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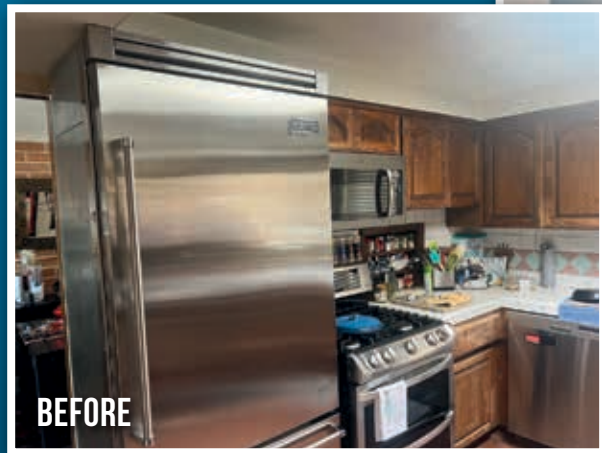
PARTNER SPOTLIGHT:

Time-Maid
Stepping Up!
Ask A Partner

FEATURING **ELIZA**
LANDON DRAY

Photography by Jacquelynn Buck

NOVEMBER 2024



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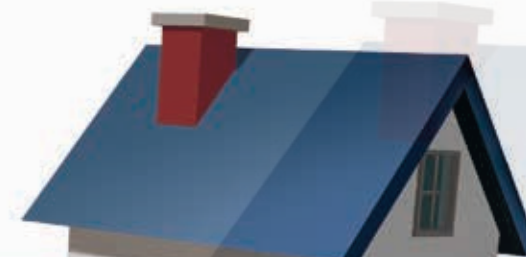


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INSTAGRAM

Time-Maid

Photography by Casey James
By Elizabeth McCabe

CLEANING THAT SAVES YOU TIME!



“I always wanted to be in the military,” says Misael Avalos, reflecting on a childhood dream sparked by a poster that hung on his bedroom wall. The image of Navy SEALs, camouflaged and ready for a mission, inspired both him and a friend to pursue careers in the military.

After graduating high school, Misael and his friend entered the Marine Corps, eager to make their dream a reality. After serving in the infantry on Active Duty from 2007-2011, Misael went into the Reserves for four years. “We wanted to replicate that picture as much as possible,” he says.

This experience shaped him. “I learned that core values are important for becoming the man I strive to be.” Faith, integrity, and honesty became the bedrock of my life.

After his years of service, Misael attended the University of Phoenix and entered into sales. “I worked in sales, from selling phones to selling solar, going door to door. That’s where the desire to have my own business ignited. In 2017, I decided to join the cleaning industry,” he comments.

The Birth of a Business

Time-Maid got started in 2018, which was inspired by his mother. “My Mom had been cleaning for 39 years and was a single mother for 31 years,” says Misael. “She raised me and my sister, who has special

wanted to start a business but didn’t know how or what. I turned 30 on December 3, 2017, and was a grown man sleeping on my mother’s couch.” He knew things needed to change.

“I didn’t feel like I was responsible to guide my family and protect them as best as I could,” he says. One day, his mother came home, exhausted from a grueling workday. His mother asked him, “Have you eaten lunch?”

“It hit me like a train in the face,” he says. “What am I doing to provide value to my family? It triggered something.” With that, Misael became a man of action. He asked his mom what would happen to her clients if she was no longer there.

“They would go somewhere else,” she replied.

“Doesn’t that hurt you?” asked Misael.

“Yeah, but people don’t want to work these days,” she said.

“What if I take over your clients, hire people, and get more clients?” asked Misael. He felt a fire inside of him. “Every day after that conversation, I worked 12-18 hours for two years. I became obsessed with wanting to retire my mom and change the trajectory of my family.”

Full Steam Ahead

Misael hired a dedicated team of professionals and cleaned for four years. “Even on Sundays,” he says. “I was relentless.” Fast forward to today, and Misael has seven employees and 130 clients. “Mom got to retire in two years,” he says proudly.

Time-Maid has built its business, one satisfied client at a time, as a residential and commercial cleaning company. “We specialize in recurring services—weekly, bi-weekly, or every four as a residential and commercial cleaning company, one satisfied client at a time,” he says. Recurring clients benefit from memberships, which include

“

I learned that core values are important for becoming the man I strive to be.

Faith, integrity, and honesty became the bedrock of my life.

At 29, Misael returned to his mother’s house to save money. “I was broke, and I didn’t have a career. I didn’t have any vision of what I wanted to do. I knew I

extra services for birthdays and quarterly services to enhance typical cleanings.

“We offer move-ins and move-outs for residential cleaning,” explains Misael. “We also have one-time services as well as partial services.” Post-construction cleaning is also available.

A Time Saver

“Our overall goal is to provide people more time to spend with their family,” says Misael. REALTORS® can be more efficient and present their listings in pristine condition. Having Time-Maid clean is a time saver.

“I love what I do because it helps others,” says Misael. Limiting stress in people’s lives is what it is all about. “Your home will smell good, look good, and feel good,” he points out.

Recently, Time-Maid also started helping cancer patients through Cleaning For A Reason. “We are excited to give back to the community and be there for them during this tough time,” he says. “It touches my heart.”

Family First

When Misael isn’t working, he’s a dedicated dad. “I love to golf and spend time with my daughter and my family,” he shares. He also likes vacationing with family and friends.

“My mom loves to give back to cities in Mexico that are in need by collecting backpacks and school supplies,” he says. “Best of all, I love that my mom makes a difference in people’s lives.”

For More Information

From serving in the Marine Corps to starting his own business, Misael is an inspiration. He’s living his best life helping others through Time-Maid.

For more information, check out time-maid.com or call 520-999-0630.



“
We are excited to give back to the community and be there for them during this tough time.”



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Mark & Annie

GATHMANN

Whatever It Takes

“I was teaching social studies, and Annie was teaching English right across the hallway from my classroom. Piñon is a small community, and the school is the heart of it all,” Mark recalls with a smile.

Mark reminisces about those early days, “Eventually I became the athletic director, my favorite job before becoming a REALTOR®. It was hard work, and it was magical. We got to be a part of something special, especially when our girls’ volleyball team won the state championship for the first time. Seeing kids work hard and succeed was incredible, and it’s the same feeling we get when our real estate clients achieve their dreams.”

This sense of dedication and commitment to others’ success laid the foundation for Mark and Annie’s journey into real estate. Today, they are the heart and soul behind this husband and wife duo at Long Realty, where their passion for helping others shines just as brightly as it did in their teaching days.

From Classrooms to Closings

Mark and Annie’s transition from education to real estate wasn’t just a career change; it was a natural extension of their shared values. Mark, with a Master’s in Athletic Administration from Concordia University at Irvine and a Bachelor’s from Indiana University, spent 13 years shaping young minds, while Annie, with a Bachelor’s degree from Fort Lewis College in Durango, Colorado, dedicated 11 years to teaching.

In the remote stretches of the Navajo Reservation, with only three dusty roads crisscrossing the landscape, two young teachers found each other and a shared passion for making a difference.

In 2021, Mark took a leap into real estate, driven by a love for homes and the desire to be his own boss. A year later, Annie joined him, and the Gathmann Team was born. Together, they’ve built a thriving business with no intention of slowing down.

“Teaching was an amazing job, but I reached a point where I wanted more control over my time,” Annie explains. “I wanted to work hard and be in charge of my day.”

“The harder we work, the luckier we get,” Mark says with a grin. “That’s why we hustle every day—because we know that a little bit of luck can go a long way.”

A Partnership Built on Trust

What truly sets the Gathmanns apart is their unwavering commitment to their clients, whom they treat like family. This philosophy is at the heart of everything they do, whether it’s helping a client clean their pool or staying in touch long after the deal is done. “Many of our clients become friends,” Mark says. “And that makes our work so much more rewarding.”

Their approach is refreshingly laid-back yet deeply committed. “Our motto is, ‘Your timeline is our timeline,’” Mark shares. “We’re in it for the long haul, not just until closing, but beyond—wherever your journey takes you.”

Integrity is the cornerstone of their partnership. Mark is the outgoing face of the business, the one who effortlessly connects with clients and makes them feel at home. “Mark has the personality,” Annie says with a laugh.

Living and Working as a Team

Somehow, the Gathmanns have found a way to blend their work and personal lives seamlessly. “It’s 24-7,” Annie admits. “We try to turn it off at home, but it’s hard because we love what we do. Real estate is our passion, and it’s easy to stay motivated when you’re doing something you love.”

When the Gathmanns are not looking for properties for their clients or dreaming up what’s next for their business, Mark enjoys golfing and softball, while Annie enjoys swimming and yoga. Together they love tennis, camping, hiking, and discovering new destinations.

“This country is a beautiful place to explore, and road trips are our jam!” Annie says with a smile. They also enjoy spending time with family in Southwest Colorado and Indiana and recently returned from a road trip discovering New Mexico.



‘Your timeline is our timeline.’ We’re in it for the long haul, not just until closing, but beyond—wherever your journey takes you.

In Tucson, they have a few favorite spots: Saffron, Jojo’s while waiting for a table at El Charro, and a new gem, The Bashful Bandit BBQ. Giving back to the community is also important to them. Through their brokerage’s Long Cares Foundation and their office initiative Long Loves Literature, they participate in various local charities and events, Annie volunteers at a middle school and enjoys visits with the elderly.

As they look to the future, the Gathmanns are focused on maintaining their momentum and continuing to provide exceptional service. Mark is aiming to obtain his associate broker license, and Annie is working on her Accredited Buyer Representative (ABR) designation.

Mark and Annie agree: “We love what we do and we want to keep helping our clients while forming new relationships. The finish line keeps moving, yet we want to appreciate all the blessings we have been given.”



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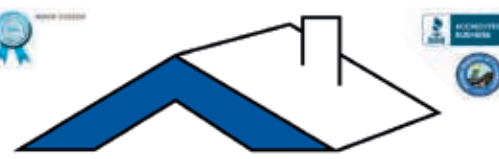
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Powerhouse Contributor

Written by Jess Wellar | Photography by Casey James

“We are in a customer service industry and the by-product is that we sell homes while helping people accomplish their goals,” Brandon Weinstein readily points out. “I always come from a place of contribution and value.”

As a top-producing REALTOR® at Keller Williams Southern Arizona and a driving force within the Stratton Real Estate Group, it’s hard to believe Brandon has only been in the business for four years. A true team player, Brandon has rapidly risen through the ranks, making a name for himself while simultaneously stepping up to mentor and guide others on his team.

THE SALES PIVOT

Born and raised in Gilbert, and calling Tucson home for the past 15 years, Brandon is a proud native Arizonan. He spent years honing his skills in sales, learning the ins and outs of customer service, and always putting clients first. Brandon’s venture into real estate began in March 2020 when the pandemic turned the world upside down.

After being laid off from his sales management position of seven years, Brandon faced a turning point. But instead of seeing it as a setback, he viewed it as an opportunity.

“Real estate was a natural transition from my sales job,” Brandon reflects. “Sales are all the same, the product is just different. I’ve always been customer-forward and focused on building those relationships to deliver results, so I had the right mindset. However, shifting from an employee to a business owner mentality was one of the biggest challenges I faced,” he continues. “When you work for a company for so long, you are building their business, not your own. But when you start to build your own business, that’s where exponential growth starts to happen.”

BUILDING SUCCESS TOGETHER

Now entering his fifth year in the business, Brandon has made impressive strides, closing \$9 million in sales last year alone and achieving a career sales volume of over \$40 million thus far. However, Brandon doesn’t attribute his success solely to his own efforts. He’s quick to credit the incredible support system provided by his team and the hard-working admin at Stratton Real Estate Group, where the culture is one of collaboration, growth, and mutual respect.

“Our team is amazing from the top down,” Brandon declares. “Our owners, Pete Peterson and Angie Kuzma, lead by example and provide a place for others to learn and grow personally and professionally. The culture here is a great fit for me. The systems and models in place allow me to focus on my business while leveraging the support of the team,” he adds. “It’s an environment that builds you up and encourages collaboration at all levels.”

Brandon’s role on the team has evolved over the past few years to include assisting newer agents, a responsibility he readily welcomes. “We’ve started running teams within the team, to be a support system for new agents and to help them grow,” Brandon explains. “Now, I have a small team of agents that I’m helping to mentor and I find it incredibly rewarding.”

Brandon deeply values the opportunity to give back and help others find their own path to success. “Being on a team has absolutely contributed to my success as a REALTOR®,” he affirms. “It’s allowed me to spin up faster, and now I’m able to pass that knowledge on to others.”

RELATIONSHIPS FIRST

His fierce commitment to placing reputation and relationships above revenue



**WINNERS ARE NOT PEOPLE WHO NEVER FAIL,
THEY ARE PEOPLE WHO NEVER QUIT.**

- EDWIN LOUIS COLE



sets Brandon apart in the real estate industry. This approach has not only earned Brandon the trust and loyalty of his clients but has also positioned him as a leader within his team.

His philosophy is simple: when you prioritize people, the results naturally follow. “It’s about more than just selling houses,” Brandon points out. “It’s about helping people accomplish their goals while creating lasting relationships.”

This focus on connections is also evident in the way Brandon interacts with his team. By creating a supportive and collaborative environment, he’s fostering a culture where everyone is encouraged to grow and succeed together. “We’re all about building each other up,” Brandon shares. “That’s what makes our team so special.”

BEYOND THE OFFICE

When Brandon isn’t busy helping clients and mentoring teammates, he’s at home with his wonderful wife, Mitchel, and their three children. Their eldest son, Bronson, will turn eight this December, and their boy/girl twins, Mila and Brody, will be three.

“My wife is an amazing stay-at-home mom and wife and she allows me to do what I do,” Brandon beams. “She’s incredibly supportive and I am forever grateful for her.”

Family time is a priority for Brandon, whether they’re enjoying a meal together at PY Steakhouse—his favorite spot in Tucson—or cheering on the Dallas Cowboys and Phoenix Suns. The family also includes their playful two-year-old yellow lab, Nala, who’s very much a part of the Weinstein brood.

In his off hours, Brandon has a passion for golf, watching sports, traveling, and discovering new food spots. He’s also a passionate bourbon collector and connoisseur, with a collection that’s been growing for the past five years.

Giving back to the community is another important aspect of Brandon’s life. Through his team, he supports the Stratton Ovarian Cancer Foundation. It’s all part of his broader goal of living a life of contribution, both personally and professionally.

As for the future, Brandon aims to continue building a life that allows him to be present for his family, create wealth, and enjoy an overall higher quality of life.

“Real estate allows me the opportunity to be present where my feet are at,” he concludes. “I put my clients’ needs first and treat them like family. Helping people accomplish their life goals—that’s what it’s all about.”



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What Are My Options?

Thinking about leaving your business? Be careful, many options sound good but lead to failure. But the good news is that some Exit Strategies do work well! We've been studying Exit Strategies for more than ten years; we know what works and what doesn't. But the only one that matters is what works for you!

Sell your book of business - This comes to mind first for most REALTORS®. However, this is your worst option. One of our Referring Agents had a very nice six-figure income from her business and wanted to get out. She received two offers for her book of business; the higher was \$15,000. Ridiculous! What was her business worth without

her? **Your name is your business.** Your clients know and trust you. They're not going to someone else because you sold your name to them. Everyone has another friend who's a REALTOR® just like you, and they'll go to them first. That's why this agent got such a low offer, her business without her isn't worth much. So, what do you do?

Partner up - That can work, but you better choose the right partner. Don't choose someone who doesn't already have an established business; they're not successful. But if you choose an agent who has a successful business like yours, they may already be maxed out. How are they going to add your business to theirs and keep their head above water? When push comes to shove, they're going

With **Stepping Up!**, you have a team that takes care of all that for you, and yet you still get the earnings!

to take care of their customers first because they've been doing that for years. Years ago, Sherie gave her California business to a friend who could carry the load, and Sherie moved to Tucson to start a new business. Her friend was out of business in six months, and all her clients were left out in the cold. And, of course, there was no residual income for Sherie! All those years of building were gone in a flash!

Family member - In our opinion, this is the absolute best option - IF! The IF is extremely important. IF your family member can handle the business, IF they have a relationship with your clients. IF they want to be in your business long-term. But here's the thing: it's a family member, and so many don't work out. Your child, sibling, or whoever may not have the same ambition and business sense as you. But still, you may have to give it a try. Go ahead, just have your Plan-B in place long before you make the transition. This can save grief and embarrassment for you and your successor. Read on to discover the right Plan-B.

Referral Agency - Another option. Does it work? Lots of agents go there! The biggest problem we've witnessed is that your book of business, your sphere ... your business, dies out in one to two years max. Sometimes, as quickly as six months! You're not marketing, you're not working it, you're not involved at all. Your people see this as strictly a referral. They know they're not getting your attention. It's a short-term option that will quickly lead to the end of your business, with no one to take care of the valued clients you've nurtured for the past many years. Not the best option.

So what do you do? How can you safely and effectively transition your business in such a manner that it will continue to produce for you for years to come and care for your clients the way you have? Your clients have learned to trust you over the years and appreciate the value that you bring.

Finally, a solution!

Stepping Up! - We've developed a business model that does just that. The key to our success, which can be your success, is that with our system, we care for all your clients continually and don't overwhelm the next agent by the addition of your sphere into theirs. Your people know and trust you, and they want to continue that relationship. How do we keep you in front of them yet still give your time

back to you? That's the secret sauce of Stepping Up! It's what makes us different than any other partnership we've ever seen. We do the grunt work, and you get the glory! It has proven over many years to be an outstanding system. We have helped more than 50 Arizona agents exit their business and yet keep the income flowing. And we can do it for you!

I was an airline pilot in a previous career and was on my last flight, my retirement flight, descending into Dallas-Fort Worth. It was 10 minutes from landing that a thought hit me, "I've been a pilot for most of my life, in 10 minutes, I'm done, I'm not going to be that anymore. I have to reinvent myself!" Being an airline pilot was a lot like a REALTOR® socially. When I went to parties, the first thing most people asked me was, "Hey, what about ... (an incident in aviation)?" But now I wouldn't be able to do that anymore. When I became a REALTOR®, I found it very similar. Now the question is, "How's the market?" Funny, I went from one career to another with very similar questions! However, this career is one I don't ever have to leave. With Stepping Up! I can retain my identity for as long as I keep my license active. You can do the same! You don't have to work the business yourself. You don't have to do the paperwork. You don't have to do the showings. You can take your vacation without a computer.

With Stepping Up!, you have a team that takes care of all that for you, and yet you still get the earnings! Our passion at Stepping Up! is to see REALTORS® not walk away from the fabulous business they've spent their life building. You deserve more than that!

Talk to us, CONFIDENTIALLY, of course, we have answers. Our unique business model can serve your needs. You can still be a REALTOR® without all the frustrations of forms, changes, and commitments. Best of all, you still keep your clients! Give us a call, it's free, and we can help. No matter what direction you choose to go, you'll gain from the knowledge we've picked up over the years. Make smart choices!



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▶▶ featuring

Eliza

LANDON DRAY

I got into this business because I love houses and I felt I could positively impact people's lives," says REALTOR® Eliza Landon Dray. A natural connector, Eliza is also passionate about people.

"I enjoy connecting with people no matter how many years go by," she says. "One woman met me in 2018 at an open house. She called me in January 2020 and was surprised that I remembered that she owned a knitting store. She said, 'How do you know that?' I rarely forget anyone that I meet. I helped them sell their house which belonged to architect Kirby Lockhart." Eliza helped them again in purchasing another home. That's how she has built her business, one relationship at a time.

If Eliza had a superpower, it would be her penchant for details. "I have a strong memory for a lot of little things that has proven itself to be very helpful," she candidly comments. "My brain works intuitively to understand what a house needs and how my client can relate to a house and optimize it. It's connecting with people and helping them in turn, connect to a house that has brought me an unexpected career in real estate."

Eliza, founder of The Solstice Real Estate Group with Tierra Antigua, isn't your typical REALTOR®. With a background in architectural history

and a deep love for Tucson's historic homes, Eliza has turned a career in design into an extraordinary real estate business.

FROM OHIO TO THE OLD PUEBLO
Eliza arrived in Tucson in 2000 when she moved from a small town in Ohio to attend the University of Arizona. She earned a BFA degree in Architecture and Art History and began her career as a design assistant at an architecture firm, but something was missing.

"I loved old houses," Eliza recalls, "but we were doing new construction. It just wasn't what I was passionate about." After working in that field for a few years, she transitioned to start her own design firm, where she consulted on remodeling projects for older homes.

Her design firm clients soon began asking for more: they needed someone to sell the houses she had helped to remodel. "They wanted someone who could advocate for the value of the work done in their homes," she explains, which naturally led her into real estate. By 2016, Eliza had her



The Solstice Real Estate Group and Tangent Design Studio:
Seated, Eliza Dray and her husband Ian Kelly (Licensed Contractor). Back row from left: Gabriela Seward (REALTOR®), Rachel Spears (Operations & Marketing), Daniel Poreda (Assoc. Broker), Mariah Rogers (REALTOR®)



Understanding period styles and architecture allows me to be more sensitive when preparing houses to sell. I work to understand the demographic of the buyer and how a house can stand out.

real estate license, and her design clients began to evolve into real estate clients. Her unique expertise—knowing how to help a house reach its full potential—set her apart.

“I knew these neighborhoods, the styles of the houses, and how they could be transformed,” she says. Her design background, combined with her knowledge of Tucson’s historic homes, gave her a rare perspective in the real estate world.

DESIGN MEETS REAL ESTATE

Eliza’s expertise goes beyond selling homes; she brings an architectural eye to every listing. “Understanding period styles and architecture allows me to be more sensitive when preparing houses to sell,” she explains. “I work to understand the demographic of the buyer, and how a house can stand out from the comps.” Eliza and her team stage many of their listings using sophisticated period-appropriate furnishings. They own a commercial building filled with mid-century antiques, adding a special touch that differentiates their listings.

“We’re very specific,” she says of their staging approach. “A lot of staging is done with simple, versatile pieces, but we gravitate toward furnishings that honor the house’s style.” This attention to detail often results in listings selling for more—proof of her dedication to presenting homes in the best light possible.

BALANCING FAMILY AND BUSINESS

Real estate isn’t just a job for Eliza; it’s a way of life. Along with her husband, Ian, she has built a rental portfolio of numerous historic properties, including an 8-plex, over the last several years. “We’ve always been house-obsessed,” she admits with a laugh. Managing these properties, along with running a successful

real estate business, keeps her busy. But family remains her top priority. “I have two middle-school-aged children, Edith, 13, and Eames, 10, and they’re my number one focus,” Eliza says. “My husband is incredibly supportive—he’s not an agent, but he’s the master facilitator.” With grandparents and family in town, Tucson has become home.

Their family enjoys spending time together at volleyball and baseball games, theater performances, and in the great outdoors. They also share a

love for travel, visiting countries like Scotland, France, Spain, and Japan over the past two years. “We travel out of the country because our kids are at the perfect ages to enjoy food, art, and diverse cultures,” Eliza says. Their next destinations? Belgium and the Netherlands in the spring.

To relax, Eliza enjoys walking her dog Winnifred, antiquing, and entertaining. She also likes hanging out with her friends, her ladies’ Book Club, or visiting Prescott.

MAKING HER MARK

On the Tucson real estate scene, Eliza has made her mark, reshaping it with her unique blend of expertise and passion. Her deep love for architecture and history, combined with genuine care for people, has earned her a reputation as one of the area’s most sought-after real estate professionals. With each project, this real estate powerhouse transforms homes and enriches the lives of those she and her team so dutifully serve.



Edith Kelly, daughter 13 years old; Ian Kelly, husband; Eliza Dray; Eames Kelly, son 11 years old

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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
1	Lisa M Bayless (22524) of Long Realty Company (16717)	155.5	95,145,817	611,870
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	234	86,534,200	369,804
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	242.5	79,181,283	326,521
4	Marsee Wilhems (16298) of eXp Realty (495201)	147	51,841,040	352,660
5	Danny A Roth (6204) of OMNI Homes International (5791)	87.5	38,399,585	438,852
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	103.5	35,156,020	339,672
7	Kyle Mokhtarian (17381) of KMS Realty (51920)	94.5	34,464,480	364,703
8	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	63	33,764,162	535,939
9	Anthony D Schaefer (31073) of Long Realty Company (52896)	46	33,339,607	724,774
10	Don Vallee (13267) of Long Realty Company (52896)	50.5	32,559,680	644,746
11	Sandra M Northcutt (18950) of Long Realty Company (16727)	50.5	31,758,059	628,872
12	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	91	29,815,289	327,641
13	Peter Deluca (9105) of Long Realty Company (52896)	43	29,638,350	689,264
14	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	67.5	28,185,015	417,556
15	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	24.5	27,355,548	1,116,553
16	Denice Osbourne (10387) of Long Realty Company (52896)	35	27,328,398	780,811
17	Jose Campillo (32992) of Tierra Antigua Realty (2866)	92	26,532,423	288,396
18	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	48	26,019,695	542,077
19	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	54	25,992,750	481,347
20	Joshua Waggoner (14045) of Long Realty Company (16706)	20	25,323,775	1,266,189
21	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	68.5	25,163,973	367,357
22	Jessica Bonn (37158) of Long Realty Company (52896)	11	25,033,594	2,275,781
23	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	23	24,770,324	1,076,971
24	John Emery (30847) of Diamondback Real Estate (52923) and 1 prior office	61	24,399,513	399,992
25	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	66.5	24,203,600	363,964
26	Nara Brown (13112) of Long Realty Company (16717)	44	24,064,600	546,923
27	Russell P Long (1193) of Long Realty Company (52896)	25	23,875,458	955,018
28	McKenna St. Onge (31758) of Gray St. Onge (52154)	17.5	23,711,627	1,354,950
29	Jameson Gray (14214) of Gray St. Onge (52154)	17.5	23,384,627	1,336,264
30	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	67	23,013,298	343,482
31	Helen W F Graham (55628) of Long Realty Company (16728)	35	22,893,485	654,100
32	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	48	22,085,547	460,116
33	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	46	22,000,190	478,265

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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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Rank	Name	Sides	Volume	Average
34	Suzanne Corona (11830) of Long Realty Company (16717)	21	21,362,733	1,017,273
35	Laurie Hassey (11711) of Long Realty Company (16731)	35	21,078,720	602,249
36	Leslie Heros (17827) of Long Realty Company (16706)	29	21,076,200	726,766
37	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	17.5	20,922,500	1,195,571
38	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	56.5	20,783,032	367,841
39	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory	54.5	20,738,338	380,520
40	Barbara C Bardach (17751) of Long Realty Company (16717)	10	19,382,109	1,938,211
41	Erick Quintero (37533) of Tierra Antigua Realty (286606)	66.5	19,359,552	291,121
42	Paula Williams (10840) of Long Realty Company (16706)	28.5	19,311,270	677,588
43	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	41	19,300,579	470,746
44	Tom Ebenhack (26304) of Long Realty Company (16706)	44	19,194,441	436,237
45	Tyler Lopez (29866) of Long Realty Company (16719)	44	18,867,970	428,818
46	Lonnie Williams (61428) of Redfin (477801)	42	18,803,415	447,700
47	Christina Esala (27596) of Tierra Antigua Realty (286607)	85.5	18,623,805	217,822
48	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	24	18,365,715	765,238
49	Jim Storey (27624) of Long Realty Company (16706)	25	17,994,315	719,773
50	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	36.5	17,186,400	470,860
51	Sherry Vis (54719) of Redfin (477801)	34	17,100,060	502,943
52	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983) and 1 prior office	33	17,099,990	518,182
53	Louis Parrish (6411) of United Real Estate Specialists (5947)	20.5	17,093,059	833,808
54	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	49.5	17,011,790	343,673
55	John E Billings (17459) of Long Realty Company (16717)	31	16,948,440	546,724
56	Brenda O'Brien (11918) of Long Realty Company (16717)	31	16,930,800	546,155
57	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	36	16,679,192	463,311
58	Brittany Palma (32760) of 1st Heritage Realty (133)	30.5	16,453,180	539,449
59	Cindie Wolfe (14784) of Long Realty Company (16717)	20.5	16,118,166	786,252
60	Jim Jacobs (7140) of Long Realty Company (16706)	18	16,057,500	892,083
61	Paula J MacRae (11157) of OMNI Homes International (5791)	24	16,015,700	667,321
62	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	33.5	15,897,558	474,554
63	Rebecca Ann Crane (32933) of Real Broker (52446)	37	15,643,265	422,791
64	Tori Marshall (35657) of Coldwell Banker Realty (70207)	27	15,624,013	578,667
65	Heather Shallenberger (10179) of Long Realty Company (16717)	34.5	15,546,370	450,619
66	Jason K Foster (9230) of Tierra Antigua Realty (286607) and 1 prior office	24	15,393,790	641,408

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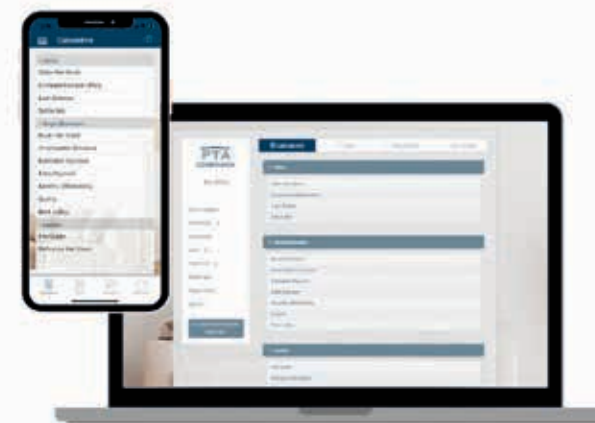
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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
67	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	38	15,183,053	399,554
68	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	15.5	14,662,615	945,975
69	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	47.5	14,580,727	306,963
70	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	16	14,346,700	896,669
71	Hollis H Angus (58314) of Redfin (477801)	41	14,222,000	346,878
72	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	23	14,172,500	616,196
73	Josh Berkley (29422) of Keller Williams Southern Arizo (478307)	30.5	14,109,037	462,591
74	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	39.5	14,099,310	356,945
75	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	18	14,076,250	782,014
76	Stephanie M Urban (57953) of Long Realty Company (16724)	29	14,009,530	483,087
77	Kay L Quatraro (25255) of Great Southwest Realty (2128)	9.5	13,957,400	1,469,200
78	Lori C Mares (19448) of Long Realty Company (16719)	37.5	13,948,808	371,968
79	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	38	13,822,128	363,740
80	Matthew F James (20088) of Long Realty Company (16706)	20	13,773,645	688,682
81	Maria R Anemone (5134) of Long Realty Company (16727)	13.5	13,762,879	1,019,473
82	Martin Ryan (35633) of First United Realty, Inc (5764)	16	13,657,300	853,581
83	Jeffrey M Ell (19955) of eXp Realty (495211)	28.5	13,642,640	478,689
84	Sue Brooks (25916) of Long Realty Company (16706)	23	13,562,286	589,665
85	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	27.5	13,558,308	493,029
86	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	25.5	13,534,850	530,778
87	Pam Ruggeroli (13471) of Long Realty Company (16719)	24.5	13,386,495	546,388
88	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	43	13,230,728	307,691
89	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office	36	13,154,530	365,404
90	Susan Denis (14572) of Tierra Antigua Realty (286606)	25	13,143,200	525,728
91	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313) and 1 prior office	32	12,976,450	405,514
92	Kristina Scott (37825) of Realty One Group Integrity (51535)	35	12,908,930	368,827
93	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	28	12,901,782	460,778
94	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	17	12,896,952	758,644
95	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	34.5	12,836,100	372,061
96	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	24	12,701,000	529,208
97	John DeLalla (58262) of Tierra Antigua Realty (286601)	34	12,689,590	373,223
98	Calvin Case (13173) of OMNI Homes International (5791)	30	12,614,050	420,468
99	Madeline E Friedman (1735) of Long Realty Company (16719)	21.5	12,589,770	585,571
100	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	15.5	12,544,250	809,306

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TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
101	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	39	12,484,700	320,121
102	Michael Braxton (53095) of Long Realty Company (16717)	23	12,376,497	538,109
103	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	12	12,290,455	1,024,205
104	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	30.5	12,261,150	402,005
105	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	16	12,246,623	765,414
106	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	30	12,204,345	406,812
107	Vincent R Yackanin (2249) of Long Realty Company (52896)	24.5	12,120,800	494,727
108	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	38.5	12,060,505	313,260
109	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	18	11,981,410	665,634
110	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	26.5	11,934,755	450,368
111	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	37.5	11,849,952	315,999
112	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	38	11,833,391	311,405
113	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	39	11,814,722	302,942
114	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	23	11,741,343	510,493
115	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	20	11,614,775	580,739
116	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	19	11,599,830	610,517
117	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	12.5	11,550,750	924,060
118	Anne Ranek (39879) of Tierra Antigua Realty (286606)	19.5	11,542,275	591,912
119	Jay Lotoski (27768) of Long Realty Company (16717)	27	11,524,553	426,835
120	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	21.5	11,321,500	526,581
121	David L Duarte (57860) of Tierra Antigua Realty (286606)	36	11,314,780	314,299
122	Julie M Nielson (56950) of Long Realty Company (52896)	25.5	11,261,675	441,634
123	Michele O'Brien (14021) of Long Realty Company (16717)	18	11,234,111	624,117
124	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	24.5	11,120,795	453,910
125	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	10	11,074,812	1,107,481
126	Sue West (13153) of Coldwell Banker Realty (70202)	20.5	11,005,639	536,860
127	Lisa Korpi (16056) of Long Realty Company (16727)	23	10,998,427	478,192
128	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	26	10,960,742	421,567
129	Gary B Roberts (6358) of Long Realty Company (16733)	30	10,922,853	364,095
130	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	16	10,854,035	678,377
131	Jared Andrew English (35632) of Congress Realty (3096)	23	10,798,700	469,509
132	Mark R. Tasch (65164) of Century Communities of AZ (53301)	43	10,787,646	250,875
133	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	21	10,780,008	513,334

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Rank	Name	Sides	Volume	Average
134	Judith Yazzie (61443) of Realty One Group Integrity (51535)	15	10,686,250	712,417
135	Jenifer A. Jankowski (52926) of eXp Realty (52964) and 1 prior office	19.5	10,654,500	546,385
136	Teresa M.B. Urias (54420) of United Real Estate Specialists (5947)	4	10,601,900	2,650,475
137	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	8.5	10,539,000	1,239,882
138	Anthony T Payne (52878) of OMNI Homes International (5791)	30	10,537,345	351,245
139	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	18.5	10,433,065	563,949
140	Aric M Mokhtarian (19336) of KMS Realty (51920)	32.5	10,414,050	320,432
141	Phil Le Peau (39491) of OMNI Homes International (5791)	21	10,373,400	493,971
142	Becky Nolen (7777) of Long Realty Company (16717)	16	10,307,300	644,206
143	Iris Pasos (38869) of Tierra Antigua Realty (286610)	23	10,225,365	444,581
144	Heidi M Baldwin (4228) of Tierra Antigua Realty (2866)	10	10,223,000	1,022,300
145	Tracy Wood (36252) of Realty One Group Integrity (51535) and 1 prior office	18	10,132,406	562,911
146	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	14	10,091,250	720,804
147	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	16.5	10,084,570	611,186
148	Daniel C Sotelo (35661) of Long Realty Company (16706)	18.5	10,073,000	544,486
149	Asia Deck (36192) of Tierra Antigua Realty (286601)	27	10,034,071	371,632
150	Paul R Quatraro (1428) of Great Southwest Realty (2128)	8.5	10,027,400	1,179,694



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(Publisher, Real Producers Magazine)

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