Gillette with Caring Transitions of Southern Arizona, Time-Maid Cleaning, Stepping UP USA & Chad Casper with Pillar To Post Home Inspectors - Chad Casper!!! Because of you, all this is possible!

The food was fantastic, the Ultimate 360 Photobooth was a blast, and the music by Mark Willis with Silk and Soul was rocking but the best part was the people, the connecting, the energy, the laughter & all the smiles!

If you missed this one next time make sure and register! Look for the announcement for our next event in June! Be there to Live ~ Laugh & Give.







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THE SKY IS THE LIMIT

The plane swooped down, flying low over the beach and sparkling waters of Kino Bay, Mexico. Kynn Escalante chuckles as she recounts the family tradition. “My dad was a pilot; many summers, we flew down to Mexico for a vacation on the beach with friends and family. My dad always announced our arrival by flying low and buzzing the beach where everyone was hanging out.” Kynn laughs, “That was my dad; he wanted to do things in a big way all the time!” Kynn’s dad, Kenneth Cardella, moved from L.A. to Tucson to play football for the University of Arizona. After college, he served as a pilot in the Air Force, and then he served as an Arizona State Senator. When he completed his term, he started Cochise Airlines. “My dad thought big. For him, it wasn’t about the monetary gain. It was about achieving your goals and making a difference in the community. Relationships were a driving factor for my dad, which is true for me. From the beginning of my career, I have been people focused; I’ve intentionally created and maintained connections.”

Kynn learned a lot from her dad. “He was also my tennis coach. I started playing tennis at the age of four.” Kynn excelled at tennis and started playing competitively. The experience developed Kynn’s work ethic, ambition, and resilience. “It wasn’t easy to please him, but he was supportive. He always encouraged me to dream big, set goals, and work hard to achieve them.” The flying adventures throughout Kynn’s childhood created fun memories and put her at ease in planes. “I practically grew up in airplanes and airport hangars, it felt like a second home to me.” This was why Kynn had no fear about starting her own aerial photography business in college. She partnered with pilots who needed flying hours to get hired by airlines. “I would take my camera, lean out the passenger window, and photograph the property below.” It was a successful venture—not only did it help Kynn earn money, but it also developed connections within real estate and provided experience running a small business.

In addition to her real estate classes, Kynn accepted an internship with Coldwell Banker Commercial. She also gained industry experience by working for her uncle, Chuck Townsdin. “He had a property tax consulting business; working for him was a great learning opportunity.” Kynn was ready to pursue a career in commercial real estate when the savings and loans crisis brought the market to a standstill. Kynn expanded her business, moving into residential real estate as she continued to work in commercial.

She confidently jumped into the Tucson market in her own way. “I seldom take the “normal” approach; I live life on my terms. I’m not afraid to take a chance.” Instead of cold calls and open houses, Kynn looked for opportunities for organic connection. She noticed that the Active 20/30 club provided the chance for business professionals to network and support local organizations. The fact that it was a men’s club didn’t stop Kynn. “I recruited and organized a group of female professionals. We applied to be the world’s first female chapter of the Active 20/30 club.”

Kynn prepared to present her case at the international Active 20/30 club meeting in Scottsdale. “It was a surreal experience. There were leaders and members present from chapters around the world. Members were equipped with headsets for the simultaneous translation of the meeting.” Kynn



adds, “We weren’t allowed into the meeting room because we weren’t members. We were invited in to give our presentation, but we had to leave afterward.” Through the glass, Kynn watched as the members voted and approved the first female chapter. Kynn’s determination helped to create a new network for women professionals in Southern Arizona. Little did she know, it would also help her make the connection of a lifetime.

With a laugh, Kynn tells the story of how she first met her husband, Carlos. “His sister joined the 20/30 club. She brought him to events to help him socialize. He was a med student; he spent most of his time studying. She introduced us, and we started hanging out.” Kynn and Carlos celebrated 29 years of marriage this year. Kynn reflects on how their commitment has endured the challenges. “It’s not easy balancing two demanding careers, but we learned to adapt and support each other.” Kynn and Carlos moved to San Antonio, Texas, for his medical residency program. From residential real estate, Kynn had transitioned into the specialty of relocation. After residency, Carlos had a job offer in Tucson, and so did Kynn as a relocation director. As the dynamics in local brokerages shifted, Kynn decided to open her brokerage, We Move Tucson, a decision that would let her continue her people-focused approach and make the most of her relocation expertise. “My goal is to be my clients’ REALTOR® for life. The relationship does not end at closing. I have one couple that I have assisted with 14 different real estate transactions. With each client, my intention is for it to be a long-term relationship.”

Outside of work, Kynn still enjoys tennis and plays in a competitive league. She also has a unique hobby as a National Dog Agility Competitor. The adventure began when Kynn and Carlos welcomed Nacho, a Tibetan Terrier, into the family. “Looking at his pedigree papers, we discovered that he came from a long list of champions in France and the United States.” Kynn dived into the world of dog shows and in the process discovered agility competitions. “While Nacho earned his championship in the breed ring, he wasn’t interested in agility competitions. Our second dog, Turbo, is a Schapendoe or Dutch sheepdog. We got her as



The original and first Active 20/30 Women's chapter

a puppy, she loved to train and compete.” In 2019, Turbo placed 9th out of 400 dogs in the AKC Agility Invitational in Orlando, Florida. Now Kynn is training and competing with Sheldon, “In addition to his agility training, Sheldon also has his advanced tricks title, one of his best tricks is riding a skateboard.” Currently, Kynn and Sheldon are getting their tricks ready for an extra-special performance. “I am organizing a dog show for the residents at the eldercare facility where my sister works. It’s a fun way to brighten their day.”

Kynn’s heart for people shines through in all aspects of her life. It guides her whether she is helping families relocate to Tucson or serving on the board of the Pima County Medical Society Alliance. The market may fluctuate, but Kynn’s people-first approach remains consistent. After 37 years in the industry, Kynn continues to look forward to learning and growing with each of her clients. “Each transaction is a learning experience, and every person’s process for finding a home is different. I go into each interaction with an open mind—ready to listen, learn, and give it my best.”



Kynn and Tennis Player Billy Jean King



Kynn and Carlos in Hawaii

“

My dad always encouraged me to dream big, set goals, and work hard to achieve them.

”

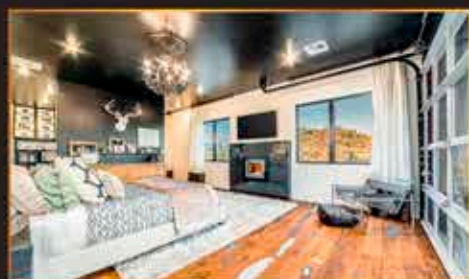
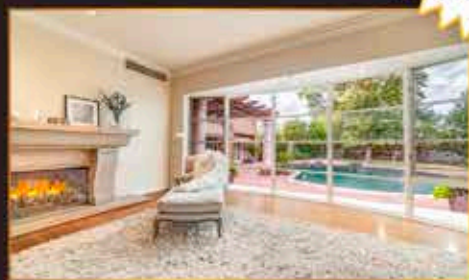


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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9.0	29,913,084	3,323,676
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	76.0	25,257,870	332,340
3	Lisa M Bayless (22524) of Long Realty Company (16717)	38.0	20,507,447	539,670
4	Kaukaha S Watanabe (22275) of eXp Realty (495203)	57.0	18,668,425	327,516
5	Marsee Wilhems (16298) of eXp Realty 06 (495201)	52.0	18,004,100	346,233
6	Kyle Mokhtarian (17381) of KMS Realty (51920)	52.5	16,474,500	313,800
7	Don Vallee (13267) of Long Realty Company (52896)	23.0	14,615,131	635,440
8	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	37.0	12,353,746	333,885
9	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	23.0	11,818,284	513,838
10	Russell P Long (1193) of Long Realty Company (52896)	6.0	9,587,500	1,597,917
11	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	29.0	9,226,150	318,143
12	Danny A Roth (6204) of OMNI Homes International (5791)	23.0	9,174,757	398,902
13	Sandra M Northcutt (18950) of Long Realty Company (16727)	12.0	8,980,000	748,333
14	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	25.0	8,724,300	348,972
15	Nara Brown (13112) of Long Realty Company (16717)	16.0	8,365,000	522,812
16	Peter Deluca (9105) of Long Realty Company (52896)	16.0	8,317,999	519,875
17	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	26.0	8,245,990	317,153
18	Laurie Hassey (11711) of Long Realty Company (16731)	18.0	8,170,587	453,922
19	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty-472203	6.5	8,107,140	1,247,252
20	Rob Lamb (1572) of Long Realty Company (16725)	5.5	8,083,277	1,469,687
21	James L Arnold (142000775) of Tierra Antigua Realty (286614)	10.0	7,682,026	768,203
22	Louis Parrish (6411) of United Real Estate Specialists (5947)	9.0	7,302,209	811,357
23	Matthew F James (20088) of Long Realty Company (16706)	9.5	7,245,869	762,723
24	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	23.5	6,954,112	295,920
25	Albert M Kingsbury (15389) of Richmond American Homes of AZ (186501)	17.0	6,940,458	408,262
26	Joshua Waggoner (14045) of Long Realty Company (16706)	6.0	6,881,000	1,146,833
27	Tori Marshall (35657) of Coldwell Banker Realty (70207)	14.0	6,787,418	484,816
28	Christina Esala (27596) of Tierra Antigua Realty (286607)	18.0	6,776,800	376,489
29	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	6.5	6,714,000	1,032,923
30	Denice Osbourne (10387) of Long Realty Company (52896)	9.0	6,675,616	741,735
31	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	12.5	6,662,114	532,969
32	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	15.0	6,625,500	441,700
33	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	14.5	6,619,890	456,544

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
34	Barbara C Bardach (17751) of Long Realty Company (16717)	5.0	6,245,000	1,249,000
35	Gary B Roberts (6358) of Long Realty Company (16733)	15.5	6,069,050	391,552
36	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	4.0	5,970,000	1,492,500
37	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	9.5	5,859,012	616,738
38	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	8.5	5,836,027	686,591
39	Helen W F Graham (55628) of Long Realty Company (16728)	10.0	5,814,000	581,400
40	Madeline E Friedman (1735) of Long Realty Company (16719)	8.0	5,778,070	722,259
41	Tom Ebenhack (26304) of Long Realty Company (16706)	15.0	5,686,505	379,100
42	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	16.5	5,565,400	337,297
43	Dottie May (25551) of Long Realty Company (16728)	8.5	5,546,950	652,582
44	Margaret E. Nicholson (27112) of Long Realty Company (16728)	8.5	5,546,950	652,582
45	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	10.0	5,539,500	553,950
46	Maria R Anemone (5134) of Long Realty Company (16727)	5.0	5,492,410	1,098,482
47	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	14.0	5,485,500	391,821
48	Heather Shallenberger (10179) of Long Realty Company (16717)	12.0	5,403,900	450,325
49	Matt G Bergstrom (25358) of RE/MAX Excalibur (453501)	3.0	5,295,000	1,765,000
50	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	7.0	5,252,000	750,286
51	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	11.0	5,194,272	472,207
52	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	11.0	5,142,990	467,545
53	Jose Campillo (32992) of Tierra Antigua Realty (2866)	18.0	5,046,255	280,348
54	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	8.5	5,042,620	593,249
55	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	13.0	5,023,300	386,408
56	Brenda O'Brien (11918) of Long Realty Company (16717)	8.5	5,008,000	589,176
57	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	5.5	4,994,950	908,173
58	Brittany Palma (32760) of 1st Heritage Realty (133)	12.0	4,917,130	409,761
59	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	16.0	4,878,880	304,930
60	Dina N Benita (7849) of Long Realty Company (52896)	6.0	4,753,180	792,197
61	Tyler Lopez (29866) of Long Realty Company (16719)	15.0	4,741,300	316,087
62	Jameson Gray (14214) of Gray St. Onge (52154)	4.5	4,717,500	1,048,333
63	McKenna St. Onge (31758) of Gray St. Onge (52154)	4.5	4,717,500	1,048,333
64	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	14.0	4,677,800	334,129
65	Paula J MacRae (11157) of OMNI Homes International (5791)	10.0	4,603,200	460,320
66	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	13.0	4,601,150	353,935

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
67	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	4.0	4,580,000	1,145,000
68	Catherine S Donovan (28185) of Berkshire Hathaway HomeService -356307	5.0	4,545,000	909,000
69	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	6.0	4,524,000	754,000
70	Kristina Scott (37825) of Realty One Group Integrity (51535)	10.0	4,524,000	452,400
71	Suzanne Corona (11830) of Long Realty Company (16717)	4.0	4,498,000	1,124,500
72	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	13.0	4,480,350	344,642
73	Sofia Gil (1420209) of Realty Executives Arizona Terr (498303) and 1 prior office	14.0	4,440,640	317,189
74	Anthony D Schaefer (31073) of Long Realty Company (52896)	6.0	4,273,000	712,167
75	Vincent R Yackanin (2249) of Long Realty Company (52896)	7.0	4,248,865	606,981
76	Jay Lotoski (27768) of Long Realty Company (16717)	8.0	4,206,837	525,855
77	Hilary Backlund (20597) of Long Realty Company (16717)	8.0	4,206,837	525,855
78	Hollis H Angus (58314) of Redfin (477801)	11.0	4,183,882	380,353
79	Tom Peckham (7785) of Long Realty Company (16706)	6.0	4,169,965	694,994
80	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	4.0	4,144,000	1,036,000
81	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	7.5	4,128,012	550,402
82	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	9.0	4,122,795	458,088
83	John E Billings (17459) of Long Realty Company (16717)	10.5	4,069,900	387,610

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Rank	Name	Sides	Volume	Average
84	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	4.5	4,069,500	904,333
85	Patty Howard (5346) of Long Realty Company (16706)	5.0	4,067,180	813,436
86	Roger D Daggett (53481) of United Real Estate Specialists (5947)	9.5	3,952,500	416,053
87	Ann Fraley (62295) of Long Realty Company (16728)	8.0	3,869,400	483,675
88	Calvin Case (13173) of OMNI Homes International (5791)	11.0	3,859,950	350,905
89	Lori C Mares (19448) of Long Realty Company (16719)	10.0	3,856,975	385,698
90	Judi Baker (13152) of Long Realty Company (16719)	6.0	3,842,000	640,333
91	Aric M Mokhtarian (19336) of KMS Realty (51920)	11.5	3,813,250	331,587
92	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	11.0	3,738,015	339,820
93	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	8.0	3,719,400	464,925
94	Tayyeb Ahmad (38583) of Realty Executives Arizona Territory (4983)	2.0	3,685,000	1,842,500
95	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	8.0	3,677,000	459,625
96	Yolanda P Weinberger (56611) of Engel & Volkers Tucson (51620)	8.0	3,582,000	447,750
97	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	9.0	3,560,310	395,590
98	Brent R Brzuchalski (142000868) of Coldwell Banker Realty (70204)	7.0	3,531,000	504,429
99	Pam Ruggeroli (13471) of Long Realty Company (16719)	9.5	3,530,487	371,630
100	Anthony Thomas Body (39691) of Realty One Group Integrity (51535)	9.0	3,511,500	390,167

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
101	Kimberly Mihalka (38675) of eXp Realty (4952)	6.0	3,509,280	584,880
102	Glenn Michael Nowacki (35737) of Realty Executives Arizona Terr (498306)	10.0	3,468,200	346,820
103	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	9.0	3,443,900	382,656
104	Alexis Ortega Cortez (52659) of Tierra Antigua Realty (286606)	10.0	3,432,990	343,299
105	Gustavo Antonio Castro (53189) of Realty One Group Integrity (51535)	4.0	3,428,000	857,000
106	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	10.0	3,396,000	339,600
107	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	7.0	3,367,000	481,000
108	Wanda Fudge (28579) of Long Realty Company (16728)	6.0	3,353,800	558,967
109	Rebecca Ann Crane (32933) of Realty Executives Arizona Terr (498306)	9.5	3,342,750	351,868
110	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona -478313	10.5	3,336,500	317,762
111	Kayla B Manley (32803) of Dove Mountain Realty, LLC (5156)	2.0	3,325,991	1,662,996
112	Mark William Gathmann (60427) of Long Realty Company (16717)	8.0	3,309,700	413,712
113	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	7.0	3,300,000	471,429
114	Stuart M Shapero (1420977) of Realty Executives Arizona Terr (498303)	11.0	3,285,700	298,700
115	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	4.0	3,275,000	818,750
116	Mary Vierthaler (12199) of Long Realty Company (52896)	5.0	3,254,172	650,834
117	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	7.0	3,238,000	462,571
118	Nancy A Hofstede (1420494) of Tierra Antigua Realty (286610)	11.0	3,226,000	293,273
119	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	7.5	3,220,000	429,333
120	Jon Mandel (33200) of Long Realty Company (16706)	4.5	3,217,500	715,000
121	Dale R Slaughter (25073) of Homesmart Advantage Group (5169)	4.0	3,173,350	793,338
122	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	5.0	3,162,537	632,507
123	Sue West (13153) of Coldwell Banker Realty (70202)	7.0	3,155,760	450,823
124	Chuck Gorley (142000757) of Long Realty -Green Valley (16716)	9.0	3,152,900	350,322
125	Miki F Jackson (21446) of Long Realty Company (16706)	1.0	3,150,000	3,150,000
126	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933)	6.0	3,136,000	522,667
127	Leslie Heros (17827) of Long Realty Company (16706)	2.5	3,116,475	1,246,590
128	Susan K. Dodson (31339) of Long Realty Company (16717)	7.5	3,112,000	414,933
129	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	7.0	3,071,500	438,786
130	Jim Jacobs (7140) of Long Realty Company (16706)	4.0	3,064,900	766,225
131	Lizel Wieser (15306) of Realty Executives Arizona Terr (498306)	7.0	3,054,800	436,400
132	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	8.0	3,051,000	381,375
133	Deborah A Evenchik (9120) of Coldwell Banker Realty (70202)	7.0	3,044,370	434,910

Rank	Name	Sides	Volume	Average
134	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	8.0	3,035,000	379,375
135	Tammy Eggerman (58541) of eXp Realty (495204)	8.0	3,031,890	378,986
136	Darci Lynn Dunn (36807) of eXp Realty - 40 (52964)	7.0	3,013,990	430,570
137	Phil Le Peau (39491) of OMNI Homes International (5791)	6.0	2,990,500	498,417
138	Erica Hoffman (15629) of eXp Realty - 40 (52964)	7.0	2,986,900	426,700
139	Layne Lundeen (31434) of Long Realty Company (16731)	6.0	2,983,187	497,198
140	Megan Deanne Linderman (39004) of Long Realty Company (52896)	5.5	2,979,900	541,800
141	Lisa Korpi (16056) of Long Realty Company (16727)	6.5	2,968,500	456,692
142	Kelly A Bryan (18295) of Realty Executives Arizona Territory (498312)	5.0	2,965,000	593,000
143	Kate Wright (35438) of Long Realty Company (16706)	6.0	2,922,830	487,138
144	Kim Wakefield (32321) of Realty Executives Arizona Terr (498306)	6.0	2,914,500	485,750
145	Martha A O'Neill (14461) of Long Realty Company (16706)	4.0	2,900,000	725,000
146	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	5.0	2,897,500	579,500
147	Nick Labriola (27326) of Tierra Antigua Realty (286601)	5.0	2,897,000	579,400
148	Rita Gibbs (20647) of Realty One Group Integrity (51535)	5.0	2,892,000	578,400
149	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	10.0	2,891,390	289,139
150	John DeLalla (58262) of Tierra Antigua Realty (286601)	6.0	2,891,000	481,833

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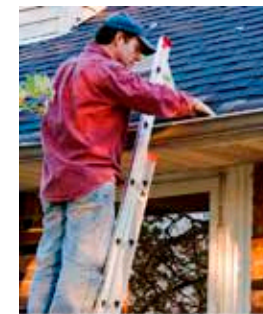
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