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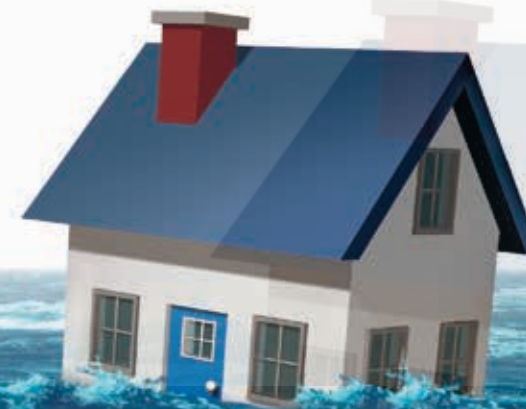
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TABLE OF CONTENTS



06

Preferred Partner List



12

Partner Spotlight: Christian Hernandez Guaranteed Rate



16

REALTOR® on the Rise: Zhanna Spektor



22

Broker Spotlight: David Dynes



26

Featuring: Suzie Corona



28

Top 150 Standings

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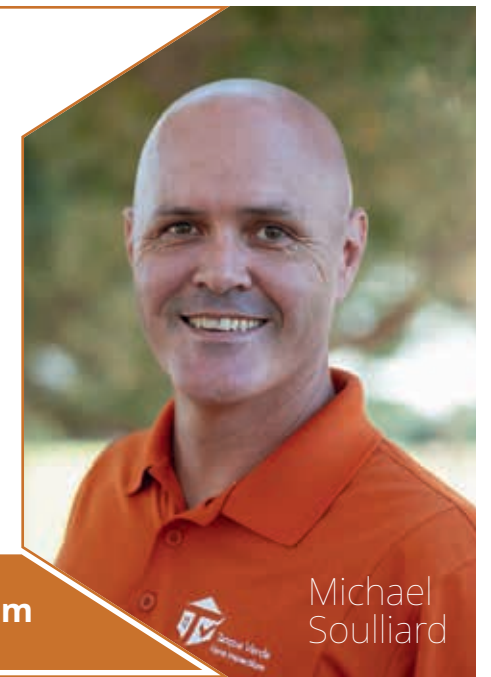
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▶▶ partner spotlight

Photography by Jacquelynn Buck
By Elizabeth McCabe

“I was born in Obregon, Sonora, Mexico, from humble beginnings,” says Christian Hernandez. Born to a family of five kids, it wasn’t an easy life. “When I was little, I was a sick kid,” she recalls. “My mom was always worried about my health.” At two years old, Christian suffered a head injury from playing with another kid, leading to seizures for the next four years.



Christian Hernandez pregnant with baby Scarlett, Jorge Hernandez & Polette Hernandez

Christian spent most of her days sleeping, a side effect of the anti-seizure medications, but from what she remembers, domestic violence was at the center of her home life. Fortunately, the seizures disappeared, and Christian started attending school, excelling academically at the top of her class.

“During that time, my dad abandoned us,” she recalls. “My mom had to work two jobs to provide for us.” Her mother then moved her family closer to the border to provide better opportunities for her children. Christian and her siblings spent much time alone because of their mother’s sacrifices. Christian was also subject to bullying in school.

“Thankfully, I had people around me who knew about my family’s circumstances. Teachers, neighbors, and others gave me positive words of encouragement. They told me, ‘Don’t be like everyone else. Don’t be a statistic. Continue giving everything that you have.’”

Inspired by these words, Christian started participating in many extracurricular activities,

including basketball, debate, poetry, public speaking contests, and cheerleading. She also worked on the radio and was a journalist in school. Her life was filled with challenges, however.

She started working on the weekends at 12 years old to support her brother, who was the head of the family, along with their mother, and used the money she earned to pay for her schooling. “I was happy to accomplish all those things that kept me on the right path.”

She met her husband in high school and landed a job at HSBC, a bank in Mexico, in 2006. With her income, she attended a local university and graduated with a Bachelor’s Degree in Corporate Law.

A NEW CHAPTER

In 2009, Christian came to the United States and worked for Bank Of America, where she helped clients with their personal banking needs. Later, she got into the mortgage industry. She is now proud to work as a Vice President of Mortgage Lending at Guaranteed Rate.

"I never thought I would get to do what I do now," she admits. "Being a loan officer comes easily to me because of my background in law and banking experience; I help my clients by problem-solving, structuring deals, and accomplishing their dream of homeownership."

With her compassion for others, Christian approaches people with kindness. "If I can change someone's life based upon what I have experienced, that fills my heart." She even went back to school to earn her Master's degree in Business Management.

"In 2020, I learned I may have breast cancer. The diagnosis forced me to reconsider every aspect of my life." To help her through that intense process, she hired a personal coach for one year to work on her mindset. It paid off.



Paintings by Christian



EXCELLING PROFESSIONALLY

What makes Christian a superb mortgage lender? First, her background in law trained her to think differently, reconsider, and find broader opportunities within tight financial systems. She's always thinking, "How else can I do this? How can I get this done?" She is always looking to find an alternative. Second is her refined, cross-cultural insight—a rare and valuable attribute within our global economy. Finally, she has a personal mission to help people. This humble and intelligent woman is accomplishing this through more than just personal banking.

Christian has achieved national recognition for her role in the mortgage industry. She was quoted in National Mortgage News and Housingwire Magazine.

In addition, Christian started the AZ Real Estate Bossbabes in 2020. This networking group has grown to 372 members across Arizona, helping women connect at different events covering self-defense, finances, motivation, and success. She also hosts the Rancho Sahuarita Living Group, providing a place for neighbors to connect and businesses to advertise.

FOCUSED ON FAMILY

When not working, it's all about family to Christian and her husband Jorge, a captain at the local fire department. "We've been together for 19 years," she smiles.

Together, they have one child, Polette, who is 15, and another on the way. "I'm expecting my second baby in August." Her name will be Scarlett, and they could not be more excited about their new arrival!

"Spending time with family is my number one hobby," beams Christian. To relax, you can find her making all sorts of creations with canvas and paint.

RELENTLESS

Looking back over her life, Christian knows that her painful past was a stepping stone for her victorious life today, "Everything I went through built my character.

I am not a victim." She has overcome so many challenges with her perseverance and persistence. This fearless woman, navigating life with courage and confidence, is relentless. What will Christian accomplish next? Only time will tell!



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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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► REALTOR® on the rise

Written by Elizabeth McCabe
Photography by Jacquelynn Buck

Zhanna SPEKTOR

FINDING PURPOSE AND PASSION IN REAL ESTATE

After faithfully working at a law firm for 21 years as a research analyst, Zhanna Spektor got the surprise of her life being laid off at the end of 2020. Like many people experienced at the time, COVID-19 turned her life upside-down. Instead of being disheartened and discouraged, Zhanna decided to take classes to get her real estate license. Unknown to her, that decision would be life-changing.

Interestingly enough, three months later in 2021, her former firm offered her her old position back. Instead, she decided to take a leap of faith and pursued a full-time real estate career and has never looked back. “As a home-buyer, I had a negative experience with a REALTOR®. Although it was unfavorable, it encouraged me to provide my clients with a positive experience based on service and going above and beyond,” she says.

If one major life event in 2021 wasn't enough, another major life event happened when her marriage of 25 years ended on her birthday. “I had a choice to make. I could either be a victim or rise above the grief and make the best possible life for myself. I chose the opportunities presented before me. I am right where I need to be,” she says with a heart full of gratitude. Now every passing birthday is even more special, as it serves as a reminder of the progress and growth that she continues to make. “My friends are a true blessing and amaze me every day. During my darkest time, they rallied around me,” she smiles. “My friends picked me up, stood beside me, and, to this day, continue to support me in ways my family never did.” She once again is using her maiden name, Spektor.

RISING IN REAL ESTATE

Determined to overcome the odds, Zhanna never listened to naysayers or those who didn't believe in her and her ability to sell homes. She has gone “all-in” with real estate and has achieved a bright future.



“My commitment and level of service to my clients are most important to me. I pride myself on always answering my phone and I go the extra mile to get the transaction done smoothly and professionally.” From the first call to the closing table, Zhanna navigates transactions with professionalism and a personal touch. She works as a REALTOR® with Long Realty Company and loves what she does.

“I'm not going to fail at this,” she says. Each year since she started, Zhanna keeps selling more homes. Last year, she had 15 transactions and will surpass that total this year. She comments. “I am now exceeding my financial and personal goals and my life is so much more rewarding. I started to travel with my girlfriends and am looking forward to many more new adventures. I work hard, but I feel my purpose is to be of service and help people find their sanctuaries. I love it when deals work out for everyone and all sides are happy. The road was not easy. I had to rebuild, create, and establish

a new normal, which included a brand-new career, a new business venture, and a new lifestyle,” she shares. “I no longer had the image of a wife, mother, and daughter. I learned who I truly was and that I have the strength and grit to succeed. Most of all, I am finally proud of myself and everything that I have accomplished. Those who no longer supported me stepped aside and the universe answered.” Through it all, she discovered her inner strength and resilience, emerging stronger and more determined than ever before.

As Zhanna continues to thrive in her real estate career, she remains grounded by her core values of care, commitment, integrity, and honesty. “When the going gets tough, I never give up,” she declares. “I am often asked by my colleagues, ‘What have you gotten yourself into now?’” It's a standing joke that the most challenging transactions find her. Her response is that she always manages to get every one successfully closed.

OUTSIDE INTERESTS

In her leisure hours, Zhanna finds joy in spending time with her supportive network of friends, with hobbies like playing games, dancing, and traveling. A true believer in the power of intention and gratitude, she journals nightly to express her thankfulness for life's blessings and set her sights on future aspirations.



Zhanna with her dogs, Lilly Rose and Daisy

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What's the most valuable service you offer for Realtors? With all of the ancillary services we offer, we make it very easy to schedule a home inspection. Instead of having to coordinate numerous inspectors, we can take care of most of the inspections ourselves.

How and why did you decide on this particular industry? I had been running other people's businesses for a number of years. I wanted to be in control of my own future. I've been a landlord and home renovator for my properties for about 12 years. I like that home inspection is technical, but is still very people-oriented.

What is the most interesting thing you have found on a home inspection? During my training, there was a vacant townhome. The coat closet by the front had a box with a Bible on top, and rosary beads on top of it. Mom's ashes had been left in the house.

What non-profits or organizations do you support? Why did you choose those organizations? We've supported the Tanque Verde Foundation (Nerdy Derby) for several years. I believe in supporting STEM activities in schools. My wife and

daughter are Jewish. Now more than ever, with the rising antisemitism, I think it is important to support Jewish causes for my daughter's future which is why we support Jewish Philanthropies of Southern Arizona. Junior Achievement focuses on financial literacy, which I believe is the most important thing schools don't teach (and should teach). JA helps fill this void to help kids understand finances and budgeting to start them off on the right foot. Southern Arizona Book Heroes is another organization we support as well.

What are you passionate about outside of work? I love international travel. I've been to more than 60 countries. Czechia and Scotland are my favorite countries so far.



Michael with his family at the Great Wall of China

“

Be sincere, always be willing to help, and embrace change. It's also important to remember, as you get busier, to set boundaries and take a vacation every so often!

» broker spotlight

Photography by Casey James
Written by Jess Wellar

DAVID DYNES

NEW ROLE,
SAME HELPFUL GUY

Tierra Antigua

“I worked retail and retail management at Blockbuster Video for my first five years out of high school,” David Dynes reflects. “I started as a part-time customer service rep and worked my way up to a store manager position within a few years. That can be a bit of a flashback for some people! The money was OK at the time, but the hours were grueling,” he continues. “Eventually, the retail world pushed me over the edge so I quit.”

After reaching his limit with the demanding store hours, David found his true calling in real estate in 2008 — just as the market was crashing. Now, as the newly appointed broker of Tierra Antigua Realty, he's steering Arizona's largest brokerage into a future filled with the promise of growth.

SWITCHING GEARS

David notes his transition from retail to real estate was driven by a burning desire for autonomy and a direct correlation between effort and reward.

“I was drawn to real estate because it offered flexibility and the opportunity to directly see the results of my hard work,” he offers.

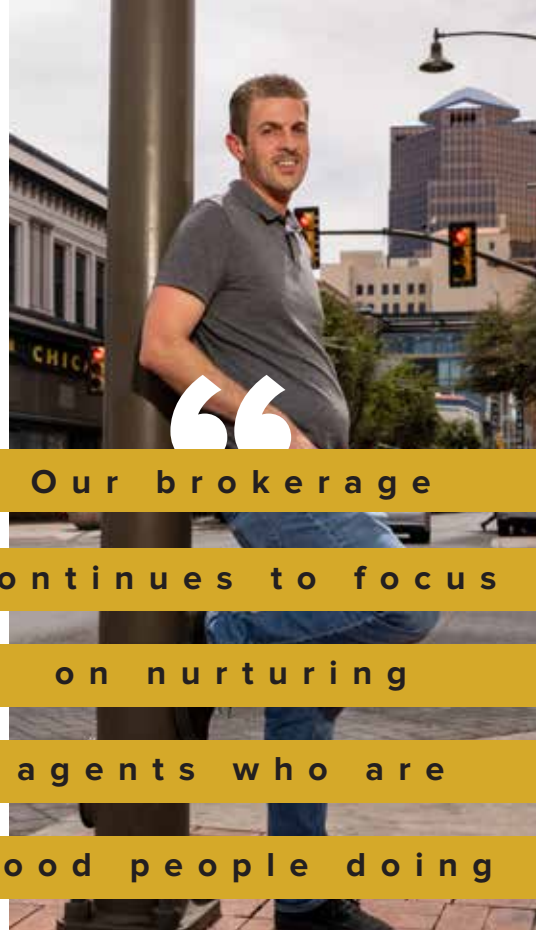
Unfortunately, David's entry into the field coincided with the 2008 financial crisis, a period that proved to be both challenging and formative. Joining a team that handled a high volume of REOs and short sales, David quickly found his footing despite the tough market and hasn't looked back since.

In 2011, David joined Tierra Antigua Realty, a firm known for its family-like atmosphere and strong community focus. He quickly climbed the ranks from agent to management, obtaining his broker's license in 2015.

A NEW CHAPTER BEGINS

At the beginning of 2024, David embraced his new role as the broker of Tierra Antigua Realty, taking over from owner and founder, Kim Clifton. He now oversees an impressive roster of over 1,100 agents, making it the largest brokerage by agent headcount in Southern Arizona. The brokerage achieved remarkable success in the past year, posting nearly \$2 billion in sales with over 4,800 transactions.

“The cool thing is, I knew right away that this was home for the rest of my career,” David asserts. “I love the culture here; it's like a family. The support and training are great, and the managers always



“
Our brokerage
continues to focus
on nurturing
agents who are
good people doing
good business.”

have the agents' backs and are available no matter how big or small the problem might be.”

Taking the reins not only marks a significant career milestone and deep loyalty to Tierra Antigua but also highlights David's readiness to foster the brokerage's legacy while mentoring others.

“Our brokerage continues to focus on nurturing agents who are good people doing good business,” David points out.

ALWAYS TEACHING

David's approach to real estate is deeply rooted in education and support. He believes in empowering agents through knowledge and understanding, which are crucial for navigating the complexities of real estate transactions.

“Regardless of your role, this industry is all about helping and educating people. That was my philosophy in my personal business and still what I carry forward into my role as the broker,” he affirms. “I was busy doing this naturally in my REO sales days...I just gravitated to the role because I have always enjoyed assisting and informing others.”

David's advice to new agents is straightforward and echoes his approach to business and life in general: “Be sincere, always be willing to help, and embrace change,” David emphasizes. “It's also important to remember, as you get busier, to set boundaries and take a vacation every so often!”

“I tell agents they shouldn't just go somewhere and keep working either; they need to cut the cord and put themselves in a position where they don't have to think about business for a little while — then have someone they trust to cover for them so they can really shut off.”

BEYOND THE OFFICE

Outside of his busy brokerage, David enjoys a rich personal life with his long-time girlfriend, Marylyn, and their adorable American Eskimo dog, Audrey. The couple share a passion for exploring new restaurants, hiking, and enjoying craft beers at local hotspots such as Arizona Beer House and the Rocking K Market out toward Vail.

“We are only a couple of blocks away from The Loop that goes all around Tucson, and I enjoy starting my day with a run at 5:30-6 a.m., as well,” David says of his morning routine. “We also make an annual trip to Comic-Con International in San Diego. We enjoy a good movie or TV show and the pop-culture world in general, so it's great to be immersed in that completely different scene for a few days.”

As for the future, David is focused on adapting to upcoming industry changes while maintaining the core values of Tierra Antigua Realty. He remains optimistic in his vision and poised to guide Tierra to new heights of success in an ever-evolving business.

“I'm still getting a feel for my new role, but I'm also gazing down the road at all the changes ahead in our industry based on the big settlement ruling. I look forward to helping agents get through the changes occurring,” David concludes.

“I want to be remembered as a humble leader who was always there to help and hopefully inspire a few people along the way.”

FUN FACT:

Born in the mid-'80s, David is a huge punk and ska music fan. If you spot David at a karaoke bar, he'll likely be belting out Operation Ivy's “Take Warning,” NOFX's “Linoleum,” or Rancid's classic, “Timebomb.”

» welcome mat

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Aaron Leal NMLS #404056
Tiana LeBlanc NMLS #2174534



Aaron Leal is a hard-working loan officer based in Oro Valley, AZ. He has lived in Tucson for 35 years and has successfully worked in the home loan business for 20 years. By leading his family, being available to his business partners and clients, serving on the board of directors with Beads of Courage, and coaching his kids' sports teams he is generous with his time, talent and resources. He also enjoys the gym, nature, music and a solid happy hour!

Tiana is a dedicated professional who balances her career with a passion for fitness, travel, and adventure. Born in Canada but raised in the United States, Tiana enjoys exploring new destinations and spending quality time with family and friends. She is also a proud mom to two adorable fur babies. Her vibrant lifestyle and diverse experiences fuel her enthusiasm for work.”

Aaron and Tiana close home loans at a high level. They believe every loan deserves a home... simple as that. Their skill to find the right home for every loan leads them to achieve an exceptional lead to close ratio. They both excel at meeting clients where they are in the home buying process, and they guide them to the close of escrow finish line. Closing guaranteed!

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Suzie CORONA

Suzie Corona's journey into real estate began unexpectedly in Oracle, Arizona. At just 23 years old, she was working as a medical transcriptionist and later became a co-practice manager at a local doctor's office. When Tenant Physician Services decided to sell the company, an opportunity arose at Oracle Land and Homes. Little did Suzie know that this chance encounter would lead her to become one of Tucson's most respected real estate professionals.

She began by obtaining her real estate license in 1999 and selling in the artsy town of Oracle. Within four years, she switched gears and began working in Tucson managing properties for EMS Realty. She quickly realized that property management was not her true calling although it served a purpose in her life. During her commutes from Oracle to Tucson, she often paid attention to the sign "Stone Canyon & Rancho Vistoso Information." While attending real estate school, she recalled a fellow student speaking highly of the Stone Canyon Development. She boldly called the number on the sign and introduced herself: "Hi, I'm Suzie Corona - like the beer - are you hiring?" That

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“

Before I see clients, I ask God to grant me the intellect I need, but foremost, to ensure that I am doing what is best for them before myself.

”

audacious move led to an interview with the sales director, marking a pivotal moment in her career. Despite her modest beginnings, wearing a skirt from Big Lots and a borrowed shirt from her mother to her interview, Suzie's determination secured her a position at Stone Canyon, one of the country's most prestigious private golf course developments which expands 1400 acres.

As an assistant to the sales executives at Stone Canyon, Suzie mastered the intricacies of high-end real estate. Despite her rapid learning, she faced challenges. She recalls, "I was making \$30K as an assistant while selling multi-million-dollar properties." This only fueled her determination to prove her trustworthiness to the company and clients. The hard work paid off, and her commission grew with her expertise and drive. As Suzie persevered, she held onto a crucial piece of advice a client once said to her: "One day, you will become someone significant in the real estate world, but never forget who you are in this moment." This reminded her of the importance of staying humble. She continued her career for the next 13 years and became part owner of Stone Canyon Realty along with the Designated Broker, who was also a huge mentor for her. "She was the smartest woman I ever met; she taught me so much," admired Suzie.

Suzie is now celebrating 25 years in real estate, having sold nearly half a billion dollars' worth of properties. After leaving her position at Stone Canyon she ventured into the resale world and is currently working for Long Realty. She continues to work a vast majority of her deals in the Stone Canyon Development.

FORTUNATE FOR FAMILY

Family has always played a crucial role in Suzie's life. Her parents, who instilled a strong work ethic in her, have been significant supporters throughout her career. She profoundly appreciates their tremendous sacrifices, especially in helping her raise her children so she could focus on her work. "My mom stepped away from her career to help me after my second son was born," she comments. "Even now, my parents continue to support me in balancing work and family. Without their help, none of this would have been possible."

Suzie's blended family, including five adult children and a 2-year-old grandchild, remain close-knit and supportive. Her daughter, Camryn, is obtaining her real estate license and a degree in psychology from the University of Arizona. Suzie says, "I never thought my daughter would dive into real estate with me, but I'm very excited about the opportunity to work alongside her and see her flourish. I have no doubt she will excel. She's intelligent, fun, full of energy, and has the memory of an elephant!"

Suzie's husband, Gary, has been a steadfast pillar of support. "Gary is my saving grace, he's patient and understanding," Suzie raves. "If it wasn't for his acceptance, I couldn't work as much as I do and give people the kind of energy I do."

INTERESTS

Outside of real estate, Suzie enjoys traveling and prioritizes health and wellness. Besides workouts, she has a passion for fashion, always ensuring her outfit is trendy and perfect for the occasion.

Suzie also loves interior design and construction. She took on the significant task of being the general contractor for her own custom home. This included floor plan layout, interior design elements, landscape design, and construction. "I still can't believe I actually did it, of course with some help from my husband," says Suzie. "Between my career and family, I honestly do not know how I stayed sane, but my husband and I couldn't be happier."

Reflecting on her success, Suzie credits prayer and unwavering faith as the foundation of her achievements. "Before I see clients, I ask God to grant me the intellect I need, but foremost, to ensure that I am doing what is best for them before myself," she says. Her dedication to her clients, resourcefulness, and deep-rooted values have made her a beloved figure in the real estate community.

Suzie's story is one of inspiration, resilience, and the power of faith, proving that with hard work and dedication, anything is possible.

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

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Rank	Name	Sides	Volume	Average
1	Lisa M Bayless (22524) of Long Realty Company (16717)	84.5	52,555,974	621,964
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	139.0	48,162,120	346,490
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	144.5	46,668,220	322,963
4	Marsee Wilhems (16298) of eXp Realty (495201)	80.5	26,984,590	335,212
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	66.0	26,046,580	394,645
6	Joshua Waggoner (14045) of Long Realty Company (16706)	20.0	25,323,775	1,266,189
7	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	45.0	24,665,162	548,115
8	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	20.5	23,964,824	1,169,016
9	Don Vallee (13267) of Long Realty Company (52896)	31.0	21,997,750	709,605
10	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	16.5	20,746,500	1,257,364
11	Peter Deluca (9105) of Long Realty Company (52896)	26.0	20,371,300	783,512
12	Jessica Bonn (37158) of Long Realty Company (52896)	7.0	20,232,694	2,890,385
13	Sandra M Northcutt (18950) of Long Realty Company (16727)	29.0	20,105,490	693,293
14	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	54.5	19,549,150	358,700
15	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	43.5	18,835,825	433,007
16	Danny A Roth (6204) of OMNI Homes International (5791)	47.0	17,803,660	378,801
17	Russell P Long (1193) of Long Realty Company (52896)	17.0	17,797,958	1,046,939
18	Anthony D Schaefer (31073) of Long Realty Company (52896)	27.0	17,476,910	647,293
19	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	37.0	17,433,466	471,175
20	Jose Campillo (32992) of Tierra Antigua Realty (2866)	58.5	16,618,678	284,080
21	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	36.5	16,538,550	453,111
22	Tammy F Barney (626724) of Richmond American Homes of Arizona, Inc. -186501	40.0	16,347,660	408,692
23	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	45.0	16,112,035	358,045
24	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	49.5	15,681,637	316,801
25	McKenna St. Onge (31758) of Gray St. Onge (52154)	11.0	15,379,627	1,398,148
26	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	42.5	15,280,187	359,534
27	Denice Osbourne (10387) of Long Realty Company (52896)	22.0	15,148,149	688,552
28	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	32.0	14,847,495	463,984
29	Jameson Gray (14214) of Gray St. Onge (52154)	10.0	14,719,627	1,471,963
30	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	15.0	14,526,715	968,448
31	Paula Williams (10840) of Long Realty Company (16706)	20.0	14,437,715	721,886
32	Nara Brown (13112) of Long Realty Company (16717)	25.0	14,242,800	569,712
33	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	27.0	13,436,000	497,630

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Rank	Name	Sides	Volume	Average
34	Helen W F Graham (55628) of Long Realty Company (16728)	21.0	12,882,000	613,429
35	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	35.0	12,702,300	362,923
36	Suzanne Corona (11830) of Long Realty Company (16717)	11.0	12,470,110	1,133,646
37	Tom Ebenhack (26304) of Long Realty Company (16706)	26.0	12,181,735	468,528
38	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	32.5	12,142,850	373,626
39	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	30.0	11,834,538	394,485
40	Lonnie Williams (61428) of Redfin (477801)	26.0	11,682,850	449,340
41	Louis Parrish (6411) of United Real Estate Specialists (5947)	13.5	11,563,807	856,578
42	Sherri Vis (54719) of Redfin (477801)	23.0	11,515,660	500,681
43	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	21.0	11,421,292	543,871
44	Cindie Wolfe (14784) of Long Realty Company (16717)	16.0	11,393,166	712,073
45	Denise Newton (7833) of Realty Executives Arizona Territory (4983) and 1 prior office	20.0	11,190,490	559,524
46	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	12.5	11,124,500	889,960
47	Erick Quintero (37533) of Tierra Antigua Realty (286606)	37.5	10,961,500	292,307
48	Laurie Hassey (11711) of Long Realty Company (16731)	17.5	10,944,815	625,418
49	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	19.0	10,941,900	575,889
50	Jim Jacobs (7140) of Long Realty Company (16706)	13.0	10,873,000	836,385
51	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	11.0	10,853,000	986,636
52	Christina Esala (27596) of Tierra Antigua Realty (286607)	40.0	10,801,834	270,046
53	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	21.0	10,692,579	509,170
54	Tyler Lopez (29866) of Long Realty Company (16719)	26.0	10,648,530	409,559
55	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	33.5	10,643,490	317,716
56	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	11.5	10,517,500	914,565
57	Brittany Palma (32760) of 1st Heritage Realty (133)	17.5	10,514,180	600,810
58	Barbara C Bardach (17751) of Long Realty Company (16717)	6.0	10,400,000	1,733,333
59	Madeline E Friedman (1735) of Long Realty Company (16719)	18.5	10,351,800	559,557
60	Kay L Quatraro (25255) of Great Southwest Realty (2128)	6.5	10,242,500	1,575,769
61	Leslie Heros (17827) of Long Realty Company (16706)	12.5	10,240,700	819,256
62	Rebecca Ann Crane (32933) of Real Broker (52446)	20.5	10,178,440	496,509
63	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	31.0	9,715,700	313,410
64	Teresa M.B. Urias (54420) of United Real Estate Specialists (5947)	2.0	9,700,000	4,850,000
65	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	25.0	9,586,628	383,465
66	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	24.5	9,402,600	383,780

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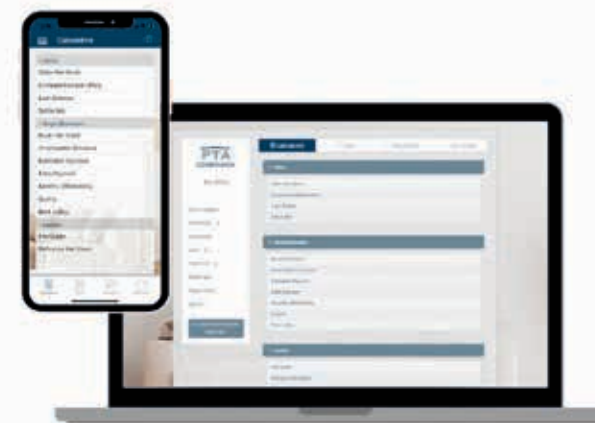
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67	Michelle Metcalf (1420854) of Re/Max Signature (5271801)	26.0	9,379,550	360,752
68	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	28.5	9,340,250	327,728
69	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	15.0	8,987,000	599,133
70	Sue West (13153) of Coldwell Banker Realty (70202)	15.5	8,941,715	576,885
71	Paul John Bargnesi (639856) of Richmond American Homes of Arizona, Inc. -186501	23.0	8,920,910	387,866
72	Brenda O'Brien (11918) of Long Realty Company (16717)	17.0	8,907,800	523,988
73	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	18.0	8,892,530	494,029
74	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	13.0	8,891,950	683,996
75	Jim Storey (27624) of Long Realty Company (16706)	13.0	8,873,615	682,586
76	Paula J MacRae (11157) of OMNI Homes International (5791)	11.0	8,833,500	803,045
77	Martin Ryan (35633) of First United Realty, Inc (5764)	12.0	8,804,800	733,733
78	Michele O'Brien (14021) of Long Realty Company (16717)	12.0	8,785,111	732,093
79	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	20.5	8,784,578	428,516
80	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	18.0	8,720,808	484,489
81	Heather Shallenberger (10179) of Long Realty Company (16717)	17.0	8,549,270	502,898
82	Hollis H Angus (58314) of Redfin (477801)	26.0	8,469,500	325,750
83	Sue Brooks (25916) of Long Realty Company (16706)	13.0	8,419,386	647,645
84	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	25.0	8,405,396	336,216
85	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313) and 1 prior office	20.5	8,364,570	408,028
86	Lisa Korpi (16056) of Long Realty Company (16727)	17.0	8,319,927	489,407
87	Calvin Case (13173) of OMNI Homes International (5791)	16.5	8,296,050	502,791
88	John E Billings (17459) of Long Realty Company (16717)	16.0	8,196,785	512,299
89	David K Guthrie (19180) of Long Realty Company (16706)	14.0	8,133,650	580,975
90	Maria R Anemone (5134) of Long Realty Company (16727)	7.0	8,032,879	1,147,554
91	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	14.5	8,006,755	552,190
92	Susan Denis (14572) of Tierra Antigua Realty (286606)	16.0	7,953,200	497,075
93	Dana Michelle Pavelich (37583) of Realty Executives Arizona Territory -498303	9.0	7,884,371	876,041
94	Angela Tennison (15175) of Long Realty Company (16719)	10.0	7,850,000	785,000
95	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	20.0	7,813,692	390,685
96	Becky Nolen (7777) of Long Realty Company (16717)	11.0	7,804,800	709,527
97	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office	19.5	7,745,130	397,186
98	Kristina Scott (37825) of Realty One Group Integrity (51535)	21.5	7,731,480	359,604
99	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	15.5	7,553,550	487,326
100	Patricia Sable (27022) of Long Realty Company (16706)	7.5	7,542,650	1,005,687

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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
101	Stephanie M Urban (57953) of Long Realty Company (16724)	13.5	7,510,750	556,352
102	Tori Marshall (35657) of Coldwell Banker Realty (70207)	12.0	7,485,733	623,811
103	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	12.5	7,478,525	598,282
104	Anne Ranek (39879) of Tierra Antigua Realty (286606)	12.5	7,478,525	598,282
105	Ryan J Brown (33007) of Long Realty Company (16717)	9.0	7,432,400	825,822
106	Gary B Roberts (6358) of Long Realty Company (16733)	16.5	7,429,873	450,295
107	Jason K Foster (9230) of Tierra Antigua Realty (286607) and 1 prior office	12.0	7,397,500	616,458
108	Helen Curtis (15010) of OMNI Homes International (5791)	17.0	7,360,962	432,998
109	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	6.5	7,341,500	1,129,462
110	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	12.0	7,329,225	610,769
111	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	22.0	7,269,865	330,448
112	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	24.5	7,221,740	294,765
113	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	13.0	7,193,575	553,352
114	Jocelyne Eva Egan (33306) of Realty Executives Arizona Territory (4983)	6.5	7,119,750	1,095,346
115	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	8.0	7,111,013	888,877
116	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038)	6.0	7,106,900	1,184,483
117	Lori C Mares (19448) of Long Realty Company (16719)	22.0	7,072,308	321,469
118	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	12.5	6,940,220	555,218
119	Johanna L Roberts (2040) of Long Realty Company (16719)	13.0	6,806,400	523,569
120	Judith Yazzie (61443) of Realty One Group Integrity (51535)	9.5	6,768,000	712,421
121	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	9.5	6,768,000	712,421
122	Kelli S Atkisson (65592) of Tierra Antigua Realty (286610)	14.5	6,744,200	465,117
123	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	17.0	6,735,250	396,191
124	Vincent R Yackanin (2249) of Long Realty Company (52896)	15.5	6,718,400	433,445
125	Julie M Nielson (56950) of Long Realty Company (52896)	15.0	6,707,275	447,152
126	Jeffrey M Ell (19955) of eXp Realty (495211)	15.0	6,668,750	444,583
127	Jenni T Morrison (4744) of Long Realty Company (52896)	9.5	6,563,869	690,934
128	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	13.5	6,502,407	481,660
129	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	16.0	6,491,971	405,748
130	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	10.0	6,484,000	648,400
131	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	11.0	6,454,000	586,727
132	Judy S Ibrado (27978) of Long Realty Company (16727)	15.0	6,386,000	425,733

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Rank	Name	Sides	Volume	Average
133	Krystiana Gushee (626330) of Long Realty Company (52896)	8.0	6,374,950	796,869
134	Todd Helmick (38566) of Tierra Antigua Realty (286607)	12.0	6,344,500	528,708
135	Anthony T Payne (52878) of OMNI Homes International (5791)	17.0	6,340,045	372,944
136	Jay Lotoski (27768) of Long Realty Company (16717)	17.0	6,336,700	372,747
137	Paul R Quatraro (1428) of Great Southwest Realty (2128)	5.5	6,312,500	1,147,727
138	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	23.0	6,286,150	273,311
139	Ritiek Rafi (30840) of Realty One Group Integrity (51535)	5.0	6,285,180	1,257,036
140	Gina F McGlamery (8760) of Long Realty Company (16706)	8.5	6,275,450	738,288
141	Alicia Marie Pastore (53392) of Realty Executives Arizona Territory (498306)	17.5	6,258,909	357,652
142	Stephen Woodall (27353) of Long Realty Company (16717)	7.0	6,249,250	892,750
143	John DeLalla (58262) of Tierra Antigua Realty (286601)	17.0	6,219,590	365,858
144	Brent R Brzuchalski (142000868) of Russ Lyon Sotheby's Internatio (472205) and 1 prior office	18.5	6,207,400	335,535
145	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	5.0	6,197,500	1,239,500
146	Lucia Maria Robinson (55954) of Coldwell Banker Realty (70207) and 1 prior office	15.5	6,177,539	398,551
147	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	14.0	6,175,000	441,071
148	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310) and 1 prior office	4.0	6,155,000	1,538,750
149	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	6.0	6,148,812	1,024,802
150	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	16.0	6,138,900	383,681

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