

TUCSON

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

TOP STANDINGS

PARTNER SPOTLIGHT:

Pillar to Post Home Inspectors

Photography by
Jacquelynn Buck

FEATURING

KIMBERLY

MIHALKA

APRIL 2024

THE LUXE ADVANTAGE

Elevate your listings and your success with our client portal – a comprehensive suite of services designed to streamline your work flow. Easily book, manage your listings, store and download visual content, and effortlessly build your properties' websites and exquisite marketing materials.

DISCOVER THE POWER OF LUXE



PROFESSIONAL PHOTOGRAPHY FOR REAL ESTATE

Elevate Your Listings. Maximize Your Profits.

CLIENT PORTAL

1 DIRECT BOOKING & SCHEDULING

Quickly place and schedule orders, view current orders, and access previous orders.

3 CONTENT DELIVERY

Download all visual content with just one click

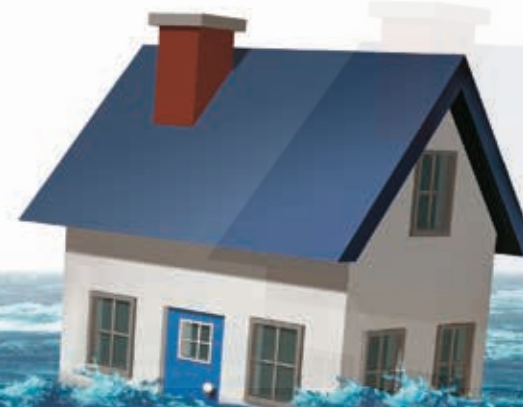
- Photos (MLS + print), Videos, Interactive Floorplans, 3D Tours

2 MARKETING CENTER

- Create marketing materials with preloaded visual content & templates
- Make flyers, postcards, ads, & social media posts with our drag-and-drop editor
- Customize with your brokerage's branding

4 CUSTOM PROPERTY WEBSITES

- Receive a dedicated site for each listing
- Share sites to social media
- Generate organic leads with contact forms
- Choose prebuilt themes, or tailor to your own brand



FLOODED?

24/7 EMERGENCY SERVICES

(520) 314-4544

www.steamyconcepts.com

FREE VISUAL WATER & MOLD DAMAGE INSPECTION



GOT MOLD?



STEAMY CONCEPTS



TABLE OF CONTENTS



06
Preferred Partner List



10
Partner Spotlight: Pillar to Post Inspectors



14
Rising Star: Frank Lococo



18
Be Inspired: Alexis Cortez



22
Featured Real Producer: Kimberly Mihalka



28
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.

Don't let this be you!!!

You work too hard to come home to a hot house. Join the Tailored Protection Plan and let us keep your system working through those hot summer months. In the unlikely event that your system does have issues this summer, your membership gives you front of the line service so you don't have to wait.



Mention the Real Producers when you call and save over 15% on your membership.

Call for details

HappyTucson.com | (520) 808-2743



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

*Must qualify for VA loans that have a original REBA app date of January 1, 2013, through December 31, 2022 at 11 Steps LLC. This offer does not extend to Funding Partners Agency loans. *Guaranteed Rate® is a member of the Guaranteed Rate Group, a division of the parent company of Guaranteed Rate. This offer is subject to credit review and other restrictions. Offer not available in all states. Certain restrictions apply. *Closing costs may vary. Cash-out refinance options may result in the debt-to-income ratio to go up as it will be combined with borrower's mortgage principal amount and will be paid off over the full 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 (53028307-878415).

PROTECT YOUR HOME AND PROPERTY FROM DRYER FIRES.

We specialize in dryer vent inspections, cleanings, and repairs.

DRYER VENT WIZARD
a neighborly company

520-524-4645 | ZHolzknecht@DryerVentWizard.com

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



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
ColumbusGlassandScreen.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
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
DMHWSSellsDoveMountain.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

Altitude Home Loans
Judas Ramos
(520) 617-2259
altitudehomeloans.com
Altitudehomeloans.com/ramosgroup-judas/

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

Nova Home Loans - Zach Mooney NMLS#378994
(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

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

PHOTOGRAPHY- REAL ESTATE

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

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
(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

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

520.247.3579
desertwindowwear.com

Clearly your Best Choice!

**Tub & Shower Enclosures • Mirrors • Screens/Sunscreens & 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.

Serving Tucson & Southern Arizona
BBB ACCREDITED BUSINESS A+
FREE ESTIMATES
10% MILITARY DISCOUNT

www.ColumbusGlassAndScreen.com • ROC 185813

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

PICTURE ROCKS

COOLING > HEATING > PLUMBING

FOR ALL YOUR PLUMBING NEEDS!

- Gas, Sewer, Water Line Repair/Replacement
- Video Sewer Inspections
- Drain Clearing
- Hydrojetting
- Water Heater Replacement/Repair
- Tankless Water Heater Install & Maintenance
- Whole Home Water Filtration/Conditioning
- Whole Home Water Repipe
- ROC #'s: #208709 | #293702



Check our website for special discounts:
PictureRocksCooling.com

520-440-4069



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



MEET THE TUCSON REAL PRODUCERS TEAM



Delilah Royce
Publisher



Kylea Bitoka
Publishing Assistant



Danielle Bower
Editor



Casey James
Photographer



Jacquelynn Buck
Photographer



Elizabeth McCabe
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.



Free in-home consultation | JULIE@DESERTSKYDESIGNAZ.COM | DESERTSKYDESIGNAZ.COM | 520-349-4417
[@desertskydesign](https://www.instagram.com/desertskydesign) | HOME REMODELING • HOME STAGING • INTERIOR DESIGN



▶ partner
spotlight

Photography by
Casey James
By Elizabeth McCabe



PILLAR TO POST

HOME INSPECTORS

“There’s a monster in the crawl space.” A Gila Monster, that is. “I was about ready to inspect the crawl space and open the hatch,” recalls Chad Casper of Pillar to Post Home Inspectors. When he saw the Gila Monster, he reconsidered. “I picked him up with a rake and scooped him off the property.”

As Chad can attest, you never know what you are going to encounter during a home inspection. Chad Casper, who owns Pillar to Post Home Inspectors along with his wife Shanae, has seen it all.

A GROWING BUSINESS

Chad, who launched Pillar to Post Inspectors in 2017, has grown his business since its inception. “We have grown to five inspectors and two office staff,” he says. Chad was also Franchise Owner of the Year for Pillar to Post in 2022.



Managing a business was nothing new for Chad. “I worked for QuikTrip (QT), which was like the BMW of convenience stores,” he says. “I trained the managers, general managers, and clerks. I would spend 1-3 weeks at a store and help them get back on track.”

Interestingly, the skills he learned there would transfer over to home inspections.

While working in management, Chad would walk the store to determine things that were out of the ordinary, broken, or dirty. Most of the time, nothing significant was found. “Depending upon the part of town, we would occasionally find drug paraphernalia, weapons, knives, and homeless guys hiding in the dumpster,” says Chad. “We’ve also had someone run off with the gas nozzle in their car. That happened a few times,” he recalls.

When being recruited for Pillar to Post, Chad shared his experiences of going through the store and recording when things aren’t like they should be. When the recruiter told him, “That’s what home inspectors do,” Chad was intrigued. Within 3 months, he made a leap of faith and purchased a franchise. Now Chad finds things out of order in homes and he also trains staff as well as inspectors for his team. Little did he know that his past role in management at QuikTrip (QT) would prepare him for what he does today.

When he told his out-of-state buyer that he couldn’t inspect the crawl space due to unsafe conditions, she insisted that he go back to the house to complete the inspection. “You’re making up animals,” she protested. When Chad asked her to Google “Gila Monster” on the phone, she was shocked at what she saw. She then understood the threat that this scaly creature could cause, including paralysis, especially when their teeth latch into their victims. That wasn’t the only scare that Chad had during an inspection. As one of his agents reminded him, “Do you remember that time that you almost blew up trying to light a water heater?” Chad will never forget that moment.

“I was doing an inspection for a buyer,” he says. The seller had cut the water and gas to the house to save money. When one of the agents had been able to negotiate the water and gas back on, Chad returned to the property.

“They never lit the pilot,” he says. “We are technically not supposed to light pilots, but this was my third trip back to this house.” He decided to light it. Much to his surprise, a ball of flame exploded around the water heater due to a slight gas leak.

“I turned everything off and left,” he says. Although the agent apologized profusely, Chad knew he had dodged a bullet with this one. He will never light a pilot again.

ABOUT THE INSPECTIONS

“Whenever I do an inspection, my job is two-fold,” explains Chad. “For the client, I want to ensure confident homeownership to help them feel assured about moving forward with the largest purchase of their life.” For real estate partners, his goal is to help them save time and money and to be an easy company to do business with.

“We want to be that one-stop shop,” points out Chad. “All the programs at Pillar to Post are designed to help move forward as seamlessly as possible.”

THE DIFFERENCE IS IN THE DETAILS

“We go through over 1600 different items on our inspections,” says Chad. He starts on the outside, inspecting the exterior, including the roof and all its components (attic, chimney, and the bottom side of the roof). Home inspectors also check electrical wiring, the foundation of the home, the basement, the kitchen, sinks, lights, plugs, and so forth. When it comes to thorough inspections, the professionals at Pillar to Post Home Inspectors deliver.

A typical inspection takes 3 hours with three different inspection packages to choose from. They also offer several Added Services (such as termite inspections, radon testing, and mold testing). One of their most popular add-on services is sewer scoping, which clients ask for time and time again. “We also do pool and spa inspections and are in the process of adding solar inspections,” points out Chad.

Complete reports with color pictures are printed on site and Chad encourages homeowners to be present. The buyer’s agent also receives a link so he or she can access the inspection report to work with the client with ease.

With a virtual report, Chad can take 360 shots on the inside and outside of the home, integrating with the inspection software. “They can link to anything in the report,” he says. They can also see defects in the reports with photographic evidence, making it easy to troubleshoot problems.

GIVE US A TRY

“We’re the Lamborghini of home inspectors,” says Chad. His company is in the top 30 of Pillar to Post and will only climb in days and months to come. Chad is also currently getting certified for Continuing Education (CE) credit for the state of Arizona. He has created 12 classes for REALTORS® with more to come. Chad is eager to meet more REALTORS® and cater to their needs. Don’t leave your next home inspection to chance. Trust The Casper Team to exceed your expectations from start to finish.

“

WE WANT TO BE THAT ONE-STOP SHOP.

ALL THE PROGRAMS AT PILLAR TO POST ARE DESIGNED TO HELP MOVE FORWARD AS SEAMLESSLY AS POSSIBLE.



For More Information:

Chad Casper
Pillar to Post Home Inspectors –
The Casper Team
520-271-3005

The Best Way to Verify Square Footage

When Buying, Selling, or Leasing

Don't Leave Money on the Table!®

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



David Goff
Owner/Architect

Floor Plans First!

see the floor plan first™

Residential • Commercial
Call (520) 881-1500

www.FloorPlansFirst.com Winner for 7 Consecutive Years!



PILLAR TO POST
HOME INSPECTORS
The Casper Team



"we are bilingual"

We cover all of Southern AZ.

Santa Cruz County - Nogales, Rio Rico, Sahuarita, Green Valley, etc.
Cochise County - Benson, Sierra Vista, Bisbee, etc.
(520) 271-3005 | Tucson, AZ
Casperteam@pillartopost.com | www.chadcasper.pillartopost.com

Ask about our exclusive packages and many added services offered.

Savings & service with a smile

Call or stop by today!

State Farm

Tom Tatro FSS ChFC® RICP®
Agent

4759 E Camp Lowell Dr.
Tucson, AZ 85712-1256
Bus: 520-323-2253
tomtatroinsurance.com



State Farm
Bloomington, IL

▶ rising star!
Photography by Casey James
By Elizabeth McCabe

FRANK



LOCOCO

exceeding expectations from hospitality to houses

Planning a five-course dining experience in Tiffany & Company's old Santa Fe Turquoise Mine with no electricity or working kitchen was only one of the challenges that Frank Lococo overcame while working at Four Seasons Hotels & Resorts. He notes one of the most bizarre requests, "I have also gone to great lengths to track down a specific filet mignon for an A-list celebrity...and it was for her dog!"

Not to mention being on the hotel grounds while a well-known celebrity was getting engaged. "I had to keep TMZ away," says Frank. Because of the nature of his position, discretion was paramount to him. Although he can't disclose who the celebrity was, let's just say she is very well known and has graced the big screen on many occasions.

Little did Frank know that all these experiences in the hospitality industry prepared him for the role he has today at Russ Lyon Sotheby's International Realty. He reflects, "Despite some of these outlandish requests, I found that most customers were seeking an experience that was authentic and memorable. It became clear that people will always pay more for service and quality...and that I think will never go out of style."

TRAINED TO SERVE

"A high level of service was ingrained in me at an early age," explains Frank. The hospitality industry taught him everything that he needed to know to cater to clientele, anticipate their needs, and deliver above and beyond what they expected.

Frank felt it was important to experience the full operations of a hotel. Frank worked in almost every department in the hotel. From the guest services department that delivers

luggage to the room attendants who clean your room, he learned the sequence of service for each position. "Having an understanding of the processes and hard work that each employee contributes made me a more effective leader."

He remembers when he was challenged with cleaning rooms one day. Most room attendants clean 10-12 rooms on any given day—it took him all day to clean two rooms.

Every morning guest complaints were discussed internally. It was Frank's job to dig into each one and correct the root cause. "Any business can provide great service, but it is much harder to do it consistently every time." Frank's disciplined approach to processes and seeing an operation from all angles have certainly served him well in real estate.

FROM HOSPITALITY TO HOUSES

After majoring in Hotel Administration and minoring in Finance from the University of Las Vegas, he earned his MBA from Colorado State University and entered the hotel scene in San Diego. He says, "My first job was running the valet and understanding the needs of everyone." Interestingly, that's also where he met his wife Becky. As a management trainee, Frank's wife wrote his training plan before they went their separate ways but continued to stay in touch. In 2011, they got married after moving to Scottsdale, Arizona.

"I was the Director of Sales for Miraval in Tucson," says Frank. As he got older and had kids, he didn't want to travel for his job. That's when he met Christina Tierney, who worked at Miraval as well. They decided to go into real estate together and formed a partnership.

"She was having a baby and I was starting real estate," says Frank. "We shared the same passion for service so it was a natural partnership; now we're in our fourth year of working together." They formed Tierney & Lococo with Sotheby's, which allows for work-life balance. "It's important that we support each other and our families," says Frank. Now each can go on vacation while the other cares for their clients.



“
I found that most customers were seeking an experience that was authentic and memorable. It became clear that people will always pay more for service and quality...and that I think will never go out of style.
”

SURPRISE AND DELIGHT

One of the lessons ingrained in the hospitality industry was to “surprise and delight” guests. From using a guest’s name when he or she checked in, having their favorite beverage waiting in the room, or even spelling their child’s name in sponges in the bathroom, Frank learned the importance of treating guests well so it left an impression upon them.

In fact, his leadership team left an impression on him when he attended the Presidents’ Club for exceeding his sales goals at Four Seasons, which has stuck with him through the years. He recalls, “They transported us by helicopter to a glacier in the middle of the summer in Whistler, Canada. There was music, oysters being shucked and they even let us hit biodegradable golf balls off the glacier’s cliff,” says Frank with delight. “They did things for you that you wouldn’t do on your own. That’s what we did with our clients. We provided experiences that they could not get anywhere else.”

Using the lessons learned in hospitality, Frank learned to surprise and delight his real estate clients. “Sometimes it is the little things like when I brought a book for a buyer’s daughter so she would be entertained while house hunting,” Frank anticipates problems before they happen, taking care of things behind the scenes. “That’s what I strive for,” he says. “That’s not just with me. It’s also about the vendors I refer so clients can have a great experience all the way through.”

Hospitality was invaluable in helping him learn how to deal with objections and unhappy customers. “I know how to communicate and deal with those high expectations,” says Frank. For instance, customers are paying \$1000 or more a night at a hotel. Real estate is a transaction on a much larger scale with many more emotions, but the principle of service remains the same.

FAMILY MATTERS

When not working, Frank enjoys spending time with his wife Becky.

They have two children, Sophia (11) and Dominic (8). Together,

they like visiting Frank’s hometown of Lake Tahoe, Nevada, every July to spend time with family and watch the celebrity golf tournament. “It refreshes me every year to see the blue water and tall pines of the Sierra Mountains,” says Frank.

“We love Oro Valley and it has been a great place to raise our kids. The Catalina Mountains remind me of home.” You can find him supporting his kids at Oro Valley baseball and softball games throughout the year. When he has free time, he likes spending time on the golf course, which suits him to a tee, or on one of the many hiking trails.

FINAL THOUGHTS

Frank is an inspiration. Reinventing himself later in life and topping over \$40 million in his career sales isn’t for the faint of heart. He jokes, “Switching to real estate, literally felt like jumping off a cliff. Going from a consistent salary to 100 percent commission isn’t easy.” However, Frank views real estate as an opportunity to build his own business that infuses luxury hospitality to elevate the ordinary real estate transaction. “It’s been a fun adventure to learn and create,” he concludes. One that is just getting started for this Rising Star. We can’t wait to see what Frank does next!



Frank, Dominic, Sophia, and Becky



BONZO!

MAKE MONEY. SAVE MONEY. SAVE TIME.

What Can Bonzo Do For Your Business?

- Connect
- Convert
- Convert

GetBonzo.com

scan to earn more and work less!

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

CALEXIS CORTEZ

A LEGACY

OF LOVE

AND

DEDICATION



► be inspired

Photography by Jacquelynn Buck
By Elizabeth McCabe

Dante, Alexis, Miabella,
Fernando, and Ayana



“The last time I danced on stage was in 2022,” shares Alexis Cortez.

All through her childhood and college, she inspired others with her fancy footwork. “I started dancing when I was about 7 years old. My brother, sister, my best friend, and I started choreographing our routines and dancing in school talent shows.”

In high school, Alexis continued to inspire others through dance, even creating a dance crew called J.A.M.Z.

Not only did she make lifelong friends, but it also helped her to dance for others. She shares, “We had the time of our lives choreographing routines and performing all around town and even out of state. We were presented with so many amazing opportunities that we will always remember. We also had the opportunity to dance for a local dance production called VIVA Arizona.”

Dancing on the University of Arizona’s Pomline was the highlight of Alexis’ dancing career. “It provided me the opportunity to experience college on a whole different level. Being on the sidelines of the football field or court-side during basketball games was a thrill of excitement, hearing the crowds roaring, celebrating, and chanting.”

Dancing wasn’t always easy, especially dancing in the heat and sun. It was all worth it, however, especially with its once-in-a-lifetime opportunities. “In 2005, I had the opportunity to travel to the men’s basketball Pac 10 tournament in Los Angeles and the Elite 8 in Chicago, Illinois. I feel so lucky to have lived those moments,” she smiles.

Although many people encouraged Alexis to pursue a professional dancing career, her dream was different. “My dream was to become a mom,” she smiles. “I married my wonderful husband Fernando Cortez in 2007 and we created our beautiful family.”

ROAD TO REAL ESTATE

In 2007, Alexis Cortez bought her first home. Little did she know that this would be a door to her destiny. Even after she purchased a home, Alexis kept looking at homes online. Her husband noticed her interest in real estate and asked her, “Why don’t you get your license?”

Taking his advice to heart, Alexis finally got her license in 2018 on her mother’s birthday (April 12) after spending a decade as a Registered Nurse. “It was the best decision I could have made,” she shares. She is now a REALTOR® with Tierra Antigua Realty.

“In real estate, I get to work with people of all different personalities,” she points out. “I connect with them, gain their trust, and make it a positive experience. As a result, my wonderful clients continue to refer their friends and family, which I am extremely grateful for. I seriously have the best clients! Many have become my friends.”

GAINING TRACTION AND TACKLING CHALLENGES

Real estate wasn’t easy, but this working mother was determined to make it. “My first year, I worked open houses and told every single person I knew that I got my license,” she says. She jokes, “I had two deals that year and one of them was my own house!”

“ MY CHILDREN WERE ALWAYS VERY ENCOURAGING AND SUPPORTIVE OF MY BUSINESS EFFORTS, SO IT JUST TOOK TIME FOR ME TO REALIZE THAT THEY ARE AND WILL BE OKAY. IT HAS HELPED TO REFRAME MY THOUGHTS IN BELIEVING THAT THEY HAVE A POSITIVE EXAMPLE TO LOOK UP TO,



In her second year, Alexis was all in. “It was sink or swim,” she says. “I joined a team in 2019 and hit the ground running,” she says. Alexis started to pick up clients and gain momentum. She candidly comments, “It was a challenge to learn how to cope with the ‘Mom guilt’ I felt when I started to get really busy and work long hours, into the evenings, and on weekends.”

She overcame this challenge with time. “My children were always very encouraging and supportive of my business efforts, so it just took time for me to realize that they are and will be okay. In fact, it has helped to reframe my thoughts in believing that they have a positive example to look up to,” she says.

CHILDREN = EVERYTHING

As a mother, Alexis’ children are her world. “Everything I do is for them,” she gushes. “They motivate me.” She has learned the art of juggling work and life. Although she takes time to enjoy vacations, holidays, and weekends, she often whips out her laptop to negotiate contracts.

Another secret to work-life balance is her family. “I have a great support system,” she says. “My family is very understanding and encouraging.” She is grateful for their support. Alexis says, “As a mother, you can provide 100% of your time and attention to your children while also providing 100% of hard work and effort in running your own business successfully.”

Married to her husband for 17 years, Alexis has a stepdaughter named Ayana Cortez (22), a son named Dante Cortez (14), and a daughter named Miabella Cortez (11), who brighten her days and give her so much motivation. You can find her at sporting events for her son and dance conventions for her daughter. Watching her daughter dance gives this proud mother feelings of nostalgia.

As a family they love to travel, making memories to cherish. “There aren’t any more toddler tantrums,” jokes Alexis. Now that her kids are older, it is so much fun. “The kids’ favorite places to travel are Disneyland, Mexico, and anywhere there is a beach,” says Alexis.

A very tight-knit family, Alexis often has gatherings at her house for sports games, holidays, and birthday parties. “Our house is the hub,” she shares. Alexis loves to cook and she enjoys having everyone over. She has been a diehard San Francisco 49ers fan ever since she saw Jerry Rice catch “the most amazing touchdown on his tiptoes” at a young age. Other pastimes include going to the movies to relax and unwind.

A proud pet parent, Alexis loves their fur babies. “We have a cat named Sprinkles and a dog named CJ,” says Alexis. “My kids adore them; they are truly a part of our family.”

A LEGACY OF LOVE AND DEDICATION

As Alexis Cortez’s life story unfolds, it becomes clear that her journey is not just about career success—it’s about passion, perseverance, and the unwavering commitment to making a difference. Alexis has left an impression on everyone she has encountered, inspiring working women with her work ethic, drive, and dedication. For in Alexis, we find not just a real estate agent, but an example of hope for women everywhere, especially with her strength, courage, and character.

KIMBERLY MIHALKA



#Real Estate Life

▶ featuring | By Kylea Bitoka
Photography by Jacquelynn Buck

"I remember living in half-built houses so my dad could sell the old property and pay to finish the new one!" shares Kimberly Mihalka, REALTOR® with Realty Executives. Chuckling, she adds, "At the time, I just thought it was how people lived. Now that I'm grown up, I realize it was part of real estate life. I guess it's always been in my blood!"

Kimberly's dad has been a general contractor in Tucson for over 50 years. Kimberly's mom was a teacher and a licensed REALTOR®. "Throughout the years, they bought, sold, traded, flipped, and rented out any piece of property they could find." As Kimberly grew up, she was influenced by her parents' work. "My parents were my role models. Through my dad's work, I developed a passion for Tucson architecture, from the adobe brick to the wood beam ceilings and beautifully handcrafted Mexican tiles." Kimberly continues, "My mom was a good teacher in her classroom and at home. She is an amazing listener with a kind soul and so much patience. I know that I will never stop learning from my mom."

Born and raised in Tucson, Kimberly has a deep appreciation for the city she calls home and the family she shares it with. "I am a fourth-generation Tucsonan on both sides of my family. I am blessed to have my mom and dad in my life as well as my brother, aunts, uncles, and cousins close by." One of Kimberly's fond memories from childhood is spending weekends at her family's cabin on Mt. Lemmon. "I have so many wonderful memories there, from playing in the snow to building forts and going on hikes."

Following in her mom's footsteps, Kimberly pursued a career in education after high school graduation. She graduated from the University of Arizona with a degree in elementary education. Kimberly taught briefly and then moved to take a job with

It hasn't always been easy to balance family and professional life, but I hope my daughters remember me for being a
PATIENT TEACHER & A HARD WORKER.

the University of Montana. Later, she moved back to Tucson to work for the University of Arizona. Life quickly changed when Kimberly and her husband Brian started a family. “Our daughters, Emily and Natalie, are only 17 months apart. We realized we could not both work full-time careers and manage everything. I decided to stay home for a few years.”

Once her girls were a little older, Kimberly was ready to return to work. “I wanted to start a new career. I thought, ‘Why don’t I try my hand in real estate?’ I started selling houses and absolutely loved it.” Her previous experience as a teacher contributed to her success. “My time in the classroom taught me a new level of patience, understanding, and listening skills that I have taken into real estate.” As her business grew, Kimberly and Brian once again found themselves juggling the demands of careers and family. “One of the best decisions for our family was when Brian quit his job and became a stay-at-home parent so I could do real estate full time.” The switch allowed Brian to spend more time with their daughters and help Kimberly with real estate. “He loves the extra time with the girls because he didn’t have that with them when they were younger.”

Once again, real estate has become a family affair for Kimberly. “Brian is my marketing director, and he is a photographer, videographer, and licensed realtor himself. Now that our girls are older, they help out too, assisting with monthly mailings and newsletters.” In their free time, the Mihalkas enjoy making the most of all Tucson has to offer. “We love to be outdoors and in the sunshine, whether that’s taking our dog, Benny, for walks, riding bikes, or hiking.” They have fun checking out new restaurants and local businesses. “We also have lots of family gatherings. Spending time with family is so important to me. My dad was diagnosed with cancer and went through treatment about six years ago. Thankfully, he is doing well today, but I want to make the most of our time.”

Mt. Lemmon continues to bring Kimberly joy and peace. “The fact that a 45-minute drive takes you from desert cactus to conifers never ceases to amaze me. I love the stunning views from all the pullouts along Mount Lemmon Highway, the hiking trails throughout the Santa Catalinas, and, of course, the cookies and pizza served at the Cookie Cabin!”

As Kimberly reflects, she hopes to be a role model for her daughters just like her mom was for her. “It hasn’t always been easy to balance family and professional life, but I hope my daughters remember me for being a patient teacher and a hard worker.” Kimberly has witnessed how short life can be and strives to bring positive energy to every interaction, whether with family, friends, or clients.

“I am blessed to be in a profession where I can help people find their dream homes and learn about the city. As a Tucson native, I have seen this city change a LOT in 43 years! But many things don’t change—stunning sunsets, endless hiking trails, the dry heat. I love showing my clients everything Tucson has to offer and helping them find the area of town that will fit their needs best.”



Natalie, Kimberly, Brian, and Emily at the Desert Museum





Spring Cleaning Special:

\$100 OFF
A HOME CLEANING!



SCAN
AND BOOK

TIME-MAID.COM
520-999-0630

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



WHO TO CALL WHEN I NEED
HVAC INSPECTIONS DONE

Tailored Mechanical SEE Tailored Mechanical just in red



HappyTucson.com
(520) 808-2743
Tailoredmechanical@gmail.com

OLD REPUBLIC HOME PROTECTION

Stack the Deck
in Your Favor



With Old Republic Home Protection, you can bet on:

- ◆ Industry-leading home warranty coverage—entrust your clients to the best!
- ◆ Risk management—protect your commission!
- ◆ Increased interest—attract more buyers to your listing!

Contact me for information 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.

CODE BLUE

PLUMBING



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

ROC 319497

HouseMaster
Home Inspections. Done Right. Guaranteed.™

HOUSEMASTER BENEFITS

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



Clark Rustand
Owner,
Tucson AZ

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

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 29, 2024

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.

Rank	Name	Sides	Volume	Average
1	Kaukaha S Watanabe (22275) of eXp Realty (495203)	54.5	19,038,340	349,327
2	Lisa M Bayless (22524) of Long Realty Company (16717)	31.0	17,678,550	570,276
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	43.0	14,728,015	342,512
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	12.5	12,001,242	960,099
5	Don Vallee (13267) of Long Realty Company (52896)	12.0	10,834,250	902,854
6	Peter Deluca (9105) of Long Realty Company (52896)	9.0	8,672,400	963,600
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	23.5	8,373,900	356,336
8	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	16.0	7,880,000	492,500
9	Marsee Wilhems (16298) of eXp Realty (495201)	22.0	7,346,025	333,910
10	Russell P Long (1193) of Long Realty Company (52896)	7.0	7,303,500	1,043,357
11	Jocelyne Eva Egan (33306) of Realty Executives Arizona Territory (4983)	6.5	7,119,750	1,095,346
12	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	13.0	7,067,250	543,635
13	Sandra M Northcutt (18950) of Long Realty Company (16727)	7.0	7,046,000	1,006,571
14	Kyle Mokhtarian (17381) of KMS Realty (51920)	21.0	6,949,925	330,949
15	Helen W F Graham (55628) of Long Realty Company (16728)	12.0	6,809,000	567,417
16	Jim Jacobs (7140) of Long Realty Company (16706)	7.0	6,444,500	920,643
17	Denice Osbourne (10387) of Long Realty Company (52896)	9.0	6,330,171	703,352
18	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	14.0	6,232,482	445,177
19	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	13.0	6,164,000	474,154
20	Brittany Palma (32760) of 1st Heritage Realty (133)	9.0	5,955,680	661,742
21	Jose Campillo (32992) of Tierra Antigua Realty (2866)	20.0	5,935,668	296,783
22	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	10.5	5,863,270	558,407
23	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	12.5	5,580,187	446,415
24	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	14.0	4,982,730	355,909
25	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	11.0	4,953,150	450,286
26	Joshua Waggoner (14045) of Long Realty Company (16706)	4.0	4,925,000	1,231,250
27	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	5.0	4,888,000	977,600
28	Danny A Roth (6204) of OMNI Homes International (5791)	13.0	4,820,570	370,813
29	Tom Ebenhack (26304) of Long Realty Company (16706)	9.0	4,801,335	533,482
30	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	4.0	4,755,000	1,188,750
31	Sofia Gil (1420209) of Realty Executives AZ Territory (498303)	15.5	4,727,500	305,000
32	Suzanne Corona (11830) of Long Realty Company (16717)	4.0	4,669,610	1,167,402
33	Stephen Woodall (27353) of Long Realty Company (16717)	3.5	4,333,000	1,238,000

CONGRATULATIONS TO THIS YEAR'S TOP 500!



In today's market, working with the right lender can make all the difference. By finding the right home loan for their unique situation, I can help your clients unlock the door to homeownership. **WANT TO WORK WITH ME? CONTACT ME TODAY!**

- ✓ Smart
- ✓ Experienced
- ✓ Quick
- ✓ Local



Zach Mooney

VP/Branch Manager | NMLS 378994



ZachMooney.com 520.230.5599

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!



MARIKA NOTTINGHAM

SALES EXECUTIVE

520.429.3864

mnottingham@ptanow.com



TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 29, 2024

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.

Rank	Name	Sides	Volume	Average
34	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	14.0	4,307,700	307,693
35	Maria R Anemone (5134) of Long Realty Company (16727)	3.0	4,271,134	1,423,711
36	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	10.0	4,056,692	405,669
37	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	6.0	4,044,000	674,000
38	Lisa Korpi (16056) of Long Realty Company (16727)	8.0	4,030,927	503,866
39	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	13.0	4,028,970	309,921
40	Jenni T Morrison (4744) of Long Realty Company (52896)	5.5	3,988,969	725,267
41	Sue Brooks (25916) of Long Realty Company (16706)	7.0	3,920,386	560,055
42	David R Henry (3307) of Long Realty Company (16706)	3.0	3,908,033	1,302,678
43	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	6.5	3,890,750	598,577
44	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	8.5	3,842,900	452,106
45	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	7.0	3,808,000	544,000
46	Faith F Canale (14296) of Realty Executives Arizona Territory (4983)	2.0	3,800,000	1,900,000
47	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	10.5	3,775,250	359,548
48	Nick K Manning (20102) of Tierra Antigua Realty (286607)	6.5	3,754,350	577,592
49	Leslie Heros (17827) of Long Realty Company (16706)	4.0	3,738,700	934,675
50	Paula J MacRae (11157) of OMNI Homes International (5791)	5.0	3,733,000	746,600
51	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	11.0	3,733,000	339,364
52	Tyler Lopez (29866) of Long Realty Company (16719)	12.0	3,731,130	310,928
53	Bradley Wachs (27802) of Long Realty Company (16706)	1.0	3,715,000	3,715,000
54	Paula Williams (10840) of Long Realty Company (16706)	5.0	3,712,050	742,410
55	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446)	7.5	3,705,450	494,060
56	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	9.0	3,703,000	411,444
57	Lisette C Wells-Makovic (21792) of Redfin (477801)	7.0	3,698,990	528,427
58	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	8.0	3,689,500	461,188
59	Anthony T Payne (52878) of OMNI Homes International (5791)	8.0	3,640,500	455,062
60	Anthony D Schaefer (31073) of Long Realty Company (52896)	7.0	3,607,450	515,350
61	Susan White (35138) of Long Realty Company (52896)	4.0	3,505,000	876,250
62	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	3.5	3,488,738	996,782
63	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	11.0	3,477,375	316,125
64	Lori C Mares (19448) of Long Realty Company (16719)	10.0	3,440,190	344,019
65	Patricia Sable (27022) of Long Realty Company (16706)	3.0	3,412,150	1,137,383
66	John E Billings (17459) of Long Realty Company (16717)	9.0	3,392,500	376,944

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 29, 2024

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.

Rank	Name	Sides	Volume	Average
67	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	5.5	3,389,025	616,186
68	Anne Ranek (39879) of Tierra Antigua Realty (286606)	5.5	3,389,025	616,186
69	Kelli S Atkisson (65592) of Tierra Antigua Realty (286610)	7.5	3,385,300	451,373
70	Rebecca Maher (11616) of Long Realty Company (16719)	5.0	3,362,000	672,400
71	Erick Quintero (37533) of Tierra Antigua Realty (286606)	10.5	3,350,900	319,133
72	Brenda O'Brien (11918) of Long Realty Company (16717)	6.0	3,330,000	555,000
73	Tammy F Barney (626724) of Richmond American Homes of AZ (186501)	8.0	3,320,960	415,120
74	Kelly Merritt (39319) of Realty One Group Integrity (51535)	6.0	3,320,000	553,333
75	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	7.0	3,311,808	473,115
76	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	6.0	3,285,000	547,500
77	Tracy Wood (36252) of Coldwell Banker Realty (70202)	5.0	3,253,816	650,763
78	Michelle Metcalf (1420854) of Re/Max Signature (5271801)	10.0	3,252,950	325,295
79	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	5.5	3,249,450	590,809
80	Louis Parrish (6411) of United Real Estate Specialists (5947)	3.5	3,236,193	924,627
81	Lonnie Williams (61428) of Redfin (477801)	8.0	3,148,000	393,500
82	Jameson Gray (14214) of Gray St. Onge (52154)	2.5	3,041,000	1,216,400
83	McKenna St. Onge (31758) of Gray St. Onge (52154)	2.5	3,041,000	1,216,400
84	Patricia Mary Nyberg (55960) of Realty One Group Integrity (51535)	3.0	3,002,500	1,000,833
85	Tom Peckham (7785) of Long Realty Company (16706)	5.0	2,969,066	593,813
86	Jon Mandel (33200) of Long Realty Company (16706)	5.0	2,950,500	590,100
87	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313)	8.0	2,943,240	367,905
88	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	7.0	2,920,208	417,173
89	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	5.0	2,900,000	580,000
90	Soraya Platt (17286) of Long Realty Company (16706)	5.0	2,885,250	577,050
91	J.R. Harry Brannon (25425) of Robson Ranch Quail Creek, LLC (4817)	6.5	2,871,817	441,818
92	David K Guthrie (19180) of Long Realty Company (16706)	7.0	2,864,150	409,164
93	Alicia Girard (31626) of Long Realty Company (16717)	3.0	2,851,000	950,333
94	Nara Brown (13112) of Long Realty Company (16717)	6.0	2,762,900	460,483
95	Hollis H Angus (58314) of Redfin (477801)	8.0	2,734,000	341,750
96	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	3.0	2,710,000	903,333
97	David L Duarte (57860) of Tierra Antigua Realty (286606)	9.0	2,702,000	300,222
98	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313)	7.0	2,676,010	382,287
99	Guadalupe Aglaee Ramos-Guerra (53701) of Long Realty -Green Valley -16716	2.0	2,645,000	1,322,500
100	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	5.0	2,608,609	521,722

A guiding hand on your path to home ownership

LOOKING TO START THE HOME BUYING PROCESS OR NEED HELP REFINANCING YOUR HOME?

CALL US TODAY!

Hablo Español



FHA • VA • CONVENTIONAL • USDA
DOWN PAYMENT ASSISTANCE

LICENSED TO ORIGINATE IN ARIZONA, CALIFORNIA, COLORADO & TEXAS



Judas I Ramos NMLS 958214
VP/SR. LOAN OFFICER | RAMOS GROUP
520.617.2259
ramosgroup@AltitudeHomeLoans.com

NMLS 2359183
AZ BK 1007669



CA-DBO958214 | Individual License CO 100536191 | Licensed by the California Department of Financial Protection and Innovation under license number 60DBO-138761. Loans made or arranged pursuant to a California Financing Law License. | Colorado Mortgage Company Registration | Texas SML Mortgage Banker Registration

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 29, 2024

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.

Rank	Name	Sides	Volume	Average
101	Alec J Castaneda (57337) of Coldwell Banker Realty (70202)	6.0	2,605,000	434,167
102	Christopher L Craven (15778) of Realty Executives Arizona Terr (498306)	5.0	2,604,690	520,938
103	Mary Vierthaler (12199) of Long Realty Company (52896)	5.0	2,584,280	516,856
104	Thomas Duell (52481) of United Real Estate Specialists (5947)	5.0	2,565,000	513,000
105	Joel T Pielemeier (31300) of Long Realty Company (16719)	7.5	2,561,570	341,543
106	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	4.0	2,552,950	638,238
107	Nicholas Michael Jacob (54314) of Realty One Group Integrity (51535)	4.0	2,542,000	635,500
108	Aric M Mokhtarian (19336) of KMS Realty (51920)	8.0	2,530,500	316,312
109	Veronica Lynne Vondrak (32963) of Realty Executives Arizona Terr (498306)	3.0	2,523,000	841,000
110	Susan Denis (14572) of Tierra Antigua Realty (286606)	6.0	2,519,200	419,867
111	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	5.0	2,470,015	494,003
112	Brent R Brzuchalski (142000868) of Coldwell Banker Realty (70204)	6.0	2,459,900	409,983
113	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	6.0	2,452,900	408,817
114	Stephanie R Friend (557) of Long Realty Company (16728) and 1 prior office	3.0	2,450,000	816,667
115	Laurie Hassey (11711) of Long Realty Company (16731)	4.0	2,447,000	611,750
116	Stephanie M Urban (57953) of Long Realty Company (16724)	6.0	2,447,000	407,833
117	Jeffrey M Ell (19955) of eXp Realty (495211)	5.5	2,441,000	443,818

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.

Rank	Name	Sides	Volume	Average
118	Alejandra Maldonado Virgen (56641) of Wow Real Estate LLC (52251)	5.0	2,439,980	487,996
119	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	11.5	2,434,490	211,695
120	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	8.0	2,421,000	302,625
121	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	6.5	2,410,900	370,908
122	Todd Helmick (38566) of Tierra Antigua Realty (286607)	4.0	2,404,000	601,000
123	Jim Storey (27624) of Long Realty Company (16706)	5.0	2,366,615	473,323
124	Sue West (13153) of Coldwell Banker Realty (70202)	3.0	2,365,000	788,333
125	Jamie M Angeley (35605) of Realty Executives Arizona Terr (498306)	2.0	2,364,000	1,182,000
126	Jessica Sparks (39888) of Russ Lyon Sotheby's International Realty (472203)	5.0	2,362,500	472,500
127	Frank Torrez (16282) of Realty One Group Integrity (53005)	4.0	2,356,300	589,075
128	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	3.0	2,353,000	784,333
129	Amanda L Hess (32511) of Long Realty Company (52896)	3.0	2,316,700	772,233
130	Phil Le Peau (39491) of OMNI Homes International (5791)	6.0	2,307,000	384,500
131	Martin Ryan (35633) of First United Realty, Inc (5764)	2.0	2,295,000	1,147,500
132	Darlene J Bossler (36312) of OMNI Homes International (5791)	4.0	2,294,900	573,725
133	Kemena Rene Duany (37934) of My Home Group (427514)	3.0	2,278,000	759,333
134	Michael Shiner (26232) of CXT Realty (5755)	4.5	2,277,500	506,111

KITCHEN CONCEPTS
CUSTOM CABINETRY & DESIGN

CANYON CREEK
Cabinet Company

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

Tanque Verde
Home Inspections

Convenient scheduling **online, phone, or email**

- ✓ Solar inspections
- ✓ Sewer scopes
- ✓ Mold testing
- ✓ Termite inspections
- ✓ Pool & spa inspections

info@tvhiaz.com 520-462-8844 www.tvhiaz.com

Michael Soulliard

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-Feb. 29, 2024

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.

Rank	Name	Sides	Volume	Average
135	James Wendling (11843) of Tierra Antigua Realty (286607)	6.0	2,276,500	379,417
136	Sherry Ethell (39565) of Long Realty Company (16721)	6.5	2,275,500	350,077
137	Nick Labriola (27326) of Tierra Antigua Realty (286601)	4.0	2,271,900	567,975
138	Roy "Thrac" Paulette (29428) of Cantera Real Estate, LLC (5380)	2.0	2,257,000	1,128,500
139	Brent Self (142000865) of Coldwell Banker Realty (70204)	6.0	2,218,000	369,667
140	Sherris Vis (54719) of Redfin (477801)	7.0	2,204,000	314,857
141	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	6.0	2,195,300	365,883
142	Alexandra Rodriguez (37174) of Realty Executives Arizona Terr (498306)	5.5	2,189,350	398,064
143	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	7.5	2,188,000	291,733
144	Darren J Anderson (32368) of Rincon Rising Real Estate (53406)	5.0	2,175,000	435,000
145	Blaire C. Lometti (57232) of Tierra Antigua Realty (2866)	3.5	2,172,650	620,757
146	Tori Marshall (35657) of Coldwell Banker Realty (70207)	3.0	2,169,033	723,011
147	Cynthia Luois (39369) of Coldwell Banker Realty (70207)	2.0	2,163,000	1,081,500
148	Erica Hoffman (15629) of eXp Realty (52964)	7.0	2,153,750	307,679
149	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	3.5	2,118,000	605,143
150	Leslie B Brown (35667) of Oracle Land & Homes (875)	3.0	2,112,900	704,300



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



5401 N Oracle Rd. Tucson, AZ 85704 - V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws.
NMLS ID 145502. AZ: Mortgage Banker License No. BK-0909074.



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



AMERICAN FAMILY INSURANCE




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.



*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

HOW LONG IS YOUR STRING?



Stepping Up!TM
Succession Planning for Realtors

Are you continually tied to your business?
Want to know how to stretch your string farther?

We can help!
Exit Strategies that produce for YOU!

Tom Ebenhack
Call TODAY (520)425.6052
www.SteppingUpUSA.com

IT IS ALMOST SPRING TIME
OUT WITH THE OLD
IN WITH THE NEW

Give yourself and your clients the opportunity to work with me and my team!
 Great Rates and an extensive range of products, Innovative and Creative Loan Consultant, Amazing Customer Service!



CHRISTIAN HERNANDEZ guaranteed **Rate**
 VP OF MORTGAGE LENDING
 Hablo Español
 (520) 264-8696 | christian.d.hernandez@rate.com
www.rate.com/christianhernandez



© 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: 14811 N. Kierland Blvd., Ste. 100, Scottsdale, AZ, 85254, Mortgage Banker License #09070781

EQUAL HOUSING LENDER

rigo
 pest prevention



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**



dP solutions
 diversified print solutions, Inc.
 PRINTING POWERED BY THE SUN

Local | Reliable | Environmentally Responsible | 100% Solar Powered

520-393-3551 | www.DiversifiedPrintSolutions.com

Make a Difference in the Life of a Child Today!

Meet Jordan Age: 6
 BOC Oncology Program Member

"We believe in beads because it's a symbol of the courage and strength it takes to overcome all of the obstacles while battling childhood cancer."
 — Kristie, Jordan's mom

Give to a child who's waiting to receive Beads at Home!

For just a \$100 donation, you can help a child like Jordan, receive Beads of Courage at Home honoring their COURAGE and providing HOPE, and JOY.




Scan QR code to donate!
 Receive our thank-you gift with donation - Our Home Bead for your clients!



www.BeadsofCourage.org
©2024 Beads of Courage, Inc.

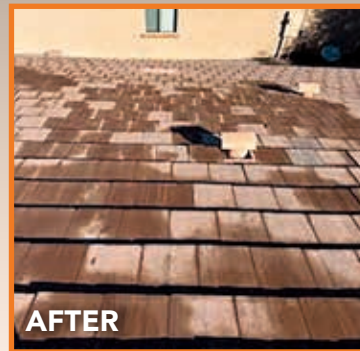
Beads of Courage, Inc., a 501(c)(3) nonprofit organization, helps children and teens coping with cancer and other serious illnesses RECORD, TELL, and OWN their stories of courage through the art form of beads.



20 YEARS OF
THE N2 COMPANY

 **Copper Ridge Roofing LLC**
Commercial & Residential

"Protecting What's Important"



"Whether you are a Realtor or a homeowner, Mike & team from Copper Ridge Roofing are your go-to for everything roofing! They are reliable, professional, transparent, & honest. When Mike provides a quote, it reflects what is truly needed for the roof, rather than additives that are not necessary."

- Cathy Morency Coldwell Banker Realty

CALL US TODAY! (520) 337-7500

