

TUCSON

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



FEATURING

JULIE

MARTI-MCLAIN

Photography by
Casey James

Top Standings

Welcome NEW Partners!

OCTOBER 2023



Desert Window Wear

BLINDS, SHADES AND SHUTTERS

- Locally Owned & Family Operated since 1987
- Professional In-Home Design Consultation
- 40+ years Installation Experience
- Complete Window Treatment Products & Brands
- Simple and affordable Motorization solutions
- Pricing that beats any big box store or chain
- On-site repairs

Spice up your windows this fall with convenient voice command motorized shades!

520.247.3579
www.desertwindowwear.com



FLOODED?
24/7 EMERGENCY SERVICES

(520) 314-4544
www.steamyconcepts.com

FREE VISUAL WATER & MOLD DAMAGE INSPECTION

STEAMY CONCEPTS
Fire and Water Damage Restoration
www.steamyconcepts.com

READER'S CHOICE
2023
WINNER
Arizona Daily Star

GOT MOLD?



STEAMY CONCEPTS

TABLE OF CONTENTS



06
Preferred Partner List



13
Welcome Mat



14
Rising Star:
Kimberly Maisto



20
Team Player Spotlight:
Melissa Hann



24
Featured Real Producer:
Julie Marti-McLain



30
Top 150 Standings

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

Peace of mind WHILE YOU'RE AWAY



Dove Mountain Home Watch Services
Oro Valley Home Watch Services



LORI PEARSON • 815.494.5810
VENISA REYNA • 520.405.3648

BLOOMIN' BLINDS

Trusted. Local. Specialized.

- Custom, Quality Window Coverings
- Motorization
- Outdoor Shades
- Style, Privacy, Energy Efficient
- On-site Repairs



520-954-8406

www.BloominBlinds.com
tucson@bloominblinds.com



INSTAGRAM




NO ONE WANTS TO MOVE IN TO A HOT HOUSE.
DO NOT RELY ON A GENERAL INSPECTION TO TELL YOU IF THE AC SYSTEM IS WORKING WHEN YOUR CLIENTS MOVE IN. UNLESS YOU WANT TO BE THE ONE TO TAKE THAT PHONE CALL... TRUST ME, YOU DON'T!

www.tmtucson.com
(520) 808-2743
Tailoredmechanical@gmail.com

For Top Lead Gen Strategies that Drive Business Growth

Contact
Wendy Whitehead Today

When it comes to generating leads, Stewart Title's proven ideas and strategies are what you need.



Reach out to Wendy or any of our top business development officers today.

520.437.8973

stewart.com/tucson



© 2023 Stewart. All rights reserved. | 178700

OLD REPUBLIC HOME PROTECTION

ORHP

Home Is Our Middle Name

We've been safeguarding home systems and appliances across the country since 1974.

Ensure your clients have the home warranty protection they deserve!

Order today!



Deneve Doering
Account Executive
800.282.7131 Ext. 1391
C: 520.954.0151
DeneveD@orhp.com
my.orhp.com/denevedoering



People Helping People

This is a paid advertisement.



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BLINDS/WINDOW TREATMENTS

Bloomin' Blinds
(520) 954-8406
BloominBlinds.com/Tucson

Desert Window Wear
(520) 247-3579
DesertWindowWear.com

CARPET CLEANING & RESTORATION

Steamy Concepts LLC
(520) 903-1200
SteamyConcepts.com

CLEANING: RESIDENTIAL & COMMERCIAL

Time-Maid
(520) 999-0630
Time-Maid.com

CRM

Bonzo
(614) 357-2367
getbonzo.com

DRYER VENT CLEANING

Dryer Vent Wizard
(520) 524-4645
DryerVentWizard.com

FLOOR PLANS

Floor Plans First LLC
(520) 881-1500
FloorPlansFirst.com

GLASS, MIRRORS & WINDOWS

Columbus Glass & Screen
(520) 327-6009
1226 N Columbus Blvd
Tucson, AZ 85712
ColumbusGlass
andScreen.com

HOME & TERMITE INSPECTION

Bill's Home
Inspection Services
Ryan Bennett
(520) 625-2381
BillsHomeService.com

HOME INSPECTION

HouseMaster
Home Inspection
Clark Rustand
(520) 531-1440
Tucson.Housemaster.com

On Point Home
Inspections LLC
Jason Brown
(520) 270-9853
www.OnPointTucson.com

Pillar To Post Home
Inspectors - The
Casper Team
Chad Casper
(520) 271-3005
www.chadcasper@
pillartopost.com

Tanque Verde Home
Inspections
Michael Soulliard
(520) 462-8844
8987 E Tanque Verde Rd
#309-324
Tucson, AZ 85749
tvhiaz.com

HOME WARRANTY

Old Republic Home
Protection
Deneve Doering
(520) 954-0151
(800) 445-6999
orhp.com

HOME WATCH / PROJECT MGMT / CONCIERGE

Dove Mountain and Oro
Valley Home Watch Services
Venisa Reyna
(520) 405-3648
Lori Pearson
(815) 494-5810
DMHWSSellsDove
Mountain.com

HVAC & PLUMBING

Picture Rocks Cooling
Heating Plumbing
Ron Arenas
(520) 440-4069
picturerockscolling.com

HVAC SERVICES

Tailored Mechanical
(520) 808-2743
Tmtucson.com

INSURANCE

State Farm - Tom Tatro
(520) 323-2253
TomTatroInsurance.com

INSURANCE AGENCY

Paul Barker Agency, Inc DBA
American Family Insurance
(520) 625-2166
amfam.com/agents/arizona/
green-valley/michael-barker

KITCHEN & BATH

Kitchen Concepts LLC
Chad Cislak, Jr
(520) 546-3687
5732 E Speedway,
Tucson, AZ 85712
kitchenconceptstucson.com

MOLD TESTING AND REMEDIATION

Steamy Concepts LLC
(520) 903-1200
SteamyConcepts.com

MORTGAGE

Guaranteed Rate Christian
Hernandez NMLS
#1427898, Guaranteed
Rate NMLS #2611
(520) 264-8696 xHablo
Español
rate.com/christianhernandez

Nova Home Loans
- Paul Volpe
(520) 618-5626
1650 E River Rd, Suite 108
Tucson, AZ 85718
PaulVolpe.nova
homeloans.com

Nova Home Loans -
Zach Mooney
(520) 230-5599
ZachMooney.com
Rob Purvis VIP Mortgage
NMLS#199836, VIP
NMLS#145502
(520) 979-1817
RobPurvis.VIPmtginc.com

Robert Hatch NMLS #202680
Robert Hatch
(520) 349-8943
Rate.com/roberthatch

MOVING & LIQUIDATION

Caring Transitions
Sherri Gillette
(520) 850-4111
6178 E Speedway Blvd
Tucson, AZ 85712
CaringTransitionsTucson.com

PERSONAL BRANDING/HEADSHOTS

Tucson Head Shot
(520) 409-5525
www.tucsonheadshot.com

PEST CONTROL SERVICES

Rigo Pest Prevention
(520) 282-3598
RigoPest.com

PHOTOGRAPHY - PORTRAIT/WEDDING/EVENTS

Photography by Jacquelynn
Jacquelynn Buck
(610) 662-1823
jacquelynnbuck.com

PLUMBING

Code Blue Plumbing
John Gruber
(520) 297-9949
codeblueaz.com

PRINTING / PROMOTIONAL

DP Solutions, Inc
Micah Dray
(520) 393-3551
3169 E 36th St
Tucson, AZ 85713
DiversifiedPrintSolutions.com

PROPERTY MANAGEMENT

Habitation Realty
Property Management
Alex Mastrangelo
(520) 647-9503
641 N. 10th Ave. Ste. 1
Tucson, AZ 85705
habitationrentals.com

REAL ESTATE PHOTOGRAPHY

Luxe Realty Photography
Casey James
(520) 258-8729
LuxeRealtyPhotography.com

RETIREMENT PLANNING

Stepping UP!
(520) 425-6052
SteppingUpUSA.com

ROOFING

B&M Roofing
Brent Hendricks
(520) 460-5331
bandmroofing.com

ROOFING SERVICES

Copper Ridge Roofing LLC
(520) 337-7500
copperridgeroofingaz.com

STAGING

Desert Sky Design
Julie Lee
(520) 349-4417
desertskydesignaz.com

TITLE AGENCY

Premier Title Agency
Marla Calley
(602) 491-9606

TITLE COMPANY

Stewart Title & Trust
of Tucson, Inc
(520) 327-7373
Stewart.com/Tucson

VACATION HOME MANAGEMENT

AZ ROOTS Property
Management LLC
Nikki Fujiwara
(520) 664-8168
AzRootsMgmt.com

Insurance made easy. It's called service.

Bundle home & auto today



State Farm

Tom Tatro
Agent

4759 E Camp Lowell Dr
Tucson, AZ 85712

Bus: 520-323-2253
tomtatroinsurance.com
tom@tomtatroinsurance.com

Availability and amount of discounts and savings vary by state.
State Farm Mutual Automobile Insurance Company, State Farm Indemnity Company,
State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL
State Farm County Mutual Insurance Company of Texas, State Farm Lloyd's, Richardson, TX
State Farm Florida Insurance Company, Winter Haven, FL



CONGRATS to Tucson's elite Real Estate Agents!
It's an honor to serve you and your clients.

Voted Tucson's Best Pest Control Company



5 Years in a Row!

33 Years Experience | 520-744-6177 | rigopest.com

**UNBEATABLE PRICING • EXCEPTIONAL QUALITY
OUTSTANDING SERVICES**



Local | Reliable | Environmentally Responsible | 100% Solar Powered

520-393-3551 | www.DiversifiedPrintSolutions.com

Vacation Rental Management

AZ Roots, a local vacation management company provides 24/7 hosting services for homeowners.



Call Nikki and Célida today!



520-664-8168
Hello@azrootsmgmt.com
azrootsmgmt.com

BONZO!
MAKE MONEY. SAVE MONEY. SAVE TIME.

What Can Bonzo Do For Your Business?
Connect
Converse
Convert

GetBonzo.com

Scan to earn more and work less!

MEET THE TUCSON REAL PRODUCERS TEAM



Delilah Royce
Publisher



Kylea Bitoka
Publishing Assistant



Danielle Bower
Editor



Casey James
Photographer



Jacquelynn Buck
Photographer



Rachel Castillo
Photographer



Breanna Smith Pizzolato
Writer



Donna Reed
REALTOR / Writer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for the business practices of these companies.
NOTE: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.

HouseMaster
Home Inspections. Done Right. Guaranteed.™

Clark Rustand
Owner,
Tucson AZ

HOUSEMASTER BENEFITS

- + Same-day Electronic Reports
- + Buyer Benefits Program
- + Limited Repair Reimbursement Guarantee*
- + Other services include
 - Radon Testing
 - Water Testing
 - Pool Inspections
 - Lead Paint Testing
 - Commercial
 - And More...
- + HouseMaster Cloud® - Free Web App
- + HouseMaster Connects™

CONTACT US TODAY!
520-531-1440 | housemaster.com/tucson
clark.rustand@housemaster.com

HouseMaster® is a registered trademark of HM Services, LLC. Each HouseMaster franchise is an independently owned and operated business. *Not all services available in all areas. Terms and Conditions apply



▶▶ let's brighten a child's heart together

TUCSON
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.



6th Annual

TOYS FOR TOTS

Event

WEDNESDAY
NOVEMBER 8TH, 2023
4:30 - 6:30 PM

THE TUCSON GALLERY
300 E. CONGRESS ST.
TUCSON, AZ 85701



WALK TO END ALZHEIMER'S
ALZHEIMER'S ASSOCIATION

Gene C. Reid Park

10.28.23

Tucson Walk to End Alzheimer's

Fighting for a different future.

Register Now

alz.org/tucsonwalk



SCAN ME



Did you know annual dryer vent cleanings can prevent dryer fires?



a neighborly company

**Save time and energy
have your dryer vent cleaned!**

Schedule online DryerVentWizard.com

520-524-4645 | ZHolzknecht@DryerVentWizard.com



- Home Inspections
- Termite Inspections (WDIIR)*

Our highly trained professionals provide thorough home inspections to identify potential damages — including those from termite infestations — saving your buyers time and money in the process.

Schedule a home or termite inspection with a Bill today!



One Call Does It All
520-625-2381

scan the QR code or visit:
BillsHomeInspection.com



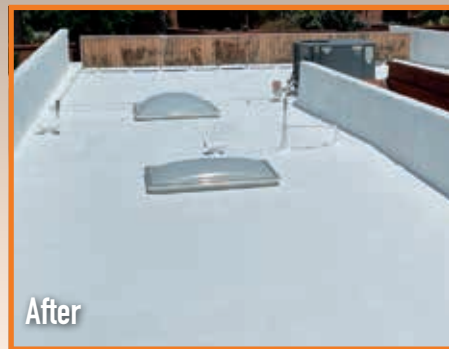
*Wood Destroying Insect Inspection Report



"Protecting What's Important"



"Years ago, I asked five roofers for estimates on a house that I knew had been re-roofed, but needed maintenance repairs. The estimates ranged from \$950 to \$18,000. Mike Corella, owner of Copper Ridge Roofing, had the most truthful estimate, and has been my "go-to" roofer ever since. He is honest, communicative, and competitively priced." *Julie Marti-McLain-Sunset View Realty.*



CALL US TODAY! (520) 337-7500



BUYING OR SELLING?

Get a floor plan and verify the square footage of your building.

Don't leave money on the table! Residential | Commercial



David Goff
Owner/Architect

Floor Plans **First!**

see the floor plan first™

Call (520) 881-1500

www.FloorPlansFirst.com



▶ welcome mat

WELCOME

To Our Newest Partners!

We take a lot of pride in the businesses we partner with to make this magazine **free** to the top 500 producers in Tucson and the surrounding areas. Our partners are highly recommended referrals from top agents, so you can trust us as a fantastic referral source.

We are so excited to have our **NEWEST RP partners** on board! Welcome!

Copper Ridge Roofing - Mike Corella



Owner and founder, Mike Corella, has worked in the roofing industry for 15 years. He started as a laborer and worked his way up, learning the ins and outs of the business including the most efficient ways to provide quality service. In 2019, **Copper Ridge Roofing** was founded to service Arizona. The goal has always been to provide honest and affordable roofing services to the Tucson area. With a team of dedicated employees, who are always willing to go above and beyond, **Copper Ridge Roofing** believes that honesty and affordability are the keys to acquiring a customer for life.

Floor Plans First! - David Goff



Get a floor plan of your listing with the experience of a licensed architect and superior service of **Floor Plans First!** Under the direction of owner/architect, David Goff, we measure and draw floor plans of your property for marketing purposes. We verify the square footage of residential and commercial buildings. In addition, to our fast service and quick turnaround, we offer the judgement and experience of David's 50 years in Arizona. Our floor plans are Architect Accurate™ and include Click and View Photos™ -- see the photos of the property from the floor plan as well as Drag and Drop Furniture™ -- no software is needed, just drag and drop furniture on the the floor plan online and arrange to see how it fits.

Dove Mountain & Oro Valley Home Watch Services - Lori Pearson & Venisa Reyna



Concierge home watch services offer peace of mind while you are away. Our services include detailed property inspections as well as project repairs, renovations, and remodels. From the inside of your home to the outside property, we have you covered. Your property will look its best with our cleaning and window services plus maintenance services for yards and pools. Our concierge services also include grocery delivery, vehicle receipt, and car service. You can trust us with your home!

▶▶ rising star!

KIMBERLY MAISTO



DEDICATION & RESILIENCE

Photography by Rachel Castillo
By Breanna Smith

Kimberly Maisto fled down an alley, running as fast as she could from the police in her towering high heels, and flung herself behind a dumpster. “Police found a body at that same dumpster the week before. And I’m thinking to myself, ‘WHAT am I doing?’ I was running from the police with several wanted people, terrified of getting caught...but I was the police,” Kimberly said. “At that moment, I realized how crazy my undercover work was.”

In the 80s and 90s, Kimberly made a name for herself as an NYPD detective working undercover to clean up crime on gritty New York City streets. Now, she’s gaining prominence as a rising star in Tucson real estate for the same unwavering dedication, resilience, and commitment to serving her community.

ANYWHERE BUT A DESK

Kimberly grew up a latchkey kid of young parents in the vibrant but tough neighborhoods of Queens, New York. She went to school in the city and developed a sense of independence, which became the foundation of her intuitive and self-sufficient nature.

She was on her own after high school, so she got a high-paying, secure job as a commodity accountant on Wall Street. But commodity accounting was as thrilling as it sounds. “I was falling asleep at my desk,” she recalled. “I realized that sitting behind a desk was not for me.” Her mom encouraged her to find a government job, another safe option with benefits. Kimberly didn’t care about safety—she wanted to get in on the action and make a difference. The only city job she thought would interest her was police work. After taking the exam and seeing her high scores, they asked her to start immediately, but at only 20 years old, she opted to wait and join the winter class.

On January 9, 1986, Kimberly was sworn in as an NYPD officer, just two days before her 21st birthday. As a new officer, she was immediately assigned to street detail.

According to the New York Times, there were more than 249,000 reported crimes in the first five months of 1986 and a 30% increase in the number of reported murders in that same period. “It was a jungle,” Kimberly recalled, “But I had grown up going to school in New York City, so I wasn’t afraid of any of it. It was nothing new to me.”

She embraced her role with a fierce determination, standing tall at 5’4” and 120 pounds. “One day, I was standing on the corner, and a tourist asked, ‘Are you a real cop?’ I gave them a look and asked, ‘Is this a real gun?’ I mean, how do you respond to that? I knew I didn’t look intimidating, but that’s when I realized I didn’t even seem real to people.”

Undeterred, she soon found her place on the force—the Public Morals Division, which would eventually come to be known as the Special Victims Unit.

UNDERCOVER & UNDER PRESSURE

The NYPD Special Victims Unit was made famous by the hit TV series Law & Order. But before it hit prime time, producers and actors consulted with Kimberly and her co-workers because their cases inspired many of the plots and portrayals.

Kimberly’s expertise in undercover operations became her hallmark. For her first assignment, she posed as a runaway teenager around the Port Authority, where she met and built cases of people preying on vulnerable youth. She worked on that detail for years, building cases and a name for herself. “I’ve seen things that most people wouldn’t even believe,” she said.

Her unparalleled success in undercover work led to more and more dangerous assignments. By the 1990s, she became the first female officer tasked with infiltrating the city’s largest and most dangerous prostitution rings. “I was assigned to nearly everything undercover-related,” she explained.

“After years of working near the Port Authority, I began working to infiltrate organized crime, the mob, and houses of prostitution. What made me so successful was I didn’t look like a cop, and I was comfortable with confrontation. I always had a way to get out of really sticky situations.”

Her dedication to capturing heinous criminals in unconventional and dangerous ways caught the attention of Hollywood executives and Netflix, though a movie has not yet come to fruition. She also caught the attention of NYPD leaders and was assigned to the homicide unit. “That’s the elite of the elite in the NYPD,” she said.



Ginamarie, Nicholas, and Jillian



Following 9/11, she was assigned to the Joint Terrorist Task Force. There, she worked with FBI agents, had high-level clearance, and worked in intelligence to prevent terrorist attacks. She found herself working primarily behind a desk again. She was no longer working undercover, but she didn't miss it because, as a new mom, her perspective shifted. "Before I was a mom, I couldn't care less. I was never afraid of death. I would take any risks and walk into places most people can't even imagine," she said. "But once I became a mom, all of a sudden, it was like the light switch flipped. My family became the most important thing to me."

'Being a Mom Changed Me'

Kimberly and her husband Marc, who also served as law enforcement officer, established a beautiful home outside the city to raise their children, Nicholas, Jillian, and Ginamarie. But after welcoming their youngest daughter, Ginamarie, Kimberly retired from the NYPD. They had visited Tucson several times before and decided it would be a lovely place to raise a family. "I was 40 and retired, with my youngest only one year old. I thought, 'Okay, what am I supposed to do now?'" So Kimberly went all-in on being a mom. "I was involved in everything my kids did. Ginamarie was a Junior Olympic gymnast, I was the PTA president, ran every school or extracurricular fundraiser I could, volunteered at the church—I became that mom," she said, laughing. "The community service felt like an extension of my police work. I always ask myself, 'What can I do to enrich the lives of my children and my community?'"

That question eventually led her to real estate. "My pension couldn't pay for everything we were doing with the kids, and I never wanted to say no. If my kid wants something, I

will do whatever I can to make it happen," she said.

In life and business, Kimberly leverages her charismatic personality and community-oriented nature. But her real estate career is more than a job; it's her service to the community. "Success, to me, is enriching the lives of others, and real estate allows me to do that," she explained. Clients praise her not only for her expertise but for her positive impact on their lives. It reflects Kimberly's ethos: compassion, integrity, and gratitude. These values have not only set her apart in an industry that prioritizes building relationships, they have helped her thrive amid unimaginable tragedy.

A Mother's Determination

"People say time heals all, but not when you lose a child," Kimberly said. "The longer we are away from someone, the more we miss them, even

though we know we will see them again. But Ginamarie's home is in Heaven, and I'm not ready yet. Knowing that my two other children need me here keeps me strong."

Kimberly wears a necklace with Ginamarie's ashes every day. "She's with me everywhere I go. And I talk to my daughter. That's how I try to memorialize her: by remembering every small moment. God gave me 17 years with her, and we created 17 years of beautiful memories

together. I remain grateful for that time, and that mindset helps me get through each day."

Kimberly's resilience is evident in her daily life. Whether showing houses, coordinating transactions, or undertaking private investigation assignments, her mind is always moving. And in moments of respite, she channels her energy into creative projects, breathing new life into thrifted treasures and spaces.

Her family remains at the center of her world. Her son, Nicholas, her daughter, Jillian, her husband, Marc, and the memory of her daughter, Ginamarie, fuel her determination. Kimberly's journey is a testament to the strength of the human spirit. From the gritty streets of New York to the welcoming neighborhoods of Tucson and experiencing motherhood's highest highs and lowest lows, she remains compassionate, determined, and unwavering in her commitment to serving others.

Her advice is simple yet powerful: "Live life with compassion for others. Pride, integrity, and gratitude is my tagline for my business and how I encourage others to live their life." Kimberly Maisto continues to shine as a rising star REALTOR® and a beacon of hope in her community. Her story reminds us that even in the face of adversity, we all have the power to rise, thrive, and change the lives of many.

“
”

Before I was a mom, I couldn't care less. I was never afraid of death. I would take any risks and walk into places most people can't even imagine. **But once I became a mom..my family became the most important thing to me.**



guaranteedRate

NO LENDER FEE ON VA LOANS

We're dedicated to helping guide and support veterans and their families through the homebuying process. Qualifying military homebuyers pay no lender fee on VA loans.

Contact us to learn more and save on your home financing today!



Sherrie Liebert
Sales Manager
VP of Mortgage Lending
C: 520.820.1332
NMLS# 198861

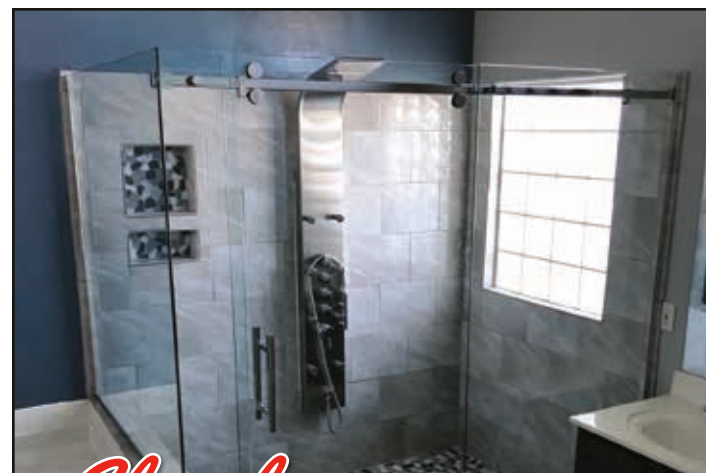
- No lender fees (savings of \$1,440)*
- Home loans up to \$1.5 million
- 0% down payment options and no monthly mortgage insurance
- Minimum FICO score applies
- VA refinance options with 100% cash-out



Robert Hatch
Branch Manager
VP of Mortgage Lending
C: 520.349.8943
NMLS# 202680

*Based on a \$1,440 lender fee for VA loans that have a originated BIRVA app date as of January 1, 2015, through December 31, 2015 at 11 Steps Lending. This offer does not extend to Funding Freedom System loans. "Triggered BIRVA" is associated with Regulation S, is defined as lender receipt of all the pieces of information required to a more formal application from property address, loan status, loan amount, income and W-2. This all information will be approved. Borrower's income tax will depend upon the specific characteristics of borrower's loan transaction, credit profile and other factors. Offer not available from any of 17 states or operations that do not operate under the Guaranteed Rate model. Restrictions apply. *Using funds from a Cash-out Refinance transaction. Offer may result in the client taking longer to get off on it will be combined with borrower's mortgage principal, interest and will be paid off over the full loan term. Contact Guaranteed Rate for more information. Guaranteed Rate, Inc. has an affiliation with the VA Department of Housing and Urban Development, the VA Department of Veterans Affairs, the VA Department of Agriculture or any other government agency (SIC2880) (SPIN45)

Equal Housing Lender. Conditions Apply. AZ - 54821 N. Karland Blvd, Ste. 100, Scottsdale, AZ, 85254. Mortgage Banker License #0993707



Clearly your Best Choice!

Tub & Shower Enclosures • Mirrors • Screens/Suncreens & More!
Residential & Commercial • Glass & Screen Repair/Installation

Call us to retrofit a screen to your existing door, it's our specialty!

Columbus Glass & Screen, LLC

520-327-6009

1226 N. Columbus Blvd.

www.ColumbusGlassAndScreen.com • ROC 185813

Serving Tucson & Southern Arizona



FREE ESTIMATES

10% MILITARY DISCOUNT



GET YOUR CLIENT'S HOME READY FOR A SUMMER LISTING



440-4069

Family Owned & Operated

We service Tucson, Marana, Oro Valley, Green Valley, Sahuarita, Vail and all surrounding areas.

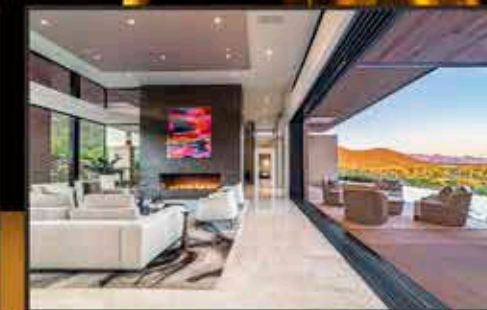
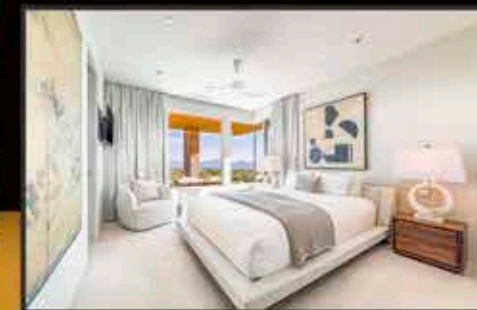
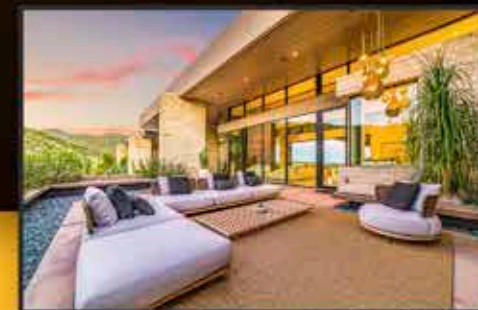
www.picturerockscooling.com

520-440-4069 License #208709 | #293702

Schedule a Summer Tune-Up and HVAC Inspection Today



OUR STRENGTH is your power.



Leverage the Power of Luxe to Drive Leads

Luxe is the premier photography provider for serious realtors who brand themselves with quality & sophistication. Upgrade to Luxe & elevate your listings with distinctive visuals that give you the power to sell faster at higher values.

SERVICES

- Day / Twilight Photography
- Aerial Still Photography
- Video
- Airbnb/Short Term Rental Photography
- 3D Virtual Tours
- Zillow Floorplans

NOW PROVIDING

- CLIENT PORTALS
- PROPERTY WEBSITES
- MARKETING MATERIALS

Book on the Go!

Download our App



CALL 520.258.8729

WEB luxerealtyphotography.com



▶▶ team player spotlight

By Breanna Smith
Photography by Casey James

Melissa HANN

EXCEEDING EXPECTATIONS

Melissa Hann arrived in Tucson with her three daughters, ages 3, 5, and 7, in tow and armed with only a two-year work visa and their allotted two suitcases each. “We sold everything, left Melbourne, Australia, and started from scratch,” Melissa reminisced. “And Tucson became our home.”

The warmth of the desert sun and the majestic mountainous landscape quickly captured Melissa’s heart. Nearly two decades and a career change later, she’s still just as awe-inspired by the views.

Soon after arriving in the United States, Melissa began teaching preschool to have the same holidays off as her daughters. “Being a teacher was rewarding, but not financially rewarding,” she said. “Even when money was tight, we never struggled, though. We always made the most of it. I’d get a paycheck, pay bills, and my oldest daughter

would get a pair of jeans, then the next paycheck, my middle would get a pair of jeans, and so on. That’s how we made it work.” Despite her success in managing the tight budget so everyone got something, Melissa dreamed of being able to spoil her daughters, Caitlyn, Mikayla, and Jenna.

More than anything, Melissa loves to exceed expectations for those who put their trust in her, whether family, friends, business partners, or clients.

TRUST THE TIMING

Melissa has a knack for knowing when it’s time for a change and embracing every new season. “After ten years teaching in Tucson, I went to real estate school and wondered why I hadn’t been in real estate my whole life.”

Then, after a few years with a different brokerage, Melissa knew it was time for another change. She called a parent of

one of her former students, and the business manager for the Vallee Gold Team. “He had always told me to call if I wanted to go in a different direction,” she said. “So I called him up and said I just left my current job. He asked if I could come in the next day,” she said, laughing. But first, she wanted to take her daughters to the beach. “I hadn’t taken a day off in three years, and I saw this as my chance for some time off,” she explained. “So I told him to give me a week, and then I’ll get to work.”

LOOK FOR THE MOUNTAINS

Melissa knew soon after arriving in Tucson that it would become home, and she felt that same feeling again in 2019 when she joined the Vallee Gold Team as Listing Partner. She was drawn to Don and Kathy Vallee for their integrity, work ethic, and desire to always do the right thing. They set a gold

standard with high expectations, creating an environment for Melissa to thrive.

“I am blessed to be in business with two amazing role models,” she said. “They’re my friends, business partners, and managers,” she said, beaming. Their integrity and unwavering support have fostered a strong partnership that goes beyond the transactional, underpinning Melissa’s ascent as a top producer in Tucson real estate. “With the help of the team and the systems we have in place, I have all of the resources I need to improve my business,” she explained.

Among her top resources is GPS. “I still get lost,” she said. “Sometimes, as I leave an appointment,

I’ll call Don and say, ‘Wait! Where am I?’ and he always says, ‘Just head for the mountains.’”

WHAT ACCENT?

Melissa’s passion for helping others shines through her vibrant personality and humor. “The accent helps, too,” she said with a smile. “It’s definitely a conversation starter. When people ask me how we got to America, I tell them via airplane, of course. Sometimes I’ll say we came on a ship, and it took us six months,” she laughed. “You should see their faces!”

Despite the jokes, the fact remains: Melissa has come a long way, all the while with her sights firmly set on exceeding expectations. As she’s



WE SOLD EVERYTHING, LEFT MELBOURNE, AUSTRALIA, AND STARTED FROM SCRATCH AND TUCSON BECAME OUR HOME.



Kathy and Don Vallee and Melissa

climbed the ranks of the real estate industry, she’s surpassed even her own expectations.

In 2021, she became an American citizen, and she’s recently met some of her biggest goals in life that she dreamed of all those years ago.

Earlier this year, she helped her two older daughters both purchase homes—a dream come true. With her signature humorous pride, she exclaimed, “Now I get to spoil them and ask, ‘How many pairs of jeans do you need?!’”

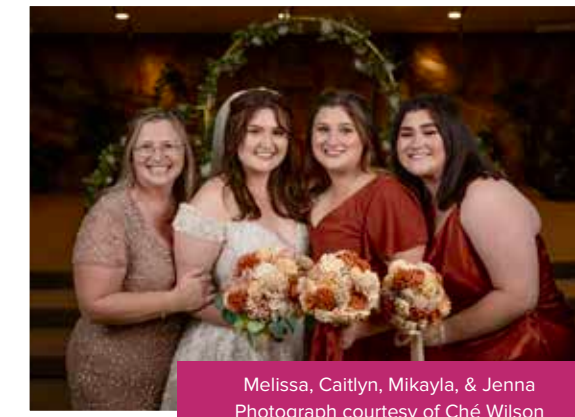
MOTHER: A BOND LIKE NO OTHER

Caitlyn, Mikayla, and Jenna, now 24, 22, and 20, remain at the core of Melissa’s life. The four of them gather every Sunday for an extended family lunch. Laughter fills the air as they play intense, “not-so-friendly” rounds of Monopoly. The stakes are so high they’ve been known to photograph their game money if they need a bathroom or snack break, just in case.

And the homes Caitlyn and Mikayla purchased this year are just five minutes up the road. Their close-knit bond symbolizes a mother’s unwavering love and the deep friendships that have grown within the family. And it’s that love that propelled Melissa into a new career, then a new team, and now, the life of her dreams.

“My girls have become lovely women,” she said. They’re my daughters, but they’re also my best friends.” Her authenticity, resilience, and commitment to excellence draw her family, friends, and even strangers to her. “It’s safe to say I’ve never met a stranger,” she said with a smile.

Melissa’s zest for life extends beyond the real estate realm. She indulges in her love for travel, with Ireland being her favorite destination. The allure of castles and country pubs filled with the warmth of the Irish spirit, homemade stews, and crackling



Melissa, Caitlyn, Mikayla, & Jenna
Photograph courtesy of Ché Wilson

fireplaces beckon her back for another visit. Closer to home, a day at Annie’s Apples, a pick-your-own apple orchard, is a cherished outing for Melissa and her daughters. “I will never be too old to ride the tractor,” she said.

Her infectious enthusiasm and appetite for adventure are a testament to the energy she brings to every facet of her life. As Melissa Hann continues to write her chapters of success, she remains an embodiment of integrity, friendship, and trust. She lives by the golden rule and takes pride in working alongside a team with the same intentions, motivations, and desire to serve.

Melissa proves that with determination, a dash of humor, and the right people by your side, you can overcome any obstacle to go for the gold and exceed expectations.



» featuring

By **Kylea Bitoka**
Photography by
Casey James

JULIE MARTI-MCLAIN

Redefining Retirement: A Second Act in Real Estate

“I’ve been selling my whole life, from Camp Fire Girls candy in 5th grade to fine jewelry in high school and auto-insurance in Germany,” shares Julie Marti-McLain of Sunset View Realty. She continues through the list, “I’ve sold local and national TV ads, opened an office for AOL, and sold websites and internet advertising in its infancy, created a coupon magazine, owned two UPS stores, and sold ads on QuailCreekRentals.com before I landed in real estate. Selling is all I’ve ever known.” An entrepreneur at heart, Julie compares her success in real estate to a big break in Hollywood. “I am very grateful. I feel like the actor who waited tables for 20 years and then landed a hit movie. I’ve worked hard, but I never expected this.”

While Julie had a resume full of sales experience, selling real estate was not on her radar. Julie and her husband, Scott, were planning a warm retirement in sunny Arizona, far away from the Minnesota cold. "During a visit to Phoenix, I drove to Tucson to see what it was like. I passed through Quail Creek and loved the quiet beauty." Scott and Julie bought a house in Quail Creek in preparation for their retirement. Their youngest son had one year left of high school, and they planned to move after he graduated. In the meantime, the house would be a rental property. They discovered QuailCreekRentals.com and advertised their home.



Julie and her sons at Adam's wedding in 2018 (Jack, Julie, and Adam)

A year later, Julie and Scott moved to Quail Creek and had the opportunity to buy the website. "I was experienced in selling advertising and web design, and Scott had worked as a photographer and video editor. Actually, that's how we met at WCCO TV; I was in sales, and he was an editor." Owning and operating a website fit neatly into their combined skill set, and they decided to go for it. As Julie met property owners, she quickly discovered a need for property managers. "I had a few owners ask if I could manage their properties. I thought, 'How hard can it be?' I got my real estate license so I could manage the properties." Julie never imagined that she was about to embark on a second career that would surpass all of her expectations.



Scott and Julie at an outdoor cafe in Stockholm - June 2023.

Julie cultivated relationships while managing properties and listings. She quickly became the REALTOR® that owners called when they were ready to sell. Julie laughs and shares, "For many of the owners, I was the only REALTOR® they knew! When they were ready to sell they called me. Many tenants who rented from us also called when they were ready to buy." Her real estate business blossomed as the referrals kept coming in. "Real estate allowed me to wrap everything I've learned into this second act in my 60s.

There is a difference between having to work and wanting to work—wanting to work keeps it more fun! I derive a great deal of satisfaction from helping people buy and sell homes." Naturally a hard worker, Julie dived into real estate while continuing to manage the website. "One day I woke up and felt really weird. I had been having vertigo, and I just felt off." She went to the ER, and they did a CAT scan. Julie was shocked to learn that she had a brain aneurysm. "It made me stop and think. I realized I needed to make some life changes."

After a successful surgery, Julie reprioritized, "We sold the website so I could focus solely on real estate sales." However, she didn't exactly slow down. "We had been planning a trip to China and Tibet. I was worried we

would have to cancel, but the doctor said I could still go." A month after her surgery, Julie and Scott were on a plane to China. "I was on blood thinners, so I had a big black eye for most of the trip, but it was an amazing experience. That trip included some of the most interesting places I have ever been, especially Tibet." Julie continues to enjoy traveling, "We just got back from Scandinavia, and we have an upcoming trip to Vietnam." Her appreciation for travel and experiencing other cultures took root while she lived in Germany in her 20s. "Living in Germany broadened my perspective. I realized that people everywhere want to work, care for their family, and be happy." Julie also realized that not everyone has the same access to opportunities where they can make those desires a reality.

It's one of the reasons that Julie and Scott sponsor children through a non-profit organization called Children Incorporated. "Scott introduced me to the program. He was already sponsoring a child when we first met." The sponsorship provides a child living in poverty with food, clothing, and an education. "We write back and forth with the children we sponsor and enjoy getting to know them. The relationships last for years."

As Julie reflects, she's appreciative, especially for the love and support of Scott. Married for 34 years, she shares what's kept them going. "We laugh a lot. He's got a great sense of humor and makes me laugh. He brings me coffee every morning too! We are honest with each other and accept the other one for who they are."

Julie may be in her second act, but there is not a final curtain in sight. She looks forward to continuing to help people buy and sell in and around Quail Creek. "There are a lot of things to love about every day. I'm excited to see what's next."

“
There are a lot of things to love about every day. I'm excited to see what's next.”





Solutions for Realtors

**SORT • ORGANIZE • DOWNSIZE • SELL •
PACK • MOVE • UNPACK • CLEAN OUT**



SAVE TIME, MONEY, AND STRESS

Caring Transitions of Southern Arizona
www.CaringTransitionsTucson.com
520-262-1495



Tucson's Premiere Custom Cabinetry and Design 23 Years of Transforming Tucson Homes

Call Us Today for Your Complimentary Design to Unlock the Hidden Potential in Any Home
5732 E. Speedway Tucson, AZ 85712 • 520.546.3687 • License # ROC 169870

Professional Inspections, Dependable Results, Family Treatment

Same Day Digital Reports

- Residential Inspections
- New Construction Phase Inspections
- Small commercial Inspections
- Duplex Inspections
- Air Quality / Mold analysis
- Lead sampling / analysis
- Pool / Spa Inspection

Additional service scheduling:
Termite WDIIIR (3rd party)
Sewer Scope (3rd party)



InterNACHI & ASHI Certified Professional Inspectors
20 yrs experience in Residential Construction



Jason Brown
Owner / Inspector
(520) 270-9853
Jason@OnPointTucson.com
WWW.OnPointTucson.com

License # 66156



- 1. CLEAN UP THAT GARAGE** to keep Arizona wildlife from making it a permanent home
- 2. GET THOSE GUTTERS CLEANED** from all the winter debris.
- 3. REPLACE THOSE BATTERIES** on Carbon Monoxide and Smoke Detectors.
- 4. INSPECT YOUR EXTERIOR IRRIGATION** and landscaping to prevent future leaks or cracks after the winter weather.
- 5. MAKE SURE YOUR ROOF IS IN GOOD CONDITION** before our monsoon season.



Rob Purvis
Sr. Loan Officer
NMLS 199836
520.979.1817
rpurvis@vipmtginc.com
robpurvis.vipmtginc.com



Dillon Howell
Loan Officer
NMLS 1992804
520.664.7857
dhowell@vipmtginc.com
dillonhowell.vipmtginc.com



Resa Kaiser
Sr. Loan Officer
NMLS 202773
520.906.7173
resak@vipmtginc.com
resakaiser.vipmtginc.com

V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws. NMLS ID 145502. AZ: Mortgage Banker License No. BK-0909074. For state specific licensing, visit www.vipmtginc.com/national-licenses/



TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	228.5	75,102,433	328,676
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	201.5	69,008,369	342,473
3	Lisa M Bayless (22524) of Long Realty Company (16717)	113.0	64,125,824	567,485
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	24.0	52,557,315	2,189,888
5	Marsee Wilhems (16298) of eXp Realty (495201)	142.5	48,275,080	338,772
6	Kyle Mokhtarian (17381) of KMS Realty (51920)	117.0	36,307,780	310,323
7	Don Vallee (13267) of Long Realty Company (52896)	66.5	35,973,531	540,955
8	Sandra M Northcutt (18950) of Long Realty Company (16727)	60.0	35,336,000	588,933
9	Danny A Roth (6204) of OMNI Homes International (5791)	81.0	34,801,335	429,646
10	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	67.0	34,395,262	513,362
11	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	100.5	34,163,946	339,940
12	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	86.0	32,930,678	382,915
13	Peter Deluca (9105) of Long Realty Company (52896)	50.5	32,530,218	644,163
14	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	79.0	28,893,973	365,746
15	Russell P Long (1193) of Long Realty Company (52896)	25.5	27,656,500	1,084,569
16	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	59.0	26,359,050	446,764
17	Suzanne Corona (11830) of Long Realty Company (16717)	21.0	26,144,598	1,244,981
18	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	64.5	23,585,578	365,668
19	Brenda O'Brien (11918) of Long Realty Company (16717)	31.5	22,477,545	713,573
20	Nara Brown (13112) of Long Realty Company (16717)	44.0	22,296,957	506,749
21	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	18.0	21,793,619	1,210,757
22	Denice Osbourne (10387) of Long Realty Company (52896)	31.0	21,581,916	696,191
23	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	62.5	21,363,350	341,814
24	Gary B Roberts (6358) of Long Realty Company (16733)	48.5	21,038,065	433,775
25	Laurie Hassey (11711) of Long Realty Company (16731)	41.0	21,007,822	512,386
26	Joshua Waggoner (14045) of Long Realty Company (16706)	19.0	20,884,800	1,099,200
27	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	65.0	20,793,062	319,893
28	Jose Campillo (32992) of Tierra Antigua Realty (2866)	71.0	20,095,699	283,038
29	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	31.5	19,860,977	630,507
30	Jim Storey (27624) of Long Realty Company (16706)	22.0	18,878,027	858,092
31	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	40.0	18,485,744	462,144
32	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	56.0	18,309,657	326,958
33	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	24.0	18,206,326	758,597

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. Each sold listing has two sides: a listing side and a selling side. The listing member and selling member are each credited with a side, or in the case of co-listing or co-selling members, 1/2 a side.

PARTNER WITH NOVA[®] HOME LOANS

Arizona's largest privately-owned mortgage lender

NOVA's exclusive loan programs can help clients achieve the
Dream of Homeownership.

✓ NOVA Advantage DPA

✓ NOVA Advantage Jumbo

✓ NOVA Advantage Zero Down

✓ NOVA Advantage ARM

“Zach and his team exceeded our expectations! They had the CD out and docs to title over a week in advance of the closing date, making it a much more pleasant experience for everyone involved.

— Melanie O

Zach Mooney

VP/Senior Loan Officer/Branch Manager

NMLS 378994

520.230.5599

zach.mooney@novahomeloans.com

We've been doing this over 43 years. Together, we can find the right loan program for your clients!

Call me Today to learn more!

NOVA[®] HOME LOANS

ZachMooney.com

Zach Mooney, VP/Branch Manager, NMLS# 378994 / NOVA[®] Home Loans, NMLS# 3087 / 6245 E. Broadway Blvd Suite 400, Tucson AZ, 85711 / Cell: 520-247-4151 / Nova Financial & Investment Corporation, dba NOVA[®] Home Loans NMLS: 3087 / Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act #4131230. Also licensed by the CA-DFPI under the CFL #6036566. Loans made or arranged pursuant to a California Financing Law License. AZ bk 0902429 / <http://nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/3087>. <https://nmlsconsumeraccess.org/EntityDetails.aspx/INDIVIDUAL/378994>. EQUAL HOUSING OPPORTUNITY

EXPLORE THE LATEST FEATURES IN

PTA COMPANION

The closing cost, real property data, marketing and escrow app providing you with the tools you need for your next listing!

MOBILE & WEB FRIENDLY

EDIT ACTIVE FARMS FROM MAP VIEW

Map view in mobile allows you to see where you are standing in your farm area, edit notes, lead status, email address and phone number as you walk your farm!

PROPERTY PROFILE FROM FARM

Create a property profile for any record in your farming results with a single click.

MORE FLEXIBLE PROPERTY SEARCHING

Optional city for owner/address searches
New "Nationwide" search option in owner search screen
When searching by address, street number is optional
Less is more, leave optional fields blank when you aren't sure and see a list of potential matches

AREA SALES SUMMARY

Area summary added to active farm results and the PDF export.
View average sales prices, turnover rates and much more!

EXPANDED NOTES FOR NET SHEETS

You asked and we listened! We previously had a 128-character limit on notes you could add to your net sheets. Character limits have now been increased to 500! Please continue to use the feedback form to request helpful changes like this.



CONTACT YOUR PREMIER SALES EXECUTIVE FOR A LIVE DEMO TODAY!

VISIT ONE OF OUR TUCSON BRANCHES

ELEANOR ORTEGA

BRANCH MANAGER / SR. ESCROW OFFICER
1760 E. RIVER RD, STE 302 | TUCSON, AZ 85718
520.463.3351 X 5401 | eortega@PTAnow.com

CECILIA VILLANES

BRANCH MANAGER / ESCROW OFFICER
5210 E. WILLIAMS CIR, STE 100 | TUCSON, AZ 85711
520.231.2413 X 5421 | cvillanes@PTAnow.com

TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
34	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	33.0	17,878,731	541,780
35	Barbara C Bardach (17751) of Long Realty Company (16717)	16.0	17,749,037	1,109,315
36	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	29.5	17,466,250	592,076
37	Maria R Anemone (5134) of Long Realty Company (16727)	15.5	17,370,885	1,120,702
38	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	38.0	17,150,450	451,328
39	Tori Marshall (35657) of Coldwell Banker Realty (70207)	32.0	17,019,173	531,849
40	McKenna St. Onge (31758) of Gray St. Onge (52154)	14.5	16,731,599	1,153,903
41	Tom Ebenhack (26304) of Long Realty Company (16706)	43.0	16,721,001	388,860
42	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	41.0	16,619,449	405,352
43	Patty Howard (5346) of Long Realty Company (16706)	18.0	16,385,935	910,330
44	Jameson Gray (14214) of Gray St. Onge (52154)	13.5	16,323,599	1,209,156
45	Louis Parrish (6411) of United Real Estate Specialists (5947)	19.0	16,281,520	856,922
46	Kimberly Mihalka (38675) of Realty Executives Arizona Terr (498306) and 1 prior office	24.5	15,653,280	638,909
47	Tyler Lopez (29866) of Long Realty Company (16719)	43.5	15,483,308	355,938
48	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	41.0	15,404,770	375,726
49	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	18.0	15,398,000	855,444
50	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	34.0	15,375,000	452,206
51	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty -472203	26.0	15,301,650	588,525
52	Leslie Heros (17827) of Long Realty Company (16706)	21.5	15,256,185	709,590
53	Helen W F Graham (55628) of Long Realty Company (16728)	24.0	14,750,280	614,595
54	Sofia Gil (1420209) of Realty Executives AZ Territory (498303) and 1 prior office	48.5	14,701,860	303,131
55	John E Billings (17459) of Long Realty Company (16717)	31.5	14,489,200	459,975
56	Heather Shallenberger (10179) of Long Realty Company (16717)	28.0	14,488,900	517,461
57	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	49.0	14,442,000	294,735
58	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	44.5	14,298,452	321,314
59	Tom Peckham (7785) of Long Realty Company (16706)	19.0	14,246,965	749,840
60	Matthew F James (20088) of Long Realty Company (16706)	20.5	14,128,519	689,196
61	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	17.0	14,087,500	828,676
62	Sue Brooks (25916) of Long Realty Company (16706)	25.5	13,818,700	541,910
63	Christina Esala (27596) of Tierra Antigua Realty (286607)	57.5	13,803,144	240,055
64	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446) and 1 prior office	34.5	13,654,493	395,782
65	Jeffrey M Ell (19955) of eXp Realty (495211)	25.0	13,609,561	544,382
66	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	20.0	13,589,850	679,492

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. Each sold listing has two sides: a listing side and a selling side. The listing member and selling member are each credited with a side, or in the case of co-listing or co-selling members, 1/2 a side.

TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
67	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	31.0	13,561,782	437,477
68	Michele O'Brien (14021) of Long Realty Company (16717)	26.0	13,524,250	520,163
69	Sue West (13153) of Coldwell Banker Realty (70202)	22.0	13,372,763	607,853
70	Paula Williams (10840) of Long Realty Company (16706)	20.0	13,268,267	663,413
71	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	11.0	13,134,550	1,194,050
72	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	59.0	13,119,592	222,366
73	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	25.0	13,100,489	524,020
74	Anthony D Schaefer (31073) of Long Realty Company (52896)	24.0	13,088,290	545,345
75	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	37.0	13,057,000	352,892
76	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	23.5	13,056,912	555,613
77	Kristina Scott (37825) of Realty One Group Integrity (51535)	28.5	12,853,500	451,000
78	Erica Hoffman (15629) of eXp Realty (52964)	37.5	12,828,985	342,106
79	Brittany Palma (32760) of 1st Heritage Realty (133)	29.5	12,767,550	432,798
80	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	16.5	12,516,287	758,563
81	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933)	22.5	12,272,950	545,464
82	Lori C Mares (19448) of Long Realty Company (16719)	32.5	12,256,596	377,126
83	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices -356307	21.0	11,931,550	568,169

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. Each sold listing has two sides: a listing side and a selling side. The listing member and selling member are each credited with a side, or in the case of co-listing or co-selling members, 1/2 a side.

Desert Sky Design
HOME STAGING
INTERIOR DESIGN

Free in-home consultation | JULIE@DESERTSKYDESIGNAZ.COM | DESERTSKYDESIGNAZ.COM | 520-349-4417
@desertskydesign | HOME REMODELING • HOME STAGING • INTERIOR DESIGN

WHATEVER IT TAKES!

Looking to buy, sell or refinance? Contact me today for an ALL STAR home loan experience!

PAUL VOLPE 520.241.4048
Senior VP/Branch Manager, NMLS 48278 paul@novahomeloans.com

NOVA HOME LOANS
Volpe TEAM.com

Paul Volpe, Senior VP/Branch Manager, NMLS 48278 / Office: 520.618.5626 / Nova Financial & Investment Corporation, DBA NOVA® Home Loans NMLS #3087 / BK 0902429 / EQUAL HOUSING OPPORTUNITY / 1650 E. River Rd, Suite 100, Tucson, AZ 85718 / Branch NMLS 50775 / Paul Volpe & Gregory Newton: Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act 44131230. Also licensed by the CA-DFP under the CFL #6036566. Loans made or arranged pursuant to a California Financing Law License. For Licensing information, go to: www.nmlsconsumeraccess.org / www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/3087 / The information contained here is educational only and does not represent actual savings, rates, or financing terms. Other conditions and restrictions may apply. Available programs subject to change without notice. Contact your Loan Officer for more information. Rev. 08.08.2023.

IS IT TIME FOR A FABULOUS FAMILY PHOTO SESSION?

photographybyjacquelynn.com
610-662-1823
info@photographybyjacquelynn.com

TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
84	Jenni T Morrison (4744) of Long Realty Company (52896)	21.5	11,877,075	552,422
85	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	12.5	11,779,550	942,364
86	Susan Denis (14572) of Tierra Antigua Realty (2866)	28.0	11,752,700	419,739
87	Cindie Wolfe (14784) of Long Realty Company (16717)	23.0	11,747,494	510,761
88	Kate Wright (35438) of Long Realty Company (16706)	16.0	11,653,329	728,333
89	Paula J MacRae (11157) of OMNI Homes International (5791)	20.0	11,598,972	579,949
90	Lisa Korpi (16056) of Long Realty Company (16727)	24.5	11,309,493	461,612
91	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	12.5	11,228,832	898,307
92	Pam Ruggeroli (13471) of Long Realty Company (16719)	29.5	11,178,987	378,949
93	Rob Lamb (1572) of Long Realty Company (16725)	13.5	11,111,783	823,095
94	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	20.5	10,968,454	535,047
95	Ashley Kimberlin (18406) of Realty Executives Arizona Terr (498306)	23.0	10,811,000	470,043
96	Mary Vierthaler (12199) of Long Realty Company (52896)	20.0	10,672,172	533,609
97	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	25.5	10,664,500	418,216
98	Erick Quintero (37533) of Tierra Antigua Realty (286606)	36.5	10,627,900	291,175
99	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	24.5	10,537,839	430,116
100	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	30.5	10,461,700	343,007

Rank	Name	Sides	Volume	Average
101	Calvin Case (13173) of OMNI Homes International (5791)	32.0	10,234,830	319,838
102	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	22.0	10,048,020	456,728
103	Ronnie Spece (19664) of At Home Desert Realty (4637)	25.0	10,008,927	400,357
104	Jim Jacobs (7140) of Long Realty Company (16706)	14.0	9,913,601	708,114
105	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	24.0	9,848,022	410,334
106	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	27.5	9,827,850	357,376
107	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	18.0	9,764,000	542,444
108	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	20.5	9,647,400	470,605
109	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	21.0	9,537,000	454,143
110	David K Guthrie (19180) of Long Realty Company (16706)	19.0	9,462,222	498,012
111	LizBiz Nguyen (27962) of Realty Executives Arizona Terr (498306)	26.0	9,452,495	363,558
112	Jared Andrew English (35632) of Congress Realty (3096)	26.0	9,436,100	362,927
113	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	27.0	9,422,325	348,975
114	Alicia Girard (31626) of Long Realty Company (16717)	19.0	9,373,935	493,365
115	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	11.5	9,353,801	813,374
116	Aric M Mokhtarian (19336) of KMS Realty (51920)	28.5	9,305,700	326,516
117	James L Arnold (142000775) of Tierra Antigua Realty (286614)	12.0	9,245,625	770,469
118	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	17.0	9,215,150	542,068
119	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	22.5	9,127,525	405,668
120	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	22.0	9,013,767	409,717
121	Robert Scott Chancellor (1420631) of Realty Executives AZ Territory -498303	21.0	9,000,100	428,576
122	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	22.5	8,989,254	399,522
123	Nancy A Mancuso (3144) of Russ Lyon Sotheby's International Realty -472203	6.0	8,970,000	1,495,000
124	Denisea Kiewel (27571) of Tierra Antigua Realty (286601)	16.5	8,961,520	543,122
125	Madeline E Friedman (1735) of Long Realty Company (16719)	14.0	8,884,570	634,612
126	Alicia Marie Pastore (53392) of Realty Executives Arizona Terr (498306)	19.0	8,856,539	466,134
127	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	18.0	8,854,160	491,898
128	Jay Lotoski (27768) of Long Realty Company (16717)	15.5	8,840,287	570,341
129	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	21.5	8,803,790	409,479
130	Rachel Millik (61213) of Realty One Group Integrity (5153501)	26.5	8,798,670	332,025
131	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	9.0	8,738,023	970,891
132	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona -478313	27.5	8,657,698	314,825
133	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	25.0	8,650,929	346,037

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. Each sold listing has two sides: a listing side and a selling side. The listing member and selling member are each credited with a side, or in the case of co-listing or co-selling members, 1/2 a side.



"we are bilingual"

Our team has grown!
We cover all of Southern AZ.

**Santa Cruz County- Nogales, Rio Rico,
Sahuarita, Green Valley, etc.**

Cochise County- Benson, Sierra Vista, Bisbee, etc.



The Casper Team

7428 N La Cholla Blvd Tucson, AZ 85741
(520) 271-3005
Casperteam@pillartopost.com
www.chadcasper.pillartopost.com/

Ask about our exclusive packages and many added services offered.

TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
134	Glenn Michael Nowacki (35737) of Realty Executives Arizona Terr -498306	23.5	8,585,710	365,349
135	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	34.0	8,566,197	251,947
136	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	30.0	8,561,230	285,374
137	Tony Ray Baker (5103) of RE/MAX Select (51543)	22.0	8,512,550	386,934
138	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	23.0	8,433,800	366,687
139	Daniel C Sotelo (35661) of Long Realty Company (16706)	13.0	8,333,900	641,069
140	Roger D Daggett (53481) of United Real Estate Specialists (5947)	23.0	8,321,000	361,783
141	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	17.5	8,275,603	472,892
142	Phil Le Peau (39491) of OMNI Homes International (5791)	17.5	8,201,783	468,673
143	Jennifer C Anderson (16896) of Long Realty Company (16724)	22.0	8,166,850	371,220
144	Judy S Ibrado (27978) of Long Realty Company (16727)	22.5	8,123,400	361,040
145	Alexis Ortega Cortez (52659) of Tierra Antigua Realty (286606)	21.0	8,057,360	383,684
146	Matt G Bergstrom (25358) of RE/MAX Excalibur (453501)	14.0	8,017,500	572,679
147	Lizel Wieser (15306) of Realty Executives Arizona Terr (498306)	13.0	7,984,800	614,215
148	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	21.5	7,976,000	370,977
149	Debbie G Backus (6894) of Backus Realty and Development (2422)	22.0	7,962,000	361,909
150	John DeLalla (58262) of Tierra Antigua Realty (286601)	17.0	7,958,118	468,125

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. Each sold listing has two sides: a listing side and a selling side. The listing member and selling member are each credited with a side, or in the case of co-listing or co-selling members, 1/2 a side.

B&M ROOFING
The Leaders in Quality Roofing.

*We are a Licensed,
Bonded and Insured
Full Service Roofing Company*

REPAIRS AND MAINTENANCE
TEAR OFF AND RE-ROOF
BUILT UP | TILE | SHINGLE | METAL
FAMILY OWNED AND OPERATED

520-460-5331 • bandmroofs@gmail.com • bandmroofing.com • facebook.com/bandmroofs

YOU'RE DIFFERENT
AND SO IS YOUR IMAGE

TUCSON HEADSHOT.COM

EXECUTIVE BRANDING & CORPORATE HEADSHOTS
5285 E. WILLIAMS CIR. SUITE 2000
RACHEL CASTILLO 520-409-5525

**SAVE UP TO 23% WHEN YOU
BUNDLE HOME AND AUTO!***

Paul Barker, Agent
Paul Barker Agency Inc
8275 N Silverbell Rd Ste 109
Tucson, AZ 85743
(520) 877-8133
paulbarkeragency@amfam.com

Scan the QR code
or call to get a
quote today.

**AMERICAN FAMILY
INSURANCE**®

*Customers who bundle auto and home insurance policies may save up to 23% on both policies together (as of July 2022). Discounts may vary by state, property, policy form and company underwriting the auto and/or home policy. Discounts may not apply to all coverages on an auto or home policy.
American Family Mutual Insurance Company, S.I. & its Operating Companies, 6000 American Parkway, Madison, WI 53783
©2023 21885 - 5/23 - 19108604

*Realtors, let us clean
your home so you can
do what you do best,
sell homes!*

25% off
for all
realtors and
clients

**BOOK ONLINE 24/7
TIME-MAID.COM
OR CALL US AT 520.999.0630**

VETERAN & LOCALLY OWNED
OVER 40 YEARS OF EXPERIENCE
100% SATISFACTION GUARANTEED



Tanque Verde
Home Inspections

Convenient scheduling
online, by phone, or by email

- ✓ Sewer scopes
- ✓ Pool & spa inspections
- ✓ Mold Testing
- ✓ Same day reports
- ✓ Multi-inspector firm



Michael Soulliard

✉ info@tvhiaz.com ☎ 520-462-8844 🌐 www.tvhiaz.com

Looks can be deceiving. Just because the unit turns on, doesn't mean it works properly. Don't settle for assumptions and temp splits. Demand a thorough hvac inspection. A flick of a switch may give a false sense of assurance, but hidden issues can be lurking. That's why we dig deeper. Trust our experts to uncover the truth.

SCHEDULE YOUR HVAC INSPECTION TODAY. YOUR COMFORT MATTERS.



The best of the best ★★★★★

Anna and James from Somerton, AZ

“ Me and my husband wanted to buy a house, we weren't sure which lender to go with until we found Christian. To be 100% honest, she was the best person to ever work with. So passionate, honest, and sweet. If it wasn't for her, we would be so clueless about everything because this was the first time ever using a lender. She gave us a lot of information and guided us to do this and that. Which made everything a breeze in the process. So anytime we're ready to buy another house, we would definitely go with her or I would recommend anyone who's looking for a lender to go with Christian. We love her and she's the best! So thank you soooooo much.

Btw: we love our house and its been a month already :) ”

Loan Type: Purchase

Interest Rate: Lower than expected

Close on time: Yes

Fees/Closing costs: Lower than expected



CHRISTIAN HERNANDEZ

VP OF MORTGAGE LENDING

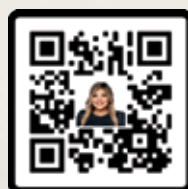
Hablo Español

(520) 264-8696

christian.d.hernandez@rate.com

www.rate.com/christianhernandez

guaranteed **Rate**



SCAN ME

EQUAL HOUSING LENDER

Equal Housing Lender | Christian Hernandez | NMLS 1427898 | AZ License LO-0940996 | © Guaranteed Rate 2021 NMLS ID 2611 | 3940 N. Ravenswood Ave., Chicago, IL. 60613
For licensing information visit nmlsconsumeraccess.org | Equal Housing Lender. Conditions may apply • AZ: 7373 N. Scottsdale Rd. Building D Suite D-135, Scottsdale, AZ 85253, Mortgage Banker License #0907078

Stepping Up!TM

Succession Planning for Realtors

**Need a Strategy that Works?
Refer More And Work Less?**
MAYBE WE CAN HELP!

- Keep your income stream flowing
- Relax and do anything but Real Estate
- We market for you
- We take care of your clients

Experts in finding value in your business.
Contact us for a FREE Confidential Consultation.

Call TODAY
Tom Ebenhack
(520) 425-6052

www.SteppingUpUSA.com

habitation
Realty

Property Management

Tucson • Bisbee

Refer your investor clients to us, and we will always make sure they come back to you!

Maggie Rickard
Lead Manager

520-333-5373

maggie@habitationrealty.com



CODE BLUE

P L U M B I N G



**SPECIALIZING IN
SEWER SCOPE INSPECTIONS**

**MAXLINER TRENCHLESS
CIPP SOLUTIONS**



Schedule Online Now! www.codeblueaz.com

Do you want a free FREE BINSR Repair Estimate... with inspection results?

DISCOUNT FOR VETERANS, TEACHERS AND REALTORS | WE ARE TUCSON'S REALTORS SPECIALISTS

Email codeblue.customerservice@gmail.com ★ Call Now (520) 297-9949

24 Hr Emergency Service