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**PARTNER SPOTLIGHT:**

Bill's Home Inspection Services

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JUNE 2024

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**Note:** When community events take place, photographers may be present to take photos for that event, and they may be used in this publication. If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [Delilah.Royce@RealProducersmag.com](mailto:Delilah.Royce@RealProducersmag.com).

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# BILL'S HOME INSPECTION SERVICES



Bill Bennett, Ryan Bennett

## EXCEEDING EXPECTATIONS FROM START TO FINISH

Photography by Casey James | By Elizabeth McCabe

“We’ve seen all kinds of things over the years,” says Ryan Bennett, Co-Owner of Bill’s Home Inspection Services. He will never forget a new construction home that took him by surprise.

“It happened less than a year ago,” says Ryan. “One of our inspectors was doing an inspection on a new construction home. He found cosmetic concerns before he got up into the attic.” When he went up to the attic to see the surprise of his life—a broken truss!

“That’s a significant structural issue,” points out Ryan. “The house wasn’t even a year old yet. That’s a big conversation with us. You can’t judge a house by its age, there could still be significant things wrong. We go into inspections with an open mind. It doesn’t matter if the home was built in 1905 or a brand-new construction home that was completed a couple of months ago. We make sure we are on our ‘A Game’ every time for our clients.”

### TRUSTED. TRIED. TRUE.

Founded in 2007, Bill’s Home Inspection Services has steadily grown into one of the most respected inspection companies in Southern Arizona. Specializing in both home and termite inspections, their team of licensed inspectors has established their impeccable reputation in the community, one home at a time.

What sets Bill’s Home Inspection Services apart is their unwavering commitment to serving others—a

principle deeply ingrained in their family-owned business. “My grandfather, Bill, founded our sister company, Bill’s Home Service Company, in 1964,” Ryan explains. “From termite and pest control to landscaping and pool cleaning, he believed in fully taking care of people’s homes.”

Originally Bill was a farmer in Amado, Arizona, but farming in the desert wasn’t easy. “He started a home services business to provide for his family with termite and pest control, trash removal, landscaping, evaporative air cooler repairs, pool cleaning—anything around someone’s house.”

As Bill grew the business, he sold different service lines. By the mid ‘90s, they were left with the termite and pest control company. That’s when Ryan’s father, Will, took over the company in 1997. “We kept the branding the same to build brand loyalty,” he says.

Carrying on the legacy, Ryan and his brother, Bill, took over both companies in 2020, ensuring that the tradition of exceptional service continues. “Being part of the family business has been a part of our lives from the start,” Ryan shares. Whether cleaning pools or stuffing envelopes, the importance of family and service has always been paramount.

Beyond their dedication to quality inspections, Bill’s Home Inspection Services is deeply invested in their community and their team. “We’re not just a company; we’re a family,” Ryan emphasizes. From hosting Christmas parties where Santa brings gifts for the kids to encouraging the next generation to join the family business, they prioritize fostering a sense of belonging and connection.

### ACCURATE AND INFORMATIVE INSPECTIONS

When it comes to inspections, Bill’s Home Inspection Services delivers. Ryan explains, “We have three fully licensed home inspectors dedicated to providing accurate and informative inspections to prospective homebuyers.” These reports give the buyer a clear picture of the condition of the home they’re looking to purchase so they can make an informed decision.

In addition to providing home inspections, all inspectors are licensed to perform termite inspections/Wood Destroying Insect Infestation Reports (WDIIR) through Bill’s Home Service Company. This inspection is held at the same time and is at no additional cost to the buyer.

BEING PART OF THE FAMILY BUSINESS HAS BEEN A PART OF OUR LIVES FROM THE START.  
**THE IMPORTANCE OF FAMILY & SERVICE  
 HAS ALWAYS BEEN PARAMOUNT.** ”



Home and Termite Inspectors: Don Henson, Dennis West, Shane McKenney

If termites are found during the inspection, they can provide a proposal for treatment. If termites are not present at the time of the inspection, most homes qualify for a complimentary one-year termite service contract for the buyer.

**YEARS OF EXPERIENCE**

“Our inspectors are fantastic,” raves Ryan. “They have multiple years of experience, including one inspector who has more than 20 years.” Ryan adds, “We also have 15 licensed pest and weed control technicians on the other side of the company who do termite inspections, pest treatments, and termite and weed control treatments.” They cover all of Southern Arizona and Tucson.

**FAMILY FIRST**

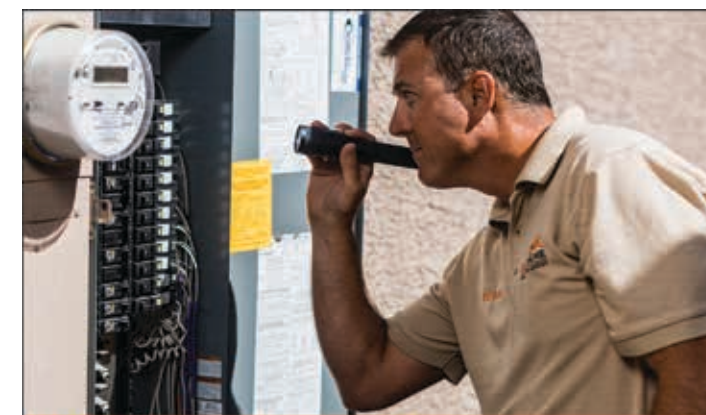
Ryan’s passion for family extends beyond the workplace. As a devoted husband to Jessica and father of three (Madi, 10; Katie, 6; and Daniel, 3), he cherishes spending time with his loved ones, coaching his daughter’s softball team, and watching his kids pursue their interests and passions. Actively involved in his local church and community groups, Ryan is committed to making a positive impact both professionally and personally.

Ryan’s brother Bill is also committed to his family. Bill is married to his wife, Regina, and they are blessed with two children. Their son Will is 15 and their daughter Amelia is 9. Will marks the fourth generation of Williams to begin working in the family business.

**ESTABLISHING A LEGACY OF EXCELLENCE**

At Bill’s Home Inspection Services, it’s not just about conducting inspections—it’s about serving others with integrity, care, and dedication. As they continue to uphold their legacy of excellence, they remain steadfast in their commitment to exceeding expectations from start to finish.

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# C A R M E N C A L V I L L O



be inspired

Photography by Jacquelynn Buck  
By Elizabeth McCabe

## Defying the Odds

*“Adversity is God’s way of getting your attention,” says REALTOR® Carmen Calvillo. “My husband was diagnosed 18 months ago with Stage 4 colon cancer. It’s been quite a rollercoaster over the past 2 years.”*

Six weeks ago, she learned that the chemo treatments were no longer working. Instead of giving up hope, she turned to the power of prayer. Carmen’s unwavering faith in God has been her guiding light.

Carmen and her husband Lew are part of the leadership at Redeemed Life Bible Church (RLBC), where they find solace, support, and strength in their community. “It’s going to be okay, everybody,” Carmen reassures others, drawing upon her faith to weather the storm.

The church Pastor and Elders came to their home and prayed for Lew recently when he was feeling very sick. “The next day he was back to his normal self,” says Carmen. Despite the challenges they face, Carmen and her husband refuse to succumb to despair. They choose to capitalize on the good days, finding joy in life’s simple pleasures and cherishing each moment together.

Throughout their journey, Carmen has maintained an unwavering commitment to positivity and celebration. “We try to laugh about things,” she comments. On April 27, they celebrated their 6-year wedding anniversary, bumping it up from the original date of May 12.

“We partied like it was our 25th wedding anniversary,” says Carmen. She and Lew celebrated with 100 of their closest friends and family for a night of dinner, drinks, music, cake, and more. They dressed to impress for this special occasion, eager to commemorate this special milestone in life.

“It’s been quite a journey,” shares Carmen. She rejoices in the fact that people can’t tell that Lew is sick. He is currently in palliative care, resting most of the day, and savoring life’s sweet moments.

“People ask me, ‘How are you not a disaster?’” says Carmen. “We have been

at peace. We are as ready as we can be. There’s a reason we don’t know our death date. People would be living in fear until that time comes.” Instead, she lives life with passion and purpose, recognizing God’s hand at work in her life.

“I’ve always been go, go, go person,” says Carmen. “When life happens and things are thrown at you, it’s God’s way of saying it’s time to slow down. I’ve been working through Lew’s terminal illness and have still been able to be there for clients.” She works with the Stratton Group and loves her team.

Although it’s been a challenging year, Carmen is grateful that her business has been doing well, “I’ve been maintaining business at a high level this year so far,” she says. Currently, she has over 12.5 million dollars in sales with more in the pipeline.



Carmen wearing her jersey for colon cancer awareness.



### Road to Real Estate

Carmen worked as a property manager for over 20 years before transitioning to real estate. She comments, "For 2 years in a row, I was denied a raise. I was a single mom and had raised three boys. I needed to make some extra money." When her request was denied, Carmen wasn't going to take no for an answer.

Instead of being discouraged and defeated, she decided to use her determination to launch into real estate. "I had decided to work part-time in real estate to get ahead," she says. Carmen got her license in May 2015. "I wasn't allowed to do it along with my full-time job so I terminated my employment and took a leap of faith."

In 2018, she went full-time into real estate. "That's when everything took off," she smiles. She loves that there is no ceiling in real estate. "You can make as much or as little as you want." Real estate gives her purpose and meaning. "It makes me so happy to see people have a new home," she says. Carmen loves having a positive impact on others and their families, helping them reach their real estate goals and dreams.

### A Renewed Purpose

Although her original purpose was to make money in real estate, that has since

changed for Carmen. "I focus on my clients and put their needs first," she says. "I bring them value above all else."

She has a heart for helping others, especially by riding her bike for Tu Nidito Children and Family Resource Center. "I've been riding in the El Tour De Tucson since 2014," she explains. Every ounce of effort is worth it, especially as she comes alongside children and families who are grieving the loss of their parents or a family member.

"I even designed a colon cancer awareness jersey," she beams with pride. Bringing awareness to this malady is a cause near and dear to her heart.

### Family + Fun

When not working, it's all about family to Carmen. She has three sons, Domingo and Michael Martinez and Jorge Calvillo. She also has a daughter-in-law, Jamie Martinez, and is blessed with two granddaughters, Leilanie and Charlotte Martinez.

As a family, time together is always well spent. "We enjoy family dinners, going to church, taking family vacations, occasional movies, and when Lew is feeling well, motorcycle trips," says Carmen. She lives life with purpose and passion, taking time to relax and recharge from the hustle and bustle of real estate.

### A Blessed Life

When Carmen looks back over her career and life, she lives life with courage. She says, "Show courage in the face of adversity. Never give up; be resilient." These beliefs have served her well in life as she has learned to defy the odds.

As Carmen continues to navigate life's twists and turns, she is a beacon of hope and inspiration for all who encounter her story. In the words of Carmen herself, "We wouldn't be where we are without the prayers of friends and family. We are truly blessed."

In her tireless pursuit of making a positive impact on others' lives, Carmen leaves a legacy of the transformative power of faith, love, and unwavering determination.

*Show courage in  
the face of adversity.  
NEVER GIVE UP;  
BE RESILIENT.*



(Domingo Martínez, Leilanie Martínez, Lew Withrow, Carmen Calvillo, Michael Martínez, Jamie Martínez, Charlotte Martínez, and Jorge Calvillo)



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### ALTITUDE HOME LOANS

**Judas Ramos**

Judas Ramos has been taught traditional values from a young age that have guided him throughout his life—values like integrity, strong work ethic, and always extending a helping hand to those in need. Originally from Aribabi, Sonora, Mexico, his family relocated to Tucson, and felt immediately integrated with this amazing “bear down” Wildcat community!

With over ten years of banking experience, Judas has spent the last nine years in the mortgage industry. As a Loan Officer for Altitude, he feels extremely happy to be part of a company that embraces the core values his family instilled. Judas promises to incorporate those same values with honesty, respect, and commitment to his clients during their lending process. His goal is to exceed expectations, allowing him to be your client’s lender for life!

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### STARCREST INSPECTIONS

**John Christmann**

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### LADY BABA DOES PROMO

**Jeff Saunders**

Lady Baba Does Promo is dedicated to customer service and communication, we will ensure you are a happy camper and love referring business to our partners. We will make sure your brand is seen with the highest impression by choosing the right product for your exact needs and budget. Jeff Saunders’ work experience is extensive with an emphasis on building relationships and unparalleled customer service in any industry. He gives time and resources to help many nonprofits in the community and has now ventured into his 2nd locally-owned business with the focus on providing his clients with a partner and colleague to grow and prosper. He believes that trust, loyalty, and honesty are the values that have given him the most success in his career.

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**Meet Jordan** Age: 6  
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*“We believe in beads because it’s a symbol of the courage and strength it takes to overcome all of the obstacles while battling childhood cancer.”*  
— Kristie, Jordan’s mom



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



While situated in a quiet, upscale, and scenic part of Tucson, The Eddy Hotel is part of the Tapestry Collection by Hilton, which is “a portfolio of 100 original hotels that offer guests unique style and vibrant personality, encouraging them to connect to their destination and enjoy refreshingly uncommon, off-the-beaten-path experiences.” The Eddy Hotel has 106 rooms with many amenities to complete your stay. The hotel and grounds include a fitness center, car charging stations, free wi-fi and parking, an outdoor pool, a jacuzzi, and also a restaurant, Pin + Flour.

Pin + Flour is the sole restaurant on the property at The Eddy Hotel Tucson and is open to hotel guests as well as the public. Located in the main lobby and under the direction of Logan Tessier, Executive Chef, the restaurant offers new American cuisine for breakfast, lunch, and dinner. The Eddy offers a full bar with delicious specialty cocktails that can be enjoyed anywhere from inside watching your favorite team on TV to sitting outside enjoying the weather. Being a Hilton-branded hotel, we also have the Hilton Honors program. And did we mention that we are pet-friendly?

*Tucson is a vibrant city with a deep-rooted history and tradition that comes alive in its historic sites, cuisines, and local culture. Our boutique hotel in Tucson embraces and enriches family traditions and memories. Our distinctive family heritage was the design inspiration for the Eddy, which reflects the surroundings of the Catalina Foothills. The Eddy is embraced by five mountain ranges and bordered by both halves of Saguaro National Park. The large windows offer guests a breathtaking view of desert vistas. Your clients and out-of-town friends and family will experience the best of the region in a refuge surrounded by striking desert and mountain views.*

The two-story boutique hotel is owned by Jim O’Connell, grandson of the late Montana businessman and philanthropist, J.E. “Eddy” O’Connell, for whom the hotel is named.

Born in 1904 in Nebraska, the elder O’Connell moved to Montana at age 20 to travel and perform with Buffalo Bill Cody and Annie Oakley. He later opened the first of many successful bakeries known as “Eddy’s Bread” along with several other businesses, including the first Eddy Hotel in Helena.

The hotel features a Southwestern décor, but hints of the Eddy O’Connell story can be found throughout the property. “Throughout the new hotel,” Jim O’Connell states, “guests will experience an authentic sense of Tucson and some of the unique qualities of life here.”

Your clients, family, and friends will truly love this unique addition to Tucson!

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# GERRY COSTA & JENIFER MIRANDA

## EXCELLING IN SALES AND SERVICE

Photography by Casey James | Written by Elizabeth McCabe

How did Jenifer Miranda meet Gerry Costa, a 20-year veteran in the business, and become partners? “He was working out at the gym where I was doing personal training,” she explains. And Jenifer thought if she ever decided to sell her house, she would hire Gerry because she liked how he marketed himself and his real estate business through social media and other marketing platforms. Gerry did eventually have the pleasure of listing and selling Jenifer’s house. She truly felt fortunate to meet Gerry Costa.

Gerry remembers, “When I ran into Jen, she was going 100 miles an hour and I was slowing down due to COVID. I thought she would be a good REALTOR® because she was a great communicator.” Impressed by her social media marketing skills as well, they decided to join forces in 2021 creating the “We Are Home Team”.

“Gerry gets me out of my comfort zone and I get him out of his. We couldn’t be more different,” Jenifer laughs. “Gerry is a jokester.” However, they are united in giving people a “positive experience and going above and beyond what typical real estate transactions look like.”

“People like the male-female dynamic,” says Jenifer. They are better and stronger together, each coming from their own background and able to relate to people from all walks of life.

### GERRY M. COSTA: A JOURNEY OF PASSION AND PERSISTENCE

Hailing from the Andes in South America, Gerry’s path to real estate was marked by resilience, hard work, and determination. He comments, “I always feel very grateful and blessed to be able to help every buyer and seller that I have met, or will meet in the future. I love learning something new whether it’s a passed-down family recipe or a new dance step to the tune of real estate.”

After moving to the United States in 1985, Gerry embraced American culture. He attended New Mexico State University and proudly served in the U.S. Navy. Eventually settling in Taos, New Mexico, Gerry discovered his passion for helping others as a teacher and later as a group home parent to six young boys, which he credits for teaching him the life lesson of empathy. Due to the life-changing experiences with Tucson Metropolitan Ministries, now known at TMM Family Services, Gerry is a proud board chair member. TMM gives back to our community by assisting seniors, vets (so they can obtain affordable and quality housing), at-risk children, and working families.

In 2006 it was Gerry’s wife who supported & encouraged him to go ahead and take the Real Estate tests even though he wasn’t sure he was ready. Gerry passed with flying colors! His successful real estate journey began from that day on, and the rest is history.

### JENIFER MIRANDA: FROM COSMETICS TO REAL ESTATE

Ivory foundation. A Different Grape lipstick. Moisture Surge. Charcoal Quickliner. Happy perfume. Although cosmetics seem a world apart from real estate, that wasn’t the case for Jenifer Miranda. From cosmetics to the closing table, Jenifer learned what she needed to excel in real estate at the Clinique cosmetics counter in Montana. Helping others with their skincare needs was more than skin deep; it was helping them improve their self-image and bolster their self-confidence.

“I started working at Clinique at 18 and it helped me with real estate 100 percent,” says Jenifer. Although choosing the right shade of lipstick or color of foundation might seem superfluous, Jenifer saw the importance of people.



“We’re dealing with relationships,” she says. “Clinique’s philosophy was that business was personal.” Selling cosmetics catered to people’s needs, found products for their specific concerns, and showed them that they mattered. Never underestimate the right makeup to brighten your day, put a bounce in your step, or improve how you see yourself in the mirror.

“It gives people a positive experience of making them feel special with one-on-one attention. That’s how I have run my business,” she shares.

Moving to Sahuarita is where she discovered the next chapter in her life.

Jenifer’s journey into real estate began in an unexpected place – the fitness industry. Transitioning to personal training in Sahuarita, she spent nearly two decades serving her community to look and feel their best before stepping into the world of real estate during the pandemic.

“It was a bit of a leap,” she admits. But with her characteristic determination, she embraced the challenge. “Social media helped create connections without even meeting people in person,” she explains. “I built my business through Facebook.” She discovered a passion for helping individuals find their dream homes through her genuine interactions.

For Jenifer, real estate is more than just business – it’s about inspiring others to believe in themselves and create lives they love. “I want people to have fun and feel good throughout the process,” she says.

#### EXCELLING IN SALES + SERVICE

Known for their professionalism and dedication, Jenifer and Gerry have become synonymous with top-tier service in the Southern Arizona market: Sahuarita, Tucson, and Green Valley. Whether achieving record-breaking sales or fostering lasting friendships with clients, they approach every aspect of their business with integrity and passion. They complement each other perfectly. As Jenifer says,

When Jenifer isn’t working, she savors time with her husband Alvaro, who works for the government. They are blessed with two children, Ashley (22) and Kirra (13). Ashley is soaring to new heights by serving in the Air Force. As for Kirra, she is staying grounded in the seventh grade. This tight-knit family enjoys their four-legged friends. “We have a desert tortoise and a big lovely Pitbull,” says Jenifer.

When she isn’t working, Jenifer enjoys reading. “I’m a huge reader,” she smiles. You can also find her working out, doing yoga, hiking, or listening to music.

#### A PERSONAL TOUCH

In the end, for Gerry and Jenifer, business is always personal – and that’s what sets them apart in the world of real estate. They are eager to meet their clients’ expectations with a personal touch. As they continue to excel in sales and service, they remain steadfast in their commitment to making dreams come true, one home at a time.

“Everything is figure-out-able.” They apply a positive approach to their business, eager to tackle challenges with problem-solving and optimism. In the process, they meet and exceed their client’s expectations. Transactions are infused with fun, and light-heartedness as deals glide smoothly to the closing table.

Jen and Gerry also enjoy doing community service together with “Keeping Arizona Beautiful”. “Keep Arizona Beautiful” works with citizens across rural Arizona to organize and implement local initiatives that keep our state clean and beautiful from litter.

#### FOCUSED ON FAMILY

Gerry has been married to his wife Gabriela since 2007. “She has a Ph.D. in Social and Community Services,” he says proudly. Together, they have three children, Cielo, (20) who just started her career in the Hotel industry, Mia-Gabriela (16) who attends Salpointe Catholic High School and earned the State Championship in girls’ basketball, and Alejandro (13), who currently attends 7th grade at Saints Peter and Paul Catholic School and is excelling in academics and sports. To relax, Gerry enjoys mountain biking, running, hiking, and attending church with his family. “We also have a German Shepherd named Sedona who completes our family.”



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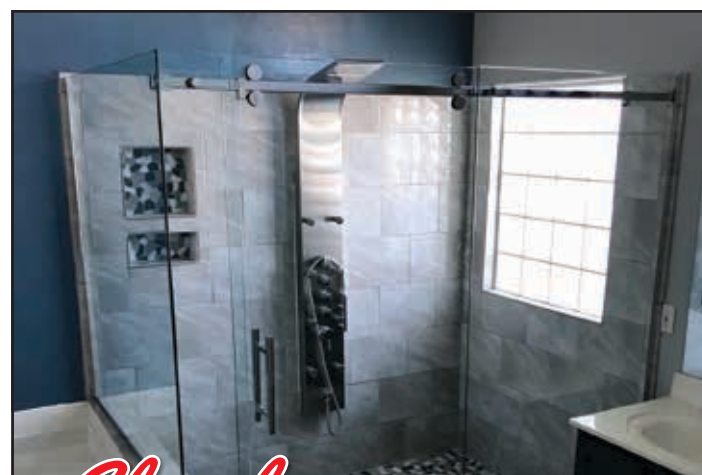
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To all the real producers fathers out there! You work hard to provide for your families and I want to thank you for all that you do. You are the backbone of our industry. I hope you have a wonderful day and enjoy the special moments with your loved ones. Thank you for all that you do!



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# featuring Erick Quintero

## FROM FILLINGS TO FOUNDATIONS:

How One Dentist Turned Realtor is Building Dreams and Smiles

By Elizabeth McCabe  
Photography by Jacquelynn Buck



*“Should I stay or should I go?” It was a soul-searching question that Erick Quintero had to decide in late 2013. After a year in dental school, he weighed his options.*

“My brother Jose was in the construction business. He was going to school to be an electrician, but his dream was to be a builder. I would help him during vacation. When January rolled around, I had a hard decision to make.” Erick carefully considered his options. Being in the medical field was a dream of his; however, the call for real estate was greater. After all, his father preached real estate to him and his brother. “That was the seed planted in our brain,” he explains.

Ultimately, Erick decided to start a construction company with his brother. Erick and Jose founded Sunset West Construction to develop real estate in Tucson. After completing their first remodel, they purchased two pieces of land for \$10,000 and started in the new construction industry.

“We saw that everyone was in the remodeling business and we didn’t want to do what everyone else was doing,” explains Erick. “My brother and I wanted to ensure we were producing quality products. We liked building everything from the ground up. We built our first home and that’s how we started in real estate.”

Ironically, Erick broke his leg when they were building the first house by falling into a trench, but he wasn’t deterred. Upon realizing the impact and satisfaction of helping a family purchase the first home they built, he discovered that real estate was meant for him.

“I fell in love with helping people,” he adds. “I was lucky enough to help buyers get into homes.” While most people dread seeing the dentist, Erick’s clients were always happy to see him. He found his profession to be rewarding.

### All In

Although Erick got his license in 2016, he was working part-time until he went “all in” in 2018. “I had a mentor who told me, ‘You are good at sales and you are good at acquiring property.’

Focus on what you are good at rather than digging trenches.’ That’s when I became a full-time real estate agent,” he says.

Best of all, he loves what he does. “I was meant to be a real estate professional. God put me in the way of helping people and building homes. I made the right decision and I am really happy,” he smiles.

Erick, who started the Erick Quintero Real Estate Group at Tierra Antigua Realty, found his business booming in 2020-2021, achieving more success than he thought possible.



“All of my hard work started paying off,” he says. His referral business grew. “I started getting in a better groove and I hired better help for my construction business,” he says.

That’s when the unthinkable happened. “My Dad got cancer again in late 2020 and by early 2021 he knew something was wrong with his body.” Rapid weight loss concerned him. When he went to his oncologist, he was told that he was fine. By the time further scans were approved, Erick’s father was in dire shape.

“He had lost a lot of weight, could barely walk, and was almost out for the count,” says Erick. “But his resilience paid off. I strongly believe that he survived because of his attitude.” Erick and Jose took care of their father who was determined to overcome cancer.

With cell T transplant therapy, the newest medicine for cancer patients, Erick’s father fought

with all his might. The future was uncertain. “It could either save you or kill you,” says Erick. With this new treatment, his father had to sign a ton of paperwork not to hold the hospital responsible. It paid off. “Now he is doing so well,” raves Erick.

At the same time, his mother was diagnosed with some medical issues. Thankfully, she also made it through without a problem. Fortunately, none of this dampened Erick’s resolve in real estate. Drawing from the determination he saw from his parents, he continued making a name for himself in Tucson.

### Making A Difference

Erick loves making a difference for his clients, something that he does easily as a Top Producer. He says, “The main thing is quality not quantity.” He likes building and selling quality affordable homes in all areas of Tucson to give

opportunities to buyers to purchase a “great product at a great price in a market that is so crazy and expensive.”

Even in established neighborhoods, Erick has found his niche in putting out a quality product. “It’s a great way to give value to people,” he points out. Adult children can live closer to their parents, which adds to meaningful memories and tighter-knit families.

“I’ve helped over 300 clients,” says Erick. “Customer service is how I built my business. I make sure that my clients are happy and understand everything that they are doing. It’s always about the right decision for the client. That’s something I pride myself on.”

To Erick, it’s all about promoting equity. He explains, “Real estate gives you the power to be an owner, earn equity, and build a foundation for your family.”

### Family Focused

When not working, family is the priority for Erick who is a loving husband and a dedicated father. “I have a beautiful family,” he shares. He is married to his wife, Selene Quintero, a professional hair stylist who specializes in weddings.

They are blessed with two children, Erick Mateo, his firstborn. “He’s an amazing kid who loves to play games, baseball, and movie nights.” Benjamin Emiliano, his second child, is 2 years old and is such a smart toddler. “He loves singing, dancing, and also loves cars.”

Together, they like to travel and see new places. It’s perfect family bonding for this tight-knit family of four.

### A Wonderful Life

Looking back over his career, Erick has a heart of gratitude for taking the fork in the road to real estate. The road less traveled has led to some unbelievable moments, creating lifetimes of happiness for his buyers and sellers, and a life of purpose for Erick Quintero and his family. He is living a wonderful life and can’t imagine doing anything else, including dentistry.



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Erick with his wife, Selene



“My Foundation” -Erick

# TOP 150 STANDINGS • BY VOLUME

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

**DISCLAIMER:** Information is pulled directly from MLSSAZ. New construction, commercial or numbers NOT reported to MLSSAZ within the date range listed are not included. MLSSAZ is not responsible for submitting this data. Each sold listing has two sides: a listing side and a selling side. The listing member and selling member are each credited with a side, or in the case of co-listing or co-selling members, 1/2 a side.

Rank	Name	Sides	Volume	Average
1	Kaukaha S Watanabe (22275) of eXp Realty (495203)	122.5	39,331,920	321,077
2	Lisa M Bayless (22524) of Long Realty Company (16717)	63.5	39,138,474	616,354
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	100.5	33,481,315	333,147
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	19.5	22,114,824	1,134,094
5	Marsee Wilhems (16298) of eXp Realty (495201)	64.0	21,443,290	335,051
6	Kyle Mokhtarian (17381) of KMS Realty (51920)	51.5	21,206,950	411,785
7	Jessica Bonn (37158) of Long Realty Company (52896)	7.0	20,232,694	2,890,385
8	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1prior office	36.0	20,071,912	557,553
9	Peter Deluca (9105) of Long Realty Company (52896)	24.0	19,628,800	817,867
10	Don Vallee (13267) of Long Realty Company (52896)	26.5	18,961,750	715,538
11	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	11.0	16,155,000	1,468,636
12	Joshua Waggoner (14045) of Long Realty Company (16706)	11.0	15,766,775	1,433,343
13	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	34.5	15,656,050	453,799
14	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	40.5	14,840,150	366,423
15	Sandra M Northcutt (18950) of Long Realty Company (16727)	19.0	14,345,990	755,052
16	Denice Osbourne (10387) of Long Realty Company (52896)	19.0	14,055,649	739,771
17	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	31.0	13,781,102	444,552
18	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	29.0	13,672,495	471,465
19	Danny A Roth (6204) of OMNI Homes International (5791)	36.0	13,536,370	376,010
20	Russell P Long (1193) of Long Realty Company (52896)	14.0	13,387,958	956,283
21	Tammy F Barney (626724) of Richmond American Homes of AZ (186501)	32.0	13,269,710	414,678
22	Anthony D Schaefer (31073) of Long Realty Company (52896)	21.0	13,227,110	629,862
23	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	30.5	12,953,687	424,711
24	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	29.0	12,893,750	444,612
25	Jose Campillo (32992) of Tierra Antigua Realty (2866)	45.5	12,800,158	281,322
26	Suzanne Corona (11830) of Long Realty Company (16717)	9.0	12,262,610	1,362,512
27	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	12.0	12,087,715	1,007,310
28	McKenna St. Onge (31758) of Gray St. Onge (52154)	9.0	11,887,127	1,320,792
29	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	36.5	11,471,370	314,284
30	Jameson Gray (14214) of Gray St. Onge (52154)	8.0	11,227,127	1,403,391
31	Sherri Vis (54719) of Redfin (477801)	21.0	10,931,560	520,550
32	Jim Jacobs (7140) of Long Realty Company (16706)	13.0	10,873,000	836,385
33	Nara Brown (13112) of Long Realty Company (16717)	19.0	10,842,800	570,674

# ELEVATING EXPECTATIONS: Delivering 5-Star Service



Zach and his team, were all incredibly pleasant to work with! I couldn't have asked for better people to guide us through the purchase of our forever home... Kudos to this team and to NOVA for having such wonderful people! - *Jenae P*

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*

Zach went above and beyond to explain and guide us through the whole process. Perfect for being first time buyers. - *Anthony K*

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## MORE FLEXIBLE PROPERTY SEARCHING

Optional city for owner/address searches  
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When searching by address, street number is optional  
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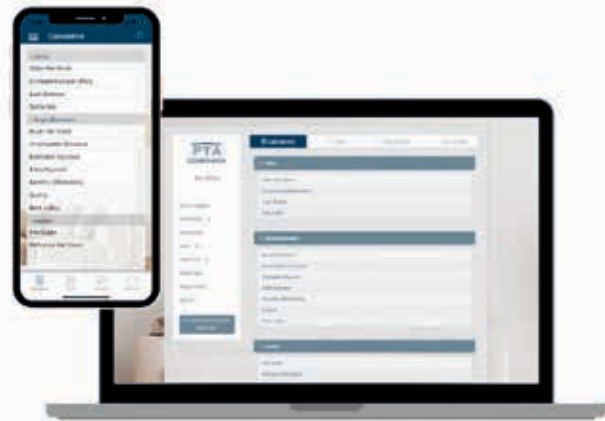
Create a property profile for any record in your farming results with a single click.

## AREA SALES SUMMARY

Area summary added to active farm results and the PDF export. View average sales prices, turnover rates and much more!

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# TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
34	Helen W F Graham (55628) of Long Realty Company (16728)	17.0	10,556,000	620,941
35	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	31.0	10,516,332	339,237
36	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	29.0	10,483,400	361,497
37	Tom Ebenhack (26304) of Long Realty Company (16706)	19.0	9,886,235	520,328
38	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	17.0	9,727,990	572,235
39	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	16.0	9,721,500	607,594
40	Teresa M.B. Urias (54420) of United Real Estate Specialists (5947)	2.0	9,700,000	4,850,000
41	Brittany Palma (32760) of 1st Heritage Realty (133)	15.5	9,589,180	618,657
42	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	19.0	9,267,500	487,763
43	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	9.0	9,238,500	1,026,500
44	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	9.0	9,238,500	1,026,500
45	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	28.0	8,998,700	321,382
46	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	15.0	8,799,000	586,600
47	Rebecca Ann Crane (32933) of Real Broker (52446)	16.5	8,717,450	528,330
48	Sofia Gil (1420209) of Realty Executives AZ Territory (498303)	28.5	8,693,490	305,035
49	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	22.0	8,657,749	393,534
50	Paula Williams (10840) of Long Realty Company (16706)	13.0	8,627,440	663,649
51	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	22.5	8,428,900	374,618
52	Sue Brooks (25916) of Long Realty Company (16706)	13.0	8,419,386	647,645
53	Lisa Korpi (16056) of Long Realty Company (16727)	17.0	8,319,927	489,407
54	Madeline E Friedman (1735) of Long Realty Company (16719)	15.5	8,296,800	535,277
55	Michelle Metcalf (1420854) of Re/Max Signature (5271801)	22.5	8,272,150	367,651
56	Lonnie Williams (61428) of Redfin (477801)	19.0	8,252,000	434,316
57	Leslie Heros (17827) of Long Realty Company (16706)	9.0	8,185,200	909,467
58	Cindie Wolfe (14784) of Long Realty Company (16717)	11.0	8,127,866	738,897
59	Louis Parrish (6411) of United Real Estate Specialists (5947)	10.5	8,096,835	771,127
60	Christina Esala (27596) of Tierra Antigua Realty (286607)	28.5	7,989,065	280,318
61	Laurie Hassey (11711) of Long Realty Company (16731)	13.0	7,981,650	613,973
62	Tyler Lopez (29866) of Long Realty Company (16719)	20.5	7,943,080	387,467
63	Calvin Case (13173) of OMNI Homes International (5791)	15.5	7,916,050	510,713
64	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	12.5	7,887,500	631,000
65	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	21.0	7,629,600	363,314
66	Barbara C Bardach (17751) of Long Realty Company (16717)	5.0	7,585,000	1,517,000

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Rank	Name	Sides	Volume	Average
67	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	19.0	7,481,828	393,780
68	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	20.5	7,454,325	363,626
69	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	19.0	7,413,692	390,194
70	Brenda O'Brien (11918) of Long Realty Company (16717)	14.0	7,209,000	514,929
71	Paula J MacRae (11157) of OMNI Homes International (5791)	9.5	7,208,500	758,789
72	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	6.0	7,189,000	1,198,167
73	Jocelyne Eva Egan (33306) of Realty Executives Arizona Territory (4983)	6.5	7,119,750	1,095,346
74	Kimberly Mihalka (38675) of Realty Executives Arizona Terr (498306)	15.0	7,103,030	473,535
75	Kay L Quatraro (25255) of Great Southwest Realty (2128)	4.5	7,080,000	1,573,333
76	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	13.5	7,065,750	523,389
77	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	24.0	7,041,250	293,385
78	John E Billings (17459) of Long Realty Company (16717)	14.0	6,958,785	497,056
79	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	14.0	6,952,808	496,629
80	Martin Ryan (35633) of First United Realty, Inc (5764)	7.0	6,817,000	973,857
81	Heather Shallenberger (10179) of Long Realty Company (16717)	14.0	6,791,270	485,091
82	Jim Storey (27624) of Long Realty Company (16706)	10.0	6,758,615	675,862
83	Patricia Sable (27022) of Long Realty Company (16706)	6.5	6,742,650	1,037,331
84	Erick Quintero (37533) of Tierra Antigua Realty (286606)	22.5	6,600,900	293,373
85	Maria R Anemone (5134) of Long Realty Company (16727)	5.0	6,386,134	1,277,227
86	Angela Tennison (15175) of Long Realty Company (16719)	8.0	6,381,000	797,625
87	Anthony T Payne (52878) of OMNI Homes International (5791)	17.0	6,340,045	372,944
88	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	13.0	6,299,907	484,608
89	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	13.0	6,281,580	483,198
90	Kelli S Atkisson (65592) of Tierra Antigua Realty (286610)	13.0	6,238,200	479,862
91	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313) and 1 prior office	15.0	6,192,340	412,823
92	Michele O'Brien (14021) of Long Realty Company (16717)	7.0	6,191,366	884,481
93	Susan Denis (14572) of Tierra Antigua Realty (286606)	13.0	6,170,700	474,669
94	Jeffrey M Ell (19955) of eXp Realty (495211)	14.0	6,139,750	438,554
95	Lori C Mares (19448) of Long Realty Company (16719)	19.0	6,008,030	316,212
96	Sue West (13153) of Coldwell Banker Realty (70202)	11.0	5,992,725	544,793
97	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	15.0	5,983,200	398,880
98	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	9.0	5,949,000	661,000
99	Rob Lamb (1572) of Long Realty Company (16725)	7.0	5,942,000	848,857
100	Todd Helmick (38566) of Tierra Antigua Realty (286607)	11.0	5,929,500	539,045

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Rank	Name	Sides	Volume	Average
101	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeService (356307)	13.5	5,922,500	438,704
102	Donna M Singleton (57788) of Engel & Volkers Tucson (51620)	4.0	5,905,000	1,476,250
103	Becky Nolen (7777) of Long Realty Company (16717)	9.0	5,789,800	643,311
104	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	6.0	5,756,063	959,344
105	Bill Anderson (4505) of Tucson Golf Estates (3384)	4.0	5,740,000	1,435,000
106	Judy S Ibrado (27978) of Long Realty Company (16727)	13.0	5,701,000	438,538
107	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	10.0	5,697,000	569,700
108	Jenifer A. Jankowski (52926) of eXp Realty (52964) and 1 prior office	9.0	5,628,500	625,389
109	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038)	4.0	5,626,000	1,406,500
110	Krystiana Gushee (626330) of Long Realty Company (52896)	6.5	5,608,950	862,915
111	Tori Marshall (35657) of Coldwell Banker Realty (70207)	10.0	5,572,733	557,273
112	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	20.5	5,571,240	271,768
113	Hollis H Angus (58314) of Redfin (477801)	17.0	5,535,000	325,588
114	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	14.0	5,516,900	394,064
115	Nick K Manning (20102) of Tierra Antigua Realty (286607)	10.5	5,482,350	522,129
116	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	7.5	5,460,000	728,000
117	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	8.0	5,454,950	681,869

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Rank	Name	Sides	Volume	Average
118	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty-472203	4.5	5,447,500	1,210,556
119	Lucia Maria Robinson (55954) of Coldwell Banker Realty (70207) and 1 prioroffice	12.5	5,407,539	432,603
120	Veronica Lynne Vondrak (32963) of Realty Executives Arizona Terr (498306)	8.0	5,376,354	672,044
121	Brent R Brzuchalski (142000868) of Coldwell Banker Realty (70204)	16.0	5,340,900	333,806
122	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	9.0	5,329,000	592,111
123	Tim S Harris (2378) of Long Realty Company (52896)	9.0	5,305,900	589,544
124	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	16.0	5,210,635	325,665
125	David K Guthrie (19180) of Long Realty Company (16706)	10.0	5,181,150	518,115
126	Jay Lotoski (27768) of Long Realty Company (16717)	14.0	5,179,200	369,943
127	Ritiek Rafi (30840) of Realty One Group Integrity (51535)	3.0	5,170,000	1,723,333
128	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office	14.0	5,169,190	369,228
129	Tracy Wood (36252) of Realty One Group Integrity (51535) and 1 prior office	10.0	5,158,536	515,854
130	Dina N Benita (7849) of Long Realty Company (52896)	9.0	5,146,000	571,778
131	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	9.0	5,139,500	571,056
132	Lisette C Wells-Makovic (21792) of Redfin (477801)	11.0	5,109,990	464,545
133	Stephen Woodall (27353) of Long Realty Company (16717)	6.0	5,099,250	849,875
134	Christopher L Craven (15778) of Realty Executives Arizona Terr (498306)	13.0	5,082,290	390,945

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Rank	Name	Sides	Volume	Average
135	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	8.5	5,028,500	591,588
136	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	9.0	4,984,000	553,778
137	Olivia Bergstrom Laos (62790) of Realty Executives Arizona Terr (498306)	9.0	4,879,930	542,214
138	Staci Klaus (37121) of SaddleBrooke Development Co (4898)	7.0	4,868,419	695,488
139	Stephanie M Urban (57953) of Long Realty Company (16724)	8.5	4,848,250	570,382
140	Krystine M Eppley (53151) of Coldwell Banker Realty (702)	11.0	4,790,000	435,455
141	Kristina Scott (37825) of Realty One Group Integrity (51535)	15.5	4,725,990	304,903
142	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310) and 1 prior office	3.0	4,725,000	1,575,000
143	Leslie B Brown (35667) of Oracle Land & Homes (875)	7.0	4,692,610	670,373
144	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	8.5	4,691,775	551,974
145	Anne Ranek (39879) of Tierra Antigua Realty (286606)	8.5	4,691,775	551,974
146	James Servoss (15515) of Keller Williams Southern Arizona (478313) and 1 prior office	13.0	4,675,600	359,662
147	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	7.0	4,652,500	664,643
148	Stuart M Shapero (1420977) of Realty Executives AZ Territory (498303)	14.0	4,626,220	330,444
149	Aric M Mokhtarian (19336) of KMS Realty (51920)	14.0	4,590,750	327,911
150	Marina Mayhew (27576) of Long Realty Company (16706)	7.0	4,583,000	654,714

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