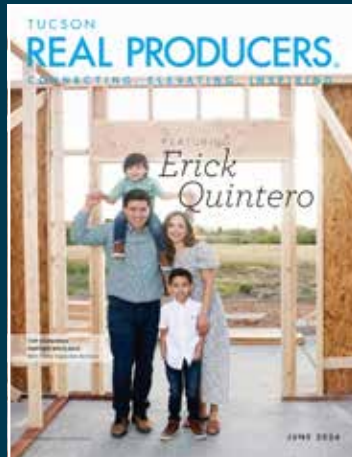
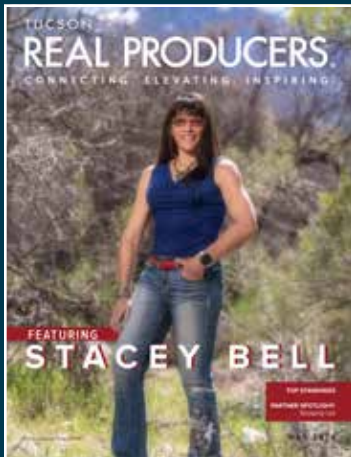
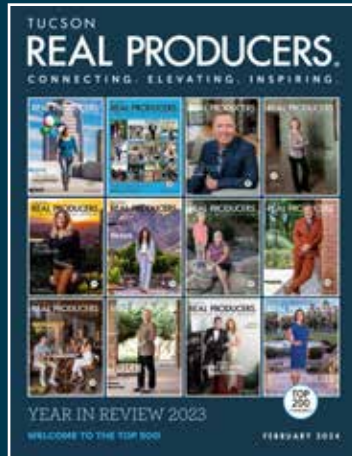


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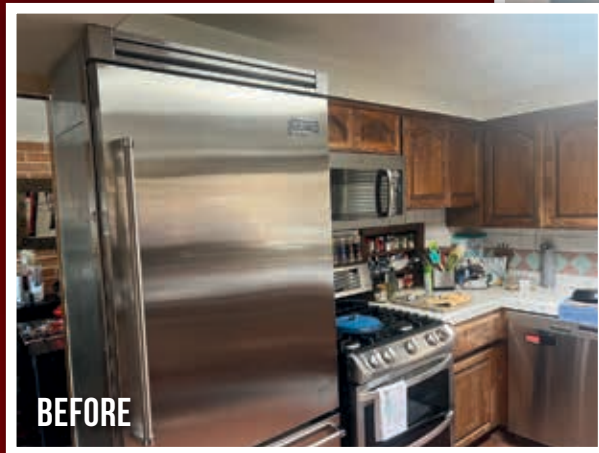
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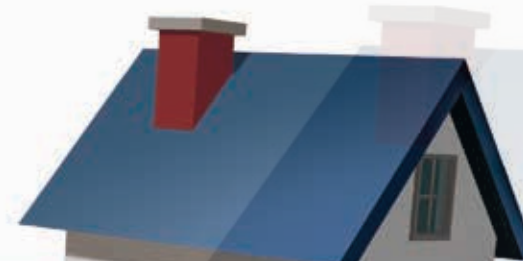
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Steamy Concepts



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18 A Look Back

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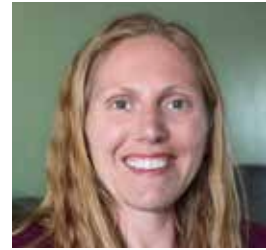
# Meet The Team



**Delilah Royce**  
Publisher



**Allie Byard**  
Ad & Content Manager



**Danielle Bower**  
Editor



**Jacquelynn Buck**  
Photographer



**Casey James**  
Photographer



**Elizabeth McCabe**  
Writer



**Jessica Weller**  
Writer



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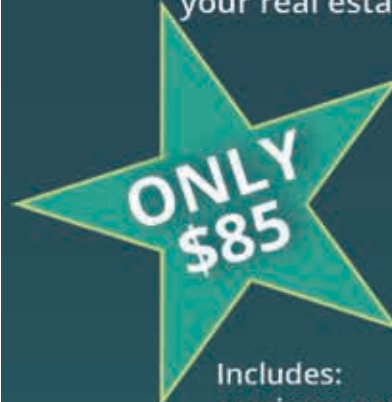
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**Rajeev Sajja**  
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**Andres Ruiz**  
Tedx Speaker, Business  
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Radio Show Host

### Top Agent Panel

Growing Up in a Down Market



**Rachael Bengé**  
Keller Williams Southern Arizona



**Javier Oloño**  
Realty Executives Arizona Territory



**Stephanie Urban**  
Long Realty

### Economic Panel

Where's the Growth?  
Economic Development in our County, Region and State



**Carlos Contreras**  
Director, AZ  
Office Economic  
Development



**Fernando Garcia**  
Executive VP  
International Trade  
& Investment, AZ  
Commerce Authority



**Susan Hyatt Dumon**  
Executive VP,  
Sun Corridor Inc.



**Heath S. Vescovi-Chiordi**  
Director of  
Economic  
Development,  
Pima County

MODERATED BY **Lisa Vallo**  
VP & Southern Arizona Market Leader,  
Cox Communications Southwest Region (Retired)



### CEO Panel

Navigating Change in Real Estate



**Calvin Case**  
CEO, Omni Homes  
International



**Renée Gonzales**  
CEO, Long Realty



**Troy Reiersen**  
CEO, BHHS Arizona,  
California, & Nevada  
Properties

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**Did You Know?**

The businesses on our list have all been vetted and referred to us by members of this community, so you know you are in good hands.

# Got Questions? WE'VE GOT ANSWERS...

feature pay NOTHING for the article to run; this is not a “pay-to-play” magazine. Nominate someone in the industry by emailing their name to [Delilah.Royce@N2co.com](mailto:Delilah.Royce@N2co.com).

**8. Are there any other opportunities to participate in the magazine?**

We also invite you to contribute content by writing articles to add value to our readership. Our writing team can help with ideas, structure, flow, and proofreading. If you're interested in writing content, email our content coordinator, Allie, at [admin\\_Tucson@n2co.com](mailto:admin_Tucson@n2co.com) and she can talk it through and get you published!



Here's to a successful 2025!  
Delilah

**Our Core Values**

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**Do Right.**

We fight to do right.

**Sharing.**

We believe everyone has a big life worth sharing.

**Celebrate.**

We build, we grow, we celebrate.

**Positive Competition.**

We champion collaboration, creative problem-solving, and positive competition.

**Change Lives.**

We believe in harnessing our power to change lives.

**Inclusion.**

We are unrelenting in our commitment to representation and inclusion.

**Be Kind.**

We believe in being kind above all else.

**CONGRATULATIONS TO THE 2025 SOUTHERN ARIZONA/TUCSON REAL PRODUCERS CLASS!**

We are so proud of your 2024 achievements! A huge welcome to everyone who is returning, as well as those who are new to the list! We would, first, like to answer some important “frequently asked questions” about this publication.

If you can't find your answer below, please contact us, we look forward to hearing from you.

**1. What is the purpose of this community?**

Our mission is to connect, elevate, and inspire the best in local real estate. We believe that as a community, we ALL win when we choose to collaborate and work together. We facilitate this by sharing stories in our monthly

magazine, hosting regular gatherings to allow members to build relationships, and by hosting a private Facebook group for daily discussion amongst members.

**2. As a Top 500 agent, how much does a membership to Tucson Real Producers cost?**

Nothing! It's completely free to you. How? Our community is fully supported and funded by our Preferred Partners, who are local businesses that have all been vetted and recommended by multiple top 500 producing agents of this community. These businesses are all connected to the industry in some way and can serve you and your clients at the highest level. When opportunities arise, we heavily encourage you to contact and refer our Preferred Partners because they add incredible value to your business. Download the current list on our Top 500 Facebook group. We update it monthly.

**3. How can I engage with other agent members and preferred partners?**

**1) Face-to-Face:** You're always invited to our exclusive *Tucson Real Producers* events (look for your 2025 invites in your email). A spot is not always guaranteed as we sometimes reach capacity quickly as the event approaches. To ensure you receive our invites (sent by both email and/or text), be sure your best contact info is updated. Text it to Delilah at 520-838-1835 or email it to [Delilah.Royce@N2co.com](mailto:Delilah.Royce@N2co.com).  
**2) Online:** You are invited to join our private Facebook group, *Tucson Real Producers* Top 500 Group. NOTE: This is a closed space for consistent connection, contribution, and collaboration among the best in the region. It's also the platform where we (The TRP Team) communicate all important updates and announcements.

**4. Where is the print magazine delivered, and what's inside?**

As a Top 500 agent, you will automatically be mailed a complimentary monthly print copy of *Tucson Real Producers* magazine to your office address on file in the MLSSAZ. Please update your mailing address to your best one (home or office) so we can ensure you receive the free copy each month! Email to [Delilah.Royce@N2co.com](mailto:Delilah.Royce@N2co.com). Our magazine is a high-quality full-color publication composed of relevant, local, and inspiring content.

**5. Who are the Preferred Partners?**

They are the local businesses and service providers who support this community and their clients at the highest level. Mortgage lenders, title companies, home inspectors, stagers, movers, insurance agents, contractors,

photographers, the list goes on. The businesses on our list have all been vetted and referred to us by members of this community, so you know you are in good hands.

**6. How are the top 500 agents determined?**

We have a third party pull a report annually (every January) based on closed transactions and volume in the MLSSAZ for the previous calendar year.

**7. How are the monthly magazine-featured stories chosen?**

What we love best about the agents we spotlight in our magazine is these individuals have been *nominated* by the local real estate community or our partners. Once nominated, there are a few subsequent steps to determine if and when their story can be featured on our pages. The individuals we



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# STEAMY CONCEPTS



able to transfer the number. All my advertising was wrapped up in this number. One day, I received a phone call on this number from a man named John, who lived in my old apartment and had my former phone number. John said he would use this number as a fax line with an answering machine, and he put our new business number on this machine so that anyone trying to get ahold of Steamy Concepts could still contact us. Because he did this, I got continued business, and I told him I owed him for his help. When he was ready to move out of his apartment, he asked me to clean his carpets. After doing this job, he asked if I had ever done any water damage work because he needed a guy. John walked me through how to do the water damage at a time when I was getting ready to close the business. Then I got a second job through John, and it was a big job! We rented the equipment needed and got the job done. That's when my wife and I realized we were in the wrong industry. I became a licensed contractor, trained and certified in mold and water damage restoration. And this is what gave us the capital to build the carpet cleaning business into what it is today.

**What's the most valuable service you offer for Realtors?**

Mold and water damage inspections. We look for evidence of mold when buying and selling a property. And we can involve an IEP if anything suspicious is found.

**What non-profits or organizations do you support?**

Vail School District and staff through Vail Pride Day. We support Cienega High School, Empire High School, and Micah Mountain. We are also Cat-backers, sponsors for the Vail Vikings, and the new corporate sponsor for Gaddis Gains Elite Club Football.

And of course, Toys for Tots which has grown so much with the support of Delilah and REALTORS®.

**What are you passionate about outside of work?**

When I first started the company, our youngest was 4 or 5 and I missed a lot of time because I was trying to get a business off the ground so I had to sacrifice a lot. My hobby and my passion are my family and friends and just living life.

PHOTOGRAPHY BY CASEY JAMES

**The Steamy Concepts Team:**  
**Matt and Lori Horn - Owners;**  
husband and wife team

**Garrett Case - Business Development**  
Garrett has been with the company for many years. He is a people person, family man, and advocates for his children who are special needs. His job is to create new relationships, support those relationships through great customer service and problem-solving. Overall, he helps us grow our business organically.

**Tony Spasovski - Director of Operations for Water Damage and Restoration Division**

Tony has also been with the company for years. I recruited him from a car dealership because I recognized his potential. He makes sure our

customer service is fantastic, handles the larger scale problems, makes sure the office is running smoothly and overall management.

**Share a little about your business, what you offer, and what sets you apart from the competition.**

We offer water and mold damage restoration services. Mold or water damage may stem from monsoon storms, freezing pipes, and plumbing leaks of any type. Mold can start from leaks from your roof or air conditioning or under cabinets of a bathroom or kitchen faucet.

One of the biggest aspects that sets us apart from others is that we are locally owned and operated. We have a family-style work environment. Many of the bigger names are franchisees or large corporations.

We are one of the largest restoration contractors in Southern Arizona. We are fast and have the capacity to handle a simple toilet overflow to a 10-story apartment building.

We are who you call when you need someone qualified.

**How many years have you been in business?**

27 years this March

**How and why did you decide on this particular industry?**

By accident! I started out as a carpet cleaner and, by 2001, was almost out of business. My family and I were living in an apartment, and the complex owned the phone lines. The phone number for our business line was with the apartment. When we moved, I wasn't



Tony Spasovski & Garrett Case

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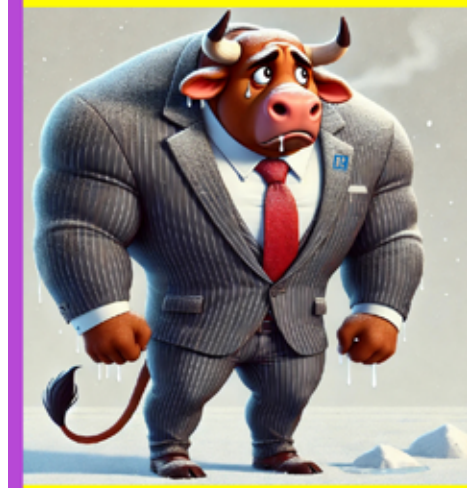
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# A Look Back

## The Rising Stars & Be Inspired Features of 2024



**Krystine Eppley**

**Make Your Own Future**

“It’s a weird coincidence that your rock bottom can turn into something so beautiful.”



**Alec Bon**

**From Football Fields to For Sale Signs**

“I associate my football injury with how I have been successful in real estate,” says Alec. “It pushed me to do more.”



**Shahrzad Malekpour**

**Determination and Heart**

“My dad always told me, ‘If it’s not dying, it’s solvable!’ Whenever something happens, I remember what he told me. I focus on finding the solution.”



**Frank Lococo**

**Exceeding Expectations from Hospitality to Houses**

“I found that most customers were seeking an authentic and memorable experience. It became clear that people will always pay more for service and quality...and that I think will never go out of style.”



**Alexis Cortez**

**A Legacy of Love and Dedication**

“As a mother, you can provide 100% of your time and attention to your children while also providing 100% of hard work and effort in running your own business successfully.”



**Carmen Calvillo**

**Defying the Odds**

“Show courage in the face of adversity. Never give up; be resilient.”



**Rosie Garcia**

**Eyes on the Horizon**

“Overcoming this disease inevitably put life into perspective for me. It strengthened and humbled me and I am forever grateful for life every day.”





### Zhanna Spektor

**Finding Purpose and Passion in Real Estate**

“The road was not easy. I had to rebuild, create, and establish a new normal, which included a brand-new career, a new business venture, and a new lifestyle.”



### Krista Wissinger

**Home At Long Last**

“My mom always taught me that doing little things consistently leads to big results. That is something I have implemented into my business.”



### Krista Brayer

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

“I’m a lifelong learner. If I get one takeaway from something, I’m good.”



### Renee Dale

**Overcomes Obstacles to Soar in Life and Real Estate**

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



### Mark and Annie Gathmann

**Whatever It Takes**

“The finish line keeps moving, yet we want to appreciate all the blessings we have been given.”



### Olivia Laos-Stutz

**Following in Her Mother’s Footsteps**

“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.”



### Thomas Duell

**Where the Cross & Clients Intersect**

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# Golden Nuggets

from our 2024  
Featured Real  
Producers

*The cover of Real Producers magazine isn't just a photo - it's a badge of honor, a symbol of excellence, and a testament to the hard work and dedication of the agents who are featured.*

## Jose Campillo

January

“We all have bad days, but the key is to persevere. Even during tough times, it's important to discover the motivation to push forward, whether for the sake of your family, your aspirations, or your well-being. Remember, difficult moments are transient, and brighter days are always ahead.”



## Stacey Bell

May

“Always do more than expected...there is always something you can do to make every situation better.”

## Erick Quintero

June

“Customer service is how I built my business. I make sure that my clients are happy and understand everything that they are doing. It's always about the right decision for the client. That's something I pride myself on.”



## Amanda Clark

March

“I want to be remembered for helping. I am an introvert by nature, but I love to help others. Real estate gives me a purpose to reach out and an opportunity to help. You operate differently when you see real estate as more than a financial transaction. It's not a deal; it's a person. Each one of my clients has a story, and I get to be part of it.”



## Suzie Corona

July

“Before I see clients, I ask God to grant me the intellect I need, but foremost, to ensure that I am doing what is best for them before myself.”

## Kimberly Mihalka

April

“My time in the classroom taught me a new level of patience, understanding, and listening skills that I have taken into real estate. I love showing my clients everything Tucson has to offer and helping them find the area of town that will fit their needs best.”



## Jessica & Randy Bonn

August

“We truly enjoy the work collaboration we have daily while appreciating the time spent together as husband and wife. We haven't had any conflict about the best path forward for our clients. We make little investments every day into our relationships and business to sustain us through tough times.”







## Chase Delperdang & Jenny Adams

September

“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.” (Chase)

“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)

## Kate Wright

October

“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.”



## Eliza Landon Dray

November

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



## Nara Brown

December

“I try to approach each situation with a smile. You catch more bees with honey. In the end, real estate is about building relationships, creating trust, and helping people. It can be stressful at times, but also rewarding.”



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# TOP 200 STANDINGS • BY VOLUME

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Rank	Name	Sides	Volume	Average
1	Lisa M Bayless (22524) of Long Realty Company (16717)	206	122,629,658	595,290
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	300.5	110,027,230	366,147
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	310.5	102,507,653	330,137
4	Marsee Wilhems (16298) of eXp Realty (495201)	184	65,673,275	356,920
5	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	152	52,383,900	344,631
6	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	89	49,653,156	557,901
7	Danny A Roth (6204) of OMNI Homes International (5791)	112	48,061,209	429,118
8	Anthony D Schaefer (31073) of Long Realty Company (52896)	64	44,686,793	698,231
9	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	126.5	44,073,759	348,409
10	Don H Vallee (13267) of 1912 Realty (418302) and 1 prior office	69	42,389,930	614,347
11	Sandra M Northcutt (18950) of Long Realty Company (16727)	70.5	42,256,009	599,376
12	Kyle Mokhtarian (17381) of KMS Realty (51920)	124.5	42,073,850	337,943
13	Peter Deluca (9105) of Long Realty Company (52896)	57	41,235,850	723,436
14	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	33.5	38,190,798	1,140,024
15	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	77	37,236,650	483,593
16	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	29	36,485,896	1,258,134
17	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	80	36,294,865	453,686
18	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	97.5	34,916,900	358,122
19	Jose Campillo (32992) of Tierra Antigua Realty (2866)	114.5	34,559,823	301,833
20	Joshua Waggoner (14045) of Long Realty Company (16706)	24	33,698,775	1,404,116
21	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	64.5	32,967,195	511,119
22	Denice Osbourne (10387) of Long Realty Company (52896)	41	32,195,658	785,260
23	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	58	32,125,028	553,880
24	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	84	31,644,773	376,723
25	Nara Brown (13112) of Long Realty Company (16717)	56.5	31,544,490	558,310
26	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	67.5	30,753,546	455,608
27	McKenna St. Onge (31758) of Gray St. Onge (52154)	21.5	30,033,202	1,396,893
28	Jameson Gray (14214) of Gray St. Onge (52154)	21.5	29,706,202	1,381,684
29	Laurie Hassey (11711) of Long Realty Company (16731)	47.5	28,564,220	601,352
30	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	33	28,133,715	852,537
31	Helen W F Graham (55628) of Long Realty Company (16728)	41	27,664,485	674,744
32	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	76.5	27,623,182	361,087
33	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	60.5	27,369,773	452,393

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Rank	Name	Sides	Volume	Average
34	Russell P Long (1193) of Long Realty Company (52896)	32.5	26,992,458	830,537
35	Leslie Heros (17827) of Long Realty Company (16706)	37	26,566,200	718,005
36	Tom Ebenhack (26304) of Long Realty Company (16706)	56	26,391,431	471,276
37	Jessica Bonn (37158) of Long Realty Company (52896)	12	25,378,594	2,114,883
38	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	75	24,993,498	333,247
39	Erick Quintero (37533) of Tierra Antigua Realty (286606)	83.5	24,451,663	292,834
40	Christina Esala (27596) of Tierra Antigua Realty (286607)	114	24,416,970	214,184
41	John W Emery (30847) of Diamondback Real Estate (52923) and 1 prior office	61	24,399,513	399,992
42	Rebecca Jean Dwaileebe (38585) of RE/MAX Horizon (54280) and 1 prior office	65	24,185,333	372,082
43	Brenda O'Brien (11918) of Long Realty Company (16717)	40	24,091,800	602,295
44	Jim Storey (27624) of Long Realty Company (16706)	32	23,591,689	737,240
45	John E Billings (17459) of Long Realty Company (16717)	41.5	23,486,145	565,931
46	Tyler Lopez (29866) of Long Realty Company (16719)	55	23,279,720	423,268
47	Paula Williams (10840) of Long Realty Company (16706)	33	22,708,437	688,134
48	Suzanne Corona (11830) of Long Realty Company (16717)	25	22,509,733	900,389
49	Barbara C Bardach (17751) of Long Realty Company (16717)	13	22,147,109	1,703,624
50	Martin Ryan (35633) of First United Realty, Inc (5764)	27	22,012,800	815,289
51	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983) and 1 prior office	40	21,835,980	545,900
52	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	63	21,597,190	342,813
53	Jason K Foster (9230) of Tierra Antigua Realty (286607) and 1 prior office	33	21,595,030	654,395
54	Lonnie Williams (61428) of Redfin (477801)	49	21,487,415	438,519
55	Sherri Vis (54719) of Redfin (477801)	45	21,226,560	471,701
56	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	44.5	21,169,858	475,727
57	Jim Jacobs (7140) of Long Realty Company (16706)	23	21,149,500	919,543
58	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	17.5	20,922,500	1,195,571
59	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	46	20,683,392	449,639
60	Cindie Wolfe (14784) of Long Realty Company (16717)	27.5	20,607,863	749,377
61	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	43.5	20,550,300	472,421
62	Paula J MacRae (11157) of OMNI Homes International (5791)	31	20,291,300	654,558
63	Heather L Shallenberger (10179) of Long Realty Company (16717)	45.5	20,136,870	442,569
64	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	33	20,048,500	607,530
65	Jay Lotoski (27768) of Long Realty Company (16717)	42	19,919,683	474,278
66	Stephanie M Urban (57953) of Long Realty Company (16724)	39.5	19,631,490	497,000

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Rank	Name	Sides	Volume	Average
67	Brittany Palma (32760) of Tierra Antigua Realty (286606) and 1 prior office	36.5	19,615,180	537,402
68	Louis Parrish (6411) of United Real Estate Specialists (5947)	24.5	19,503,296	796,053
69	Jeffrey M Ell (19955) of eXp Realty (495211)	41	19,395,640	473,064
70	Hollis H Angus (58314) of Redfin (477801)	50.5	19,223,000	380,653
71	Josh Berkley (29422) of Keller Williams Southern Arizo (478307)	43	19,158,560	445,548
72	Rebecca Ann Crane (32933) of Real Broker (52446)	47	18,900,015	402,128
73	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	40	18,750,998	468,775
74	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	55.5	18,735,460	337,576
75	Tony Ray Baker (5103) of RE/MAX Professionals (538102)	37	18,653,630	504,152
76	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	47	18,574,990	395,213
77	Gary B Roberts (6358) of Long Realty Company (16733)	49	18,419,313	375,904
78	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	56	18,273,668	326,316
79	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	51	18,223,760	357,329
80	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	34.5	17,973,850	520,981
81	Stacey Bell (142000763) of Long Realty -Green Valley (16716)	55	17,644,200	320,804
82	Lori C Mares (19448) of Long Realty Company (16719)	48	17,581,774	366,287
83	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	19	17,497,090	920,900
84	Susan Denis (14572) of Tierra Antigua Realty (286606)	33.5	17,262,200	515,290
85	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313) and 1 prior office	51	17,249,333	338,222
86	Tori Marshall (35657) of Coldwell Banker Realty (70207)	30	17,006,013	566,867
87	Matthew F James (20088) of Long Realty Company (16706)	25.5	16,892,845	662,465
88	Michele O'Brien (14021) of Long Realty Company (16717)	26	16,865,611	648,677
89	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	56	16,822,822	300,408
90	Sue Brooks (25916) of Long Realty Company (16706)	28	16,614,786	593,385
91	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	22.5	16,537,750	735,011
92	Melody L Contreras (26298) of RE/MAX Horizon (54280) and 1 prior office	51	16,442,921	322,410
93	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	29.5	16,427,745	556,873
94	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	14	16,323,762	1,165,983
95	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	18	16,246,700	902,594
96	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	38	16,202,650	426,386
97	Calvin Case (13173) of OMNI Homes International (5791)	40	16,145,800	403,645
98	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313) and 1 prior office	40	15,983,520	399,588
99	Cristhian Macias Ramos (58194) of Keller Williams Southern Arizona (478313) and 1 prior office	44	15,808,128	359,276
100	Michael Braxton (53095) of Long Realty Company (16717)	29	15,744,986	542,931

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# TOP 200 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
101	Vincent R Yackanin (2249) of Long Realty Company (52896)	30.5	15,680,300	514,108
102	Pam Ruggeroli (13471) of Long Realty Company (16719)	29.5	15,537,795	526,705
103	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	20	15,487,373	774,369
104	Helen Curtis (15010) of OMNI Homes International (5791)	35	15,424,612	440,703
105	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313) and 1 prior office	50.5	15,410,577	305,160
106	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	47.5	15,260,691	321,278
107	Maria R Anemone (5134) of Long Realty Company (16727)	14.5	15,152,879	1,045,026
108	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	37.5	14,859,045	396,241
109	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	31	14,828,308	478,333
110	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	19.5	14,755,750	756,705
111	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	14.5	14,517,430	1,001,202
112	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	25	14,478,775	579,151
113	John DeLalla (58262) of Tierra Antigua Realty (286601)	40	14,476,580	361,914
114	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	22	14,423,910	655,632
115	Anne Ranek (39879) of Tierra Antigua Realty (286606)	24.5	14,406,275	588,011
116	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	24	14,340,060	597,502
117	Madeline E Friedman (1735) of Long Realty Company (16719)	25.5	14,297,270	560,677
118	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	14	14,273,250	1,019,518
119	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	20	14,271,852	713,593
120	Kristina Scott (37825) of Realty One Group Integrity (51535)	38	14,223,920	374,314
121	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	20	14,154,750	707,738
122	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	20	14,094,785	704,739
123	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	33.5	14,086,745	420,500
124	Alyssa A Kokot (18637) of Coldwell Banker Realty (70202) and 1 prior office	32	13,994,742	437,336
125	Kay L Quatraro (25255) of Great Southwest Realty (2128)	9.5	13,957,400	1,469,200
126	David L Duarte (57860) of Tierra Antigua Realty (286606)	44	13,946,760	316,972
127	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	13	13,895,000	1,068,846
128	Tom Peckham (7785) of Long Realty Company (16706)	22	13,873,066	630,594
129	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	24	13,870,055	577,919
130	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	24	13,839,008	576,625
131	Karen Karnofski (17102) of Keller Williams Southern Arizona (478313) and 1 prior office	20	13,560,000	678,000
132	Iris Pasos (38869) of Tierra Antigua Realty (286610)	30	13,553,015	451,767
133	Jenifer A. Jankowski (52926) of eXp Realty (52964) and 1 prior office	27.5	13,543,500	492,491

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Rank	Name	Sides	Volume	Average
134	Judith Yazzie (61443) of Realty One Group Integrity (51535)	19	13,335,250	701,855
135	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	24.5	13,319,560	543,656
136	Alison P Hurd (8440) of Hurd Homes (3906)	25.5	13,211,035	518,080
137	Sue West (13153) of Coldwell Banker Realty (70202)	23.5	13,092,639	557,134
138	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	24.5	13,006,500	530,878
139	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	26.5	12,996,193	490,422
140	Lisa Korpi (16056) of Long Realty Company (16727)	27	12,922,427	478,608
141	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	34.5	12,836,100	372,061
142	Victoria M Anderson, PLLC (31547) of OMNI Homes International (5791)	31	12,830,550	413,889
143	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	18	12,730,775	707,265
144	Teresa M.B. Urias (54420) of United Real Estate Specialists (5947)	6	12,726,900	2,121,150
145	Tim R Hagyard (32545) of Long Realty Company (52896)	27	12,534,950	464,257
146	Jenni T Morrison (4744) of Long Realty Company (52896)	17.5	12,486,369	713,507
147	Aric M Mokhtarian (19336) of KMS Realty (51920)	39.5	12,450,050	315,191
148	Ryan Comstock (65386) of eXp Realty (52964)	33	12,244,039	371,031
149	Phil Le Peau (39491) of OMNI Homes International (5791)	26.5	12,189,900	459,996
150	Jared Andrew English (35632) of Congress Realty (3096)	29	12,161,200	419,352
151	JoAnn M Hanna (3803) of Keller Williams Southern Arizona (478313) and 1 prior office	18	12,143,525	674,640
152	Jonathon C Haas (35844) of Keller Williams Southern Arizona (478317) and 2 prior offices	34.5	12,082,804	350,226
153	Tracy Wood (36252) of Realty One Group Integrity (51535) and 1 prior office	20	12,079,906	603,995
154	Daniel C Sotelo (35661) of Long Realty Company (16706)	23.5	12,038,000	512,255
155	Renee Powers (12832) of Tierra Antigua Realty (2866)	15	11,984,500	798,967
156	Julie M Nielson (56950) of Long Realty Company (52896)	27	11,971,675	443,395
157	Anthony T Payne (52878) of OMNI Homes International (5791)	34	11,935,155	351,034
158	Layne Lundeen (31434) of Long Realty Company (16731)	18	11,896,655	660,925
159	Anna Cuevas-Blue (15919) of Real Broker (5244603)	30.5	11,803,990	387,016
160	Johanna L Roberts (2040) of Long Realty Company (16719)	24	11,791,300	491,304
161	Matt Bowen (53352) of Coldwell Banker Realty (70204)	30	11,748,398	391,613
162	Michelle Bakarich PLLC (20785) of Homesmart Advantage Group (516901)	29	11,746,329	405,046
163	Andrew Smith (38920) of Keller Williams Southern Arizona (478317) and 1 prior office	37	11,737,194	317,221
164	Alicia Girard (31626) of Long Realty Company (16717)	23	11,705,599	508,939
165	Itzel M Lopez (57720) of Tierra Antigua Realty (286606)	37	11,702,431	316,282
166	Tim S Harris (2378) of Long Realty Company (52896)	20	11,584,950	579,248

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Rank	Name	Sides	Volume	Average
167	Lori L Skolnik PLLC (17106) of Realty Executives Arizona Territory (4983) and 1 prior office	20.5	11,576,916	564,728
168	Erica Hoffman (15629) of eXp Realty (52964)	34.5	11,523,005	334,000
169	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory -498312	26	11,456,680	440,642
170	Cathleen E Itule (38529) of Jason Mitchell Group (51974)	30.5	11,327,800	371,403
171	Alicia Marie Pastore (53392) of Realty Executives Arizona Territory (498306)	32	11,313,909	353,560
172	Lucia Maria Robinson (55954) of Coldwell Banker Realty (70207) and 1 prior office	26.5	11,301,439	426,469
173	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (70202) and 1 prior office	23.5	11,271,500	479,638
174	Jon Mandel (33200) of Long Realty Company (16706)	15	11,225,500	748,367
175	Krystine M Eppley (53151) of Coldwell Banker Realty (70202) and 1 prior office	27	11,169,300	413,678
176	David K Guthrie (19180) of Realty Executives Arizona Territory (498306) and 1 prior office	22	11,116,540	505,297
177	Sherry Ethell (39565) of Long Realty Company (16721)	32.5	11,109,500	341,831
178	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	29	11,097,500	382,672
179	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	15	11,094,800	739,653
180	Stuart M Shapero (1420977) of Realty Executives Arizona Territory (498303)	32	11,021,720	344,429
181	Aaron Dominguez (37936) of KMS Realty (51920)	40	10,971,481	274,287
182	Veronica Lynne Vondrak (32963) of Realty Executives Arizona Territory -498306	18	10,939,254	607,736
183	Carlos L Albelais (30953) of Wow Real Estate LLC (52251)	33.5	10,935,190	326,424
184	Steven Szymczak (60480) of Redfin (477801) and 1 prior office	32	10,815,500	337,984
185	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	27	10,780,900	399,293
186	Maxima P Christopherson (38887) of Realty Executives Arizona Territory -498312	27.5	10,760,196	391,280
187	Olivia Bergstrom Laos (62790) of Realty Executives Arizona Territory -498306	24	10,745,630	447,735
188	Marcia K Rivas (39896) of Tierra Antigua Realty (286606)	32.5	10,664,705	328,145
189	Kraig E Schneider (10186) of Berkshire Hathaway HomeServices Arizona Properties (356307)	21	10,638,490	506,595
190	Blaire C. Lometti (57232) of Tierra Antigua Realty (2866)	24	10,607,740	441,989
191	Aaron E Parkey (32735) of Old Pueblo Real Estate, LLC (52704)	20.5	10,565,990	515,414
192	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	15.5	10,561,449	681,384
193	Patricia Sable (27022) of Long Realty Company (16706)	11.5	10,546,817	917,115
194	Nicole Jessica Churchill (28164) of OMNI Homes International (579104) and 1 prior office	25	10,541,990	421,680
195	Ann Fraley (62295) of Long Realty Company (16728)	20	10,532,900	526,645
196	Dina M Hogg (17312) of eXp Realty (495204)	27.5	10,528,178	382,843
197	Asia Deck (36192) of Tierra Antigua Realty (286601)	29	10,486,571	361,606
198	Leslie B Brown (35667) of Oracle Land & Homes (875)	17	10,462,390	615,435
199	Gina F McGlamery (8760) of Long Realty Company (16706)	16	10,426,375	651,648
200	Dina N Benita (7849) of Long Realty Company (52896)	17	10,400,000	611,765



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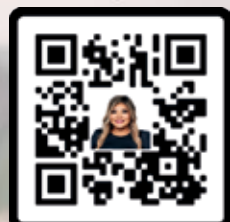


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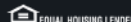
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