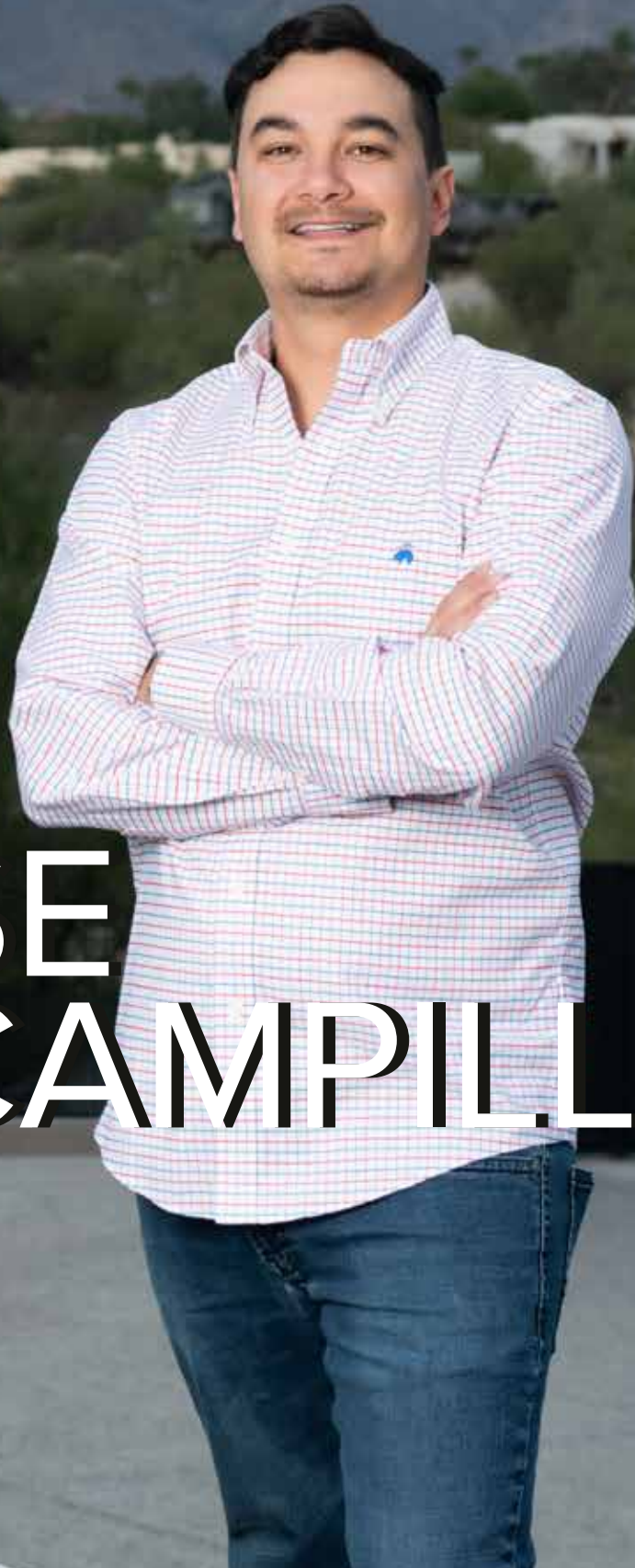


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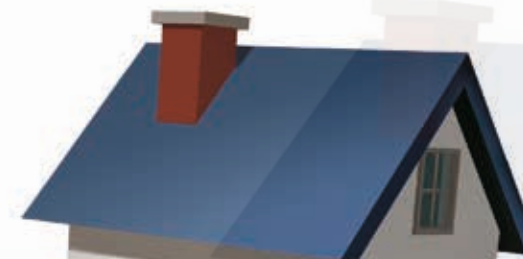
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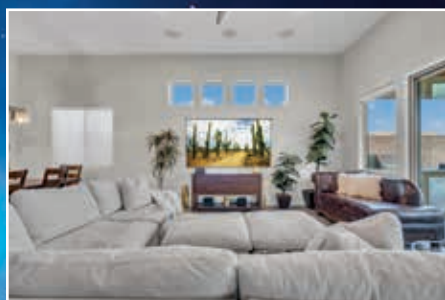
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OLD REPUBLIC HOME PROTECTION

Photography by Jacquelynn Buck | By Elizabeth McCabe

DENEVE DOERING
PROFESSIONALISM WITH
A PERSONAL TOUCH

In real estate, where uncertainties lurk around every corner, having a trusted partner in home protection is invaluable. Introducing Deneve Doering, an account executive at Old Republic Home Protection, who brings 25 years of industry experience and an unwavering commitment to providing peace of mind to homeowners and real estate professionals alike.

Don't leave things to chance. Deneve explains, "Our 'in demand' plan offers an option for emergency lodging/portable AC or heater reimbursement, rekey service for our homebuyers, and home protection for A/C, heating, electrical, plumbing, appliances, and more." Protection can prevent costly repairs and expenses later.

EXPERIENCE AND EXPERTISE

Deneve's journey in the real estate industry began in 1998, and her

expertise spans mortgage, real estate, marketing, business development, and more. With a real estate license and a mortgage loan originator license under her belt, Deneve is well-equipped to navigate the intricate landscape of the real estate market.

Joining Old Republic Home Protection in May 2023, Deneve swiftly immersed herself in corporate training, gaining insights into the inner workings of the company. She emphasizes the crucial role training plays at Old Republic, ensuring that account executives like herself understand every aspect of the home warranty business to better serve their clients.

PEOPLE HELPING PEOPLE - THE OLD REPUBLIC DIFFERENCE

What sets Old Republic apart is its mission of People Helping People. Deneve proudly notes the

dedicated army of over 500 employees supporting her commitment to providing top-notch service to the real estate community. During a recent visit to the corporate offices in North Carolina, Deneve had the opportunity to witness the synergy of these departments, reinforcing her confidence in the company's ability to handle any challenge.

DECADES OF EXCELLENCE: A LEGACY WORTH CELEBRATING

Old Republic Home Protection boasts over 49 years in the business, celebrating its 50th anniversary in 2024. They paid out an impressive \$173 million in service requests last year alone. The professionals at this long-standing company care about their clients and go above and beyond for them.

Old Republic Home Protection is part of Old Republic General Insurance Group, the largest



business segment of Old Republic International Corporation (NYSE: ORI). Old Republic International is a Fortune 500 company and one of the nation's 50 largest shareholder-owned insurance organizations.

UNMATCHED SUPPORT FOR REAL ESTATE PROFESSIONALS

For real estate professionals, Deneve emphasizes the unmatched support they can expect. With two U.S.-based call centers and a robust infrastructure, Old Republic Home Protection is poised to deliver exceptional customer experiences. Deneve's role as an account executive ensures that real estate agents have a reliable point of contact, backed by a team ready to assist with service to claims, processing new orders, and providing exceptional customer care.

Often answering calls on weekends or evenings, Deneve is always accessible, ensuring that the needs of her clients are met promptly. Her passion for serving others, coupled with Old Republic Home Protection's legacy of reliability, positions Deneve as a go-to professional in the real estate community.

"I pride myself on returning calls on the same day and following up on your requests. I think of us as a team, and I want you to look good for your clients," explains Deneve. She loves what she does, and it shows with her enthusiasm. "This is absolutely my dream job," she raves. "I love our real estate community." She is happy to serve real estate agents in any way that she can.

BEYOND THE PROFESSION: A PERSONAL COMMITMENT TO SERVICE

Deneve's dedication extends beyond the professional realm. As a single mother of two daughters, Savannah

(21) and Samantha (19), and two beloved dogs, Nibbies and Molly, she works tirelessly to provide them with the best life possible.

"My daughters are both in college and it is my priority in life to financially cover their college expenses," explains Deneve. "Over the years, my daughters have been my biggest cheerleaders because they know how hard I work for our little family," smiles Deneve.

In her free time, Deneve enjoys going to the gym and working out, a hobby that she enjoys four times a week. "It's just good to get to the gym and get an hour of 'me time,'" she says.

An outwardly focused individual, Deneve enjoys serving others. "I like reaching out to others to touch their lives in an impactful way," she explains. "I enjoy helping others to know their strengths and help them to never give up." With her servant's heart, she just wants to give back to her clients and the community.

A DYNAMIC DUO

In the competitive landscape of home protection, Deneve Doering and Old Republic Home Protection stand out as a dynamic duo, ready to provide unparalleled service, support, and peace of mind to homeowners and real estate professionals alike. For your next real estate deal, consider partnering with Deneve to experience the exceptional service that has been the hallmark of Old Republic Home Protection for nearly five decades.



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SORAYA PLATT

At 12 years old, Soraya Platt tied back her apron and stepped into the rhythm of her bustling hometown of Hermosillo, Sonora, Mexico. As a waitress in her mother's restaurant, she embraced a work ethic that hasn't wavered since.

"I wouldn't know how not to work," she said, a smile showing under the brim of her fashionable cowboy hat.

It was expected that a young Soraya would graduate high school, get married, and start a family. Instead, she earned a scholarship to Tecnológico de Monterrey, a prestigious private college in Monterrey, Mexico. In a time when traditional gender roles dictated women's paths, she earned her bachelor's degree in marketing, determined to forge her own path. After graduating in 1984, she was married in 1985. Her dreams of a career paused as she started her family, but they never strayed far from her mind.

Just two months after giving birth to her oldest child, Soraya entered the world of real estate after meeting a REALTOR® working with her mother. "Real estate wasn't in my vision," she admitted. "But I loved it as soon as I started." Within a week, she closed her first transaction, setting the stage for a remarkable career that has continued for over 36 years.

STAYING STEADY

Soraya thrives on the roller coaster of real estate. For her, every challenge

is a thrilling, new adventure. However, life hasn't always felt as effortless and enjoyable as it does today.

She built a career in Mexico, where there are few protections for real estate professionals while raising three young children and navigating the divorce process alone.

"My 30s and 40s were a journey," she sighed. "I wouldn't trade any of it, though, because those difficulties made me who I am today and helped me create this life."

When Soraya met the love of her life, Gabriel, she had three children: Aaron, Vivian, and Alberto. Together, they added their fourth child, Gabriela, to their family. For the Platts, family is everything. They spend as much time together as possible, often gathered in the backyard while the carne asada hisses on the grill or for an afternoon of hiking.

"We see each other so much," she laughed. "We are always inventing occasions or creating any reason to get together."

Both Soraya and Gabriel are hard workers and providers. Gabriel has been in the cattle business for over 30 years—a business known as well as real

estate for volatile ups and downs in the market.

"We've had our fair share of difficulties, both being independent contractors," Soraya said.

After moving to the United States in 2003, Soraya continued her career as a REALTOR®. As a bilingual professional, she seamlessly navigated the complexities of real estate in Mexico and the United States.

"Working with people is the same everywhere—it's the paperwork that is different," she smiled.

BUILDING A FAMILY LEGACY

A trailblazer in her own right, Soraya unintentionally crafted a family business with her two daughters and two daughters-in-law working alongside her as real estate agents.

"We are not related when we're working, but it's a lot of fun," she laughed. She's a businesswoman through and through—as strict with paperwork as she is fun on the weekends.

▶▶ colleague corner PAVING HER OWN PATH

By Breanna Smith Pizzolato | Photography by Rachel Castillo





Standing up: Eduardo & Vivian De La Lata with baby Carlos, Alberto & Taylor Rebeil, Andrew & Gabriela Jenkins
 2nd row: Gabriel Barcena, Soraya Platt, Aaron & Alexandra Rebeil with baby Barbara

YOU HAVE TO FACE YOUR FEARS. ”

In November 2022, Soraya embarked on a new journey, joining Long Realty and founding The Soraya Platt Team after owning a franchise brokerage for several years.

As she prepared for the transition, she told the agents they were free to forge their own path. And they all chose to follow Soraya. “I felt like a mother duck with all my little ducklings trailing behind me,” she smiled. Her entire team moved to Long Realty with her, affirming the strength of their professional bonds.

Despite being across the country, Soraya’s daughter in West Virginia remains an integral part of the Soraya Platt Team, showcasing the team’s ability to solve problems and face challenges. Soraya’s most steady advice is: “You have to face your fears.”

Soraya is dedicated to deepening her understanding of herself and others. After dozens of workshops and classes, she became a certified family constellation therapist to help others face and overcome unresolved family trauma.

As a perpetual learner, Soraya actively engages in personal development through reading, classes, and research. She is a proud member of a local book club that explores various themes, both as an educational journey and one of self-discovery. “My mind is always thinking about ways to become a better person and businesswoman,” she said.

In Soraya, we find not just a seasoned real estate professional but a matriarch building a legacy of family, resilience, and continuous growth. Her



journey from a waitress in Mexico City to a leading figure in Tucson’s real estate market reflects her spirit of embracing change, facing fears, and nurturing relationships. The legacy she’s creating is a testament to her success and an inspiration for generations to come.

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KRYSTINE EPPLEY



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MAKE YOUR OWN FUTURE

Krystine Eppley was 14, homeless, and on her own. Growing up, she slept on many different couches and floors, attended several schools, and had to grow up quickly—but it was still better than the alternative. As a child, Krystine was a victim of domestic violence and abuse. She decided at a young age to break the cycle.

“I remember like it was yesterday... It was the month before my fifteenth birthday,” Krystine recalled. “I came home from school, and my mom told me she was moving to Florida with her boyfriend. I didn’t want that life and

to keep living that way. I wanted to stay in Tucson, and that was it. She left. I had no one, so I found myself.”

MADE FOR THIS

In her late teens, Krystine enrolled in beauty school and shared an apartment with a friend from her classes. However, the arrangement took a turn for the worse when her roommate stopped paying rent. “I was on my own again,” Krystine sighed. “But that roommate’s boyfriend was best friends with my now husband,

so that’s how we met. And here we are, 16 and a half years later. It’s a weird coincidence that your rock bottom can turn into something so beautiful.”

After Krystine and her husband, Johnathon, moved into their first apartment, they met a leasing agent who convinced Krystine that she would do great in Property Management. She spent the next eight years helping people find an apartment to call home. They called her “The Leasing Queen.”

During her time off, Krystine helped her manager by taking property photos for her real estate business. With her manager’s encouragement and her husband’s unwavering support, Krystine started classes to become a licensed REALTOR®.

“I worked Monday through Friday and went to classes on the weekend,” she recalled. She failed the test, went back to studying, and experienced a health scare with her heart. Undeterred, she continued studying and retaking the test. “Long story short—I fought hard for my license.”

Fueled by her desire to help others find a place of their own and make the experience a sweet one, Krystine dove into real estate in 2018. As a REALTOR® with

Realty ONE Group Integrity, she’s as renowned for her dedicated service as she is for her brownie bombs—a brownie cupcake concocted in her kitchen. “My kids said, ‘Mom, these are the bomb!’ so I started calling them brownie bombs,” she laughed. “They’re my way of showing that I am here to help make someone’s move a little sweeter.”

Embracing a steadfast commitment to her purpose throughout her evolving career, Krystine has stepped into the role of the 2024 President of the Tucson REALTORS® Charitable Foundation (TRCF) with a determined vision. Leading the charge in giving back to the community and making life more manageable for those in need, she envisions a future where the organization not only provides financial assistance to local charities but also establishes a robust volunteer base.

“I want us to be able to offer boots-on-the-ground help to local organizations,” she said.





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BEAUTIFUL.**

TRCF focuses on housing, education, and community initiatives—a mission Krystine holds dear.

“I understand how difficult it can be to ask for help,” she said. TRCF offers financial assistance to local charities like the Arizona Foster Association and meal services for elderly and shut-in residents. Amid the coronavirus pandemic, TRCF helped by donating \$100,000 for the essential workers in Tucson.

Krystine’s vision perfectly aligns with the foundation’s mission, creating a seamless blend of purpose-driven leadership and practical support for those navigating the challenges of housing and education while fostering community well-being.

DRIVING SUCCESS

On the weekends, you may see Krystine, Johnathon, and their two boys, Jaiden, 15, and Reiley, 10, cruising off-road in their RZR Pro R 4. They also own a 1972



called “Mater” and a 1974 Crew Cab F250 outfitted with monster truck tires. “It’s so tall the bottom comes about to my shoulders,” she laughed. The retired mud bogger is one among many of their toys.

“The louder, the bigger, the better,” she smiled.

When Krystine isn’t managing transactions or baking brownie bombs, she’s either getting muddy or oohing and ahing with Johnathon at a car show.

“We love going camping in our toy hauler and hitting up trails with friends in our side-by-side,” she said. “We are always on the go.”

Her in-laws are avid collectors and were even featured on the

hit TV show American Pickers. Krystine and Johnathon were photographed at their wedding in two of their classic cars—a 1918 Model T with its original wooden wheels and a 1930 Woody.

While life has taken her on some unexpected paths, Krystine looks to the road ahead with a cheerful heart.

“No matter your background, you make your own future,” she said.

Krystine has emerged as a dynamic force in real estate and community service, a testament to the unexpected beauty that can arise from life’s most challenging moments. And she’s just getting into gear.

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▶▶ 2023 toys for tots - 684 toys donated

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of Tucson Children

GENEROSITY ABOUNDS!

This year was our 6th annual toy drive partnering with Steamy Concepts! What a great cause to brighten kids' hearts this season. Many of you came to our event at the Tucson Gallery with arms full of toys or donations for me to shop. Truly appreciate your extravagant generosity! Together we were able to drop off 684 toys which is so much more than every other year! Wow so awesome!!

This year's gathering was a bit unique. It was downtown at The Tucson Gallery, a space that showcases local Tucson artists. We were all in awe of the beautiful custom creations from some of our very own Tucson residents. And I loved that the price ranges were so varied everyone could enjoy & purchase something. The laughter, great conversations, celebrating those we have featured & the fun giveaways always make our events special. If you missed it we hope to see you at our "Toast to the Top 500" event in 2024!

For now let's toast our Sponsors, who we are so grateful for! We could not do any of this without you!

HUGE THANKS TO THOSE WHO SPONSORED OUR TOYS EVENT!

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Also thanks to Casey James, Jacquelynn Buck & Rachel Marie Castillo for capturing the fun!

Let's relive the magic of our Toys for Tots Event as you enjoy the pics.







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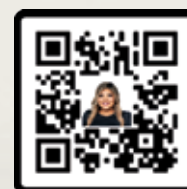
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JOSE

CAMPILLO

▶ featuring

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BRIGHTER DAYS

We all have bad days, but the key is to persevere. Even during tough times, it's important to discover the motivation to push forward, whether for the sake of your family, your aspirations, or your well-being. Remember, difficult moments are transient, and brighter days are always ahead.

”

Jose Campillo's motivation to keep going comes from his family and community. Jose shares, "My wife, Maria Lilian, has been an unwavering pillar of support. She understands the challenges that come with working in real estate, including the necessity of taking calls and working unconventional hours." Jose adds, "While flipping my first property, Maria dedicated herself to painting, cleaning, and landscaping." For Jose and Maria, family is at the heart of all they do. "Our kids are our motivation." Jose and Maria have a 5-year-old son, Pablo, and a three-year-old daughter, Lillian.

Jose learned the value of hard work and family from his dad. "My dad was a doctor; he told me, 'If you want to be successful, you need to work hard and always be ready to learn.' He taught me to be a family man." Jose moved from Hermosillo, Mexico, to live in Tucson and attend the University of Arizona. It's not easy to build a new life in another country with a different language; however, he held onto the lessons he learned from his father. "While I was growing up, my father encouraged me to work for the things I wanted. I started bagging groceries at the supermarket when I was 10." The experience helped develop Jose's work ethic. It also taught him

valuable lessons about managing money. After graduating from the Eller College of Business, he worked for a real estate development company that managed hotels and apartment complexes.

"I witnessed the success stories of individuals in the real estate industry. I realized real estate offered many opportunities for personal growth and advancement." Inspired, Jose got his real estate license. "As I completed my first property flip and listed it, I began to receive inquiries from potential clients. It became evident that many lacked comprehensive knowledge about the home-buying process, especially in the Hispanic community. I realized that this was a golden opportunity not only to assist families but also to move closer to achieving my professional goals." In each transaction, Jose worked hard to provide his clients with resources and guidance as well as encourage them. "So many within the community think they cannot buy a house. I tell my clients you can always achieve your dreams if you are willing to try!" Jose continues, "My primary objective is to nurture generational prosperity within the Hispanic/Latino community. I want to empower our community members to achieve their dreams of homeownership. As an immigrant

“
**WHILE I WAS GROWING UP, MY FATHER ENCOURAGED
ME TO WORK FOR THE THINGS I WANTED.**

**I STARTED BAGGING GROCERIES AT
THE SUPERMARKET WHEN I WAS 10.**
”



Humberto Campillo, Maria Moreno (Jose's wife),
Jose Campillo, Janette Velasco, and Suzette Trevino.



myself, I understand the challenges, and I am committed to being a catalyst for positive transformation within our community.” Jose worked with his clients to educate them and help them find a path to homeownership. Word quickly spread, and Jose’s business continued to earn referrals.

Ten years later, Jose has sold more than 1,100 properties and leads the Jose Campillo Group, which includes his two siblings, Humberto and Denisse. The team also includes Suzette Trevino, Janette Velasco, and Francisco Flores. “Each team member brings unique strengths and expertise to the table. It’s a great group of dedicated professionals committed to providing top-notch real estate services, adapting to the changing market, and exceeding our clients’ expectations.”

When Jose’s not in the office, you might find him in the kitchen. “Outside of my professional life, I love experimenting in the kitchen and preparing meals for family and friends. It’s a creative outlet that allows me to unwind and share delicious moments with my loved ones.” It’s another valuable skill he learned from his dad. “My dad loves to

cook. As a child, I helped him in the kitchen. That’s where I discovered my passion for it.” In addition to cooking, Jose enjoys traveling, especially with his family. “We love exploring everything from sunny beaches to snowy mountains.” An avid fútbol fan, Jose has attended the World Cups in Brazil, Russia, and Qatar. Each one was a unique adventure, and he is grateful for the opportunity to explore other countries. “You get one impression of these countries from media coverage; however, when you meet the people and experience the culture, it’s a different story. You quickly discover how much you have in common.”

Jose’s dad was his role model, and Jose hopes to be the same for his children as he passes on the lessons he learned—the importance of family, the value of hard work, and the responsibility to your community. “When I think about what I hope my children and family will take pride in and what I want my community to remember me for, it all comes down to one thing: service. I want my children to understand the significance and meaning behind my commitment to helping those around me. I believe that the community I serve has provided me with every opportunity to reach my current position, and I remain deeply grateful for that. As a result, it is my unwavering priority to give back and continue serving them.”

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- Nov. 30, 2023

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Rank	Name	Sides	Volume	Average
1	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	288.5	92,704,210	321,332
2	Kaukaha S Watanabe (22275) of eXp Realty (495203)	262.0	87,377,359	333,501
3	Lisa M Bayless (22524) of Long Realty Company (16717)	134.0	78,342,162	584,643
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	33.0	70,705,514	2,142,591
5	Marsee Wilhems (16298) of eXp Realty (495201)	183.5	62,983,392	343,234
6	Kyle Mokhtarian (17381) of KMS Realty (51920)	148.0	45,271,780	305,890
7	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	84.0	44,014,262	523,979
8	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	132.0	43,894,946	332,537
9	Danny A Roth (6204) of OMNI Homes International (5791)	99.5	41,851,263	420,616
10	Don Vallee (13267) of Long Realty Company (52896)	78.0	41,057,786	526,382
11	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	105.5	40,858,130	387,281
12	Sandra M Northcutt (18950) of Long Realty Company (16727)	68.0	40,162,500	590,625
13	Peter Deluca (9105) of Long Realty Company (52896)	59.0	38,851,218	658,495
14	Suzanne Corona (11830) of Long Realty Company (16717)	37.0	37,104,620	1,002,828
15	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	99.0	35,910,778	362,735
16	Russell P Long (1193) of Long Realty Company (52896)	34.0	33,987,277	999,626
17	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	71.0	31,821,450	448,189
18	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	83.0	30,958,244	372,991
19	Nara Brown (13112) of Long Realty Company (16717)	58.0	30,773,907	530,585
20	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	89.5	29,875,450	333,804
21	Gary B Roberts (6358) of Long Realty Company (16733)	66.0	29,556,594	447,827
22	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	47.5	29,129,877	613,261
23	Brenda O'Brien (11918) of Long Realty Company (16717)	44.5	29,087,265	653,646
24	Barbara C Bardach (17751) of Long Realty Company (16717)	23.0	27,880,037	1,212,176
25	Denice Osbourne (10387) of Long Realty Company (52896)	40.0	26,908,916	672,723
26	Tom Ebenhack (26304) of Long Realty Company (16706)	59.0	26,153,001	443,271
27	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	80.5	26,085,052	324,038
28	Joshua Waggoner (14045) of Long Realty Company (16706)	24.0	25,970,300	1,082,096
29	Jose Campillo (32992) of Tierra Antigua Realty (2866)	88.5	25,199,199	284,737
30	Laurie Hassey (11711) of Long Realty Company (16731)	49.0	25,148,322	513,231
31	Tori Marshall (35657) of Coldwell Banker Realty (70207)	44.5	24,370,173	547,644
32	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	21.5	23,884,119	1,110,889
33	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	71.0	23,864,297	336,117

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- Nov. 30, 2023

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34	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	49.0	23,055,706	470,525
35	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	72.0	22,611,850	314,053
36	Tyler Lopez (29866) of Long Realty Company (16719)	63.5	22,595,448	355,834
37	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty -472205	45.0	22,063,750	490,306
38	Jason K Foster (9230) of Keller Williams Southern Arizona (478313)	31.0	22,033,326	710,752
39	Jim Storey (27624) of Long Realty Company (16706)	29.0	21,875,847	754,340
40	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	53.0	21,646,639	408,427
41	Brittany Palma (32760) of 1st Heritage Realty (133)	41.5	21,605,540	520,615
42	Maria R Anemone (5134) of Long Realty Company (16727)	19.5	21,590,885	1,107,225
43	Louis Parrish (6411) of United Real Estate Specialists (5947)	25.0	21,588,329	863,533
44	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	36.5	21,587,250	591,432
45	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	56.5	21,450,170	379,649
46	McKenna St. Onge (31758) of Gray St. Onge (52154)	19.5	21,414,099	1,098,159
47	Leslie Heros (17827) of Long Realty Company (16706)	28.5	21,208,985	744,175
48	Jameson Gray (14214) of Gray St. Onge (52154)	18.5	21,006,099	1,135,465
49	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	81.0	20,162,874	248,924
50	Helen W F Graham (55628) of Long Realty Company (16728)	33.0	20,028,280	606,918
51	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	34.0	19,986,400	587,835
52	Jeffrey M Eil (19955) of eXp Realty (495211)	38.5	19,958,949	518,414
53	Patty Howard (5346) of Long Realty Company (16706)	22.5	19,706,435	875,842
54	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	22.0	19,625,477	892,067
55	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	44.5	19,304,100	433,800
56	John E Billings (17459) of Long Realty Company (16717)	42.5	19,181,500	451,329
57	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	64.0	19,115,300	298,677
58	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	42.0	18,951,700	451,231
59	Sofia Gil (1420209) of Realty Executives AZ Territory (498303) and 1 prior office	62.0	18,804,860	303,304
60	Sue Brooks (25916) of Long Realty Company (16706)	32.5	18,709,310	575,671
61	Anthony D Schaefer (31073) of Long Realty Company (52896)	38.5	18,590,190	482,862
62	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	25.0	18,482,162	739,286
63	Kimberly Mihalka (38675) of Realty Executives Arizona Terr (498306) and 1 prior office	29.5	18,395,760	623,585
64	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	36.0	18,129,039	503,584
65	Matthew F James (20088) of Long Realty Company (16706)	27.5	18,008,669	654,861
66	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446) and 1 prior office	46.0	17,962,016	390,479

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67	Michelle Metcalf (1420854) of RE/MAX Signature (5271801) and 1 prior office	52.5	17,960,500	342,105
68	Christina Esala (27596) of Tierra Antigua Realty (286607)	77.0	17,533,399	227,706
69	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	25.0	17,362,050	694,482
70	Ashley Kimberlin (18406) of Realty Executives Arizona Terr (498306)	39.5	17,250,990	436,734
71	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	20.0	17,235,000	861,750
72	Michele O'Brien (14021) of Long Realty Company (16717)	33.0	17,179,250	520,583
73	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	37.0	16,659,782	450,264
74	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	30.0	16,588,337	552,945
75	Susan Denis (14572) of Tierra Antigua Realty (286606) and 1 prior office	36.0	16,243,600	451,211
76	Kate Wright (35438) of Long Realty Company (16706)	22.0	16,141,883	733,722
77	Paula Williams (10840) of Long Realty Company (16706)	26.0	16,092,267	618,933
78	Tom Peckham (7785) of Long Realty Company (16706)	24.0	15,938,853	664,119
79	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	17.0	15,779,125	928,184
80	Heather Shallenberger (10179) of Long Realty Company (16717)	32.0	15,742,650	491,958
81	Sue West (13153) of Coldwell Banker Realty (70202)	29.0	15,504,163	534,626
82	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	27.0	15,406,050	570,594
83	Calvin Case (13173) of OMNI Homes International (5791)	44.0	15,399,330	349,985



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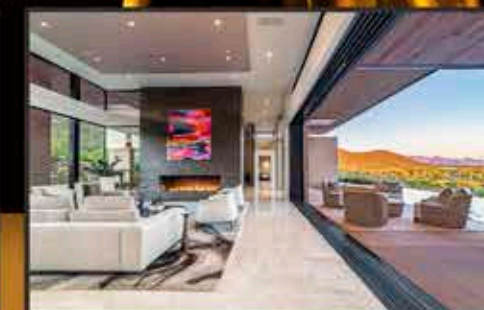
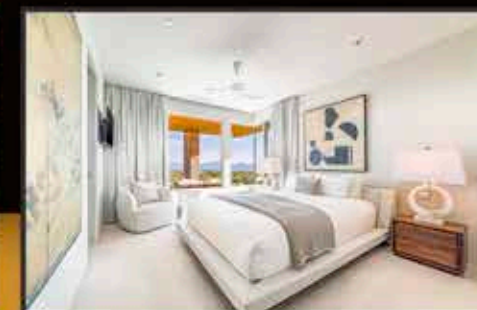
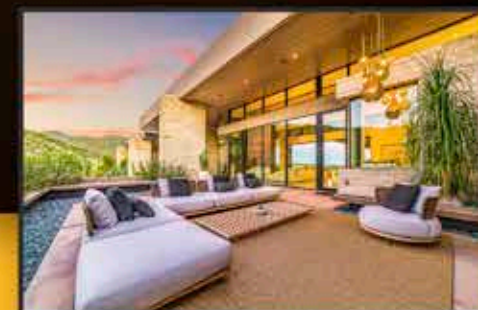
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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- Nov. 30, 2023

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Rank	Name	Sides	Volume	Average
84	Lori C Mares (19448) of Long Realty Company (16719)	40.0	15,246,596	381,165
85	Paula J MacRae (11157) of OMNI Homes International (5791)	23.0	15,181,360	660,059
86	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty -472203	14.0	15,134,550	1,081,039
87	Kristina Scott (37825) of Realty One Group Integrity (51535)	34.5	14,661,800	424,980
88	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	17.5	14,506,207	828,926
89	Lee Ann Gettinger (20667) of OMNI Homes International (5791)	23.5	14,476,535	616,023
90	Erick Quintero (37533) of Tierra Antigua Realty (286606)	53.5	14,440,900	269,923
91	LizBiz Nguyen (27962) of Realty Executives Arizona Terr (498306)	44.0	14,419,995	327,727
92	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	39.0	14,034,465	359,858
93	Erica Hoffman (15629) of eXp Realty (52964)	41.5	13,929,351	335,647
94	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	35.5	13,733,012	386,845
95	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	27.0	13,630,792	504,844
96	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933) and 1 prior office	41.0	13,612,480	332,012
97	Jenni T Morrison (4744) of Long Realty Company (52896)	23.5	13,602,075	578,812
98	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	31.0	13,576,579	437,954
99	Lisa Korpi (16056) of Long Realty Company (16727)	27.5	13,341,493	485,145
100	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	37.5	13,192,932	351,812

Rank	Name	Sides	Volume	Average
101	Jessica Bonn (37158) of Long Realty Company (52896)	12.5	13,190,777	1,055,262
102	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	25.5	13,069,950	512,547
103	Madeline E Friedman (1735) of Long Realty Company (16719)	21.0	12,909,410	614,734
104	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona -478313	40.5	12,887,655	318,214
105	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	32.5	12,826,820	394,671
106	Pam Ruggeroli (13471) of Long Realty Company (16719)	32.5	12,763,987	392,738
107	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	28.0	12,649,000	451,750
108	Nancy A Mancuso (3144) of Russ Lyon Sotheby's International Realty -472203	8.0	12,570,000	1,571,250
109	David K Guthrie (19180) of Long Realty Company (16706)	26.0	12,529,722	481,912
110	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	23.0	12,515,075	544,134
111	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	25.5	12,495,850	490,033
112	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	49.0	12,294,647	250,911
113	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	33.0	12,289,245	372,401
114	Aric M Mokhtarian (19336) of KMS Realty (51920)	38.0	12,239,087	322,081
115	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	31.5	12,190,326	386,994
116	Jared Andrew English (35632) of Congress Realty (3096)	31.0	12,183,600	393,019
117	Tony Ray Baker (5103) of RE/MAX Professionals (538102) and 1 prior office	30.5	11,976,840	392,683
118	Mary Vierthaler (12199) of Long Realty Company (52896)	22.0	11,962,172	543,735
119	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	23.0	11,955,990	519,826
120	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	16.0	11,909,000	744,312
121	Helen Curtis (15010) of OMNI Homes International (5791)	30.5	11,906,324	390,371
122	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	24.5	11,842,039	483,349
123	Cindie Wolfe (14784) of Long Realty Company (16717)	23.0	11,747,494	510,761
124	Jim Jacobs (7140) of Long Realty Company (16706)	17.0	11,691,201	687,718
125	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	27.0	11,684,240	432,750
126	Rob Lamb (1572) of Long Realty Company (16725)	14.5	11,626,783	801,847
127	David L Duarte (57860) of Tierra Antigua Realty (286606)	50.5	11,616,641	230,032
128	Karen A Baughman (20321) of Coldwell Banker Realty (70202)	30.5	11,474,254	376,205
129	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	16.0	11,448,818	715,551
130	Ronnie Spece (19664) of At Home Desert Realty (4637)	29.0	11,432,927	394,239
131	Jon Mandel (33200) of Long Realty Company (16706)	13.5	11,427,000	846,444
132	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	31.0	11,424,100	368,519
133	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	31.5	11,424,000	362,667



TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- Nov. 30, 2023

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Rank	Name	Sides	Volume	Average
134	Dottie May (25551) of Long Realty Company (16728)	19.0	11,392,700	599,616
135	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	11.5	11,183,023	972,437
136	Margaret E. Nicholson (27112) of Long Realty Company (16728)	18.0	11,026,700	612,594
137	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	22.0	10,973,477	498,794
138	Ranel V Cox (20139) of Tierra Antigua Realty (286601)	28.0	10,896,767	389,170
139	Victoria Anderson, PLLC (31547) of OMNI Homes International (5791) and 1 prior office	30.5	10,836,165	355,284
140	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	33.0	10,828,329	328,131
141	Alicia Marie Pastore (53392) of Realty Executives Arizona Terr (498306)	25.0	10,798,064	431,923
142	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	11.5	10,740,525	933,959
143	Jay Lotoski (27768) of Long Realty Company (16717)	19.0	10,716,727	564,038
144	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	30.0	10,609,929	353,664
145	Dina N Benita (7849) of Long Realty Company (52896)	13.0	10,538,180	810,629
146	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	15.5	10,535,801	679,729
147	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	15.5	10,522,277	678,857
148	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	37.0	10,496,700	283,695
149	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	17.0	10,356,804	609,224
150	Alexandra Rodriguez (37174) of Realty Executives Arizona Terr (498306)	31.0	10,332,640	333,311

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