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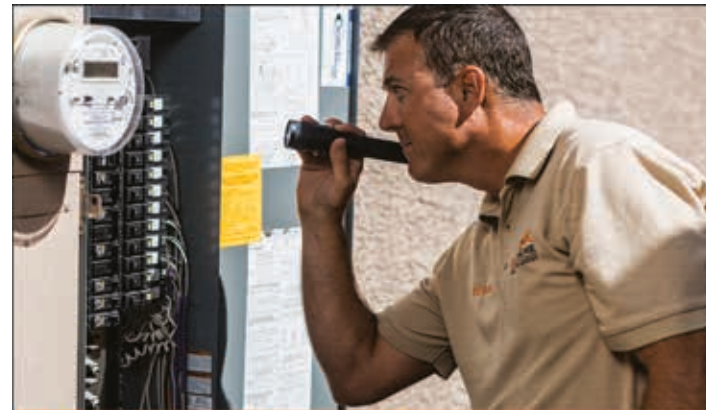
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▶▶ partner spotlight

Photography by Rachel Castillo
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PICTURE ROCKS

COOLING HEATING PLUMBING

A FAMILY AFFAIR

Sometimes you find out the best things about a person's life just when you're ready to put your notes away and head home. Such was the case when I interviewed Ron Arenas.

Of course, I am here to learn about our partner's work, but honestly, like Paul Harvey, it is the 'rest of the story' that makes a person who they are. I want to understand their passions in life. What is it that makes them a driving force in their work and their personal lives?

As we were wrapping up our conversation, Ron talked about radio. Nonchalantly he told me that he co-hosted and was a guest now and then on the Common Good Radio

Show at 10:30 a.m. And, on Wake Up Tucson, once per month, the 3rd Friday at 10:30 a.m. Also, on Eye on the Ball with Steve Rivera on Fox Sports. Additionally, Ron used to be the pre-game and post-game sponsor for the Pac-12 Men's Basketball Tournament and would do a live remote broadcast from the tournament in Las Vegas.

We'd already been chatting for nearly an hour when he told me these things. The radio spots highlight his business, his kids, and other topics that evolve naturally through conversation.

But let's back up. This is my 5th interview for Real Producers and honestly, he is now the 2nd or 3rd who was

born and raised here in Tucson and stayed. There is something about this city that keeps many here. Ron grew up at Country Club and 22nd, and he graduated from Tucson High. He trained to be a pharmacy tech; however, he always worked various jobs. He worked at Old Tucson, back when many movies were filmed there. Ron quickly moved into management and managed the front gate for four and a half years. Eventually, there were changes at Old Tucson, and Ron began working in the HVAC industry.

In 2001, Ron decided to open his own company. Part of ownership is not just doing the job, but also hiring, training, managing, and firing people. I asked Ron how he knew he was ready to



I ASKED RON WHAT SETS HIM APART FROM THE COMPETITION. RON SAID HE BELIEVES IT'S THEIR COMPANY'S SERVICE. THEY LOOK DEEPER INTO SYSTEMS AND PRESENT CLIENTS WITH ALL THE OPTIONS SO THEY CAN MAKE AN INFORMED DECISION

Abel Arenas

start his own business. Like many, he had worked in the industry for others and felt his leadership and management skills were at a place where he was ready to go out on his own. Of course, then it meant finding business.

At that time, he lived in the Picture Rocks area, thus the name of the company. He told me he advertised in the little community papers in Avra Valley, Tucson Estates, etc. From there, referrals ensued.

Today, Ron employs 19 people. They do inspections and installations of HVAC systems. They do ductwork cleaning. They inspect swamp coolers (evaporative coolers), but they no longer install them. Ron said they predominantly work with Goodman, Rheem, and American Standard systems.

Ron is married to his wife, Janay, who was raised in Tucson. They have three sons, Alex, Abel, and Luke. Alex

works for Lucid up in Casa Grande, while Abel and Luke work in their dad's company. It sounds, to me, like Abel will take over when Dad is ready to retire!


I asked Ron what sets him apart from the competition. Ron said he believes it's their company's service. They look deeper into systems and present clients with all the options so they can make an informed decision. They are not here to install a new system when one isn't required. In a world where we, our buyers, and our sellers are getting 'scared' by the discontinuation of R22, it is nice to know that there is a business like Picture Rocks—that will not recommend getting something new when what we have will still function.

Ron and his family have a rescue dog. A dog that had been abused and had been a fighter. He says it took a year and a half to get their pup to


calm down. As such, he is a friend and donator to Friends of PACC. This year, Ron is part of a team riding in El Tour de Tucson to raise funds for Sol Dog Lodge and Interfaith Community Services. Ron is a U of A fan and owns season tickets to basketball and football. Much of his other non-work life is centered around church and leadership. He has been on staff, helped with technology, and led men's groups for nearly 30 years at the churches he has attended.

I liked Ron. Funny to say that as part of an article, isn't it? He's easy to like. He's not overly bold, brash, or proud. He seems content with who he is, what he does, and the life he lives. His heart for service extends into all areas of his life, including work, family, church, and community.

And I would say, those who meet him and all who know him are better because of that relationship.



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STEPHANIE URBAN

FINDING BALANCE

▶▶ rising star!

Photography by Rachel Castillo | By Breanna Smith Pizzolato

Stephanie Urban grew up in a bustling household with five siblings in a tough Albuquerque, New Mexico, neighborhood. She quickly learned to adapt to her surroundings. And while she had her fair share of escapades as a wild child, she was also an honor roll student with ambitions of becoming a homicide detective.

Growing up surrounded by negative influences and discouraged from working so closely with death, “I decided I would be a workhorse.” She dropped out of school at 15 and went straight to work. By 19, she had bought her first home and tested out of her remaining high school courses to earn her diploma.

THE HUSTLE

“I’m a jack of all trades,” Stephanie said, laughing as she recalled her stint as a massage therapist. Her career took a new direction when her father-in-law suggested she apply for a position with the Department of Defense. He recognized Stephanie’s work ethic and potential and encouraged her to apply for a contract position within the department. Stephanie’s dedication did not go unnoticed, and she secured a full-time position. There, she had many unforgettable—and top-secret—experiences.

Stephanie knew she would retire with the DoD. Then, she relocated to Las Vegas, Nevada. “The market was booming, and prices were sky high. As a single mom, I knew I would only be able to afford a fixer-upper,” she explained. Her REALTOR®, Falisha Rexford, helped her find the perfect place, and once again, Stephanie got to work. “I did a lot of the work on the house myself, and it came out so cute,” she said, smiling. “I miss that house.” Impressed by Falisha’s care and attention to detail, Stephanie began referring everyone she knew to work with her.

“One day, Falisha called and asked me, ‘Why aren’t you doing this yourself?’ and that was the first time real estate had ever crossed my mind,” Stephanie said. As she began to consider the possibility, she battled with imposter syndrome and self-doubt. She decided to enroll in real estate classes, anyway. “I felt comfortable trying it out, knowing I would have Falisha as a mentor to lean on, and if it didn’t work out, it didn’t work out,” she said, shrugging. But Stephanie can’t help but hustle—putting in the work is second nature.

MAKE A MOVE

As fate would have it, Stephanie’s husband Derek, an Active Duty Air Force member she met while working with the Department of Defense, was given orders to relocate to Davis-Monthan Air Force Base shortly after she completed her real estate course. Backed by Derek’s unwavering belief in her abilities, Stephanie took the plunge and obtained her real estate license in Arizona. Initially, she aimed to handle their real estate investments and assist friends and family with their real estate needs.

“I wrote down my goals for the year, and I remember circling one house per quarter,” she said. She joined Long Realty, and under the guidance of her broker Cathy Erchull, she quickly proved her prowess in the field. With her strong work ethic and commitment to serving military families, Stephanie soon began helping more and more people find their dream homes and relocate to new communities. What started as a goal of one transaction per quarter quickly transformed into a flourishing real estate career. “Things took off within the first four months, and it turned into so much more than I ever could have dreamed.”

This summer, after nearly a year of continuing to work full-time with the Department of Defense and leading The Urban Home Team’s seven agents, she decided to take another leap of faith far outside of her comfort zone. “When I was still working with the DoD, I spent every night and weekend on real estate, so I didn’t have the time to enjoy life and time with my family,” she said. “I’m excited about a lot of things in this new chapter. Leaving a secure job was scary, but without risk, there is no reward. There would never be a right time, and there’s always a reason not to pursue your dream, so I decided to go for it.”

SERVING THOSE WHO SERVE

Now, as the leader of the Urban Home Team at Long Realty, Stephanie finds joy in helping fellow military families relocate to the Tucson area. “We had three weeks’ notice to pack up and move to Tucson—you don’t know anyone, and you have to find ways to plug in and find basic things like doctors, daycares, things to do, and a whole new friend group,” she said. “I get how hard it is, which is why it’s so fulfilling to help clients who are often out of state or overseas uproot their life and move

to Tucson. I feel like they put their lives in my hands.” For Stephanie, helping military families and empowering her team to provide the highest level of service to military families is both her duty and passion. “We sponsor a lot of events on base because we love giving our money back to support the health, wellness, and morale of Airmen at Davis-Monthan,” she said. Most recently, The Urban Team sponsored a golf tournament to fund the Annual Awards and the Air Force Ball at Loews Ventana Canyon Resort.”

SNEAKERHEADS

While real estate has become integral to Stephanie’s life, her interests and passions extend well beyond property deals and relocations. Stephanie is an avid interior design enthusiast, a true crime aficionado, and a shoe enthusiast.

Stephanie and Derek have an impressive sneaker collection with several rare Nike and Adidas releases. A recent renovation by California Closets showcases most of their collection on a shoe wall, though it still can’t hold them all. “I couldn’t even tell you how many pairs we have,” she laughed. Though they share an interest in finding and bidding on new sneakers for their collection, their styles vary greatly. Stephanie has a penchant for eye-catching designs, while Derek opts for more toned-down styles for everyday wear. “I try to wear a different pair every day,” Stephanie said. “And the funkier, the better.” For Stephanie, shoes are not just accessories; they reflect her personality and are her way of adding shock value to her outfits.

STRIKING HER BALANCE

In the newest chapter of her career, she looks forward to focusing on two things: continuing to help military families and spending more time with her family. Among all that she has accomplished as a workhorse, she is most proud of her children: Summer, who attends Pima Community College studying business management and currently manages a local restaurant; Matthew, who currently attends New Mexico State University; Mikey, who attends ACI in Scottsdale with plans to become a chef; and Axton, who is in the 5th grade and enjoys playing football for the Vail Vikings, following his dad around, collecting rocks, and of course, sneakers.

Stephanie finds solace in spending quality time with her family, whether they are trying out new foods and places to eat, cooking New Mexican food, relaxing by the pool, hiking, working out, or playing with their three dogs—a quirky English bulldog, a lovable Golden Retriever, and a loyal German Shepherd. “It does feel a bit weird to have slowed down from having a full-time job and managing the team to just focusing on real estate,” Stephanie said. “But it’s also exciting to be able to focus on being with my family more. I’ve always been a worker bee, and I’ll continue to be, but now, I have more balance.”



“ I’M EXCITED ABOUT A LOT OF THINGS IN THIS NEW CHAPTER. LEAVING A SECURE JOB WAS SCARY, BUT WITHOUT RISK, THERE IS NO REWARD. ”

Matthew, Stephanie, Derek, Summer, Mikey, and Axton



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▶ event recap

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Our donation will help kick off the Tucson Alzheimer’s walk which will be held on Oct 28th! Heather is running a REALTOR Team and we can sign up under her or you can create your own team!!

Here is the link to join the Tucson Alzheimer’s Walk on Oct 28th.

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FORGED WITH FIRE

Despite facing unimaginable personal tragedies, Kathy Baldauf has proven herself a tenacious REALTOR®, rising to the top—and staying there since 2015. Her story is a testament to the power of persevering and asking for help.

Forged in the fires of immense tragedy, Kathy's tenacity and strength shine through in her success as a REALTOR® and in the beautiful life she has created for herself and her daughter. As we commemorate Suicide Prevention Awareness Month, we delve into Kathy's inspiring journey of resilience and determination after losing her father and oldest brother to suicide, and her nearly two-decade journey to find healing and her true calling.

"My father committed suicide when I was a freshman in high school, and my whole world turned upside down overnight," she



said. "It was extremely difficult for everyone in my family to cope with the tremendous loss. My mom became the sole provider, and the course of all our lives changed," she said.

She and her four older brothers grew up quickly, shouldering the weight of grief while facing the realities of life. She found solace in her support system of close friends at Salpointe Catholic High School, who provided her with love and encouragement during the most challenging times.

Kathy's high school graduation felt bittersweet. She was excited but keenly aware that her newfound freedom had a caveat—she would have to support herself. "One of the best things my mom did for me, she said, 'After high school, that's it. If you want to go to college, you'll have to support yourself,' and I did. I enrolled myself at the University of Arizona. Things weren't easy for



Kate and Kathy

quite a few years, but I managed to figure it out on my own."

There, Kathy worked two jobs while earning her Bachelor of Science degree in Speech and Hearing Sciences. "I navigated the financial aid process but still struggled financially. Many times I was scraping together pennies and selling things to pay bills. But that adversity made me who I am today. I kept moving forward no matter what."

Throughout her twenties and early thirties, Kathy battled the trauma of losing her father and her oldest brother to suicide. She eventually turned to therapy, seeking a way to heal and grow.

Therapy became her lifeline, helping her navigate the grief, guilt, and shame she carried. "It was through that therapy I was able to heal and grow—and it took me a long time," she said. "I didn't feel comfortable talking about it with other people because if you haven't gone through it, you can't understand it. I don't expect people to, but that makes it difficult to find an outlet. Therapy helped me find my way through it."

GETTING ON COURSE

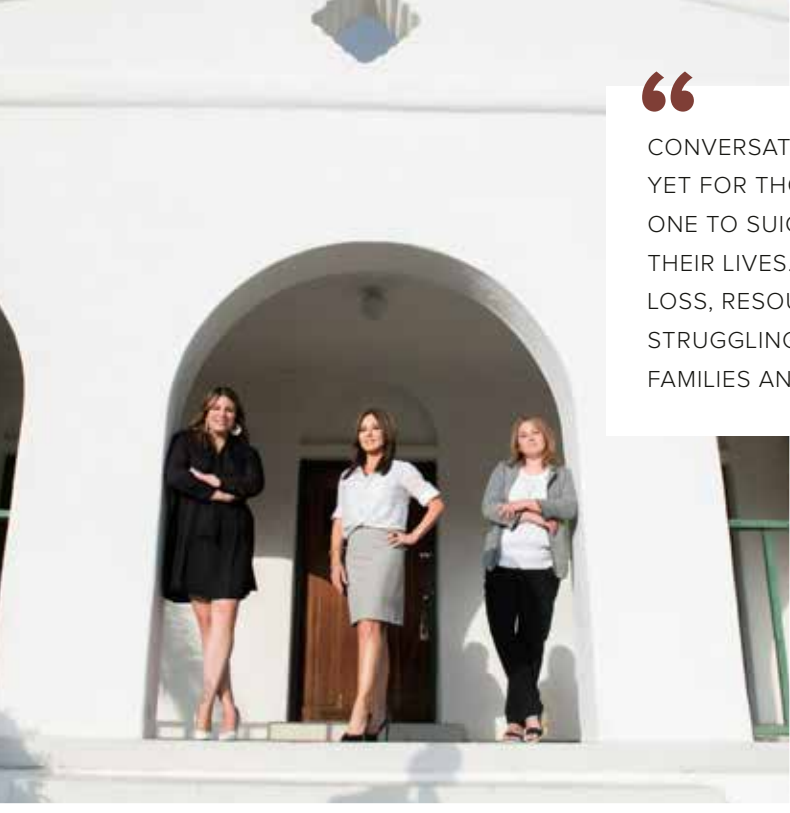
Throughout her college years, Kathy supported herself by working two jobs, primarily in the



restaurant industry, as it offered the most flexibility. While saving for graduate school with the intent to become a Speech Language Pathologist, she worked at the Westin La Paloma and in various sales positions—selling promotional products for a local small business and selling advertising for the Tucson Weekly. "Connecting with people and assisting them in finding solutions to their needs while providing value became extremely fulfilling," she said. "I discovered I had a natural talent for sales."

She continued working for the Westin La Paloma for 18 years, where she met Greg and Becca Reihman while on the golf course. The highly successful husband and wife real estate team with Long Realty noted Kathy's potential and work ethic.

"They encouraged me to obtain my real estate license, believing it would be a perfect career for me," she said. At first, she was hesitant. After all, she overcame so much to obtain her



The Kathy Baldauf Team: Corey Planer, Kathy, and Natasha Stiver

degree. But she knew that meeting the Reihmans was a blessing, and she accepted the reality that the degree she had worked so hard for was no longer her true passion. “Taking the Reihmans’ advice to heart, I successfully passed the real estate exam in 2004 and embarked on my career with Long Realty while maintaining my full-time position at La Paloma.” In her first year as a real estate agent, while working full-time at La Paloma, she achieved over \$2 million in real estate sales.

“This early success solidified my commitment to the industry,” she said. “But unfortunately, the market took a turn shortly thereafter.” Despite the challenging circumstances, she kept her real estate license active while continuing to work at the resort. “That job was my bread and butter for a few years, but my passion was in real estate,” she said. In 2010, she transitioned into real estate full-time, leaving her position at La Paloma behind and holding one job for the first time in her life. “It took me about ten years to hit my stride,” Kathy reflects. After several years of working on teams, she developed the confidence and referral network to branch out independently and became a solo agent in 2015.

Earlier this year, she started The Kathy Baldauf Team, which now comprises three agents. She has since received the Long Realty Circle of Excellence award and ranks in the top 6% of REALTORS® nationwide “Real estate has transformed my life in the best way. It felt like my true calling, and I found like-minded professionals who share my passion.”

LIFE NOW

Kathy is up between 5 and 6 a.m. every morning for a moment of solitude to reflect on the day ahead, read, or sip her coffee on the patio amongst the many plants she has in her backyard.

“

CONVERSATIONS ABOUT SUICIDE ARE OFTEN UNCOMFORTABLE, YET FOR THOSE WHO HAVE EXPERIENCED THE LOSS OF A LOVED ONE TO SUICIDE, THE PAIN ENDURES AS AN INDELIBLE PART OF THEIR LIVES. AS SOMEONE LEFT TO DEAL WITH THAT PROFOUND LOSS, RESOURCES ARE ESSENTIAL NOT ONLY FOR INDIVIDUALS STRUGGLING WITH THEIR MENTAL HEALTH BUT ALSO FOR THE FAMILIES AND FRIENDS DEEPLY IMPACTED BY THE AFTERMATH. ”

Convinced she had a “black thumb” for many years, she stuck with gardening anyway. “My mom always had a green thumb, but it took me longer to figure it out,” she says, laughing. Now, her backyard is a collection of flourishing succulents, cacti, and various flowers she enjoys before her busy days begin. Her greatest source of joy, though, is her daughter Kate. “She’s my entire world and my best friend,” she said. Kate is a star soccer player on her local high school and club teams.

“She’s a teenager now, so if I’m lucky to have her home for more than 10 minutes, we like to play Uno or board games, watch movies or go for a walk,” she says. They also enjoy hiking, cycling, and traveling together, having recently returned from a trip to Florida. Kathy is proud of the life she has built and feels blessed to have found her true calling in guiding her clients, and now other agents, through real estate. “It’s been a lot of hard work but also a lot of good fortune and many blessings,” she says.

Kathy’s personal struggles have shaped her advocacy for mental health awareness. Through her journey, she has opened up to tell her story and help others feel less alone. She emphasizes the importance of providing more resources and access to mental health support for those in need.

Kathy acknowledges that talking about suicide and mental health can be uncomfortable. “Conversations about suicide are often uncomfortable, yet for those who have experienced the loss of a loved one to suicide, the pain endures as an indelible part of their lives. As someone left to deal with that profound loss, resources are essential not only for individuals struggling with their mental health but also for the families and friends deeply impacted by the aftermath.”

She plans to be more involved with mental health advocacy and volunteer efforts after her daughter graduates from high school. “I want to work to make changes for the better in our community. Each of us encounters personal struggles and adversity throughout our lives. However, the true significance lies in our ability to gain valuable lessons from these experiences and hopefully help others.”

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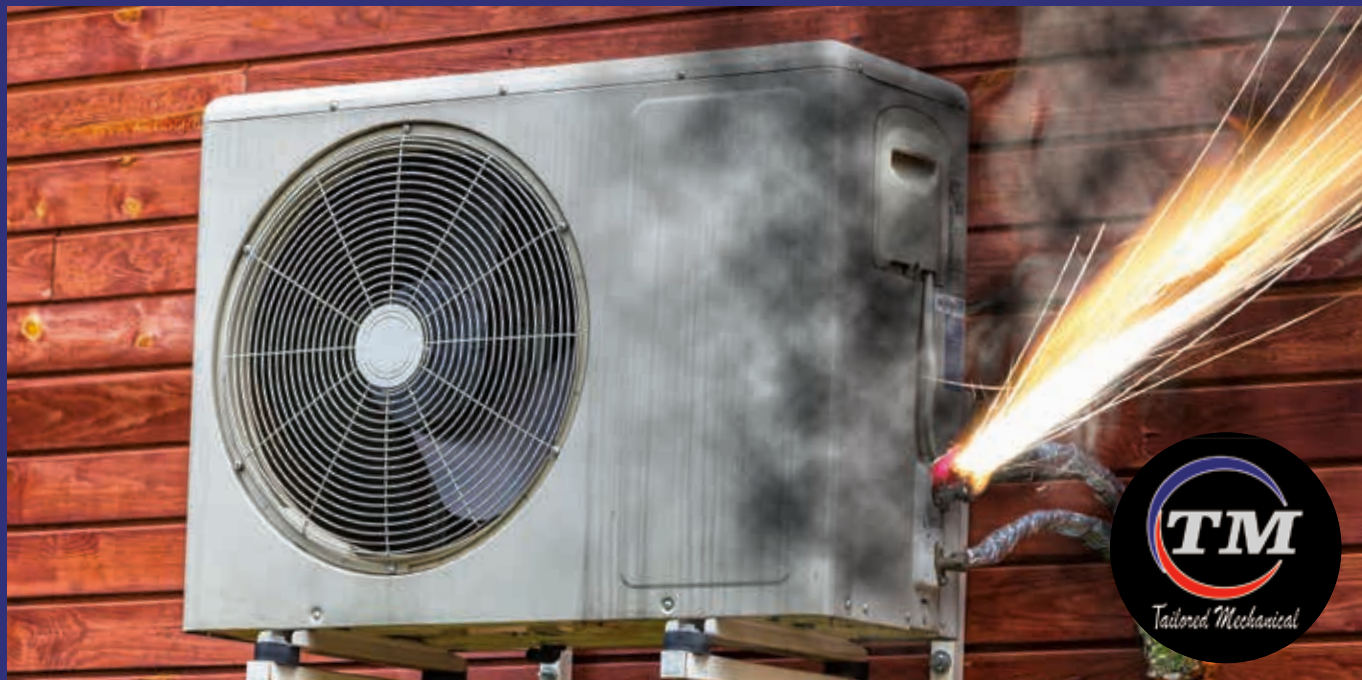
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BRIDGETT BALDWIN

REDISCOVERING HER ROOTS

By **Kylea Bitoka** | Photography by **Jacquelynn Buck**



HIGHLIGHTS FROM TUCSON REAL PRODUCERS JUNE 2019 - AGENT ON FIRE

"When I got into real estate, the market was straight down, but I said, 'This is my opportunity; what am I going to do with it?' My dad always told me, 'It's not what happens to you in life; it's how you overcome it... I am grateful for the challenges because if that weren't happening, I wouldn't be leveling up... It's bigger than real estate. It's about building community, creating a brighter image for Tucson, retaining young talent, supporting new infrastructure, and helping the city to grow and succeed. I named the team 'The Tucson Agents' because when you think of Tucson real estate, I want you to think of us."

As June's publication landed in mailboxes across the city, Bridgett Baldwin was excited about the future and what her all-women team could accomplish. They finished the year strong and kicked off 2020 with excitement.

"We had just returned from a conference in Nashville; my team's spirits were high. Inspired by the sessions, we were excited to implement new ideas in our business. Then the whole world shut down due to the COVID-19 pandemic," shares Bridgett. "No one had a playbook for how to do real estate during a pandemic. The biggest challenge was staying positive." Zoom calls filled the schedule as Bridgett navigated a new structure and routine while her son, Tosh, attended school from home.

Then her team members' contracts came up for renewal; the team was at a crossroads. "I understood

because I had left a team to be on my own. I was proud of their ambition and drive, but it was also bittersweet. We went from a team of five to two, Erika Gaxiola and me." As with any difficult experience, Bridgett used it to learn and grow. Bridgett reflects, "I looked at what I wanted to do differently in the future. I thought about what I could have done better." The experience helped Bridgett improve her process. "Many times challenges are viewed as negative, but they don't have to be. It allowed me to develop the vision that I truly wanted."

As Bridgett navigated through the changes to her team, she found herself traversing a difficult path in her personal life. "My dad passed away in 2020; he had always been my rock. Everything was already in upheaval due to COVID-19, and then I lost my dad. My entire world had turned upside down." The grief compounded when Bridgett's mom passed away six months later. "I am thankful I was with each of them when they passed. They were always there for me, cheering me on and teaching me how to navigate life. I wouldn't be who I am today without their love and support."

Out of her grief, Bridgett's appreciation of life deepened. "What matters most is how you make people feel and how you use your time while you are here." Through the pain, Bridgett looked for a way that she could make a difference. An active member of the Tucson community, Bridgett had always supported local organizations. In 2021, she had a new idea. "That December, I planned a charity happy hour to collect socks for people experiencing homelessness. I invited friends and other agents to stop by for a drink and bring a pair of new socks. I was amazed at the turnout; at the end of the evening, my whole car was full of socks!"

From there, the event grew, and so did the impact. Bridgett organizes five happy hours each year, and the invite list has grown to 50 people. Each happy hour is a chance to bring awareness to different local nonprofits. "It's a great opportunity for agents to network, and it also exposes a local cause to a powerful group of people. We



Elizaveta, Bridgett, Erika, and Adrian
Photos taken at The Leo Kent Hotel Tucson: a Tribute Portfolio Hotel.

collect tangible donations because that saves the organization time and money.” Bridgett also uses the happy hour events to support local businesses. “I schedule the event at a local bar, restaurant, or business. The event not only generates business for them, but it also provides additional visibility through our social media posts.”

After the many losses of 2020, Bridgett found herself in a new season of expansion. “Erika and I had spent the last two years building our team culture. Our vision attracted Adrian Ramirez. When he approached me about joining the team, I had to think about it. I wanted to ensure his addition would sustain and align with our new team culture.” As Bridgett thought it through, she realized it was time to take the next step. After welcoming Adrian to the team, she was also thrilled to welcome Elizaveta Brotherton to The Tucson Agents. “Erika



bove any recognition or award, it's the gratitude my people have for me that has made me the most proud.



stepped into a leadership role—I am so proud of her success. Adrian brings a light and professional vibe, while Elizaveta’s supportive and fun nature adds a sweet element to our team. I love my people; we are like family.”

As Bridgett’s team grew, so did her biological family. “My paternal grandmother reached out to me on Facebook. We exchanged messages, and I had the opportunity to meet her last May. This year I brought Tosh with me. We met my aunts and cousins; it was so special.” Bridgett was thankful for the opportunity to learn about her Vietnamese heritage from her grandmother. “They cooked traditional Vietnamese fare and showed me pictures from when the family lived in Vietnam. My grandmother

gave me a set of chopsticks that had been in the family for generations; it’s a gift I will always cherish.”

Many things have changed in the last few years, but Bridgett’s commitment to her family and community has not wavered. “It motivates me to be the best version of myself. Whether leading a team or raising my son, I want to lead by example. It holds me accountable for what I am teaching.”v

Now 13 years old, Tosh is starting to think about the future. Bridgett smiles and shares, “He’s been



Bridgett and Tosh

researching different careers online, including real estate. It will be interesting to see how his interests take shape.” For Bridgett, spending time with Tosh is a top priority. The joy is evident as she talks about him. “I love connecting with my son and watching him grow into a young man. We hang out with our dog, Doug. We enjoy watching movies, making meals, traveling, visiting family in Minnesota, being with friends, and exploring Tucson. “

Each day Bridgett focuses on being present, whether with her son, team, or clients. “The way I’ve made them feel during our interactions is something that can’t ever be taken away. When I receive positive feedback from my team about how I made a difference in their lives, that means the most to me. Above any recognition or award, it’s the gratitude my people have for me that has made me the most proud.” Through the challenges, Bridgett rediscovered her roots, and her business flourished because of it. “I’ve found my vision, and I’m with my people; I couldn’t ask for more.”

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	200.5	67,018,283	334,256
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	174.0	58,709,321	337,410
3	Lisa M Bayless (22524) of Long Realty Company (16717)	97.0	55,984,824	577,163
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	22.5	49,148,710	2,184,387
5	Marsee Wilhems (16298) of eXp Realty (495201)	128.5	43,508,580	338,588
6	Sandra M Northcutt (18950) of Long Realty Company (16727)	55.0	32,164,000	584,800
7	Kyle Mokhtarian (17381) of KMS Realty (51920)	101.0	31,724,900	314,108
8	Don Vallee (13267) of Long Realty Company (52896)	55.0	30,969,291	563,078
9	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	87.5	30,619,246	349,934
10	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	57.0	29,727,262	521,531
11	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	77.0	29,205,678	379,295
12	Peter Deluca (9105) of Long Realty Company (52896)	41.5	27,700,899	667,492
13	Russell P Long (1193) of Long Realty Company (52896)	24.0	26,543,500	1,105,979
14	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	72.0	26,437,023	367,181
15	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	57.0	25,009,050	438,755
16	Danny A Roth (6204) of OMNI Homes International (5791)	62.0	24,846,435	400,749
17	Brenda O'Brien (11918) of Long Realty Company (16717)	30.5	21,852,545	716,477
18	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	55.5	20,480,558	369,019
19	Joshua Waggoner (14045) of Long Realty Company (16706)	18.0	20,289,800	1,127,211
20	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	56.5	19,497,850	345,095
21	Laurie Hassey (11711) of Long Realty Company (16731)	38.0	19,349,322	509,193
22	Suzanne Corona (11830) of Long Realty Company (16717)	17.0	19,019,598	1,118,800
23	Gary B Roberts (6358) of Long Realty Company (16733)	41.5	18,557,065	447,158
24	Jose Campillo (32992) of Tierra Antigua Realty (2866)	64.5	18,218,199	282,453
25	Denice Osbourne (10387) of Long Realty Company (52896)	27.0	17,702,342	655,642
26	Nara Brown (13112) of Long Realty Company (16717)	34.0	16,962,957	498,911
27	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	56.5	16,780,362	296,998
28	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	36.0	16,691,447	463,651
29	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	21.0	16,482,346	784,874
30	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	31.0	16,375,055	528,228
31	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	14.0	16,066,619	1,147,616
32	Denise Newton (7833) of Realty Executives Arizona Territory (498306)	24.5	15,996,250	652,908
33	Patty Howard (5346) of Long Realty Company (16706)	17.5	15,938,435	910,768

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
34	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	34.0	15,446,850	454,319
35	Barbara C Bardach (17751) of Long Realty Company (16717)	14.0	15,335,037	1,095,360
36	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	47.0	15,286,625	325,247
37	Maria R Anemone (5134) of Long Realty Company (16727)	13.0	15,073,388	1,159,491
38	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	17.5	14,799,500	845,686
39	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	37.0	14,685,449	396,904
40	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	33.0	14,680,000	444,848
41	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	24.5	14,571,577	594,758
42	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	38.5	14,543,770	377,760
43	Jim Storey (27624) of Long Realty Company (16706)	16.0	14,337,027	896,064
44	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306) and 1 prior office	22.5	14,209,280	631,524
45	Tori Marshall (35657) of Coldwell Banker Realty (70207)	28.0	14,201,173	507,185
46	Tyler Lopez (29866) of Long Realty Company (16719)	39.5	14,174,308	358,843
47	Louis Parrish (6411) of United Real Estate Specialists (5947)	17.0	14,157,680	832,805
48	Jameson Gray (14214) of Gray St. Onge (52154)	11.0	14,003,442	1,273,040
49	McKenna St. Onge (31758) of Gray St. Onge (52154)	11.0	14,003,442	1,273,040
50	Tom Ebenhack (26304) of Long Realty Company (16706)	36.0	13,862,001	385,056
51	Leslie Heros (17827) of Long Realty Company (16706)	18.5	13,737,185	742,551
52	Tom Peckham (7785) of Long Realty Company (16706)	18.0	13,596,965	755,387
53	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	20.0	13,589,850	679,492
54	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	16.0	13,572,500	848,281
55	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	21.0	13,442,900	640,138
56	Helen W F Graham (55628) of Long Realty Company (16728)	22.0	13,413,280	609,695
57	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	44.0	13,205,000	300,114
58	Matthew F James (20088) of Long Realty Company (16706)	17.5	12,778,519	730,201
59	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	29.0	12,583,472	433,913
60	Sofia Gil (1420209) of Realty Executives AZ Territory (498303) and 1 prior office	41.5	12,571,960	302,939
61	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	16.5	12,516,287	758,563
62	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446) and 1 prior office	30.5	12,491,693	409,564
63	Sally Ann Robling (1420161) of Realty Executives Arizona Territory -498304	51.0	12,343,390	242,027
64	Heather Shallenberger (10179) of Long Realty Company (16717)	26.0	12,265,100	471,735
65	Christina Esala (27596) of Tierra Antigua Realty (286607)	49.0	12,172,744	248,423
66	Michele O'Brien (14021) of Long Realty Company (16717)	23.0	12,166,250	528,967

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
67	Brittany Palma (32760) of 1st Heritage Realty (133)	28.0	12,162,050	434,359
68	Sue West (13153) of Coldwell Banker Realty (70202)	19.0	12,056,763	634,566
69	Michelle Metcalf (1420854) of RE/MAX Select (5154301)	34.0	12,029,000	353,794
70	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	21.5	12,014,412	558,810
71	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	37.5	11,931,770	318,181
72	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	10.0	11,734,550	1,173,455
73	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	21.0	11,521,589	548,647
74	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices -356307	20.0	11,501,650	575,082
75	Paula J MacRae (11157) of OMNI Homes International (5791)	19.0	11,313,972	595,472
76	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	11.5	11,247,950	978,083
77	Kate Wright (35438) of Long Realty Company (16706)	15.0	11,161,329	744,089
78	Rob Lamb (1572) of Long Realty Company (16725)	13.5	11,111,783	823,095
79	John E Billings (17459) of Long Realty Company (16717)	24.5	10,930,300	446,135
80	Erica Hoffman (15629) of eXp Realty (52964)	31.5	10,899,580	346,018
81	Anthony D Schaefer (31073) of Long Realty Company (52896)	21.5	10,855,790	504,920
82	Paula Williams (10840) of Long Realty Company (16706)	18.0	10,818,267	601,015
83	Cindie Wolfe (14784) of Long Realty Company (16717)	20.0	10,811,994	540,600

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
84	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	11.0	10,783,582	980,326
85	Sue Brooks (25916) of Long Realty Company (16706)	20.5	10,643,700	519,205
86	Michelle M Ripley (11554) of Keller Williams Southern Arizona (52933)	18.5	10,545,200	570,011
87	Jeffrey M Eil (19955) of eXp Realty (495211)	21.5	10,477,771	487,338
88	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	24.5	10,330,500	421,653
89	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	18.5	10,315,454	557,592
90	Lori C Mares (19448) of Long Realty Company (16719)	27.0	10,142,416	375,645
91	Pam Ruggeroli (13471) of Long Realty Company (16719)	25.5	10,032,487	393,431
92	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	28.0	9,681,700	345,775
93	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	21.0	9,648,020	459,430
94	Mary Vierthaler (12199) of Long Realty Company (52896)	17.0	9,621,172	565,951
95	Ashley Kimberlin (18406) of Realty Executives Arizona Territory (498306)	20.0	9,374,000	468,700
96	Kristina Scott (37825) of Realty One Group Integrity (51535)	22.5	9,343,000	415,244
97	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	22.0	9,335,522	424,342
98	James L Arnold (142000775) of Tierra Antigua Realty (286614)	12.0	9,245,625	770,469
99	Nancy A Mancuso (3144) of Russ Lyon Sotheby's International Realty -472203	6.0	8,970,000	1,495,000
100	Ronnie Spece (19664) of At Home Desert Realty (4637)	22.0	8,961,927	407,360

Rank	Name	Sides	Volume	Average
101	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	20.5	8,932,839	435,748
102	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	9.0	8,738,023	970,891
103	Jared Andrew English (35632) of Congress Realty (3096)	23.0	8,733,100	379,700
104	Jenni T Morrison (4744) of Long Realty Company (52896)	16.5	8,655,075	524,550
105	Alicia Girard (31626) of Long Realty Company (16717)	17.0	8,524,935	501,467
106	Nancy Derheim (142000737) of Sunset View Realty, LLC (402901)	20.5	8,514,300	415,332
107	Alicia Marie Pastore (53392) of Realty Executives Arizona Territory -498306	18.0	8,435,039	468,613
108	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	23.0	8,433,800	366,687
109	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	20.5	8,412,525	410,367
110	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	19.0	8,362,000	440,105
111	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	14.5	8,351,912	575,994
112	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	21.0	8,263,767	393,513
113	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona -478313	26.5	8,207,698	309,724
114	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	28.0	8,127,790	290,278
115	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	17.5	8,125,400	464,309
116	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	19.5	8,034,144	412,007
117	Erick Quintero (37533) of Tierra Antigua Realty (286606)	28.0	7,980,400	285,014
118	David K Guthrie (19180) of Long Realty Company (16706)	18.0	7,962,222	442,346
119	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	16.5	7,948,603	481,734
120	Calvin Case (13173) of OMNI Homes International (5791)	26.0	7,897,830	303,763
121	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	15.0	7,806,500	520,433
122	Susan Denis (14572) of Tierra Antigua Realty (2866)	21.0	7,768,700	369,938
123	Lisa Korpi (16056) of Long Realty Company (16727)	17.5	7,711,500	440,657
124	Jay Lotoski (27768) of Long Realty Company (16717)	14.0	7,707,787	550,556
125	Matt G Bergstrom (25358) of RE/MAX Excalibur (453501)	13.0	7,688,000	591,385
126	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	16.0	7,660,170	478,761
127	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	21.0	7,637,500	363,690
128	Aric M Mokhtarian (19336) of KMS Realty (51920)	24.0	7,631,450	317,977
129	Alex Patton (37843) of My Home Group (427514)	21.0	7,573,700	360,652
130	Daniel C Sotelo (35661) of Long Realty Company (16706)	12.0	7,533,900	627,825
131	Roger D Daggett (53481) of United Real Estate Specialists (5947)	21.0	7,516,000	357,905
132	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	19.5	7,483,000	383,744
133	Rachel Millik (61213) of Realty One Group Integrity (5153501)	22.5	7,451,270	331,168

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TOP 150 STANDINGS • BY VOLUME

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

Rank	Name	Sides	Volume	Average
134	Dottie May (25551) of Long Realty Company (16728)	12.5	7,405,700	592,456
135	Margaret E. Nicholson (27112) of Long Realty Company (16728)	12.5	7,405,700	592,456
136	Heather L. Arnaud (32186) of Realty Executives Arizona Territory (498306)	22.5	7,391,650	328,518
137	Lizel Wieser (15306) of Realty Executives Arizona Territory (498306)	12.0	7,339,800	611,650
138	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	25.0	7,331,800	293,272
139	Nicole Jessica Churchill (28164) of eXp Realty (495208)	20.0	7,296,000	364,800
140	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	28.5	7,291,247	255,833
141	Douglas J Sedam (55438) of SBRanchRealty (51898)	10.5	7,254,875	690,940
142	John DeLalla (58262) of Tierra Antigua Realty (286601)	15.0	7,218,318	481,221
143	Hilary Backlund (20597) of Long Realty Company (16717)	13.0	7,217,787	555,214
144	Sarah Ley (11041) of Tierra Antigua Realty (2866)	13.0	7,204,000	554,154
145	Leslie B Brown (35667) of Oracle Land & Homes (875)	11.5	7,196,300	625,765
146	An Nguyen (36001) of Tierra Antigua Realty (286607)	21.0	7,187,831	342,278
147	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	21.5	7,181,274	334,013
148	Phil Le Peau (39491) of OMNI Homes International (5791)	14.5	7,171,000	494,552
149	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	20.0	7,154,700	357,735
150	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices -356307	9.0	7,120,000	791,111

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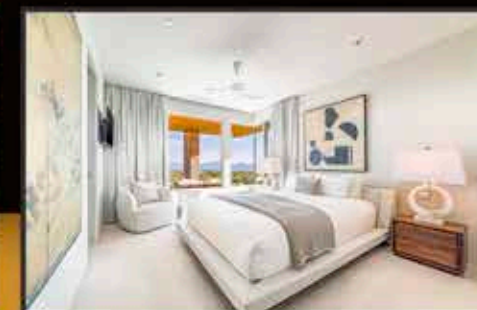
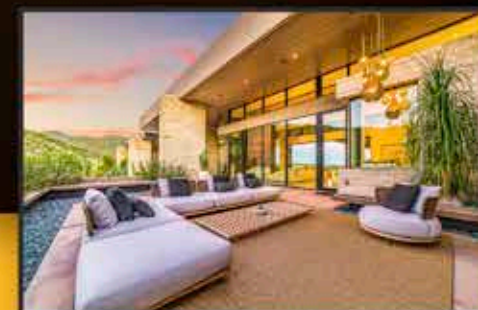


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