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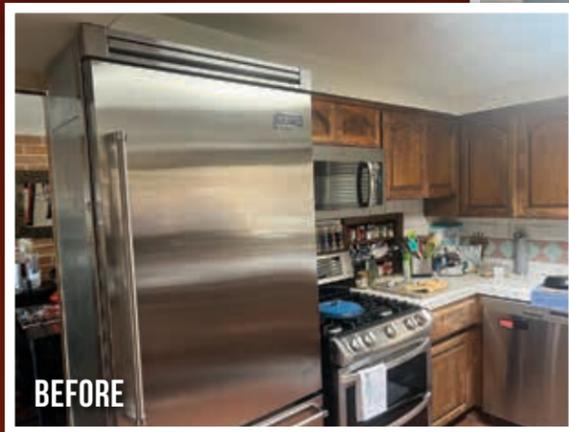
An Nguyen  
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**Top Standings**  
**Partner Spotlight:**  
Kitchen Concepts

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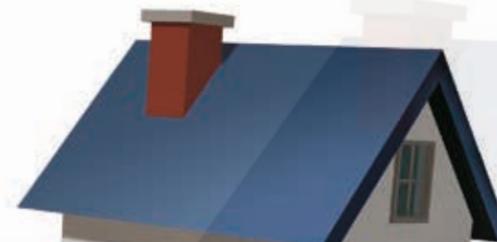
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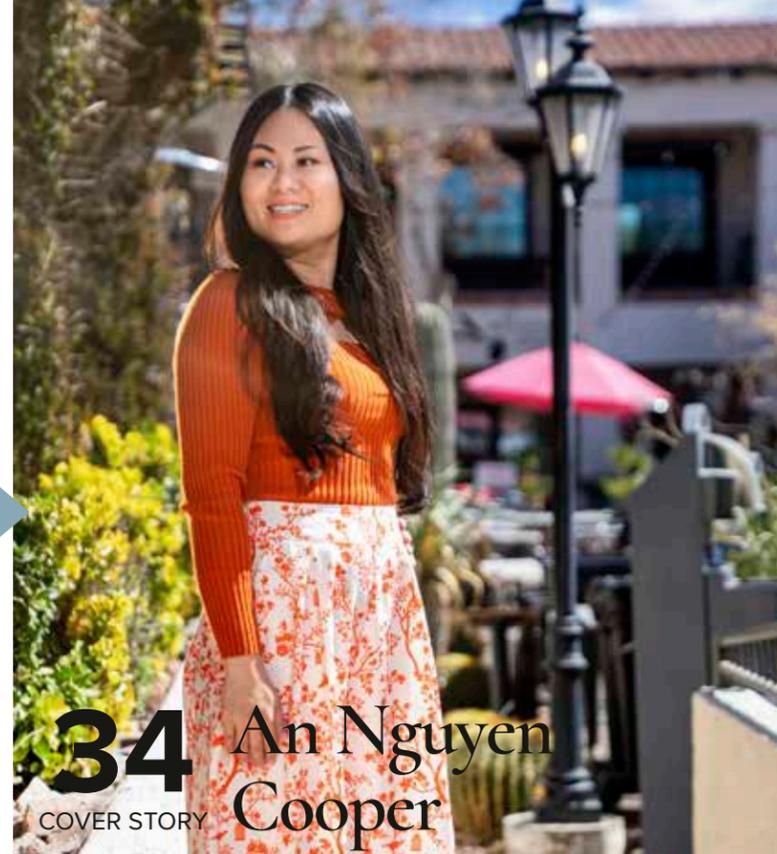
# STEAMY CONCEPTS

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Note: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



**34** An Nguyen Cooper  
COVER STORY

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.



  
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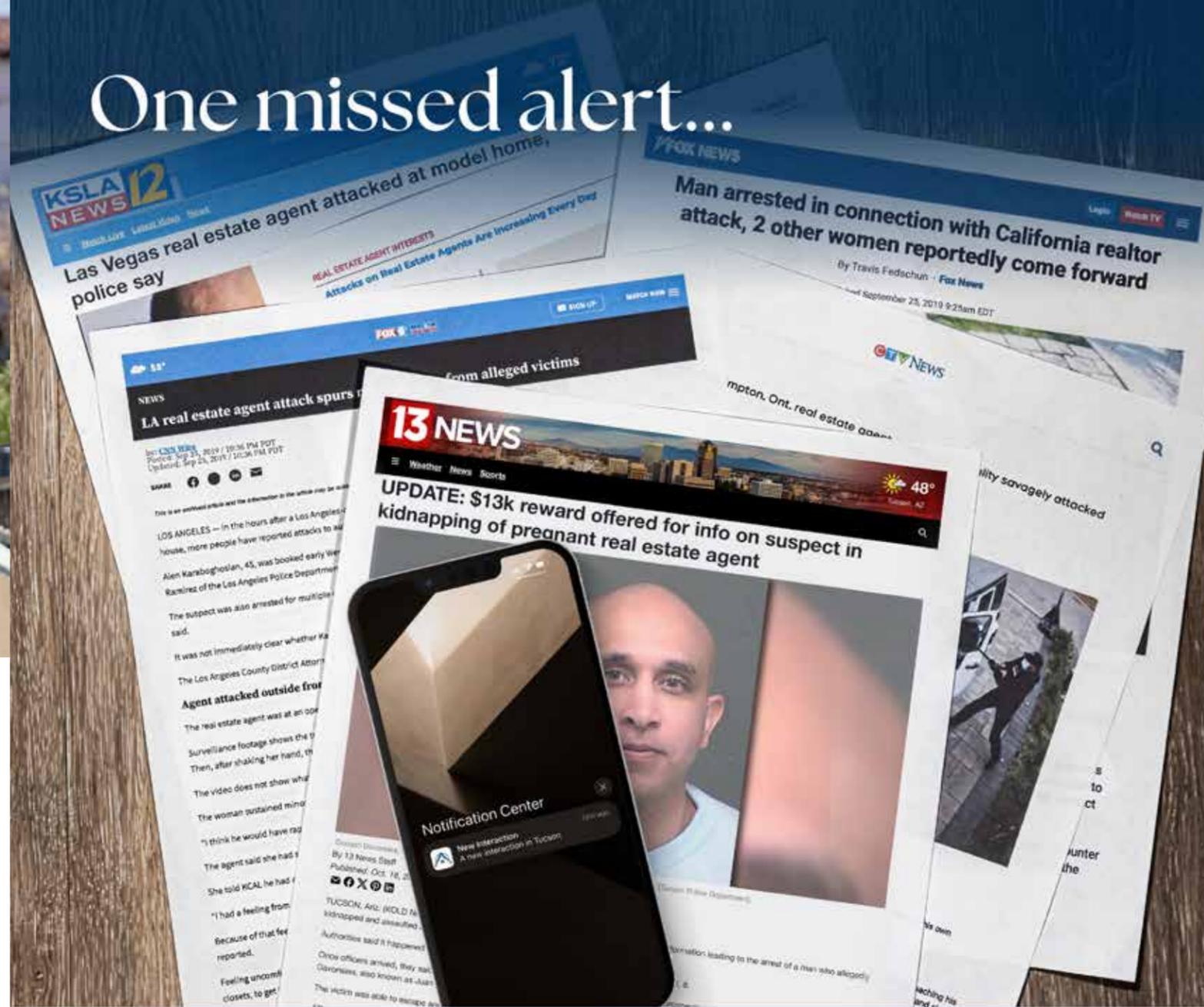
  
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# 2024

BY THE  
NUMBERS

Here's what the top 500 agents in Tucson sold in 2024...

**\$6,238,096,385**

SALES VOLUME



**13,656**

TOTAL TRANSACTIONS



**27**

AVERAGE  
TRANSACTIONS  
PER AGENT

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AVERAGE  
SALES VOLUME  
PER AGENT



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# KITCHEN CONCEPTS:

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WRITTEN BY JESS WELLAR  
PHOTOGRAPHY BY CASEY JAMES



*“I was drafted by the LA Dodgers but turned the offer down to go to UCLA on a baseball scholarship. After graduation, I went to the Cleveland Indians minor league team as a pitcher for two and a half years. I could throw a 97-mph fastball, but I just couldn’t throw enough strikes,” Chad Cislak, Jr. begins.*

“So I went into a financial advisor role for three years until my dad called me up and said he didn’t want just to put an ad in the newspaper to find the help he needed with his business. He asked me four times before I said, ‘yes’ and agreed to give it two years. My dad started teaching, I started listening and learning, and we put our heads down to grind and build an amazing business.”

What started as a small operation with founder Chad Cislak Sr. has evolved into a trusted name in custom cabinetry and countertop solutions. Kitchen Concepts, a premier kitchen and cabinetry design company in Tucson, Arizona, recently celebrated its 25th year in business, and Chad Jr. now runs the show.

#### **Cornerstone Of The Business**

For Chad, quality isn’t just a buzzword—it’s the backbone of Kitchen Concepts. “The bitterness of poor quality remains long after the sweetness of low price is forgotten,” he emphasizes. Walk into Chad’s showroom, and that philosophy is the first thing you’ll see displayed prominently on the island. “That’s what we’re built around, your assurance of quality. This isn’t HGTV, we’re the pros’ pros. It’s one thing to put it on paper, and it’s another to make it a reality—that takes a lot of knowledge,” Chad points out. “Think about it, do you want the guy at Home Depot helping you in the paint department when he has only worked there for a few months? Are you going to trust that experience with a \$50,000 renovation project?”

Kitchen Concepts specializes in full cabinetry design services, working with three different cabinet

manufacturers and four cabinet hardware manufacturers. The company also partners with local fabricators for solid surface and stone countertop installation.

Chad is quick to point out he doesn’t do it alone. His team plays a crucial role in ensuring every project is executed with precision. Vic Lavrisa, a seasoned cabinet installer, has been with the company since the very beginning, and brings nearly 40 years of experience to every job. Dan Sweeney, who joined a year ago, adds to the team’s expertise in high-quality installations. And Annie Scanlon, the office manager, keeps operations running smoothly, providing essential support and coordination to ensure every project stays on track.

But more than just selling cabinets, Chad and his dream team are in the business of problem-solving. “We are, first and foremost, a first-class customer service business,” Chad elaborates. “It is the heartbeat that allows all the other parts to work together.”

#### **A Valuable Resource**

REALTORS® are fixated on getting homes market-ready and helping buyers see potential. And that’s exactly where Kitchen Concepts excels as being a terrific asset. “Not every home a REALTOR® lists or shows comes in mint condition. Most people can relate to not being able to see beyond what is in front of them,” Chad notes. “As a kitchen designer, I see an empty canvas.”

Chad understands that a buyer’s first impression of a kitchen or bathroom can make or break a sale. That’s why he offers his expertise to help REALTORS® show what



“The bitterness of poor quality remains long after the sweetness of low price is forgotten.”

could be, rather than what is. For buyers who close on a home that needs a transformation, Chad and his team can bring that vision to life. “There is an entire TV network built around this exact premise, and Kitchen Concepts is the local resource to provide the vision,” he affirms.

**Full Transparency**

Chad has expanded the business over the years, adding partnerships with a tile partner, granite partner, and BBQ provider to offer clients more comprehensive services. But while growth is great, he’s adamant about keeping expectations realistic—something that popular home renovation shows often fail to do.

At Kitchen Concepts, transparency is king. Clients know upfront what to expect, both in terms of timeline and budget, ensuring there are no surprises along the way. “I watch the flipping shows, and they mostly make me angry with false information.

They set people’s expectations for a six-month project to wrap up neatly in 30 minutes,” Chad explains. “The devil’s in the details in our business, and these programs don’t show the detail, just the panoramic shots and unrealistic budget numbers with free TV labor,” he continues. “But I do keep watching because it amazes me what they get away with.”

**Family And Philanthropy**

Beyond his work, Chad enjoys life with his wife, Dr. Amy Cislak, principal at Tanque Verde High School. The couple has been married for 13 years and share their home with their five-year-old charcoal Lab, Halas, named after the legendary Chicago Bears

founder, George Halas. As a former professional athlete, sports still run deep in Chad’s veins. “I’m a big Bears and Cubs fan,” he smiles. “Both of my parents grew up in the suburbs of Chicago.”

While his competitive playing days are behind him, Chad channels that same drive while hitting the links—and he still hates to lose: “Since my dad retired, we’ve gotten into golf,” he shares. “Both my wife and I play with him every Sunday.”

Beyond sports, Chad is dedicated to giving back through his business; Kitchen Concepts is a proud partner of the Junior League of Tucson. Amy serves as the president of the organization, and one of their major annual initiatives is Cinderella’s Closet, which collects wedding and prom dresses for underprivileged women.

Recently, Chad and his team remodeled a garage into a boutique space for the nonprofit. “I donated cabinets and sourced another vendor to donate countertops. At the last event in the fall, we gave away 1,000 dresses and even partnered with a local dry-cleaning company to clean the dresses first,” Chad smiles. “It may be a women-run nonprofit, but I am doing my part while supporting my community and my wife.”



Owner: Chad Cislak Jr.



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# Steinen HURTADO

PHOTOGRAPHY BY KRISTI HARRIS  
WRITTEN BY JESS WELLAR



**“I THINK  
HAVING TO  
MOVE AND  
ADAPT  
SO MUCH  
HAS GIVEN  
ME THE  
ABILITY TO  
CONNECT  
WITH JUST  
ABOUT  
ANYONE.”**

## LEARNING TO SOAR (With A Little Help From The Sidelines)

“I owned and operated a full-service bed and breakfast near the Desert Museum and Saguaro National Park for four years, right in the thick of COVID. The house was a seven-bedroom mud adobe hacienda in dire need of updating. I poured about \$400,000 into renovations—essentially a live-in flip, though I didn’t realize it at the time. Running a small business played to my strengths though: cooking, design, hospitality, and juggling the million things that come with being a mom of four boys,” Steinen Hurtado explains.

“After we sold the B&B, I realized the profit was substantial, and that’s when real estate really clicked for me—not just as a personal venture, but as a career.”

Funny how life shows you the way, sometimes disguised as an inn-keeping gig during a global pandemic. But there’s little doubt Steinen has found her calling now as a fledgling agent on The Esala Team at Tierra Antigua Realty.

### A Lifetime Of Experiences

Steinen’s diverse background gave her an edge right out of the gate. Originally from Seattle, Steinen has lived and worked all over, from college in North Carolina to corporate life in Manhattan. Each move taught her something new before fleeing the cold for good when she moved to Tucson in 2018. Armed with a Bachelor’s degree in art history and a Master’s degree in architecture, her educational background also shaped an appreciation for art, architecture and design.

As a result, Steinen’s first full year in real estate wasn’t just good—it was phenomenal. She closed 30 transactions totaling nearly \$8.5 million in volume in 2024, which is an impressive feat for anyone, let alone someone who describes her early days in the business as “learning on the fly.” But clearly, she caught on fast.

“I started in August 2023, and those first few months were tough,” she admits. “But come January 1, my business just exploded. I had my head down, working hard for the team, stressed but loving it. I didn’t even realize how successful the year was until it was over.”

So, what’s the secret weapon? For Steinen, it’s not really a secret—it’s her colorful life. She’s pursued varied careers, and worn more hats than most people wear in a lifetime: tutor, canoe instructor, math teacher, art teacher, jewelry artist, nature-school administrator, and even falconer. Her diverse background isn’t just a fun conversation starter either; it’s also what makes her a stellar agent.

“I think having to move and adapt so much has given me the ability to connect with just about anyone,” she says. “Even as a beginner, I never really felt like a beginner in real estate. Those experiences all add up...I’ve got something in common with everyone.”

### The Beauty Of Teamwork

A big part of Steinen’s rapid success comes from the incredible support she’s found in The Esala Team. Led by Christina Esala, the team is affectionately known as the “Baby Star Maker Team” because of Christina’s knack for nurturing new agents into top producers. “Christina is the kindest person on the planet. She’s a hustler, always available, and truly the perfect boss,” Steinen acknowledges. “I probably called her ten times a day when I first started, and she walked me through everything without ever making me feel like I was a bother.”

The team dynamic isn’t just about mentorship—it’s also about balance. As the mom of four boys, Rigdzin, Kunsang, Silas, and Tenzin, ranging from 12 to 18, Steinen relies on the flexibility that comes with being part



Arizona Zipline Adventures in Oracle with her boys; Silas, Kunsang, Tenzin, and Rigdzin



Steinen with her hawk, Flora

of a supportive group. “The joy of being on a team is that I can go on vacation or to a football tournament and actually shut off. The Esala Team provides me with that flexibility I need to be present for my boys.”

#### Off The Clock

Steinen is quick to point out her greatest achievement isn’t in real estate—it’s her family. Raising four humans who are kind, resilient, and strong is her proudest accomplishment. “One day, my son missed dinner at the mess hall because he was studying for his private pilot exam. His brother noticed and brought him a plate of food without being asked. Moments like that remind me that all the hard work and discipline have paid off.”

Beyond work and family, Steinen loves to pursue her unique passion: falconry. “I was a licensed falconer for several years and trained a Harris’s

Hawk named Flora, whom I legally trapped. Flora wasn’t just a pet; she was a partner. Even though I had to give up falconry when we moved closer to town, that connection with raptors is still a big part of my life.”

The parallels between falconry and real estate might not seem obvious at first, but Steinen draws connections between the two: patience, precision, and trust. Her life philosophy mirrors her thoughtful training approach as well.

“I try to be mindful and don’t attach to thoughts,” she says. It’s a lesson she’s learned through her long-standing practice of Tibetan Buddhism, which helps her navigate the ups and downs of real estate—and life—with grace.

#### On The Horizon

Reflecting on her whirlwind first year in real estate, Steinen remains humble. “I’ve done a little bit of everything, from

land to luxury, and every transaction has taught me something new. But at the core of it all, I give my full attention to whoever or whatever stands before me.”

Looking ahead, Steinen is not putting any limits on her future. She knows she is exactly where she is meant to be right now and is content to welcome opportunities as they arise. “I don’t have an agenda; I’m just keeping the door open,” she affirms. “With my architecture degree, I would love to work more consistently at a higher price point with unique homes on amazing parcels. That’s what I love about real estate, there are so many different avenues that excite me.”

But for now, Steinen’s focused on being present—for her clients, her children, and herself. “The time I have left with my boys before they all leave the nest is fleeting,” she concludes. “But I do believe in karma, and I also believe my old passions for art and architecture will find a way to work themselves into my new career eventually.”

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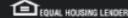
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# ALEXANDRA RODRIGUEZ

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JACQUELYNN BUCK  
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ELIZABETH MCCABE

## FROM ER DREAMS TO REAL ESTATE DEALS

“When I was younger, I wanted to be an ER doctor,” says Alexandra Rodriguez, who goes by Alex. “I was obsessed with trauma and ER shows. That started at the age of 3 or 4.” Looking back at that time of her life, she muses, “I’m glad I didn’t do that. I hate blood now that I am older.” She did attend nursing school a few years ago, however, before having a change of mind.

Instead of a career in medicine, Alex chose a different path—real estate—which was inspired by her grandmother. Alex was surrounded by real estate growing up, especially since her grandmother was a very successful REALTOR® in Tucson. It left an impression on her. At the age of 21, Alex started in property management before going full steam ahead in real estate.

“A lot of my clients wanted to buy or sell, and I couldn’t help them without my license. So, I got licensed in 2016,” she says. Starting out wasn’t easy, however.

“One of my biggest challenges was hanging in there while I built my business in the first few years. Starting from nothing and having faith in myself took a lot of grit. There were no guarantees, but I kept pushing forward,” says Alex. She started with Affordable Home Realty before working for Keller Williams, Omni, and Realty Executives, where she currently thrives.

### **Building Meaningful Connections**

Alex is passionate about deepening relationships with her clients. “I feel lucky to have the connections I do. I want to continue giving back to my clients and doing more for them. My goal is to grow my business through repeat clients and referrals,” she says. Alex is doing just that.

One of her most memorable transactions happened just recently. “My clients purchased a property to renovate for the buyer’s sister. They did all the work themselves, and I got to attend the housewarming party. Seeing her reaction was beautiful. It was such a cool moment to be a part of.” Those moments make every ounce of effort worth it.



“

TAKING RISKS WITH INVESTING HAS BEEN SO REWARDING.

**SEEING A PROJECT COME TOGETHER IS ONE OF THE BEST FEELINGS.”**

Real estate is a very rewarding profession. “What fulfills me most in my business is providing the knowledge and resources for people of any financial background to get into the real estate market and start building wealth,” she comments. Giving people ideas that they might not have thought of before is what Alex does best.

**Building Wealth for Herself**

In addition to helping others build wealth, Alex and her fiancé, Mario Misuraca, who is also a REALTOR®, have been growing their house-flipping business together. “Taking risks with investing has been so rewarding. Seeing a project come together is one of the best feelings.”

Alex sees herself expanding her real estate career into new avenues. “In the next five to ten years, I want to grow my investment portfolio and develop my design and interior decorating skills. I love helping clients with interior remodeling projects.”

**Family and Friends**

When she’s not working, Alexandra enjoys spending time with her son, Mario, and her dogs. “I love taking them on long walks, cooking, and doing home improvement projects. Whenever we have free time, we enjoy being around friends and family.”

Family is near and dear to Alex’s heart. “Becoming a mom is the best thing I’ve ever done,” she says. “We have a 6-month-old, and I feel so blessed to be on the motherhood journey.”

“I want to be remembered for being warm, loving, and a good wife,” smiles Alex. “I want to help other people who are starting other businesses realize they can do anything.” She empowers others by her example. “I want to be an entrepreneur and a great mom without compromising either one.” It’s a juggling act, but one that Alex does very well.

**Making A Difference**

Alex is already making an impact on the world through her kindness and ability to make a difference. Every year, Alexandra and her family give back by purchasing gifts for families in need through local school districts, Facebook groups, and Toys for Tots. “We figure out what sizes the kids need and what toys they want. We wrap everything so parents can give them to their kids if they’re having a tough year.”

They also give back during Thanksgiving. “We buy turkeys and all the fixings for families who need help putting a holiday meal together.” Small acts of kindness pay off for those underprivileged.

**Final Thoughts**

As Alex continues to grow her business and family, she remains committed to her values of hard work and generosity. With each home she helps buy, sell, or transform, she is not only shaping her own future but also leaving a lasting impact on the lives of those she serves. She is living her best life as a REALTOR®, building relationships and creating a life filled with purpose and passion. And that’s priceless.



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# An Nguyen Cooper

**Growing up in a small working-class family in Vietnam where money was scarce, An Nguyen Cooper learned all about hard work, saving money, and the importance of education. She shares, “I grew up in Ho Chi Minh, the largest city in Vietnam with the most population and highest cost of living.” It was very fast paced and competitive.**

“My parents had a little shop when I was 7, and I wanted to help them,” she adds. Springing into action, An brought toys, snacks, and school supplies to school to sell to her classmates. She was an entrepreneur at heart and excelled in sales. She also excelled in leadership as the class president from first grade through her senior year. Her talent in sales and leadership would be helpful decades later in real estate. First, however, she wanted to pursue business and hospitality management outside her home country.

“My first thought was Switzerland, known for its hospitality hotel and resort management majors, but they primarily spoke French and German, which would have been a challenge.” An then made a bold move. “I chose Australia,” she smiles. “It was a big beautiful country that offered many wonderful programs and many amazing opportunities for foreign students to

learn hospitality hotel and resort management.”

## **Guts + Gumption**

At the young age of 19, An took a flight to Australia, where the unknown awaited her. “I had no friends and no family.” She also did not understand the heavy Australian accent—at all.

“I studied at the university, but was met with culture shock,” she recalls. It was a fight-or-flight moment. She was forced to either return to Vietnam or overcome the language barrier and thrive. An chose the latter.

“It was tough,” she shares. She put everything she had into her studies. She earned a Bachelor’s in Hospitality Management in just two years—half the usual time—while juggling multiple jobs. From housekeeping to bartending, from concierge to reservations, she worked across every department at some of the biggest hotels and resorts.

“Going to Australia was challenging; however, it shaped me into the person I am today,” says An. Soon An made the long-awaited move to America. She settled in San Jose, California, where she spent another 2 years working in hotel reservations before relocating to Tucson, Arizona. Here, she spent the first year working in sales and marketing and

RISING STAR  
RISES TO  
THE TOP

WRITTEN BY BETH MCCABE  
PHOTOGRAPHY BY CASEY JAMES





event organization. Her experience in sales and marketing deepened, laying a foundation for her future endeavors.

#### Road to Real Estate

An's first step into real estate was as an investor.

"I started investing in real estate when I was 20 years old," she smiles. "I wanted to avoid the rat race and living paycheck to paycheck." When she was in Australia, she immersed herself in finance and investment books. She put the principles into practice.

"I bought and managed a few rental properties on my own at 22 years old," she says. "It deepened my interest in real estate." However, the pivotal moment didn't happen until she was 24. After careful consideration, An obtained her real estate license in 2015 at the age of 25. She has never looked back.

"I feel incredibly blessed to do what I love," An reflects. "Not many people can say that. Every single day, I'm learning and growing."

Now An is making her mark at Tierra Antigua Realty.

"As a perfectionist, I pour my heart into everything I do." With her international background, she can relate to clients relocating to the area with ease. Specializing in residential real estate, she has helped countless families find their dream homes while also guiding sellers through seamless transactions.

#### Family + Fun

When not working, it's all about family. "I met my husband Brent through a mutual friend," she shares. "He introduced me to his housemate, who is my husband now." Brent worked

in the hospitality industry before joining An in real estate, helping manage their rental properties, handling repairs, and providing essential support for her growing business and family.

"Brent remodels and flips houses with me," says An. "He is pretty much my real estate partner and investor. He's also the one who pushed me out of my comfort zone and encouraged me to switch my career to real estate."

They are blessed with two children, Cayden (8) and Daniel (4). Traveling is a family passion. "We travel every three months to a place we've never been," An shares. "We want our kids to experience different cultures, cuisine, people, and ways of life."

Another passion of hers is remodeling homes. "I love seeing a transformation," she says. "Each home has its own design, character and uniqueness, and we put thought into every single one." An and Brent have remodeled over 30 homes.

#### A Rising Star with No Limits

From humble beginnings in Vietnam to a flourishing real estate career in Arizona, An has proven that with hard work and determination, dreams do come true. She is proud of how far she has come. "If I can make it, anyone can make it," she says.

Whether helping families find the perfect home, remodeling properties, or exploring the world with her loved ones, An approaches life with passion and purpose. And for this rising star, the best is yet to come.



"I FEEL INCREDIBLY BLESSED TO DO WHAT I LOVE. **NOT MANY PEOPLE CAN SAY THAT.** EVERY SINGLE DAY, I'M LEARNING & GROWING."



# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- Feb. 28, 2025

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Rank	Name	Sides	Volume	Average
1	Lisa M Bayless (22524) of Long Realty Company (16717)	38	21,171,800	557,153
2	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	7.5	20,573,318	2,743,109
3	Michelle R Jessee (8424) of MTH Realty LLC (5383)	51	20,379,610	399,600
4	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	51	16,230,163	318,238
5	Kaukaha S Watanabe (22275) of eXp Realty (495203)	39.5	12,031,990	304,607
6	Danny A Roth (6204) of OMNI Homes International (5791)	13	11,943,000	918,692
7	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	34	10,901,726	320,639
8	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	19	10,763,900	566,521
9	Marsee Wilhems (16298) of eXp Realty (495201)	33	10,565,550	320,168
10	Sandra M Northcutt (18950) of Long Realty Company (16727)	9	9,504,500	1,056,056
11	Joshua Waggoner (14045) of Long Realty Company (16706)	8	8,705,000	1,088,125
12	Patty Howard (5346) of Long Realty Company (52896)	4	8,482,000	2,120,500
13	Kyle Mokhtarian (17381) of KMS Realty (51920)	26	8,220,900	316,188
14	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	22	7,881,490	358,250
15	Suzanne Corona (11830) of Long Realty Company (16717)	3	7,616,548	2,538,849
16	Brittany Palma (32760) of Tierra Antigua Realty (286617) and 1 prior office	11.5	6,748,300	586,809
17	Tim R Hagyard (32545) of Long Realty Company (52896)	7.5	6,388,300	851,773
18	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	11	6,370,000	579,091
19	Brenda O'Brien (11918) of Long Realty Company (16717)	10	6,280,000	628,000
20	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	6	6,232,500	1,038,750
21	Helen W F Graham (55628) of Long Realty Company (16728)	7	5,970,000	852,857
22	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	16.5	5,938,014	359,880
23	Jim Storey (27624) of Long Realty Company (16706)	6	5,820,000	970,000
24	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310)	1.5	5,776,557	3,851,038
25	Eliza Landon Dray (37458) of Long Realty Company (52896) and 1 prior office	8	5,775,900	721,988
26	Brandon Michael Lopez (63467) of Long Realty Company (16728)	5	5,583,900	1,116,780
27	Michele O'Brien (14021) of Long Realty Company (16717)	6	5,523,046	920,508
28	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	14	5,505,500	393,250
29	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	4	5,489,057	1,372,264
30	Nara Brown (13112) of Long Realty Company (16717)	8	5,391,000	673,875
31	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	11	5,389,444	489,949
32	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	8.5	5,106,500	600,765
33	Erick Quintero (37533) of Tierra Antigua Realty (286606)	12	4,886,065	407,172

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Rank	Name	Sides	Volume	Average
34	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	3	4,751,500	1,583,833
35	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	14	4,720,990	337,214
36	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	10	4,485,500	448,550
37	Jason K Foster (9230) of Tierra Antigua Realty (286607)	4	4,410,500	1,102,625
38	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	7	4,352,000	621,714
39	Paula J MacRae (11157) of OMNI Homes International (5791)	4	4,314,995	1,078,749
40	Maria R Anemone (5134) of Long Realty Company (16727)	2.5	4,282,500	1,713,000
41	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313)	11.5	4,281,450	372,300
42	Michael Shiner (26232) of CXT Realty (5755)	3.5	4,195,750	1,198,786
43	Sue Brooks (25916) of Long Realty Company (16706)	8	4,192,000	524,000
44	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	6.5	4,162,850	640,438
45	Paula Williams (10840) of Long Realty Company (16706)	4.5	4,037,500	897,222
46	John E Billings (17459) of Long Realty Company (16717)	10	3,929,400	392,940
47	Terri Kessler (15874) of Long Realty Company (16706)	5	3,889,000	777,800
48	Russell P Long (1193) of Long Realty Company (52896)	6	3,776,250	629,375
49	Heather L Shallenberger (10179) of Long Realty Company (16717)	9	3,761,800	417,978
50	Johanna L Roberts (2040) of Long Realty Company (16719)	6	3,719,000	619,833
51	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	11.5	3,660,700	318,322
52	Douglas J Sedam (55438) of SBRanchRealty (51898)	6	3,636,475	606,079
53	John P Powell (8094) of Help-U-Sell Real Estate (54417) and 1 prior office	5	3,597,000	719,400
54	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	7.5	3,576,500	476,867
55	Diana Denlinger (6927) of Century 21-Arizona Foothills (52973)	4	3,562,900	890,725
56	Stephanie Y Mahan (35510) of Long Realty Company (16717)	6	3,521,840	586,973
57	Tanya L Bowman (11959) of Realty Executives Arizona Territory (498301)	2	3,479,982	1,739,991
58	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983)	6	3,476,990	579,498
59	Alicia Marie Pastore (53392) of Realty Executives Arizona Territory (498306)	8	3,459,450	432,431
60	Kimberly A Anderson (55821) of Tierra Antigua Realty (286610)	7	3,457,500	493,929
61	Tom Ebenhack (26304) of Long Realty Company (16706)	10	3,454,500	345,450
62	Phil Le Peau (39491) of OMNI Homes International (5791)	3	3,439,000	1,146,333
63	Marta Bustamante (56661) of Realty One Group Integrity (51535)	4	3,427,000	856,750
64	Pam Treece (13186) of Long Realty Company (16717)	4	3,402,500	850,625
65	Mary G Dorais (5988) of Long Realty Company (16706)	4	3,377,500	844,375
66	Corinne Justine Gann (36504) of Coldwell Banker Realty (70207)	8	3,321,843	415,230



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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- Feb. 28, 2025

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Rank	Name	Sides	Volume	Average
67	Angela Tennison (15175) of Long Realty Company (16719)	3	3,289,000	1,096,333
68	Sherry Vis (54719) of Redfin (477801)	7.5	3,285,000	438,000
69	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	9.5	3,282,581	345,535
70	Anthony D Schaefer (31073) of Long Realty Company (52896)	7.5	3,240,720	432,096
71	Julie Ruth Valenzuela (54713) of Realty Executives Arizona Territory (498306)	9	3,192,880	354,764
72	Christina Esala (27596) of Tierra Antigua Realty (286607)	12.5	3,190,198	255,216
73	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	3	3,145,000	1,048,333
74	Jameson Gray (14214) of Gray St. Onge (52154)	1	3,137,500	3,137,500
75	McKenna St. Onge (31758) of Gray St. Onge (52154)	1	3,137,500	3,137,500
76	Asia Deck (36192) of Tierra Antigua Realty (286601)	8	3,129,500	391,188
77	Phillip Corey Denton (39906) of CXT Realty (5755)	1	3,100,000	3,100,000
78	Calvin Case (13173) of OMNI Homes International (5791)	10	3,096,900	309,690
79	Emily Speed Erickson (38621) of Coldwell Banker Realty (70207)	6	3,090,900	515,150
80	Tim S Harris (2378) of Long Realty Company (52896)	5	3,064,000	612,800
81	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	8	3,062,990	382,874
82	Barbara C Bardach (17751) of Long Realty Company (16717)	3	2,930,000	976,667
83	Javier Olono (38753) of Realty Executives Arizona Territory (498312)	8	2,923,386	365,423
84	Bryan R Alvarez (27774) of Desert Sunset Realty (5259701) and 1 prior office	3.5	2,907,850	830,814
85	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	5	2,907,500	581,500
86	Gina F McGlamery (8760) of Long Realty Company (16706)	6	2,895,000	482,500
87	Chris Gould (38698) of OMNI Homes International (5791)	2	2,885,000	1,442,500
88	Daniel C Sotelo (35661) of Long Realty Company (16706)	5	2,884,175	576,835
89	Lamar Watson (28955) of Realty One Group Integrity (53005)	2.5	2,868,750	1,147,500
90	Jeffrey M Ell (19955) of eXp Realty (495211)	6.5	2,864,900	440,754
91	Jeffrey Schuchart (52452) of Long Realty Company (16717)	3	2,819,000	939,667
92	Ryan Comstock (65386) of eXp Realty (52964)	7	2,799,900	399,986
93	Haley Ann Robling (61217) of Realty Executives Arizona Territory (498304)	7	2,793,000	399,000
94	Cathleen E Itule (38529) of Jason Mitchell Group (51974)	7	2,790,800	398,686
95	Sherry D Kupresin (368500080) of Tierra Antigua Realty (286610)	7	2,781,000	397,286
96	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	8	2,733,000	341,625
97	Judy S Ibrado (27978) of Long Realty Company (16727)	6	2,713,500	452,250
98	Denice Osbourne (10387) of Long Realty Company (52896)	5	2,707,500	541,500
99	Stephanie M Urban (57953) of Long Realty Company (16724)	6.5	2,704,380	416,058
100	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	1	2,700,000	2,700,000

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- Purchase or Refinance
- Max Loan Amount up to \$3 Million

## PROFIT & LOSS

- Primary, Secondary, and Investment
- Purchase or Refinance
- Max Loan Amount \$3 million

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- Min 600 FICO
- Borrower cannot be employed by a family member

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- Must be self employed for 2 years or more

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- Qualify with enough liquid assets to cover the loan balance
- Borrower does not have to be currently employed
- Owner-occupied only

## ASSET DEPLETION

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Rank	Name	Sides	Volume	Average
101	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	2	2,695,000	1,347,500
102	Zachary Lacy (36806) of Long Realty Company (52896)	3.5	2,687,350	767,814
103	Laura Jean Miller (22331) of Long Realty Sonoita/Patagonia (54502)	6	2,677,700	446,283
104	Barbara G Kittelson (38885) of Coldwell Banker Realty (70207)	5.5	2,665,500	484,636
105	Avery Skidmore (53643) of Coldwell Banker Realty (70207)	5.5	2,665,500	484,636
106	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	5.5	2,661,500	483,909
107	Tracy Wood (36252) of Realty One Group Integrity (51535)	3	2,658,995	886,332
108	Lauren Pew (54219) of OMNI Homes International (5791)	4	2,657,500	664,375
109	Kristen L Glasheen (58436) of Keller Williams Southern Arizona (478313)	5	2,632,780	526,556
110	Rudy Ruiz (35276) of Long Realty Company (16706)	5	2,626,000	525,200
111	Jay Lotoski (27768) of Long Realty Company (16717)	7.5	2,622,900	349,720
112	Hollis H Angus (58314) of Redfin (477801)	6	2,595,000	432,500
113	Leslie B Brown (35667) of Oracle Land & Homes (875)	3.5	2,594,750	741,357
114	David Joseph Ramirez (54745) of OMNI Homes International (5791)	5.5	2,591,500	471,182
115	Pam Ruggeroli (13471) of Long Realty Company (16719)	3.5	2,570,000	734,286
116	Lonnie Williams (61428) of Redfin (477801)	6.5	2,562,000	394,154
117	Vanessa M Zuern (32642) of Keller Williams Southern Arizona (478316)	5	2,553,868	510,774
118	Pamela Harlan (5933) of Long Realty Company (52896)	5	2,553,000	510,600
119	Steven Szymczak (60480) of Redfin (477801)	6	2,549,500	424,917
120	Debbie G Backus (6894) of Backus Realty and Development (2422)	5	2,536,900	507,380
121	Tyler Lopez (29866) of Long Realty Company (16719)	6.5	2,529,449	389,146
122	Tanya Barnett (30843) of OMNI Homes International (579104)	4	2,528,500	632,125
123	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	8	2,521,980	315,248
124	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038)	2	2,505,500	1,252,750
125	Vincent R Yackanin (2249) of Long Realty Company (52896)	2	2,500,000	1,250,000
126	Jared Andrew English (35632) of Congress Realty (3096)	6	2,497,070	416,178
127	Julie M Nielson (56950) of Long Realty Company (52896)	3.5	2,473,750	706,786
128	David Urbaniak (14957) of Keller Williams Southern Arizona (478313)	8	2,471,000	308,875
129	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313)	4	2,416,500	604,125
130	Stephen Argentati (38004) of Oracle Land & Homes (875)	4.5	2,407,500	535,000
131	Alex Patton (37843) of My Home Group (427514)	4	2,403,800	600,950
132	Maru Serino (54804) of Long Realty Company (52896)	7.5	2,401,990	320,265
133	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	13.5	2,398,500	177,667



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Rank	Name	Sides	Volume	Average
134	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	6	2,391,200	398,533
135	Dianne Grobstein (29050) of Realty Executives Arizona Territory (4983)	2	2,384,740	1,192,370
136	Matthew F James (20088) of Long Realty Company (16706)	4	2,378,000	594,500
137	Dina N Benita (7849) of Long Realty Company (52896)	3	2,374,000	791,333
138	Jon Mandel (33200) of Long Realty Company (16706)	5	2,364,000	472,800
139	Raymond S Laker (21309) of Realty One Group Integrity (51535)	7	2,364,000	337,714
140	Nancy Hennessey (37302) of Long Realty Company (52896)	5.5	2,350,579	427,378
141	Jose Campillo (32992) of Tierra Antigua Realty (2866)	7.5	2,332,500	311,000
142	Alyssa A Kokot (18637) of Coldwell Banker Realty (70202)	4	2,320,000	580,000
143	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	8	2,317,000	289,625
144	Rebecca Jean Dwaileebe (38585) of RE/MAX Horizon (54280)	6.5	2,302,250	354,192
145	Sherry Ethell (39565) of Long Realty Company (16721)	8	2,290,000	286,250
146	Peter Deluca (9105) of Long Realty Company (52896)	5.5	2,289,500	416,273
147	Kathy D O'Brien (10820) of Sonoita Realty (2383)	3.5	2,269,500	648,429
148	Tori Marshall (35657) of Coldwell Banker Realty (70207)	4	2,249,500	562,375
149	Szylvia Culbertson (56444) of Tierra Antigua Realty (2866)	2	2,240,000	1,120,000
150	Amy Perez (56580) of RE/MAX Excalibur Realty (453501)	4	2,230,000	557,500



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