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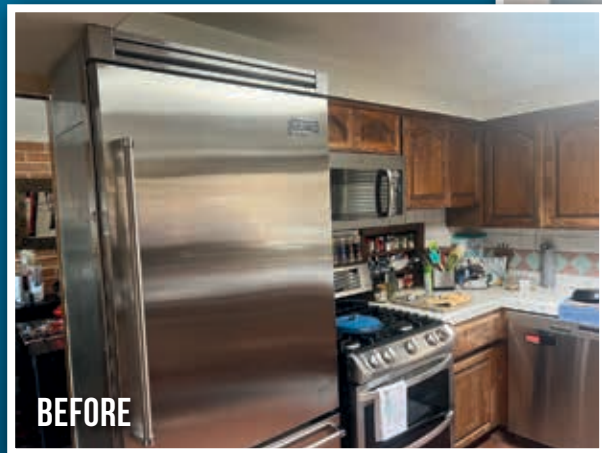
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Photography by
Jacquelynn Buck

featuring

KATE
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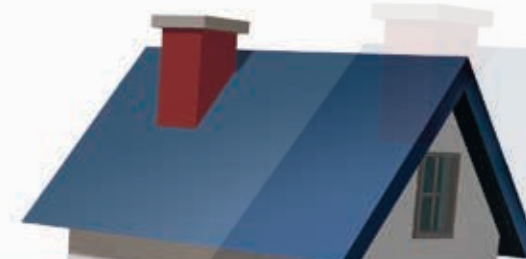


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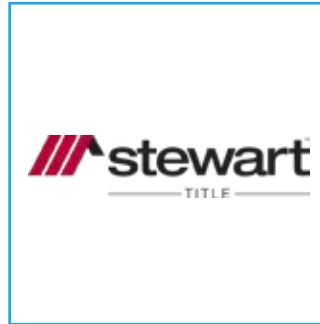


STEAMY CONCEPTS

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partner spotlight

Photography by Casey James

In the world of real estate, where trust and reliability are paramount, Stewart Title stands out as a beacon of excellence. Our commitment to providing unmatched customer service is what sets us apart from the competition, and we're proud to be the trusted choice for countless real estate professionals and clients in Tucson.

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At Stewart Title, we understand that every transaction is unique, and we treat it as such. Our dedicated team goes above and beyond to ensure that each client's experience is positive, from the moment escrow is opened to the final signatures at closing. Our reputation for great service is built on the relationships we've fostered with Tucson's leading real estate professionals.

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When you choose Stewart Title, you're choosing a team that's dedicated to making your real estate transactions as seamless and stress-free as possible. Our focus on customer service is not just a promise—it's the foundation of everything we do.



Wendy Whitehead

Don't Just Take Our Word for It— Experience It Yourself!

Discover why Stewart Title is the trusted choice for seamless transactions and exceptional service. Let us show you how we can make a difference in your next real estate deal. **Experience the Stewart Title difference today!**



Bob Dytko

BOB DYTKO:

Bob Dytko of Stewart Title is my go-to guy for all things pertaining to real estate and business in Southern Arizona. Bob is dedicated to helping agents, brokers, and investors make informed decisions. He is one of the most insightful people I know. My business would be at a loss without him.

- Jim Buchanan, EXP Commercial LLC



JoJo Simental

JOJO SIMENTAL:

I just have to take a moment to give a huge shoutout to Johanna "JoJo" Simental at Stewart Title. JoJo is the definition of dedicated, enthusiastic, and supportive. She's not only an outside-of-the-box thinker but she is also someone who always goes above and beyond to collaborate with me and come up with creative ideas that truly make me shine as a REALTOR. If you're in the business and title is a key factor for your success, look no further than JoJo. She'll take great care of you, just like she has for me. Your business will thank you!

- Lu Nuno, Realty Executives Arizona Territory



David Nicasio

DAVID NICASIO:

"My experiences working with Stewart Title have been nothing short of exceptional. Each transaction they have handled has gone smoothly due to their high levels of professionalism, expertise, and promptness. Moreover, their team members are incredibly kind and thoughtful, going above and beyond to not only facilitate deals but to help producers generate new opportunities as well. I'd like to give special thanks to Michelle Jolly and her team, as well as David Nicasio, for always being available and eager to help in any way they can. They have my wholehearted recommendation for anyone looking for a great title company."

- Mack Thompson, Whirlygig Properties



Eva Hendrix

EVA HENDRIX:

“It takes an army to close a successful real estate transaction. The partnership with Eva Hendrix and Stewart Title Trust has been pivotal to the growth and development of our team and my own professional growth. Eva Hendrix provides a wealth of knowledge and experience in her field and beyond. She is a woman of intention and you can’t help but be drawn by her personality and admire her professionalism. A trusted, coach, mentor, and team member.

We are extremely grateful for her and Stewart!”

- David J. Ramirez, OMNI Homes International



Lauren Smith

LAUREN SMITH:

I cannot say enough great things about Stewart Title Company, Judy Buettner, John Watts, and Lauren Smith. From start to finish, their team is prompt, communicative, and incredibly friendly. They make the entire closing process smooth and stress-free. I appreciated their attention to detail and willingness to go above and beyond for my clients and myself. I would highly recommend Stewart Title to anyone in need of exceptional title services. Thank you for all that you do!

- Randy Maier, OMNI Homes International



Michael Bock

MICHAEL BOCK:

Michael Bock & Stewart Title are the best partners that we could ask for! Not only are they knowledgeable and experienced professionals, but we have a trusted relationship and can call them for anything. From complex situations with clients to supporting broker-open events and non-profit initiatives in the community, to data analytics, they have the gamut covered. They have been invaluable in our business. Not to mention, Michael is a genuinely kind human who we love being around!

- Christina Tierney & Frank Lococo-Russ Lyon Sotheby's



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Laos-Stutz



FOLLOWING IN HER MOTHER'S FOOTSTEPS

Photography by Jacquelynn Buck | Written by Elizabeth McCabe

“My mother’s career in real estate spoke to me when I was younger. I would play dress up and attend all of her open houses with her. I vividly remember baking cookies with her during an open house and how much people enjoyed them while we were hosting. I was only nine or ten, but I knew real estate was in my blood. It was just a matter of ‘when,’” says REALTOR® Olivia Laos-Stutz with Realty Executives.

When she got home from open houses, Olivia would play “broker” and use her mom’s MLS sheet in the early ‘90s and 2000s. “It was so cool,” she laughs with delight. “This job seemed awesome.”

After graduating high school, Olivia decided to go into the service industry. “I started as a

server and then bartended for five years. The service industry is what opened me up,” she smiles. An extrovert, Olivia learned a lot of people skills and honed her ability to connect with others.

Her journey into real estate all came down to sitting at her family’s lake cottage in Michigan. While on the porch talking on a summer’s day, her family asked her, “Why haven’t you thought about real estate?” Olivia realized it was a “confidence thing.” With time came a newfound confidence. “Once I hit 26, I realized, ‘I got this.’”

After that, she wasted no time getting her real estate license. She credits her mom, Beth Anne Laos, for giving her the courage to start. “My mom is the reason I do what I do,” she says with gratitude. Olivia also credits the rodeo for giving her the competitive edge that she needs to succeed. “I barrel raced growing up and that is a big part of who I am.”

Now Olivia loves what she does and it shows with her enthusiasm. This fifth-generation Tucsonan has a rewarding career helping many different people. “It’s a no-brainer,” she says, “You also make a living doing it.” However, it’s not about profit, but people to Olivia.

“It’s an emotional business,” she points out. “Every family is different, but you go home and everyone has a smile on their face. It feels so great.” However, real estate isn’t for the faint of heart. “It’s tough,” admits Olivia. “It’s all about how much work



United in Love and Life: the Heart of a Strong Partnership

you put into it. It's well worth it if you are willing to do the work."

One reason that Olivia has been so successful is because she knows Tucson very well. Her family has lived in Tucson for centuries and has seen the area evolve.

A Rich Tucson History

"My family history is super important to me," she raves. "It's a huge part of me and made me the Tucsonan that I am."

Olivia's roots run deep in Tucson. Her great-grandfather started the first transit system in Tucson, Old Pueblo Transit, which later became Sun Tran. In honor of his contributions, the Laos Center downtown bears his name. Her grandfather, Roy Laos, was one of the few pharmacists in downtown Tucson. To this day, Roy's Arizona Pharmacy, now Roy's Liquor Shop, stands at the corner of South 6th Avenue, operated by Olivia's uncle and cousins.

"My mom, Beth Anne, and my father, Enrico, are both highly educated and were excellent role models for how I wanted to shape my life. Especially my mom—her work ethic and dedication to her craft is what I strive for in my business every day," Olivia reflects.

Family, Fun, and Four-Legged Friends

Olivia is happily married to her husband of two years, Thomas Stutz, though the couple has been together for nearly 11 years. "We met back in my service industry days, and he didn't leave me alone after that," she laughs. The couple is looking forward to growing their family, alongside their two beloved cats, Mila and Darla. "Everyone who knows me, knows my cats are my current children and I have no shame in saying that."

Beyond real estate, Olivia has a lot of hobbies. "I love hiking, camping, skiing, riding horses, going to concerts—really anything



“**MY MOM IS THE REASON I DO WHAT I DO.**
HER WORK ETHIC AND DEDICATION TO HER CRAFT IS WHAT I STRIVE FOR IN MY BUSINESS EVERY DAY.”

that involves the outdoors! I'm a country gal at heart, living and working within the city," she says.

Olivia and Thomas also spend their summers in Michigan, dreaming of one day owning a home on the lake where they can escape for a few months each year. "It's the perfect summer escape—no sharks, no salt, no worries!"

Final Thoughts

Olivia always knew that real estate was on the radar. It's worth every ounce of effort to this Tucson native, and she can't imagine doing anything else. With her enthusiasm, deep Tucson roots, and commitment to her craft, Olivia Laos-Stutz is paving her own path in the real estate world, leaving a trail for others to follow.



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welcome to our NEWEST PARTNERS!

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We are so excited to have our **NEWEST RP partners on board! Welcome!**

Tiny Homes of Tucson

Owner: Brad Jones

Brad graduated from the U of A and started his career in sales in the tech space and quickly moved into leadership roles that took him around the country with stops in Southern California, North Carolina, Florida and Houston. He and his wife had planned on returning to Tucson one day, and when the opportunity to start Tiny Homes of Tucson knocked, he jumped on it. He is thrilled to be back in Tucson where the dry heat, beautiful desert golf courses, incredible Catalina Mountain views and opportunities to watch his Arizona Wildcats and Arizona Cardinals are part of his routine.

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Owners: James Wendling, John Taylen and Jay Patton

Hey friends, Meet the owners of Beloved Built: John, James, and Jay! We all crossed paths over the years at our Church. We're 3 family men who, between us, have 18 kids! We LOVE family time and creating memories together. However, our wives and children got sick of our bad dad jokes so we decided to do something a bit different: remodel homes! We've discovered that we thrive on taking something mundane and turning it into a work of art!

Not to mention, we got kind of tired of having contractors not call us back, not show up, or do a job that just wasn't great! So what did we do? Started our own remodeling business!

Welcome to Beloved Built, where average is NOT an option!

Tucson Pool and Spa

Owner: Alex Thompson

My name is Alex Thompson, I am born and bred here in Tucson. I went to Sahuaro High School and graduated in '96. I chose not to pursue my baseball career and went into the family business. I have been married to my wife, Nicole for 12 years and we have 2 daughters who put more and more gray hair on my head everyday. I am a second generation owner of Tucson Pool and Spa and approaching my 30 year tenure with the company.



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McCreary Homes

Founder: LJ McCreary

Since 1988, LJ McCreary has been building custom luxury homes all over Arizona, including Tucson. Prior to building luxury homes, McCreary designed and built custom mesquite furniture and owned his own business doing so. LJ uses cutting-edge architecture to build beautiful homes for the residents of Tucson and their families. His specialties are building beautiful, high-end homes on steep, rocky terrains that are typically hard to build on. As the founder of McCreary Homes, LJ prides himself on managing the entire project from beginning to end, always ensuring top-quality work and customer satisfaction.

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RENEE DALE



OVERCOMES OBSTACLES TO SOAR IN LIFE & REAL ESTATE

At the age of 17, Renee was obsessed with the Backstreet Boys. “They were my thing,” she smiles. She grew up in Georgia and was excited that a radio station was holding a contest for a four-day, all-expense-paid trip to Florida to see them in person. “The catch was we had to decorate our house,” she shares. She and her best friend skipped school and decorated their house extravagantly. They won the contest, flew to Florida, and watched their favorite band with their mothers. On the last night, as they were leaving an Applebee’s, their car was t-boned by a truck. Renee woke up to chaos: her friend was unconscious, her friend’s mother injured, and her own mother, her best friend, lifeless. Her mother was airlifted to a hospital, but the news was grim—she wouldn’t make it. Renee’s life changed in an instant.

Returning to Georgia without her mother marked the onset of a challenging period in her life. Grieving and grappling with survivor’s guilt, Renee struggled to find her footing. Although she graduated with honors, she found it difficult to find healthy ways to cope with the pain. However, Renee learned to be an overcomer. “You don’t have to be a victim of your circumstances,” she shares.

It wasn’t until Max and Mia, Renee’s nephew and niece, came into her life that she found a reason to turn things around. “They didn’t need an aunt who made bad decisions,” she says. Determined to be a positive influence, she made significant changes, purchased a new home, and began to rebuild her life. Soon after, she met her husband, Patrick, and they are now happily married.

A NEW CHAPTER

Moving to Tucson with Patrick marked a fresh start for Renee. Previously, she worked in healthcare for 16 years but was looking for something new. Encouraged to try real estate, Renee embraced the challenge, earning her license in 2019, she quickly became a top producer.

“With this job, you have to be a self-starter and you have to keep going. You have to be consistent,” she shares. “When I moved out here, I didn’t know a single person. I did open houses all the time, and that’s how I built my business my first year.” Her success has grown with every passing year. She tells new agents, “Keep going, be consistent, and get a plan.” This mindset helped her soar in real estate.

Patrick left his job to start Pro Landscape Development, their landscape construction business. With Renee’s real estate success, Patrick has had the freedom to pursue his dream.

▶▶ be inspired

Photography by Casey James
Written by Elizabeth McCabe

LIFE LESSONS

Empathy, a trait honed through her own experiences, sets Renee apart as a REALTOR® with Long Realty. “Buying a house is more than a transaction; it’s a journey with emotions and stories behind it,” she says.

Her caring nature, eagerness to connect with others, and deep understanding of human nature help her to relate to her clients easily and effortlessly. As a result, the home-buying process goes more smoothly for everyone involved.

Now, as a successful REALTOR®, Renee reflects on the lessons she’s learned. “It took me 20 years to turn around, but I finally gave myself some grace and forgiveness,” she says. Now she extends that same grace to others who cross her path. Because of the road she has walked, Renee lives life with purpose and passion. Coming out of tragedy, she learned how to be triumphant over the trials in life. “I am happy, and I haven’t been able to say that in a very long time,” she comments.

SAVORING LIFE’S MOMENTS

One reason for her happiness is her two adorable cats, Spartaca and Captain Sprinkles. “I love animals,” she raves. Spartaca, a black-and-white tuxedo cat from Atlanta, snuggles with her at night. Captain Sprinkles was a rescue cat who was found covered with cactus needles and attacked by a Chihuahua in the desert. “She and I are a perfect match. We were both traumatized.” Now they are on their own healing journey.

Other pastimes include bowling with Patrick in a 37-week league. “I’m a bipolar bowler,” laughs Renee. Her husband is a solid bowler, scoring in the 200s every time. “He is just good at everything,” says Renee. They also play golf together, which suits them to a tee. “My handicap is maxed out, but we still have fun,” says Renee.

AN INSPIRATION

From the depths of tragedy to rising in real estate, Renee continues to inspire others by showing that it’s never too late to change your life’s trajectory. She is an inspiration with her compassion, consideration for others, and empathy.

It took me 20 years to turn around, but I finally gave myself some grace and forgiveness.

”



Spartaca and Captain Sprinkles



Renee and Patrick’s Wedding Day at Catalina State Park.

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Sticking The Tucson Landing

KATE WRIGHT

Written By Jess Wellar | Photography by Jacquelynn Buck



“When I first moved to Tucson from Chicago, it took me a few years to adjust to being on ‘Tucson time.’ I was used to showing up five minutes early and the constant hustle of living in a city,” Kate Wright recalls with a laugh. “But I’ve been here ten years now and I absolutely love the slower pace of life!”

During that move, Kate became fast friends with the REALTOR® who helped her locate her new home, Gina McGlamery. Gina and Kate immediately clicked and Gina encouraged Kate to give real estate a shot given her previous property management experience in Chicago. Kate joined Gina at Long Realty in 2015 and has never looked back.

NEW DIRECTION

Growing up, Kate lived and breathed gymnastics. As a level 10 trained gymnast, she walked onto the team at Ohio State to compete on the Big Ten stage. But two torn ACLs later, Kate was forced to explore a new direction. “I treated my gymnastics career like my job. I was training 20 hours a week and traveling when I wasn’t training. It was a very intense sport. My life revolved around it; I was so focused,” she reminisces.

Kate graduated with a degree in business and eventually landed in property management for six years.

Her discipline and focus transitioned seamlessly into her property management career, where she honed her client service skills managing over 200 units before her move to Tucson.

“I had considered getting my license in Chicago but it seemed too brutal and fast-paced to go into the real estate business there,” Kate explains. “Gina was so encouraging and after she took me under her wing in 2015, along with Mary Dorais, I was able to build my business with the help of my two great ‘work moms’! It was really a no-brainer.”

ENCOURAGEMENT AND EXCELLENCE

Under the mentorship of Gina and Mary, Kate’s real estate career at Long Realty quickly blossomed with a career total of over \$84 million in sales to date. Despite the challenges of balancing new motherhood and a demanding career, Kate had an incredible year last year, boasting a sales volume north of \$16.8 million.

“It was my best year, and I had a baby last year!” she shares with a laugh. “But it helped that I had a few high-end sales.”

CLIENT-CENTRIC SERVICE

Kate notes that her background in property management is ingrained in her, and

she emphasizes the importance of excellent customer service and going the extra mile for her clients. “Property management felt so thankless to me when you’re managing someone else’s portfolio,” Kate recalls. “My transition to real estate was easy since I was already client-focused and was used to always keeping my clients’ best interests in mind.”

For Kate, the key to success lies in her unwillingness to take shortcuts to get ahead, a core value instilled at an early age. “There’s no real fast track to success ... You need to show up and treat people well!” she emphasizes. “Ever since I was a girl, my dad’s favorite motto has always been to work hard and be honest—it pays off.”

Kate’s advice to newer agents echoes her own ethos, as she believes that true success in real estate is about balancing hard work with genuine care for clients and personal well-being. “Ask for help and don’t be afraid to delegate,” Kate suggests. “After I had my baby, I partnered with agents in order to take a step back and spend time with my family. Now my entire perspective has changed; I work to live instead of live to work, and it puts things in perspective. If you have some sort of work crisis and a deal blows up, you’re going to get through it.”

A BALANCED LIFE

Outside of her thriving career, Kate cherishes precious time outdoors with her growing family. She and her husband, Nate, a lawyer, have been married for four years, having tied the knot in a memorable COVID wedding. They are proud parents to stepson Luca, 13, daughter, Siena, who just turned 15 months, and are expecting another baby girl due in November.

“We love being outside! Hikes, walks, pool, traveling. We have a house on Mount Lemmon and in Sonoita so we love being there as well,” Kate shares. The family also enjoys their condo in Italy, a cherished retreat they acquired during the pandemic.

Kate’s hobbies include house design, staying active, happy hours at Tap & Bottle or Wine Collective, and an admitted obsession with Facebook Marketplace and decor. She’s also passionate about giving back to the community and looks forward to returning to serve as a member of the Junior League of Tucson, a women’s volunteer organization dedicated to supporting local nonprofits when her children are a little older.

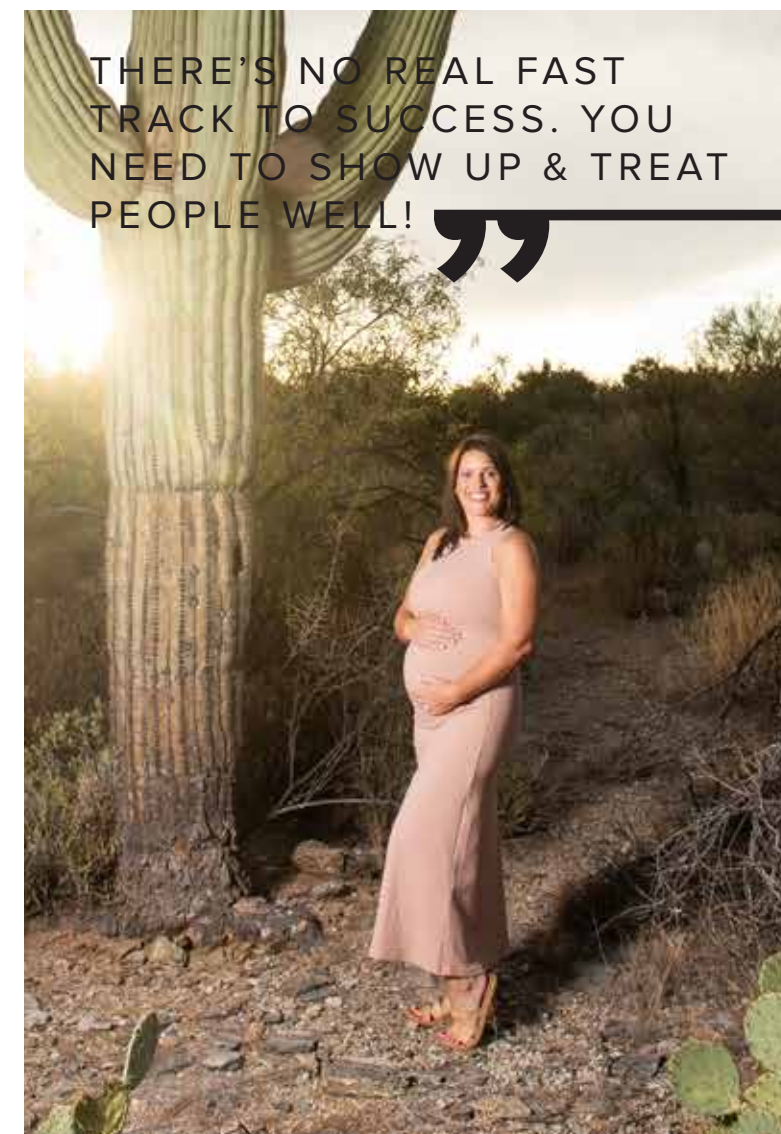
“Junior League was a great way to meet people when I moved from Chicago to Tucson. Through it I was able to make ties with

the community and make great friends, too,” she smiles.

As for the future, Kate’s ambitions are not fueled by production numbers in the least — she wants to provide for her family, but prefers quality over quantity as she aims to keep clients happy and balance time with her brood as her children grow.

“More is not always better,” Kate concludes. “I want to maintain impactful, meaningful relationships and keep a strong boutique business where clients continue to refer me because I served them well and they have become my friends.”

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| Rank | Name | Sides | Volume | Average |
|------|--|-------|------------|-----------|
| 1 | Lisa M Bayless (22524) of Long Realty Company (16717) | 139.5 | 84,629,317 | 606,662 |
| 2 | Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307) | 217 | 81,161,050 | 374,014 |
| 3 | Kaukaha S Watanabe (22275) of eXp Realty (495203) | 223.5 | 73,609,900 | 329,351 |
| 4 | Marsee Wilhems (16298) of eXp Realty (495201) | 136 | 47,827,040 | 351,669 |
| 5 | Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office | 61 | 32,779,162 | 537,363 |
| 6 | Kyle Mokhtarian (17381) of KMS Realty (51920) | 87 | 32,541,480 | 374,040 |
| 7 | Danny A Roth (6204) of OMNI Homes International (5791) | 78 | 32,426,085 | 415,719 |
| 8 | Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310) | 94 | 31,979,020 | 340,202 |
| 9 | Don Vallee (13267) of Long Realty Company (52896) | 47.5 | 30,997,530 | 652,580 |
| 10 | Sandra M Northcutt (18950) of Long Realty Company (16727) | 45.5 | 29,203,229 | 641,829 |
| 11 | Nestor M Davila (17982) of Tierra Antigua Realty (53134) | 85 | 28,330,999 | 333,306 |
| 12 | Anthony D Schaefer (31073) of Long Realty Company (52896) | 41.5 | 27,977,810 | 674,164 |
| 13 | Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203 | 24.5 | 27,355,548 | 1,116,553 |
| 14 | Peter Deluca (9105) of Long Realty Company (52896) | 38 | 27,114,350 | 713,536 |
| 15 | Eddie D Watters (31442) of Realty Executives Arizona Territory (4983) | 61.5 | 25,595,015 | 416,179 |
| 16 | Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office | 47.5 | 25,590,195 | 538,741 |
| 17 | Joshua Waggoner (14045) of Long Realty Company (16706) | 20 | 25,323,775 | 1,266,189 |
| 18 | Denice Osbourne (10387) of Long Realty Company (52896) | 31 | 25,280,098 | 815,487 |
| 19 | Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156) | 23 | 24,770,324 | 1,076,971 |
| 20 | Jose Campillo (32992) of Tierra Antigua Realty (2866) | 85.5 | 24,491,923 | 286,455 |
| 21 | John Emery (30847) of Diamondback Real Estate (52923) and 1 prior office | 61 | 24,399,513 | 399,992 |
| 22 | Russ Fortuno (35524) of Tierra Antigua Realty (286610) | 49 | 24,113,750 | 492,117 |
| 23 | Jessica Bonn (37158) of Long Realty Company (52896) | 10 | 23,958,594 | 2,395,859 |
| 24 | Nara Brown (13112) of Long Realty Company (16717) | 42.5 | 23,399,650 | 550,580 |
| 25 | Jennifer R Bury (35650) of Jason Mitchell Group (51974) | 63 | 22,971,023 | 364,619 |
| 26 | Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901) | 48 | 22,085,547 | 460,116 |
| 27 | Russell P Long (1193) of Long Realty Company (52896) | 22 | 21,932,958 | 996,953 |
| 28 | Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304) | 64 | 21,309,298 | 332,958 |
| 29 | Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205) | 44 | 21,200,190 | 481,822 |
| 30 | Leslie Heros (17827) of Long Realty Company (16706) | 29 | 21,076,200 | 726,766 |
| 31 | Patty Howard (5346) of Long Realty Company (52896) and 1 prior office | 17.5 | 20,922,500 | 1,195,571 |
| 32 | Suzanne Corona (11830) of Long Realty Company (16717) | 20 | 20,424,010 | 1,021,200 |
| 33 | Helen W F Graham (55628) of Long Realty Company (16728) | 31 | 20,321,900 | 655,545 |

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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 | McKenna St. Onge (31758) of Gray St. Onge (52154) | 16 | 20,311,627 | 1,269,477 |
| 35 | Jameson Gray (14214) of Gray St. Onge (52154) | 16 | 19,984,627 | 1,249,039 |
| 36 | Laurie Lundeen (1420134) of Coldwell Banker Realty (70204) | 54 | 19,410,200 | 359,448 |
| 37 | Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office | 39 | 18,601,579 | 476,964 |
| 38 | Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983 | 47 | 18,388,038 | 391,235 |
| 39 | Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office | 50 | 18,233,432 | 364,669 |
| 40 | Laurie Hassey (11711) of Long Realty Company (16731) | 29 | 18,208,720 | 627,887 |
| 41 | Paula Williams (10840) of Long Realty Company (16706) | 26.5 | 18,176,270 | 685,897 |
| 42 | Lonnie Williams (61428) of Redfin (477801) | 41 | 17,995,915 | 438,925 |
| 43 | Tom Ebenhack (26304) of Long Realty Company (16706) | 41 | 17,874,941 | 435,974 |
| 44 | Barbara C Bardach (17751) of Long Realty Company (16717) | 9 | 17,792,109 | 1,976,901 |
| 45 | Christina Esala (27596) of Tierra Antigua Realty (286607) | 77.5 | 17,613,905 | 227,276 |
| 46 | Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203) | 22 | 17,251,715 | 784,169 |
| 47 | Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983) and 1 prior office | 33 | 17,099,990 | 518,182 |
| 48 | Tyler Lopez (29866) of Long Realty Company (16719) | 39.5 | 16,813,780 | 425,665 |
| 49 | Sherry Vis (54719) of Redfin (477801) | 33 | 16,700,160 | 506,065 |
| 50 | Sofia Gil (1420209) of Realty Executives Arizona Territory (498303) | 47.5 | 16,644,290 | 350,406 |
| 51 | Jim Storey (27624) of Long Realty Company (16706) | 23 | 16,519,315 | 718,231 |
| 52 | Brenda O'Brien (11918) of Long Realty Company (16717) | 30 | 16,369,800 | 545,660 |
| 53 | Cindie Wolfe (14784) of Long Realty Company (16717) | 20.5 | 16,118,166 | 786,252 |
| 54 | Louis Parrish (6411) of United Real Estate Specialists (5947) | 19.5 | 16,094,326 | 825,350 |
| 55 | Corissa Y Miller (22532) of Tucson's TLC Realty (3939) | 33 | 15,883,692 | 481,324 |
| 56 | Erick Quintero (37533) of Tierra Antigua Realty (286606) | 54.5 | 15,728,200 | 288,591 |
| 57 | John E Billings (17459) of Long Realty Company (16717) | 28 | 15,272,685 | 545,453 |
| 58 | Paula J MacRae (11157) of OMNI Homes International (5791) | 22 | 15,206,200 | 691,191 |
| 59 | Heather Shallenberger (10179) of Long Realty Company (16717) | 31.5 | 14,630,720 | 464,467 |
| 60 | Rebecca Ann Crane (32933) of Real Broker (52446) | 34.5 | 14,617,065 | 423,683 |
| 61 | Jim Jacobs (7140) of Long Realty Company (16706) | 16 | 14,492,500 | 905,781 |
| 62 | Spirit Messingham (22794) of Tierra Antigua Realty (2866) | 30.5 | 14,387,558 | 471,723 |
| 63 | An Nguyen Cooper (36001) of Tierra Antigua Realty (286607) | 36 | 14,331,592 | 398,100 |
| 64 | Tori Marshall (35657) of Coldwell Banker Realty (70207) | 24 | 14,234,013 | 593,084 |
| 65 | Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204) | 30 | 14,117,400 | 470,580 |
| 66 | Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983) | 18 | 14,076,250 | 782,014 |

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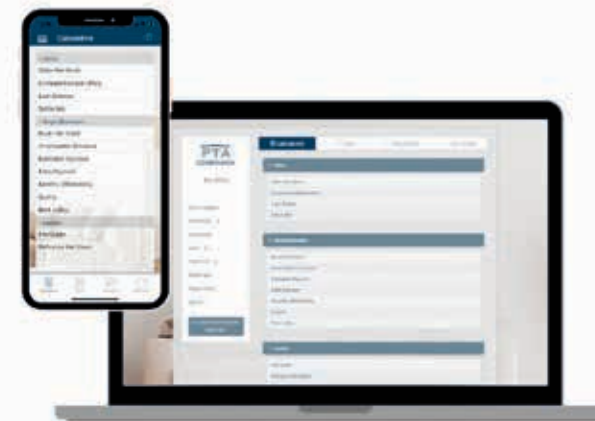
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| Rank | Name | Sides | Volume | Average |
|------|--|-------|------------|-----------|
| 67 | Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office | 45.5 | 13,937,949 | 306,329 |
| 68 | Kay L Quatraro (25255) of Great Southwest Realty (2128) | 9 | 13,854,950 | 1,539,439 |
| 69 | Maria R Anemone (5134) of Long Realty Company (16727) | 13.5 | 13,762,879 | 1,019,473 |
| 70 | Jeffrey M Ell (19955) of eXp Realty (495211) | 28.5 | 13,642,640 | 478,689 |
| 71 | Martin Ryan (35633) of First United Realty, Inc (5764) | 15 | 13,597,300 | 906,487 |
| 72 | Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306) | 28 | 13,456,782 | 480,599 |
| 73 | Lori C Mares (19448) of Long Realty Company (16719) | 36 | 13,433,808 | 373,161 |
| 74 | Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202) | 14 | 13,431,700 | 959,407 |
| 75 | Brittany Palma (32760) of 1st Heritage Realty (133) | 23.5 | 13,310,180 | 566,391 |
| 76 | Zachary R Tyler (16327) of Tierra Antigua Realty (286601) | 21 | 13,058,500 | 621,833 |
| 77 | Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306) | 24.5 | 12,709,850 | 518,769 |
| 78 | Jason K Foster (9230) of Tierra Antigua Realty (286607) and 1 prior office | 20 | 12,583,790 | 629,190 |
| 79 | Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983) | 15.5 | 12,544,250 | 809,306 |
| 80 | Michelle Metcalf (1420854) of RE/MAX Signature (5271801) | 34.5 | 12,490,050 | 362,030 |
| 81 | Stacey Bell (142000763) of Long Realty -Green Valley (16716) | 39 | 12,484,700 | 320,121 |
| 82 | Susan Denis (14572) of Tierra Antigua Realty (286606) | 23 | 12,353,200 | 537,096 |
| 83 | Traci D. Jones (17762) of Keller Williams Southern Arizona (478316) | 33 | 12,339,100 | 373,912 |
| 84 | Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203) | 14 | 12,333,615 | 880,973 |
| 85 | Hollis H Angus (58314) of Redfin (477801) | 36 | 12,294,500 | 341,514 |
| 86 | Tony Ray Baker (5103) of RE/MAX Professionals (538102) | 23 | 12,256,000 | 532,870 |
| 87 | LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306) | 40 | 12,211,228 | 305,281 |
| 88 | Kristina Scott (37825) of Realty One Group Integrity (51535) | 32 | 12,209,930 | 381,560 |
| 89 | Ann K Gavlick (27887) of Tierra Antigua Realty (286601) | 24.5 | 12,178,308 | 497,074 |
| 90 | Sue Brooks (25916) of Long Realty Company (16706) | 20 | 12,176,786 | 608,839 |
| 91 | Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office | 32 | 12,108,128 | 378,379 |
| 92 | Matthew F James (20088) of Long Realty Company (16706) | 17 | 12,063,745 | 709,632 |
| 93 | Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office | 31.5 | 12,041,530 | 382,271 |
| 94 | Calvin Case (13173) of OMNI Homes International (5791) | 28 | 11,954,050 | 426,930 |
| 95 | Michael Braxton (53095) of Long Realty Company (16717) | 22 | 11,931,497 | 542,341 |
| 96 | Don Eugene (10600) of Realty Executives Arizona Territory (498306) | 29.5 | 11,917,750 | 403,992 |
| 97 | Josh Berkley (29422) of Keller Williams Southern Arizona (478307) | 25 | 11,787,537 | 471,502 |
| 98 | Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313) and 1 prior office | 29 | 11,654,060 | 401,864 |
| 99 | Madeline E Friedman (1735) of Long Realty Company (16719) | 20.5 | 11,647,300 | 568,161 |
| 100 | Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202) | 14 | 11,546,952 | 824,782 |

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TOP 150 STANDINGS • BY VOLUME

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

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

| Rank | Name | Sides | Volume | Average |
|------|---|-------|------------|-----------|
| 101 | Stephanie M Urban (57953) of Long Realty Company (16724) | 22.5 | 11,379,140 | 505,740 |
| 102 | Michele O'Brien (14021) of Long Realty Company (16717) | 18 | 11,234,111 | 624,117 |
| 103 | Alfred R LaPeter (32582) of Coldwell Banker Realty (70207) | 18 | 11,231,830 | 623,991 |
| 104 | Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306) | 23.5 | 11,144,755 | 474,245 |
| 105 | Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203) | 10 | 11,074,812 | 1,107,481 |
| 106 | Darci Hazelbaker (39101) of Tierra Antigua Realty (286606) | 19 | 10,960,775 | 576,883 |
| 107 | Anne Ranek (39879) of Tierra Antigua Realty (286606) | 18.5 | 10,888,275 | 588,555 |
| 108 | Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203) | 11.5 | 10,873,250 | 945,500 |
| 109 | Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933) | 35.5 | 10,838,896 | 305,321 |
| 110 | Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983) | 33.5 | 10,782,005 | 321,851 |
| 111 | Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645) | 36 | 10,669,980 | 296,388 |
| 112 | Teresa M.B. Urias (54420) of United Real Estate Specialists (5947) | 4 | 10,601,900 | 2,650,475 |
| 113 | John DeLalla (58262) of Tierra Antigua Realty (286601) | 29 | 10,600,320 | 365,528 |
| 114 | Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203 | 13.5 | 10,599,123 | 785,120 |
| 115 | Becky Nolen (7777) of Long Realty Company (16717) | 16 | 10,307,300 | 644,206 |
| 116 | Robin L Supalla (30882) of Tierra Antigua Realty (286607) | 18.5 | 10,271,000 | 555,189 |
| 117 | David L Duarte (57860) of Tierra Antigua Realty (286606) | 33 | 10,229,780 | 309,993 |
| 118 | Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office | 20 | 10,199,907 | 509,995 |
| 119 | Julie M Nielson (56950) of Long Realty Company (52896) | 24.5 | 10,196,675 | 416,191 |
| 120 | Lisa Korpi (16056) of Long Realty Company (16727) | 21 | 9,965,427 | 474,544 |
| 121 | Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203) | 10.5 | 9,961,455 | 948,710 |
| 122 | Paul R Quatraro (1428) of Great Southwest Realty (2128) | 8 | 9,924,950 | 1,240,619 |
| 123 | Sue West (13153) of Coldwell Banker Realty (70202) | 17.5 | 9,922,649 | 567,009 |
| 124 | Jared Andrew English (35632) of Congress Realty (3096) | 20 | 9,859,700 | 492,985 |
| 125 | Phil Le Peau (39491) of OMNI Homes International (5791) | 20 | 9,838,400 | 491,920 |
| 126 | Alyssa A Kokot (18637) of Coldwell Banker Realty (702) | 23 | 9,827,336 | 427,275 |
| 127 | Mark R. Tasch (65164) of Century Communities of AZ (53301) | 39 | 9,810,666 | 251,556 |
| 128 | Judith Yazzie (61443) of Realty One Group Integrity (51535) | 14 | 9,805,000 | 700,357 |
| 129 | Alicia Hiller (148056487) of Coldwell Banker Realty (70204) | 25 | 9,765,900 | 390,636 |
| 130 | Helen Curtis (15010) of OMNI Homes International (5791) | 23 | 9,758,112 | 424,266 |
| 131 | Gary B Roberts (6358) of Long Realty Company (16733) | 26 | 9,657,853 | 371,456 |
| 132 | Michael D Oliver (14532) of Oliver Realty, LLC (51610) | 17 | 9,633,165 | 566,657 |
| 133 | Aric M Mokhtarian (19336) of KMS Realty (51920) | 29 | 9,531,550 | 328,674 |

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TOP 150 STANDINGS • BY VOLUME

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

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| Rank | Name | Sides | Volume | Average |
|------|--|-------|-----------|---------|
| 134 | Tracy Wood (36252) of Realty One Group Integrity (51535) and 1 prior office | 17 | 9,512,406 | 559,553 |
| 135 | Danae S. Jackson (26717) of Coldwell Banker Realty (70202) | 18 | 9,488,008 | 527,112 |
| 136 | David K Guthrie (19180) of Long Realty Company (16706) | 17 | 9,384,550 | 552,032 |
| 137 | Vincent R Yackanin (2249) of Long Realty Company (52896) | 20.5 | 9,360,900 | 456,629 |
| 138 | Jenni T Morrison (4744) of Long Realty Company (52896) | 13.5 | 9,360,369 | 693,361 |
| 139 | Pam Ruggeroli (13471) of Long Realty Company (16719) | 22.5 | 9,321,495 | 414,289 |
| 140 | Heather L Oliver (21476) of Oliver Realty, LLC (51610) | 15 | 9,284,670 | 618,978 |
| 141 | J.R. Harry Brannon (25425) of Robson Ranch Quail Creek, LLC (4817) | 18.5 | 9,271,955 | 501,187 |
| 142 | Angela Tennison (15175) of Long Realty Company (16719) | 12 | 9,270,000 | 772,500 |
| 143 | Jenifer A. Jankowski (52926) of eXp Realty (52964) and 1 prior office | 16.5 | 9,260,500 | 561,242 |
| 144 | Anthony T Payne (52878) of OMNI Homes International (5791) | 26 | 9,254,345 | 355,936 |
| 145 | Curt Stinson (4808) of Engel & Volkers Tucson (51620) | 27 | 9,248,900 | 342,552 |
| 146 | Ann Marie Camillucci (58603) of Realty One Group Integrity (51535) | 13 | 9,210,000 | 708,462 |
| 147 | Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203 | 13.5 | 9,206,535 | 681,966 |
| 148 | Gina F McGlamery (8760) of Long Realty Company (16706) | 14 | 9,199,200 | 657,086 |
| 149 | Veronica Lynne Vondrak (32963) of Realty Executives Arizona Territory -498306 | 14 | 9,141,254 | 652,947 |
| 150 | Jay Lotoski (27768) of Long Realty Company (16717) | 23 | 9,077,600 | 394,678 |



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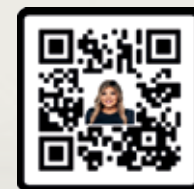
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