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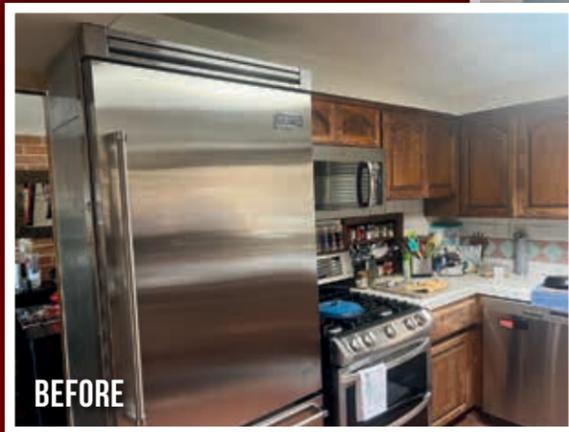


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# COURTNEY

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“  
MY CAREER PATH  
WAS CLEAR:  
TO STUDY  
AND PROTECT  
MARINE LIFE.  
EVERYTHING I DID  
WAS WITH THAT  
GOAL IN MIND.”

## From Marine Mammals to Million-Dollar Homes

PHOTOGRAPHY BY JACQUELYNN BUCK  
WRITTEN BY BETH MCCABE

“I have always been intrigued by all things related to water,” says Courtney Seely. Originally from Mobile, Alabama, Courtney grew up along the river and beaches of the Gulf Coast, where boating, fishing, and water sports were a part of her fun-loving childhood. Yet, it was the underwater world that truly captured the heart of this lifelong animal lover.

Entering college, her career path was clear: studying and protecting marine life. “Everything I did was with that goal in mind,” she smiles.

Straight out of college, Courtney landed her dream job at the Dauphin Island Sea Lab, where she became the inaugural Director and Stranding Coordinator for the Alabama Marine Mammal Stranding Network, fulfilling her lifelong passion.

Courtney’s work was as challenging as it was rewarding. Tasked with responding to stranded dolphins and manatees, she performed over 200 necropsies and played a pivotal role in marine mammal research. Her most challenging task was quietly swimming up to manatees in alligator-infested waters to replace tracking tags—a job that required nerves of steel. Seeing these massive, majestic animals up close and personal was unforgettable. Courtney’s courage was admirable, a character quality that has served her well in her career.

Her work gained even more significance during the 2010 Deepwater Horizon Oil Spill when dolphin strandings increased dramatically. She filled a critical void in marine mammal data and her efforts left a lasting legacy in the field.

“Since then, the organization has grown so much and now has a necropsy lab (which means no more field necropsies), probably infinite funding, and has published several peer-reviewed publications regarding the research that I was a part of and has occurred since my departure,” says Courtney.



Standing on the edge of possibility, Grand Canyon, AZ 2022

#### A New Chapter

Although Courtney found her dream job in marine biology, life had other plans when she met her husband, Shae, a U.S. Air Force Pararescueman. Faced with a pivotal decision, she chose to prioritize family life, leaving behind her demanding yet fulfilling role in marine biology.

“I had to rediscover who I was as a person, mother, and spouse, while also redefining my professional identity and the direction of my next career,” she says.

As their family grew with two children, Courtney embraced new opportunities, including CrossFit, nutrition coaching, and financial advising. Yet she yearned for something more. “I needed something for myself, something that truly defined me,” she explains.

In 2021, Courtney found her calling in real estate. After earning her license in just two months, she quickly made a name for herself as an agent with Realty ONE Group Integrity in Sahuarita, Arizona.

“I love the opportunities real estate offers—from helping clients buy and sell to investing in properties myself,”

she says. However, her favorite part is the connections she makes. “Meeting amazing people from diverse backgrounds has enriched my life and has led to meaningful friendships. These connections are invaluable to me,” she states.

#### Passion + Purpose

While real estate now consumes much of her time, Courtney remains committed to her community and family. Her daughter shares her love for animals and is pursuing a career in veterinary medicine. Together, they dream of one day starting a dog rescue—a lifelong goal for Courtney.

In addition to her work, Courtney is still an active CrossFit coach and a dedicated sports mom. Her son is heavily involved in football. “We’re a football family,” she laughs, noting that her husband is one of the coaches for the Sahuarita 49ers.

#### Patience

Courtney’s journey has taught her valuable life lessons that she treasures to this day. “This business has taught me to be more patient,” she says while

admitting to being a very fast-paced person embracing life’s challenges with grit. “Life will always throw curveballs, but when it does, adjust your approach—and knock it out of the park.”

Her passion for helping others shines through in everything she does, from coaching fitness to guiding clients through the real estate process. “I love helping people get to where they want to be,” she says.

In the water or on land, whether caring for marine life or empowering clients, Courtney Seely is making an impact. It has given her a future that is helping this Rising Star shine brightly here in Tucson.



Responding to and rescuing a stranded Bottlenose Dolphin in Orange Beach, AL 2012



“MY FAMILY IS THE HEART OF WHO I AM AND THE REASON BEHIND ALL I DO.”

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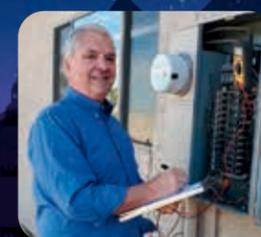
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# James Wendling

Surviving The Bumps With Faith and Family

PHOTOGRAPHY BY CASEY JAMES | WRITTEN BY JESS WELLAR

“The market crash in 2008 was my biggest challenge when everything came to a standstill. There were many years of real struggle, and I did a lot to get by,” begins James Wendling. “I adapted to the shifting market by completing over 10,000 Broker Price Opinions for lenders and would hammer in signs for house auctions in foreclosure for \$15/hour to do whatever I could to make it through that time.”

A severe car accident on I-19 two years prior added to the challenges. Despite injuries, James had no choice but to keep working to provide for his young family.

“It was a rollover accident. Someone came across the highway and hit me and I rolled several times in the desert. They had to cut the roof off to get me out. We had two young children then, so I still had to work,” he continues.

“My wife would drive me around to all my appointments which meant our kids had to go in the car with us to these price drive-bys, and we would often be in the car for hours. It was difficult, but I look back on it fondly because it strengthened our marriage.”

Starting his career in 1999, James Wendling has navigated the industry's highs and lows, always guided by his firm commitment to serving others before himself. This ethos has led to a fruitful career, with over \$138 million in sales volume as a top REALTOR® at Tierra Antigua Realty.

Reflecting on the hurdles he's faced over 25 years in the business, James' bumpy ride in real estate speaks to the power of resilience, love, and faith.

## Family Influence

James's interest in real estate sparked during high school, inspired by his father's successful career. The youngest person in his real estate school, James signed up for night classes to obtain his license at 18.

“My dad, Steven, has been a REALTOR® since 1980 and his job intrigued me enough to go to class because I wanted to be my own boss,” James notes. “At the time, I foolishly thought it would just be an easy way to make money...but little did I know!”

Balancing night classes with his studies, he obtained his real estate license in his senior year. After high school, James worked in restaurants and played volleyball for a few years, but didn't really get serious about real estate until he married at 20 and soon learned he was going to be a father.

“When my wife became pregnant, that definitely lit a fire under me,” he shares with a chuckle. “I was living aimlessly before then.”

## Faith-Driven Service

James's devout faith has been a cornerstone of his life and career. He strives for outstanding service for his clients, running his business based on the principles found in Philippians 2:3-5, emphasizing humility above all else. This servant-hearted approach never fails to



My wife, Missy, has been an awesome wife and provided great support over the years.

guide him through both market turmoil and personal challenges.

"My focus is on looking out for other people's better interests instead of myself—I always put my family, friends, and my clients first," he emphasizes. "That's why I would never pressure a buyer to get things under contract if the home isn't right for them."

Leveraging his real estate and valuation expertise as well as a keen eye

for design, James recently co-founded Beloved Built LLC, a construction company that also focuses on raising the bar in the trade with a similar service-based mentality. He's eager to grow this new venture with a friend and explore land development in the next few years as well.

"We started out as an investment company first to flip homes. But we had a lot of frustrating experiences with



We are very blessed to have a family of 4 kids, great son and daughter-in-law, and 2 grandkids.



**Be brave,  
dream big, keep  
grinding, keep  
working."**

contractors where we couldn't get a hold of them, so we're taking our knowledge and service mindsets to clients by packaging that in a construction company," James offers.

#### On The Homefront

Married for 23 years to his wonderful wife, Missy, James is a proud father of four: Katie (22), Caden (21), Greyson (13), and Seth (10). He also cherishes his role as a relatively young, 44-year-old grandfather to Paisley (2) and Olivia (4 months).

The Wendlings are actively engaged at The Bridge Christian Church, where James heads up the production team and serves as a minister.

"We also enjoy playing volleyball at Sportspark on Mondays and Fridays," he adds, noting that he met his wife in a volleyball class at Pima in 2000.

Additionally, James has an appreciation for dining out at local hotspots, recommending Growlers in the Silverbell/Cortaro area. "I'm particularly fond of their hamburger, The Noble Experiment!" he adds with a grin. "It's really amazing."

Reflecting on his many years in the business, James shares a piece of advice inspired by the music artist NF: "Be brave, dream big, keep grinding, keep working." He also cautions newer agents to maintain integrity at all costs and focus on client relationships for true fulfillment.

"Although you might be tempted by revenue, don't ever compromise your values," he concludes. "If you want to build a lasting business, really care for people and do what you say you're going to do."



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# Russell Long

Living, Breathing Tucson Historian

WRITTEN BY ROD HUGEN | PHOTOGRAPHY BY CASEY JAMES

**R**ussell Long is a poet, musician, wordsmith, storyteller, and a living, breathing city of Tucson history book. He also sells real estate. When asked about his story, his eyes filled with excitement, and he begins to tell the story of his great-grandfather. He leaps to his feet and pulls out a book of photographs dating back to 1901 when his great-grandfather on his mother's side, Burton Bovee, came to Tucson because of tuberculosis and lived in a tent in what was known as Tent City. Burton worked as a janitor and jack of all trades for Desert Laboratory, a scientific endeavor funded by the Carnegie Institute to study flora and fauna in arid climates. Russell eagerly shares stories of the famous scientists who frequented the laboratory on Tumamoc Hill and how his great-grandfather helped with overseeing the experiments and later became the office manager. Russell points out early pictures of Fort Lowell, the Cathedral of Saint Augustine, and mule trains led by his great-grandfather going up Mount Lemmon, a "boat house" where the scientists stored the boat they used to conduct experiments on the Colorado River and the Salton Sea.

Every picture in the album reminds Russell of a story, and he tells them with delight. Burton's daughter, Russell's grandmother, graduated from Old Main in 1918. Russell's grandfather on his father's side arrived in Tucson in 1920, also for health reasons. Roy began work for Southern Arizona Bank in their real estate division until the Sherman Antitrust Act forced the bank to divest itself of its real estate business. Roy worked briefly for Tucson Realty and Trust before opening his own real estate business in 1926, working out of an office at his house. Roy was known as a fabulous salesman and was called "Mr. Acreage." He sold the land at Broadway and Craycroft to a man named Williams, and it later became the Williams Center. He also sold 160 acres north of the Arizona Inn, land which contained a huge luxurious home, a polo ground, and Tucson's first private swimming pool for \$25,000. As part of the deal, Roy negotiated that he and his family could live in the house for a year while the buyer traveled abroad. It was quite a deal.

Tucson was extremely popular with the soldiers who had been stationed at Davis Monthan Air Force Base, and after

"[MY DAD] WAS AS HONEST AS YOU CAN GET, AND HE WAS EXTREMELY KIND, GRACIOUS, AND RESPECTFUL TOWARD HIS AGENTS... I LEARNED HOW TO TREAT PEOPLE BY WATCHING MY DAD."

Photography by Casey James



the war many of them returned to Tucson to live. The soldiers and their families would often stay at the Santa Rita Hotel downtown, and Roy would pick a family up there early in the morning, show them houses until noon, return to the hotel for lunch, and show houses to another family in the afternoon, day after day. In 1952 Roy sold the business to Russell's mom and dad.

Russell's dad, Barry, grew the business from one small office to 10 offices and several hundred agents by the time he retired in 1980. "Dad was a salt-of-the-earth kind of guy," Russell says. "He was as honest as you can get, and he was extremely kind, gracious, and respectful toward his agents, which numbered in the hundreds." How he treated people and being respectful were lessons he passed on to his son. "I learned how to treat people by watching my dad."

In 1980, Barry sold the business to his three sons and their general manager. By this time it was a huge enterprise and worth a good deal of money. The four of them put down 10 percent, which required placing second mortgages on their homes. His parents carried the 90 percent remainder as a loan for 10 years, and they were able to pay the debt in that timeframe. "It was an extremely difficult time, particularly as interest rates soared in the early 1980s. We didn't know if we were going to make it, but we somehow survived."

Russell started selling homes in 1977. It was a big transition. He had been a high school English and speech teacher and coached the speech and debate team. His degree was in English Literature and Writing, and he describes himself as an "artsy" kind of guy. "I was a musician and played in a high school band called 'Rocky and His Friends.' I loved it, but Dad wanted me to go into business, so I did. I hated business and statistics, so I switched to a government major, which I liked a little better. But then Vietnam happened." Russell joined the National Guard, going through basic training and becoming a military police officer. "Going through all that was a kick in the head, and when I got back to Tucson I enrolled as an English major." Russell loved reading and writing and enrolled in the Ruth Stephan Poetry Writing School studying under renowned poet Richard Shelton. In 1977, he met his wife, Christine, at the university. "We fell in love and wanted to get married, so she got a job as a teacher's aide and helped me finish college." He then became a teacher at Cholla High School, which allowed her to return to school to finish up her degree. He smiles and says, "Teaching was great for me! I enjoyed it, but it was extremely hard. I had five classes a day with three preps and 150 kids. I would come home exhausted."

Christine began teaching as a special education teacher at Saguaro High, and they agreed she would teach another year in order for him to get started in real estate. After teaching for four years, his fifth-year contract was to be for \$12,500, but the move to real estate was lucrative in that he earned \$25,000 his first year. After selling for several years, he became the manager of the Tanque Verde office of Long Realty. In 1980 he became one of the owners until 1994. "My wife and I decided to return to sales. I had managed and owned for 16 years, and it was time to get back into what I enjoyed." He enjoyed getting out on his own. "I discovered I don't like being told what to do." He goes on to opine, "The only jerk I ever want to work for is me."



Selling is enjoyable mostly, and he enjoys helping people and talking with them. Treating folks well is a lesson he learned well. "There's no room for arrogance. A big head is just a larger target for a two-by-four," he laughs. He loves learning and continuing education and confesses to being a constant Googler. "I'm never bored."

Russell sells, Christine markets, and they have two highly valued and greatly appreciated assistants, Dana Raney who serves as office manager, and a marketing specialist, Linda Leighton. They are small and efficient, and it works well for them.

Russell's big love is playing music with the 'Rillito River Band' comprised of Oscar Chavez, John McCaleb, John Turi, and Roger Worley. They can be found in venues all over Tucson including regular gigs at the Gaslight Theater. "Real estate is my vocation and music is my avocation." It is an avocation that has led to recognition and an induction into the Tucson Music Museum Hall of Fame.

Words and music, poetry and song are an integral part of Russell Long's life. "I hope my father, grandfather, and great-grandfather are proud," he says in closing. One suspects they are.





Christine and Russell Long

**A RE-VISIT WITH RUSSELL**

**LOOKING BACK, KNOWING WHAT YOU KNOW NOW, WHAT ADVICE WOULD YOU HAVE GIVEN YOURSELF BACK IN 2018?**

I would save money for a rainy day as you never know when the economy or real estate market will turn.

**LOOKING FORWARD, WHAT ADVICE TO NEW AGENTS WOULD YOU LIKE TO SHARE?**

Work hard, answer the phone, hang in there, when the market gets tough, the tough get going, the weak drop out leaving more business for those of us who remain.

**WHAT ARE SOME THINGS YOU ARE WORKING ON THAT YOU ARE EXCITED TO SHARE?**

My wife Christy and I are partners with a hotshot, younger agent, Julie Nielson. Combined, we offer buyers and sellers years of experience, traditional marketing, new energy, and savvy with current marketing techniques and social media skills. Together, we appeal to buyers and sellers in all age groups and price ranges.

**TELL ME ABOUT A CHERISHED ACHIEVEMENT AND WHAT IT MEANT TO YOU.**

Looking back over my 47 years in the residential real estate business, maybe my most cherished achievement was leading the effort to establish the multiple listing service under the auspices of the Tucson Association of Realtors in 1984. Previously a private company operated a multiple listing service. Bringing it under the auspices of TAR caused members to operate under the Code of Ethics of the National Association of Realtors and created many other benefits for Realtors.

**WHO'S BEEN THE MOST INFLUENTIAL PERSON IN YOUR LIFE? HOW SO?**

Clearly my wife Christy who has kept me on the straight and narrow and hung in there with me through thick and thin, my parents and grandparents who set fine examples for being honest and ethical, in the real estate business Jim Tsighis, an eloquent class act, in politics, Barry Goldwater who said what he believed regardless of the political consequences and in college, my poetry professor Richard Shelton, who taught me how to be a writer. In art, of course, The Beatles.



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# TOP 150 STANDINGS • BY VOLUME

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

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Rank	Name	Sides	Volume	Average
1	Lisa M Bayless (22524) of Long Realty Company (16717)	190	114,789,317	604,154
2	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	266.5	97,499,700	365,853
3	Kaukaha S Watanabe (22275) of eXp Realty (495203)	290.5	95,788,653	329,737
4	Marsee Wilhems (16298) of eXp Realty (495201)	171.5	61,317,875	357,539
5	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313) and 1 prior office	85	46,604,156	548,284
6	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	132.5	45,543,170	343,722
7	Danny A Roth (6204) of OMNI Homes International (5791)	98	43,228,085	441,103
8	Sandra M Northcutt (18950) of Long Realty Company (16727)	66.5	40,221,009	604,827
9	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	114	40,029,269	351,134
10	Kyle Mokhtarian (17381) of KMS Realty (51920)	113.5	39,107,830	344,562
11	Anthony D Schaefer (31073) of Long Realty Company (52896)	55	38,566,544	701,210
12	Don Vallee (13267) of Long Realty Company (52896)	60.5	38,058,280	629,062
13	Peter Deluca (9105) of Long Realty Company (52896)	50	36,215,850	724,317
14	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	28	35,435,896	1,265,568
15	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	77.5	34,639,865	446,966
16	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	32	34,428,298	1,075,884
17	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	68	32,655,650	480,230
18	Denice Osbourne (10387) of Long Realty Company (52896)	40	31,545,658	788,641
19	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	85.5	31,201,500	364,930
20	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	53	31,071,778	586,260
21	Joshua Waggoner (14045) of Long Realty Company (16706)	23	31,048,775	1,349,947
22	Jose Campillo (32992) of Tierra Antigua Realty (2866)	103	29,953,323	290,809
23	Eliza Landon Dray (37458) of Tierra Antigua Realty (53957) and 1 prior office	58	29,194,695	503,357
24	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	62.5	28,949,046	463,185
25	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	75	28,028,473	373,713
26	Nara Brown (13112) of Long Realty Company (16717)	49.5	27,473,090	555,012
27	McKenna St. Onge (31758) of Gray St. Onge (52154)	19	26,720,702	1,406,353
28	Jameson Gray (14214) of Gray St. Onge (52154)	19	26,393,702	1,389,142
29	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313) and 1 prior office	72	26,350,182	365,975
30	Helen W F Graham (55628) of Long Realty Company (16728)	38	26,283,485	691,671
31	Russell P Long (1193) of Long Realty Company (52896)	30	25,888,458	862,949
32	Jessica Bonn (37158) of Long Realty Company (52896)	11	25,033,594	2,275,781
33	Laurie Hassey (11711) of Long Realty Company (16731)	41.5	24,608,720	592,981

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Rank	Name	Sides	Volume	Average
34	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	29	24,435,215	842,594
35	John W Emery (30847) of Diamondback Real Estate (52923) and 1 prior office	61	24,399,513	399,992
36	Erick Quintero (37533) of Tierra Antigua Realty (286606)	82.5	24,162,663	292,881
37	Brenda O'Brien (11918) of Long Realty Company (16717)	40	24,091,800	602,295
38	Leslie Heros (17827) of Long Realty Company (16706)	34	23,996,200	705,771
39	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	72	23,781,498	330,299
40	John E Billings (17459) of Long Realty Company (16717)	40.5	23,078,145	569,831
41	Rebecca Jean Dwaileebe (38585) of RE/MAX Horizon (54280) and 1 prior office	61.5	22,964,833	373,412
42	Suzanne Corona (11830) of Long Realty Company (16717)	25	22,509,733	900,389
43	Jim Storey (27624) of Long Realty Company (16706)	30	22,256,689	741,890
44	Amanda Clark (39708) of Keller Williams Southern Arizona (478313) and 1 prior office	49	22,209,284	453,251
45	Martin Ryan (35633) of First United Realty, Inc (5764)	27	22,012,800	815,289
46	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983) and 1 prior office	40	21,835,980	545,900
47	Christina Esala (27596) of Tierra Antigua Realty (286607)	102.5	21,710,995	211,815
48	Tom Ebenhack (26304) of Long Realty Company (16706)	51	21,679,431	425,087
49	Barbara C Bardach (17751) of Long Realty Company (16717)	12	21,532,109	1,794,342
50	Jim Jacobs (7140) of Long Realty Company (16706)	23	21,149,500	919,543
51	Tyler Lopez (29866) of Long Realty Company (16719)	50	21,114,720	422,294
52	Paula Williams (10840) of Long Realty Company (16706)	31	20,925,020	675,001
53	Patty Howard (5346) of Long Realty Company (52896) and 1 prior office	17.5	20,922,500	1,195,571
54	Lonnie Williams (61428) of Redfin (477801)	47	20,872,415	444,094
55	Jason K Foster (9230) of Tierra Antigua Realty (286607) and 1 prior office	31	20,858,030	672,840
56	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	41	19,890,858	485,143
57	Sherri Vis (54719) of Redfin (477801)	42	19,873,560	473,180
58	Brittany Palma (32760) of 1st Heritage Realty (133)	36.5	19,615,180	537,402
59	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	43	19,579,392	455,335
60	Louis Parrish (6411) of United Real Estate Specialists (5947)	24.5	19,503,296	796,053
61	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	41.5	19,360,300	466,513
62	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	56	19,333,190	345,236
63	Stephanie M Urban (57953) of Long Realty Company (16724)	38.5	18,983,490	493,078
64	Paula J MacRae (11157) of OMNI Homes International (5791)	29	18,777,300	647,493
65	Hollis H Angus (58314) of Redfin (477801)	47.5	18,250,000	384,211
66	Josh Berkley (29422) of Keller Williams Southern Arizo (478307)	39	18,047,437	462,755

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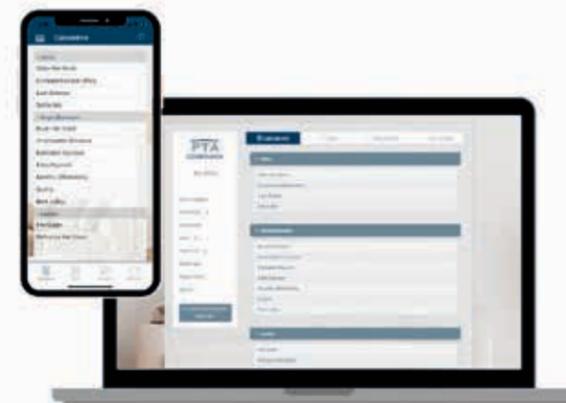
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Rank	Name	Sides	Volume	Average
101	Melody L Contreras (26298) of RE/MAX Horizon (54280) and 1 prior office	47	14,723,731	313,271
102	Calvin Case (13173) of OMNI Homes International (5791)	35	14,603,050	417,230
103	Matthew F James (20088) of Long Realty Company (16706)	21	14,489,645	689,983
104	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	34.5	14,394,150	417,222
105	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	24.5	14,379,775	586,930
106	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	14	14,273,250	1,019,518
107	Kristina Scott (37825) of Realty One Group Integrity (51535)	38	14,223,920	374,314
108	Michael Braxton (53095) of Long Realty Company (16717)	26	14,212,636	546,640
109	Madeline E Friedman (1735) of Long Realty Company (16719)	24.5	13,992,270	571,113
110	Kay L Quatraro (25255) of Great Southwest Realty (2128)	9.5	13,957,400	1,469,200
111	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	19.5	13,937,785	714,758
112	Helen Curtis (15010) of OMNI Homes International (5791)	33.5	13,893,112	414,720
113	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	24	13,839,008	576,625
114	Alyssa A Kokot (18637) of Coldwell Banker Realty (702)	30	13,829,742	460,991
115	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	19	13,811,952	726,945
116	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	32.5	13,778,745	423,961
117	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	17.5	13,706,250	783,214
118	Jay Lotoski (27768) of Long Realty Company (16717)	33	13,676,253	414,432
119	Anne Ranek (39879) of Tierra Antigua Realty (286606)	23	13,667,275	594,229
120	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	13.5	13,612,430	1,008,328
121	John DeLalla (58262) of Tierra Antigua Realty (286601)	37	13,591,580	367,340
122	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	34.5	13,566,845	393,242
123	David L Duarte (57860) of Tierra Antigua Realty (286606)	42	13,358,770	318,066
124	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	42	13,347,191	317,790
125	Alison P Hurd (8440) of Hurd Homes (3906)	25.5	13,211,035	518,080
126	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	22	13,148,330	597,651
127	Iris Pasos (38869) of Tierra Antigua Realty (286610)	29	12,993,015	448,035
128	Traci D. Jones (17762) of Keller Williams Southern Arizona (478316)	34.5	12,836,100	372,061
129	Mark R. Tasch (65164) of Century Communities of AZ (53301)	51	12,794,598	250,874
130	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	12	12,785,000	1,065,417
131	Teresa M.B. Urias (54420) of United Real Estate Specialists (5947)	6	12,726,900	2,121,150
132	Sue West (13153) of Coldwell Banker Realty (70202)	22.5	12,702,639	564,562
133	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313) and 1 prior office	25.5	12,697,193	497,929

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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan.1 - Nov 30, 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
134	Karen Karnofski (17102) of Keller Williams Southern Arizona (478313) and 1 prior office	19	12,615,000	663,947
135	Victoria M Anderson, PLLC (31547) of OMNI Homes International (5791) prior office	30.5	12,660,550	415,100
136	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	21.5	12,569,055	584,607
137	Lisa Korpi (16056) of Long Realty Company (16727)	26	12,536,427	482,170
138	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	17.5	12,365,750	706,614
139	Tim R Hagyard (32545) of Long Realty Company (52896)	25	12,206,950	488,278
140	Aric M Mokhtarian (19336) of KMS Realty (51920)	38.5	12,190,050	316,625
141	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	23.5	12,186,500	518,574
142	Tracy Wood (36252) of Realty One Group Integrity (51535) and 1 prior office	20	12,079,906	603,995
143	Jared Andrew English (35632) of Congress Realty (3096)	28	12,055,200	430,543
144	Jenifer A. Jankowski (52926) of eXp Realty (52964) and 1 prior office	23.5	12,051,500	512,830
145	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	22	12,018,560	546,298
146	Renee Powers (12832) of Tierra Antigua Realty (2866)	15	11,984,500	798,967
147	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	18	11,981,410	665,634
148	Phil Le Peau (39491) of OMNI Homes International (5791)	25.5	11,900,900	466,702
149	Johanna L Roberts (2040) of Long Realty Company (16719)	24	11,791,300	491,304
150	Daniel C Sotelo (35661) of Long Realty Company (16706)	22.5	11,668,000	518,578

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With the start of this new year, my team and I are wishing you a bright new year filled with prosperity!

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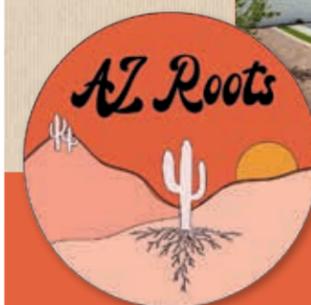


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