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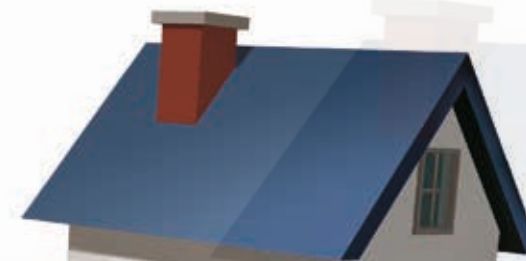


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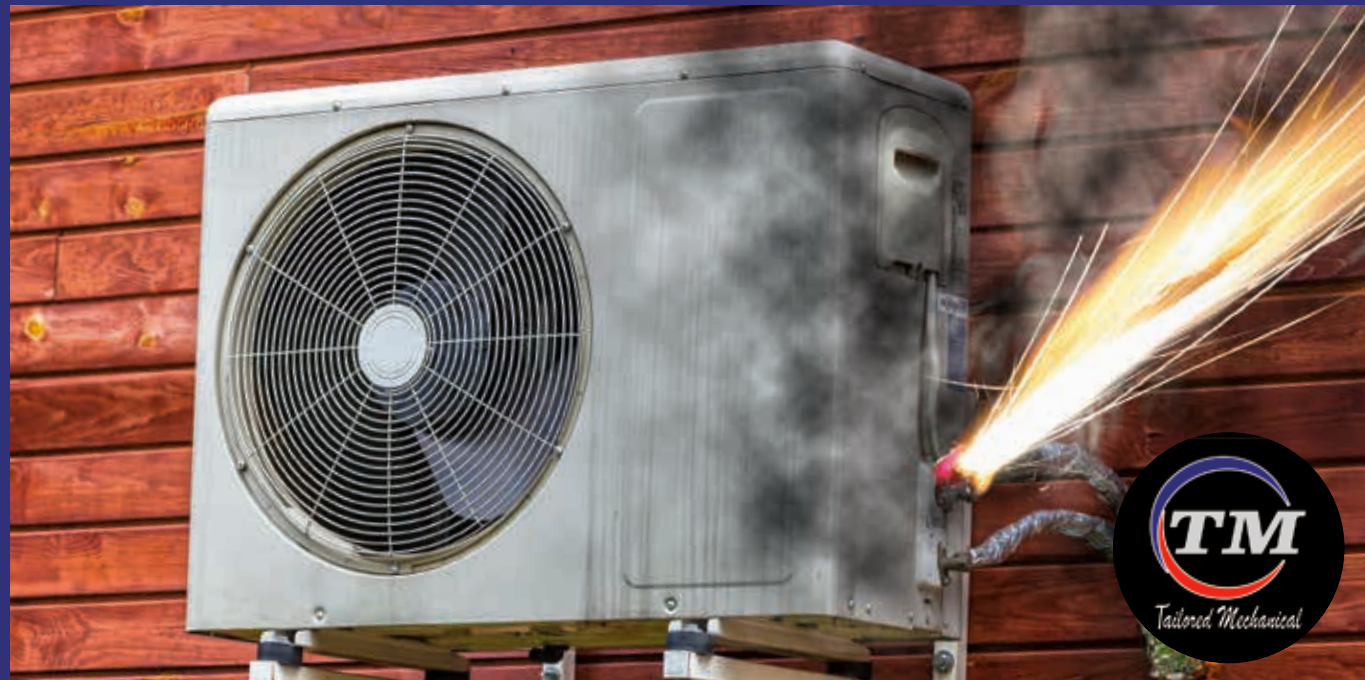
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▶▶ publisher's note

A LIFE of PURPOSE!

As I was driving to meet a REALTOR® for the first time to hear her story for a possible feature in our *Tucson Real Producers* publication, I was reminiscing about when I was young. Ever since I was a little girl, I wanted to be a mommy. I wanted to have babies and children in my life. NO, I did not want a husband just the babies. I had a chance to love on so many cousins at such a young age the joy they brought was unlike anything else I ever experienced. As I got older the desire of my heart remained the same but the method to make my dream come true changed. I finally met the love of my life in my last year in college and we have been married 41 years. Still, as I type this, I cannot believe how the time has passed and all the life we have shared together. The Lord did so graciously give me the desire of my heart – 4 beautiful children who filled my life with so much purpose. For me pouring my life's work into raising my kids was the hardest and most rewarding thing I have ever done! So back to my driving story and what was swimming through my mind...

I have been getting to know so many of you over the last 7 years hearing your heart, your stories, your why, and your reason for being a real estate agent. The

one common thread that always comes up without fail is how much you love “most” of your clients, how you love what you do - helping people with one of the most important financial decisions of their lives, how making a way for a client to purchase a home by juggling all the aspects of a transaction and handing over the keys is truly your heart.

And my thoughts as I drove across town is how this process day in and day out gives your life purpose, joy, and meaning. It is not an easy job, it appears to me as more of a calling. So many do not quite understand the sacrifices you make, the constant on-call status you willingly live under, the long hours, and the skill that it requires. I have come to witness it over these years and I applaud each and every one of you! A great REALTOR®, those we are so excited to feature, are the ones who make this industry better, one deal at a time changing the perception into a positive one. Truly it has been an honor to become your friend and shine the light on the good in this industry!

Thanks for trusting, sharing and being a part of the *Tucson Real Producers* community.

Delilah Royce

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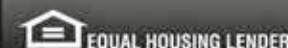
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▶ partner spotlight

Photography by Jacquelynn Buck
By Elizabeth McCabe



Mechelle Cross, Michael Soulliard, Beth Soulliard, and Curt Skaggs

TANQUE VERDE HOME INSPECTIONS

PROVIDING PEACE OF MIND, ONE INSPECTION AT A TIME!

“I’ve seen a lot of weird things in home inspections,” says Michael Soulliard, owner of Tanque Verde Home Inspections. However, it was during his training in Phoenix that one home took him by surprise.

“We went into a vacant townhome and opened a coat closet. There was a box with a Bible on top with Rosary beads on it,” he recalls. These were the only items left in the townhome. Michael soon realized, “They left Mom in the townhome. We called the listing agent to have the family come back and be sure to get her. Apparently, she loved the home so much she didn’t want to leave!”

You never know what to expect during a home inspection. Michael, an Arizona State Certified Home Inspector and an InterNACHI Certified Professional Inspector, has seen it all.

“People think new construction homes are going to be perfect. We find homes with no insulation,” he says. When he went into the attic and did an 11-month warranty inspection, he asked the homeowner about their electric bills. Michael informed them that their house had no insulation. The homeowner replied, “I knew it! My neighbors next door have a home twice as big and their bill is lower than mine.”

With his expert eye for detail, Michael uncovers things that other inspectors might overlook. Thanks to his sewer scope, he can spot damage with ease. This US Army veteran and University of Arizona graduate leaves nothing to chance. Clients rest assured that they receive a meticulous inspection. With more than 450 5-star online reviews, Tanque Verde Home Inspections is one of the top-rated home inspection companies in Southern Arizona.

EXCEEDING EXPECTATIONS

From start to finish, Michael seeks to exceed expectations. He comments, “We treat every client as if they are our only client. We take the time to educate them and answer all their questions.”

Tanque Verde Home Inspections is also the first and only Tucson company offering solar inspections. In the past, a solar company would not touch a solar system that they did not install or own. Fortunately, through feedback from REALTORS®, Michael was able to find a certification for solar inspections. “We got certified and started offering that service 4 months ago,” he says.

What sets Tanque Verde Home Inspections apart is its commitment to making the process seamless for

clients and REALTORS® alike. Coordinating multiple inspections can be a logistical challenge, but Tanque Verde Home Inspections simplifies the process. Michael notes, “REALTORS® give us a call, and we handle everything from sewer inspections, irrigation inspections, mold testing, pool inspections, and even termite inspections. They don’t have to coordinate four to five schedules. Call us and it’s done.”

Going above and beyond is a mantra for Tanque Verde Home Inspections. While the state sets a minimum standard, Michael and his team choose to exceed these requirements. The company addresses crucial but non-mandatory aspects, such as water pressure checks and perimeter wall inspections, demonstrating a commitment to thoroughness and client satisfaction.

A PARTNER IN THE REAL ESTATE JOURNEY

Despite the sometimes negative reputation associated with home inspectors, Michael aims to change the narrative. He understands the concerns of real estate agents and strives to be a partner rather than a deal-breaker. By focusing on positive communication and education, Tanque Verde Home Inspections aims to build trust and make the inspection process a valuable part of the home-buying experience.

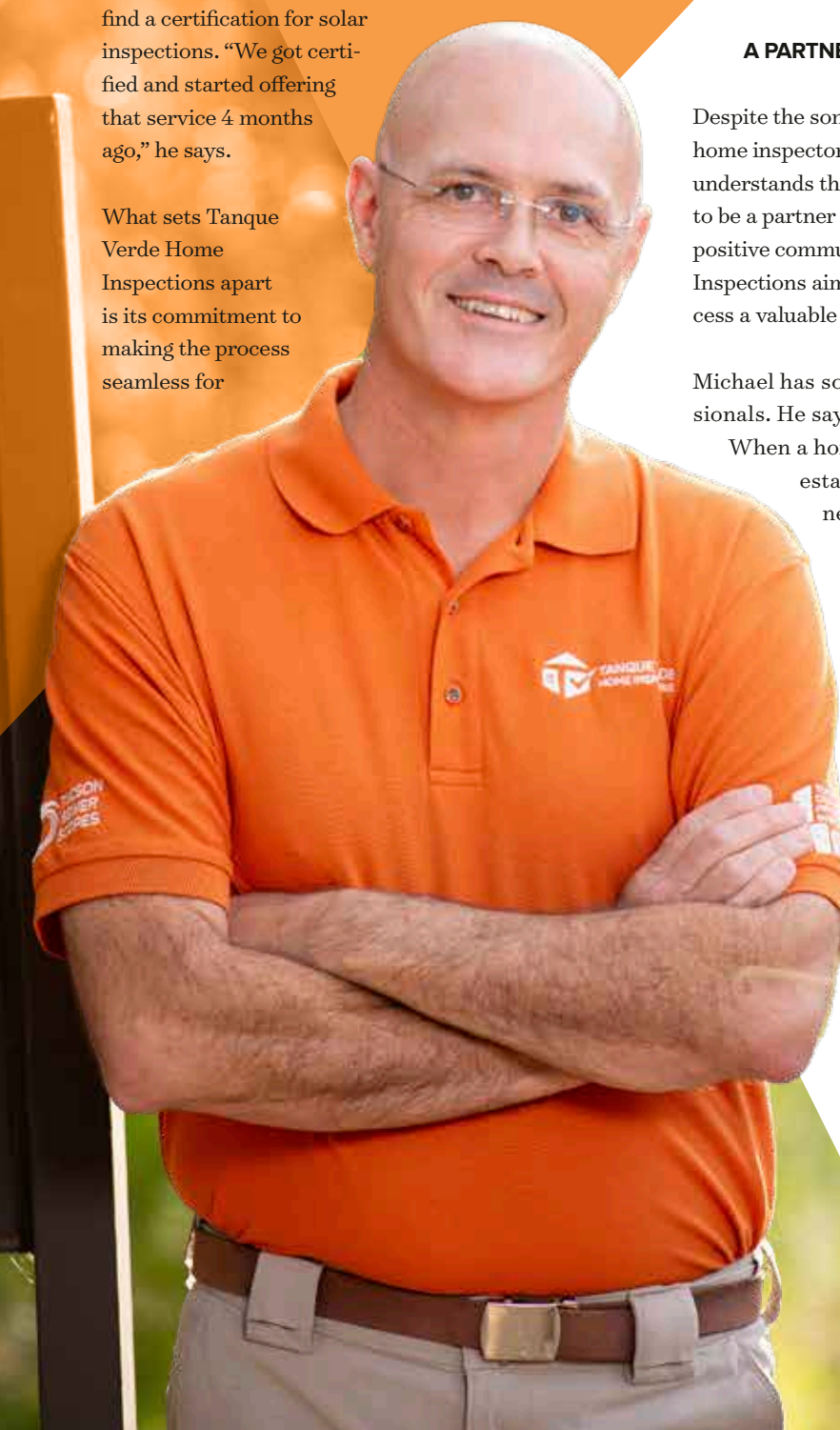
Michael has some words of wisdom for real estate professionals. He says, “Don’t make decisions for your customers.

When a home is connected to a septic tank, a lot of real estate agents tell their customers that they don’t need a sewer scope. They think that the septic inspection will cover it, but it doesn’t. That opens up the agent to liability. Make clients aware of the services that are available and let them choose.”

A TALENTED TEAM

Michael is supported by a dedicated team, including Mechelle Cross and Curt Skaggs. Mechelle, who has served in the US Navy, owned her own home inspection company for five years and was an InterNACHI Certified Master Inspector.

“Curt, an AirForce mechanic, came to me when he was in the AirForce SkillBridge Program,” says Michael. Prior to retiring, they learned a new skill and Michael did the first three months of his training, followed by additional training with another inspector. In May last year, Curt returned to Tanque Verde Home Inspections, eager to serve the community.



“REALTORS® GIVE US A CALL, AND WE HANDLE EVERYTHING FROM SEWER INSPECTIONS, IRRIGATION INSPECTIONS, MOLD TESTING, POOL INSPECTIONS, AND EVEN TERMITE INSPECTIONS. THEY DON'T HAVE TO COORDINATE FOUR TO FIVE SCHEDULES. CALL US AND IT'S DONE.



“Both have been great additions to the team,” raves Michael. “I couldn’t do the level of business and service without them.” The collaborative environment within the team ensures that each inspection is a collective effort to provide the best service possible.

ABOUT MICHAEL

A Tucson native, Michael grew up on the east side, followed by the Tanque Verde Valley and then the Foothills. He comments, “The Tanque Verde Valley has always been my favorite part of Tucson. I’ve moved away twice in my life. Once to join the Army and then 5 years in Miami Beach. Each time I was away, I missed Tucson and couldn’t wait to come back.”

As a kid, Michael admits he didn’t have much direction. He says, “My dad had always pushed me to study business, so after the Army, I got my Bachelor of Science in Marketing at the University of Arizona. Later I also got my MBA. I developed a passion for business. I grew two companies to be the leaders in their industries, but I wanted to have my own business.”

Owning his own business was a dream come true, especially with Michael’s technical side. He loves to solve problems as well as help people. Tanque Verde Home Inspections is the best of both worlds for this driven entrepreneur. A landlord and remodeler for his properties for more than a decade, Michael loves all aspects of real estate but found

that being a property inspector suits him best. “I like helping people fulfill their dreams of home ownership,” he says.

PERSONAL INTERESTS

When not working, you can find Michael savoring family time with his wife Beth and his daughter at their cabin on Mount Lemmon. He adds, “I love international travel. My personal goal in life is to experience every country in the world. I’m about a third of the way there. My first international business trip was to the UAE and India. Experiencing those countries firsthand made me want to travel to all of them.”

Tanque Verde Home Inspections is not just a business for Michael; it’s a platform to make a positive impact on people’s lives while continually exploring the boundaries of his own.

FINAL THOUGHTS

In closing, Michael Soulliard shares, “We really value the partnerships that we have with the agents that we work with and the vendors that we work with.”

Tanque Verde Home Inspections is not just a service provider; it’s a trusted partner in the real estate journey, dedicated to setting higher standards and ensuring peace of mind, one inspection at a time.

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ALEC BON

From Football Fields to For Sale Signs

Photography by Casey James | By Elizabeth McCabe

“Only the paranoid survive in real estate,” says REALTOR® Alec Bon at Tierra Antigua Realty. “It’s the people who are worried about their next check. It’s all about the hungry dog running faster.” As a 25-year-old real estate agent, Alec knows the importance of being hungry for his next deal.

“I’ve got no money coming in from a side hustle,” he admits. “For my Mom and I, this is our passion.” His mother, Mari Bon, is also a REALTOR® and Alec proudly followed in her footsteps.

Interestingly, real estate wasn’t initially on the radar for Alec. He was attending the University of Arizona getting his business degree in Management

Information Systems. “I didn’t get any joy out of what I was learning,” he admits. It wasn’t the first time that his plans had changed. Alec had high hopes of being a college football player, but that also came to a screeching halt.

After playing college football at a junior college for one season, he sustained a significant shoulder injury when he tore his labrum. He had a choice to make—either keep playing football and face a more significant surgery down the road or hang up his cleats. Alec chose the latter.

“I got surgery and transferred to the University of Arizona and struggled with finding my identity again,” he comments. “I was known to everyone as Alec Bon the football player, but when the doctor told

me I shouldn’t play football anymore, I was lost. It took me about 6 months to find myself again.” Real estate was the answer he was searching for.

A NEW IDENTITY

“I associate my football injury with how I have been successful in real estate,” says Alec. “It pushed me to do more.” Real estate also gave him a passion and a purpose to be his best.

After graduating college, Alec entered real estate with full steam ahead. He says, “Real estate wasn’t a Plan B for me. It was Plan A once I decided to do it. I didn’t apply for other jobs.” He went all in, under the direction of his mother.

She played a pivotal role in his startup. Alec emphasizes the importance of having a built-in mentor, acknowledging that his mother’s experience and support have been invaluable.

“Complacency is your number one enemy in this business,” Alec says, echoing his mother’s wisdom. The unpredictable nature of real estate keeps him on his toes, pushing him to think ahead and constantly seek new opportunities.

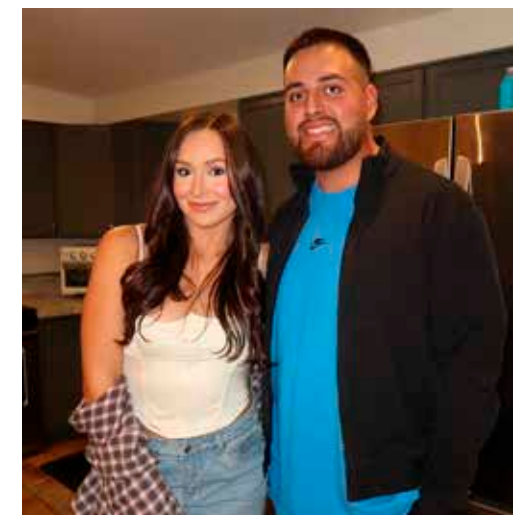
Alec got his real estate license at the young age of 22. “My Mom put me right into the fire,” he jokes. “To this day, I am still bouncing ideas off her. She has given me an edge over my peers who are my age.”

He has also helped his mother as well. “Earning a business degree was very beneficial,” he admits. “I know about financials, loans, and technology. I was able to streamline a lot of processes for my Mom.” What used to take an hour for her now takes 20 minutes.

FOOTBALL, FITNESS, AND FUN

When Alec isn’t working, he still loves football. You can find him catching this action-packed sport at Trident, where he loves to eat with friends and watch the game. He also likes coaching football at Salpointe Catholic High School.

“I started coaching in 2020 and I’m starting my fifth season this year. It’s been awesome. I love doing it,” he raves. Keeping active in the game that he has loved so much is priceless to this Top Producer.



Julianna and Alec

“*I associate my football injury with how I have been successful in real estate. It pushed me to do more.*”



“Football has given me so much with friends, memories, and experiences,” he says with pride.

“I get a lot of purpose too, watching players develop through the years. I recently had my first freshman team finish their senior season, which was very rewarding,” he candidly comments.

Coaching football at Salpointe is also a way to give back to the school that gave Alec so much. “It’s a tight-knit community,” he comments. “I like going back and seeing all the people that have impacted me over the years.”

Although his days as an offensive lineman are behind him, Alec continues to mold future players in the competitive sport of football. He will never forget winning his homecoming game his senior year. “It was a storybook kind of thing,” he reminisces.

In addition to coaching, Alec stays active in coaching CrossFit at his gym. He adds, “I also

volunteer for the Arizona Bowl, which is a non-profit college football game that takes place at the end of December.”

In his free time, you can find Alec with his longtime girlfriend Julianna, whom he has been dating since high school. He also enjoys traveling and seeing everything the world has to offer.

FINAL THOUGHTS

Alec wouldn’t be where he is today without the guidance of his mother. “I owe everything to her,” he raves. “It’s very easy in this job to take a day off, but my Mom is keen on the fact that you can’t do that in this business.”

Looking forward, Alec is putting the pedal to the metal in real estate. As he says, “Why not push the envelope as far as you can?” He’s always looking to the next month, securing more business, and seeking to be the best he can be. As he says, “Next month’s mentality is how we live.”

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Shahrzad MALEKPOUR

Determination and Heart.....

“Where are you? I don’t see you! Are you at the Tucson airport?”

Shahrzad Malekpour replied with humor, her tenacity shining through, “I see cactus. Where else could I be?” It turned out her fiancé, Jason, was simply at the wrong gate. With the small mix-up sorted, an adventure of a lifetime still lay ahead. Shar (nickname given to her by her in-laws) looked around and took in the Tucson landscape, “I was heartbroken to be so far away from my parents. Everything was new and unfamiliar.”

From Iran to the United States—from physics to real estate, Shar remained steadfast and resolute, consistently moving forward despite the obstacles. One would never guess that a game of Backgammon had changed her life course.

As a high school student, Shar fell in love with physics. “It’s the laws of the universe, and I was fascinated by it. I felt a connection immediately.” After high school graduation, she went to college with aspirations of becoming a physicist. While studying for her master’s degree, Shar relaxed by playing Backgammon online. One game was against a guy named Jason. It was a competitive game. “Jason asked to be added to my messenger list so we could play again when I was online.” Shar was hesitant, but it had been a fun game, so she agreed. The more games they played, the more they talked, and over the next 10 months a friendship developed.

Amid their budding romance and hopes to meet each other, 9/11 happened. “There was no way for me to get a visa to visit Jason in the United States, and vice versa, he couldn’t come to Iran.” Shar and Jason decided to meet in Dubai. When Jason purchased his ticket to Dubai, friends and family were concerned about the risks of traveling with the current political situation. As their long-distance relationship continued, they knew it wouldn’t be easy; but they were determined.

Eventually, Jason was able to get a visa and travel to Iran, “He got to meet my family, and he stole everyone’s heart. He left determined to marry me.” Shar shares with a smile. Once again, Dubai seemed to hold promise. “We thought we might be able to live in Dubai if Jason could get a job there.” It was a difficult job market, especially for an American citizen. It became clear they would need a new plan.

“After five and half years of going back and forth, we finally had the required paperwork. We got married in 2005, and I moved to Tucson. Jason and I could finally start our life together.” As she reminisces, she shares gratitude for Jason’s support. “He prepared me for what to expect in the United States. All of his efforts made the transition easier.”

The move to Tucson had taken her away from some of her family members while bringing her closer to others. Shar happily reunited with her aunt and cousin, who lived in California. Shar’s cousin, a lawyer, took the opportunity to talk with Shar about her future plans. “I had a master’s degree in physics, but it was going to be difficult to use that here. I was also determined to visit my parents every year. My cousin informed me that finding a job with ample time off would be hard. She suggested real estate.”

In February 2007, Shar received her real estate license just in time for the recession. “I learned real estate the hard way. I embarked on the journey from scratch; I had no established sphere of influence or potential referrals. It was challenging navigating the market during a period of economic downturn.” However, the experience she gained during that time benefits her clients today. “My dad always told me, ‘If it’s not dying, it’s solvable!’ Whenever something happens, I remember what he told me. I focus on finding the solution.”

Clients appreciate her hard work and dedication. For Shar, the best part is seeing the satisfaction in their expressions on closing day. “Seeing the happiness on their faces is priceless.” Shar continues, “I hope to be remembered as a trusted advisor and advocate for my clients, someone who went above and beyond to ensure their dreams in real estate were realized.”

As Shar reflects, she is grateful for the family and life she has created in Tucson. “Jason and I have been

“My dad always told me, ‘If it’s not dying, it’s solvable!’ Whenever something happens, I remember what he told me. I focus on finding the solution.”



married 18 years. We have a 12-year-old son, Jake, who has a knack for physics and math like me.” She chuckles and adds, “It makes for some engaging discussions and challenges in our house.” In their free time, they love to travel. “Traveling to new places brings life to my soul. I enjoy meeting new people and experiencing different cultures.”

The life Shar enjoys now would not have been possible without risk and hard work. As she always tells her son, “If it is to be, it is up to me.” Her determination and heart have helped her accomplish her dreams and continue to shine through in her daily life. She shares, “Trust your feelings. Make the most of every day; the days of our lives—happy or sad—are going by. It’s important to enjoy life, one step at a time!”



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A M A N D A C L A R K

***Focusing on
Opportunities not
Obstacles***

"Oh, hi there!" Amanda Clark greeted the king snake with surprising calm. She had just barely stepped over it as she backed out of the front door of her listing. "That is not how I would have responded!" the appraiser exclaimed with a laugh.



▶▶ featuring
By Kylea Bitoka
Photography by
Casey James

Amanda's perspective, fueled by her compassion and experience, gives her unique responses in the different situations she encounters as CEO and Team Lead of Clark & Company at Keller Williams Southern Arizona. Her honesty, integrity, and creativity shine through in each interaction.

As Amanda helped a mom and her daughter look for a house, she took time to understand the significance of the purchase. It was the beginning of a new chapter for them, they were excited about a fresh start. The deal almost fell through when they discovered the house needed a new roof. Recognizing how much was at stake for this family, Amanda stepped in with a creative solution, and her clients were able to close on the house.

Amanda shares, "I am thankful I have the opportunity to be involved in something that can change people's lives. Owning a home can change the trajectory of someone's life and their future generations. You operate differently when you see real estate as more than a financial transaction. It's not a deal; it's a person." Amanda continues, "Each one of my clients has a story, and I get to be a part of it."

When one of her buyer clients needed the postal address numbers to add up to a specific number, the primary bedroom on the southwest side of the house, and the front door to face north—Amanda remembered her grandma's advice. "She always said, 'Look for opportunities,

not obstacles. Most people focus on the reasons they can't do something instead of focusing on the reasons they can.'" When Amanda says she will exhaust all avenues to help her clients, it's not an exaggeration. "We were able to find a house that met all of the criteria." For her clients, it was an unforgettable moment. "My client invited me to the blessing ceremony for the house. It was so meaningful to be included."

Amanda explains what influenced her outlook on life. "My family moved around a lot as I was growing up. Also, my grandpa was very entrepreneurial, and my grandma was very driven." Their examples and encouragement made a lasting impression on Amanda. "My grandma pushed me to achieve my dreams. She believed that I could do it

if I wanted to do it." Amanda's grandma backed her belief in Amanda with actions. "She loaned us the down payment for our very first house. It helped us get started and laid the foundation for where we are now." Later, when Amanda was at a career crossroads, her grandma encouraged her to pursue real estate.

Amanda's interest in real estate was sparked when she worked at the front desk of Realty Executives. "I used to input all of the listings for agents, that was my first glimpse inside the world of real estate." Later, Amanda worked at First American Title. "When I worked in title/escrow, I learned so much about the contracts and financing process." After her son was born, Amanda stayed home to focus on her family. However, when they moved back to Tucson from Illinois she was ready to pursue a full-time career. "I knew I wanted to work in the real estate industry, but I didn't want to be stuck behind a desk all day." With the recent move, real estate school was not in the budget. "My grandma paid for me to go to real estate school. She told me, 'I know you will be great at this!' She gave me this opportunity, and I'm committed to making the most of it." Now, Amanda pays it forward as she advocates for her clients, cheers them on, and helps them achieve their homeownership goals. "I want to be remembered for helping. I am an introvert by nature, but I love to help others. Real estate gives me a purpose to reach out and an opportunity to help."



“

You operate differently when you see real estate as more than a financial transaction.

**IT'S NOT A DEAL;
IT'S A PERSON.**

Each one of my clients has a story, and I get to be a part of it.

Outside of real estate, Amanda's life is filled with family and fur babies. "My husband and I have two kids, five horses, and four dogs. One of our horses had a colt in January!" Amanda shares about their unique hobbies, "As a family, our kids didn't do traditional sports—horses and downhill aren't exactly the most risk-free activities, but I have never shied away from risks. I don't want my kids ruled by fear, either." Amanda's daughter, McKenna, participates in barrel racing and reigning, and has competed in horse shows around the Southwest. She also started a business buying yearlings, starting them, and selling them. Hunter, Amanda's son, loves mountain biking, both cross-country and downhill. He is currently studying business at the University of Arizona. "I am so proud of my kids! Both are braver than I am. I love that they are confident and secure enough to fail at something until they are good at it. I've always told them if you want to be good at something, it takes hard work."

Married for 22 years, Amanda and her husband just took their relationship to a new level when he joined her real estate team this past year. "My husband retired from Raytheon and became my director of operations. It's been an exciting transition." Looking back, Amanda is amazed at the journey, "From where I was when I started real estate to where we are now; it's incredible. The opportunities really are limitless."

TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
1	Kaukaha S Watanabe (22275) of eXp Realty (495203)	27.5	9,348,240	339,936
2	Don Vallee (13267) of Long Realty Company (52896)	5.5	7,170,000	1,303,636
3	Lisa M Bayless (22524) of Long Realty Company (16717)	11.0	7,162,300	651,118
4	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	17.5	5,945,615	339,749
5	Peter Deluca (9105) of Long Realty Company (52896)	5.0	5,800,000	1,160,000
6	Russell P Long (1193) of Long Realty Company (52896)	4.0	4,802,500	1,200,625
7	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	7.5	4,701,000	626,800
8	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	13.0	4,584,200	352,631
9	Brittany Palma (32760) of 1st Heritage Realty (133)	6.0	4,165,680	694,280
10	Marsee Wilhems (16298) of eXp Realty (495201)	10.0	3,853,300	385,330
11	Faith F Canale (14296) of Realty Executives Arizona Territory (4983)	2.0	3,800,000	1,900,000
12	Bradley Wachs (27802) of Long Realty Company (16706)	1.0	3,715,000	3,715,000
13	Jose Campillo (32992) of Tierra Antigua Realty (2866)	12.0	3,519,500	293,292
14	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	7.0	3,428,250	489,750
15	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	5.0	3,360,000	672,000
16	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	7.0	3,087,000	441,000
17	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	7.5	3,012,687	401,692
18	David R Henry (3307) of Long Realty Company (16706)	2.0	3,009,033	1,504,516
19	Patricia Mary Nyberg (55960) of Realty One Group Integrity (51535)	2.0	3,000,000	1,500,000
20	Tom Peckham (7785) of Long Realty Company (16706)	5.0	2,969,066	593,813
21	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	6.0	2,905,400	484,233
22	Erick Quintero (37533) of Tierra Antigua Realty (286606)	8.5	2,885,900	339,518
23	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	7.0	2,829,640	404,234
24	Jim Jacobs (7140) of Long Realty Company (16706)	3.0	2,822,500	940,833
25	Lisa Korpi (16056) of Long Realty Company (16727)	6.0	2,818,300	469,717
26	Kelly Merritt (39319) of Realty One Group Integrity (51535)	5.0	2,770,000	554,000
27	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	5.0	2,628,000	525,600
28	Joshua Waggoner (14045) of Long Realty Company (16706)	2.0	2,595,000	1,297,500
29	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	3.0	2,405,000	801,667
30	Jocelyne Eva Egan (33306) of Realty Executives Arizona Territory (4983)	2.0	2,400,000	1,200,000
31	Sofia Gil (1420209) of Realty Executives AZ Territory (498303)	7.5	2,399,500	319,933
32	Martin Ryan (35633) of First United Realty, Inc (5764)	2.0	2,295,000	1,147,500
33	Christopher L Craven (15778) of Realty Executives Arizona Terr (498306)	4.0	2,254,990	563,748

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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
34	Kyle Mokhtarian (17381) of KMS Realty (51920)	8.0	2,247,500	280,938
35	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	4.0	2,213,000	553,250
36	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	2.0	2,200,000	1,100,000
37	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	3.5	2,142,000	612,000
38	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	2.0	2,106,000	1,053,000
39	Kraig E Schneider (10186) of Berkshire Hathaway HomeServices Arizona Properties (356307)	1.0	2,100,000	2,100,000
40	Darren Jones (28326) of RE/MAX Professionals (538102)	1.0	2,100,000	2,100,000
41	Karen Harris (36560) of United Real Estate Specialists (5947)	2.5	2,050,421	820,168
42	Brooke K. Dray (35703) of 1st Heritage Realty (13301)	1.5	2,050,000	1,366,667
43	Maria R Anemone (5134) of Long Realty Company (16727)	2.0	2,030,000	1,015,000
44	Suzanne Corona (11830) of Long Realty Company (16717)	1.0	1,995,000	1,995,000
45	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	4.0	1,962,000	490,500
46	Frank Torrez (16282) of Realty One Group Integrity (53005)	3.0	1,956,300	652,100
47	Aric M Mokhtarian (19336) of KMS Realty (51920)	5.5	1,924,000	349,818
48	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	4.0	1,915,700	478,925
49	Kathy D O'Brien (10820) of Sonoita Realty (2383)	3.0	1,862,691	620,897
50	Sonya M. Lucero (27425) of Realty Executives Arizona Terr (498306)	3.0	1,843,000	614,333
51	Eliza Landon Dray (37458) of Tierra Antigua Realty (2866)	4.5	1,828,270	406,282
52	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	5.0	1,825,500	365,100
53	Javier Olono (38753) of Realty Executives Arizona Territory (498312)	4.5	1,793,500	398,556
54	Tori Marshall (35657) of Coldwell Banker Realty (70207)	2.0	1,769,033	884,516
55	Danny A Roth (6204) of OMNI Homes International (5791)	6.0	1,760,000	293,333
56	Rebecca Maher (11616) of Long Realty Company (16719)	2.0	1,750,000	875,000
57	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	4.0	1,743,000	435,750
58	Tom Ebenhack (26304) of Long Realty Company (16706)	4.0	1,741,335	435,334
59	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	6.5	1,734,110	266,786
60	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	6.0	1,730,610	288,435
61	Leslie Heros (17827) of Long Realty Company (16706)	2.0	1,723,700	861,850
62	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	6.0	1,683,095	280,516
63	Michelle Metcalf (1420854) of Re/Max Signature (5271801)	5.5	1,671,000	303,818
64	Sherry E Ulasien (31569) of Long Realty Company (16727)	1.5	1,664,950	1,109,967
65	Thomas C. Gist (35865) of Tierra Antigua Realty (286606)	3.0	1,660,000	553,333
66	Johanna Rhodes (12767) of Keller Williams Southern Arizona (478313)	3.5	1,655,500	473,000

TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
67	Paula Williams (10840) of Long Realty Company (16706)	3.0	1,633,000	544,333
68	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	3.0	1,615,000	538,333
69	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	5.5	1,608,500	292,455
70	Diane Aune (9903) of Tierra Antigua Realty (2866)	1.0	1,600,000	1,600,000
71	Charlyne Barkley-Romero (61596) of eXp Realty (495205)	1.0	1,600,000	1,600,000
72	Alicia Girard (31626) of Long Realty Company (16717)	2.0	1,600,000	800,000
73	Staci Klaus (37121) of SaddleBrooke Development Co (4898)	2.0	1,590,120	795,060
74	Helen W F Graham (55628) of Long Realty Company (16728)	3.0	1,582,000	527,333
75	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	4.0	1,572,990	393,248
76	Oscar J Ramirez (5010) of Long Realty Company (16727)	1.0	1,570,000	1,570,000
77	Kemena Rene Duany (37934) of My Home Group (427514)	2.0	1,555,000	777,500
78	Brenda O'Brien (11918) of Long Realty Company (16717)	3.0	1,540,000	513,333
79	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	3.0	1,531,000	510,333
80	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	1.5	1,520,000	1,013,333
81	John DeLalla (58262) of Tierra Antigua Realty (286601)	4.0	1,517,700	379,425
82	Louis Parrish (6411) of United Real Estate Specialists (5947)	1.5	1,498,705	999,137
83	Ruben Moreno (55082) of Coldwell Banker Realty (702)	6.0	1,486,400	247,733



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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
84	Christopher R Smith (22150) of Keller Williams Southern Arizona (478313) and 1 prior office	2.0	1,475,000	737,500
85	Judy S Ibrado (27978) of Long Realty Company (16727)	4.0	1,451,000	362,750
86	Renee Powers (12832) of Tierra Antigua Realty (2866)	1.0	1,450,000	1,450,000
87	Mason Martinez (60183) of eXp Realty (52964)	2.5	1,437,500	575,000
88	Susan M Nelson (14476) of Realty Executives Arizona Territory (4983)	3.0	1,431,990	477,330
89	Sherry Ethell (39565) of Long Realty Company (16721)	4.0	1,411,000	352,750
90	Matthieu C Smith (32859) of Long Realty Company (16706)	2.5	1,408,750	563,500
91	Laurie Hassey (11711) of Long Realty Company (16731)	2.0	1,406,000	703,000
92	Lori C Mares (19448) of Long Realty Company (16719)	5.0	1,400,290	280,058
93	Deanna Jeanie Anaya (6284) of Realty Executives Arizona Territory (4983)	3.5	1,392,500	397,857
94	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	4.0	1,371,900	342,975
95	Wanda Fudge (28579) of Long Realty Company (16728)	2.0	1,370,000	685,000
96	Phil Le Peau (39491) of OMNI Homes International (5791)	5.0	1,367,000	273,400
97	Rebecca Ann Crane (32933) of Real Broker AZ, LLC (52446)	3.5	1,347,250	384,929
98	Michael Gebhart (11003) of Realty Executives Arizona Territory (498312)	3.0	1,337,000	445,667
99	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	1.5	1,335,000	890,000
100	Brandon Michael Lopez (63467) of Long Realty Company (16728) and 1 prior office	0.5	1,325,000	2,650,000

Rank	Name	Sides	Volume	Average
101	Anna Cuevas-Blue (15919) of Real Broker AZ, LLC (5244603)	3.0	1,322,000	440,667
102	David K Guthrie (19180) of Long Realty Company (16706)	4.0	1,316,900	329,225
103	Luis Lamadrid (18158) of OMNI Homes International (5791)	4.5	1,313,950	291,989
104	Kelly A. Miller (29942) of Realty Executives Arizona Terr (498306)	2.5	1,299,687	519,875
105	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	5.5	1,299,000	236,182
106	Tracy Wood (36252) of Coldwell Banker Realty (70202)	2.0	1,295,000	647,500
107	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	4.0	1,293,000	323,250
108	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313)	4.0	1,292,750	323,188
109	Nick Labriola (27326) of Tierra Antigua Realty (286601)	2.0	1,292,000	646,000
110	Scott Autenreith (38748) of Keller Williams Southern Arizona (478309)	5.0	1,284,650	256,930
111	Dottie May (25551) of Long Realty Company (16728)	2.5	1,282,250	512,900
112	Margaret E. Nicholson (27112) of Long Realty Company (16728)	2.5	1,282,250	512,900
113	David Urbaniak (14957) of Keller Williams Southern Arizona (478313)	4.0	1,276,000	319,000
114	Sue Hill (5815) of Long Realty Company (16706)	1.0	1,265,000	1,265,000
115	Mary Vierthaler (12199) of Long Realty Company (52896)	2.0	1,265,000	632,500
116	Lisette C Wells-Makovic (21792) of Redfin (477801)	3.0	1,260,000	420,000
117	Leslie B Brown (35667) of Oracle Land & Homes (875)	2.0	1,254,900	627,450
118	Tyler Lopez (29866) of Long Realty Company (16719)	4.5	1,248,870	277,527
119	Mary H Gordon (764) of Long Realty Company (52896)	2.0	1,245,000	622,500
120	Patricia Martin (32574) of Tierra Antigua Realty (2866)	4.0	1,242,000	310,500
121	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313)	3.0	1,240,990	413,663
122	Barbara J Stewart (18983) of Coldwell Banker Realty (70207)	2.5	1,235,000	494,000
123	Cathrine L Donau (142000057) of Long Realty -Green Valley (16716)	3.0	1,234,000	411,333
124	Ricardo J Coppel (11178) of Long Realty Company (52896)	2.0	1,232,500	616,250
125	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	4.0	1,220,000	305,000
126	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	2.5	1,219,200	487,680
127	Judith Yazzie (61443) of Realty One Group Integrity (51535)	2.0	1,213,500	606,750
128	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	2.0	1,213,500	606,750
129	Carmen Calvillo (35504) of Keller Williams Southern Arizona (478310)	3.5	1,212,700	346,486
130	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	3.0	1,197,820	399,273
131	Denice Osbourne (10387) of Long Realty Company (52896)	2.0	1,190,000	595,000
132	Cyndi Luhtala (16528) of Tierra Antigua Realty (286607)	2.0	1,190,000	595,000
133	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	2.0	1,175,035	587,518
134	Mitchell Beals (38930) of Tierra Antigua Realty (286612)	4.0	1,165,000	291,250



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Rank	Name	Sides	Volume	Average
135	Amy Perez (56580) of RE/MAX Excalibur Realty (453501)	1.5	1,162,342	774,895
136	Tara Finch (53921) of Haymore Real Estate, LLC (391901)	5.5	1,153,500	209,727
137	Sean Kurtis Geary (613179) of Realty Executive Arizona Territory (498315)	3.0	1,152,500	384,167
138	Nancy Nhu Ho (35602) of Realty Executives Arizona Terr (498306)	3.5	1,152,500	329,286
139	Hadley Castaneda (31226) of Tierra Antigua Realty (286606)	2.0	1,152,000	576,000
140	Carol Elaine Mulholland (53783) of Oracle Land & Homes (875)	3.0	1,150,500	383,500
141	Tim S Harris (2378) of Long Realty Company (52896)	3.0	1,147,000	382,333
142	Sue Brooks (25916) of Long Realty Company (16706)	2.5	1,137,500	455,000
143	Veronica Lynne Vondrak (32963) of Realty Executives Arizona Terr (498306)	1.0	1,125,000	1,125,000
144	Carol S Blankenbaker (15910) of NextHome Complete Realty (DBA) (51224)	1.0	1,125,000	1,125,000
145	Heidi M Baldwin (4228) of Tierra Antigua Realty (2866)	2.0	1,120,000	560,000
146	Carlos Hernandez (53622) of Carlos Felipe Hernandez (51588)	2.0	1,115,000	557,500
147	Gerardo I Acosta (58411) of Real Broker AZ, LLC (52446)	2.0	1,100,000	550,000
148	Janis D Hastreiter (858) of Long Realty Company (16706)	1.5	1,091,250	727,500
149	Kandy J Walsh (2134) of Long Realty Company (16706)	1.5	1,091,250	727,500
150	Marcela Esquer (53985) of Tierra Antigua Realty (286606)	2.0	1,090,000	545,000

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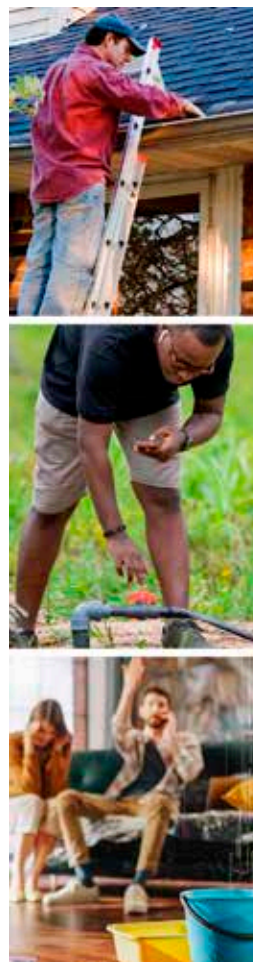
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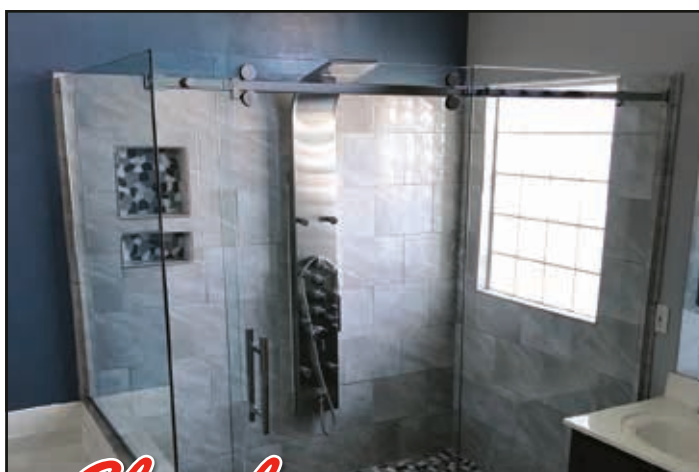


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