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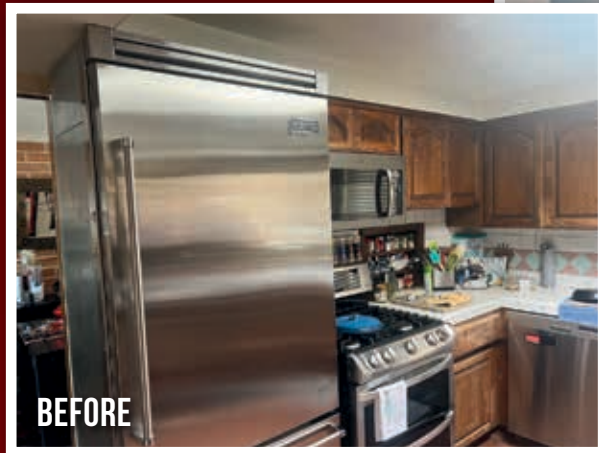
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FEATURING

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Photography by
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B&M

ROOFING

B&M Roofing is a fully licensed bonded and insured roofing company offering services from repairs to reroofs on residential and commercial properties. We provide top-quality roofing services for Tucson and surrounding areas. We are a family-owned and operated business since 2017.

We have many important roles in our roofing company. We employ about 60 people. Although credit is due to every employee we have as they provide exceptional work, below is a list of our members of management.

Brent and MeMe Hendricks - Owners

Don Nelson Jr. - General Manager/
Operations Manager

Don plays a key role in all of our roofing projects, he coordinates crews, manages materials, and ensures all jobs are completed to customer and company standards.

Robert Valles, Sean Hendricks, Don Nelson Sr, and Andre Manuel- Roof inspectors

Each inspector performs about 12-14 roof inspections daily. Their dedication and attention to detail go unmatched.

Jose Angel- Risk Manager/Safety Officer

His important role is to ensure the safety of all employees and homeowners. He performs monthly safety meetings with our staff and inspects all equipment used on our job sites.

Sabrina C.- Office manager

We currently have seven members in our office. Sabrina is on top of contacts and job scheduling, as well as overseeing all inspection requests, as we perform approximately 45-55 inspections daily.

Isabella, Jamie, Julia, Jennah, and Freddy are in our office scheduling inspections, managing current projects, and providing customer support.

How and why did you decide on this particular industry?

Brent has been in the roofing industry for about 20 years. His father was a roofer as well. He has a long family history in this industry, and roofing is his passion. Growing up surrounded by the industry from such a young age has brought an abundance of knowledge and skill. We decided in 2017 that we were going to take the leap and start our own company.

What's the most valuable service you offer for REALTORS®?

Our roof inspectors are not paid commissions of any kind. This ensures that you get an honest

report and bid from us without the pesky upcharge of a salesman. All of our inspectors have a MINIMUM of 15 years of roofing experience before becoming an inspector, so you can be sure the report is accurate.

What is the most interesting thing you have found on a roofing job?

Cactus! It doesn't come across too often, but we have seen cactus growing on roof systems on more than one occasion. It's a reminder of how beautiful nature can be. Even in unexpected places, life finds a way to thrive.

What non-profits or organizations do you support? Why did you choose the organization(s) and how do you lend support?

We have donated to and sponsored many non-profit organizations such as Ronald McDonald House, The Earnest House LLC, Youth on Their Own, and PACC, as well as numerous youth sports teams. We host giveaways and family adoptions for the holidays as well. Last year, we were planning on adopting five families in need for Christmas, we ended up with 21 or 22 families who submitted applications for our Christmas adoption. We could not pick just five, and we were able to adopt every family that applied, supporting about 45-50 children for Christmas. We also offer free Thanksgiving dinners for 75 families during November. We are very big in supporting Tucson, as they continue to support us.

What are you passionate about outside of work?

Our passions involve wake surfing, riding ATVs/side-by-side, and camping. We enjoy traveling with our young kids (4-year-old son and 6-year-old daughter). We love to be involved in our children's hobbies, such as music and gymnastics.





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Photography by Casey James
Written by Elizabeth McCabe

“We treat every client as if Jesus himself were to come to us and ask for help buying or selling a house,” says REALTOR® Thomas Duell, co-founder of Duell Real Estate. A Christian, Thomas wants to be known for walking with Jesus. Leading with integrity and operating his business ethically is important to this man of faith, who also leads the congregation at Trinity Reformed Church.

For Thomas, his calling extends beyond the four walls of his church. As a co-founder of Duell Real Estate, alongside his wife, Stephie, Thomas has built a career that combines his devotion to helping others with his expertise in real estate, serving the Tucson community in both spiritual and practical ways.

Thomas’s journey into real estate started in 2018 when he and Stephie sought a new venture they could do together. “We thought about Stephie handling administrative work for local REALTORS®, and before we knew it, we were in night school together, getting our licenses,” Thomas recalls fondly. He considers those study sessions almost like date nights—studying and making plans for their budding business.

Within the first year, they sold their first home, and soon after, they began to gain momentum in the industry. By 2020, they decided to go full-time. While the early months were challenging—especially as the pandemic hit—Thomas and Stephie felt a renewed sense of purpose when the market rebounded.

“We haven’t looked back since,” he smiles.



FAITH FOCUSED

A core value that Thomas brings from his pastoral work to his real estate business is inspired by his faith. “Our business is structured around treating clients the way we would treat Jesus if he came to us looking to buy or sell a house,” he says, referencing Matthew 25:40: “Whatever you did for one of the least of these brothers and sisters of mine, you did for me.” This mission statement guides their team, fostering a culture of compassion, patience, and exceptional service.

Thomas couldn’t do the work without his faithful business manager, Heather Smith, at Duell Real Estate. Heather, with a background in escrow and property management, has become the “engine that drives the business,” according to Thomas. Heather manages day-to-day operations and brings invaluable expertise, enabling Thomas to balance his responsibilities as a pastor with his role as a real estate professional.

“It was a leap of faith to create this position but we could not be more thrilled with what Heather Smith has brought to Duell Real Estate,” says Thomas.

A HEART OF SERVICE

The Duells are also dedicated to supporting their community through charitable work. Thomas and Stephanie are active with Tucson Night to Shine, a prom event for people with special needs. They are enthusiastic participants and supporters of Pima County 4-H, a connection to their own youth experiences and an organization they’re excited to introduce to their children.

Outside of work, Thomas loves spending time outdoors with his family, exploring Tucson’s parks and trails, and even working on transforming their backyard into a small farm. “I’m setting up a chicken coop right now,” he smiles. It’s a lifestyle that reflects his love for nature and his desire to instill these values in his children. “I also like taking my kids



Approach every interaction with humility and compassion, treating each person as an opportunity to make a positive impact.



rock climbing and riding bikes,” he says. Taking opportunities to relax and unwind while spending time with his family is priceless.

As for his pastoral work, Thomas serves as one of the pastors at Trinity Reformed Church, focusing on church planting—helping new churches establish roots. This work complements his real estate career, where he often finds himself guiding clients with the same patience and purpose he brings to his ministry.

WORDS TO LIVE BY

In all he does, Thomas strives to live by Acts 4:13: “When they observed the

boldness of Peter and John and realized that they were uneducated and untrained men, they were amazed and recognized that they had been with Jesus.” Christ is the cornerstone of his work and life, and his “golden nugget” of advice to others in the industry is to approach every interaction with humility and compassion, treating each person as an opportunity to make a positive impact.

For Thomas and the Duell Real Estate team, the rewards are not only in the successful transactions but in the relationships they build—relationships rooted in faith, integrity, and a sincere desire to serve.

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Victoria NOCIK

*Overcoming Obstacles to
Rise in Real Estate:
Resilient. Confident.
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▶▶ team player | Photography by Jacquelynn Buck | Written by Elizabeth McCabe

“Keep pushing. When life gets hard, push harder. If you fall, get back up, shake it off—double down and move forward!” Those words were the last card Victoria Nocik’s father wrote to her after graduation, becoming her road map for life.

“Since I was a little girl, my father always preached to move forward. Always,” she smiles. These words echo through Victoria’s life, reminding her every day to keep going, even when the path feels uncertain.

Today, Victoria stands as a key player on the Vallee Gold Team with her drive and determination. Her path hasn’t been easy, but it has made her the strong woman that she is today, able to tackle the challenges in real estate with grit and grace.

Stronger Through Adversity
Growing up in a family of artists and entrepreneurs, Victoria was taught the importance of resilience from a young age. Her dad’s advice to keep

moving forward remains the foundation of her outlook on life. That strength was crucial as Victoria faced multiple challenges, including the tragic loss of her father shortly after finishing real estate school in 2018.

“The loss of my dad left me with nothing, but I knew I had to keep pushing,” she shares. With her father’s encouragement guiding her, Victoria chose to commit herself to becoming a REALTOR® as a way to build a secure future, not just for herself, but for the clients she connects with on a personal level.

Before embarking on her real estate career, Victoria honed her intrapersonal skills, starting her career in retail management and hospitality, including roles at one of Dillard’s highest-volume stores and a position with Estée Lauder. She also had unique opportunities early on, working as a personal assistant to her aunt, who was employed by the owners of the New Orleans Saints, and

later as a private yacht stewardess. These experiences instilled in her a strong work ethic and an innate ability to connect with people, skills she finds invaluable today in real estate.

Victoria’s determination to carve her own path led her away from the corporate world and into real estate, where she could fully embrace her skills and ambition. Armed with a degree in Business Management from Loyola University New Orleans, she knew she wanted a career that allowed her the freedom to connect with clients beyond the superficial. “My dad always encouraged me to think big, dream big,” she explains. Real estate became the perfect outlet for her, providing a path to build her own success while forging genuine bonds with her clients.

A New Chapter
In 2019, she relocated to Tucson, a move that allowed her to reset and rebuild following her father’s passing. She started her real estate journey



As humans, we thrive off of connections subconsciously. The connections I make with my clients teach me something new about myself, and in turn, I get to understand my clients on a deeper level.

in this unfamiliar city, far from her East Coast roots. “Moving to Tucson was a completely new experience for me. I had to rebuild myself entirely from scratch.” Despite the obstacles, Victoria has become a trusted REALTOR® in Tucson, working hard to become a dependable resource for her clients during one of the most significant purchases of their lives.

Selling real estate has always been in the back of her mind. “I will never forget being a teenager and watching a TV show about real estate agents. Those agents were super young—in their early 20s, selling million-dollar homes. I knew in the back of my head that’s what I wanted to do.”

Her dream took flight as she pursued her vision of real estate. Victoria’s clients appreciate her perseverance yet calm demeanor. She takes pride in being a reliable advocate for her clients, drawing from her own experiences to support and understand them. “As a REALTOR®, I get to build relationships with people who I wouldn’t generally connect with,” she says.

“As humans, we thrive off of connections subconsciously. The connections I make with my clients teach me something new about myself, and in turn, I get to understand my clients on a deeper level,” she points out.



My soul dog, “Ribeye”



One of the very last photos taken with my dad, just after college graduation



With my mom (Sissy) on Mt. Lemmon

“It’s not just about selling a house. I am selling them a sanctuary, a lifestyle; it’s fulfilling,” she says. Her compassion and persistence shine through in her commitment to making the process as stress-free as possible. Victoria enjoys the satisfaction of winning her clients’ loyalty by delivering peace of mind and ensuring a positive experience from start to finish.

Today, as a member of the Vallee Gold Team, Victoria views herself and her teammates as part of the foundation of the team’s success. “We bring a lot of value to the table, and Don and Kathy are incredible mentors. We are lucky to have

them.” For Victoria, the journey is just beginning, and each day is a step forward in achieving her goals, honoring her father’s legacy, and making a lasting impact in her community.

A Bright Path Ahead

“I’m on a path of healing,” she explains. “I haven’t arrived at my destination. I embrace it.” When looking back at her life’s journey in the past 7 years, it’s all about resilience. “Resilience is a huge part of my story,” she comments. “I have worked very hard to get where I am today.” Victoria knows that she is just getting started. The best is yet to come—just wait and see.

As we wrap up the year,
let’s end it on a high note! Partner with me to unlock new possibilities for your clients this holiday season.

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Happy Holidays!



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Thanks to everyone who came out to enjoy an evening at the Gaslight Music Hall with The Rillito River Band. Your energy and enthusiasm made it truly an incredible night. The traditional Grandma Tony's Pizza was really delicious, the music, the dancing, & gathering the best of the best together always makes for a great time.

- Caring Transitions of Southern Arizona - Sherri Smith Gillette
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A heartfelt thanks to our incredible sponsors - your support made this night possible and truly unforgettable!

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- B&M Roofing - Brent & Meme Hendricks
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Shoutout to the hardest working photographers - Photography by Jacquelyn and Luxe Realty Photography for capturing all the amazing moments!

Here's to building connections and making great memories together. Can't wait for our next event; Toys for Tots ~ Let's Jingle & Mingle December 4th





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» featuring

NARA BROWN

Written By Jess Weller
Photography by Casey James

“Growing up, my father was a home builder in Colorado,” Nara Brown recalls. “He built custom homes for clients as well as several spec homes. When I was a bit older, I would help him pick out finishes for the homes, and I loved seeing the building process from the ground up. I always found this to be fascinating; that was really the seed of my ambitions. My father built the homes and would sell most of them himself, and I’ve always loved design.”

This early exposure to the world of construction and design ignited a passion in Nara that would eventually lead her on a path to become one of the top 1% of REALTORS® in Southern Arizona while managing her own team at Long Realty.

Site Sales to Sales Powerhouse
Born and raised in Boulder,

Colorado, Nara spent her childhood hitting the slopes. She later earned her degree in Psychology from the University of Colorado-Boulder, then dabbled in sales until she moved to Arizona with her husband, Morgan, in 2000.

Nara’s entry into the real estate world the following year was marked by a strong start as a site agent for several local builders. But the 2008 market crash forced her to pivot dramatically. “It was great for a long time until the market took a major downturn. The builder I worked for went out of business, and many buyers just walked away. I was forced to shift into resale and start over,” she shares.

The market crash derailed many careers, but Nara faced the challenge head-on despite having her

hands full. “I did all of this while starting a family and trying to find a balance with my work. I’m still working on that balance every day,” Nara admits.

Her grit has certainly paid off. Last year, Nara and her team closed 68 units for \$39 million in sales, contributing to her career total of over \$250 million. Despite these impressive totals, Nara remains humble. When pressed for awards, she laughs and changes the subject. “I have won awards, yes. But I really just put my head down and do my thing. I try to keep my ego out of it,” she offers. “I also just try to keep my team and clients happy.”

Building A Collaborative Culture
Leading a team wasn’t always on Nara’s radar, but when the opportunity arose 2.5 years ago to take

over the group from Laura Sayers, whom she had worked with for six years, she seized it. “I have three full-time buyer’s agents with me now: Kim Lemcke, Genie Johnson, and Valerie Maden,” Nara explains. “I also have a full-time transaction manager, Joanne White, a full-time marketing manager, Marisela Luna, and a Listing Coordinator, Debbie Allen.”

Her group is a well-oiled machine, working primarily with retirees—a niche market that Nara estimates makes up 75%-80% of their business. But what sets Nara’s team apart is the culture she’s fostered.

“We’re all women, but it wasn’t a calculated move,” she notes.

“We’re a team where there are certain expectations and everyone is collaborative, but everyone is also independent. It’s a good mix. And as the team lead, I welcome anyone’s ideas to generate business or offer market advice without micromanaging.” This supportive environment has been instrumental in Nara’s continued success.

“The problem with real estate is that it’s a 24/7 business, and it’s really hard to mentally check out,” she points out. “There’s a lot of responsibility in managing a team, but anybody can help at any given time to give me or others a break.”

Nara also offers some valuable advice for new agents entering the industry, as well as a healthy perspective on life itself. “In the

**Building A
Blueprint
For Success**

end, real estate is about building relationships, creating trust, and helping people. It can be stressful at times but also rewarding. I try to approach each situation with a smile. You catch more bees with honey!" she laughs.

Off The Clock

When Nara isn't closing deals or leading her team, she's spending precious quality time with her loved ones. Married for 24 years, Nara and Morgan have two children; Jazz, who just graduated high school and is headed off to college, and Kyra, entering eighth grade. Their family also includes two energetic English Springer Spaniels, Buster Brown, 11, and the younger pup, Charlie Brown, 2.

"We love spending time outdoors, whether in the mountains or at the beach. We enjoy traveling together and seeing new places," Nara shares. Nara's hobbies outside of work reflect her adventurous spirit and love for the outdoors. "Traveling, skiing, hiking, interior design, and spending time with family and friends," she lists. "I'm also loyal to a fault and have lifelong friends."

The family's annual ski trip is a cherished tradition, and this winter, they're headed to Telluride for some snowy fun. Nara also looks forward to visiting her son at the University of Montana during the upcoming school year as often as he'll allow.

Giving back to the community is another important aspect of Nara's life. She actively supports several charitable organizations, including Angel Charity, Long Cares, and 100+ Women Who Care.

Looking to the future, Nara's goals are clear. She wants to continue growing the team while balancing work with her personal life. "Some day, I would love to have the team run itself so I can get out of town for several months every year (when it's hot and things slow down)," she envisions. "We would also love to build a custom home for ourselves one day."

As for what she wants to be remembered for, Nara doesn't mince words.

"This industry has a bad reputation in general, so I would like to be remembered as someone who raised the bar and was always professional and honest with not only my clients but also my fellow real estate associates—and always doing it with a smile and a bit of humor" she concludes.

Nara's Favorite Tucson Hotspots:

"I love dining at Hacienda Del Sol, a restaurant and resort in the Foothills with great views and live music! Also, Roma Imports is a fresh deli with imported food that's worth visiting."

“
**In the end,
 real estate is about
 building relationships,
 creating trust, and
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 be stressful at times but
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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- October 31, 2024

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Rank	Name	Sides	Volume	Average
1	Lisa M Bayless (22524) of Long Realty Company (16717)	176	107,336,317	609,865
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	250	92,530,700	370,123
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	267.5	88,081,763	329,278
4	Marsee Wilhems (16298) of eXp Realty (495201)	160.5	57,408,175	357,683
5	Danny A Roth (6204) of OMNI Homes International (5791)	94	41,504,085	441,533
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	74	39,976,562	540,224
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	115	39,243,120	341,245
8	Kyle Mokhtarian (17381) of KMS Realty (51920)	107.5	37,245,930	346,474
9	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	28	35,435,896	1,265,568
10	Don Vallee (13267) of Long Realty Company (52896)	56	35,015,180	625,271
11	Sandra M Northcutt (18950) of Long Realty Company (16727)	57.5	34,913,259	607,187
12	Anthony D Schaefer (31073) of Long Realty Company (52896)	48.5	34,649,857	714,430
13	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	101.5	33,503,389	330,083
14	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	67	32,293,150	481,987
15	Peter Deluca (9105) of Long Realty Company (52896)	46	31,863,350	692,682
16	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	27	30,792,048	1,140,446
17	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	71.5	29,822,015	417,091
18	Denice Osbourne (10387) of Long Realty Company (52896)	37	29,428,658	795,369
19	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	78.5	28,811,500	367,025
20	Jose Campillo (32992) of Tierra Antigua Realty (2866)	96	27,925,423	290,890
21	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	53.5	27,427,195	512,658
22	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	72.5	26,918,473	371,289
23	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	57.5	26,836,046	466,714
24	Joshua Waggoner (14045) of Long Realty Company (16706)	20	25,323,775	1,266,189
25	Nara Brown (13112) of Long Realty Company (16717)	46	25,186,600	547,535
26	Jessica Bonn (37158) of Long Realty Company (52896)	11	25,033,594	2,275,781
27	John Emery (30847) of Diamondback Real Estate (52923) and 1 prior office	61	24,399,513	399,992
28	Russell P Long (1193) of Long Realty Company (52896)	26	24,125,458	927,902
29	Helen W F Graham (55628) of Long Realty Company (16728)	36	24,083,485	668,986
30	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	51	23,896,778	468,564
31	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	28	23,893,715	853,347
32	McKenna St. Onge (31758) of Gray St. Onge (52154)	17.5	23,711,627	1,354,950
33	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	64.5	23,532,932	364,852

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Zach's communication and availability throughout the transaction was exceptional. He and his team were always available when needed. Their service to my client was world class. - *Luis O*

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- October 31, 2024

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Rank	Name	Sides	Volume	Average
34	Jameson Gray (14214) of Gray St. Onge (52154)	17.5	23,384,627	1,336,264
35	Laurie Hassey (11711) of Long Realty Company (16731)	38.5	23,166,220	601,720
36	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	69	23,124,498	335,138
37	Leslie Heros (17827) of Long Realty Company (16706)	31.5	22,481,200	713,689
38	Suzanne Corona (11830) of Long Realty Company (16717)	23	21,834,733	949,336
39	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	58	21,794,838	375,773
40	Erick Quintero (37533) of Tierra Antigua Realty (286606)	73.5	21,495,663	292,458
41	Brenda O'Brien (11918) of Long Realty Company (16717)	37	21,451,800	579,778
42	Tom Ebenhack (26304) of Long Realty Company (16706)	49	21,034,431	429,274
43	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	17.5	20,922,500	1,195,571
44	Lonnie Williams (61428) of Redfin (477801)	47	20,872,415	444,094
45	Tyler Lopez (29866) of Long Realty Company (16719)	49	20,814,720	424,790
46	Jim Storey (27624) of Long Realty Company (16706)	27	20,526,689	760,248
47	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983) and 1 prior office	37	20,033,990	541,459
48	Paula Williams (10840) of Long Realty Company (16706)	29	19,877,020	685,414
49	Christina Esala (27596) of Tierra Antigua Realty (286607)	91	19,851,655	218,150
50	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	42	19,647,304	467,793
51	Barbara C Bardach (17751) of Long Realty Company (16717)	10	19,382,109	1,938,211
52	John E Billings (17459) of Long Realty Company (16717)	35.5	19,257,440	542,463
53	Brittany Palma (32760) of 1st Heritage Realty (133)	35.5	19,014,180	535,611
54	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	55	18,970,690	344,922
55	Louis Parrish (6411) of United Real Estate Specialists (5947)	23.5	18,958,296	806,736
56	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	41	18,902,892	461,046
57	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	39.5	18,297,400	463,225
58	Jason K Foster (9230) of Tierra Antigua Realty (286607) and 1 prior office	26	18,278,790	703,030
59	Sherrí Vis (54719) of Redfin (477801)	37	18,140,060	490,272
60	Rebecca Ann Crane (32933) of Real Broker (52446)	42.5	17,340,015	408,000
61	Paula J MacRae (11157) of OMNI Homes International (5791)	27	17,203,300	637,159
62	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	43	17,124,291	398,239
63	Cindie Wolfe (14784) of Long Realty Company (16717)	22.5	17,122,166	760,985
64	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	36	17,024,058	472,890
65	Hollis H Angus (58314) of Redfin (477801)	44.5	16,711,000	375,528
66	Jim Jacobs (7140) of Long Realty Company (16706)	19	16,587,500	873,026

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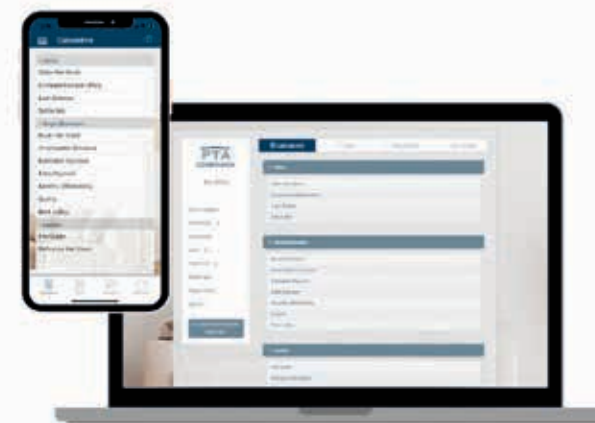
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Teams And Individuals Closed Date From Jan. 1- October 31, 2024

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67	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	35	16,499,037	471,401
68	Stephanie M Urban (57953) of Long Realty Company (16724)	33.5	16,342,010	487,821
69	Heather L Shallenberger (10179) of Long Realty Company (16717)	37.5	16,306,870	434,850
70	Tori Marshall (35657) of Coldwell Banker Realty (70207)	28	16,159,013	577,108
71	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	28.5	15,415,850	540,907
72	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	32	15,400,782	481,274
73	Jeffrey M Ell (19955) of eXp Realty (495211)	32	15,314,640	478,582
74	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	16.5	15,310,115	927,886
75	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	42	15,226,810	362,543
76	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office	42	15,196,655	361,825
77	Michele O'Brien (14021) of Long Realty Company (16717)	22	15,174,111	689,732
78	Maria R Anemone (5134) of Long Realty Company (16727)	14.5	15,152,879	1,045,026
79	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	47	15,129,228	321,898
80	Sue Brooks (25916) of Long Realty Company (16706)	26	15,079,786	579,992
81	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	27	15,060,600	557,800
82	Vincent R Yackanin (2249) of Long Realty Company (52896)	29.5	14,981,300	507,841
83	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	46	14,952,200	325,048
84	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	41	14,883,128	363,003
85	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	48.5	14,818,127	305,528
86	Martin Ryan (35633) of First United Realty, Inc (5764)	18	14,692,300	816,239
87	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	46	14,658,082	318,654
88	Lori C Mares (19448) of Long Realty Company (16719)	38.5	14,653,808	380,618
89	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	12	14,589,812	1,215,818
90	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	24	14,407,500	600,312
91	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	44	14,365,260	326,483
92	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	18.5	14,355,750	775,986
93	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	16	14,346,700	896,669
94	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	29.5	14,331,308	485,807
95	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	25.5	14,320,795	561,600
96	Pam Ruggeroli (13471) of Long Realty Company (16719)	26.5	14,239,795	537,351
97	Susan Denis (14572) of Tierra Antigua Realty (286606)	27	14,018,200	519,193
98	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	33.5	14,004,150	418,034
99	Kay L Quatraro (25255) of Great Southwest Realty (2128)	9.5	13,957,400	1,469,200
100	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	19	13,811,952	726,945

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- October 31, 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	Calvin Case (13173) of OMNI Homes International (5791)	33	13,791,050	417,911
102	Madeline E Friedman (1735) of Long Realty Company (16719)	24	13,777,270	574,053
103	Matthew F James (20088) of Long Realty Company (16706)	20	13,773,645	688,682
104	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313) and 1 prior office	34	13,759,650	404,696
105	Kristina Scott (37825) of Realty One Group Integrity (51535)	37	13,748,930	371,593
106	John DeLalla (58262) of Tierra Antigua Realty (286601)	37	13,591,580	367,340
107	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	29	13,400,742	462,095
108	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	42.5	13,349,095	314,096
109	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	17	13,161,623	774,213
110	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	41	13,023,941	317,657
111	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	32.5	12,956,845	398,672
112	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	13	12,937,955	995,227
113	Jay Lotoski (27768) of Long Realty Company (16717)	30.5	12,889,753	422,615
114	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	34.5	12,836,100	372,061
115	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	16	12,823,750	801,484
116	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	25.5	12,697,193	497,929
117	Michael Braxton (53095) of Long Realty Company (16717)	24	12,639,497	526,646
118	Gary B Roberts (6358) of Long Realty Company (16733)	35	12,594,413	359,840
119	Lisa Korpi (16056) of Long Realty Company (16727)	26	12,536,427	482,170
120	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	22	12,430,008	565,000
121	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	17.5	12,365,750	706,614
122	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	11	12,365,000	1,124,091
123	Helen Curtis (15010) of OMNI Homes International (5791)	29	12,313,112	424,590
124	Victoria M Anderson, PLLC (31547) of OMNI Homes International (5791)	29.5	12,285,550	416,459
125	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	21	12,254,775	583,561
126	David L Duarte (57860) of Tierra Antigua Realty (286606)	38	12,104,770	318,547
127	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	27	12,083,255	447,528
128	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	18	11,981,410	665,634
129	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	22.5	11,891,500	528,511
130	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	17	11,769,035	692,296
131	Phil Le Peau (39491) of OMNI Homes International (5791)	24.5	11,650,900	475,547
132	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	19	11,599,830	610,517
133	Alison P Hurd (8440) of Hurd Homes (3906)	21.5	11,581,985	538,697

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- October 31, 2024

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Rank	Name	Sides	Volume	Average
134	Mark R. Tasch (65164) of Century Communities of AZ (53301)	46	11,567,616	251,470
135	Jared Andrew English (35632) of Congress Realty (3096)	26	11,565,200	444,815
136	Iris Pasos (38869) of Tierra Antigua Realty (286610)	26	11,551,265	444,279
137	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	12.5	11,550,750	924,060
138	Judith Yazzie (61443) of Realty One Group Integrity (51535)	16.5	11,546,250	699,773
139	Anne Ranek (39879) of Tierra Antigua Realty (286606)	19.5	11,542,275	591,912
140	Cathleen E Itule (38529) of Jason Mitchell Group (51974)	30.5	11,327,800	371,403
141	Julie M Nielson (56950) of Long Realty Company (52896)	25.5	11,261,675	441,634
142	Teresa M.B. Urias (54420) of United Real Estate Specialists (5947)	5	11,226,900	2,245,380
143	Aric M Mokhtarian (19336) of KMS Realty (51920)	34.5	11,189,050	324,320
144	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	19	11,074,860	582,887
145	Sue West (13153) of Coldwell Banker Realty (70202)	20.5	11,005,639	536,860
146	Jenifer A. Jankowski (52926) of eXp Realty (52964) and 1 prior office	20.5	10,986,500	535,927
147	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	20	10,949,365	547,468
148	Anthony T Payne (52878) of OMNI Homes International (5791)	31	10,839,255	349,653
149	Tim R Hagyard (32545) of Long Realty Company (52896)	23	10,701,950	465,302
150	JoAnn M Hanna (3803) of Keller Williams Southern Arizona (478313) and 1 prior office	15.5	10,631,025	685,873





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