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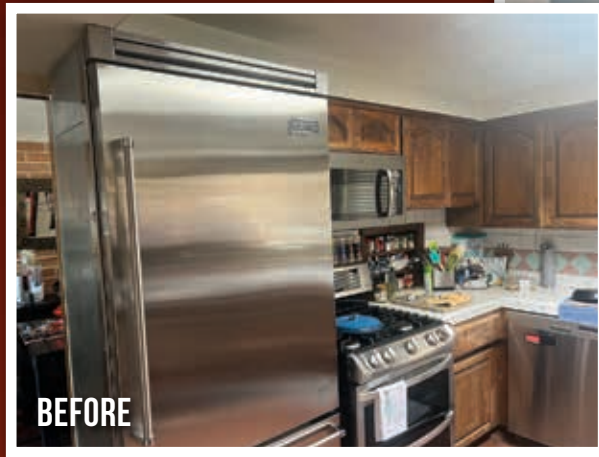


Partner Spotlight  
**TOM TATRO**  
of State Farm Insurance

Top Standings

PHOTOGRAPHY BY CASEY JAMES

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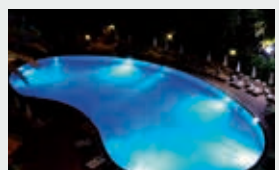
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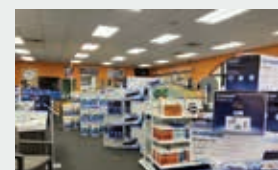
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# TOM Tatro

STATE FARM



## SAFEGUARD YOURSELF FROM THE UNEXPECTED

WRITTEN BY ELIZABETH MCCABEETH • PHOTOGRAPHY BY CASEY JAMES

“Two days into a hunting trip, he was gone.”

No warning. No diagnosis. Just a heart condition no one knew existed, and a family suddenly facing a future they hadn’t planned for.

But what happened next is exactly why Tom Tatro does what he does. Because in the middle of loss, there was something unexpected: stability. A plan. A way forward that didn’t force a family to unravel. And that’s the difference between having coverage and having the right coverage.

For Tom, this story even hits closer to home. More than four decades ago, his sister (just five months into her career as a State Farm agent) needed to hit a sales goal for a contest. So she and her husband made a simple decision: they would write a life insurance policy on him. It was practical. Strategic. Something many couples do without a second thought.

Two months later, he passed away unexpectedly, leaving behind a wife, two daughters, a mortgage, and a business loan.

What could have been a financial and emotional freefall for their family became something else entirely. Their 11-year-old daughter, who had overheard conversations about what life might look like if income disappeared,

with changing schools, moving homes, and losing stability, was spared from that reality.

“We don’t have to change anything. We’re going to be okay,” she was told. Those words changed everything.

“That’s what life insurance really does,” Tom explains. “It’s not about the person who passes. It’s for the people who are still here.”

That moment left a lasting impression, one that would shape Tom’s career for the next 24 years and counting. Today, as a State Farm agent and independent business owner, he approaches every client conversation with a deeper understanding of what’s truly at stake.

Yes, home and auto coverage matter. They’re often required, especially in real estate transactions. But Tom is quick to point out the distinction.

“That’s all stuff,” he says. “Important, yes. But it’s still stuff. Life insurance protects everything that makes your life what it is.”

It’s also where many people hesitate. “People say, ‘I’ll get to it later,’” Tom shares. “But sometimes later isn’t an option.”

**Understand Your Gaps**  
Tom goes above and beyond as an insurance agent. Instead of simply



selling policies, he helps people understand their gaps. Many clients come in confident they know what they have, only to realize there are pieces missing once they start asking the right questions.

And that’s where Tom and his team step in.

With a combined 64 years of experience across five team members, the office operates with both depth and expertise. Ashley Warren works closely with new clients, building coverage plans tailored to their needs and budget. Jade Mason, with a background in real estate, brings a unique understanding of how insurance intersects with homeownership. Tiffany Varao helps keep existing clients on track, ensuring nothing slips through the cracks. And Ryan, Tom’s son, handles back-office operations while staying connected to client needs.

It’s a team built on consistency, which is something Tom values deeply. “We’re solid,” he says simply.

“  
That’s what life insurance really does, it’s not about the person who passes.  
IT’S FOR THE PEOPLE WHO ARE STILL HERE.”

”

Ryan Tatro, Tom Tatro and Ashley Warren



### Catering to Real Estate Agents

That stability extends beyond the office. Tom has been married to his wife, Ronda, for nearly 48 years, and her career as an escrow officer gave him an inside look at real estate transactions long before he ever sat across from a client discussing coverage. It's a perspective that allows him to work seamlessly alongside agents, understanding the timing, pressure points, and importance of getting things right the first time.

"We know our role in the transaction matters," he explains. "And we take that seriously."

As part of a company that prioritizes policyholders

over shareholders, Tom also appreciates the ability to focus on what's best for the client, not what drives profit margins. That makes a difference in the client experience.

"At the end of the day, it's about doing the right thing," he says.

### Active Interests

Outside of work, you'll often find Tom running, something he's been doing for nearly 40 years. It's more than just exercise. It's clarity. A mental reset. His favorite run is the 3.74-mile uphill trek in Sabino Canyon on Sundays.

"You start out thinking about everything," he says of pounding the pavement.

"And then, step by step, it all falls away. It's just you out there. It's healing."

It's a fitting reflection of how he approaches his work, too. Steady. Intentional. Focused on what matters most.

Because while policies can be written in minutes, the impact they have can last a lifetime. And sometimes, as Tom knows all too well, they can make all the difference in the world. ▾

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# MARCY SALAZAR



## PROVING WHAT'S POSSIBLE

"I grew up in a very humble environment where homeownership and investing were never part of the conversation, simply because we didn't have the knowledge or exposure to what that could look like," Marcy Salazar remembers.

"In 2020, I purchased my first property, a duplex, and it was an incredibly meaningful moment for me. It wasn't just about buying a property; it represented possibility. It showed me that the things I once thought were out of reach were actually achievable."

A first-generation homeowner and relentless REALTOR® with The Stratton Group at Keller Williams Integrity First, Marcy continues to fiercely advocate for her clients and educate people on the power of owning real estate as a path to building long-term wealth.

WRITTEN BY JESSICA WELLAR  
PHOTOGRAPHY BY JACQUELYNN BUCK

**Survival Mode To Stability**  
Raised in the border town of Nogales before moving to "the big city" of Tucson after graduating high school in 2000, Marcy had an entrepreneurial streak that started early.

"I remember setting up an ice cream shop at 7 or 8 years old with my younger sister who was 3 years younger than me," she smiles. "Who could turn us down?!"

Before entering real estate, Marcy spent several years working in the Human Resources department at Westward Look Wyndham Grand Resort and Spa, followed by half a dozen years as a full-time mom raising two daughters. Both those experiences shaped more than just her work ethic, though.

"My time in HR taught me the importance of communication, patience, and understanding people from many different walks of life," she offers. "But motherhood changed the way I see the world. It gave me a deeper sense of responsibility, purpose, and empathy for the families I work with. Every decision I make now, both personally and professionally, is guided by the example I want to set for my daughters."

When financial hardship hit her family, the pressure to make a big move became urgent. With limited resources, maxed-out credit cards, and even a foreclosure notice looming, Marcy made a decision that would ultimately change everything. But she had to tune out a lot of doubts in the process.

"At the time I couldn't even afford to pay for the real estate test, I didn't have professional

clothing as a stay-at-home mom, and I just didn't know how I would manage it all," she admits. "I was highly discouraged from doing real estate—everyone around me said I should get a stable 9-5 job with benefits."

Instead of backing down, that moment became the starting point with the help of a benefactor, a memory which Marcy still gets emotional about: "Thankfully, my stepdad, Chris Smith, stepped in and said he wanted to invest in my family's future and paid for the classes," she acknowledges. "I will always be grateful for him believing in me."

**No Plan B**  
When Marcy made the leap into real estate in 2018, there was no gradual transition, just a gutsy decision to go all in. It was a season that required resilience while building both a new business and a future for her family.

"I juggled the school drop-offs, took the girls with me to appointments, and figured things out as I went since my husband was still working full time for another employer then...but looking back, I think my daughters saw how hard I was working while they were riding around with me," she elaborates.

What made that pivot sustainable wasn't just her hustle and grit; the environment she stepped into is something Marcy quickly attributes to her fledgling success. Shortly after getting licensed, she joined The Stratton Group at Keller Williams Integrity First, a large, high-performing team led by Angie Kuzma and Pete Peterson.

"When I first joined The Stratton Group, I had been a stay-at-home mom for the six years prior. I had no idea what I was doing and was so fresh," Marcy shares with a chuckle. "Leadership took me under their wings and put me in a position to be successful."

### Advocating With Purpose

Today, Marcy's thriving business is built on connections and a genuine understanding of what homeownership represents for the families she serves. That perspective remains deeply personal.

"My husband and I connect easily with people from all walks of life, but first-time home buyers hold a special place in our hearts. We truly understand the desire to build something meaningful for their family, and we genuinely enjoy guiding and supporting clients through that exciting first step into homeownership," she emphasizes.

Together, Marcy and her husband, Juan Antonio, operate as The Salazars, a "team within a team" inside The Stratton Group. While Marcy leads the front-end of the business, Juan Antonio joined her in 2020 and plays a critical role behind the scenes, handling appointments, logistics, and operations that allow everything to run smoothly.

That seamless partnership, combined with the larger team environment, has created a business where the results are stacking up: Marcy closed \$11 million in production last year, a reflection of the trust she has built within her close-knit community. Her experience has also come full circle now in a powerful way.

"Since I became a real estate agent, I have been able to guide four of my five siblings and my mom into their first homes. That's something I'm incredibly proud of," Marcy beams.

"Our passion for helping people truly comes from the heart, and because of that, we naturally build genuine, lasting relationships. Our clients feel that authenticity, which is why so much of our business has grown through referrals from those we've had the privilege to serve. We advocate for every client with the same care, honesty, and dedication as we would for our own family—always putting their best interests first."

### Family And Future Ambitions

Marcy and Juan Antonio, married since 2010, have built a meaningful life

“**Motherhood changed the way I see the world.**

It gave me a deeper sense of responsibility, purpose, and empathy for the families I work with. Every decision I make now, both personally and professionally, is guided by the example I want to set for my daughters.”

together rooted in unconditional support and shared purpose. "Juan Antonio has always been my biggest cheerleader," Marcy affirms. "His unconditional love, constant support, and the way he believes in me have made a tremendous impact on who I am today."

Together, they are raising their daughters Emilia (14) and Kathy (11), while making a conscious effort to stay connected despite busy schedules filled with volleyball, dance, and everyday life.

"We have dinner together every night and we turn off our phones and just talk about our day," Marcy says. "Family time is non-negotiable for us. We want our daughters to grow up remembering the incredible moments we've shared—it's traveling together, cheering on Emilia at her volleyball tournaments, celebrating Kathy at her dance recitals, and all the little moments in between that mean just as much."

At the same time, the Salazars remain deeply committed to philanthropic efforts in meaningful ways.

"Giving back to our community is something that is deeply rooted in our family culture," Marcy points out. "We're passionate about helping those in need, especially supporting the unhoused in our community and organizing efforts to collect

clothing and essential items for orphanages in Mexico."

Eyeing the future, Marcy's vision continues to expand locally while not confined to the constraints of borders.

"I would love to build a real estate presence in both the United States and Mexico at some point, creating opportunities to serve clients in multiple markets," Marcy concludes. "I'm also passionate about inspiring and empowering other women to pursue their goals and realize that they are capable of building successful careers while still honoring the things that matter most in life."

"Ultimately, success for me is about creating a life where I can serve others, grow professionally, and still prioritize the people I love." ❖



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**IG: @jobeandsonsplumbingllc**  
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years of combined industry experience, we specialize in residential and commercial projects, delivering durable, high-quality finishes tailored to the unique desert environment. Our approach goes beyond paint. We focus on clear communication, dependable service, and a smooth, professional experience from start to finish. Deeply rooted in the community, we take pride in building lasting relationships while supporting the people and organizations that make Southern Arizona home. At Piper Family Painting,

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**Certapro Painters of Tucson**  
**Owner: Martin Berdichevsky**



With 6 years of experience in the painting and coatings industry, Martin Berdichevsky

leads CertaPro Painters of North Tucson with a blend of professionalism, leadership, and technical expertise. His studies in Engineering provide a strong foundation in precision, problem-solving, and systems thinking — skills he applies daily to ensure each project runs smoothly and efficiently from beginning to end. Passionate about innovation and craftsmanship, Martin stays up-to-date with the latest industry products and application methods supported by the national presence of CertaPro, bringing clients fresh ideas and lasting finishes. His commitment to open communication and attention to detail has earned him a reputation for building long-term client relationships based on trust and respect.

**Phone: 520-812-3388**  
**Email: mberdichevsky@certapro.com**  
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PHOTOGRAPHY BY  
JACQUELYNN BUCK  
WRITTEN BY  
ELIZABETH MCCABE

It started, of all places,  
with 25 brightly  
colored MooMoos.

Not in a boutique. Not online.  
But during a home clean-out  
in Green Valley, one of those  
moments that perfectly sums  
up what Miechal Durkin  
Frosch actually does. While  
most agents are focused  
on listings and lockboxes,  
Miechal was knee-deep in  
helping a family sort through  
a lifetime of belongings...

when she stumbled upon  
a collection that  
would later inspire a  
full-blown “MooMoo  
& Margaritas” party  
with friends. “We  
joked it was one of  
the most colorful  
and comfortable  
occasions we’ve had,”  
she smiles.

And honestly, that  
says everything.

Miechal goes above  
and beyond, stepping  
into people’s lives  
right in the middle of  
the messy, emotional,  
complicated parts  
and helps them  
move forward.

Sometimes that looks like  
packing boxes. Sometimes it  
looks like holding a client’s  
hand. And sometimes...  
it looks like turning a pile  
of forgotten dresses into a  
reason to celebrate.

**Road to Real Estate**

Before real estate, Miechal  
grew up on a ranch in  
southern Arizona, where  
figuring things out was  
simply a way of life. “If  
something’s broken,  
you fix it. If something’s  
not working, you find a  
solution,” she explains. That  
mindset stuck.



It carried her through a  
career in the action sports  
industry, where she became  
a general manager of a  
snowmobile company  
(despite having ridden one  
only once), and later into  
corporate marketing. Then  
came her most meaningful  
role of all: staying home to  
raise her two boys.

And that’s where everything  
shifted. While she loved  
being present for her family,  
she also knew she needed  
something of her own while  
remaining involved in her  
children’s lives.

So in 2020, she created  
Helpful Housewives.

What started as a small,  
family-focused business  
quickly became something  
much bigger. Miechal and her  
team stepped in where people  
needed it most, whether  
decluttering homes, packing,  
preparing properties for sale,  
or helping families navigate  
transitions like downsizing or  
moving into assisted living.

“We built a reputation for  
being capable and hands-  
on,” she says. “We were  
doing the work most people  
don’t want to do.” And then  
came the realization: why  
stop there?

By 2022, Miechal added her  
real estate license to the

mix, creating something you don't see every day with a truly comprehensive, start-to-finish experience. Two businesses, working side by side. One focused on the physical work. The other on the transaction itself.

"It's a two-for-one," she explains. "We can handle everything from the clean-out to the closing."

Of course, building something like that doesn't happen without a few growing pains. "I almost got too busy too quickly," she admits. "I didn't know how to take it all on." So she did what she's always done. She figured it out.

She turned to someone she trusted: Leslie McCarthy, her very first hire at Helpful Housewives. What started as an employee relationship soon evolved. Today, Leslie is not only the general manager of the business, but also Miechal's real estate partner.

"I could not do what I do without her," Miechal says. "Every morning she texts me, 'What does your day look like? Here's mine. Where can we fill in the gaps?'" It's not



Miechal with Leslie McCarthy, a member of the Durkin Frosch Group at Realty ONE Group Integrity and the General Manager of Helpful Housewives LLC.

a traditional team. And that's exactly the point.

**Passionate About People**  
Ask Miechal what really keeps her going, and it's people.

It's the widow who's selling a home filled with 50 years of memories. The family trying

to make a fresh start. The clients who say, "I couldn't have done this without you."

"These are defining moments in people's lives," she says. "And we get to be part of that." That perspective of being steady and solution-focused in emotional situations can be traced to her natural wiring.

"I'm an optimist to a fault," she says with a laugh. "My 'can-do' attitude might be my toxic trait. But it's also what gets things done."

**A Wonderful Life**  
When not working, Miechal is a devoted wife and loving mother. Between baseball games for her two boys, time with her husband (a longtime civil engineer with the Air Force), and a

**I'M AN OPTIMIST TO A FAULT.**  
My 'can-do' attitude might be my toxic trait. But it's also what gets things done."

close-knit group of friends, Miechal has built a life where she doesn't take things too seriously.

Case in point? The night she showed up to a Rod Stewart tribute concert in a mullet wig...and walked away with a new listing.

Miechal is always connecting. Always observing. Always ready to help. "That's what we do as agents," she says. "You never really shut it off."

What's the secret to her success? "I'm a homemaker at heart who happens to sell real estate," she says. "My goal is to take as much stress off my clients as possible."

From decluttering to final signatures, she's there every step of the way. She's a guide, a problem-solver, and sometimes...the person who finds the unexpected joy in a pile of MooMoos. And somehow, makes it all feel a little lighter. 🍷



The client management team with Helpful Housewives LLC, established in 2020, currently has 15 employees (stay at home moms, retirees, and students).

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# V Cody LOPEZ



## Grinding & Grinning

WRITTEN BY JESSICA WELLAR  
PHOTOGRAPHY BY CASEY JAMES

*“I don’t even have a CRM and I deleted my social media accounts,” Cody Lopez begins with a chuckle. “I no longer feel the need to show the world I’m working; they will see my grit and grind in my production. I’m the first one in the office, the last one to leave, and I’ll always be here to pick up the phone.”*

Now with Long Realty Company in Tucson, Cody has carved out a reputation as an agent who isn’t afraid to talk about the harder parts of the business. In fact,

he leans into them because for Cody, success hasn’t come from avoiding failure; it’s come from learning from his mistakes.

### No Shortcuts

Originally from Ventura, California, Cody’s early experience was rooted in hospitality, where he spent several years working as a server.

“I learned a few important skills, namely talking to people and presenting,” he shares. “But it wasn’t direct sales. I didn’t have to go capture people in the parking lot and convince them to come in for a bite!”

Real estate, however, appealed to him for a different reason entirely. It wasn’t just about income potential; it was about autonomy. “It seemed to me that this business was a cheat code or life hack,” Cody explains. “You

could work with who you want to work with, choose when you want to work, where you want to work, and what you want to wear.”

After getting licensed in California, Cody soon made the move to Tucson when his future wife, Abby, was accepted to the University of Arizona in late 2020 and wished to return to her hometown. He sat for his real estate exam again on his very first day in town and has never looked back.

### A Hard Lesson

Like many agents early in their careers, Cody initially gravitated toward what felt easiest—open houses. They provided a steady stream of buyer interactions without the pressure of going out and finding business. But over time, he realized that waiting for opportunity wasn’t a sustainable strategy.



“Open houses made me feel more comfortable with a prospect coming to me,” he admits. “I quickly grew busy with plenty of potential buyers, but it was a huge time commitment showing them properties and if an offer wasn’t accepted, you started over.”

So he made a shift. Cody began knocking on doors, handing out market reports in the middle of the Tucson summer heat and forced himself to step into the discomfort of direct sales. That effort eventually paid off when he secured a listing, only to lose it shortly thereafter. The seller told Cody he was going to take it off the market and rent it instead, then changed direction and went with another agent the next day.

“I went by the house to take down my sign and retrieve my lock box when I noticed there was another agent’s sign in the yard,” Cody recalls. “I was furious after knocking on thousands of doors to get that listing.”

That moment became a turning point. Instead of throwing in the towel, Cody leaned in, recognizing that his work ethic wasn’t the issue; his skillset was. That realization led him to the Mike Ferry Organization, where he committed to learning how to communicate more effectively and handle conversations with confidence.

“If it wasn’t for that agent getting the listing I worked so hard for, and that feeling of anger and envy, I am not sure I would’ve turned to the Ferry coaching program,” he continues. “Knowing what I know now, I practice my scripts daily, and I feel like I can move to any market and do direct sales.”

#### Mindset Matters

Today, Cody’s business is humming right along with \$19 million across 58 deals last year



alone, along with consistent recognition in his brokerage’s Circle of Excellence. But those achievements reflect more than just production; they are proof of a mature perspective that’s been shaped over time and experience.

At the core of that mindset is a concept Cody refers to as “repotting,” a constant effort to place himself in situations that encourage growth rather than limit it. “Our environment really boils down to what you think of and what you bring out in yourself,” he explains. “You can pot something with great soil and it will likely bloom if you water it and nurture it.”

“However, if you take that same seed and add pesticides, it probably won’t grow,” he continues. “It’s the same with one’s mindset; If I’m dumping pesticides, i.e. ‘having a pessimistic attitude,’ then it’s a waste of time to prospect for new clients.”

That self-awareness shows up in how Cody structures his days, who he surrounds himself with, and how he approaches both wins and losses. It’s also why he’s unapologetically focused on dialogue over automation and technology.

“Learning how to start from zero every day and keeping my ego in check by surrounding myself with high-achieving people is what keeps me grounded and motivated,” Cody offers. “But I’m also passionate about sharing the failures and the hurdles that we go through as agents. If we can learn to fail forward on our knees and not our back, that is the most important lesson...it’s just part of the business.”

#### Big Changes Ahead

Beyond business, Cody’s world is centered on his growing family. He and his wife, Abby, who he describes as his “biggest

“

*I’m passionate about sharing the failures and the hurdles that we go through as agents. If we can learn to fail forward on our knees and not our back, that is the most important lesson*

*...it’s just part of the business.”*

fan and supporter,” have been married for a year and a half and are preparing to welcome their first child, a new chapter that brings a major sense of excitement and responsibility.

When he’s not working, you’ll likely find Cody in the gym, which, in his words, is a “necessity to relieve stress and maintain his sanity,” or exploring Tucson’s food scene with Abby.

“I really enjoy Contigo Latin Kitchen, located in the Foothills, as one of my favorite spots,” he elaborates.

Eyeing the future, Cody has his sights set on reaching 100 listings a year while continuing to refine his craft and, perhaps eventually, build a team of like-minded, driven professionals that he describes as “the Navy Seals of real estate.”

At the same time, his personal goals remain just as meaningful, from becoming a father to one day owning a bungalow in Santa Barbara where his family can create lasting memories and escape the summer heat.

“I also remain very passionate about embracing being told ‘no,’” Cody concludes with a grin. “The only ‘no’ that really matters is the one that you tell yourself—that one can hurt the most.”

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# TOP 150 STANDINGS • BY VOLUME

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

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| Rank | Name  | Sides | Volume     | Average   |
|------|---|-------|------------|-----------|
| 1    | Lisa M Bayless (22524) of Long Realty (16717)   | 79    | 46,319,563 | 586,324   |
| 2    | Michelle R Jessee (8424) of MTH Realty LLC (5383)   | 115   | 44,922,794 | 390,633   |
| 3    | Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)                            | 15.5  | 37,179,796 | 2,398,697 |
| 4    | Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)                  | 93.5  | 34,133,680 | 365,066   |
| 5    | Kaukaha S Watanabe (22275) of Real Broker (52446)   | 97.5  | 32,064,575 | 328,867   |
| 6    | Marsee Wilhems (16298) of eXp Realty (495201)   | 88    | 30,702,383 | 348,891   |
| 7    | Angela Marie Kuzma (28301) of Keller Williams Integrity First (333802) and 1 prior office | 81.5  | 30,153,895 | 369,986   |
| 8    | Sandra M Northcutt (18950) of Long Realty (16727)   | 28    | 22,892,500 | 817,589   |
| 9    | McKenna St. Onge (31758) of Gray St. Onge (52154)   | 12    | 22,445,750 | 1,870,479 |
| 10   | Jameson Gray (14214) of Gray St. Onge (52154)   | 12    | 22,445,750 | 1,870,479 |
| 11   | Eliza Landon Dray (37458) of Long Realty (52896)  | 26    | 19,677,521 | 756,828   |
| 12   | Suzanne Corona (11830) of Long Realty (16717)   | 15.5  | 19,292,910 | 1,244,704 |
| 13   | Helen W F Graham (55628) of Long Realty (16728)   | 27    | 19,149,500 | 709,241   |
| 14   | Peter Deluca (9105) of Long Realty (52896)  | 23    | 18,695,357 | 812,842   |
| 15   | Danny A Roth (6204) of OMNI Homes International (5791)                                    | 35    | 17,642,119 | 504,061   |
| 16   | Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203                | 14    | 16,884,000 | 1,206,000 |
| 17   | Russ Fortuno (35524) of Tierra Antigua Realty (286610)                                    | 28.5  | 15,453,000 | 542,211   |
| 18   | Nara Brown (13112) of Long Realty (16717)   | 25    | 15,313,982 | 612,559   |
| 19   | Patty Howard (5346) of Long Realty (52896)  | 13.5  | 14,896,115 | 1,103,416 |
| 20   | Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)                       | 27    | 14,802,643 | 548,246   |
| 21   | Denice Osbourne (10387) of Long Realty (52896)  | 22    | 14,452,255 | 656,921   |
| 22   | Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313                | 37.5  | 13,700,709 | 365,352   |
| 23   | Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983)                 | 19    | 13,651,350 | 718,492   |
| 24   | Anthony D Schaefer (31073) of Long Realty (52896)   | 23.5  | 13,523,935 | 575,487   |
| 25   | Laurie Lundeen (1420134) of Embarc Realty (5387501)                                       | 37    | 13,475,400 | 364,200   |
| 26   | Brenda O'Brien (11918) of Long Realty (16717)   | 19    | 12,999,497 | 684,184   |
| 27   | Martin Ryan (35633) of First United Realty, Inc (5764)                                    | 13.5  | 12,891,500 | 954,926   |
| 28   | Kyle Mokhtarian (17381) of Real Broker (5244603)  | 41.5  | 12,521,500 | 301,723   |
| 29   | Jose Campillo (32992) of Tierra Antigua Realty (2866)                                     | 42.5  | 12,510,795 | 294,372   |
| 30   | Heather L Shallenberger (10179) of Long Realty (16717)                                    | 18    | 12,267,408 | 681,523   |

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| Rank | Name  | Sides | Volume     | Average   |
|------|---|-------|------------|-----------|
| 31   | Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)   | 32    | 12,139,767 | 379,368   |
| 32   | Manuel Davila (21970) of Real Broker (52446)                              | 35    | 11,564,265 | 330,408   |
| 33   | Tori Marshall (35657) of Coldwell Banker Realty (70207)                   | 18    | 11,234,250 | 624,125   |
| 34   | Sherri Vis (54719) of Redfin (477801)                                     | 14    | 11,131,375 | 795,098   |
| 35   | Laurie Hassey (11711) of Long Realty (16731)                              | 17.5  | 10,752,947 | 614,454   |
| 36   | Matthew F James (20088) of Long Realty (16706)                            | 13    | 10,420,000 | 801,538   |
| 37   | Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)              | 8     | 10,349,000 | 1,293,625 |
| 38   | Russell P Long (1193) of Long Realty (52896)                              | 15    | 10,019,650 | 667,977   |
| 39   | Julie M Nielson (56950) of Long Realty (52896)                            | 15    | 10,019,650 | 667,977   |
| 40   | Heather L Oliver (21476) of Oliver Realty, LLC (51610)                    | 11.5  | 9,872,650  | 858,491   |
| 41   | Erick Quintero (37533) of Tierra Antigua Realty (286606)                  | 26.5  | 9,822,768  | 370,670   |
| 42   | Michele O'Brien (14021) of Long Realty (16717)                            | 14.5  | 9,783,900  | 674,752   |
| 43   | Christina Esala (27596) of Real Broker (5244603)                          | 35.5  | 9,414,770  | 265,205   |
| 44   | Michael D Oliver (14532) of Oliver Realty, LLC (51610)                    | 10.5  | 9,073,650  | 864,157   |
| 45   | Joshua Waggoner (14045) of Long Realty (16706)                            | 9.5   | 8,986,500  | 945,947   |
| 46   | Don H Vallee (13267) of 1912 Realty (418302)                              | 15    | 8,659,581  | 577,305   |
| 47   | Ann Fraley (62295) of Long Realty (16728)                                 | 17    | 8,627,000  | 507,471   |
| 48   | Shawn M Polston (20189) of Keller Williams Southern Arizona (478313)      | 27    | 8,518,337  | 315,494   |
| 49   | Tom Ebenhack (26304) of Long Realty (16706)                               | 18.5  | 8,309,000  | 449,135   |
| 50   | Leslie Heros (17827) of Long Realty (16706)                               | 10    | 8,245,000  | 824,500   |
| 51   | Calvin Case (13173) of OMNI Homes International (5791)                    | 23.5  | 8,206,905  | 349,230   |
| 52   | Jennifer R Bury (35650) of Jason Mitchell Real Estate (51974)             | 22.5  | 8,125,370  | 361,128   |
| 53   | Michelle Metcalf (1420854) of RE/MAX Signature (5271801)                  | 17.5  | 8,056,937  | 460,396   |
| 54   | David J Masterson (142000790) of Tierra Antigua Realty (286610)           | 21    | 8,005,900  | 381,233   |
| 55   | Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)       | 24.5  | 7,978,500  | 325,653   |
| 56   | Gabrielle Feinholtz (26008) of Coldwell Banker Realty (70202)             | 11    | 7,955,000  | 723,182   |
| 57   | Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203) | 13    | 7,846,216  | 603,555   |
| 58   | Johana Castillo (39296) of Realty Executives Arizona Territory (498313)   | 23    | 7,715,290  | 335,447   |
| 59   | Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)                | 11.5  | 7,647,285  | 664,981   |
| 60   | Anne Ranek (39879) of Tierra Antigua Realty (286606)                      | 11.5  | 7,647,285  | 664,981   |

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# TOP 150 STANDINGS • BY VOLUME

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

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| Rank | Name   | Sides | Volume    | Average   |
|------|--|-------|-----------|-----------|
| 61   | John E Billings (17459) of Long Realty (16717)   | 15.5  | 7,607,900 | 490,832   |
| 62   | Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203               | 3.5   | 7,605,598 | 2,173,028 |
| 63   | Melissa Connelly (17221) of Russ Lyon Sotheby's International Realty -472203                 | 3.5   | 7,605,598 | 2,173,028 |
| 64   | Brooke K Dray (35703) of Realty Executives Arizona Territory (498310)                        | 4     | 7,593,605 | 1,898,401 |
| 65   | Rachel Clark-Munday (54147) of LPT Realty LLC (53882)  | 12    | 7,536,184 | 628,015   |
| 66   | Catherine Nichole Morency (61405) of Coldwell Banker Realty (70207)                          | 17    | 7,351,620 | 432,448   |
| 67   | Cody Lopez (57614) of Long Realty (16727)  | 21    | 7,297,000 | 347,476   |
| 68   | Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203              | 7     | 7,249,000 | 1,035,571 |
| 69   | Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)                     | 16.5  | 7,222,000 | 437,697   |
| 70   | Paula J MacRae (11157) of OMNI Homes International (5791)                                    | 12.5  | 7,201,399 | 576,112   |
| 71   | Michael Braxton (53095) of Long Realty (16717)   | 14.5  | 7,159,498 | 493,758   |
| 72   | Tony Ray Baker (5103) of RE/MAX Fine Properties (433102)                                     | 13    | 7,112,050 | 547,081   |
| 73   | Jen O'Brien (14140) of Russ Lyon Sotheby's International Realty (472203)                     | 11    | 7,100,500 | 645,500   |
| 74   | Gina McMullen (642272) of Redfin (477801)  | 13    | 7,093,875 | 545,683   |
| 75   | Jessica Bonn (37158) of Long Realty (52896)  | 8     | 7,057,300 | 882,162   |
| 76   | Tim R Hagyard (32545) of Long Realty (52896)   | 13    | 7,051,704 | 542,439   |
| 77   | Ann K Gavlick (27887) of Tierra Antigua Realty (286601)                                      | 15    | 7,013,700 | 467,580   |
| 78   | Leta Jacquet (641489) of West USA Realty (248904)  | 12    | 7,010,000 | 584,167   |
| 79   | Paula Williams (10840) of Long Realty (16706)  | 10    | 6,987,500 | 698,750   |
| 80   | Corissa Y Miller (22532) of Tucson's TLC Realty (3939)                                       | 14    | 6,899,150 | 492,796   |
| 81   | Spirit Messingham (22794) of Tierra Antigua Realty (2866)                                    | 14    | 6,887,000 | 491,929   |
| 82   | Rebecca Ann Crane (32933) of Real Broker (52446)   | 17.5  | 6,798,137 | 388,465   |
| 83   | Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307) | 10.5  | 6,754,250 | 643,262   |
| 84   | Alicia Hiller (148056487) of Coldwell Banker Realty (70204)                                  | 15    | 6,725,900 | 448,393   |
| 85   | Richard Jacome (37890) of eXp Realty (52964)   | 15    | 6,718,338 | 447,889   |
| 86   | Alicia Marie Pastore (53392) of Real Broker (52446) and 1 prior office                       | 16    | 6,638,530 | 414,908   |
| 87   | Danae S. Jackson (26717) of Coldwell Banker Realty (70202)                                   | 19    | 6,598,830 | 347,307   |
| 88   | Kathy D O'Brien (10820) of Sonoita Realty (2383)   | 6.5   | 6,509,822 | 1,001,511 |
| 89   | Jamie M Angeley (35605) of Realty Executives Arizona Territory (498306)                      | 9     | 6,458,625 | 717,625   |
| 90   | Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203               | 6     | 6,434,000 | 1,072,333 |



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# TOP 150 STANDINGS • BY VOLUME

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

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| Rank | Name   | Sides | Volume    | Average   |
|------|--|-------|-----------|-----------|
| 91   | Marnel L Martinez (39927) of Redfin (477801)   | 12    | 6,398,000 | 533,167   |
| 92   | Cindie Wolfe (14784) of Long Realty (16717)  | 10.5  | 6,341,000 | 603,905   |
| 93   | Rob Lamb (1572) of Long Realty (52896)   | 8     | 6,338,000 | 792,250   |
| 94   | Toby Parks (37759) of Long Realty (16706)  | 9.5   | 6,311,500 | 664,368   |
| 95   | Brandon Michael Lopez (63467) of Long Realty (16706) and 1 prior office                    | 5     | 6,308,854 | 1,261,771 |
| 96   | Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)                    | 10.5  | 6,291,250 | 599,167   |
| 97   | Drew Smith (38920) of Real Broker (5244607)  | 16.5  | 6,275,000 | 380,303   |
| 98   | Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)                          | 13    | 6,265,390 | 481,953   |
| 99   | Layne Lundeen (31434) of Long Realty (16731)   | 10.5  | 6,191,200 | 589,638   |
| 100  | John DeLalla (58262) of Tierra Antigua Realty (286601)                                     | 15    | 6,166,690 | 411,113   |
| 101  | Brittany Palma (32760) of Tierra Antigua Realty (286617)                                   | 16    | 6,157,685 | 384,855   |
| 102  | Debbie G Backus (6894) of Backus Realty and Development (2422)                             | 8     | 6,039,590 | 754,949   |
| 103  | Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)                                  | 12    | 6,004,125 | 500,344   |
| 104  | Robin Lee Serna (55730) of Tierra Antigua Realty (2866)                                    | 14    | 5,922,787 | 423,056   |
| 105  | Dianne Grobstein (29050) of Realty Executives Arizona Territory (4983)                     | 5     | 5,890,500 | 1,178,100 |
| 106  | Josh Berkley (29422) of Keller Williams Southern Arizona (478307)                          | 16    | 5,879,450 | 367,466   |
| 107  | Laura Moreno (142000751) of RE/MAX Portfolio Homes (142000645)                             | 31.5  | 5,854,059 | 185,843   |
| 108  | Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498313) and 1 prior office | 16    | 5,837,500 | 364,844   |
| 109  | LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)                      | 14    | 5,786,260 | 413,304   |
| 110  | Phil Le Peau (39491) of OMNI Homes International (5791)                                    | 7     | 5,754,000 | 822,000   |
| 111  | Sue Brooks (25916) of Long Realty (52896)  | 8     | 5,685,400 | 710,675   |
| 112  | Julie Ruth Valenzuela (54713) of Realty Executives Arizona Territory -498306               | 14    | 5,668,700 | 404,907   |
| 113  | Alyssa A Kokot (18637) of Coldwell Banker Realty (70207)                                   | 14    | 5,667,606 | 404,829   |
| 114  | Lori C Mares (19448) of Long Realty (16719)  | 9     | 5,634,500 | 626,056   |
| 115  | Shelly K Laster (32565) of Keller Williams Southern Arizona (478313)                       | 8     | 5,603,799 | 700,475   |
| 116  | Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)                         | 10    | 5,575,583 | 557,558   |
| 117  | Jessica Sparks (39888) of Russ Lyon Sotheby's International Realty                         | 6.5   | 5,525,066 | 850,010   |
| 118  | Melissa Coate (27827) of Realty Executives Arizona Territory (498306)                      | 12    | 5,495,490 | 457,958   |
| 119  | Ryan J Brown (33007) of Long Realty (16717)  | 8     | 5,484,805 | 685,601   |
| 120  | Soraya Platt (17286) of Long Realty (16706)  | 7.5   | 5,476,450 | 730,193   |

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# TOP 150 STANDINGS • BY VOLUME

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

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| Rank | Name   | Sides | Volume    | Average   |
|------|--|-------|-----------|-----------|
| 121  | Haley Ann Robling (61217) of Realty Executives Arizona Territory (498304)      | 20    | 5,398,500 | 269,925   |
| 122  | Penny J Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203 | 9     | 5,385,700 | 598,411   |
| 123  | Madeline E Friedman (1735) of Long Realty (16719)                              | 9     | 5,373,420 | 597,047   |
| 124  | Radek Pomykaj (35347) of Tierra Antigua Realty (286601)                        | 5     | 5,354,000 | 1,070,800 |
| 125  | Jennifer Shuffelbottom (35120) of Long Realty (16717)                          | 12    | 5,338,000 | 444,833   |
| 126  | Michelle Marconi (26944) of eXp Realty (495201)                                | 12    | 5,336,400 | 444,700   |
| 127  | Curt Stinson (4808) of Engel & Volkers Tucson (51620)                          | 12    | 5,319,100 | 443,258   |
| 128  | Lori L Skolnik PLLC (17106) of Realty Executives Arizona Territory (498306)    | 10    | 5,316,000 | 531,600   |
| 129  | Stephen Woodall (27353) of Long Realty (16717)                                 | 11.5  | 5,310,500 | 461,783   |
| 130  | Tim S Harris (2378) of Long Realty (52896)                                     | 11    | 5,306,750 | 482,432   |
| 131  | Scott E Bowers (29372) of Bowers Residential Real Estate (5251)                | 5     | 5,300,030 | 1,060,006 |
| 132  | Ana S Sanchez-Navarro (6147) of Tierra Antigua Realty (2866)                   | 3     | 5,297,116 | 1,765,705 |
| 133  | Waco Starr (52972) of Long Realty (16724)                                      | 11    | 5,270,990 | 479,181   |
| 134  | Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203     | 8     | 5,239,000 | 654,875   |
| 135  | Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)          | 13.5  | 5,219,500 | 386,630   |
| 136  | Stephanie M Urban (57953) of Long Realty (16724)                               | 12.5  | 5,207,291 | 416,583   |
| 137  | Kerry Kretchmer (58996) of Mainstay Brokerage LLC (53142)                      | 18    | 5,195,800 | 288,656   |
| 138  | David A. Hazan (635127) of Long Realty (52896) and 1 prior office              | 9.5   | 5,165,500 | 543,737   |
| 139  | Cathleen E Itule (38529) of Jason Mitchell Real Estate (51974)                 | 13    | 5,141,440 | 395,495   |
| 140  | Tracy A Martin (54173) of Long Realty (16724)                                  | 18.5  | 5,119,500 | 276,730   |
| 141  | Marlene Rigoli (20415) of Tierra Antigua Realty (286606)                       | 7     | 5,113,499 | 730,500   |
| 142  | Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory -498312   | 9.5   | 5,112,500 | 538,158   |
| 143  | Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)       | 8     | 5,090,800 | 636,350   |
| 144  | Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)          | 7.5   | 5,075,893 | 676,786   |
| 145  | Stacey Bell (142000763) of Long Realty (16716)                                 | 14    | 5,069,500 | 362,107   |
| 146  | Joelle C Kahn (21408) of Tierra Antigua Realty (286607)                        | 9.5   | 5,069,300 | 533,611   |
| 147  | Kristina Scott (37825) of Real Broker (5244603) and 1 prior office             | 13    | 5,059,500 | 389,192   |
| 148  | Angela Tennison (15175) of Long Realty (16706)                                 | 7.5   | 5,023,500 | 669,800   |
| 149  | Jared Andrew English (35632) of Congress Realty (3096)                         | 13    | 4,988,900 | 383,762   |
| 150  | Laurie Abney (65696) of Long Realty (16717)                                    | 2     | 4,985,000 | 2,492,500 |

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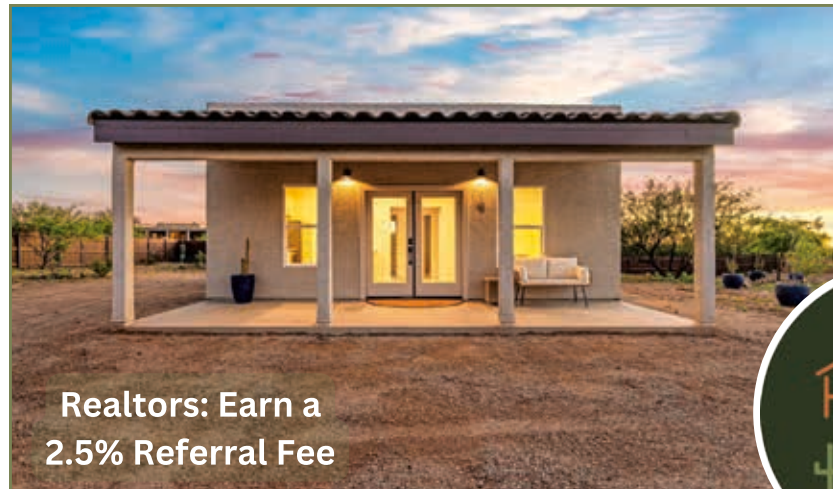
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