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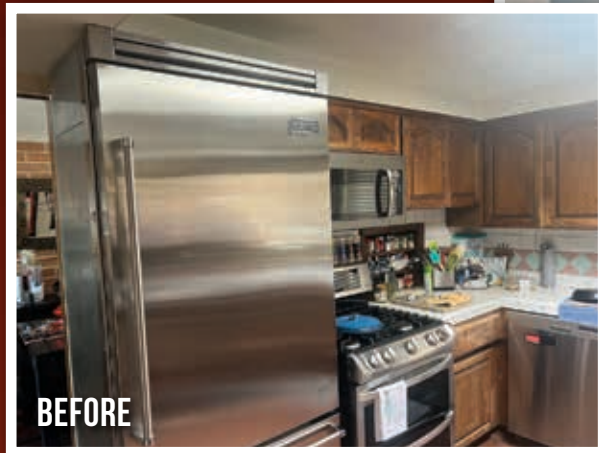
Partner Spotlight

Vicki Hart-
Old Republic
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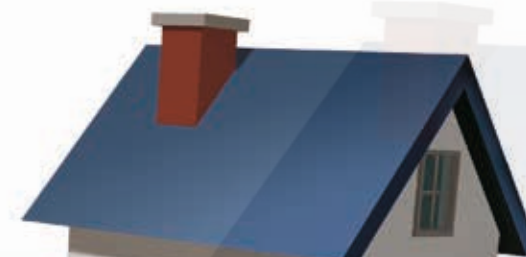
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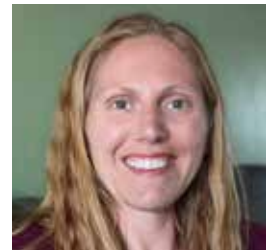
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Vicki

HART

OLD REPUBLIC HOME WARRANTY

WRITTEN BY JESS WELLAR
PHOTOGRAPHY BY CASEY JAMES

BUILT ON EXPERIENCE. GROUNDED IN TRANSPARENCY.

“For three decades I’ve worked in sales, with 28 of those years revolving around real estate in one form or another,” Vicki Hart explains. “I have been a broker, an underwriter, and I have also worked on the lending side and in title. This industry just pulled me in and held on tight! And because I have worked on just about every phase of the home purchasing process, I uniquely understand what agents need and want.”

It’s no overstatement to say Vicki has developed a unique perspective that few home warranty professionals can match. Today, as a Senior Account Executive for Old Republic Home Warranty, she serves the Greater Tucson by helping homeowners protect one of their life’s biggest investments—their home—while bringing firsthand experience from nearly every corner of the real estate industry.

A Career That Kept Boomeranging

By the time she arrived in Arizona from Washington state, Vicki had already enjoyed a lengthy, fruitful career. What she expected to be a

slower season of life quickly turned into an entirely new chapter.

“I moved to Lake Havasu to retire and quickly grew bored,” she recalls with a chuckle. “So, I updated the new Arizona address on my resume, and Old Republic called me shortly after that!”

The opportunity made perfect sense in retrospect. After experiencing nearly every other angle of the real estate industry, transitioning to home warranties was a natural next step. Old Republic Home Warranty provides homeowners with essential budget protection and peace of mind by covering major home systems and appliances that fail due to normal wear and use, often saving them thousands of dollars in unexpected repair or replacement costs.

The main reason Vicki joined Old Republic Home Warranty was because of its strong reputation. For over five decades, the company has been a leader in the home warranty industry by prioritizing excellent customer

service, extensive coverage, and transparent contracts.

“If you compare our coverage with our competitors, you’ll understand why this is our 54th year in the business,” Vicki elaborates. “We have complete transparency from the beginning: our coverage is clear, with no hidden limits.”

The company was recently awarded the Consumer Affairs Buyers Choice Award for Best Claims Handling in 2026, has earned an A+ rating with the Better Business Bureau for over 25 years, and maintains strong customer reviews on Google and Trustpilot.

Behind the scenes, Vicki is quick to credit the people who help make that stellar service possible.

“In addition to our sales team, our amazing customer service team helps set the standard in providing excellent service. My designated agent, Kirsten, is always ready to help my customers,” Vicki acknowledges



“

I review the properties’ features and give advice on what coverage they may and may not need without sugarcoating it. Agents know they can call me anytime if they need me—I believe in always returning calls!”



gratefully. “Kirsten helps me with orders and questions when I am in the field and unable to access information as quickly as we need it. She is my right hand, and I couldn’t do it without her!”

Always On Call

Over the years, Vicki discovered that while products and services matter, relationships are what truly drive long-term success.

“I have found that people really appreciate my honesty and availability,” she offers. That accessibility has become one of her defining traits. Whether an agent needs guidance regarding coverage options, has questions during a transaction, or faces an unexpected issue on a weekend, Vicki wants them to know she is truly only a phone call away.

“I review the properties’ features and give advice on what coverage they may

and may not need without sugarcoating it,” she emphasizes. “Agents know they can call me anytime if they need me—I believe in always returning calls!” One of the most important lessons Vicki says she has learned over the years is to set realistic expectations from the beginning to avoid surprises later.

“I have also learned a lot about heating and air conditioning systems, that’s for sure!” Vicki adds with a chuckle.

Right Where She Wants to Be

Beyond home warranties, family remains at the center of Vicki’s life. She has been married to her husband, Ernie, since 2015 and is the proud mother of two grown children and grandmother of three. Their family also includes their fur baby, Sissy, a blue merle Chihuahua who keeps life entertaining.

When not serving customers, Vicki enjoys visiting family in Washington and dreaming about future adventures with Ernie. Scotland, Ireland, and the Philippines all remain high on her bucket list. And with her spouse off

working as a gold miner for months at a time, Vicki stays busy by focusing on other priorities. “When Ernie’s gone, I just throw myself into work and go to the gym,” she declares.

After relocating to Tucson earlier this year, Vicki says she feels fortunate to have landed exactly where she wants to be, both personally and professionally.

“My long-term plan is simply to stay put. Now that I’m here, I’m not going anywhere,” Vicki concludes. “It is the best company I’ve ever worked for, and I absolutely love the people!”

CONTACT US!

To learn more about Old Republic Home Warranty or schedule an appointment with Vicki Hart, visit www.orhomewarranty.com or call (928) 706-7611.

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Ashley Talavera

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Open Book With An Open Heart

“One of my funniest real estate memories was when I was previewing a home for my clients and had my two young boys tagging along,” Ashley Talavera recalls with a chuckle. “As agents, we have to announce ourselves as we walk into homes, so I always open the door and say, ‘Hello, this is Ashley with Tierra Antigua.’”

“As we entered the home before I could say it, one of my boys shouts, ‘Hello, this is Ashley with Tierra Antigua!’ in a high-pitched voice. And we all could not stop laughing. Now they do it often and it still brings laughter and smiles.”

That blend of genuine warmth and humor seems to follow Ashley everywhere she goes. The Tucson native and talented REALTOR® with Tierra Antigua Realty has quickly gained momentum since entering the business five years ago, joining The Gavlick Group alongside Ann and Ron Gavlick in 2024.

Retail Roots

Ashley entered the workforce immediately after high school when she landed a supervisor position with Victoria’s Secret. What began as an entry-level opportunity quickly evolved into a decade-long career climbing through nearly every management role within the company, eventually becoming store manager of a \$6-million location.

As a company ambassador for Victoria’s Secret, Ashley traveled nationwide helping support new store openings while also participating in expert corporate panels that helped shape future products and store operations.

The decision to pivot careers ultimately came after two major life milestones happened almost simultaneously: purchasing her first home and becoming a mother. Watching her stepmother, Kari Bock, build a successful real estate career at Tierra Antigua also planted an early seed long before Ashley ever considered getting licensed herself.

“Growing up, I would watch the way my stepmom built relationships through real estate. She was very good at it,” Ashley remembers.

Even with that inspiration, making the leap into real estate was daunting. Ashley walked away from retail and fully committed herself to real estate from day one despite financial uncertainty at the time.

“It did feel like an easy fit from the beginning though,” Ashley shares. “It was really hard of course, but I had so much fun just making sure that I knew the answer to a question, and I especially loved how natural it felt with the relationships I was building with clients.”

“Everything I do comes from the heart, and I don’t fake anything; I’m an open book, I am authentically me, and I am so happy to be in a career that allows me just to be me.”

Keeping It Real

What sets Ashley apart today is her openness with a genuinely people-first approach to business. Clients are not treated like transactions, and Ashley makes it clear she has no interest in pretending to be anything other than herself.

“Everything I do comes from the heart, and I don’t fake anything; I’m an open book,” Ashley offers. “I am authentically me, and I am so happy to be in a career that allows me to just be me.” Ashley’s warm demeanor shapes everything, from how she communicates during transactions to the way she shows up for everyone around her.

“I really enjoy helping others, and not just on a customer level; I like to help other agents too,” she shares. “I am mentoring two new agents right now, and I love it. I think there’s enough business out there to go around, and we’re all in this together!”

Clients frequently mention Ashley’s prompt responsiveness and proactive nature in reviews, but perhaps the biggest sign her business is evolving is the repeat business now beginning to return only a few years into her fledgling career.





Ashley with her family- “Outnumbered by boys..and I wouldn’t have it any other way.”

Ashley approaches growth in the same thoughtful, consistent way. Whether through self-help books, educational classes, or simply maintaining a healthy mindset, she intentionally works on improving herself both professionally and personally.

“One quote that I like to repeat is from Oprah,” Ashley shares. “The whole point of being alive is to evolve into the complete person you were intended to be.”

Powerful Influences

Last year alone, Ashley helped 19 families—more than double the number of families from the year prior—while continuing to build a business rooted heavily in genuine care for others. Along the way, she also earned one of the area’s most notable honors for a newer agent: Rookie of the Year from the Tucson Association of REALTORS® in 2023.

She credits much of her early momentum to the people around her, beginning with the mentorship she found in fellow Tierra Antigua agent Adrienne Cañez. Their relationship remains close even today. “We still text every single morning, and she sets the standard for everything I do,” Ashley acknowledges.

Ashley remains grateful for the support she has received from The Gavlick Group and Tierra Antigua Realty as well. Working alongside Ann and Ron Gavlick have provided guidance and stability after going it alone the first few years in the business. “I am proud to say that Ann and I are very similar in our styles,” Ashley points out. “She has over 20 years of experience, and we have a lot of continuity. The three of us work so well together.”

Camping, Cooking, and Big Plans

On the home front, Ashley and her husband Anthony have been married since 2015, and together they are raising sons, Jesse and Joey, while also preparing for another exciting chapter as Anthony studies to earn his real estate license and eventually join her.

“What motivates me the most are my boys,” Ashley smiles. “They are always watching, always asking questions, and I want them to see all of it and understand.”

Many of Ashley’s happiest moments revolve around simple experiences with her brood. Whether they are camping with their trailer, bike riding, fishing, spending time at the beach, or cheering on the boys in baseball and football, the Talaveras stay constantly on the move.

Ashley also recently discovered another unexpected skill thanks to her son’s honesty: “I asked him what he thought my talents were and he immediately said ‘cooking and baking,’” she laughs. “So I will have to say that is something that I am really good at...and I thoroughly enjoy it!”

Giving back remains another priority for Ashley, particularly causes centered around children and families in need. She volunteers periodically with the Hope Foundation and other charities.

Eyeing her future, Ashley hopes to continue building both a meaningful business and life alongside the people she loves most. One dream involves owning a vacation home tucked away in the forest where future generations of the family can gather together. Professionally, she looks forward to Anthony joining her in the business soon—and maybe someday even their boys.

“I feel so strongly about how important real estate is for those around us, and for building future wealth for others, that I want authentic, real people—like my family—supporting others to achieve their dreams of homeownership,” she concludes thoughtfully. 🏡

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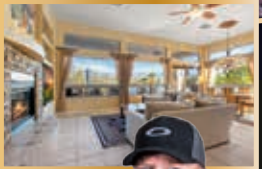




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TANIA *Olive*

WRITTEN BY ELIZABETH MCCABE
PHOTOGRAPHY BY JACQUELYNN BUCK



As a former competitive gymnast, Tania Olive jokes that she has a special talent for finding the one hidden hole in a yard while showing homes. She has fallen down stairs in front of clients. She once stepped out of her car to teach a mentor class, got her high heel stuck in a crevice, and sent papers flying everywhere as she limped inside with a bloody knee and one shoe half hanging on for dear life.

“It’s never a dull day,” she laughs.

The ability to laugh through the chaos and keep moving forward says a lot about who she is. Beneath the warm personality is someone who genuinely believes life is about how you show up for people along the way.

“You’re going to have days that start off terribly,” she says. “But I’m a big believer that you can turn your day around with your attitude.”

To Tania, it can be as simple as striking up a conversation with someone who looks like they need kindness that day. “You can affect your bubble,” she says. “And hopefully your bubble affects the next bubble.”

That optimism is who she is, through and through.

Long before real estate, Tania spent years teaching. Before that, she coached gymnastics for years. Whether inside a classroom, a gym, a church, or her children’s schools and sports programs, she has always gravitated toward people. “Teaching has always been part of me,” she explains.

Even today, after more than a decade in real estate, she still mentors new agents through Tierra Antigua Realty. For Tania, teaching and real estate are not all that different. “You’re dealing with different personalities,

emotions, families, stress, and communication,” she says. “Real estate is a very relational industry.”

Ironically, real estate was never part of her original plan. She fought the idea at first. After years spent volunteering at her children’s schools, sports organizations, and substitute teaching, one of her kids made an observation that unexpectedly changed everything.

“I think you need to find a hobby besides volunteering at school mom.”

Her husband immediately knew what that “hobby” should be.

The Olive family had relocated six different times through his corporate career, moving everywhere from Alabama and Michigan to Baton Rouge, Phoenix, Memphis, and Tucson. Along the way, they bought and sold nine homes. “My husband told me, ‘You loved every aspect of real estate,’” Tania recalls.

Her response? “Absolutely not. I’m not a salesperson.” Still, he encouraged her to simply try it. “He said, ‘It’s not a storefront. It’s not thousands of dollars of inventory. Just get your license. If you hate it, you’re only out the initial fees.’”

Fourteen years later, she is still here. Not because she mastered scripts or sales tactics, but because she genuinely cares about people. “The second your business becomes transactional, you’re done,” she says. “When you treat people right, the referrals come because you’re authentically you.”

That authenticity is impossible to miss.

Tania is the type of REALTOR® who checks in simply because she was driving through your



neighborhood. The kind of person who invites clients to coffee years after closing because she wants to know how life is going. “I want people to know I genuinely care,” she says. “I’m here as a friend, not just someone who got a paycheck from a deal.”

That mindset was shaped by much more than business experience. For over a decade, Tania served in a visitation ministry through her church, visiting shut-ins, nursing homes, and people unable to leave their homes. She also helped care for her grandmother and mother through illness.

“It’s always just been who I am,” she says softly. That empathy also gives her a unique understanding of families relocating. She has lived it personally, moving with children before Zillow existed, trying to coordinate homes, schools, timelines, and uncertainty all at once.

At one point, the family was preparing to move to Dallas when her husband suddenly called with a new plan. “He said, ‘What do you think about Tennessee?’” she laughs. “I said, ‘It’s a state.’” Instead of Texas, they landed in Memphis.

“I’ve been through every curveball,” she says. “That’s why I have such a soft spot for families trying to figure it all out.”

Today, Tania and her husband are nearly empty nesters with children spread across Alabama, Arizona, and Colorado. Meanwhile, Tania remains refreshingly grounded.

“We’re pretty low-key,” she says. “We love to barbecue, smoke food, and watch movies.” Despite her success, money was never the motivator. “Family, travel, and life are my motivators,” she says. “I just want to live life.”

As a firstborn American, Tania’s mother and family all came from Belgium. “As a young child, I spoke fluent French, but unfortunately, I lost a lot of it,” she reflects. Her family influenced her to never give up. “They told me not to shy away from things that are hard,” she says. Her grandfather encouraged her to never stop learning.

To this day, Tania continues to learn and inspire others. Whether she is mentoring agents, helping families relocate, laughing at another real estate mishap, or encouraging someone to choose kindness, Tania shows up exactly the same way every time: authentically herself. ▀

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your bubble and
hopefully your
bubble affects
the next bubble.”
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Lonnie WILLIAMS

Finding Home,
One Relationship
at a Time

WRITTEN BY ELIZABETH MCCABE
PHOTOGRAPHY BY CASEY JAMES



“I’ve always believed in meeting people where they are.”

That philosophy has defined Lonnie Williams’ career, long before he became a Redfin Premier and Principal Agent serving clients throughout Tucson. Whether he’s helping first-time buyers, longtime homeowners ready

to downsize, or families navigating the sale of a loved one’s home, Lonnie understands that every transaction comes with a different story—and every client deserves to be heard.

“I’ve never viewed this as a sales job,” he says. “My responsibility is to help people make the right

decision, even if that means telling them a home isn’t the right fit. If I take care of my clients, everything else takes care of itself.”

Learning the Art of Service

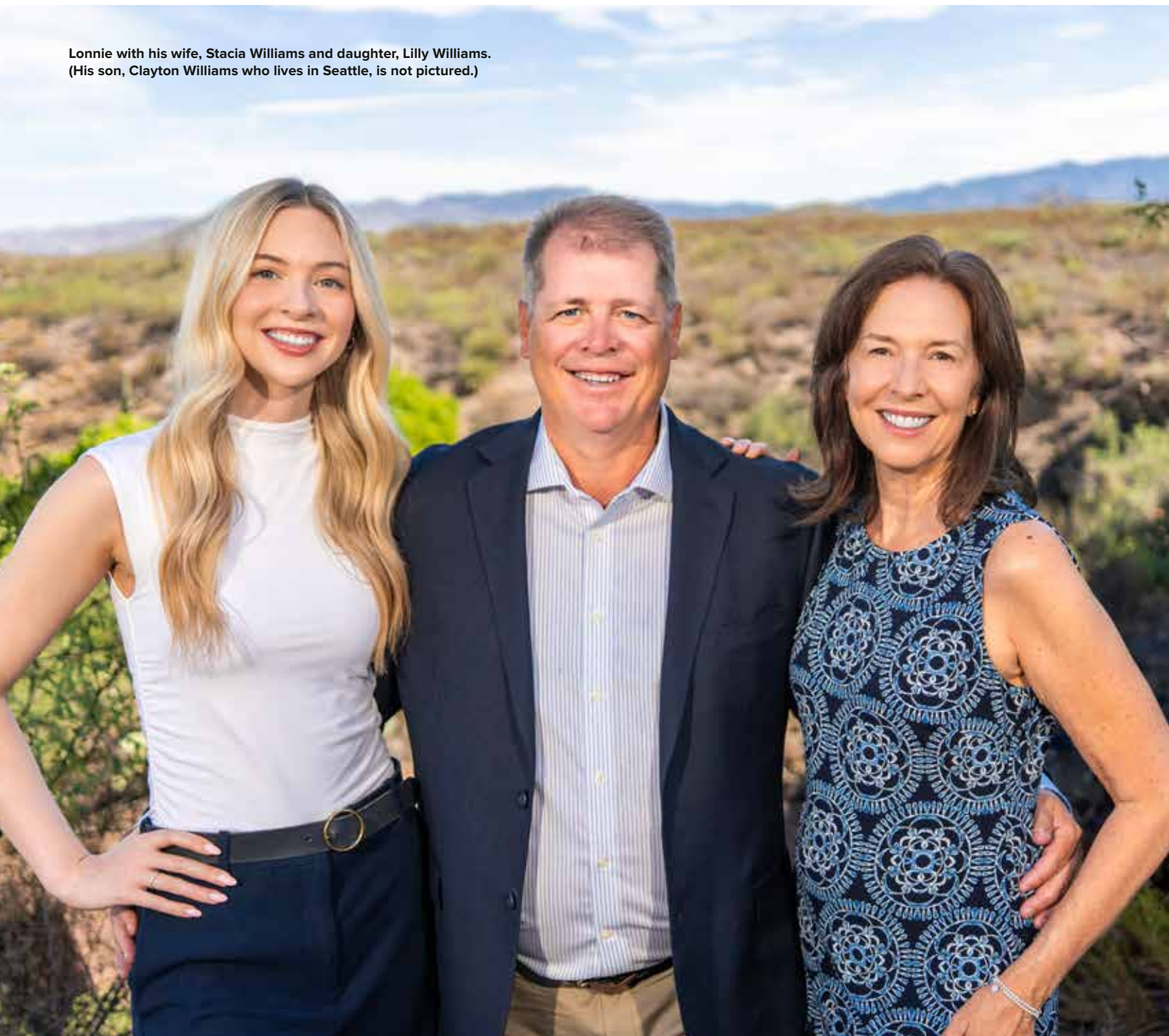
Born and raised in Seattle, Lonnie spent more than a decade in hospitality, where he developed the people

skills that still define his business today.

“As Bell Captain at a 420-room hotel, I met people during some of the biggest moments of their lives—from weddings and family vacations to funerals,” he recalls. “Every interaction taught me that people need something different

“Every interaction taught me that
people need something different
depending on where they are in life.
That’s exactly how I approach real estate.”

Lonnie with his wife, Stacia Williams and daughter, Lilly Williams.
(His son, Clayton Williams who lives in Seattle, is not pictured.)



depending on where they are in life. That’s exactly how I approach real estate.” It was there that he also met his wife, Stacia, then a senior sales manager at the hotel.

Unexpected Pivot

After hospitality, Lonnie accepted a specialized position at Boeing, where he was one of two employees responsible for installing silk screens in aircraft cockpits. Following the events of September 11, the position was eliminated along with 30,000 others.

“At the time, it felt like a huge setback,” he says. “Looking back, it pushed me toward the career I was really meant to have.” After earning a degree in Computer Information Systems at Edmonds College, Lonnie realized he missed working with people more than he enjoyed working with computers.

His path into real estate happened almost by accident.

“My father-in-law had a few lots he wanted to sell, so I got my license to help him,” Lonnie says with a laugh.

“Before I could list them, someone else bought them. I already had my license, so I figured I’d see where it led.”

It didn’t take long to discover he had found the right profession. Within two years, he became a managing broker and eventually oversaw multiple offices and as many as 150 agents throughout the Seattle area. For nearly 15 years, he balanced selling homes, managing offices, and mentoring agents.

Building Trust in Tucson

In 2020, another unexpected opportunity emerged. As the pandemic reshaped daily life and Stacia was furloughed from her hotel career as Director of Marketing and Communications, the couple decided it was finally time to make a leap they had discussed for years: moving to Arizona. With family already in Tucson and their daughter considering the University of Arizona, they sold their Seattle home in just three days and relocated to Southern Arizona.

Lonnie continued building his real estate business

around relationships instead of transactions. “What motivates me isn’t closing another deal,” he says. “It’s knowing my clients trust me to put their interests first. That’s something I never take for granted.”

That philosophy has earned him a 4.9-star Redfin satisfaction rating, approximately \$20 million in annual sales volume across 40 transactions last year, two selections to Redfin’s Presidents’ Club, and recognition for the highest Rocket Mortgage attachment rate in an emerging market following Rocket’s acquisition of Redfin.

Lonnie is also quick to credit the team around him, including his listing coordinator, transaction coordinator, and fellow Redfin agents who help deliver a seamless experience for every client.

Full Circle

This year, Lonnie and Stacia celebrate 30 years of marriage. Together they’ve raised two children: Lilly, who is pursuing her master’s degree in HR

Employment Law after attending the University of Arizona and their son Clayton, who attended Washington State University, lives in Seattle and works at the corporate office for Amazon Fresh.

Away from work, Lonnie enjoys pickleball, hiking, and cheering on his beloved Seahawks and Mariners. “I enjoy Saguaro National Park East for the hikes and the Cactus Loop,” he says. “I get outside every day and make sure I get my 10,000 steps.”

After spending 15 years coaching youth sports, he still hopes coaching will be part of his future. “I’ve always enjoyed helping kids grow,” he says. “If I ever slow down in real estate, I could see myself back on the sidelines coaching middle school sports. That would be a pretty great next chapter.”

Fun Fact:

Lonnie’s favorite Tucson spot to celebrate something special? You’ll find him and his loved ones at Tito and Pep for world-class dining. ▀

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- June 30, 2026

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Rank	Name	Sides	Volume	Average
1	Michelle R Jessee (8424) of MTH Realty LLC (5383)	183	71,300,883	389,622
2	Lisa M Bayless (22524) of Long Realty (16717)	113	66,631,615	589,660
3	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	20.5	52,322,886	2,552,336
4	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	142	52,319,810	368,449
5	Marsee Wilhems (16298) of eXp Realty (495201)	143.5	51,563,188	359,325
6	Angela Marie Kuzma (28301) of Keller Williams Integrity First (333802) and 1 prior office	129.5	48,315,441	373,092
7	Kaukaha S Watanabe (22275) of Real Broker (5244608) and 1 prior office	134.5	44,965,375	334,315
8	Sandra M Northcutt (18950) of Long Realty (16727)	44.5	38,727,000	870,270
9	McKenna St. Onge (31758) of Gray St. Onge (52154)	17	31,173,249	1,833,721
10	Jameson Gray (14214) of Gray St. Onge (52154)	17	31,173,249	1,833,721
11	Peter Deluca (9105) of Long Realty (52896)	41	30,367,244	740,664
12	Patty Howard (5346) of Long Realty (52896)	23.5	27,229,940	1,158,721
13	Danny A Roth (6204) of OMNI Homes International (5791)	54.5	25,353,919	465,210
14	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	21	25,247,250	1,202,250
15	Eliza Landon Dray (37458) of Long Realty (52896)	34	25,143,678	739,520
16	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	46	24,280,568	527,838
17	Helen W F Graham (55628) of Long Realty (16728)	34	23,302,500	685,368
18	Anthony D Schaefer (31073) of Long Realty (52896)	39	22,687,685	581,736
19	Denice Osbourne (10387) of Long Realty (52896)	33	22,343,655	677,080
20	Nara Brown (13112) of Long Realty (16717)	36	22,251,878	618,108
21	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	62.5	21,969,279	351,508
22	Brenda O'Brien (11918) of Long Realty (16717)	31	21,857,509	705,081
23	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	40.5	21,144,300	522,081
24	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	54	20,422,667	378,198
25	Barbara C Bardach (17751) of Long Realty (16717)	8	19,870,000	2,483,750
26	Suzanne Corona (11830) of Long Realty (16717)	17.5	19,792,910	1,131,023
27	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983)	29.5	19,471,650	660,056
28	Erick Quintero (37533) of Tierra Antigua Realty (286606)	48.5	19,167,788	395,212
29	Tori Marshall (35657) of Coldwell Banker Realty (70207)	31	18,267,750	589,282
30	Matthew F James (20088) of Long Realty (16706)	20	18,152,500	907,625

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Rank	Name	Sides	Volume	Average
31	Russell P Long (1193) of Long Realty (52896)	26	17,869,000	687,269
32	Julie M Nielson (56950) of Long Realty (16706) and 1 prior office	25	17,374,000	694,960
33	Jose Campillo (32992) of Tierra Antigua Realty (2866)	58.5	17,245,835	294,801
34	Laurie Hassey (1171) of Long Realty (16731)	26.5	16,825,344	634,919
35	Manuel Davila (21970) of Real Broker (52446)	51.5	16,736,115	324,973
36	Kyle Mokhtarian (17381) of Real Broker (5244603)	56	16,573,250	295,951
37	Laurie Lundeen (1420134) of Embarc Realty (5387501)	45	16,335,300	363,007
38	Calvin Case (13173) of OMNI Homes International (5791)	42	15,720,405	374,295
39	Heather L Shallenberger (10179) of Long Realty (16717)	23	15,447,408	671,626
40	Ann Fraley (62295) of Long Realty (16728)	28.5	15,400,352	540,363
41	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	45	15,343,960	340,977
42	Martin Ryan (35633) of First United Realty, Inc (5764)	18.5	15,341,500	829,270
43	Brittany Palma (32760) of Tierra Antigua Realty (286617)	29	14,848,085	512,003
44	Christina Esala (27596) of Real Broker (5244603)	55	14,838,909	269,798
45	Stephanie M Urban (57953) of Long Realty (16724)	35.5	14,806,890	417,095
46	Rachel Clark-Munday (54147) of LPT Realty LLC (53882)	20	14,713,002	735,650
47	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	17.5	14,260,350	814,877
48	Sherri Vis (54719) of Redfin (477801)	19	14,035,375	738,704
49	Tom Ebenhack (26304) of Long Realty (16706)	29.5	13,929,019	472,170
50	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313)	41.5	13,781,744	332,090
51	Don H Vallee (13267) of 1912 Realty (418302)	20.5	13,336,031	650,538
52	Leta Jacquet (641489) of West USA Realty (248904)	22	12,939,000	588,136
53	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	25.5	12,934,350	507,229
54	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	39	12,773,090	327,515
55	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	15.5	12,561,350	810,410
56	John E Billings (17459) of Long Realty (16717)	26.5	12,345,140	465,854
57	Tony Ray Baker (5103) of RE/MAX Fine Properties (433102)	24	12,318,050	513,252
58	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	18	12,225,292	679,183
59	Anne Ranek (39879) of Tierra Antigua Realty (286606)	18	12,225,292	679,183
60	Michele O'Brien (14021) of Long Realty (16717)	19.5	12,053,900	618,149

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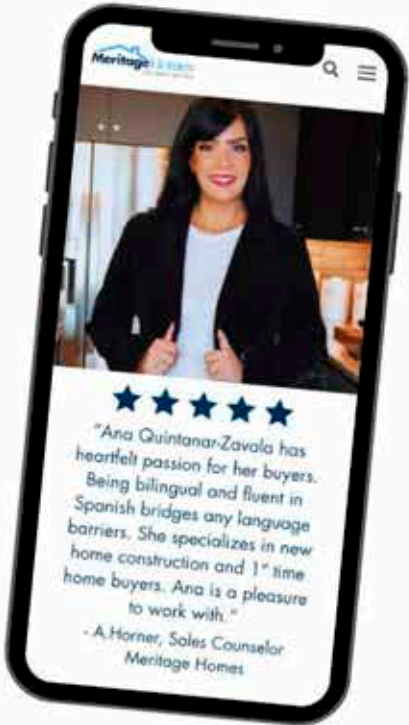
Rank	Name	Sides	Volume	Average
61	Rebecca Ann Crane (32933) of Real Broker (52446)	30	11,868,812	395,627
62	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	18	11,714,966	650,831
63	Richard Jacome (37890) of eXp Realty (52964)	27.5	11,683,338	424,849
64	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	28	11,660,830	416,458
65	Paula Williams (10840) of Long Realty (16706)	15.5	11,654,000	751,871
66	Kristina Scott (37825) of Real Broker (5244603) and 1 prior office	27	11,517,560	426,576
67	Jennifer R Bury (35650) of Jason Mitchell Real Estate (51974)	32.5	11,235,559	345,710
68	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	6.5	11,218,098	1,725,861
69	Jim Storey (27624) of Long Realty (16706)	14	11,101,490	792,964
70	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (70202)	16	11,076,000	692,250
71	Leslie Heros (17827) of Long Realty (16706)	15	11,071,000	738,067
72	Cody Lopez (57614) of Long Realty (16727)	33	11,003,500	333,439
73	Melissa Connelly (17221) of Russ Lyon Sotheby's International Realty -472203	5.5	10,888,098	1,979,654
74	Gina McMullen (642272) of Redfin (477801)	20.5	10,843,375	528,945
75	Pam Ruggeroli (13471) of Long Realty (16719)	20	10,799,900	539,995
76	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	23.5	10,770,887	458,336
77	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	9	10,755,900	1,195,100
78	Joshua Waggoner (14045) of Long Realty (16706)	10.5	10,661,500	1,015,381
79	Lori L Skolnik PLLC (17106) of Realty Executives Arizona Territory (498306)	20	10,654,940	532,747
80	Paula J MacRae (11157) of OMNI Homes International (5791)	18.5	10,648,899	575,616
81	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	11.5	10,648,702	925,974
82	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	18.5	10,582,925	572,050
83	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	19	10,510,120	553,164
84	Haley Ann Robling (61217) of Realty Executives Arizona Territory (498304)	31.5	10,408,000	330,413
85	Jessica Sparks (39888) of Russ Lyon Sotheby's International Realty -472203	13	10,350,066	796,159
86	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	23.5	10,323,000	439,277
87	David J Masterson (142000790) of Tierra Antigua Realty (286610)	28	10,313,700	368,346
88	Jeffrey M Ell (19955) of Ambrell Realty (54699)	24	10,184,161	424,340
89	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	9.5	10,176,500	1,071,211
90	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	10.5	10,076,500	959,667



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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- June 30, 2026

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Rank	Name	Sides	Volume	Average
91	Dianne Grobstein (29050) of Realty Executives Arizona Territory (4983)	9	9,915,500	1,101,722
92	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	21	9,701,690	461,985
93	Cathleen E Itule (38529) of Jason Mitchell Real Estate (51974)	24	9,646,340	401,931
94	Tim S Harris (2378) of Long Realty (52896)	17	9,573,750	563,162
95	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	23.5	9,510,000	404,681
96	Catherine Nichole Morency (61405) of Coldwell Banker Realty (70207)	23	9,471,520	411,805
97	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	21.5	9,372,608	435,935
98	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	20	9,351,050	467,552
99	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	18.5	9,328,700	504,254
100	Ryan J Brown (33007) of Long Realty (16717)	14	9,307,506	664,822
101	Scott E Bowers (29372) of Bowers Residential Real Estate (5251)	6	9,300,030	1,550,005
102	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498313) and 1 prior office	21	9,271,740	441,511
103	Jenifer Miranda (142000816) of Tierra Antigua Realty (286610)	24.5	9,251,990	377,632
104	Layne Lundeen (31434) of Long Realty (16731)	15.5	9,129,400	588,994
105	Tim R Hagyard (32545) of Long Realty (52896)	17	9,080,704	534,159
106	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	14	9,009,000	643,500
107	Jen O'Brien (14140) of Russ Lyon Sotheby's International Realty (472203)	16	9,001,500	562,594
108	John DeLalla (58262) of Tierra Antigua Realty (286601)	21	8,972,640	427,269
109	Drew Smith (38920) of Real Broker (5244607)	27.5	8,945,825	325,303
110	Alyssa A Kokot (18637) of Coldwell Banker Realty (70207)	22	8,905,376	404,790
111	Jessica Bonn (37158) of Long Realty (52896)	9	8,807,300	978,589
112	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	15.5	8,782,000	566,581
113	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	19	8,746,585	460,347
114	Josh Berkley (29422) of Keller Williams Southern Arizo (478307)	23	8,721,450	379,193
115	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	17.5	8,673,250	495,614
116	Alicia Marie Pastore (53392) of Real Broker (52446) and 1 prior office	20.5	8,593,530	419,197
117	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	19.5	8,539,800	437,938
118	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	22	8,481,000	385,500
119	Douglas J Sedam (55438) of SBRanchRealty (51898)	11	8,453,000	768,455
120	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	22	8,318,340	378,106

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Rank	Name	Sides	Volume	Average
121	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310)	6	8,246,105	1,374,351
122	Kimberly Maisto (54545) of Keller Williams Southern Arizona (478313)	16	8,206,896	512,931
123	Rebecca Maher (11616) of Long Realty (16719)	12	8,202,000	683,500
124	Tom Peckham (7785) of Long Realty (16706)	8	8,170,000	1,021,250
125	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	13	8,129,000	625,308
126	Phil Le Peau (39491) of OMNI Homes International (5791)	11.5	8,122,250	706,283
127	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	12	8,044,463	670,372
128	Lore C Denny (641002) of Long Realty (16717)	9	7,981,695	886,855
129	Radek Pomykaj (35347) of Tierra Antigua Realty (286601)	8	7,929,000	991,125
130	Kevin W Wood (19152) of eXp Realty (4952)	21	7,870,880	374,804
131	Richard M Kenney (5903) of Long Realty (52896)	8.5	7,826,500	920,765
132	Todd Helmick (38566) of Tierra Antigua Realty (286607)	19	7,720,421	406,338
133	Penny J Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203	15	7,712,700	514,180
134	Andy Anderson (148057914) of RE/MAX Signature (5271801)	19.5	7,688,887	394,302
135	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	12	7,680,583	640,049
136	Stephen Woodall (27353) of Long Realty (16717)	16	7,672,500	479,531
137	Sue Brooks (25916) of Long Realty (52896)	12	7,661,900	638,492
138	Michael Braxton (53095) of Long Realty (16717)	15.5	7,659,275	494,147
139	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313)	19	7,646,365	402,440
140	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	18	7,582,260	421,237
141	Kathy D O'Brien (10820) of Sonoita Realty (2383)	8	7,549,362	943,670
142	Miechal Durkin Frosch (142000879) of Realty One Group Integrity (5153501)	16.5	7,535,750	456,712
143	Jennifer T Morrison (4744) of Long Realty (52896)	9.5	7,489,900	788,411
144	Lori C Mares (19448) of Long Realty (16719)	14	7,453,750	532,411
145	Joseph Bowles (39915) of Long Realty (52896)	7	7,415,383	1,059,340
146	Cindie Wolfe (14784) of Long Realty (16717)	12.5	7,401,400	592,112
147	Toby Parks (37759) of Long Realty (16706)	11.5	7,365,500	640,478
148	Daniel C Sotelo (35661) of Russ Lyon Sotheby's International Realty -472203	13	7,300,125	561,548
149	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	8.5	7,282,660	856,784
150	Brandon Michael Lopez (63467) of Russ Lyon Sotheby's International Realty (472203) and 2 prior offices	7	7,268,854	1,038,408

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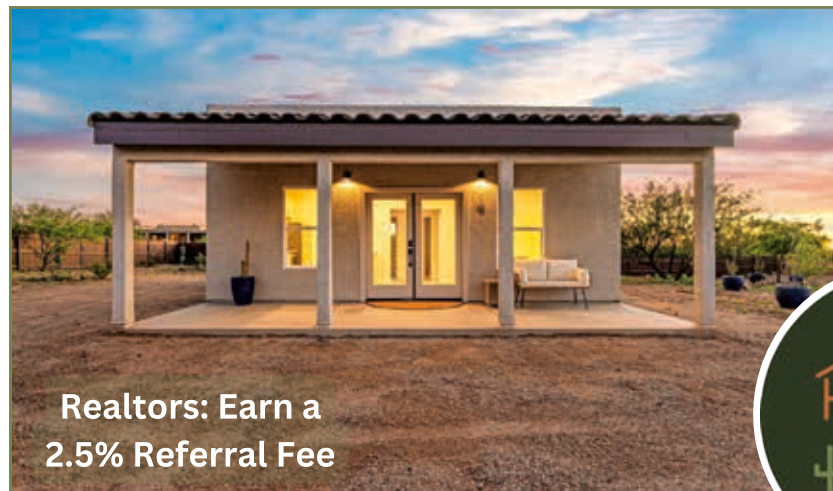






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