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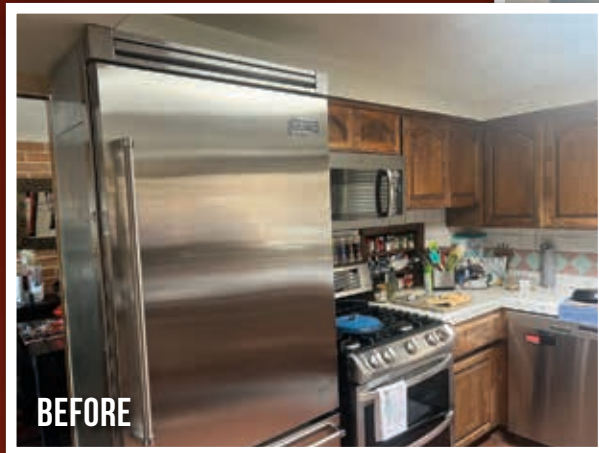
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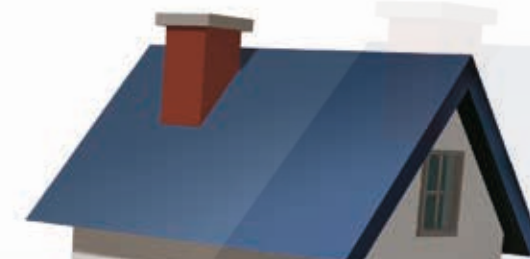


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# FLOOR PLANS First!

PHOTOGRAPHY  
BY CASEY JAMES  
WRITTEN BY  
ELIZABETH  
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## SQUARE FOOTAGE MATTERS

Remember the joy of building with Tinkertoys or Lincoln Logs? As a child, David Goff didn't just stack pieces with these classic childhood toys—he combined them, crafting imaginative structures that pushed the limits of design. Long before he became an architect, he was already shaping the future, one tiny beam at a time. That passion soon evolved into a love for floor plans.

"I've been doing floor plans since I was a kid," David recalls. "When I was 10 or 11, I measured my own house and created a floor plan on rolled paper." It was a glimpse into his future career.

### From Childhood Passion to Professional Expertise

David's path was clear early on. Growing up in Indiana, he always knew he wanted to be an architect. His love for design led him to the University of Arizona in Tucson, where he earned his Bachelor's degree in Architecture. After graduating, he remained in Tucson, drawn to its pleasant climate and vibrant architectural scene. Over the years, he worked on a variety of projects, from historic preservation to city infrastructure, even designing numerous car washes in Tucson and Phoenix.

### The Birth of Floor Plans First!

After years in architecture, David sought a new challenge. In 1999, he founded Floor Plans First! LLC, a company dedicated exclusively to creating accurate, professional floor plans for real estate marketing. Unlike traditional architects who design new buildings, David and his team focus on measuring existing properties and providing high-quality floor plans that help real estate agents market their listings.

"In the late '90s and early 2000s, computers changed everything," David explains. "Before that, we had to draw with T-squares and triangles, shrink the plans, roll into a typewriter and type labels. Now, technology allows us to work faster and more efficiently, making floor plans an essential marketing tool for real estate professionals."

### The Value of Accurate Floor Plans

For many agents, a floor plan is more than just a visual aid—it's a crucial marketing asset. Floor Plans First! provides detailed, professional floor plans formatted for 8.5 x 11-inch prints, ideal for listing presentations and open houses.

"One of the biggest reasons agents use our service is to verify square footage," David notes. "County assessor records are often inaccurate due to remodeling or outdated information. On average, we find discrepancies of about 130 square feet per home, which can significantly impact a property's value."

The company's impact is impressive. To date, they have measured over 1.4 million square feet in Tucson alone. With an average real estate value of \$300 per square foot, that equates to over \$320 million in verified property value. In Phoenix, they have found 155,000 square feet in discrepancies, equaling an additional \$46.6 million in real estate value.

Beyond traditional floor plans, Floor Plans First! offers innovative online tools. Their website features interactive floor plans where users can drag and drop furniture, view real MLS listing photos linked to specific rooms, and save customized layouts.

"Our patented system ensures that property scale matches the floor plan accurately," David says. This makes it easy for potential buyers to visualize a space without guessing dimensions.

### Expanding Beyond Tucson

While Tucson remains the company's home base, Floor Plans First! has expanded its services to







“OUR PATENTED SYSTEM ENSURES THAT PROPERTY SCALE MATCHES THE FLOOR PLAN ACCURATELY.”

Phoenix and, more recently, San Diego. Their work extends beyond residential homes to commercial properties, including medical buildings, warehouses, retail, and office complexes.

“We work with shopping center owners, measuring vacant spaces and creating detailed layouts to attract tenants,” David explains. “We also measure medical offices, warehouses, and retail—anywhere accurate floor plans are needed.”

#### The Art and Science of Measuring

Every property presents a unique challenge. Some homes have complex angles, curved walls, or unusual layouts. “Measuring a house is like solving a giant jigsaw puzzle,” David explains. “You have to figure out how everything fits together.”

One of the most memorable properties David worked on was the Ramada House, designed by renowned architect Judith Chafee. This modern concrete brutalist home, inspired by indigenous American architecture, presented a fascinating measuring challenge due to its intricate structural design.

#### Trusted by Top Real Estate Agents

Floor Plans First! has become a go-to resource for real estate professionals. Many top agents use their services for every listing, knowing that accurate square footage can add value to a home.

“In real estate, square footage is a legal opinion,” David explains. “Buildings are made of different materials, and measurements can vary. We measure down to the

inch, providing the most precise data possible.”

With over 26 years in business, David and his team continue to refine their process, offering real estate professionals a reliable, effective way to market properties. From childhood Tinkertoy creations to cutting-edge floor plan solutions, David Goff has turned a lifelong passion into a thriving business that helps agents and homeowners alike.

#### CONTACT US!

For more information, contact David Goff at [david@floorplansfirst.com](mailto:david@floorplansfirst.com) or 520-881-1500.

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# Lucy

## ROBINSON

### Mindset Matters

PHOTOGRAPHY BY JACQUELYNN BUCK  
WRITTEN BY JESS WELLAR

“When my mom passed away unexpectedly in 2018, it made me take a hard look at my life,” Lucy Robinson begins. “I had spent years as a dental assistant but felt unfulfilled. I had always dreamed of working for myself, and after buying four homes, my passion for real estate kept growing.

“Losing my mom was a wake-up call; life is short, and I knew it was time to pursue what truly made me happy. That’s when I took the leap into real estate, and I’ve never looked back.”

For Lucy, that defining moment came at the dawn of 2020; since then, she has emerged as a rising force, closing nearly \$12 million in sales with 28 transactions last year, an impressive accomplishment for someone who had only recently branched out on her own. But Lucy will be the first to tell you that her success has less to do with sales tactics and more to do with her mindset.

#### Mental Transformation

A Tucson native, Lucy worked as a dental assistant for 14 years, a career that taught her unending patience, compassion, and the value of educating clients. But deep down, she knew something was missing. After her mom’s unexpected passing prompted serious reflection, she obtained her license and joined a real estate team at a small brokerage just before COVID upended daily life. Looking back, she describes that decision as the best one she’s ever made.

“I hit the ground running,” she smiles. “The first month I had three people in escrow, and I just kept going. It felt like a natural fit.” Like many new agents, she quickly realized that setbacks and rejections are part of the business. But instead of letting those obstacles derail her, Lucy embraced a new mentality, one that’s fueled her growth ever since.

“Mindset is everything,” Lucy affirms. “I had to completely change how I thought

after realizing a tendency towards a negativity bias. When people hung up on me during cold calls or if I hit a wall with a client, I had to reframe it as a blessing and an opportunity to learn and improve. Every ‘no’ became a lesson.”

That mindset shift didn’t just stay in her professional life either; it completely transformed her personal outlook as well. “Now when I face hardship, I look at it from a different perspective,” she continues. “I listen to a lot of self-help audiobooks and podcasts when I’m driving to silence negative internal dialogue. Journaling and meditation have also become part of my daily routine, as well as a solid spiritual practice. It’s all about controlling the way I respond to challenges.”

#### From Rookie to Rising Star

Starting her real estate career on a team gave Lucy invaluable experience, but when she joined Coldwell Banker Realty as a solo agent in January 2024, she knew she was ready to build something on her own terms. “I remember walking into the office and seeing a board of the top 10 leaders,” Lucy recalls. “I told myself, I’m going to be up there one day.”

By the end of last year, she had surpassed her own expectations, ranking in the top three out of more than 100 agents in her office. “It felt incredible to achieve that milestone,” she acknowledges humbly. “I had set that goal thinking it would take years, so to reach it in my first year as a solo agent was surreal.”

Ask Lucy what drives her, and her answer is simple: family. “My kids are my biggest inspiration,” she shares with a smile. “They remind me why I push through even the toughest days.”

That same motivation extends to her clients, who quickly learn that Lucy is someone who shows up. “I always lead with my heart,” she emphasizes. “I truly care about my clients, and their goals become my own. Whether it’s negotiating



the best deal, finding creative solutions, or guiding them through challenges, I don't stop until I get results."

**Family First**

Off the clock, Lucy's busy soaking up quality time with her brood. She and her husband, Joey, have three wonderful children—Calum, Isabella, and Lyla—and their dachshund, Moana, is the family's "little ray of sunshine."

Lucy certainly knows how to stay balanced and unwind after a busy day. She's deeply committed to fitness and maintains a disciplined workout routine. "I go to OrangeTheory four days a week at 5 a.m.," she notes. "It's been my sanity saver, and no matter how busy life gets, I stick to that routine because it keeps me feeling strong and focused."

She also loves any opportunity to dance to Mexican cumbia music, something she's enjoyed since childhood. Her passion for wellness extends to her kitchen as well. "I'm a good cook," she smiles. "I love putting a healthy spin on any dish... except at Christmas when I make tamales for everyone!"

**On The Horizon**

As she continues to thrive in her fledgling career, Lucy is setting her sights on new goals, including building her own boutique real estate team of strong women that reflect her passion for the industry within the next few years. But Lucy isn't stopping there. She's also passionate about investing in real estate and plans to build a portfolio of investment properties. "Real estate has transformed me,

pushing me to grow and strive for more; and I want to mentor others along the way," she concludes.

"Everything happens for a reason, and each experience is here to teach us a valuable lesson—that with the right mindset, anything is possible."

*"I quickly realized that setbacks and rejections are part of the business. But instead of letting those obstacles derail me, I embraced a new mentality, one that's fueled my growth ever since."*



Family is everything—and the reason I help others find the perfect place to call home.  
(The Robinson Family: Calum, Joey, Lyla, Lucy & Isabella)

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# JENNA LOVING

PROTECTING REAL ESTATE AGENTS,  
ONE NOTIFICATION AT A TIME!

PHOTOGRAPHY BY KRISTI HARRIS  
WRITTEN BY ELIZABETH MCCABE

SOMETHING HAD  
TO CHANGE. TIRED  
OF SEEING REAL  
ESTATE AGENTS  
BEING VICTIMS OF  
CRIME, I DECIDED  
TO BE PROACTIVE.

“The best incident is the one that is avoided,” says Jenna Loving, a REALTOR® at Sotheby’s International Realty. Violent attacks are far too common in real estate with real estate agents being kidnapped, held for ransom, or even murdered. It’s also close to home. Three years ago, a real estate agent was brutally attacked at a showing and tragically lost her unborn baby. Jenna knew things needed to change, especially after she had her own scare.

“There was also a gentleman who reached out to me and wanted to see listings,” she recalls. When he only wanted to see vacant houses, she grew uneasy. “He wanted million-dollar-plus listings and had eight kids, but he could only name six of his kids.” He also claimed he had an all-cash offer. A woman of wisdom and discernment, Jenna knew something didn’t feel right. She trusted her instincts.

What happened next?

“Another agent walked by me the day after (at the brokerage) and was going to show listings to the same man,” she says. “I said, ‘I don’t think this is a good idea.’” The agent listened to her warning. “Thank you for telling me,” she said. That’s when Jenna realized she had a voice to prevent future tragedies.

It was a lightbulb moment for Jenna. Potential criminals just go down the list until they find someone who agrees to an appointment. “They are looking for an opportunity,” says Jenna. Something had to change. Tired of seeing real estate agents being victims of crime, she decided to be proactive.

**Agent Alert Pro: A Game-Changer in REALTOR® Safety**  
A woman of action, Jenna refused to stand by while real estate agents remained vulnerable. In February 2025, she launched Agent Alert Pro, a groundbreaking safety platform designed specifically for licensed agents.

“It’s like a neighborhood watch for REALTORS®,” she explains. “Or an Amber Alert system, but for real estate professionals. If an agent logs an uneasy interaction, others in the area receive a notification. This way, predators can’t just move down the list until they find a willing agent.”

Unlike self-defense measures that are reactive, Agent Alert Pro is a proactive solution. The app allows real estate agents to rate interactions on a safety scale from 1 to 5, helping others gauge potential threats. It also features a national search function, ensuring that suspicious individuals don’t go unnoticed as they cross state lines.

“This isn’t just about personal safety,” Jenna emphasizes. “It’s about stopping crimes before they happen. The more agents use it, the stronger our community becomes.”

**The Road Ahead**  
Since its launch in Arizona, Agent Alert Pro has been steadily expanding across the U.S. Jenna aims to have the service available nationwide by mid-year.





**DON'T DELAY!  
GET AGENT ALERT PRO  
ON THE APP STORE TODAY.**



Liam, Anya, Brenna, Bryan, Jenna, Keith, Jayson, and Ava (front).

Real estate agents have been incredibly receptive. “Every agent I talk to says the same thing: ‘I can’t believe this doesn’t exist already,’” says Jenna.

Beyond safety alerts, Agent Alert Pro also tackles real estate scams, such as fraudulent property sales and deed fraud. “It’s not just about protecting agents,” Jenna explains. “It’s about protecting clients, transactions, and the integrity of our industry.” Her app has even been featured on local news, bringing awareness to the need for safety.

#### A Passion Fueled by Experience

Just as Jenna excels in protecting other real estate agents, she also excels in her career. Her strong entrepreneurial drive stems from her diverse background. Before real estate, she worked in sales, marketing, and administration. She even co-owned two Anytime Fitness gyms with her husband, balancing business ownership with raising three children.

“We had zero experience in running a gym,” she laughs. “But we figured it out. Our employees became family, and when we eventually sold the gyms, we were proud that we could keep jobs intact.”

Being on her own since she was 16, Jenna has faced challenges that have shaped who she is today. Life has never been without its obstacles, but she has always found strength and resilience, learning how to navigate the ups and downs with grace and determination. Overcoming adversity has become a defining part of her journey, and she has always emerged stronger on the other side.

Today, she is extremely proud of the family she and her husband have built over their 25 years together. They share the joy of their wonderful children and grandchildren, who bring so much light into their lives. Two of their children work alongside Jenna in real estate and are also integral to the future growth and success of Agent Alert Pro. Their family is a source of support and love as they continue to navigate life’s changes together, stronger than ever.

“Everything happens for a reason,” she says. “There is a plan, and if you listen to your instincts, you’ll find your path.” She couldn’t be happier about where she is today, making a difference for others in the process.

#### A Mission That Matters

Jenna is on a mission to transform real estate safety. Through Agent Alert Pro, she is building a community where agents look out for each other and take proactive steps to prevent crime.

There is no substitute for safety. “If we work together, we can stop these tragedies before they happen.”

With her drive and determination, Jenna Loving is proving that one voice, one alert, and one proactive step can change the future of real estate safety.

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# Sherri Vis

## Trusting Divine Timing

WRITTEN BY JESS WELLAR • PHOTOGRAPHY BY JACQUELYNN BUCK

“My entire life I said I wanted to move somewhere where I could wear Birkenstocks year-round,” begins Sherri Vis with a laugh. “Then in the same year, my husband and I were both suddenly downsized from our jobs. If I was looking for a sign to move, that was the equivalent of an airport runway with flashing lights! Our situation was equally scary and freeing at the same time.”

It was that unexpected turn of events that ultimately led Sherri and her husband, Ken, to pack up their lives in Michigan, rent a U-Haul, and head west to Tucson on the last day of summer in 2018.

“My husband looked into three states that needed pharmacists, but we could not stop thinking about Arizona,” Sherri recalls. “One of my favorite private banking clients had lived in Tucson, and she adored it. I figured if she loved it that much, I probably would too.”

Her instincts were right. Not only did Sherri fall in love with Tucson, but she also found a new passion—one that would catapult her to become one of the area’s top-performing REALTORS®.

### A Natural Fit

There’s no question that Sherri’s 26-year career in the financial sector prepared her for success in ways she never expected. Growing up in Grand Haven, Michigan, Sherri earned a master’s degree in finance and started as a bank teller. She eventually worked her way up to branch manager, then transitioned into mortgage lending, and eventually managed high-net-worth clients in a private banking trust department. The extensive knowledge she gained through those roles became invaluable when she pivoted to real estate.

“It was a natural fit because I had been in the mortgage industry for 15 years,” Sherri affirms. “I had corrected hundreds of offers, so I knew how to write a solid contract. I knew appraisals, title work, and the construction process from my lending days. It all just clicked.”

One significant early experience in her banking career taught her the importance of paying attention to details.

“My first construction loan was a spec home for a builder who mistakenly

poured the foundation on three lots after some neighborhood kids moved the lot stakes,” Sherri recalls. “The builder had to pay for the mistake, but it taught me a valuable lesson—details matter, and always verify.”

### Redfin Opportunity Knocks

Despite her knowledge and experience, getting started in a new city still wasn’t easy. “When I moved to Tucson, I didn’t know anyone,” Sherri remembers. “I held open houses, worked at another brokerage, and hustled to gain traction, but I only wrote one contract...and that was for my own house!”

Just when frustration started to set in, Sherri applied to Redfin and was accepted. From there, things took off. “My broker, Kristi Penrod, was a tremendous help,” Sherri acknowledges gratefully. “And so were fellow agents Deborah Quadt and Sara Fischer. All rockstar women who really took the time to train me.”

Today, Sherri has achieved nearly \$90 million in career sales, including \$22.2 million in 2024 alone. She’s also a proud member of Redfin’s Top Producer Council and a three-time Redfin



Sherri and Ken in Florence, Italy



“  
*I will always  
root for  
education,  
helping others,  
and following  
your gut.”*

President’s Club winner, an achievement that earned her trips to Rome, Paris, and an upcoming trip to Hawaii later this November.

“I’m honored to be a part of the agents helping craft Redfin’s future,” Sherri beams. “I think Redfin’s recent partnership with Rocket Mortgage is a fantastic pairing, and I’m glad our CEO is staying on. Given my mortgage background, I see great synergy ahead!”

#### Working Hard While Having Fun

Sherri’s work ethic has always been a key driver of her success, but she’s quick to point out that her fun side is her secret sauce. “When I was a branch manager at the bank, my staff used to say I lived on the corner of Wall Street and Wonderland,” Sherri smiles. “I work hard, but I always make sure we have fun along the way!”

“Our banking center was the number one branch for hitting goals, but I told my staff that meant nothing if we were not helping the branch performing the worst, so we started trading staff back and forth between offices until their numbers improved.”

That positive energy and willingness to bring others along for the ride-up has carried over into Sherri’s real estate career as well. She has mentored several agents at Redfin since she first started, and is open to the possibility of a few more if they have the right mindset. “I will always root for education, helping others, and following your gut,” she affirms.

#### Embracing Tucson

When Sherri isn’t busy with work, you’ll likely find her recharging in her favorite spot: Catalina State Park. “There’s a bench there that I love to sit on to ponder and reflect,” she shares.



Sherri with  
her parents  
in the Rincon  
Mountains on a  
side by side.

“Depending on the season, there’s even water running through the park. I’ve done plenty of soul-searching on that mountain.”

Ken has since retired from pharmacy life and obtained his own real estate license to help Sherri keep up with her busy schedule. The couple also find joy in plenty of creative outlets. “We especially love building Legos together,” Sherri elaborates. “We’ll watch Lego Masters on TV to unwind at night and focus our minds on something fun before bed.”

With an exciting year ahead—including travel to Hawaii and Mexico—Sherri continues to embrace life’s

unexpected twists and turns with open arms. She recently discovered a love of Pilates and remains passionate about her involvement in the Southern Arizona Community Foundation.

In hindsight, Sherri sees every setback as part of a bigger plan, and she’s grateful to have embraced change in her second act.

“I’ve learned not to force solutions,” Sherri concludes. “Slowing down and focusing on self-care has been so important for me. I’ve been divinely held and blessed, and I trust that what’s meant for me will always find me—and that belief has never steered me wrong.”





# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- March 31, 2025

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

Rank	Name	Sides	Volume	Average
1	Michelle R Jessee (8424) of MTH Realty LLC (5383)	96	38,498,333	401,024
2	Lisa M Bayless (22524) of Long Realty Company (16717)	69	38,163,300	553,091
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	79	24,616,163	311,597
4	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	7.5	20,573,318	2,743,109
5	Kaukaha S Watanabe (22275) of eXp Realty (495203)	63.5	19,629,948	309,133
6	Sandra M Northcutt (18950) of Long Realty Company (16727)	17	17,523,000	1,030,765
7	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	30	16,685,800	556,193
8	Marsee Wilhems (16298) of eXp Realty (495201)	48.5	16,511,165	340,436
9	Danny A Roth (6204) of OMNI Homes International (5791)	20	15,053,000	752,650
10	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	47	14,924,376	317,540
11	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	11	14,697,500	1,336,136
12	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	8	14,280,000	1,785,000
13	Patty Howard (5346) of Long Realty Company (52896)	8	13,862,000	1,732,750
14	Joshua Waggoner (14045) of Long Realty Company (16706)	12	12,795,000	1,066,250
15	Suzanne Corona (11830) of Long Realty Company (16717)	7.5	12,056,048	1,607,473
16	Kyle Mokhtarian (17381) of KMS Realty (51920)	37	11,794,900	318,781
17	Denice Osbourne (10387) of Long Realty Company (52896)	15	11,403,970	760,265
18	Laurie Lundeen (1420134) of Coldwell Banker Realty (70204)	30	11,108,500	370,283
19	Nestor M Davila (17982) of Tierra Antigua Realty (53134)	29.5	10,591,990	359,051
20	Maria R Anemone (5134) of Long Realty Company (16727)	6	10,402,500	1,733,750
21	Tim R Hagyard (32545) of Long Realty Company (52896)	12.5	10,184,300	814,744
22	Eliza Landon Dray (37458) of Long Realty Company (52896) and 1 prior office	15.5	9,881,205	637,497
23	Christina Esala (27596) of Tierra Antigua Realty (286607)	29	9,375,588	323,296
24	Erick Quintero (37533) of Tierra Antigua Realty (286606)	26	9,127,491	351,057
25	Nara Brown (13112) of Long Realty Company (16717)	15	9,065,000	604,333
26	Brenda O'Brien (11918) of Long Realty Company (16717)	13	8,977,500	690,577
27	Brittany Palma (32760) of Tierra Antigua Realty (286617) and 1 prior office	16	8,912,300	557,019
28	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	15	8,746,500	583,100
29	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	26	8,718,890	335,342
30	Jim Storey (27624) of Long Realty Company (16706)	8	8,285,000	1,035,625
31	Jason K Foster (9230) of Tierra Antigua Realty (286607)	9	8,160,500	906,722
32	Jameson Gray (14214) of Gray St. Onge (52154)	5	8,110,000	1,622,000
33	McKenna St. Onge (31758) of Gray St. Onge (52154)	5	8,110,000	1,622,000

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Rank	Name	Sides	Volume	Average
34	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	20.5	7,841,014	382,488
35	Jacqueline Scott (63126) of Long Realty Company (16727)	10	7,753,000	775,300
36	Jennifer R Bury (35650) of Jason Mitchell Group (51974)	20.5	7,631,905	372,288
37	Barbara C Bardach (17751) of Long Realty Company (16717)	5	7,515,000	1,503,000
38	Paula Williams (10840) of Long Realty Company (16706)	8	7,421,500	927,688
39	Sherri Vis (54719) of Redfin (477801)	12.5	7,361,806	588,944
40	Paula J MacRae (11157) of OMNI Homes International (5791)	8.5	7,334,495	862,882
41	Alfred R LaPeter (32582) of Coldwell Banker Realty (70207)	7	7,304,007	1,043,430
42	Helen W F Graham (55628) of Long Realty Company (16728)	9	7,212,000	801,333
43	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310)	3	7,196,557	2,398,852
44	Michele O'Brien (14021) of Long Realty Company (16717)	8	7,123,046	890,381
45	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313)	20	6,761,690	338,084
46	Jon Mandel (33200) of Long Realty Company (16706)	7	6,679,000	954,143
47	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	11	6,676,000	606,909
48	Angela Tennison (15175) of Long Realty Company (16719)	7	6,528,000	932,571
49	Lonnie Williams (61428) of Redfin (477801)	11.5	6,387,000	555,391
50	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983)	12	6,325,490	527,124
51	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	14	6,319,000	451,357
52	Calvin Case (13173) of OMNI Homes International (5791)	16.5	5,951,395	360,691
53	Scott E Bowers (29372) of Bowers Residential Real Estate (5251)	4	5,900,250	1,475,062
54	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	6	5,868,270	978,045
55	Jose Campillo (32992) of Tierra Antigua Realty (2866)	19.5	5,844,650	299,726
56	Sue Brooks (25916) of Long Realty Company (16706)	10	5,832,000	583,200
57	Julie Ruth Valenzuela (54713) of Realty Executives Arizona Territory (498306)	16	5,811,380	363,211
58	Heather L Shallenberger (10179) of Long Realty Company (16717)	13.5	5,808,800	430,281
59	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	17.5	5,701,500	325,800
60	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	17.5	5,651,815	322,961
61	Tom Ebenhack (26304) of Long Realty Company (16706)	13	5,589,500	429,962
62	Brandon Michael Lopez (63467) of Long Realty Company (16728)	5	5,583,900	1,116,780
63	Ann Marie Camillucci (58603) of Realty One Group Integrity (51535)	9	5,474,000	608,222
64	Steven Szymczak (60480) of Redfin (477801)	11	5,438,000	494,364
65	Leslie Heros (17827) of Long Realty Company (16706)	9.5	5,429,000	571,474
66	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	11	5,389,444	489,949

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Rank	Name	Sides	Volume	Average
67	Douglas J Sedam (55438) of SBRanchRealty (51898)	10	5,373,475	537,348
68	Patricia Sable (27022) of Long Realty Company (16706)	5	5,341,500	1,068,300
69	Tim S Harris (2378) of Long Realty Company (52896)	7	5,264,000	752,000
70	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	9	5,251,000	583,444
71	Kristen L Glasheen (58436) of Keller Williams Southern Arizona (478313)	8	5,207,780	650,972
72	Pam Treece (13186) of Long Realty Company (16717)	7	5,207,018	743,860
73	Anthony D Schaefer (31073) of Long Realty Company (52896)	11	5,157,720	468,884
74	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	13	5,150,500	396,192
75	Daniel C Sotelo (35661) of Long Realty Company (16706)	9	5,088,175	565,353
76	Stephanie M Urban (57953) of Long Realty Company (16724)	12.5	5,079,730	406,378
77	Asia Deck (36192) of Tierra Antigua Realty (286601)	13	5,051,000	388,538
78	Michael Shiner (26232) of CXT Realty (5755)	4.5	5,003,250	1,111,833
79	Jeffrey M Ell (19955) of eXp Realty (495211)	10	4,917,300	491,730
80	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	3.5	4,906,500	1,401,857
81	Terri Kessler (15874) of Long Realty Company (16706)	7	4,854,000	693,429
82	Kelly Button (21306) of Long Realty Company (52896)	7	4,778,000	682,571
83	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	10	4,770,500	477,050
84	Emily Speed Erickson (38621) of Coldwell Banker Realty (70207)	9	4,699,900	522,211
85	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	7.5	4,687,850	625,047
86	Tyler Lopez (29866) of Long Realty Company (16719)	12	4,619,899	384,992
87	Juliann Esquer (38766) of Long Realty Company (16727)	3	4,591,000	1,530,333
88	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	10.5	4,573,691	435,590
89	Pam Ruggeroli (13471) of Long Realty Company (16719)	6.5	4,514,000	694,462
90	Melanie L Mele (20807) of Long Realty Company (16706)	2	4,500,000	2,250,000
91	Julie Marti-McLain (148054285) of Sunset View Realty, LLC (402901)	11	4,432,900	402,991
92	Matthew F James (20088) of Long Realty Company (16706)	8	4,372,000	546,500
93	Sheila R Bracken (640438) of Robson Ranch Quail Creek, LLC (4817)	8	4,355,998	544,500
94	Laurie Hassey (11711) of Long Realty Company (16731)	9	4,339,000	482,111
95	Lori C Mares (19448) of Long Realty Company (16719)	9	4,322,500	480,278
96	Cathleen E Itule (38529) of Jason Mitchell Group (51974)	11	4,246,790	386,072
97	Nancy Hennessey (37302) of Long Realty Company (52896)	8.5	4,228,579	497,480
98	John E Billings (17459) of Long Realty Company (16717)	11	4,214,400	383,127
99	Kimberly A Anderson (55821) of Tierra Antigua Realty (286610)	9	4,167,500	463,056
100	Tanya L Bowman (11959) of Realty Executives Arizona Territory (498301)	2.5	4,109,905	1,643,962

# TOP 9 WAYS TO QUALIFY FOR A MORTGAGE LOAN WITHOUT TAX RETURNS, W2 OR PAY STUBS

**DSCR aka RENTQUAL:**

- No Tax Returns Required
- Min Fico Score is 640
- Max Loan Amount \$5 million
- Investment Properties Only

**FIX and FLIP LOANS:**

- Loan term up to 12 months
- 90% Max LTV
- Up to 100% Rehab Cost Available

**NO DTI Mortgage**

- Income documentation not required
- Primary Residence and Secondary Homes
- Loan Amount up to 2 Million

**1099 ONLY**

- Primary, Secondary, and Investment
- Purchase or Refinance
- Max Loan Amount up to \$3 Million

**PROFIT & LOSS**

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

**VOE Only**

- Max 80% LTV
- Min 600 FICO
- Borrower cannot be employed by a family member

**BANK STATEMENT DEPOSITS**

- Qualify with Bank Deposits only (12-24 months)
- No Tax returns required
- Must be self employed for 2 years or more

**ASSET ONLY QUALIFYIER**

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

**ASSET DEPLETION**

- Convert your liquid assets into income
- Purchase, Refinance or Cash-Out Allowed
- Owner occupied, 2nd home, investment

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Branch Manager | Sr. Loan Officer  
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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- March 31, 2025

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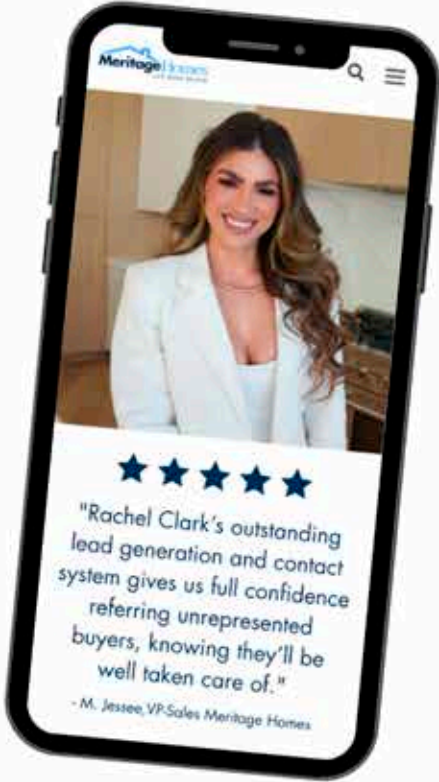
Rank	Name	Sides	Volume	Average
101	Kristina Scott (37825) of Realty One Group Integrity (51535)	12	4,103,000	341,917
102	Peter Deluca (9105) of Long Realty Company (52896)	9	4,087,000	454,111
103	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	4	4,084,773	1,021,193
104	Dottie May (25551) of Long Realty Company (16728)	5	4,084,000	816,800
105	Russell P Long (1193) of Long Realty Company (52896)	6.5	4,075,750	627,038
106	David Urbaniak (14957) of Keller Williams Southern Arizona (478313)	12	4,022,000	335,167
107	Alicia Marie Pastore (53392) of Realty Executives Arizona Territory (498306)	10	4,016,450	401,645
108	Amy Perez (56580) of RE/MAX Excalibur Realty (453501)	7	4,000,000	571,429
109	Jay Lotoski (27768) of Long Realty Company (16717)	8.5	3,977,900	467,988
110	Debbie G Backus (6894) of Backus Realty and Development (2422)	6	3,961,900	660,317
111	Don H Vallee (13267) of 1912 Realty (418302)	8	3,957,928	494,741
112	John P Powell (8094) of Help-U-Sell Real Estate (54417) and 1 prior office	6	3,880,000	646,667
113	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	3	3,877,500	1,292,500
114	Matthieu C Smith (32859) of Long Realty Company (16706)	7	3,876,750	553,821
115	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	11.5	3,873,460	336,823
116	Linzee Ann Whelan (33300) of Tierra Antigua Realty (2866)	6	3,872,750	645,458
117	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	9	3,872,250	430,250
118	Javier Olono (38753) of Realty Executives Arizona Territory (498312)	11	3,868,386	351,671
119	Johanna L Roberts (2040) of Long Realty Company (16719)	7	3,864,000	552,000
120	David K Guthrie (19180) of Realty Executives Arizona Territory (498306)	8.5	3,861,332	454,274
121	Katie M Smirnov (52565) of Long Realty Company (52896)	7	3,843,416	549,059
122	Diana Denlinger (6927) of Century 21-Arizona Foothills (52973)	5	3,830,900	766,180
123	Patricia Martin (32574) of Tierra Antigua Realty (2866)	11	3,816,650	346,968
124	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	10	3,787,450	378,745
125	Michelle M Ripley (11554) of Keller Williams Southern Arizona (478313)	6.5	3,764,500	579,154
126	Lisa Korpi (16056) of Long Realty Company (16727)	8	3,757,450	469,681
127	Mark T Organek (36291) of RE/MAX Excalibur (4535)	4	3,752,500	938,125
128	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	3	3,745,773	1,248,591
129	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	9	3,731,000	414,556
130	Haley Ann Robling (61217) of Realty Executives Arizona Territory (498304)	10	3,724,000	372,400
131	Christian Lemmer (52143) of Engel & Volkers Gilbert (53038)	4	3,675,500	918,875
132	Barbara G Kittelson (38885) of Coldwell Banker Realty (70207)	7.5	3,662,500	488,333
133	Avery Skidmore (53643) of Coldwell Banker Realty (70207)	7.5	3,662,500	488,333



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Teams And Individuals Closed Date From Jan. 1- March 31, 2025

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Rank	Name	Sides	Volume	Average
134	Phil Le Peau (39491) of OMNI Homes International (5791)	4	3,634,000	908,500
135	Thomas J Krieger (17680) of Keller Williams Southern Arizona (52933)	11.5	3,602,376	313,250
136	Sherry D Kupresin (368500080) of Tierra Antigua Realty (286610)	9	3,601,000	400,111
137	David L Duarte (57860) of Tierra Antigua Realty (286606)	13	3,579,990	275,384
138	Sally Ann Robling (1420161) of Realty Executives Arizona Territory (498304)	7.5	3,576,500	476,867
139	Stephanie Y Mahan (35510) of Long Realty Company (16717)	6	3,521,840	586,973
140	Elizabeth Fedor (37493) of Realty Executives Arizona Territory (4983)	6.5	3,500,900	538,600
141	Stephen Argentati (38004) of Oracle Land & Homes (875)	8	3,484,750	435,594
142	Susan Denis (14572) of Tierra Antigua Realty (286606)	7	3,482,000	497,429
143	Amber O'Doherty (142000891) of Long Realty -Green Valley (16716)	12	3,471,600	289,300
144	Ryan Comstock (65386) of eXp Realty (52964)	9	3,460,900	384,544
145	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	9	3,445,650	382,850
146	Marta Bustamante (56661) of Realty One Group Integrity (51535)	4	3,427,000	856,750
147	Ruben Moreno (55082) of Coldwell Banker Realty (70202)	10	3,416,500	341,650
148	Robert Scott Chancellor (1420631) of Realty Executives Arizona Territory -498303	10	3,400,000	340,000
149	Andres Quiroz (59241) of eXp Realty (52964)	11	3,398,200	308,927
150	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	5	3,385,750	677,150

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