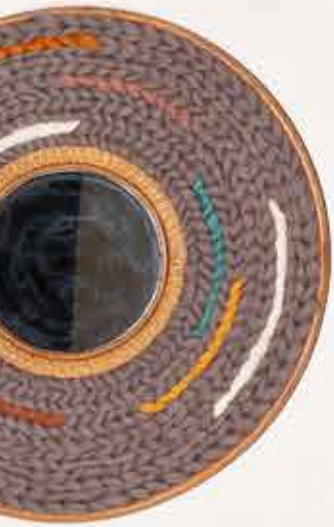


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▶▶ partner spotlight

# Robert

## HATCH:

### GUARANTEED RATE

Written By Elizabeth McCabe

**“My children are the pride of my life,” smiles Robert Hatch, Vice President of Mortgage Lending at Guaranteed Rate.**

For Robert, being a father is one of life’s greatest joys. “Being a parent makes you realize that living life is far more important when living for others rather than yourself,” he says. “Children can test you and push you to your limits, but words cannot describe the amazing feeling of family, the memories you create together, and the sound of your children’s laughter filling your home. Children show you how to love and care for others, putting them first, always!”

#### STANDING THE TEST OF TIME

Robert Hatch has been with Guaranteed Rate for nearly two years, but his career in the mortgage industry spans an impressive 26 years. Over this period, he has built a remarkable career, running companies, managing and growing local branches, and currently serving as Branch Manager and mentor. “I’ve been incredibly blessed in this industry,” Robert reflects. “Having had great success at a young age, it has provided my family with many opportunities.”



Robert Hatch

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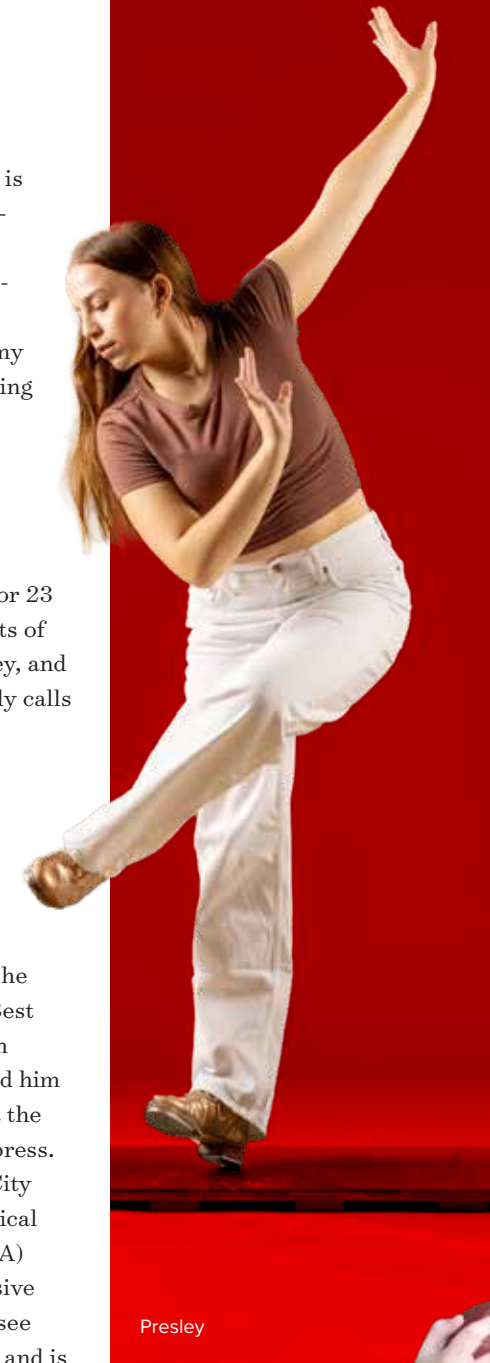
Robert’s passion for his work is fueled by his love for supporting people. “I love what I do because it gives me the opportunity to help others while also providing a lifestyle for my family that I didn’t have growing up,” he shares.

#### THREE PEAS IN A POD

Robert and his beautiful wife Christina have been married for 23 years and are the proud parents of three children, Preston, Presley, and Payson, whom he affectionately calls his “three peas in a pod.”

Preston is a senior at the University of Arizona, majoring in geology with a passion for theater. His dream is to perform on Broadway. With his talent, he earned the Monte Award for Best High School Actor in Southern Arizona in 2020. Expect to find him at his regular performances at the Gaslight Theater and Arts Express. Currently, he is in New York City studying at the American Musical and Dramatic Academy (AMDA) under a musical theater intensive program. Robert is excited to see where the world takes his son and is thrilled to see him perform on stage.

Presley is a sophomore at Tanque Verde High School. She found her love of dance at the age of 4 and has since competed nationally and won top awards in ballet, contemporary, tap, hip hop and lyrical. This 16-year-old is part of the pom line at her high school and has performed at Arts Express. She has also graced the international stage, proudly representing Team USA at the World Tap Olympics in Prague in October. In recent years, her tap team, Tap’d Out, based out of Scottsdale, performed in countries like France, Italy, Switzerland, Austria and Germany, including a performance on the main stage at Paris’s Disneyland.



Presley

## A Devoted Family Man



Payson

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sense of security and stability at home so they can pursue their dreams. That gives me great pride.” He loves being a father and seeing his children blaze their own trails in life.

### A HEART OF GRATITUDE

Reflecting on his life and career, Robert feels deeply grateful. “All three of our children were surprises; we didn’t know their gender until the day they were born,” he comments. It made their arrival into the world all the more special and a reason to celebrate.

A devoted dad, Robert Hatch exemplifies dedication to his family and clients, embodying the values of hard work, integrity, and a deep commitment to those he serves. His love for his family is priceless, as he puts them first in everything that he does. Robert is undeniably devoted and passionate which overflows into his work at Guaranteed Rate, providing clients with the utmost care and devotion as well.



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Payson, 13, is following in his siblings’ footsteps. He has received Platinum awards in tap and hip hop at BCC Dance, where he and Presley both train. Payson also graces the stage at Arts Express with his big brother. When he isn’t dancing or acting, Payson loves flag football and gaming and is set to start 8th grade this year, hoping to join his school’s flag football team.

### THE ROLE OF FATHERHOOD

Robert believes in providing his children with every opportunity to succeed. “There is an unbelievable amount of pride when you see your children go on to do big things,” he says. “Our job as parents is to create as many opportunities as we can for our kids, not to do it for them, but to give them every chance to succeed. Lay that foundation and give them a

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# JOHN SMITH & MATT BOLLINGER



## Like Attracts Like

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Written by Jess Wellar  
Photography by Casey James

**“Our team sponsors a 4-H animal every year and gives it back to the child who raised it. It’s our way of rewarding hard work and showing the importance of dedication and perseverance,” says John Smith, co-founder of the Smith and Bollinger team at Long Realty Company. “Last year we bought a goat, and this year we purchased a \$1,200 guinea pig at auction.”**

**This philosophy of rewarding hard work and fostering dedication is not just something John and his real estate partner, Matt Bollinger, believe in for their community contributions—it’s the cornerstone of their successful team.**

#### THE TIE THAT BINDS

John and Matt’s partnership began with neighboring offices at Long Realty. Each took note of the other showing up to work every day and began bouncing questions off each other after a while. Their bond solidified over the years, leading to a pairing that balances their individual strengths. In their own words, Matt is the “numbers and business guy,” while John excels in “teaching and connecting with people.” Together, they offer a 360-degree view to their clients, ensuring no detail is overlooked.

“We have a work ethic that I’ve never seen in real estate,” John affirms. “Matt and I show up to work every day; we don’t skip out early and we’re 50/50 on everything.” Matt smiles before adding, “Our offices were next to each other so it was pretty clear to see that it was not going to be a one-sided thing. I knew we would both put in the work to build a business to be proud of.”

Both agents agree their complementary skills are key to their team’s accomplishments. “John is a great teacher and a great people person,” Matt says. “It helps our team members and clients understand the process.” On the other hand, Matt’s analytical skills provide a solid foundation for their business decisions.

“At listing appointments, it only takes us about two minutes to tell which person the client is gravitating towards,” Matt explains. “If it’s about the numbers, they gravitate towards

me. If it’s more about the aesthetics, they gravitate to John. One person talks, while the other one listens and that’s important. We’re good at recognizing which personality the client identifies and feels more comfortable with to make such a large decision.

“For example, when we’re walking through a house to assess the condition and any repairs needed before the house goes on the market, John always takes the lead with his ‘Johnesty’ and the client loves it. It takes the edge off when John inevitably asks, ‘Are we still friends?’ after a walk-through.”

“Our egos are not at the table either,” John points out. “Everyone is looking at making the right decision. We don’t give up on deals when there are problems involved. When things get frustrating, we problem solve together, we talk to each other before the work day and come up with a game plan.”

#### THE ROAD TO REAL ESTATE

Both John and Matt come from families involved in the real estate business. John, after 20 years as a plumber, sought a career that combined his management, marketing, and interpersonal skills. Matt’s path was influenced by his parents, with his father being a building contractor and his mother a real estate broker. His degree in economics from Gonzaga University also gives him a strong foundation for commercial real estate.

Mentorship has played a crucial role in both John’s and Matt’s careers. John credits his first broker for providing



“  
**WE HAVE  
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 ETHIC  
 THAT I’VE  
 NEVER SEEN  
 IN REAL  
 ESTATE.**”



environmental science. John also has five grandchildren, including two sets of twins.

Matt is married to Elizabeth, the executive director of the Catholic Foundation. Their daughter, Lauren, is a second-grade teacher and graduate student, and their son, Sam, is studying Construction Management at ASU. The family enjoys traveling, with recent trips to the White Mountains and San Diego.

Beyond work, John is an avid wildlife and landscape photographer, often using his lens to capture the beauty of nature. He’s also an author and once sat on a CNN panel to discuss his book on water conservation after touring the country for several years speaking on the subject. Matt’s hobbies include golf, fishing, traveling, and collecting eclectic art when he’s not busy helping plan his daughter’s upcoming wedding.

Both men are deeply involved in their community as well. Their team supports numerous charitable organizations,

including Long Cares, Habitat for Humanity, and the Boys & Girls Clubs of Tucson. In addition to the 4-H Club, they also participate in charity golf tournaments and sponsor families during the holidays to give back at the local level.

As they continue to grow their business, both renowned REALTORS® have their eyes set on leaving a lasting legacy. Their future goals are rooted in a mutual desire to build something worthwhile and to pass on their knowledge to the next generation.

“We both want to keep growing our business and take it to the next level,” John elaborates. “We want a team that survives and hopefully someday, someone will step in and take over, whether it’s our kids or someone else that comes along.”

“The business is always changing, and we’re always learning. We want to pass that on to somebody else eventually,” Matt concludes.

invaluable guidance in his early days as a REALTOR®, and he loves paying it forward to watch others succeed. As a sales manager and CRB, John enjoys coaching others, even as he has recently stepped back to focus on his own business.

“Matt and I don’t want lifers on our team, we want someone that wants to be trained to eventually go out on their own. My mentor was Lori Mares, and it was the best breakup of all time. She is still my mentor to this day, whether she wants to be or not!” John says with a smile.

Similarly, Matt reflects on the impact of Cecelia Terry, his mother-in-law, who taught him the intricacies of what can often be a tough business. “I would not be where I am today without what she taught me,” Matt acknowledges. “If you set someone up right, they should be able to go out on their own eventually.”

**FAMILY VALUES**

Smith & Bollinger isn’t just a professional partnership; it’s a family-oriented affair. Their team includes six agents, two of whom are their wives, supporting them from home. The

busy team projects \$20 million in sales volume this year, a significant leap from last year’s \$12 million.

“We’re very family-oriented, and we both agree that family comes first,” John emphasizes.

Their team’s strengths lie in honesty, integrity, and a relentless work ethic. This commitment to ethical practices has built a strong referral business, as clients know they can trust Smith & Bollinger to act in their best interests.

“We live by doing the right thing solely because it’s the right thing,” Matt points out.

**OUTSIDE THE OFFICE**

Family and community are at the heart of John and Matt’s lives. John is married to Tracy, a real estate agent and science teacher at St. Michael’s School. The couple have three children: Chelsie, an RN at University Medical Center; Thayer, a college student aspiring to be an archaeologist; and Jillian, a college student aiming for a career in



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# Krista BRAYER

be inspired

## Making Dreams Come True, One Home at a Time!

Photography by  
Jacquelynn Buck  
Written by  
Elizabeth McCabe

“Real estate has always captured my attention and creativity,” says Krista Brayer with Realty Executives. Growing up, she often thought about houses, even constructing homes for her Barbie dolls out of blocks, sticks, and anything else she could find. Little did she know that she would find clients’ homes years later.

“Real estate came easily to me,” adds Krista, “most likely through a lifetime of exposure.” Her mother was a self-taught interior designer, and her father built and remodeled the family’s homes.

It was only natural that she pursued real estate professionally, but not without first delving into the mortgage industry.

In 1983, Krista started her career in lending with a savings and loan company. Over the next 20-plus years, she became a prominent figure in mortgage lending, working as a loan originator and eventually rising to the position of Vice President at Sterling Capital Mortgage. “I loved my years as a mortgage banker,” Krista reflects. “The people I had the opportunity to work with were incredible.”

In 2007, Krista decided to take some time off after her parent company divested. This break allowed her to focus on her family and consider new opportunities. “I thought maybe I would be good at remodeling homes so I gave it a try,” she recalls. Diving into historic home renovations, Krista discovered a new passion. “It was dirty and sweaty, with a huge learning curve,” she says, “but it allowed me to explore my creative side.”

Soon Krista was remodeling homes full-time, and in 2013, she obtained her real estate license. “This change allowed me to represent myself in purchases and now I’ve been extremely fortunate to have a wonderful and established referral base,” she explains.

Her background in mortgage lending, construction, and remodeling provides her with a well-rounded skill set that she leverages to offer exceptional individualized service.

Krista’s ability to visualize challenging floor plans and her creativity in marketing sets her apart in the industry. “When I represent a buyer or a seller, I can see the potential in a property that others might overlook.”

### Family + Fun

Krista’s family is blended, starting with her other half, Norm. Together, they have four grown children. Three are married and live in the Phoenix area, along with their two grandchildren. The youngest of the four lives and works in Washington, DC. “We are super proud of our kids,” Krista says. Norm and I are ‘family people.’ Our family is our priority, and we always look for fun opportunities to spend time with them.”

Each year, the family plans a trip and stays in a home together, whether snow skiing, relaxing at the beach, or enjoying a lake house. “We love short-term rentals as our go-to for family travel,” Krista shares. She is also a bit of a fanatic when planning holidays.





*I'm a lifelong learner. If I get one takeaway from something, I'm good.*



**Personal Pursuits**

Within the last two years, Krista has taken up woodworking as a hobby. "I love working with mesquite and acacia woods in my heated and cooled home studio that Norm built for me. I'm so lucky," she says. Her woodworking journey began serendipitously when she was staging a property and couldn't find the right-sized table. "Do you think I could make a table?" she asked Norm, who then showed her how to cut and sand. "After I completed that one, I started building another one!"

To relax, Krista loves to read, devouring everything from client experience improvement books to Anderson Cooper's story about the Vanderbilts. "I'm a lifelong learner. If I get one takeaway from something, I'm good," she notes. She also enjoys swimming, walking, and skiing.

Krista is deeply committed to her community. She currently sits on the board of Interfaith Community Services, a nonprofit organization. She is particularly active in assisting single moms attending college in pursuit of financial and career stability. "We help these moms achieve their goals for themselves and their families."

**Gratitude**

Krista has met incredible people throughout her life—ordinary people who have done extraordinary things. "I'm thrilled to know these extraordinary people," she says. As she continues to pursue her dreams, Krista remains an inspiring figure in the real estate world, making dreams come true, one home at a time.



Krista with her husband, Norm and their two dogs Oliver and McKenzie.

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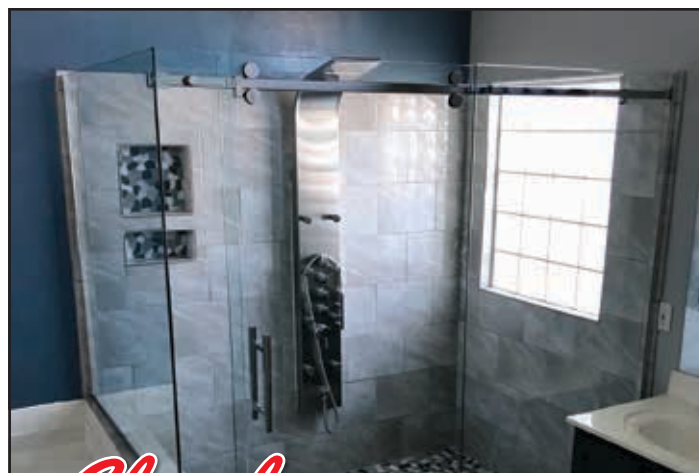


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# CHASE DELPERDANG & JENNY ADAMS

LEADING  
WITH  
LOVE

Team Integrity Agent Photo wearing "James" shirts in memory of founding team member and long-time Tucson real estate agent, James Workizer.

▶▶ featuring • Written By Jess Wellar | Photography by Jacquelynn Buck

“We truly love our agents just like family,” says Chase Delperdang. “Last night, Jenny had people over from the team that had lost their electricity, while my daughter was at another colleague’s house that coaches volleyball. Our lives are all intertwined; we’re friends who happen to do business together.”

Chase, along with co-owner Jenny Adams, have built a thriving real estate empire with Team Integrity at Keller Williams Southern Arizona. They lead with compassion and recognize that their busy agents have priorities outside of their careers.

**Different Paths Converged**  
Chase grew up with a heart for helping others, working at a church before transitioning to real estate in 2014. “I got my real estate license to have extra money for braces for my kids,” he shares honestly. “Nonprofits are

usually not profitable, so I needed something more sustainable.” His knack for the business quickly became apparent, and within two years, he was named CEO of KW Southern Arizona.



A stay-at-home mom, Jenny was drawn into real estate by a long-time family friend. “A friend asked if I wanted to help with transaction coordination for him and his team,” Jenny recalls. “I thought it sounded fun and something I could do while staying home with my two young children.”

By 2012, after only one year as an admin, Jenny was licensed and ready to take on the world of real estate herself. The duo’s professional partnership began in 2018 when Chase joined Team Integrity as the Director of Growth. In January of 2023, the pair bought Team Integrity, and their combined leadership has propelled it to new heights, with a sales volume of \$160 million last year.

#### Finding Their Why

Team Integrity, with its 40 agents and staff across five locations, operates as a well-oiled machine. Daily numbers and script practice on Zoom, weekly meetings, and an annual team summit in September keep everyone aligned and motivated.

“We’re all very close and tight-knit, and we’re very protective of our culture,” Chase explains. “That is the number one priority for us — we want to serve our people every day.” For Chase, the drive to lead and influence others is deeply personal. “Real estate allows me to live out my big why—to lead and influence others so that they can live a life and leave a legacy bigger than they ever dreamed.”

For Jenny, being at the helm has helped her to find her authentic voice. “For a long time, I felt like I had to emulate the leadership style of others who were more successful than me. I’ve learned that I can gain knowledge from their principles, ideas, and processes, but I don’t have to do everything the exact same way as them. There are multiple ways to get from A to B,” Jenny points out.

“  
THAT IS THE NUMBER  
ONE PRIORITY FOR US—  
WE WANT TO SERVE  
OUR PEOPLE  
EVERY DAY.  
”

#### Family-Feel Business

Both Jenny and Chase quickly agree that what sets Team Integrity apart is their family-like atmosphere. While they are always open to finding another agent who is the right fit, their vetting process is stringent and must align with their core values and priorities.

“Our team is all about our people and helping them get what they want in life,” says Chase. “But we don’t hire just anybody, they go

through the litmus test. You don’t just let anyone come sit at your family table at your house and we view the team the same way.”

Jenny echoes this sentiment: “We lead this team with love and we understand and encourage that family will always come first.”

Chase and Jenny’s leadership style is also complementary. “Chase is loud and good at public speaking and events, and I’m more behind the scenes and one-on-one,” Jenny explains with a laugh. This balance allows them to play to their strengths while supporting each other in their roles.

#### Beyond The Business

Outside of work, both Chase and Jenny enjoy spending precious time with their loved ones. Chase has been married to Jennie for 18 years, and they have three active children: Saryne (15), East (13), and Sanders (11), as well as two beloved rescue dogs, Wrigley and Chance.

“We are a sports family,” Chase smiles. “Our boys play football, so we’re at the field almost every day of the week. But our happy place is Rocky Point, Mexico.”

Jenny has been married to Jason, a firefighter with the Tucson Fire Department, and a member of the Air National Guard, for 14 years. The couple has two daughters, Jordyn (15), a high-level gymnast, and Brooklyn (13), who plays volleyball for a local club team.



Tucson Leadership Team  
(Left to Right: Jess Castillo, Chase Delperdang, Jenny Adams & Juan De La Ossa Jr.)

“As a family, we love playing games together, completing escape rooms, and traveling,” Jenny shares. Their sweet rescue dog, Mila, is always part of the fun.

Both Chase and Jenny are active in giving back to their communities, as their team supports various charitable organizations. Chase is personally involved with IMission, a nonprofit that builds houses in Rocky Point, Mexico.

“I’ve been helping IMission for 14 years and I’ve built 16 houses,”

Chase shares. “Our team goes down to build as well each year.”

Team Integrity also supports Honor Flight, which sends veterans to Washington, D.C., to see the memorials built in their honor.

In their free time, Chase enjoys hosting parties at his house, while Jenny loves reading, going on walks, and spending time with friends. Their favorite local hotspots include Quesadillas Restaurant for Chase and The Parish for Jenny, where she loves to savor Southern Fusion fare.

Looking ahead, Chase and Jenny are excited about the growth and potential of Team Integrity. They remain committed to their mission of serving others and providing opportunities for their team to thrive.

“We want to be remembered as people who truly care about others,” Jenny says. Chase sums it up perfectly: “We want to help our agents live the way they want to live and leave a legacy bigger than they have ever dreamed of.”



# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1-July 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
1	Lisa M Bayless (22524) of Long Realty Company (16717)	122.5	74,312,417	606,632
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	191	67,139,050	351,513
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	192	63,268,010	329,521
4	Marsee Wilhems (16298) of eXp Realty (495201)	121	42,167,390	348,491
5	Kyle Mokhtarian (17381) of KMS Realty (51920)	81	30,822,480	380,524
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	56	30,590,162	546,253
7	Danny A Roth (6204) of OMNI Homes International (5791)	69	28,048,085	406,494
8	Don Vallee (13267) of Long Realty Company (52896)	41.5	27,628,530	665,748
9	Sandra M Northcutt (18950) of Long Realty Company (16727)	40.5	27,399,240	676,524
10	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	73	26,432,975	362,096
11	Peter Deluca (9105) of Long Realty Company (52896)	37	26,293,700	710,641
12	Anthony D Schaefer (31073) of Long Realty Company (52896)	37	26,098,010	705,352
13	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	75.5	25,452,907	337,125
14	Joshua Waggoner (14045) of Long Realty Company (16706)	20	25,323,775	1,266,189
15	Denice Osbourne (10387) of Long Realty Company (52896)	31	25,280,098	815,487
16	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	22.5	25,165,548	1,118,469
17	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	23	24,770,324	1,076,971
18	John Emery (30847) of Diamondback Real Estate (52923) and 1 prior office	61	24,399,513	399,992
19	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	44.5	23,766,495	534,079
20	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	56.5	23,105,015	408,938
21	Jose Campillo (32992) of Tierra Antigua Realty (2866)	78	21,956,523	281,494
22	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	47.5	21,935,550	461,801
23	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	63	21,306,298	338,195
24	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	44	21,200,190	481,822
25	Jessica Bonn (37158) of Long Realty Company (52896)	8	20,907,694	2,613,462
26	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	40	20,543,750	513,594
27	Suzanne Corona (11830) of Long Realty Company (16717)	20	20,424,010	1,021,200
28	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	16.5	20,422,500	1,237,727
29	Russell P Long (1193) of Long Realty Company (52896)	19	20,067,958	1,056,208
30	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	56	20,058,235	358,183
31	Nara Brown (13112) of Long Realty Company (16717)	32	18,611,800	581,619
32	McKenna St. Onge (31758) of Gray St. Onge (52154)	15	18,484,627	1,232,308
33	Jameson Gray (14214) of Gray St. Onge (52154)	14	17,824,627	1,273,188

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Rank	Name	Sides	Volume	Average
34	Barbara C Bardach (17751) of Long Realty Company (16717)	9	17,792,109	1,976,901
35	Paula Williams (10840) of Long Realty Company (16706)	25.5	17,756,270	696,324
36	Leslie Heros (17827) of Long Realty Company (16706)	24	17,681,700	736,738
37	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	49	17,621,800	359,629
38	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	36	17,284,579	480,127
39	Lonnie Williams (61428) of Redfin (477801)	39	17,061,415	437,472
40	Helen W F Graham (55628) of Long Realty Company (16728)	27	16,981,900	628,959
41	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	21	16,891,715	804,367
42	Laurie Hassey (11711) of Long Realty Company (16731)	27	16,536,220	612,453
43	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	43.5	16,087,282	369,823
44	Tom Ebenhack (26304) of Long Realty Company (16706)	35	15,565,035	444,715
45	Tyler Lopez (29866) of Long Realty Company (16719)	36.5	15,488,080	424,331
46	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983) and 1 prior office	29	15,442,090	532,486
47	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	45.5	15,304,290	336,358
48	Rebecca Jean Dwaileebe (38585) of Realty Executives Arizona Territory -4983	40.5	15,285,038	377,408
49	Cindie Wolfe (14784) of Long Realty Company (16717)	19	15,083,166	793,851
50	Louis Parrish (6411) of United Real Estate Specialists (5947)	18.5	14,954,582	808,356
51	Erick Quintero (37533) of Tierra Antigua Realty (286606)	50.5	14,870,800	294,471
52	Jim Jacobs (7140) of Long Realty Company (16706)	16	14,492,500	905,781
53	Jim Storey (27624) of Long Realty Company (16706)	20	14,374,315	718,716
54	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	29	14,231,692	490,748
55	Paula J MacRae (11157) of OMNI Homes International (5791)	19	14,094,509	741,816
56	Sherri Vis (54719) of Redfin (477801)	29	14,017,660	483,368
57	Brenda O'Brien (11918) of Long Realty Company (16717)	25	13,956,800	558,272
58	Kay L Quatraro (25255) of Great Southwest Realty (2128)	9	13,854,950	1,539,439
59	Maria R Anemone (5134) of Long Realty Company (16727)	13.5	13,762,879	1,019,473
60	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	29.5	13,536,558	458,866
61	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	14	13,431,700	959,407
62	Martin Ryan (35633) of First United Realty, Inc (5764)	14	13,367,300	954,807
63	Heather Shallenberger (10179) of Long Realty Company (16717)	28.5	13,318,720	467,324
64	Rebecca Ann Crane (32933) of Real Broker (52446)	29.5	13,145,065	445,595
65	Christina Esala (27596) of Tierra Antigua Realty (286607)	57	13,053,124	229,002

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Create a property profile for any record in your farming results with a single click.



### MORE FLEXIBLE PROPERTY SEARCHING

Optional city for owner/address searches  
New "Nationwide" search option in owner search screen  
When searching by address, street number is optional  
Less is more, leave optional fields blank when you aren't sure and see a list of potential matches



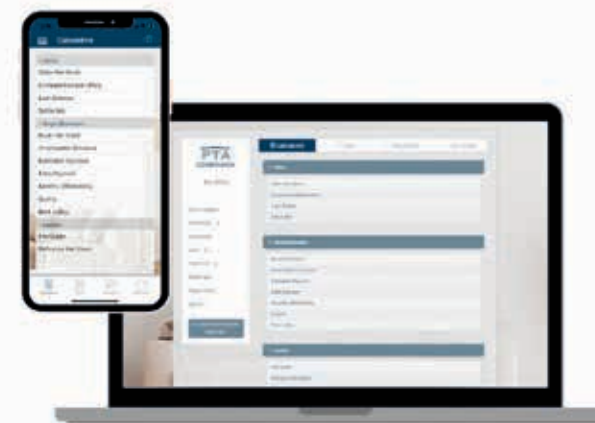
### AREA SALES SUMMARY

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



### EXPANDED NOTES FOR NET SHEETS

You asked and we listened! We previously had a 128-character limit on notes you could add to your net sheets. Character limits have now been increased to 500! Please continue to use the feedback form to request helpful changes like this.



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# TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
66	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	41.5	13,020,449	313,746
67	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	16	12,924,250	807,766
68	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	32	12,838,592	401,206
69	John E Billings (17459) of Long Realty Company (16717)	23	12,597,785	547,730
70	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	24	12,559,400	523,308
71	Brittany Palma (32760) of 1st Heritage Realty (133)	21.5	12,490,180	580,939
72	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	15	12,317,250	821,150
73	Hollis H Angus (58314) of Redfin (477801)	35	11,964,500	341,843
74	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	37	11,902,700	321,695
75	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	31	11,798,128	380,585
76	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	22	11,796,000	536,182
77	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	25	11,755,782	470,231
78	Susan Denis (14572) of Tierra Antigua Realty (286606)	22	11,718,200	532,645
79	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	30	11,442,350	381,412
80	Lori C Mares (19448) of Long Realty Company (16719)	32.5	11,358,808	349,502
81	Madeline E Friedman (1735) of Long Realty Company (16719)	20	11,234,800	561,740
82	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office	27.5	11,153,280	405,574
83	Jeffrey M Ell (19955) of eXp Realty (495211)	24.5	11,098,529	453,001
84	Matthew F James (20088) of Long Realty Company (16706)	14	10,993,245	785,232
85	Sue Brooks (25916) of Long Realty Company (16706)	19	10,894,786	573,410
86	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	21.5	10,739,850	499,528
87	Michele O'Brien (14021) of Long Realty Company (16717)	17	10,734,111	631,418
88	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	22.5	10,639,755	472,878
89	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	29.5	10,607,050	359,561
90	Jason K Foster (9230) of Tierra Antigua Realty (286607) and 1 prior office	17	10,499,700	617,629
91	Tori Marshall (35657) of Coldwell Banker Realty (70207)	16	10,408,013	650,501
92	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	21	10,384,308	494,491
93	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313) and 1 prior office	25.5	10,313,680	404,458
94	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	18.5	10,271,000	555,189
95	Teresa M.B. Urias (54420) of United Real Estate Specialists (5947)	3	10,159,900	3,386,633
96	Kristina Scott (37825) of Realty One Group Integrity (51535)	27	10,151,980	375,999
97	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	17.5	10,117,025	578,116
98	Anne Ranek (39879) of Tierra Antigua Realty (286606)	17.5	10,117,025	578,116
99	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	25	10,046,750	401,870

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Rank	Name	Sides	Volume	Average
100	Paul R Quatraro (1428) of Great Southwest Realty (2128)	8	9,924,950	1,240,619
101	Calvin Case (13173) of OMNI Homes International (5791)	22	9,886,050	449,366
102	Julie M Nielson (56950) of Long Realty Company (52896)	23.5	9,881,675	420,497
103	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	11.5	9,775,623	850,054
104	Stephanie M Urban (57953) of Long Realty Company (16724)	18.5	9,618,250	519,905
105	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	12.5	9,583,115	766,649
106	Lisa Korpi (16056) of Long Realty Company (16727)	20	9,540,427	477,021
107	Becky Nolen (7777) of Long Realty Company (16717)	14	9,460,800	675,771
108	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	14	9,456,900	675,493
109	John DeLalla (58262) of Tierra Antigua Realty (286601)	25	9,450,580	378,023
110	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	31	9,420,396	303,884
111	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	10	9,415,250	941,525
112	Melody L. Contreras (26298) of Realty Executives Arizona Territory (4983)	30	9,408,955	313,632
113	Sue West (13153) of Coldwell Banker Realty (70202)	16.5	9,406,715	570,104
114	J.R. Harry Brannon (25425) of Robson Ranch Quail Creek, LLC (4817)	18.5	9,271,955	501,187
115	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	31	9,211,728	297,153
116	Gary B Roberts (6358) of Long Realty Company (16733)	24	9,197,853	383,244
117	Phil Le Peau (39491) of OMNI Homes International (5791)	18	9,146,400	508,133
118	Victoria Anderson, PLLC (31547) of OMNI Homes International (5791)	22	9,070,050	412,275
119	Jenifer A. Jankowski (52926) of eXp Realty (52964) and 1 prior office	16	9,058,500	566,156
120	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	30.5	8,993,990	294,885
121	David K Guthrie (19180) of Long Realty Company (16706)	16	8,990,550	561,909
122	Jared Andrew English (35632) of Congress Realty (3096)	17	8,974,800	527,929
123	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	17.5	8,869,907	506,852
124	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	7	8,784,000	1,254,857
125	Michael Braxton (53095) of Long Realty Company (16717)	16	8,761,900	547,619
126	Helen Curtis (15010) of OMNI Homes International (5791)	20	8,752,612	437,631
127	Tracy Wood (36252) of Realty One Group Integrity (51535) and 1 prior office	16	8,733,406	545,838
128	Angela Tennison (15175) of Long Realty Company (16719)	11	8,700,000	790,909
129	Dana Michelle Pavelich (37583) of Realty Executives Arizona Territory -498303	10.5	8,674,371	826,131
130	Rob Lamb (1572) of Long Realty Company (16725)	11	8,650,000	786,364
131	Vincent R Yackanin (2249) of Long Realty Company (52896)	19.5	8,570,900	439,533

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Rank	Name	Sides	Volume	Average
132	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	9.5	8,560,955	901,153
133	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	22	8,516,900	387,132
134	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	23	8,509,137	369,962
135	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	14	8,503,600	607,400
136	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	18.5	8,467,695	457,713
137	Gina F McGlamery (8760) of Long Realty Company (16706)	12.5	8,441,700	675,336
138	Jenni T Morrison (4744) of Long Realty Company (52896)	11.5	8,432,869	733,293
139	Blaire C. Lometti (57232) of Tierra Antigua Realty (2866)	18	8,430,640	468,369
140	Dona R Franko (61393) of Keller Williams Southern Arizona (478307)	31	8,421,000	271,645
141	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	21	8,409,830	400,468
142	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	11.5	8,383,035	728,960
143	Judith Yazzie (61443) of Realty One Group Integrity (51535)	12	8,373,000	697,750
144	Jay Lotoski (27768) of Long Realty Company (16717)	21	8,362,700	398,224
145	Iris Pasos (38869) of Tierra Antigua Realty (286610)	19	8,341,790	439,042
146	Daniel C Sotelo (35661) of Long Realty Company (16706)	15.5	8,238,000	531,484
147	Todd Helmick (38566) of Tierra Antigua Realty (286607)	17	8,150,050	479,415
148	Aric M Mokhtarian (19336) of KMS Realty (51920)	24	8,046,550	335,273
149	Judy S Ibrado (27978) of Long Realty Company (16727)	18	8,023,000	445,722
150	Patricia Sable (27022) of Long Realty Company (16706)	9	8,012,650	890,294

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