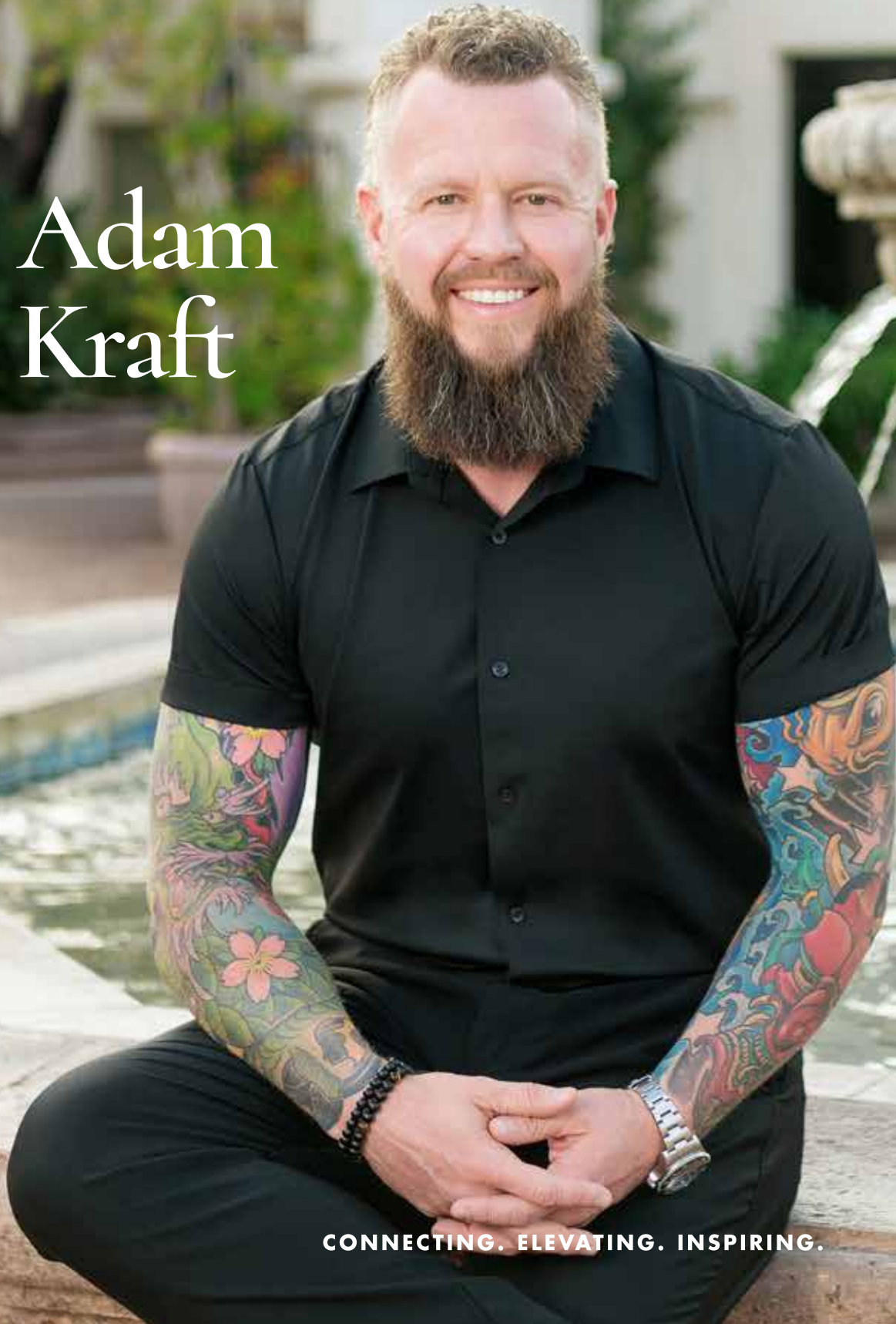


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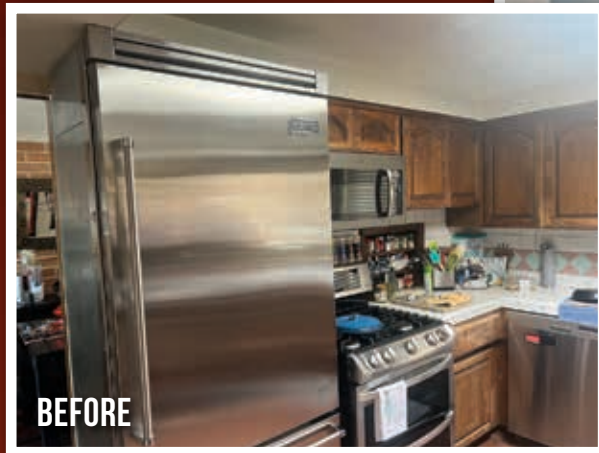


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# JEFF SAUNDERS

## WITH Lady Baba Does Promo!



## LOCAL LOVES LOCAL

BY JESS WELLAR • PHOTOGRAPHY BY CASEY JAMES

**“I am a member of Local First Arizona, the largest coalition of locally owned businesses in the country with over 3,300 members in the state,” Jeff Saunders begins with a touch of pride. “Their mission is to get businesses and consumers to shift at least 10 percent of their spending to local businesses to grow the local economy.**

“Unfortunately, we’ve shifted our spending habits to convenience and big box stores; that gets rid of livelihoods simply because you need an item at the cheapest price and by the next day.”

Jeff isn’t preaching from the sidelines; he’s successfully building his small business around that belief. As the

owner of Lady Baba Does Promo!, a locally owned promotional items company he started in 2019, Jeff has found his passion by helping Tucson-area businesses put their names on the right products for the right reasons. He’ll also be the first to tell you that “local” is not just a label, it’s a choice.

### Swag With Strategy

Lady Baba Does Promo! delights in helping busy REALTORS® who want their brand to be remembered. Jeff provides promotional products and swag people actually want to keep, along with decorated apparel and printed marketing materials that make listings look sharp in the real world. An order list can mean anything from pens, tumblers, and journals to polos, T-shirts, caps, and jackets, plus printed staples like business cards, letterhead,

postcards, presentation folders, tents, tablecloths, and banners.

“There is so much more, and I rarely say that I can’t locate something from one of my 5,000+ vendors,” Jeff adds. Clients discover quickly that the “promo world” is not limited to a few catalog options, he points out. It’s an enormous landscape of materials, styles, and price points, and having someone who knows how to navigate it can save time, money, and major disappointment.

For REALTORS® specifically, Jeff sees promotional products as a relationship tool, not a throw-away purchase.

“Thank-you gifts are a fantastic way to stay top of mind with your buyers and sellers as a way to thank them for choosing you as their guide into buying or selling real estate,” he suggests. That mindset changes the conversation from “What’s cheap?” to “What’s

memorable?” because the right item becomes a physical reminder of the experience that agent delivered.

### The Backstory

The name Lady Baba Does Promo! has roots in Jeff’s earlier local business as the owner of a mattress store.

“Lady Baba was my SLEEP mascot,” Jeff recalls with a chuckle. “A fellow networker suggested the name while I was giving away the counting sheep plush momentos as sought-after door prizes.”

It started as a quirky, memorable symbol, but as the sheep became recognizable, the name stuck, and when Jeff stepped into the promo space, it made sense to carry that branding forward.

His path into promotional products also came from experience as a purchaser of promotional items himself. He understands what clients want: confidence that the product will look good, arrive on time, and feel like the money was well spent. And as a member of the nation’s largest buying group, Jeff notes he has greater buying power to keep pricing competitive as a one-man operation.

Jeff’s approach to finding the perfect gift is also refreshingly human in a world where everything is trying to become automated. He wants clients to feel confident before they buy.

**“WHAT SETS ME APART FROM ONLINE COMPANIES IS THAT THOSE COMPANIES ARE NEVER GOING TO SEND YOU REFERRALS. I LOVE GIVING REFERRALS!”**

“REALTORS® can shop and peruse on a website, but there’s no guarantee that it’s the best price for that item or the best quality since a lot of companies sell the same item,” he points out. In other words, browsing online might feel efficient, but it doesn’t prevent you from ordering something that looks great on a screen and arrives disappointing in person.

“I have many examples I could share, but most recently this happened

when someone ordered a stress ball online for their kid, and when the toy arrived, it was too hard to even squeeze it!” he shares.

That’s why he emphasizes samples and hands-on decision-making whenever possible. He knows that print clarity, material weight, and overall finish can be the difference between a product people keep and one they toss.

Jeff’s also incredibly flexible on the matter of delivery. Depending on where a real estate agent lives, he can drive or ship the samples directly to a residence, or drop off samples to an agent’s office, making it easy when juggling a busy schedule.

### Local Over Lowest Price

Jeff’s favorite part of this business isn’t pushing products, it’s building relationships that actually go both ways. He believes local business should behave like a community, not just a transaction. That’s where his “local loves local” philosophy becomes a practical advantage, especially for REALTORS® who live on referrals and reputation.

“What sets me apart from online companies is that those companies are never going to send you referrals. I LOVE giving referrals!” he emphasizes.

Jeff truly enjoys connecting people to other good local businesses, and he sees those connections as part of the value he brings. He’s also blunt about what can happen when people chase the cheapest option with no relationship attached. Promo is one of those spaces where quality can swing wildly, even when two products look identical.

“You never know what you are going to get online...cheap often means cheap!” Jeff cautions, and he’s not wrong.

LADY BABA  
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### A Growing Reputation

Jeff’s business has earned serious local recognition, and he’s most proud that it’s a reflection of quality and satisfaction. Lady Baba Does Promo! received Best Promo Company honors for the last five years by Reader’s Choice Awards, and his customers back it up online with a 5.0 rating on Google.

His loyalty to the people he serves shows up in how he talks about them: not as clients, but as friends whose businesses he wants to see thrive, too. “I thoroughly enjoy providing top-quality products in a timely manner, and that’s why the business is growing,” he concludes. “And it’s a lot easier and more rewarding to work with someone you know who values your business and is helpful to our local economy.”

To learn more or place an order with Jeff Saunders at Lady Baba Does Promo!, visit [www.ladybabydoespromo.com](http://www.ladybabydoespromo.com) or call 520.419.5882.

### Beyond The Business

When he’s not busy ordering fun samples for real estate agents, Jeff cherishes time spent with his wife Melissa and their four children: Megan, Lulu, Morgan, and Matt, as well as their granddaughter, Scottie Lee. You might also find him mountain biking around Tucson, playing basketball, or catching a movie.

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# Bailey

## GOODWIN

PHOTOGRAPHY BY KRISTI HARRIS • WRITTEN BY ELIZABETH MCCABE

A cool car. A nice guy. Getting ice cream. Driving up the mountain. Looking at the stars. It sounds like a whirlwind first date and it was for Bailey Goodwin until the unexpected happened.

“My date Robert (who is now her husband) was making a left-hand turn and a guy ran a red light and T-boned us,” she says. “We were totally fine.” The car? Not so much. “I got to meet Robert’s Dad on the first date, which was fun too.”

“We were trauma-bonded from the start,” she jokes.

There was even a second date. “I told him, ‘I will drive,’” says Bailey. “My driving scared him more,” she laughs. Bailey, an optimist, doesn’t let the roller coaster of life faze her. As she says, “A single setback can’t undo years of growth.”

And that first date led to an incredible romance and marriage in 2025. This happy couple was meant to be, crossing paths during Bailey’s internship with Meritage in Land Development. Robert was also a new intern. The rest is history.

Marrying Robert was a dream come true for Bailey. The last year has been filled with many

changes for her. “He got me through the hardest time in my life so far. He truly makes me want to be the best person.”

### Launching into Real Estate

Bailey learned about Meritage at the University of Arizona’s career fair. “They chose to hire me as an intern out of college.” Her internship was eye-opening.

“I got to see everything that goes on beyond the scenes prior to having a home built on a piece of land. That means finding the land, making sure that we meet the requirements, and doing due diligence,” she comments.

The only problem? “It wasn’t my passion,” says Bailey. “I sat down with my boss and asked about different positions. Staying behind a desk all day wasn’t giving me what I wanted in life.” Bailey was meant for more. Her boss noticed that her people personality fit “sales more than anything.” After her land internship ended, Bailey transitioned to sales right away.

“It was super fun,” she smiles. She then took her real estate test, which she passed on her first try. “I started selling homes for Meritage in March 2023, less than a year after I graduated,” she smiles.

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A go-getter, driven, and determined woman, she is building her business at Meritage. She got her bearings the first year, falling in love with new builds.

“I love the process and the people,” she smiles. “We serve so many first-time homebuyers.” Bailey can relate to that new chapter. “I, myself, was a first-time homebuyer in 2024,” she shares. “I understand what clients go through.”

She’s also putting up the numbers, with \$24 million in sales last year and \$48 million for her career volume. If that is any indication of her future, it’s going to be bright.

### Competitive Drive

Growing up in Tucson, Bailey was incredibly active in sports. “I loved the teamwork, camaraderie, and competitiveness that it brought into my life,” she smiles. She played softball and volleyball. “Volleyball was more



“

*I love the process and the people. We serve so many first-time homebuyers. I, myself, was a first-time homebuyer in 2024, I understand what clients go through.”*

**A Happy Life**

Bailey is enjoying her life as she continues to soar in real estate. She served as the National Sales Advisory position for Tucson in 2024 and got reelected for 2026. “I get to represent Tucson, which is amazing,” she gushes. “I bring my ideas to the table and support my team.”

When not working, Bailey likes to relax and recharge by baking and cooking. “That’s my therapy,” she smiles. You can also find her beating down her sourdough bread. “That’s me getting my anger out for the day,” she laughs. She is also a fan of sweet treats, which are the “icing on the cake” for her.

A self-described “huge outdoor person,” she and Robert like to spend as much time as possible on Lake Havasu boating. Wintertime is for off-roading in the desert. “We have boats, side by sides, and like to explore around the lake. It’s so much fun and an escape. It’s a different world out there.”

How does she stay motivated? It’s all about paying for their boat. “Boat stands for: Bust Out Another Thousand,” she laughs.

For Bailey, life has always been about embracing the ride, whether it’s a first date gone sideways, a fast-paced negotiation, or a bold new business venture. She’s destined for great things here in Tucson!

my passion,” she says. This action-packed sport was her favorite, and she played from seventh grade through her senior year of college.

Instead of winning in volleyball, Bailey is now winning for her clients. “My competitiveness is the biggest thing that drives me,” she comments. At the end of every day, she reflects on how she could have made one more call or sent

one more update. In the process, she is becoming the best agent she can be.

Bailey’s competitive drive is also valuable in negotiations, especially with new builds. “It’s such a different world when it comes to negotiations,” she says. “We are given strict margins and prompt timelines. Everything has to be done within 24 hours with contracts.”

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# NOBLE RENNER

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PHOTOGRAPHY BY CASEY JAMES  
WRITTEN BY JESS WELLAR

*“Slowing down during COVID was a defining moment for me,” Noble Renner shares. “It forced me to reflect on purpose, fulfillment, and how I wanted to show up professionally & personally.”*

“That clarity pushed me toward building a career centered on relationships, service, and community, rather than just staying busy.”

As a member of The Stratton Group at Keller Williams in Tucson, Noble helped 24 families in his first year of real estate, confirming he was on the right path to making a meaningful impact. But all numbers aside, it's the depth of the relationships he forms that indicate he's exactly where he's meant to be.

“The trust I gain from my clients, especially the ones who move here from out-of-state, is one of my biggest achievements,” he affirms.

#### Deep Roots

Tucson is home for Noble in the truest sense, woven into his upbringing, his values, and the way he serves in the community he loves.

Before obtaining his real estate license, Noble spent more than a decade in sales, customer relations, and management, starting at a call center right out of high school before working his way into leadership at a local T-Mobile store. But he admits selling phones wasn't exactly the sort of fulfillment or meaningful impact he was after.

“However, I always enjoyed building real relationships and doing the work at a high level,” Noble explains. “Those experiences strengthened my communication skills, work ethic, and leadership style, and taught me the value of accountability, consistency, and building trust.”

When the pandemic slowed everything down, Noble took the pause seriously. Instead of rushing back into the grind, he reassessed what kind of work he wanted to be doing long term, and who he wanted to be doing it for.

“Real estate felt like a natural fit because it allowed me to use my strengths while helping people make meaningful decisions that truly impact

their lives and the Tucson community,” he offers. “I was also considering becoming a homeowner myself around the time that I made a shift into real estate. When I bought my own home, that fueled me even more.”

“My girlfriend also got her license even though she doesn't use it! She's a nurse,” he continues. “But she took the classes with me because she loves knowledge and wanted to be supportive.”

#### Showing Up When It Matters

Noble's approach to the business is rooted in consistency and staying connected in meaningful ways long after the paperwork is signed.





“

I always enjoyed building real relationships and doing the work at a high level. Those experiences strengthened my communication skills, work ethic, and leadership style, and taught me the value of accountability, consistency, & building trust.”

“I don’t cut communication once I hand over the keys or sell a house. I stay in contact, I check in, and I definitely show up,” he affirms with a touch of pride.

One experience, in particular, exemplifies his commitment to keeping tabs on past customers. After helping an older woman and her daughter relocate to Tucson from out of state, Noble stayed in touch, checking in often, and offering help as her life took an unexpected turn.

When the woman’s cat passed away shortly after the move, Noble didn’t hesitate to step in, driving her to the vet and aiding with the aftermath with great compassion and care. Months later, when she entered hospice, Noble continued visiting until her passing and was honored to attend her funeral at the family’s request.

“That experience reminded me that real estate is

ultimately about people, trust, and showing up when it matters most,” he reflects.

#### Ambassador by Nature

What truly sets Noble apart is how personally he takes his role as a guide to The Old Pueblo lifestyle. As a proud local, he sees himself not just as a REALTOR®, but as an advocate for the city itself.

“I genuinely care about my clients, my community, and the life I’ve built here in Tucson,” Noble emphasizes. “Helping people find the right home here isn’t just my career—it’s personal.”

That pride inspired him to launch Noble Living in Tucson, a growing brand focused on spotlighting local businesses, hidden gems, and the lifestyle that makes the city special. Through social media, particularly Instagram, Noble shares community insights designed to educate and connect.

Whether he’s recommending a favorite

restaurant, breaking down neighborhoods, or highlighting Tucson traditions, Noble approaches content the same way he approaches clients, with intention and thoughtfulness.

“I try to do community spotlights to provide value,” he explains. “Ultimately, I want to generate leads efficiently, but always in a way that feels authentic and helpful.”

#### Looking Ahead

Outside of real estate, Noble prioritizes balance. Time with his girlfriend Sarah, their two goldendoodles Rocky and Louie, and a consistent fitness routine helps keep him grounded.

“Starting the day with something intentionally challenging helps me stay level headed and respond to whatever comes up with more clarity and confidence,” he elaborates.

One of his favorite things to do in the city he loves?

“There are a lot to choose from!” he laughs. “But Sarah and I have a tradition that we go to the Gaslight Theatre every quarter to catch their new show.”

Giving back also remains central to his life. From feeding families by delivering meals with Sarah during the holidays to supporting the Stratton Ovarian Cancer Foundation, Noble looks for ways to serve beyond the transaction.

Eyeing the future, Noble has plenty to anticipate as he continues to hone in on his local expertise while dreaming of more trips abroad after a visit to Italy last year.

“Professionally, I want to continue growing my brand and launch a YouTube channel focused on Tucson real estate, education, and community insight,” Noble shares. “Personally, I’m focused on maintaining balance, building a strong life with my girlfriend, and continuing to enjoy travel—one big international trip a year—with more growth, and quality time with the people and places that matter most.”

### Fun Facts

You can usually find him playing basketball at 6 a.m, before the workday starts, and before transitioning into sales, he was fully certified in firefighting.

**“Very friendly. Great service. Wonderful services and environment. I was having horrible back pain and right now I have been back to pain free living. Thanks to chiropractic care.”**

**- Amanda M.**

**Dr. Rachel Novak**  
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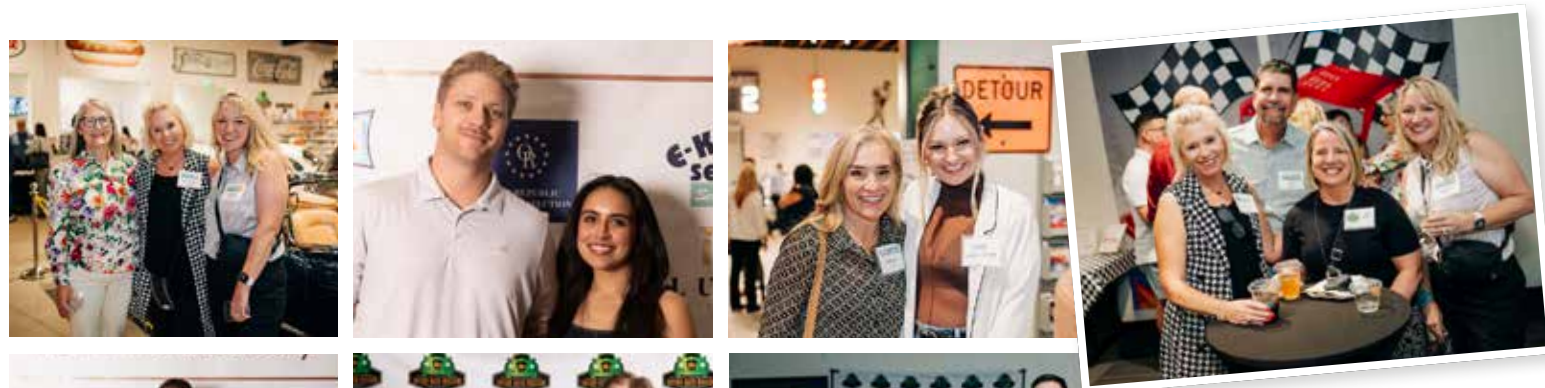
The engines weren't the only things revving at our Charity of Choice / Toast to the Top 500 event—the energy in the room was just as electric! Hosted at the incredible Tucson Auto Museum, the evening brought together Southern Arizona's top real estate professionals, partners, and community champions for a celebration packed with connection, collaboration, and a whole lot of fun.

Agents from the Top 500 gathered to celebrate the dedication and hard work that made their 2025 success possible. New faces in the Top 500 mingled with seasoned pros, swapping ideas, sharing laughs, and building the partnerships that help homes close smoothly across Southern Arizona.



The highlight of the evening? Giving back. Thanks to the generosity of our outstanding real estate community, two incredible organizations were selected to receive donations: **Angel Charity for Children and Tierra Antigua Hope Foundation**. Special congratulations to Jenifer Miranda and Gail Esposito-Larocca, who proudly presented checks to their Charities of Choice—making the evening not only celebratory, but impactful for the Tucson community.

Between networking and snapping photos, guests enjoyed delicious bites from El Charro Café, irresistible treats from Smoosh Cookies, and refreshing blackberry margaritas that kept the party buzzing. Meanwhile, the museum's fascinating collection of classic cars provided the perfect backdrop for conversation—and plenty of photo ops were captured thanks to Casey James, Kristi Harris Photography, and Photography by Jacquelynn.



A huge thank-you goes out to our incredible sponsors who helped make this our largest and most exciting event yet:

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If you missed this unforgettable night of celebration and community, don't worry—another *Tucson Real Producers* gathering is already on the horizon. Until then, keep our amazing partners in mind to help you get the deal done right!



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FEATURING

# ADAM KRAFT

## Faith, Family, and Full Sleeves

WRITTEN BY ELIZABETH MCCABE  
PHOTOGRAPHY BY JACQUELYNN BUCK



*“Some people buy Corvettes. I chose to cover my body in tattoos,” says Adam Kraft.*

Beneath tailored suits and listing presentations are full sleeves of vivid Japanese-inspired tattoos. That’s just the beginning. “I’ve got a full back piece, full leg pieces, and a full chest piece,” says Adam. “I’m heavily tattooed, and I navigate that well.” All his tattoos are Japanese and hold special meaning. “My chest piece is of two Foo dogs who mimic the likeness of my children.”

Does he plan on getting more? “I’m kind of running out of real estate to be completely honest with you,” he laughs.

It’s not what you expect from a Keller Williams rainmaker whose team, Alpha Realty, has more than \$200 million in career sales and \$37 million closed last year alone. And that’s exactly the point.

Adam was never born to fit in. He was meant to stand out. Even from his childhood days, he wanted to be different.

“I begged to dye my hair green when I was 12,” he smiles.

Raised in a disciplined household with a military father and a mother who served as a nurse practitioner, Adam learned early that structure mattered. Responsibility mattered. If he wanted something beyond the family budget, he would have to earn it.

So at fourteen, he did.

He washed dishes. Peeled shrimp. “I took on the jobs no one else wanted,” he says of working at a Chinese restaurant. Hard work wasn’t negotiable. It was expected. That grit became the defining thread of his life.

By high school, he was managing a Satellite City electronics store, excelling in sales and easily and effortlessly connecting with others.

“I love people,” Adam says. “I love figuring out what they want and helping them move toward it.”

For eight years, that passion lived in the automotive world. Adam ran service departments for Toyota and Volvo, traveling the country, building systems, and implementing standard operating procedures. Structure became second nature. At the same time, he was buying, selling, and flipping homes on the side beginning in 2003. Real estate wasn’t yet the main path, but the skill set was quietly forming.

Then came a defining moment.

Changes in the automotive industry brought down-sizing. Around that same time, a client who had enrolled in real estate school decided not to pursue it and offered Adam his seat in a wild turn of events.

He took it.

“I believe things happen for a reason,” he says. He entered real estate the only way he knew how: all in. There were no shortcuts to success. Nine-to-five during the day. Open houses at night and on weekends. He invested in conversations. Within six months, he rose into top producer ranks.

But success revealed a problem. And Adam noticed.

Agents around him were failing. Not because they lacked drive, but because they lacked systems and mentorship. High attrition bothered him. He approached leadership with an idea to create a training program.

**“ALPHA” REPRESENTS THE BEGINNING, A NOD TO ADAM’S FAITH AND THE FOUNDATION UPON WHICH HE BUILT HIS BUSINESS. THE LION IN THE LOGO SYMBOLIZES STRENGTH AND SACRIFICE, A REMINDER OF WHY THEY DO WHAT THEY DO.**

The response was simple: start a team. In 2017, Alpha Realty Team was born.

The name was intentional. “Alpha” represents the beginning, a nod to Adam’s faith and the foundation upon which he built his business. The lion in the logo symbolizes strength and sacrifice, a reminder of why they do what they do.

“That’s what we founded our business around,” says Adam. “When we laid out our platform, we wanted it to be client-centric and have fundamental values with our religious beliefs. That’s what we have built. We do what’s right because it’s right.”

Building the team was never about ego. In fact, Adam struggled with making it about himself. His

deeper calling had always been helping people grow through coaching, mentoring, and leading.

Today, Alpha Realty Team consists of 18 agents and is on track to double production from 200 to 400 transactions this year. And when asked if those numbers belong to him or the team, Adam doesn’t hesitate, “The team.”

#### **Elevating the Process**

Adam does things differently.

Every lead receives a personalized introduction video. Showings include thoughtful touches with trail mix, water, and coloring books for children. Follow-up plans are systematic. “If it’s not on your calendar, it doesn’t count,” Adam says.

The systems create reliability. The culture creates retention. The environment is intentionally relational rather than transactional. “Never put profit before people,” he says.

#### **Family First**

Family remains central to Adam. His father, David “Dak” Kraft, joined the organization after two successful careers and now serves as listing manager. Working alongside him has added both strength and meaning to the operation. His fiancée, Brandi Stottern, is an active agent and a steady partner in building the vision.

Together, they are raising three children: Isabella, 15; Liam, 9; and Braya, 8.

“Becoming a father gave me a deeper sense of purpose and accountability,” Adam shares. “Real estate just happened to become the platform where that calling came to life.”



Adam Kraft with fiancé and Alpha Realty Team agent Brandi Stottern

Discipline anchors his days. Gratitude and a 15-minute devotional before his feet hit the ground. Gym at 4:45 a.m. Home by 6 a.m. to help get the kids ready for school.

How does he balance it all? “I’m pretty good at doing hard things,” he says. “Failure was never an option.”

From washing dishes to running national service departments, from open houses to leading a high-performing team, Adam never set out to sell houses. He set out to build people. The tattoos may be what you notice first. But the legacy he’s building through doing what is right is what lasts.



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# TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- February 28, 2026

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Rank	Name	Sides	Volume	Average
1	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	9	23,843,796	2,649,311
2	Lisa M Bayless (22524) of Long Realty (16717)	33	20,414,275	618,614
3	Michelle R Jessee (8424) of MTH Realty LLC (5383)	45	17,517,355	389,275
4	Kaukaha S Watanabe (22275) of Real Broker (52446)	48.5	14,741,465	303,948
5	Marsee Wilhems (16298) of eXp Realty (495201)	42	14,589,685	347,373
6	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	44.5	13,481,380	302,952
7	Angela Marie Kuzma (28301) of Keller Williams Integrity First (333802) and 1 prior office	29	10,487,990	361,655
8	Helen W F Graham (55628) of Long Realty (16728)	13	9,003,000	692,538
9	Sandra M Northcutt (18950) of Long Realty (16727)	11	8,435,000	766,818
10	Peter Deluca (9105) of Long Realty (52896)	11	8,127,000	738,818
11	Patty Howard (5346) of Long Realty (52896)	5	7,433,750	1,486,750
12	Danny A Roth (6204) of OMNI Homes International (5791)	15.5	7,420,219	478,724
13	McKenna St. Onge (31758) of Gray St. Onge (52154)	5	7,161,000	1,432,200
14	Jameson Gray (14214) of Gray St. Onge (52154)	5	7,161,000	1,432,200
15	Eliza Landon Dray (37458) of Long Realty (52896)	9	6,759,387	751,043
16	Laurie Lundeen (1420134) of Embarc Realty (5387501)	15	5,923,800	394,920
17	David J Masterson (142000790) of Tierra Antigua Realty (286610)	15	5,882,000	392,133
18	Anthony D Schaefer (31073) of Long Realty (52896)	8	5,847,997	731,000
19	Rob Lamb (1572) of Long Realty (52896)	6	5,700,000	950,000
20	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	15.5	5,527,320	356,601
21	Christina Esala (27596) of Real Broker (5244603)	22	5,362,949	243,770
22	Kyle Mokhtarian (17381) of Real Broker (5244603)	15.5	5,254,250	338,984
23	Jose Campillo (32992) of Tierra Antigua Realty (2866)	17	5,017,400	295,141
24	Russell P Long (1193) of Long Realty (52896)	7.5	4,989,000	665,200
25	Julie M Nielson (56950) of Long Realty (52896)	7.5	4,989,000	665,200
26	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	9	4,981,500	553,500
27	Manuel Davila (21970) of Real Broker (52446)	15.5	4,969,655	320,623
28	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	6.5	4,887,500	751,923
29	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	7	4,825,216	689,317
30	Suzanne Corona (11830) of Long Realty (16717)	7	4,773,410	681,916

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Rank	Name	Sides	Volume	Average
31	Erick Quintero (37533) of Tierra Antigua Realty (286606)	13.5	4,658,625	345,083
32	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	6	4,625,000	770,833
33	Matthew F James (20088) of Long Realty (16706)	5	4,595,000	919,000
34	Tim R Hagyard (32545) of Long Realty (52896)	7	4,549,000	649,857
35	John E Billings (17459) of Long Realty (16717)	7	4,531,900	647,414
36	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	5.5	4,442,250	807,682
37	Denice Osbourne (10387) of Long Realty (52896)	6	4,420,322	736,720
38	Heather L Shallenberger (10179) of Long Realty (16717)	6	4,303,303	717,217
39	Don H Vallee (13267) of 1912 Realty (418302)	6	4,242,181	707,030
40	Ryan J Brown (33007) of Long Realty (16717)	5	4,241,000	848,200
41	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	6	4,180,800	696,800
42	Jen O'Brien (14140) of Russ Lyon Sotheby's International Realty (472203)	8	4,152,500	519,062
43	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	6	4,149,583	691,597
44	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	4	4,124,000	1,031,000
45	Marnel L Martinez (39927) of Redfin (477801)	8	4,039,000	504,875
46	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	3	3,993,500	1,331,167
47	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	3	3,993,500	1,331,167
48	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (70202)	6	3,989,000	664,833
49	Hollis H Angus (58314) of Redfin (477801)	9	3,986,500	442,944
50	Sue Brooks (25916) of Long Realty (52896)	5	3,971,500	794,300
51	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	6	3,936,500	656,083
52	Tom Ebenhack (26304) of Long Realty (16706)	8	3,745,500	468,188
53	Laura Moreno (142000751) of RE/MAX Portfolio Homes (142000645)	19	3,728,754	196,250
54	Nara Brown (13112) of Long Realty (16717)	7.5	3,686,482	491,531
55	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	4.5	3,643,250	809,611
56	Sherri Vis (54719) of Redfin (477801)	5.5	3,635,750	661,045
57	Lori C Mares (19448) of Long Realty (16719)	5.5	3,622,500	658,636
58	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	7	3,620,000	517,143
59	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	9.5	3,533,440	371,941
60	Sharon Fern (36319) of Long Realty (16719)	4	3,490,900	872,725



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Teams And Individuals Closed Date From Jan. 1- February 28, 2026

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Rank	Name	Sides	Volume	Average
61	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	12.5	3,486,300	278,904
62	Christopher Allen Ried (37773) of RE/MAX Fine Properties (433102)	8	3,460,500	432,562
63	Gina McMullen (642272) of Redfin (477801)	5.5	3,448,250	626,955
64	Cody Lopez (57614) of Long Realty (16727)	9	3,405,000	378,333
65	Leslie Heros (17827) of Long Realty (16706)	5	3,400,000	680,000
66	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	11	3,397,750	308,886
67	Paula J MacRae (11157) of OMNI Homes International (5791)	7	3,385,400	483,629
68	Cindie Wolfe (14784) of Long Realty (16717)	5	3,368,500	673,700
69	Gina Beltran (52270) of Elate Realty, LLC (53740)	3	3,335,000	1,111,667
70	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory -498312	6	3,320,000	553,333
71	Ann Fraley (62295) of Long Realty (16728)	7	3,310,000	472,857
72	Maria Powell (11568) of Engel & Volkers Tucson (5162001)	7	3,306,500	472,357
73	John DeLalla (58262) of Tierra Antigua Realty (286601)	8	3,292,200	411,525
74	Laurie Hassey (11711) of Long Realty (16731)	5.5	3,279,047	596,190
75	Brenda O'Brien (11918) of Long Realty (16717)	6	3,271,497	545,250
76	Vanessa M Zuern (32642) of Coldwell Banker Realty (70202)	5	3,244,193	648,839
77	Jeffrey M Eil (19955) of Ambrell Realty (54699)	8	3,190,000	398,750
78	Kristina Scott (37825) of Real Broker (5244603) and 1 prior office	9	3,175,500	352,833
79	Madeline E Friedman (1735) of Long Realty (16719)	5.5	3,118,420	566,986
80	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	9.5	3,117,500	328,158
81	Brandon Michael Lopez (63467) of Long Realty (16706) and 1 prior office	3	3,103,854	1,034,618
82	Marlene Rigoli (20415) of Tierra Antigua Realty (286606)	4	3,103,000	775,750
83	Olivia Bergstrom Laos (62790) of Realty Executives Arizona Territory -498306	6	3,080,000	513,333
84	Jennifer Shuffelbottom (35120) of Long Realty (16717)	6	3,055,000	509,167
85	Jennifer R Bury (35650) of Jason Mitchell Real Estate (51974)	8	3,018,000	377,250
86	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	2	2,980,000	1,490,000
87	Jon Mandel (33200) of Long Realty (52896)	4.5	2,965,750	659,056
88	Dina M Hogg (17312) of eXp Realty (495204)	8	2,933,000	366,625
89	Tim S Harris (2378) of Long Realty (52896)	4	2,913,500	728,375
90	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	5	2,895,000	579,000



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Rank	Name	Sides	Volume	Average
91	Darlene Damiani (15536) of Tierra Antigua Realty (2866)	6	2,889,400	481,567
92	Richard Jacome (37890) of eXp Realty (52964)	5.5	2,876,500	523,000
93	Eduardo Escobido (57731) of The Agency (52200)	1	2,850,000	2,850,000
94	Debbie Wyrsh-Williams (1420125) of Coldwell Banker Realty (70204)	7	2,847,000	406,714
95	Calvin Case (13173) of OMNI Homes International (5791)	7.5	2,844,375	379,250
96	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	6	2,836,400	472,733
97	Jessica Sparks (39888) of Russ Lyon Sotheby's International Realty -472203	3	2,835,066	945,022
98	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	6.5	2,830,500	435,462
99	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	4	2,824,000	706,000
100	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	7	2,800,500	400,071
101	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	4	2,792,750	698,188
102	Anne Ranek (39879) of Tierra Antigua Realty (286606)	4	2,792,750	698,188
103	Waco Starr (52972) of Long Realty (16724)	7	2,790,990	398,713
104	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	5	2,765,000	553,000
105	Kyle L Trafton (626791) of Coldwell Banker Realty (70202)	2	2,750,000	1,375,000
106	Kevin W Wood (19152) of eXp Realty (4952)	8	2,717,980	339,748
107	Jim Storey (27624) of Long Realty (16706)	5	2,683,995	536,799
108	Patricia L. Melton (1420180) of Long Realty (16716)	4	2,669,500	667,375
109	Gina F McGlamery (8760) of Long Realty (16706)	4.5	2,650,625	589,028
110	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	10	2,629,160	262,916
111	Sheila A Myers-Moore (31146) of S A Moore Realty Services, LLC (51651)	9.5	2,622,000	276,000
112	Catherine Byroad (63185) of Tierra Antigua Realty (286607)	7	2,615,500	373,643
113	Paula Williams (10840) of Long Realty (16706)	5	2,615,000	523,000
114	Michele O'Brien (14021) of Long Realty (16717)	3	2,607,000	869,000
115	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	15	2,601,504	173,434
116	Tony Ray Baker (5103) of RE/MAX Fine Properties (433102)	5	2,595,000	519,000
117	Jennifer Root (1420883) of Long Realty (16716)	7.5	2,591,800	345,573
118	Melissa Coate (27827) of Realty Executives Arizona Territory (498306)	5	2,591,400	518,280
119	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310)	2.5	2,543,605	1,017,442
120	Steven McCay Williams (39333) of Realty Executives Arizona Territory -498310	2.5	2,543,605	1,017,442

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Rank	Name	Sides	Volume	Average
121	Daniel Steinhardt (146013513) of Magic Land Realty & Investment (5204)	4	2,534,255	633,564
122	Anthony T Payne (52878) of OMNI Homes International (5791)	4.5	2,532,740	562,831
123	Joshua Waggoner (14045) of Long Realty (16706)	3	2,516,500	838,833
124	Lonnie Williams (61428) of Redfin (477801)	6	2,506,625	417,771
125	Jessica Wheeler (63358) of eXp Realty (495214)	4	2,498,990	624,748
126	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	3	2,480,410	826,803
127	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	5.5	2,459,500	447,182
128	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	7	2,444,330	349,190
129	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313)	8	2,440,700	305,088
130	Tracy A Martin (54173) of Long Realty (16724)	6.5	2,439,000	375,231
131	Asia Deck (36192) of Tierra Antigua Realty (286601)	6	2,424,500	404,083
132	Lori L Skolnik PLLC (17106) of Realty Executives Arizona Territory (498306)	5.5	2,396,500	435,727
133	Anne E McKechnie (14747) of eXp Realty (52964)	3	2,389,450	796,483
134	Danielle M Schamp (63394) of Long Realty (16728)	6	2,376,982	396,164
135	Soraya Platt (17286) of Long Realty (16706)	4	2,371,000	592,750
136	Julie Miller (13615) of Morado Canyon Realty (3905)	3	2,369,900	789,967
137	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	4.5	2,352,500	522,778
138	Alicia Marie Pastore (53392) of Real Broker (52446) and 1 prior office	6	2,337,000	389,500
139	Jessica M VandenBosch (58175) of Oro Valley Realty LLC (54264)	5	2,336,000	467,200
140	Jocelyn T Lawley (59031) of Long Realty (16721)	5	2,329,800	465,960
141	Casey Tyler Hogan (36065) of Realty Executives Arizona Territory (4983)	4.5	2,324,274	516,505
142	Justin R McLamarrah (32257) of OMNI Homes International (5791)	3	2,320,000	773,333
143	Marcos Felizardo Aguayo (56277) of Tierra Antigua Realty (286606)	3	2,320,000	773,333
144	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983)	4	2,304,500	576,125
145	Robin Lee Serna (55730) of Tierra Antigua Realty (2866)	6	2,301,000	383,500
146	Alicia Girard (31626) of Long Realty (16717)	5	2,275,000	455,000
147	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	6	2,260,000	376,667
148	Cameron Lee (54967) of David Lee Real Estate Company (3000)	3	2,245,000	748,333
149	Nanci J Freedberg (30853) of Tucson Land & Home Realty, LLC (783)	3	2,235,000	745,000
150	Nancy Yvonne Perez (52314) of HomeSmart Advantage Group (5169)	4	2,226,500	556,625

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