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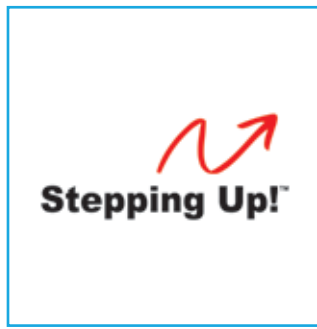
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The Steamy Concepts logo, which includes a stylized steam iron icon above the text "STEAMY CONCEPTS".

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A SENSIBLE SOLUTION FOR REAL ESTATE AGENTS SEEKING RETIREMENT

After a successful real estate career in Tucson, Liz found herself at a crossroads. For years, she had built a reputation as the go-to person for all things real estate in the desert city. However, amidst the scorching Arizona sun, Liz yearned for a change of scenery. Her heart was set on the rugged beauty of Colorado, where majestic mountains and crisp alpine air beckoned her to start anew. With pine-scented forests and snow-capped peaks, she wanted to embark on a new journey.

Originally, she was going to shut down her business in Arizona and move to Colorado. That's before she found Stepping Up!. Why step away from your business when

you can Step Up? This innovative business model, started 10 years ago by Tom Ebenhack, was the answer for Liz.

Liz was able to continue to generate income in Arizona while she launched her Colorado business. Team Lead Adrian Alejandro at Stepping Up! explains, "She transitioned to our team at the beginning of the year." Not only did Liz save her current clients by continuing her existing business, but she is also continuing to make money.

Adrian works alongside Leah Reeder, who is also a Team Lead at Stepping Up!. Together, they work at The RA Home Team with Long Realty Company, one

of the six Stepping Up! Teams in Southern Arizona.

A HEARTFELT NEED

The idea for Stepping Up! came to Tom a decade ago. When an agent named Sherie wanted to retire, she tried to sell her business. The best offer that she received was \$15,000. Instead of settling, Sherie and Tom started Stepping Up!.

"Ten years later, Sherie has made hundreds of thousands of dollars," says Adrian. She has increased her earnings exponentially. This business simply made sense for her and her clients. By maximizing her earnings while decreasing the amount of work she had to do, Sherie enjoyed "retirement" while still earning income.

A SIMPLE PROCESS

Sound complicated? It isn't. Tom explains, "We offer exit strategies for REALTORS®, retirement options, and business options. We coach agents in their exit options and mentor them as desired."

Agents contact Stepping Up! and hire a team to help them with their clients. The agents act as the new Client Engagement Director. Team Leads take care of day-to-day operations while the agent oversees the process as much as desired, checking in with the clients to make sure that they are having an exceptional experience.

Communication streamlines the process, ensuring that clients understand the role of the REALTOR®. Adrian and Leah and their respective teams take care of the details, including showings, property inspections, answering questions, and more.

"It's up to the Referring Agent as to how much they are going to be involved," explains Adrian. Agents make a referral fee for every single transaction. "If that person refers someone to the team, it's based on a tiered system. Whether or not the real estate agent has met the client, they still get the referral fee."

Agents are also kept in the loop regarding each client so they can oversee the process from start to finish.

A SENSIBLE SOLUTION

Stepping Up! simply makes sense and has been the answer for many agents, including those who desire to travel, are looking for a much-needed break from real estate, or simply want to spend more time with their families. Don't stretch yourself too thin in today's hustle and bustle culture.

How long is your string? How far away from your business does it allow you to go? Take time to relax and unwind, see

Europe on your schedule, spend quality time with the grandchildren, or just get some needed "me" time. All while still producing income with Stepping Up!. Stepping Up! is the answer to retirement, which can be a sensitive issue. Fortunately, real estate agents can have a completely confidential conversation with any of the professionals at Stepping Up! Learn what they have to offer and have all your questions answered.

With Stepping Up!, our Team Leads can onboard clients for agents who want to step away from the business for a while. "We can then export their clients and give them back when they're ready again," explains Adrian. Hitting pause for a reset can be essential for driven agents. Burnout in the real estate industry is real. That's where Stepping Up! is happy to help.

"Leah and I love being part of Stepping Up!" says Adrian. "It's an option we can get behind and are passionate about. There is nothing out there like it." Let's face the facts. "There aren't a lot of options when it comes to exit strategies," points out Adrian. "No one talks about real estate exit strategies. There are no retirement plans or 401Ks. People don't give it any thought until they are ready to leave the business."

ABOUT ADRIAN AND LEAH

In addition to Adrian and Leah, there are three additional agents who serve the Tucson and Sierra Vista area, as well as a licensed administrator and a marketing person. Adrian and Leah, who are brother and sister, describe themselves as yin and yang.

"We have very different personalities," says Adrian. However, they do have the same level of values and a solid work ethic. "We do whatever it takes to get the job done." Leah has been in real estate for 10 years and Adrian has been in real estate for 7 years. They are both passionate about their profession.

Before real estate, Leah was a

"DON'T STRETCH YOURSELF TOO THIN IN TODAY'S HUSTLE & BUSTLE CULTURE."

Department of Defense contractor and taught soldiers how to fly unmanned aerial aircraft. She then developed curriculum at a community college. "She and her husband thought they were moving up north and Leah wanted to transition into a role where she could start doing something now and take it with her when she left. She landed in real estate." This career suited her personality and her love for people.

"I was in the restaurant industry before real estate for 15 years," explains Adrian. "I ended up studying accounting and finance and working for an investment bank for a little while." When he wanted to come back to Southern Arizona, he started looking at the local job market. Leah said, "What do you think of doing real estate?" Adrian launched his own independent business in Tucson, while Leah had her own real estate business in Sierra Vista. "About two years later, we created our own team." With their attention to detail, systems in place, and organization, they cater to their clients. They excel in real estate and have helped countless agents through Stepping Up!.

FOR MORE INFORMATION

Life is too short to retire without a plan or postpone vacation because you have too many clients. Let Stepping Up! help you to reset, recharge or retire.

Contact Tom Ebenhack with Stepping Up! at (520) 425-6052, or Leah and Adrian at (520) 222-7443. They all would be delighted to help you.



▶ agent on fire

Photography by Jacquelynn Buck
By Elizabeth McCabe

Adena Gauthier

CELEBRATING
MOTHERHOOD

“So what did you decide?” The question by a head nurse took Adena Gauthier by surprise. At 41 years old and pregnant, she had to make a critical decision after her baby’s heart rate dropped. Should she deliver her baby by C-section or wait to see how things went overnight?

“Everyone said it was better to keep him inside of me,” she says. However, if he was in distress, he would have to come out in 6 ½ minutes in an emergency situation. This wasn’t a decision that Adena wanted to make. “This is the life of my child, not a transaction,” the REALTOR® reasoned.

Following the encouragement of her husband, she decided to have her baby by an emergency C-section. “Instantly, he cried, and my whole world was complete. It was the last puzzle piece of my life that I needed and wanted.” After spending a week, in the NICU, her son was ready to come home. “He’s been strong and growing ever since,” smiles Adena.

“He has taught me to love God more deeply, to laugh uncontrollably, and not to take yourself so seriously,” she shares. Other life lessons include not

taking today for granted and looking to the lighter side of all situations.

This dedicated mother loves her three children dearly. “I had my daughter Mackenzie when I was single and 28.” She recalls that it was her daughter who taught her to never give up, that if you want it badly enough, you can have it. Twelve years later, she had her son, completing her family. “Being a mother is my lifeline,” she explains. When Adena was a child, all she wanted to be when she grew up was a mother.

Adena gushes when she talks about the blessing of becoming a stepmom to her oldest son when she married her husband. “Cody is my son; he is intellectual, kind, loyal, and hard-working.” They enjoy cooking and gardening together, but it is their deep conversations she loves the most.

“Through your children, you can see yourself,” she explains. “Their successes and failures are yours too.” When her daughter got her heart broken, Adena cried as well. Her children mean the world to her, so she feels honored that Mother’s Day and her birthday coincide in the same week.

Adena’s clients are equally important. “My clients become my friends and my family,” she shares. “I care about them deeply.” Adena, an Arizona native, has always been in sales and business development.

Rising in Real Estate

“I had considered real estate in my late 20s, but I never could figure out how to be a single mom and live 100% commission-based,” she explains. After finishing college as an adult at the age of 30, she immediately got into business development for assisted living, memory care living, pharmaceutical sales, and behavioral health hospital development. Adena spent an extensive amount of time as a Vice President in home health and hospice.

“I left the healthcare field in 2017 when I could no longer accept the corporate push leading to compromised care for financial gain,” she explains. Adena got her real estate license in 2017 and started in real estate the following year. Now she hangs her license with Tierra Antigua and loves what she does.

From left to right:
Maddux, Mackenzie,
Adena, Rich, Cody

BEING A MOTHER IS MY LIFELINE.



When Adena was a child, all she wanted to be when she grew up was a mother.

Her desire to “do it all” stems from her childhood days. “I can recall a very heated conversation with my mom when I was about five years old. I wanted to go to two of my friends’ birthday parties which were at the same time. She explained that it was impossible and made me choose one. I wasn’t old enough to articulate that I wanted to spend a little time at each party.”

Today, Adena wishes she could clone herself. She jokes, “If I could have two of me, I would choose to work 24/7. (Yes, I love real estate that much.) Then I would have one of me to spend time with my family.” She adds, “Oh wait. I need another half of me so I can have some time to care for myself!”

Family + Fun

When not showing homes, it’s all about family time for Adena. She met her husband, Richie, at the Sports Park while playing volleyball. “I always said that I was going to meet my husband there,” she says. “I manifested it. He had me from hello...no joke.” From that moment on, they’ve always been a happy couple. Just six short months after meeting, they were married and are still holding strong after 21 years of marriage. “The impact he has had on my life cannot be measured,” she smiles.

Richie has taught her the appreciation of camping, the joy of motorcycle riding (as a passenger), and how to appreciate the small things in life. “He brought balance, consistency, and non-judgmental, never-wavering love. He is my greatest cheerleader and my deepest confidant.”

Adena is proud to be the mother of three children, her first biological child Mackenzie Gauthier (28), Maddux Gauthier (15), and her stepson Cody Gauthier (29).

To relax, Adena likes entertaining in her yard, barbecuing, and going to the lake. Watching her youngest son play football IS priceless to her.

Final Thoughts

As we celebrate Mother’s Day, let us honor remarkable women like Adena Gauthier, whose strength, love, and compassion light up the world around them, leaving a lasting impact on all who have the privilege of knowing them.

Currently, she is passionate about helping buyers and sellers understand how to navigate the market after incredibly low interest rates and current low inventory. Not one to shirk away from a challenge, Adena sees education as the answer for her clients.

To this Top Producer, it’s all about relationships. Adena caters to her clients, listens to their wants, and helps them find the home of their dreams. She explains, “Relationships are the most important thing. No matter how small or big the need, acts of service toward others are my love language.”

Striking A Balance

With a bustling career, Adena struggles to find a work-life balance. She comments, “I want to do everything—all the time—for everyone, but there is only one of me. I am not always successful; more often than not, work wins over my personal life.”

“I believe education on our current market and the options of how to buy or sell are opportunities for me to uncover buyers’ and sellers’ wants, needs, obstacles, and concerns, and then overcome those obstacles,” she shares.

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TOAST TO THE TOP 500

CHARITY OF CHOICE EVENT

EVENT RECAP



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That is what we do best and it has been our joy.

Tucson Real Producers' "Toast to the Top 500 - Charity of Choice Event" was a huge gathering of generous REALTORS® and our partners. The room was buzzing with laughter, anticipation, and lots of connecting. 2023 welcomed 161 new agents into the top 500 and so many came even though it was raining, hailing, and snowing in some parts of the city! They were excited to be a part of our community, many for the very first time.

Together we collected \$4000 in donations to bless 2 chosen charities. We are so very thankful to all who donated! Amazingly 65 nonprofits were represented by all who registered. Congrats

to the 2 agents who were chosen to bless their charity!

Krystine Eppley nominated Tucson REALTORS® Charitable Foundation and Tana Lopez chose Angel Charity for Children, Inc. Amazingly both are super involved in their organization. Tana is the Capital Campaign & Underwriting Chair for Angel Charity and Krystine is the president of the TRCF!

We loved giving several other nonprofits a chance to join us to learn more about how they impact Tucson's community. I am You 360, Assistant League of Tucson, Youth On Their Own & Tucson Realtors Charitable Foundation were there to share. And they won - how cool is that!!

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be inspired

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EYES ON THE HORIZON

“Rosie, you were always the squeaky wheel,” her mother told her as a child growing up in the ‘80s. Before sports season was even over, Rosie had her eyes on what was next. Her inquisitive nature, coupled with her drive and determination, was evident at an early age. “As a young child, I was in gymnastics, dance, the swim team, the diving team, as well as played softball, volleyball, and basketball,” she recalls. With four siblings, Rosie got the attention that she desired as the “squeaky wheel.” She knew what she wanted, even as a child. Growing up in the ‘80s, Rosie Garcia has fond memories of Cabbage Patch Kids, MTV Music, Pac-Man, and Rubik’s Cubes.

However, Rosie always had her eye on the horizon, seeing more for herself. She took the same approach to her career. She started her career in the mortgage industry when her sons were young.

“My schedule back then was more of a standard schedule. It required me to primarily be at the office,” she says. Her children were 7 and 11 and wanted to play school sports and club ball. Rosie longed for flexibility. “I wanted to accommodate their practice and game schedules.” Drawing from her childhood days with her “hands-on” Mom, Rosie saw herself in the same role.

“I wasn’t ready to leave mortgages,” she admits. “It made more sense to switch to the other side and help people find their dream homes.” With 18 years of mortgage lending experience, she is a wealth of knowledge for her clients. “I have helped a lot

of first-time homebuyers get into their first home by structuring their finances and finding them a home.” She also has strong negotiation skills.

ROAD TO REAL ESTATE

“I started my real estate career in 2013,” she shares. Best of all, she was knowledgeable about the process, so the transition to real estate came naturally. Starting with Tierra Antigua Realty, Rosie had 16 transactions in her first year. “I also did loan modifications and was very familiar with the mortgage servicing litigation process,” she says. “That experience helped me handle quite a few short sales my first year,” she smiles. “It was a good year!”

When Curt Stinson of Engel & Völkers Tucson asked her to work for them, Rosie said yes. The rest is history. “It was a great thing that this happened to me,” she says with a heart of gratitude. “I was always intrigued by Curt’s success within our local Tucson real estate industry. I was eager to grow with him and share

his success. Engel & Völkers was also a great global brand.” It also has a wonderful location.

“Our shop is on the second floor of La Encantada, an outdoor shopping mall featuring two levels of luxury and specialty retail stores, plus restaurants,” explains Rosie. “We meet parents who are dropping off their children at their dorms and always looking for second homes. We also meet many visitors who are escaping from colder climates and are here to embrace our warmer weather.” The very location of the brokerage has helped her business grow.

“Everything fell into place,” says Rosie. She was also able to expand her business, adding commercial property to her services offered. As a result, Rosie has grown stronger in negotiations and developed thick skin. No stranger to adversity, Rosie also has thicker skin because of the obstacles that she has overcome in life.



AN INSPIRING JOURNEY

Amid Rosie's flourishing career, life threw her a curveball: a diagnosis of cancer on June 14, 2014. Rosie found herself confronting a battle that would test her resolve, resilience, and the very essence of her being.

Her boys were 8 and 12 years old at the time. "As you can imagine, I felt that my time with them on Earth had just begun. I consider myself a strong human, although I quickly realized I needed help and could not do it alone. My family and I united as one and with our diligence and most importantly strong faith, we beat it! Overcoming this disease inevitably put life into perspective for me. It strengthened and humbled me and I am forever grateful for life every day." Rosie wouldn't be here today without her kids. "They are my motivation, my reason, and my why," she shares. Her relentless nature was impressive. "I had major surgery in July 2014. Just a year and a half after getting my license, I was in my hospital bed writing contracts." With her stellar work ethic and giving 110 percent of herself to her clients, Rosie is a fighter.

FOCUSED ON FAMILY

When not making clients' dreams come true, Rosie savors precious moments with her family. Her spouse, Mark, a certified real estate appraiser, and their two sons, Matthew (23) and Isaac (18). Rosie also has one stepson named Daniel (31), who rounds out this tight-knit family.

Matthew attends college and has begun working as an entrepreneur in photography and videography. Isaac is a freshman at W.P. Carey School of Business—Arizona State University, where he is a fraternity member. Daniel has a heart of service and served our nation with a four-year term in the Army. Currently, he works in the civilian workforce.

To relax, Rosie and her family like taking fishing trips on their boat to Arizona lakes, dining together, and trying new places to eat. Rosie also loves hot yoga because of its physical, mental, and emotional benefits. She also loves to cook. "I love it more when people tell me they like my food," she laughs.

A social butterfly, Rosie likes to meet new people. She is also actively involved in the community. She shares, "I also enjoy coordinating events, from a



OVERCOMING THIS DISEASE INEVITABLY PUT LIFE INTO PERSPECTIVE FOR ME.

IT STRENGTHENED & HUMBLLED ME & I AM FOREVER GRATEFUL FOR LIFE EVERY DAY.

small to large scale. We host an annual gala at Engel & Völkers Tucson and I am part of the committee. I volunteer my time for our client appreciation night."

MAKING A DIFFERENCE

In reflecting upon her career, Rosie knows that her work ethic has made her who she is today. She holds the words of

Kobe Bryant true to her heart, "You have to work hard in the dark to shine in the light." Now Rosie is shining bright, inspiring others with her journey. From mortgages to real estate, Rosie's journey is a testament to the transformative power of chasing one's dreams and turning them into reality.



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STACEY BELL

Stress-free is more than a motto with Stacey Bell. It is something she lives. With a foundation in yoga and meditation and a passion for helping others, real estate has proven to be a perfect fit.

“Why are you calling me? I can’t help you.” Stunned by her real estate agent’s response, Stacey Bell hung up the phone. She had just moved from Michigan to Arizona only to discover her newly purchased home had major issues. Having been in Arizona less than 24 hours, Stacey called her real estate agent for help. “When he answered he asked me, ‘Why are you calling me?’ Then, he told me there wasn’t anything he could do.” Stacey later discovered that the inspector who completed the home inspection was not an actual inspector, just a friend of the agent. When it came time to sell that home, she chose a different agent, but the experience was not any better. “I was venting to my husband, Shane, about the experiences, and he encouraged me to get my license. I’ve always been passionate about helping people; I saw the potential to do that through real estate.”

Before her move to Arizona, Stacey owned one of the top yoga studios in the Detroit area. Stacey discovered the beauty of the southwest when she flew out for a yoga workshop. “It was December, and the weather was amazing.” Stacey was in awe, “I couldn’t believe there was a place where you could hike in a t-shirt in the middle of winter. I came home to frigid temperatures and a car covered in snow.

I decided to move.” Family and friends were shocked by Stacey’s decision. “Everyone told me you can’t do that. You have a successful business; why would you leave and start over?” However, Stacey looked at the situation differently, her perspective shaped by her yoga practice.

Stacey’s health and fitness journey started when she injured her shoulder and wrist. She was working 12-hour days as a hairstylist and studying sign language. Due to overuse and injury, she lost the use of her right arm. Stacey wasn’t satisfied with the doctor’s answers so she started looking for alternative ways to heal her body and get stronger. In that process, she discovered bodybuilding, yoga, and energy medicine.

▶ featuring

By Kylea Bitoka
Photography by
Casey James

MINDFULNESS

IN REAL ESTATE



LONG REALTY

“

ALWAYS DO MORE THAN EXPECTED... THERE IS ALWAYS SOMETHING YOU CAN DO TO MAKE EVERY SITUATION BETTER.

Stacey dove into yoga, traditional Chinese medicine, and Reiki training to understand how and why it helped. “Yoga shaped my perspective. I don’t do yoga, I became yoga. It influences everything I do.” Through yoga, Stacey learned how to center herself in the present, that each moment holds unique beauty and an opportunity to learn—it’s just a matter of perspective. “Rather than looking for meaning in something, we get to bring meaning to all the things we do.”

Stacey wanted to share the information that had helped change her life with others. She became a certified yoga instructor and also offers CranioSacral therapy and Reiki. “I wanted to help everyone feel better no matter what was wrong.”

FAST FORWARD

For Stacey, selling her successful yoga studio and moving to Arizona wasn’t a loss; it was an opportunity to grow. She was ready for her next adventure.

Through her negative real estate experience, Stacey found a new purpose. “I became an agent because I didn’t want people to go through what I went through.” As a REALTOR® with Long Realty, Stacey utilizes the skills she learned through yoga to help her clients. “It’s very normal for me to show clients things that make them feel better while on showings or listing appointments. As a yoga teacher and personal trainer, I want to help people have ease in their body and movement.”

Stacey measures her success not by sales numbers, but by the number of people she has helped. “When I close my eyes at night, I want to know that I did everything I could to help everyone I came in contact with throughout my day.” She and her husband have cleaned out many homes for clients who were unable to do so. Stacey often tells her sellers to “leave anything they don’t want or need and I will take care of it.” She feels that “anything related to selling, or buying, a home is her responsibility.” Stacey is willing to help with anything needed to assist her clients. Stacey shares her golden nugget of wisdom, “Always do more than expected... There is always something you can do to make every situation better.”

Stacey lives that out each day. Whether in her professional or personal life, Stacey is all in. “I love what I am doing. I want to spend my time helping my clients. I don’t believe in building a life that you need a vacation from.” Stacey recharges through yoga, meditation, and working out. “If it involves movement, I am in! I love working out, whether it’s kickboxing, lifting weights,

running, cycling, rowing, or hiking.” Stacey also enjoys pursuing creative ventures with Shane. “He’s a university professor and the most creative person I know.” Making soap, restoring furniture, or renovating houses are just a few of the ways Stacey and Shane bring their creativity to life.

Her success is reflective of the fact that Stacey chooses to focus on the experiences, not the numbers. “The key to life and relationships are the experiences. No one will remember all the details of what happened, but everyone will remember how they felt. Everyone wants to be treated well, honest, fair, and be heard. Everything I have done, in one way or another, has been in service of helping someone find their joy.”



Stacey teaching yoga in Peru



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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
1	Kaukaha S Watanabe (22275) of eXp Realty (495203)	98	31,549,520	321,934
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	79.5	27,840,765	350,198
3	Lisa M Bayless (22524) of Long Realty Company (16717)	46	26,216,474	569,923
4	Jessica Bonn (37158) of Long Realty Company (52896)	5	18,952,694	3,790,539
5	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	29	16,892,912	582,514
6	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	14	16,824,824	1,201,773
7	Joshua Waggoner (14045) of Long Realty Company (16706)	10	15,221,775	1,522,178
8	Marsee Wilhems (16298) of eXp Realty (495201)	46	15,164,685	329,667
9	Kyle Mokhtarian (17381) of KMS Realty (51920)	31.5	14,725,700	467,483
10	Sandra M Northcutt (18950) of Long Realty Company (16727)	16	12,604,990	787,812
11	Gary P Brasher (80408123) of Russ Lyon Sotheby's Internatio (472205)	27	12,567,102	465,448
12	Don Vallee (13267) of Long Realty Company (52896)	14.5	12,083,750	833,362
13	Suzanne Corona (11830) of Long Realty Company (16717)	8	11,969,610	1,496,201
14	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	26.5	11,354,995	428,490
15	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	31.5	11,068,900	351,394
16	Peter Deluca (9105) of Long Realty Company (52896)	12	11,018,300	918,192
17	McKenna St. Onge (31758) of Gray St. Onge (52154)	8	10,642,627	1,330,328
18	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	23	10,493,750	456,250
19	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	7	10,480,000	1,497,143
20	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	21	10,091,050	480,526
21	Jameson Gray (14214) of Gray St. Onge (52154)	7	9,982,627	1,426,090
22	Jose Campillo (32992) of Tierra Antigua Realty (2866)	33.5	9,779,668	291,930
23	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	21.5	9,447,687	439,427
24	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	19	9,267,500	487,763
25	Russell P Long (1193) of Long Realty Company (52896)	9	9,253,500	1,028,167
26	Denice Osbourne (10387) of Long Realty Company (52896)	14	9,208,191	657,728
27	Helen W F Graham (55628) of Long Realty Company (16728)	14	8,808,000	629,143
28	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	27.5	8,458,480	307,581
29	Jim Jacobs (7140) of Long Realty Company (16706)	10	8,288,000	828,800
30	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	9	8,262,815	918,091
31	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	21.5	8,188,000	380,837
32	Tom Ebenhack (26304) of Long Realty Company (16706)	15	7,906,235	527,082
33	Danny A Roth (6204) of OMNI Homes International (5791)	21.5	7,515,470	349,557

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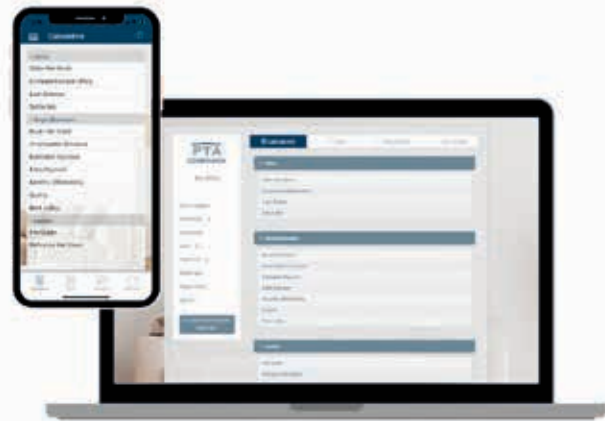
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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
34	Brittany Palma (32760) of 1st Heritage Realty (133)	13	7,414,680	570,360
35	Sofia Gil (1420209) of Realty Executives AZ Territory (498303)	23.5	7,264,490	309,127
36	Tammy F Barney (626724) of Richmond American Homes of AZ (186501)	17	7,235,810	425,636
37	Jocelyne Eva Egan (33306) of Realty Executives Arizona Territory (4983)	6.5	7,119,750	1,095,346
38	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	21	7,105,220	338,344
39	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	21	7,099,700	338,081
40	Anthony D Schaefer (31073) of Long Realty Company (52896)	12	7,042,110	586,842
41	Lisa Korpi (16056) of Long Realty Company (16727)	14	7,024,927	501,780
42	Calvin Case (13173) of OMNI Homes International (5791)	13.5	6,931,050	513,411
43	Rebecca Ann Crane (32933) of Real Broker (52446)	14	6,876,950	491,211
44	Sherri Vis (54719) of Redfin (477801)	14	6,549,825	467,845
45	Denise Newton (7833) of Realty Executives Arizona Terr (498306)	13	6,503,000	500,231
46	Louis Parrish (6411) of United Real Estate Specialists (5947)	8.5	6,393,420	752,167
47	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	18	6,372,000	354,000
48	Michelle Metcalf (1420854) of Re/Max Signature (5271801)	17	6,278,950	369,350
49	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	16	6,267,650	391,728
50	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	10	6,184,500	618,450
51	John E Billings (17459) of Long Realty Company (16717)	12	6,078,785	506,565
52	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	18	6,074,825	337,490
53	Brenda O'Brien (11918) of Long Realty Company (16717)	11	5,914,000	537,636
54	Angela Tennison (15175) of Long Realty Company (16719)	7	5,906,000	843,714
55	Donna M Singleton (57788) of Engel & Volkers Tucson (51620)	4	5,905,000	1,476,250
56	Lonnie Williams (61428) of Redfin (477801)	14	5,658,000	404,143
57	Erick Quintero (37533) of Tierra Antigua Realty (286606)	18.5	5,571,900	301,184
58	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	11	5,538,808	503,528
59	Anthony T Payne (52878) of OMNI Homes International (5791)	14	5,519,045	394,218
60	Nick K Manning (20102) of Tierra Antigua Realty (286607)	10.5	5,482,350	522,129
61	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	4.5	5,447,500	1,210,556
62	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	18	5,438,750	302,153
63	Sue Brooks (25916) of Long Realty Company (16706)	10	5,382,386	538,239
64	Tyler Lopez (29866) of Long Realty Company (16719)	14.5	5,350,630	369,009
65	Christina Esala (27596) of Tierra Antigua Realty (286607)	20	5,346,065	267,303
66	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	11.5	5,343,400	464,643

TOP 150 STANDINGS • BY VOLUME

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Rank	Name	Sides	Volume	Average
67	Kelli S Atkisson (65592) of Tierra Antigua Realty (286610)	10.5	5,268,200	501,733
68	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	13	5,266,692	405,130
69	Tracy Wood (36252) of Coldwell Banker Realty (70202)	10	5,158,536	515,854
70	Lisette C Wells-Makovic (21792) of Redfin (477801)	11	5,109,990	464,545
71	Leslie Heros (17827) of Long Realty Company (16706)	5	5,088,700	1,017,740
72	Jim Storey (27624) of Long Realty Company (16706)	7	5,085,615	726,516
73	Paula Williams (10840) of Long Realty Company (16706)	7.5	5,076,340	676,845
74	Paula J MacRae (11157) of OMNI Homes International (5791)	7.5	5,073,500	676,467
75	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	7.5	5,021,500	669,533
76	Kimberly Mihalka (38675) of Realty Executives Arizona Terr (498306)	10	4,915,720	491,572
77	Jeffrey M Ell (19955) of eXp Realty (495211)	10	4,864,250	486,425
78	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	12	4,829,200	402,433
79	Patricia Sable (27022) of Long Realty Company (16706)	4.5	4,826,650	1,072,589
80	Heather L Arnaud (32186) of Realty Executives Arizona Terr (498306)	8.5	4,818,250	566,853
81	Stephen Woodall (27353) of Long Realty Company (16717)	5	4,783,000	956,600
82	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	4.5	4,763,738	1,058,608
83	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310) and 1prior office	3	4,725,000	1,575,000
84	Brent R Brzuchalski (142000868) of Coldwell Banker Realty (70204)	14	4,706,000	336,143
85	Lori C Mares (19448) of Long Realty Company (16719)	13.5	4,590,530	340,039
86	Bradley Wachs (27802) of Long Realty Company (16706)	2.5	4,582,500	1,833,000
87	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	9	4,571,005	507,889
88	Madeline E Friedman (1735) of Long Realty Company (16719)	10.5	4,452,400	424,038
89	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	14.5	4,370,240	301,396
90	Bill Anderson (4505) of Tucson Golf Estates (3384)	3	4,340,000	1,446,667
91	Tim S Harris (2378) of Long Realty Company (52896)	7	4,331,000	618,714
92	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	8	4,330,000	541,250
93	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313)	11.5	4,287,350	372,813
94	Tom Peckham (7785) of Long Realty Company (16706)	8	4,283,066	535,383
95	Maria R Anemone (5134) of Long Realty Company (16727)	3	4,271,134	1,423,711
96	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038)	2	4,270,000	2,135,000
97	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	7	4,239,025	605,575
98	Staci Klaus (37121) of SaddleBrooke Development Co (4898)	5.5	4,134,919	751,803
99	Barbara C Bardach (17751) of Long Realty Company (16717)	3	4,085,000	1,361,667
100	Hollis H Angus (58314) of Redfin (477801)	12	4,074,000	339,500

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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
101	Marina Mayhew (27576) of Long Realty Company (16706)	6	4,024,000	670,667
102	Roberta Paley (38947) of OMNI Homes International (5791)	6	4,003,000	667,167
103	Jenni T Morrison (4744) of Long Realty Company (52896)	5.5	3,988,969	725,267
104	Randy Scott Maier (55918) of OMNI Homes International (5791)	8	3,980,500	497,562
105	Martha F Staten (25526) of Long Realty Company (16717)	5	3,945,036	789,007
106	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	7	3,916,320	559,474
107	David R Henry (3307) of Long Realty Company (16706)	3	3,908,033	1,302,678
108	Lucia Maria Robinson (55954) of Coldwell Banker Realty (70207) and 1 prior office	8.5	3,906,049	459,535
109	Heather Shallenberger (10179) of Long Realty Company (16717)	8.5	3,885,440	457,111
110	Jenifer A. Jankowski (52926) of Long Realty Company (16717)	6	3,828,500	638,083
111	Nara Brown (13112) of Long Realty Company (16717)	8	3,816,900	477,112
112	Faith F Canale (14296) of Realty Executives Arizona Territory (4983)	2	3,800,000	1,900,000
113	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (702)	6	3,776,000	629,333
114	Laurie Hassey (11711) of Long Realty Company (16731)	6	3,758,000	626,333
115	Anne Ranek (39879) of Tierra Antigua Realty (286606)	6	3,739,025	623,171
116	Melissa Henderson (17221) of Russ Lyon Sotheby's International Realty -472203	2	3,737,500	1,868,750
117	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	9	3,716,900	412,989

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Rank	Name	Sides	Volume	Average
118	Gina F McGlamery (8760) of Long Realty Company (16706)	5	3,716,450	743,290
119	Kelly Merritt (39319) of BIG REALTY Solutions, LLC (53879) and 1 prior office	7	3,642,000	520,286
120	Helen Curtis (15010) of OMNI Homes International (5791)	8	3,636,425	454,553
121	Joel T Pielemeier (31300) of Long Realty Company (16719)	8.5	3,601,070	423,655
122	Tori Marshall (35657) of Coldwell Banker Realty (70207)	6	3,585,033	597,506
123	Amanda L Hess (32511) of Long Realty Company (52896)	6.5	3,554,100	546,785
124	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	6	3,550,000	591,667
125	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313)	9.5	3,542,740	372,920
126	Jeffrey Schuchart (52452) of Long Realty Company (16717)	4	3,527,000	881,750
127	Frank Torrez (16282) of Realty One Group Integrity (53005)	7	3,526,299	503,757
128	Susan White (35138) of Long Realty Company (52896)	4	3,505,000	876,250
129	Alicia Girard (31626) of Long Realty Company (16717)	5	3,496,000	699,200
130	Judy S Ibrado (27978) of Long Realty Company (16727)	8	3,466,000	433,250
131	Leslie B Brown (35667) of Oracle Land & Homes (875)	5.5	3,453,610	627,929
132	Kraig E Schneider (10186) of Berkshire Hathaway HomeServices Arizona Properties (356307)	5	3,446,490	689,298
133	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	11.5	3,439,105	299,053
134	Mason Martinez (60183) of eXp Realty (52964)	7.5	3,412,185	454,958

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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
135	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	5	3,380,000	676,000
136	Rebecca Maher (11616) of Long Realty Company (16719)	5	3,362,000	672,400
137	Alec J Castaneda (57337) of Coldwell Banker Realty (70202)	8	3,360,311	420,039
138	Kay L Quatraro (25255) of Great Southwest Realty (2128)	3.5	3,330,000	951,429
139	Steven McCay Williams (39333) of 1st Heritage Realty (13301)	2	3,300,000	1,650,000
140	Aric M Mokhtarian (19336) of KMS Realty (51920)	10.5	3,287,000	313,048
141	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313)	12.5	3,274,500	261,960
142	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	9.5	3,249,650	342,068
143	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	5	3,227,500	645,500
144	Matthieu C Smith (32859) of Long Realty Company (16706)	5.5	3,226,750	586,682
145	Ellen Wenju Zhu (20499) of Tierra Antigua Realty (2866)	7	3,207,230	458,176
146	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	8	3,195,208	399,401
147	David J Masterson (142000790) of Tierra Antigua Realty (286610)	8	3,160,400	395,050
148	Todd Helmick (38566) of Tierra Antigua Realty (286607)	5	3,149,000	629,800
149	Iris Pasos (38869) of Tierra Antigua Realty (286610)	7	3,143,000	449,000
150	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	7	3,141,609	448,801

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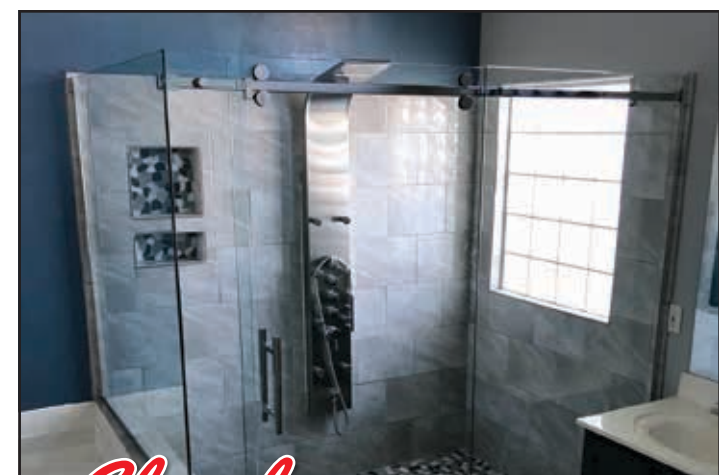


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