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THE MIRACLE OF NEW LIFE!

Reflecting, Remembering & Rejoicing

When my daughter called me while camping with a few friends at Picacho Peak back in January 23 I was shocked to find out our 12th grandchild was on the way! Her youngest was turning 8 soon, and we thought she was done. Battling back pain for years and the way her body reacts while pregnant made me exclaim "ON PURPOSE" when she told me a new little one was in the oven!

Fast forward nine months on September 24th we welcomed Calvin Fett into the world. For those of you who are Star Wars fans "Fett" may be familiar! It was a fast and furious birth, the 3rd one with me in the car racing to the hospital at record speed thinking I may be the one delivering this baby! Thank goodness the midwife was in the hospital parking lot ready to catch a baby because he did not wait!!

One of the most special pieces of this family celebration was my two sisters came to be a part of the excitement. One from Austria and one from Arkansas! My daughter from Tucson and my other daughter from California also traveled to North Atlanta to be here to support and bask in the joy of a brand-new

baby and all the excitement that entails. My husband typically comes after things have settled a bit and at this writing, I am ready to come home.

What a true blessing to be able to be there for all 12 births and afterward to love on another miracle. These days are what I treasure most, time with family, laughter, encouraging each other, and making memories!

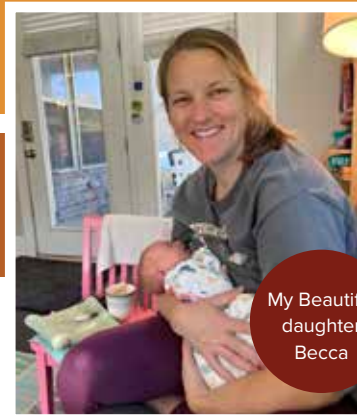
As I have come to know so many of you after 6 years of publishing *Tucson Real Producers*, time with your family is cherished as well.

Thought I would share a peek into the world of me, your publisher a bit this issue!

Thanks for all of your support and for allowing me to share your stories and celebrate YOU for who you are!

Warmly,
Delilah
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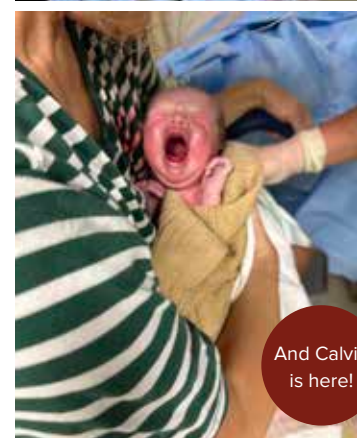
My Beautiful daughter Becca



A new brother!



12 Blessings



And Calvin is here!

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ROB PURVIS

► partner spotlight

Photography by Casey James
By Donna Reed | REALTOR Keller Williams
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What if you woke up every morning and your first thought was, "Let's go make good things happen for other people!"?

How might your day progress?

What if your team was told, "They must have a care factor off the charts!"?

Would you want to work here?

Would this be a good fit?

Seems to me like everyone would be better off if this was how we started our days and lived our lives!

Enter Rob Purvis, who finds that the fastball he once had in his baseball career has followed him into his lending career. Because let's face it: speed in a ball game matters and speed with buyers and sellers matters. Rob gets that.

A Midwest kid from a small town in Indiana, Rob played a lot of baseball and other sports as a youngster. He came from humble beginnings with his father working as a janitor and his mother being a stay-at-home mom. The community and his best friends to this day, were a huge support in

his life, as was his grandfather. Rob is close to his brother, Bryan, who just retired from Navy Chaplaincy. After high school, Rob was drafted to the San Francisco Giants but chose to go to college. He had several full-ride scholarship offers to play baseball for various universities. He chose Bradley University in Peoria, Illinois. After his junior season, he was again drafted in the 1st round supplemental, 45th overall by the Chicago White Sox, where he played for 7 years. (If you're a Cubs fan, you're cringing now, right?)

I had to figure out how after playing for the Sox, he wound up in Tucson. Well, spring training of course! He loved the mountains and life here and decided to move. He was recruited by Alliance Bank and worked as a Business Development officer to start. After a short time developing skills in an industry 'post-baseball,' he was promoted to mortgages where he immediately developed a love and passion for helping people with the largest financial decision of their lives.

So, let's move from the early 2000s into the present. Rob is a producing branch manager and team lead of The MVP Team at VIP Mortgage where he has been for over the last 12 years. I asked him what words he would use to

describe himself, and what he and his team could offer that others couldn't.

Pop back up to the top of this article and read those first couple of sentences. Notice the themes: Honesty, integrity, passion, care, and hard work. From the moment he wakes up until many hours later, he and his team are helping people understand how much work and care goes into a loan.

Responsiveness is key. Both he and I laughed about needing our phones turned over, so we didn't even see who was calling or texting. He said they are great at deal structuring and firmly believe that if a loan is possible, they will get it done. He works closely with Hunter and Karen who each bring their own special skills and knowledge to the lending process. When it comes to speed, efficiency, communication, and availability- they have it.

Rob reminds me that baseball is also a team sport, so he understands the importance of surrounding yourself with others who work together toward a common goal. He attributes the success he and The MVP Team have had to his teammates. They would not be able to perform as one of the top-producing teams in the country year in and year out without each one of them.



**THE MVP
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LET'S GO MAKE GOOD THINGS HAPPEN FOR OTHERS.



He appreciates them more than they can ever imagine.

Rob's philanthropic activities are many and diverse! But, he always makes sure there is time to spend with his fiancé Melissa Walker and her kiddos Christian, Kendra, and Justin and three dogs, Indy Pup, Luna Pup, and Lion. At home, those pups might actually be the real folks in charge! He also loves to golf, travel, spend time with the family, cook, and entertain friends at the house.

One of Rob's biggest passions as we know is helping other people and giving back. Especially when it comes to kids, veterans, and animals. He works annually with or serves on boards for

Lapan Foundation, Centurion Foundation, Winers and Diners (supports military base), Angel Airman, Youth on Their Own, AVIVA Children Services, Community Partners and Human Society just to name a few. The MVP Team, friends, and partners also host three large events each year for various organizations: a back-to-school supply drive, a food drive at Thanksgiving, and Rob's favorite, the Gifts of Love Program at Christmas where they assist close to 300 kids each year during the holiday season.

What's your first thought when you wake up? I love the idea of "Let's go make good things happen for others." Rob takes this seriously. I hope you are inspired to think the same way!



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PAULA

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WHEN PASSION MEETS THE RIGHT TEAM

When Paula Puls landed in Tucson in 2009, she faced a difficult decision—continue to follow her passion or find something new. Either way, she'd be starting from scratch.

Tucson is a city where seasoned real estate agents are as common as saguaro cacti. The city's close-knit community and small-town feel present unique challenges for transplant agents looking to establish roots and build a successful business.

"It was a tough decision," she said. "Even the thought of starting over was exhausting for me." But in the end, the decision was easy—real estate was the industry she had known and loved since 1987.

A CRAIGSLIST TREASURE

In the late 1980s, Paula worked in downtown Chicago for a New York-based company. When the Big Apple came calling, she boldly declined the offer, choosing instead to embark on a career in real estate. In 1987, she obtained her real estate license, and what followed was a remarkable 20-year tenure as a trusted real estate professional on the North Shore of Chicago.

Fast forward to the mid-2000s, and several of Paula's friends began moving to the picturesque city of Tucson. Intrigued by the idea of a new adventure, Paula and her husband, Richard Gribble, bought a home for vacationing and visiting friends. "By 2009, we had moved here," Paula reminisced with a smile.

As exciting as the new adventure would be, Paula knew it meant leaving behind the reputation, name recognition, and sphere of influence she had worked tirelessly to build in Chicago.



▶▶ team player spotlight

By Breanna Smith
Photography by Jacquelynn Buck

“Tucson is a small town in a way,” she reflected, “And everyone I met already knew two or three REALTORS®.”

As Paula grappled with her new professional landscape, she considered different strategies. Should she send out mailers or invest in a cutting-edge website? The transition was challenging, but Paula was resilient. She began searching for a team to join, wondering if that could be the key to unlocking success in her new city.

“Why I looked on Craigslist, I’ll never know. I mean, Craigslist, seriously?” she chuckled. “Brenda had put an ad on Craigslist, so I answered it, and she responded right away. The rest is history.” The two met and instantly connected as Brenda explained how she had relocated to Tucson after building a thriving real estate career in Alaska. That Craigslist ad proved to be the serendipitous connection Paula needed.

In March 2017, Paula joined the Brenda O’Brien Team, a decision she considers pivotal in her journey. “I admired that she got here and gave it her all,” Paula said. Brenda, like Paula, is a testament to the enduring pursuit of one’s passion. “Working with a group is a great way to do business,” she said. “Brenda is a great REALTOR® and an even better friend and boss.” The team’s camaraderie is palpable, especially during their annual summer retreats, where they unwind and bond over shared experiences. Paula values the professional growth and the friendships she’s cultivated in her journey.

ADVENTURES FOR A LIFETIME

Paula’s thirst for knowledge and adventure extends beyond her professional pursuits. She is rarely without a book in hand, a habit that has become an integral part of her life. “If I am early for an appointment, I read a few pages, and it is always a book, not an e-reader,” she said. She gravitates toward autobiographies and non-fiction, always eager to learn from the stories and perspectives of others.

Constantly searching for new experiences, Paula, her husband Richard, and their beloved lhasapoo, Bella, travel to pet-friendly resorts across the country, where they enjoy golfing, hiking, and immersing themselves in nature. Yet, for all their adventures, Paula and Richard relish the quiet moments at home, finding joy in the simple pleasures of a good movie.



WHY I LOOKED ON CRAIGSLIST, I’LL NEVER KNOW. I MEAN, CRAIGSLIST, SERIOUSLY? BRENDA HAD PUT AN AD ON CRAIGSLIST, SO I ANSWERED IT, AND SHE RESPONDED RIGHT AWAY.

THE REST IS HISTORY.

With an illustrious real estate career spanning over three decades, Paula’s unwavering commitment to the craft is evident. For Paula, customer service is the linchpin of a successful real estate transaction. Her dedication to providing unparalleled service and her tenacity form the foundation of her thriving career.

Paula Puls’s journey showcases her resilience, adaptability, and passion for real estate. With the Brenda O’Brien Team by her side, Paula continues to thrive, proving that success is inevitable when passion meets the right team.

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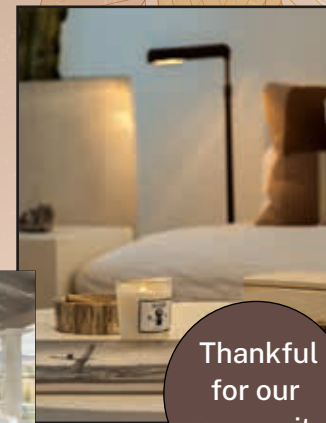


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Photography by Rachel Castillo
By Breanna Smith

“I loved what I did and you can’t put a price on that kind of experience.”



John, Sherry, Bachan, and Kimi

A 19-year-old Sherry Tune sat at her office desk with the Coronado National Forest diligently reviewing time sheets when a man walked in and changed the course of her career—and life. “He was big and burly, with a thick beard,” she recalled. “His red t-shirt had a bunch of holes in it, and his clunky boots that came up to his knees were tucked into green pants with a carabiner clipped to his belt loop and gloves hanging at his side.”

As soon as he was out of the door, Sherry asked her supervisor about his role at the National Forest Service. “He’s a Hotshot,” she explained. “They fight forest fires.”

For the next 40 years, Sherry would dedicate her career to fighting fires, both tactically on the ground as a Hotshot and strategically in leadership roles as a Forest Supervisor.

Into the Fire

In May of 1978, Sherry’s life changed overnight, thrusting her from her path as a college student into a caregiver and provider.

“My mother was walking across a crosswalk here in Tucson when a truck hit her, throwing her 42 feet into the air,” Sherry recalled, wincing. Her mother spent months in the hospital and faced a long road to recovery.

With two siblings still in high school and her mother as the only provider for the family, Sherry stepped up to support and care for them. “I was close to the end of the semester, and I was such an emotional mess. I just quit. I didn’t know I could test out. I just left,” she said. Sherry is no stranger to hard work—since age 11, she spent her time off from school working in the peach fields of California to help her family make ends meet.

Determined to provide for her mother and siblings, Sherry went to the Department of Economic Security Office to find a job. A Forest Service position. The advisor explained that it would be outdoor work maintaining the forest. “I always hated getting my hands dirty. When I was younger and did chores, I always wanted to make the bed or do the dishes, anything inside the house, because there was no way I was gonna get my hands dirty.”

Sherry applied anyway. She didn’t get the job but interviewed so well that the Coronado National Forest offered her a one-year contract with the Young Adult Conservation Corps as an assistant timekeeper. “My first paycheck for two weeks was \$112, and I was so excited,” Sherry said, laughing.

Not long after, that Hotshot walked through the door. Sherry was so intrigued she peppered her supervisor with questions about the people brave enough to run toward a forest fire.

“Do you want to try it?” her supervisor finally asked. “I went out there, and they put me on the crew that I applied for in the first place. I had the opportunity to try it out for a week, and I never went back to the office.”

Sherry carried a chainsaw at her hip, chewed tobacco, worked on helicopters, handrews, and engines, and ran toward forest fires. “It was the best time of my life,” she said, beaming. “And then, of course, there was this glass ceiling.” Time and time again, she applied and was rejected for upper-level fire management positions. If she couldn’t get through the glass ceiling, she would find a way around it.

“I decided, well, if I can’t get the job, then I’ll go back to school to earn the credentials to supervise them.” After earning the credentials, she rose from Hotshot to Deputy District Ranger, then to District Ranger, ending as Forest Supervisor.

In these leadership roles, she developed strategic plans for managing forest fires and supervised crews. The leadership position brought her from Arizona to California, then Pennsylvania, where she worked tirelessly to break down barriers and foster collaboration to improve fire and wildland management through landscape ecology.

Through her 40 years of experience, Sherry became the bridge between tactical and strategic wildfire management, earning her a unique role in firefighting and forest management. “I loved what

I did,” she emphasized, “And you can’t put a price on that kind of experience.”

Running Where Life Leads

When Sherry’s mother, Shizuko, known by most as Bachan, became seriously ill in 2018, Sherry used all of her available leave to be by her side. After her leave ran out, she traveled back and forth from her job with the Forest Service in Pennsylvania to her mother in Tucson as often as possible. That December, Bachan was hospitalized the day after Christmas. “I immediately took a flight and decided to retire on that plane ride.”

Within the first year of Sherry being by her side full-time, her mother recovered. “She’s a trooper,” Sherry said. “And she’s doing well today at 89. She’s still the primary focus in my life because, if it were me, she would be right there caring for me, too. And that’s what family is all about.”

Just as Sherry looks to her mother’s strength and resilience as an inspiration, she also finds inspiration in her daughter, Kimi, who is now 33 and getting married soon.

“She has a lot of courage, love and kindness. She’s such a wonderful woman and an inspiration to me,” she said with misty eyes and a smile. “My daughter, husband



John, and my mom are instrumental in my life and the foundation of my success.”

It was Sherry’s husband, John, who suggested she try real estate after watching her try to make work for herself after leaving the Forest Service. Retirement did not suit Sherry’s restless spirit and boundless energy. She had always spent her weekends going to as many open houses as possible—and if she could get environmentalists and timber companies to collaborate, surely she could bring people to the closing table.

In December 2018, she enrolled in licensing classes, and by January 2019, Sherry was affiliated with Coldwell Banker Realty. Her experience in Wildland Fire Management, administration, collaboration, and coaching proved invaluable in her role as a REALTOR®.

Sherry has forged a blazing trail as a Rising Star in Tucson real estate built on her desire to help others

and her intuitive and energetic spirit. Her dedication to her clients, honed through decades of leadership and service, has made her a trusted partner in one of life’s most significant decisions—buying or selling a home.

“I realized this was a calling I should have explored ten years prior!”

Sherry remains a woman of adventure and continues to lean into her lifelong passion for running. Trail running in the scenic beauty of Sabino Canyon is her favorite form of self-care. “It’s where I do my best thinking and problem-solving,” she explained. Her love for athletics and the outdoors has been a constant throughout her life, offering her solace and strength in times of challenge.

As Sherry continues to make her mark in real estate, she carries with her the lessons of her past—that every challenge is an opportunity, every experience is valuable, and a compassionate heart is an unstoppable force.

NOT WHAT YOU EXPECT

▶ featuring

By Kylea Bitoka
Photography by
Jacquelynn Buck



Tana stared at the computer screen. The current account balance was a total of \$17. "How are you going to pay me?" she asked Tyler Lopez.

Tyler smiled and replied, "I promise we will be fine."

Could anyone have guessed that this was the start of an epic partnership?

Whether anyone else expected it, Tyler and Tana didn't doubt their capabilities. From their hilarious first encounter *, Tyler and Tana would build a team, discover love, and create the life of their dreams.

At that moment, however, all of their future possibilities hung in the air—would they take the risk?

Tana shares, "From the beginning, we built our relationship on money and trust. When Tyler hired me, he handed me the keys to everything." "I was an open book," Tyler adds, "I gave her the login and passwords to everything—including my bank account."

Tana chuckles, "Being nosy, I logged into his bank account first!"

That's when Tana discovered the measly \$17. Undeterred, Tana negotiated for her future on the team, "When we start doing 10 transactions a month, I want to be 50/50 partners."

Tyler agreed. "We were betting on ourselves and each other," states Tyler. Tana adds. "I was looking for trust, and he was looking for someone to believe in him."

Within six months, they reached ten transactions a month. Tana and Tyler quickly realized that by working together they could easily achieve their dreams.

TANA & TYLER
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Due to his background in the hospitality industry, Tyler understood the importance of service and networking. Tana explains, "Tyler would go into the different Long offices, introduce himself, and develop relationships with the other agents. He would do that at other brokerage offices, too." Tyler adds, "Relationships with other agents make deals happen, and help make the industry better."

From the beginning, that was a goal for Tyler. "I want to be known for improving the industry as a whole. I believe in doing that through my service to clients and relationships with other agents." As Tyler built his business, he realized he didn't have all the answers. "Many agents don't fully understand that they are a business. When you look at other businesses, you realize they have certain people for specific areas. When I met Tana, I realized I didn't really know anything about business, even though I had attended business school."

Tyler and Tana had a unique approach to building their team. Tana explains, "When you hire people who are better than you at negotiating, customer service, and management, it allows you to surround yourself and everyone with whom you do business with the absolute best. Learning to let go and honing in on our specific skill set has allowed us to get rave reviews consistently and a good night's sleep!"

In addition to her business operations expertise, Tana brought her heart to the table. "I believe I was put on this earth to teach others about grace. I tell new friends I love them. There's always an extra seat at my table. I will listen, especially when I don't agree, to gain perspective. I will find a way to forgive. Our team's core values are giving, grace, and gratitude.

Tana and Tyler's goal is for clients and agents alike to have the best possible experience while working



with them. From hosting team breakfasts and networking happy hours to educating their clients, Tana and Tyler do their best to lead by example. Investing is an important part of their business strategy, and it involves more than property investments. Tana and Tyler invest their time and energy by sharing knowledge with other agents, informing clients how they can build wealth through real estate, and volunteering with Angel Charity for Children. They are intentional about finding ways to strengthen their team, clients, the industry, and the local community. Their unique approach is making waves. Apple News named Tyler Lopez one of the top ten real estate agents in Arizona for 2023 stating that “Tyler’s biggest achievement lies in creating a cooperative and sustainable group of agents at Lopez & Lopez, REALTORS®. His approach of treating every agent as part of the team has fostered a synergy that benefits the entire real estate community.” In addition, Tyler and Tana were awarded Service Firm of the Year by the Minority & Small Business Alliance.

Amid their work, love popped up unexpectedly. Tana shares, “It took us a few years to realize we were probably more than great business partners. We shared the same goals and had similar interests. We were best friends; we were always each other’s plus one at events. We realized we wanted to continue to achieve all of our goals together.”

Tyler and Tana tied the knot in May of 2021, continuing their adventures hand in hand. “Last year, we ran with the bulls in Pamplona, Spain, during the San Fermin Festival.” Tana laughs as she talks about their daring escapade, “Running with the bulls was on Tyler’s bucket list. It just so happened that we were in Spain when the festival was happening. We hadn’t planned

it that way. We reserved a balcony to watch the event. However, we stepped out into the street too early—there were still bulls running. I looked at Tyler wide-eyed. He simply yelled, ‘RUN!’” Tyler and Tana ran for their lives. “The bulls and other runners were close behind us; it was an intense moment.” They were able to make their way to safety. The unforgettable experience inspired them. “We have made a travel mission out of going to world events. This year, we will go to Munich for Oktoberfest. Learning about different cultures plus dreaming about vacation homes around the world helped us set our one-year, five-year, and lifetime goals together.”

“
IF WE WERE
TO LOSE EVERYTHING
TODAY, WE KNOW WE
COULD GET IT ALL BACK
AS LONG AS WE HAVE
EACH OTHER.
”

For Tana and Tyler, that’s the most important part—doing life together, whether working or spending time as a family with Tana’s daughter, Belle, their dogs Layla and Burrito, and their cat, Ojo. “As a family, you can find us at the movies, traveling the US, and attending any lively Tucson event.”

Whatever the future may hold, Tana and Tyler face it with confidence, “If we were to lose everything today, we know we could get it all back as long as we have each other.”

“If you missed their feature article in 2019, you can catch it on the Tucson Real Producers Facebook page.”



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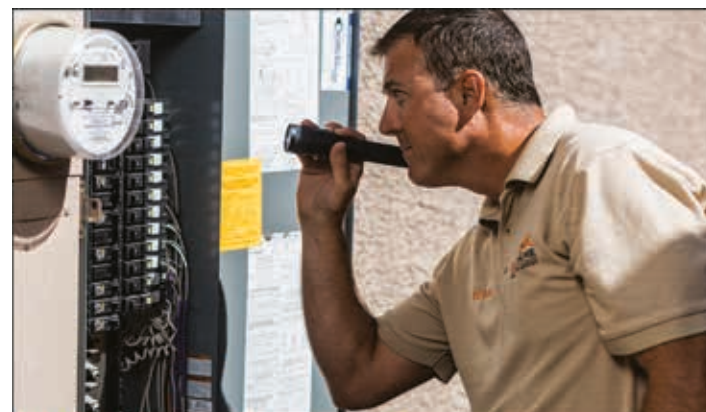
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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	253.0	82,624,430	326,579
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	223.0	75,214,329	337,284
3	Lisa M Bayless (22524) of Long Realty Company (16717)	117.0	66,590,474	569,149
4	Marsee Wilhems (16298) of eXp Realty (495201)	159.5	53,612,892	336,131
5	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	24.0	52,557,315	2,189,888
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	77.0	39,412,262	511,848
7	Don Vallee (13267) of Long Realty Company (52896)	71.5	39,046,231	546,101
8	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	116.5	38,892,446	333,841
9	Kyle Mokhtarian (17381) of KMS Realty (51920)	124.0	38,389,780	309,595
10	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	96.5	37,706,503	390,741
11	Peter Deluca (9105) of Long Realty Company (52896)	55.5	37,269,218	671,517
12	Sandra M Northcutt (18950) of Long Realty Company (16727)	62.0	36,835,000	594,113
13	Danny A Roth (6204) of OMNI Homes International (5791)	85.0	36,011,335	423,663
14	Russell P Long (1193) of Long Realty Company (52896)	30.5	31,205,500	1,023,131
15	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	84.0	30,589,628	364,162
16	Suzanne Corona (11830) of Long Realty Company (16717)	28.0	28,813,620	1,029,058
17	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	64.0	28,489,950	445,155
18	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	72.5	26,936,228	371,534
19	Brenda O'Brien (11918) of Long Realty Company (16717)	35.5	25,411,045	715,804
20	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	38.5	25,035,977	650,285
21	Nara Brown (13112) of Long Realty Company (16717)	46.0	24,230,957	526,760
22	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	21.5	23,884,119	1,110,889
23	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	72.0	23,660,062	328,612
24	Denice Osbourne (10387) of Long Realty Company (52896)	34.0	23,497,916	691,115
25	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	69.5	23,268,350	334,796
26	Laurie Hassey (11711) of Long Realty Company (16731)	44.0	22,857,822	519,496
27	Gary B Roberts (6358) of Long Realty Company (16733)	52.5	22,764,065	433,601
28	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	65.5	22,020,647	336,193
29	Barbara C Bardach (17751) of Long Realty Company (16717)	19.0	21,899,037	1,152,581
30	Jose Campillo (32992) of Tierra Antigua Realty (2866)	76.0	21,850,699	287,509
31	Joshua Waggoner (14045) of Long Realty Company (16706)	20.0	21,464,800	1,073,240
32	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	43.0	20,725,744	481,994
33	Jim Storey (27624) of Long Realty Company (16706)	24.0	20,375,347	848,973

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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
34	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	37.0	19,592,218	529,519
35	Maria R Anemone (5134) of Long Realty Company (16727)	18.5	19,590,885	1,058,967
36	Tori Marshall (35657) of Coldwell Banker Realty (70207)	37.0	19,424,173	524,978
37	Tom Ebenhack (26304) of Long Realty Company (16706)	49.0	19,311,001	394,102
38	McKenna St. Onge (31758) of Gray St. Onge (52154)	16.5	19,016,099	1,152,491
39	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	31.5	18,981,250	602,579
40	Louis Parrish (6411) of United Real Estate Specialists (5947)	21.0	18,950,571	902,408
41	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	25.0	18,845,326	753,813
42	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	45.0	18,674,139	414,981
43	Jameson Gray (14214) of Gray St. Onge (52154)	15.5	18,608,099	1,200,523
44	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty -472203	32.0	18,457,400	576,794
45	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	57.5	18,226,080	316,975
46	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	40.0	17,700,450	442,511
47	Tyler Lopez (29866) of Long Realty Company (16719)	50.5	17,665,698	349,816
48	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	46.0	17,491,270	380,245
49	Patty Howard (5346) of Long Realty Company (16706)	19.0	17,310,935	911,102
50	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	38.0	16,991,700	447,150
51	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	19.0	16,458,000	866,211
52	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	55.0	16,238,300	295,242
53	Helen W F Graham (55628) of Long Realty Company (16728)	27.0	16,224,280	600,899
54	Sofia Gil (1420209) of Realty Executives AZ Territory (498303) and 1 prior office	53.5	16,217,860	303,138
55	Leslie Heros (17827) of Long Realty Company (16706)	22.5	16,107,185	715,875
56	Brittany Palma (32760) of 1st Heritage Realty (133)	35.5	16,017,040	451,184
57	Kimberly Mihalka (38675) of Realty Executives Arizona Terr (498306) and 1 prior office	25.5	15,965,780	626,109
58	Jeffrey M Ell (19955) of eXp Realty (495211)	30.0	15,931,061	531,035
59	John E Billings (17459) of Long Realty Company (16717)	35.5	15,740,200	443,386
60	Heather Shallenberger (10179) of Long Realty Company (16717)	31.5	15,493,150	491,846
61	Susan Denis (14572) of Tierra Antigua Realty (2866)	34.0	15,423,600	453,635
62	Christina Esala (27596) of Tierra Antigua Realty (286607)	64.0	15,417,824	240,904
63	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	19.5	15,371,287	788,271
64	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446) and 1 prior office	38.5	15,209,516	395,052
65	Michele O'Brien (14021) of Long Realty Company (16717)	29.0	15,201,250	524,181
66	Sue Brooks (25916) of Long Realty Company (16706)	29.0	15,171,810	523,166

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Rank	Name	Sides	Volume	Average
67	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	21.0	15,083,550	718,264
68	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	34.0	14,953,782	439,817
69	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	18.0	14,617,340	812,074
70	Kate Wright (35438) of Long Realty Company (16706)	19.0	14,614,883	769,204
71	Paula Williams (10840) of Long Realty Company (16706)	23.0	14,488,267	629,925
72	Tom Peckham (7785) of Long Realty Company (16706)	20.0	14,456,965	722,848
73	Matthew F James (20088) of Long Realty Company (16706)	21.0	14,297,519	680,834
74	Anthony D Schaefer (31073) of Long Realty Company (52896)	27.5	14,242,690	517,916
75	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	28.0	14,130,489	504,660
76	Sue West (13153) of Coldwell Banker Realty (70202)	24.0	13,977,663	582,403
77	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	25.0	13,882,912	555,316
78	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	61.0	13,536,592	221,911
79	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	39.0	13,467,000	345,308
80	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	14.5	13,365,325	921,747
81	Jenni T Morrison (4744) of Long Realty Company (52896)	22.5	13,177,075	585,648
82	Paula J MacRae (11157) of OMNI Homes International (5791)	21.0	13,173,972	627,332
83	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	11.0	13,134,550	1,194,050

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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
84	Erica Hoffman (15629) of eXp Realty (52964)	38.0	12,981,985	341,631
85	Lori C Mares (19448) of Long Realty Company (16719)	34.5	12,970,596	375,959
86	Kristina Scott (37825) of Realty One Group Integrity (51535)	28.5	12,853,500	451,000
87	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices -356307	23.0	12,831,550	557,893
88	Erick Quintero (37533) of Tierra Antigua Realty (286606)	44.5	12,675,900	284,852
89	Calvin Case (13173) of OMNI Homes International (5791)	36.0	12,639,830	351,106
90	Nancy A Mancuso (3144) of Russ Lyon Sotheby's International Realty -472203	8.0	12,570,000	1,571,250
91	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	23.0	12,396,950	538,998
92	Madeline E Friedman (1735) of Long Realty Company (16719)	19.0	12,244,410	644,443
93	Ashley Kimberlin (18406) of Realty Executives Arizona Terr (498306)	27.0	12,050,500	446,315
94	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	29.5	11,980,022	406,102
95	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	35.0	11,959,530	341,701
96	Cindie Wolfe (14784) of Long Realty Company (16717)	23.0	11,747,494	510,761
97	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	13.5	11,677,832	865,025
98	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	28.5	11,561,820	405,678
99	LizBiz Nguyen (27962) of Realty Executives Arizona Terr (498306)	33.0	11,419,495	346,045
100	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	25.0	11,404,000	456,160

Rank	Name	Sides	Volume	Average
101	Lisa Korpi (16056) of Long Realty Company (16727)	24.5	11,309,493	461,612
102	Mary Vierthaler (12199) of Long Realty Company (52896)	21.0	11,187,172	532,722
103	Pam Ruggeroli (13471) of Long Realty Company (16719)	29.5	11,178,987	378,949
104	Rob Lamb (1572) of Long Realty Company (16725)	13.5	11,111,783	823,095
105	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	32.0	11,097,315	346,791
106	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	20.5	10,968,454	535,047
107	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	24.0	10,773,020	448,876
108	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	22.0	10,742,285	488,286
109	Jim Jacobs (7140) of Long Realty Company (16706)	16.0	10,732,601	670,788
110	Jared Andrew English (35632) of Congress Realty (3096)	28.0	10,679,100	381,396
111	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	25.5	10,579,254	414,873
112	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	24.5	10,537,839	430,116
113	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	29.5	10,514,850	356,436
114	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	26.0	10,509,515	404,212
115	Aric M Mokhtarian (19336) of KMS Realty (51920)	31.5	10,412,200	330,546
116	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	19.0	10,260,900	540,047
117	Ronnie Spece (19664) of At Home Desert Realty (4637)	26.0	10,211,927	392,766
118	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	24.0	10,128,767	422,032
119	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	19.0	10,124,000	532,842
120	Jessica Bonn (37158) of Long Realty Company (52896)	10.5	10,040,777	956,264
121	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	39.5	9,923,197	251,220
122	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	13.5	9,903,801	733,615
123	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	37.0	9,877,730	266,966
124	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	27.0	9,815,929	363,553
125	David K Guthrie (19180) of Long Realty Company (16706)	20.0	9,772,222	488,611
126	Dottie May (25551) of Long Realty Company (16728)	16.5	9,664,700	585,739
127	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	20.5	9,647,400	470,605
128	Jay Lotoski (27768) of Long Realty Company (16717)	17.0	9,573,777	563,163
129	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	23.5	9,563,790	406,970
130	Tony Ray Baker (5103) of RE/MAX Select (51543)	24.0	9,427,040	392,793
131	Alicia Girard (31626) of Long Realty Company (16717)	19.0	9,373,935	493,365
132	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	18.0	9,312,327	517,352
133	Margaret E. Nicholson (27112) of Long Realty Company (16728)	15.5	9,298,700	599,916



TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
134	Robert Scott Chancellor (1420631) of Realty Executives AZ Territory -498303	22.0	9,283,100	421,959
135	James L Arnold (142000775) of Tierra Antigua Realty (286614)	12.0	9,245,625	770,469
136	Alicia Marie Pastore (53392) of Realty Executives Arizona Terr (498306)	20.0	9,239,864	461,993
137	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona -478313	29.5	9,140,698	309,854
138	Rachel Millik (61213) of Realty One Group Integrity (5153501)	27.5	9,098,670	330,861
139	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	13.0	9,086,818	698,986
140	Phil Le Peau (39491) of OMNI Homes International (5791)	19.5	9,012,783	462,194
141	Kraig E Schneider (10186) of Berkshire Hathaway HomeServices (356307)	17.0	9,001,490	529,499
142	Victoria Anderson, PLLC (31547) of OMNI Homes International (5791) and 1 prior office	24.0	8,997,665	374,903
143	Iris Pasos (38869) of Tierra Antigua Realty (286610)	19.0	8,970,700	472,142
144	Denisea Kiewel (27571) of Tierra Antigua Realty (286601)	16.5	8,961,520	543,122
145	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	24.5	8,949,000	365,265
146	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	18.5	8,846,739	478,202
147	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	25.0	8,844,800	353,792
148	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	9.0	8,738,023	970,891
149	Matt G Bergstrom (25358) of RE/MAX Excalibur (453501)	16.0	8,651,500	540,719
150	Glenn Michael Nowacki (35737) of Realty Executives Arizona Terr (498306)	23.5	8,585,710	365,349





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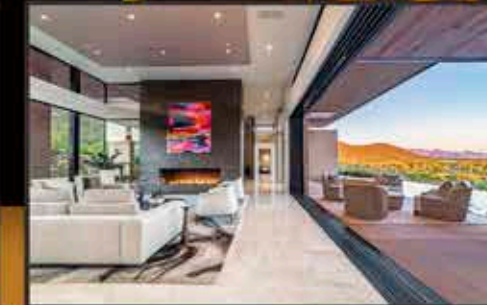
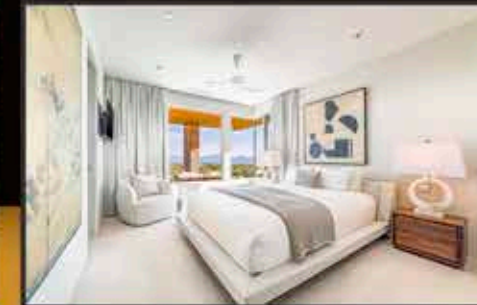
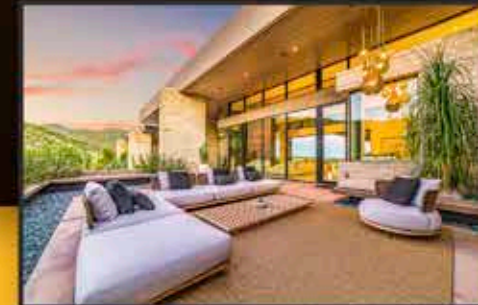
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