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▶ partner spotlight

# PAUL BARKER AGENCY INC.

## THE MAN WITH A PLAN

Photography by Jacquelynn Buck  
Written By: Jess Wellar

“I find it incredibly fulfilling that I get to assist people when they have a claim,” Paul Barker shares. “Take, for example, July of 2022, we had a hailstorm in Green Valley with one-and-a-half inch-sized hail! The storm damaged 189 homes, two condo complexes we insure, and 128 cars in total. We experienced a catastrophic loss, and at the end of the day, it really hit home for me...”

“My agency was able to help people, especially retirees, that needed new roof estimates,” he continues. “It made me feel good, all that hand-holding during a very stressful time. Let’s call a spade, a spade — nobody loves insurance! But when it’s time to file claims, it’s important.”

In an industry where timely responses and understanding are crucial, Paul and his team’s devotion to helping others, whether through a hailstorm or everyday life, ensures that their clients are always in good hands at Paul Barker Agency, Inc. doing business as American Family Insurance.

### From Trucking to Policies

Founded on the principles of service and reliability with a legacy stretching back to 1927, American Family Insurance, headquartered in Madison, Wisconsin, has built a reputation for excellence over the past century. With over 18 years of service in the industry, Paul has been instrumental in upholding and expanding that legacy at the local level.

Before finding his calling in insurance though, Paul was immersed in the trucking and transportation business for nine years. “I started out as a diesel mechanic and have been doing sales ever since I was 24 years old,” he recalls.

Paul’s transition to insurance came in 2003. It was a pivotal moment in his career. His move was driven by a desire to find a more fulfilling career path that allowed him to make a tangible difference in people’s lives.

“I was introduced to the industry way back then, and have been with American Family since 2005,” Paul notes with pride. “Ensuring that we have the right coverage for the right person drives me,” he continues. “Not all contracts are created equal, and my agency knows we need to mold a solution for every individual.”

### The Personal Touch

One of the standout features of Paul Barker Agency Inc. is its impressive attention to personalized service. With two offices and a dedicated team of seven members, the agency prides itself on its exceptional customer service and efficiency. Licensed in 10 states, Paul’s agency also serves as a hub for secondary homes in Arizona, ensuring year-round support for clients, no matter where they are.

“We can write property policies from old to new, suburban to rural. Additionally, we offer great policies for rentals of all kinds,” Paul points out. “I also hold my Life Underwriter Training Council Fellow (LUTCF) designation to ensure clients are getting the insurance plan that is tailored to their situation.

“Our team prides itself on customer service and I think much of

### FUN FACT:

**Paul was born in Oahu!**  
“Not many people know I was born in Hawaii,” he smiles. “My dad was stationed in Oahu, then Texas, before getting out of the army. We then lived in New Mexico for six years and then Texas again for a year before Arizona in 1985.”



Paul with his wife Lisa and their Goldendoodle, Ellie



**NOT ALL CONTRACTS ARE CREATED EQUAL,  
AND MY AGENCY KNOWS WE NEED TO MOLD A SOLUTION FOR EVERY INDIVIDUAL.**

that was lost during COVID. That is our entire goal. It's been said it's easier to retain a customer than find a new one, and that is really true!" he affirms.

Paul's agency also sets itself apart from other insurance agencies through its swift response times and dedication to finding the best solutions for clients, even if that means recommending a different provider.

"We want to help you find a solution — even if we are not a great fit for your specific needs," Paul shares candidly. In an industry that is often seen as impersonal, Paul's approach is refreshingly human and he wants Top Producing agents to know he doesn't take referred business lightly either. "Getting referrals is huge for us, and we jump on them. We get things back right away, too; we're extremely efficient to keep things moving along," he emphasizes.

**Outside The Business**

Beyond his busy office, Paul's life is filled with family activities. His wife, Lisa, and their four adult children — Michael, Meghan, Micayla, and Zachary — form the bedrock of Paul's world, and he cherishes every moment spent with his young grandson and granddaughter. The Barker family also includes a playful goldendoodle puppy named Ellie, who adds endless entertainment to their household.

When not working, Paul is an avid reader and chooses to focus on gratitude as a daily practice.

"You're not gonna be mad at what you cannot control," he wisely notes. His personal philosophy of focusing on what truly matters is reflected in how he runs his business as well.

"The competitiveness has always been there," he remarks of other insurers. "There's a switch and save tactic with most agencies, so make sure clients ask how long the policy is going to last. Severity and

frequency rates in our business are up due to COVID, and labor rates are up as well. The bottom line is, not all coverage is created equal, so read your contracts."

Looking ahead, Paul's future outlook is grounded in a desire to continue growing on all levels.

"I don't see myself going anywhere for a very long time. Business-wise, I want to continue running a professional team that takes care of clients and tries to grow every year," he concludes. "We will always be committed to staying forward-thinking and bringing state-of-the-art techniques and offerings to our clients — that will never change."



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# KRISTA WISSINGER



## FUN FACT:

Most people don't know that Krista has a twin brother. "We're fraternal twins," she reveals. "When we were little, my mom would tell us that we had our own language. My older brother once pretended he fell asleep on the floor and watched us babble at each other and throw our bottles back and forth to each other's crib to finish each other's bottle!"

## HOME AT LONG LAST

Photography by Jacquelynn Buck • Written by Jess Wellar

"As a big animal lover, I used to rescue animals and place them in their 'forever homes,'" Krista Wissinger explains. "I fostered bunnies, lizards, fish, hamsters — it was a mini zoo at my house. Somehow on Facebook, I became the go-to person on the neighborhood groups!"

"I would help find an animal a new home after they were vetted; I once even placed a pair of hedgehogs with a local owner. I'm a proud sponsor of the Humane Society of Southern Arizona's Pet Adoption Program to advocate for and help animals get adopted and have a second chance. However, now I help people find their forever homes."

For Krista, becoming a REALTOR® was the culmination of many years spent trying on different career hats, proving it's never too late to follow one's heart.

### THE WINDING PATH

Born in Omaha, Nebraska, Krista always knew she wanted to help people, but it took a few detours before she found the right niche.

"I moved to Tucson when I was 10," she recalls. "I attended PIMA Community College pre-nursing program and worked hard to get scholarships." However, Krista quickly realized that nursing wasn't the right fit for her. "I ended up giving up my seat that I had worked for because I knew it wasn't for me," she remembers.

Krista spent 23 years in the construction industry, starting as a temporary receptionist and working her way up to project management while also going back to school and dabbling

in part-time work as a fitness instructor. Even though she thrived in the construction role, Krista knew it wasn't her final destination, and fitness instruction wasn't either.

"I loved helping people get fit, but I realized I loved fitness as a hobby, not a career," she reflects. "It still felt like something important was missing."

### A NEW CHAPTER

It wasn't until a casual conversation with her husband, Travis, that Krista considered real estate. "On a whim one day at the dinner table, I said to my husband, 'I think I'm going to go to real estate school,' and he just said, 'OK,'" she recalls with a laugh. "That was it."

With the support of her husband and her new broker at OMNI Homes International, Calvin Case, Krista finally took the plunge, obtaining her license in 2017, and never looked back.

"Calvin was amazing; we had great conversations, and I could tell he believed in me," Krista acknowledges. "I was nervous I wouldn't make it but he told me to give it two months and try it on my own or else I could call him back and join his team. I never made that phone call to join his team because my business kept improving," she adds.

### SUCCESS

#### THROUGH TEAMWORK

Krista obtained her broker's license in 2021 and started the Krista Wissinger Team last year with her colleague, Sherry Platt-Huang, Krista's hard work continues to pay off. In 2023 alone, she achieved \$9.3 million in sales volume, contributing to a career total of \$30 million.

"I'm in this to help people," she emphasizes. "We often forget there is a person behind the transaction. It's about your client's needs, not the number of transactions."

"We'll be two top producers joining forces and combining teams," she notes proudly. "We're also looking to recruit and are willing to nurture new talent. "However, we want self-starters who are motivated," she continues. "We have a lot of leads and need people that are willing to work for them — new or seasoned agents, it doesn't matter, as long as they have a strong work ethic."

Krista's advice to newer agents is a simple but powerful heart-felt reminder: "My mom always taught me that doing little things consistently leads to big results. That is something I have implemented into my business."



“

MY MOM ALWAYS TAUGHT ME THAT DOING LITTLE THINGS CONSISTENTLY LEADS TO BIG RESULTS.

THAT IS SOMETHING I HAVE IMPLEMENTED INTO MY BUSINESS.

OUTSIDE THE OFFICE

Beyond helping clients, Krista enjoys a fulfilling personal life with Travis, and their children, Nicole, Jenna, and Matthew. Their daughters are both nurses, while their son is still in high school.

“My husband of 16 years, Travis, has been my biggest supporter and has always believed in me,” she points out. “We love to have family game nights together! Our favorite games include Cards Against Humanity, Uno, and Catopoly. In addition to a tortoise, we have four pet cats and are sort of obsessed, so we like to give each other silly gag gifts with cat themes every year.”

Despite her busy schedule, Krista enjoys carving out time to hike and travel with her family. Locally, she can usually be found trekking around Sabino Canyon.

“Any good hiking spot with natural springs and mountain views is my



Krista teaching P90X at Chuze Fitness

favorite though,” she shares. “And when it comes to vacations, we go to Disneyland almost every year. It’s a way to get the kids together without any resistance for a vacation!”

LOOKING AHEAD

Now that she’s found her true calling, Krista’s excitement for her future is palpable. “I’m excited about launching our new team,” she beams. “I also want to continue helping my family and my clients — whether they’re upgrading, downsizing, or whatever their journey is. “Ultimately though, I just want people to feel like I always have their best interests at heart and feel good about working with me.”



Krista with her son Matthew and husband Travis

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# AVI

► broker spotlight

Photography by Casey James  
Written by Elizabeth McCabe

# ERBST

## From Saving Lives to Saving Deals

Imagine transporting a heart attack patient down the elevator of a 12th-floor apartment building, only to hear the terrifying snap of a cable breaking. The elevator plunges six to seven stories before getting wedged between two walls. This harrowing experience didn't rattle Avi Erbst—instead, it showcased his extraordinary ability to stay calm under pressure, a skill he now brings to his real estate career with Cordova Realty.

Avi's transition from an EMS professional in New York City to a broker in Tucson is inspiring. For a decade, from 2003 to 2013, Avi served in emergency medical services, navigating some of the most intense situations imaginable. One of the most challenging and defining moments of his EMS career was during Superstorm Sandy.

Superstorm Sandy struck the East Coast in October 2012, bringing unprecedented devastation. Floodwaters inundated New York City, crippling infrastructure and leaving many residents in perilous situations. As an operations manager, Avi was on the front lines, coordinating emergency responses amid chaos. "We had to remove patients from hospitals and nursing homes on ventilators because the water was

rising so quickly," he recalls. "We were running 24/7 for a couple of weeks, managing EMS crews from multiple states who had come to assist us."

Avi was responsible for orchestrating the evacuation of over 900 people, including bed-bound and non-ambulatory patients. "It wasn't just a matter of evacuating them, but ensuring they continued to receive the medical services they needed," he explains.

This experience underscored Avi's exceptional leadership and crisis management skills, qualities that have seamlessly transitioned into his real estate career. In 2014, Avi and his wife, who is a native Tucsonan, decided that they wanted to raise their family out of the hustle and bustle of New York City to a smaller, more connected community. Laying their roots down in Tucson was an easy choice. A mid-sized city with a small-town mentality where their young family could be surrounded by family and friends. Avi made the shift to real estate, keeping his EMS licenses active and continuing to volunteer from his home in Tucson. "Whether it's EMS or real estate, my job is always to stay calm and reassuring in extremely tense moments," Avi explains. His calm demeanor and quick thinking, honed over years of emergency medical

service, now help clients navigate the often stressful process of buying or selling a home.

One of Avi's most significant challenges was learning to manage his time and set boundaries. Initially, he found himself working around the clock, often at the expense of personal time. "Over the years, I have come to do a much better job of maintaining my schedule and having a more even work/life balance," he says.

Avi's goals in real estate are centered around helping others and building a legacy. "My goal with real estate is not to just leave a legacy but live a legacy. Help those who need it, be there for those that matter, and provide for those I love," he shares.

#### FAMILY, FUN, AND FRIENDS

Outside of work, Avi volunteers at his kids' schools and coaching their little league baseball teams. He enjoys watching sports and spending time with his wife Gabby, and their three children, Alex (12), Caleb (10), and Asher (8). They also have two beloved pets, Morty (6) and Lily (8 months), who are "foster fails." The family loves attending their children's sports games and hosting friends and family at their home.

In Tucson, Avi's favorite spot is The Gaslight Theatre, a place that combines his love for comedy and live-action theater. "If you can combine the two, you have the perfect night out of entertainment and laughs," he enthuses.

In his free time, Avi continues to support and volunteer for the ambulance company back east, dispatching twice a week from Tucson. "It allows me to still be involved even though I am remote," he says. "People are calling in with hysteria and panic. I can keep them calm, cool, and collected and reassure them that help is on the way."

#### A LIFE SAVER

Avi Erbst continues to make a difference, whether saving lives or saving deals, with the same level of commitment and care. His responsiveness, readiness, and calmness under pressure have made him a natural in the competitive world of real estate. He can't imagine a more fulfilling career.

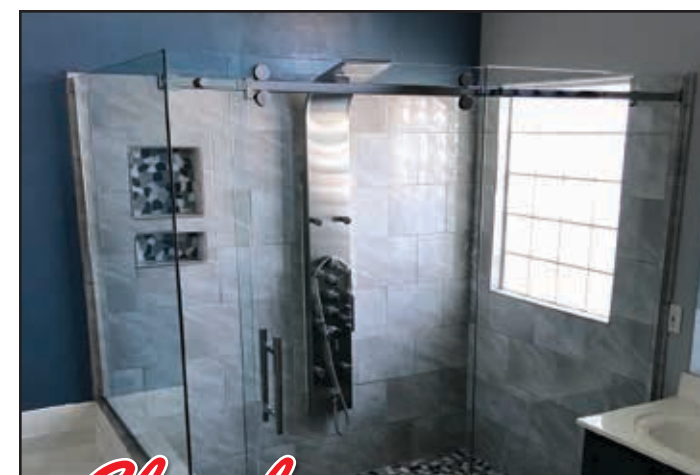


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# SOLD BY SIDES- TOP 50

Teams And Individuals Closed Date From Jan. 1-June 30, 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)	157.0	54,563,620	347,539
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	156.5	55,781,670	356,432
3	Lisa M Bayless (22524) of Long Realty Company (16717)	102.0	62,160,517	609,417
4	Marsee Wilhems (16298) of eXp Realty (495201)	94.0	32,606,590	346,879
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	75.0	28,996,980	386,626
6	Jose Campillo (32992) of Tierra Antigua Realty (2866)	63.0	19,140,023	303,810
7	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	60.5	21,439,937	354,379
8	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	59.0	22,716,250	385,021
9	Danny A Roth (6204) of OMNI Homes International (5791)	53.0	21,794,085	411,209
10	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	50.5	18,024,945	356,930
11	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	50.0	27,249,162	544,983
12	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	50.0	21,168,825	423,376
13	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	45.0	16,354,300	363,429
14	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	42.5	19,671,550	462,860
15	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	40.5	13,077,790	322,908
16	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	40.0	17,196,898	429,922
17	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	39.0	20,585,690	527,838
18	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	38.0	21,913,995	576,684
19	Don Vallee (13267) of Long Realty Company (52896)	37.5	25,931,530	691,507
20	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	36.0	13,796,478	383,236
21	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	35.0	17,723,000	506,371
22	Erick Quintero (37533) of Tierra Antigua Realty (286606)	34.5	11,453,000	331,971
23	Sandra M Northcutt (18950) of Long Realty Company (16727)	34.0	22,938,490	674,661
24	Rebecca Jean Dwailebe (38585) of Realty Executives Arizona Territory -4983	34.0	13,101,038	385,325
25	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	34.0	10,822,700	318,315
26	Christina Esala (27596) of Tierra Antigua Realty (286607)	33.0	11,696,049	354,426
27	Lonnie Williams (61428) of Redfin (477801)	32.0	13,920,915	435,029
28	Anthony D Schaefer (31073) of Long Realty Company (52896)	30.0	19,842,410	661,414
29	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	30.0	14,704,579	490,153
30	Hollis H Angus (58314) of Redfin (477801)	30.0	9,883,500	329,450
31	Peter Deluca (9105) of Long Realty Company (52896)	29.5	21,678,700	734,871
32	Tyler Lopez (29866) of Long Realty Company (16719)	29.5	13,150,130	445,767
33	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	29.5	10,260,249	347,805
34	Tom Ebenhack (26304) of Long Realty Company (16706)	28.0	12,962,735	462,955
35	Lori C Mares (19448) of Long Realty Company (16719)	28.0	9,879,808	352,850

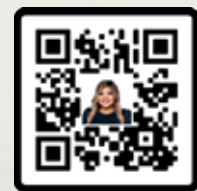
Rank	Name	Sides	Volume	Average
36	Mark R. Tasch (65164) of Century Communities of AZ (53301)	28.0	6,983,755	249,420
37	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	27.0	10,835,692	401,322
38	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	27.0	9,809,550	363,317
39	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	26.5	10,356,350	390,806
40	Denice Osbourne (10387) of Long Realty Company (52896)	26.0	20,590,149	791,929
41	Helen W F Graham (55628) of Long Realty Company (16728)	26.0	16,307,000	627,192
42	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	26.0	13,040,192	501,546
43	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	26.0	10,356,628	398,332
44	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	26.0	7,477,233	287,586
45	Nara Brown (13112) of Long Realty Company (16717)	25.0	15,242,800	609,712
46	Dona R Franko (61393) of Keller Williams Southern Arizona (478307)	25.0	7,343,100	293,724
47	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	24.5	11,344,578	463,044
48	Christopher Allen Ried (37773) of RE/MAX Professionals (538102) and 1 prior office	24.5	3,959,500	161,612
49	Sherri Vis (54719) of Redfin (477801)	24.0	11,890,660	495,444
50	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	23.5	7,753,965	329,956



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perezguillermo1994 from Tucson, AZ

“ Me and my family had been looking for a home for years, to no avail. By some miracle we met Christian, we thought it was going to be another “No” like always but this time it was different, she said all the right things and did all the right things too! She took it into her own hands to make our dream come true and finally become homeowners! It wasn't easy but she never gave up on us, even when we thought it wasn't going to go anywhere.. last thing I knew we were moving into our new construction home! She made it happen! Thank you for everything you have done for me and my family. ”



SCAN ME

**CHRISTIAN HERNANDEZ**

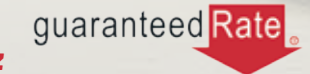
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event recap

# SUMMER SOIRÉE

## COMING TOGETHER FOR A GREATER CAUSE!

It was a HOT June night at our *Tucson Real Producers* Summer Soirée. Just a little bit! But you have to have a smoking-hot event for the top 500 now and then! Jessica & Randy Bonn's listing was spectacular, the house was rocking with amazing top agents ready to connect and be celebrated. But most importantly we came together to raise \$3370 for Preslee, Chase Delperdang's niece. She is on a long road to recovery but has come so far. We wish her our very best!

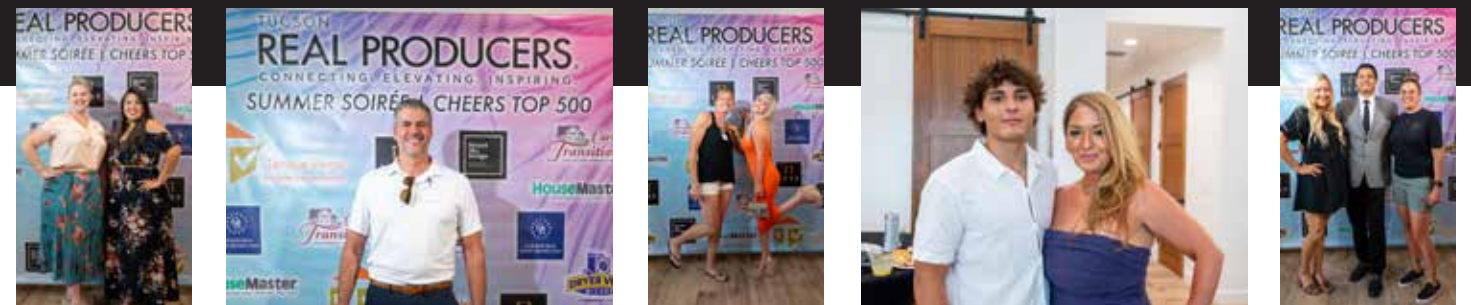
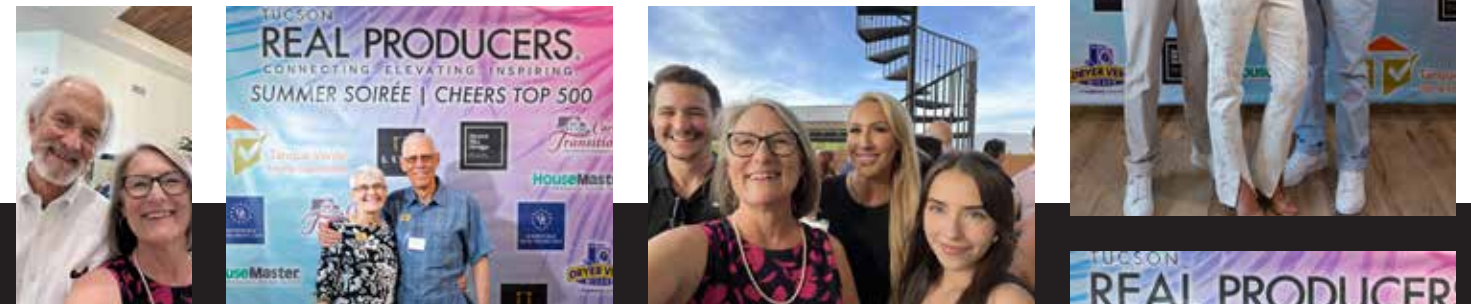
Reflecting on our Summer Soirée and the relationships made over the last 7 years, I am super grateful for all the support and the community. Agents and Partners alike enjoy the conversations & connections that can happen when we are in one room for a greater cause. In a time where text and emails are king creating a

space for personal interaction does make a difference. And I am humbled to be the one to make it happen.

Thanks so much to our *Tucson Real Producers* partners who sponsored this event:

- Michael Soulliard with Tanque Verde Home Inspections
- Zoie Holzkecht with Dryer Vent Wizard of Northwest Tucson
- Sherri Smith Gillette with Caring Transitions of Southern Arizona
- Julie Lee with Desert Sky Design AZ
- Deneve Doering with Old Republic Home Protection
- Casey James with Luxe Realty Photography &
- Clark Rustand with HouseMaster Home Inspections Tucson

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# JESSICA

AND

# RANDY BONN

By Elizabeth McCabe • Photography by Casey James

## A “SWEET” CONNECTION

“The way Jessica and I met was nothing short of miraculous,” smiles Randy Bonn. “Some years after the loss of my wife, a co-worker randomly approached Jessica at a local restaurant called Sweet Tomatoes and told her my story. Getting back out there was difficult after such a loss. My friend, Erica, somehow got Jessica to give her phone number after telling her that she and I should go on a coffee date.”



The next day at work, Erica handed Randy a piece of paper and told him, “Call this girl. You are going to have coffee with her.” Randy said, “What are you talking about?!” Unsure about the whole thing, he didn’t call for weeks afterward.

“We finally did meet for coffee,” he says with a heart of gratitude. “Twelve years later we are still together and we have been married since 2017.” He realizes the hand of God at work. “We had no mutual friends, would never have run in the same circles, and would have never met. It’s a true story of faith and God’s plan being enacted.” Jessica shares, “To this day, Randy’s name is saved in my phone as ‘Randy Sweet Tomatoes.’”

Little did they know that their personal relationship would lead to a professional partnership years later, as The Bonn Team with Long Realty. This husband-and-wife team is a dynamic duo who helps clients with care, concern, and compassion.

#### THE BONN TEAM

Jessica obtained her real estate license in June 2016, while Randy, having retired as an electrical engineer/manager for Raytheon transitioned into real estate shortly after. Together, they formed The Bonn Team. Their collaboration in real estate has proven to be a harmonious blend of their complementary skills.

Randy, with 30 years of professional understanding, compliments

Jessica’s extensive real estate knowledge, which provides an exceptionally curated experience for their clients. Jessica’s work ethic was forged from the hard work and dedication she experienced playing softball as a youth, which led to her earning a Division I scholarship at East Carolina University.

Working together has been a pleasant surprise. “We truly enjoy the work collaboration we have daily while appreciating the time spent together as husband and wife,” Jessica says. Randy concurs, noting that their clients benefit from the dual perspectives of a husband-and-wife team. “We haven’t had any conflict about the best path forward for our clients. We make little investments every day into our relationships and business to sustain us through tough times.”

With their expertise focused on the Tucson Luxury market, their commitment to excellence and client satisfaction is evident. In March 2024, they closed on a history-making transaction, the highest sale of Tucson proper and Catalina Foothills. “We use our faith as a guiding principle for our business, aiming to do what’s right for our clients as we would for family.”

#### A PASSION FOR SENIOR DOG RESCUE

Outside of real estate, Jessica and Randy are dedicated to rescuing senior dogs. Their passion for these often-overlooked animals stems from a profound experience. “We adopted a senior boxer living in a



Jessica & Randy with their beloved dogs (left to right) Lil Bub, Arni, Buster, and Gunnar.

“

**WE TRULY ENJOY THE WORK COLLABORATION WE HAVE DAILY WHILE APPRECIATING THE TIME SPENT TOGETHER AS HUSBAND AND WIFE.**



junkyard,” Jessica shares. “Lil Bub changed our lives in the craziest way. When you have a house of senior dogs, each day is precious.”

Randy adds, “Senior dogs are the forgotten ones. They often don’t get the attention they deserve. We aim to make their last moments the best, whether it’s a week or ten years.” Despite the challenges, their commitment to these dogs remains unwavering. “There’s no one who will give them the same level of care that we do,” Jessica asserts.

Their dream is to expand their efforts with an eight-acre property they bought, creating a haven for senior dogs to foster and adopt more animals in need.

#### VENTURING INTO THE RESTAURANT BUSINESS

Jessica and Randy also co-own TEXAZ Grill, a well-established restaurant in Phoenix, with Jessica’s sister Jacque and her husband Greg. “The restaurant has been a Phoenix institution since 1985,” Randy explains. “We’ve learned about its legacy quickly, with patrons who’ve dined there for 30 years.”

Their efforts have been recognized, with the restaurant nominated for best comfort food and best classic Arizona restaurant.

#### FAITH AND FAMILY

Their faith plays a central role in their lives and business. “Real estate is a controlled explosion at times,” Randy says. “We rely on a Bible verse that says, ‘Be anxious for nothing, but in everything by prayer and supplication, with thanksgiving, let your requests be made known to God.’ This guides us through the most challenging moments.”

With a large, close-knit family and a shared love for dog rescue, fitness, and motorcycles, Jessica and Randy find joy in their personal lives as well. Both Jessica and Randy are grateful for their amazing families and the fact most of them live in Tucson. Their support and love keep them grounded and grateful every day. Their involvement with PACC and Gospel Rescue Mission reflects their commitment to giving back to the community.

In the end, Jessica and Randy’s story is one of faith and a miraculous connection that has led to a fulfilling life of love, service, and shared dreams. Who would have guessed it would all start at Sweet Tomatoes?





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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-June 30, 2024

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4	Marsee Wilhems (16298) of eXp Realty (495201)	96.0	33,121,590	345,017
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	76.0	29,044,480	382,164
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	50.0	27,249,162	544,983
7	Don Vallee (13267) of Long Realty Company (52896)	38.0	25,971,530	683,461
8	Joshua Waggoner (14045) of Long Realty Company (16706)	20.0	25,323,775	1,266,189
9	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	23.0	24,770,324	1,076,971
10	Sandra M Northcutt (18950) of Long Realty Company (16727)	35.0	23,088,490	659,671
11	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	19.5	23,056,500	1,182,385
12	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	61.0	22,899,500	375,402
13	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	42.0	22,359,995	532,381
14	Danny A Roth (6204) of OMNI Homes International (5791)	56.0	22,054,085	393,823
15	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	62.5	21,819,937	349,119
16	Peter Deluca (9105) of Long Realty Company (52896)	30.0	21,703,700	723,457
17	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	51.0	21,198,825	415,663
18	Jessica Bonn (37158) of Long Realty Company (52896)	8.0	20,907,694	2,613,462
19	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	43.0	20,868,190	485,307
20	Denice Osbourne (10387) of Long Realty Company (52896)	26.0	20,590,149	791,929
21	Anthony D Schaefer (31073) of Long Realty Company (52896)	32.0	20,169,410	630,294
22	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	42.5	19,671,550	462,860
23	Jose Campillo (32992) of Tierra Antigua Realty (2866)	68.0	19,565,023	287,721
24	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	50.5	18,024,945	356,930
25	Suzanne Corona (11830) of Long Realty Company (16717)	19.0	17,929,010	943,632
26	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	51.0	17,901,798	351,016
27	McKenna St. Onge (31758) of Gray St. Onge (52154)	14.5	17,897,127	1,234,285
28	Russell P Long (1193) of Long Realty Company (52896)	17.0	17,797,958	1,046,939
29	Barbara C Bardach (17751) of Long Realty Company (16717)	9.0	17,792,109	1,976,901
30	Russ Fortunato (35524) of Tierra Antigua Realty (286610)	35.0	17,723,000	506,371
31	Jameson Gray (14214) of Gray St. Onge (52154)	13.5	17,237,127	1,276,824
32	Paula Williams (10840) of Long Realty Company (16706)	23.5	16,662,715	709,052
33	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	20.0	16,646,715	832,336

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-June 30, 2024

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Rank	Name	Sides	Volume	Average
34	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	45.0	16,354,300	363,429
35	Helen W F Graham (55628) of Long Realty Company (16728)	26.0	16,307,000	627,192
36	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	14.0	15,703,000	1,121,643
37	Nara Brown (13112) of Long Realty Company (16717)	26.0	15,392,800	592,031
38	Leslie Heros (17827) of Long Realty Company (16706)	21.5	15,161,700	705,195
39	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	30.0	14,704,579	490,153
40	Cindie Wolfe (14784) of Long Realty Company (16717)	18.0	14,703,166	816,843
41	Lonnie Williams (61428) of Redfin (477801)	32.0	13,920,915	435,029
42	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983) and 1 prior office	26.0	13,856,090	532,927
43	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	37.5	13,851,478	369,373
44	Tyler Lopez (29866) of Long Realty Company (16719)	31.0	13,393,130	432,036
45	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	34.0	13,101,038	385,325
46	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	40.5	13,077,790	322,908
47	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	26.0	13,040,192	501,546
48	Tom Ebenhack (26304) of Long Realty Company (16706)	28.0	12,962,735	462,955
49	Laurie Hassey (11711) of Long Realty Company (16731)	20.5	12,875,315	628,064
50	Paula J MacRae (11157) of OMNI Homes International (5791)	16.0	12,830,609	801,913
51	Louis Parrish (6411) of United Real Estate Specialists (5947)	14.5	12,743,735	878,878
52	Christina Esala (27596) of Tierra Antigua Realty (286607)	50.0	12,616,224	252,324
53	Erick Quintero (37533) of Tierra Antigua Realty (286606)	43.5	12,502,000	287,402
54	Jim Jacobs (7140) of Long Realty Company (16706)	14.5	12,387,500	854,310
55	Kay L Quatraro (25255) of Great Southwest Realty (2128)	7.5	12,142,500	1,619,000
56	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	23.0	12,039,400	523,452
57	Sherri Vis (54719) of Redfin (477801)	24.0	11,890,660	495,444
58	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	14.0	11,861,000	847,214
59	Brittany Palma (32760) of 1st Heritage Realty (133)	19.0	11,806,680	621,404
60	John E Billings (17459) of Long Realty Company (16717)	22.0	11,782,785	535,581
61	Susan Denis (14572) of Tierra Antigua Realty (286606)	22.0	11,718,200	532,645
62	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	12.0	11,584,000	965,333
63	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	24.5	11,344,578	463,044
64	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	13.0	11,254,000	865,692
65	Rebecca Ann Crane (32933) of Real Broker (52446)	22.5	11,055,940	491,375

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Rank	Name	Sides	Volume	Average
66	Brenda O'Brien (11918) of Long Realty Company (16717)	22.0	11,046,800	502,127
67	Maria R Anemone (5134) of Long Realty Company (16727)	11.0	10,951,879	995,625
68	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	27.0	10,835,692	401,322
69	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	34.0	10,822,700	318,315
70	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	34.0	10,764,249	316,596
71	Madeline E Friedman (1735) of Long Realty Company (16719)	19.0	10,586,800	557,200
72	Jim Storey (27624) of Long Realty Company (16706)	14.0	10,473,615	748,115
73	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	27.0	10,411,628	385,616
74	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	26.5	10,356,350	390,806
75	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	19.0	10,352,000	544,842
76	Tori Marshall (35657) of Coldwell Banker Realty (70207)	15.0	10,213,013	680,868
77	Teresa M.B. Urias (54420) of United Real Estate Specialists (5947)	3.0	10,159,900	3,386,633
78	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	19.5	10,100,255	517,962
79	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	20.0	10,098,530	504,926
80	Jeffrey M Ell (19955) of eXp Realty (495211)	21.0	10,014,529	476,882
81	Lori C Mares (19448) of Long Realty Company (16719)	29.5	9,939,808	336,943
82	Hollis H Angus (58314) of Redfin (477801)	30.0	9,883,500	329,450
83	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	27.0	9,809,550	363,317
84	Michele O'Brien (14021) of Long Realty Company (16717)	14.0	9,804,111	700,294
85	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	18.5	9,676,350	523,046
86	Heather Shallenberger (10179) of Long Realty Company (16717)	20.0	9,640,720	482,036
87	Jason K Foster (9230) of Tierra Antigua Realty (286607) and 1 prior office	15.0	9,479,500	631,967
88	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	14.0	9,456,900	675,493
89	Sue West (13153) of Coldwell Banker Realty (70202)	16.5	9,406,715	570,104
90	Sue Brooks (25916) of Long Realty Company (16706)	15.0	9,203,286	613,552
91	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	19.0	9,059,808	476,832
92	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313) and 1 prior office	22.0	8,960,570	407,299
93	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	16.0	8,922,025	557,627
94	Anne Ranek (39879) of Tierra Antigua Realty (286606)	16.0	8,922,025	557,627
95	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office	22.5	8,856,080	393,604
96	Martin Ryan (35633) of First United Realty, Inc (5764)	12.0	8,804,800	733,733
97	Calvin Case (13173) of OMNI Homes International (5791)	18.5	8,782,050	474,705
98	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	8.5	8,774,000	1,032,235
99	Dana Michelle Pavelich (37583) of Realty Executives Arizona Territory -498303	10.5	8,674,371	826,131

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Rank	Name	Sides	Volume	Average
100	David K Guthrie (19180) of Long Realty Company (16706)	15.0	8,573,550	571,570
101	Gary B Roberts (6358) of Long Realty Company (16733)	22.0	8,567,853	389,448
102	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	25.5	8,565,396	335,898
103	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	29.0	8,512,990	293,551
104	Jenifer A. Jankowski (52926) of eXp Realty (52964) and 1 prior office	15.0	8,473,500	564,900
105	Becky Nolen (7777) of Long Realty Company (16717)	12.0	8,430,800	702,567
106	Kristina Scott (37825) of Realty One Group Integrity (51535)	23.5	8,414,980	358,084
107	Helen Curtis (15010) of OMNI Homes International (5791)	19.0	8,360,962	440,051
108	Lisa Korpi (16056) of Long Realty Company (16727)	17.0	8,319,927	489,407
109	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	9.5	8,259,623	869,434
110	Paul R Quatraro (1428) of Great Southwest Realty (2128)	6.5	8,212,500	1,263,462
111	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	20.0	8,199,750	409,988
112	Stephanie M Urban (57953) of Long Realty Company (16724)	15.0	8,167,250	544,483
113	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	6.5	8,124,000	1,249,846
114	Patricia Sable (27022) of Long Realty Company (16706)	9.0	8,012,650	890,294
115	Ritiek Rafi (30840) of Realty One Group Integrity (51535)	9.0	7,963,180	884,798
116	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	13.5	7,955,000	589,259
117	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	21.0	7,931,900	377,710
118	Dina N Benita (7849) of Long Realty Company (52896)	13.0	7,901,000	607,769
119	Angela Tennison (15175) of Long Realty Company (16719)	10.0	7,850,000	785,000
120	Ryan J Brown (33007) of Long Realty Company (16717)	10.0	7,787,400	778,740
121	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	24.0	7,770,465	323,769
122	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	12.0	7,711,410	642,618
123	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	12.5	7,704,220	616,338
124	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	13.5	7,690,215	569,646
125	Tracy Wood (36252) of Realty One Group Integrity (51535) and 1 prior office	14.0	7,679,536	548,538
126	Johanna L Roberts (2040) of Long Realty Company (16719)	15.0	7,674,300	511,620
127	Todd Helmick (38566) of Tierra Antigua Realty (286607)	16.0	7,605,050	475,316
128	Julie M Nielson (56950) of Long Realty Company (52896)	17.0	7,589,275	446,428
129	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	14.0	7,571,175	540,798
130	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	27.0	7,520,233	278,527
131	Dona R Franko (61393) of Keller Williams Southern Arizona (478307)	27.0	7,475,100	276,856

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Rank	Name	Sides	Volume	Average
132	Gina F McGlamery (8760) of Long Realty Company (16706)	11.0	7,470,450	679,132
133	Alicia Marie Pastore (53392) of Realty Executives Arizona Territory (498306)	21.0	7,466,909	355,567
134	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	18.0	7,460,536	414,474
135	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	16.5	7,460,150	452,130
136	Phil Le Peau (39491) of OMNI Homes International (5791)	14.0	7,458,400	532,743
137	Vincent R Yackanin (2249) of Long Realty Company (52896)	16.5	7,445,900	451,267
138	Judy S Ibrado (27978) of Long Realty Company (16727)	17.0	7,416,000	436,235
139	Carlos L Albelais (30953) of Wow Real Estate LLC (52251)	20.5	7,410,500	361,488
140	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	12.0	7,223,600	601,967
141	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	15.5	7,209,907	465,155
142	Christopher L Craven (15778) of Realty Executives Arizona Territory -498306	18.5	7,162,230	387,148
143	J.R. Harry Brannon (25425) of Robson Ranch Quail Creek, LLC (4817)	14.5	7,155,041	493,451
144	Krystine M Eppley (53151) of Coldwell Banker Realty (702)	17.0	7,133,900	419,641
145	Judith Yazzie (61443) of Realty One Group Integrity (51535)	10.0	7,120,500	712,050
146	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	10.0	7,120,500	712,050
147	Jocelyne Eva Egan (33306) of Realty Executives Arizona Territory (4983)	6.5	7,119,750	1,095,346
148	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038)	6.0	7,106,900	1,184,483
149	Michael Braxton (53095) of Long Realty Company (16717)	13.0	7,070,900	543,915
150	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	20.0	7,059,237	352,962



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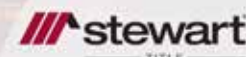
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