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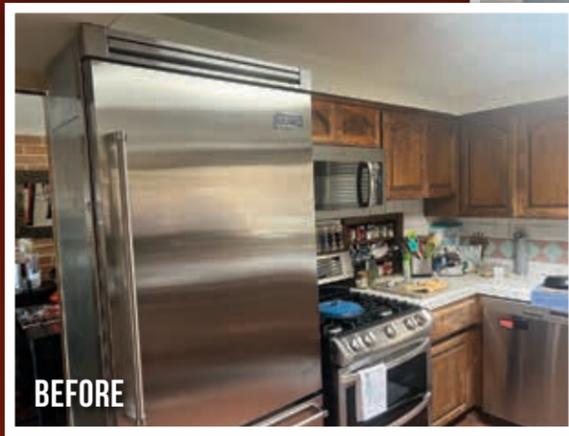


Top Standings

Partner Spotlight:
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Beloved Built

Making Tucson a More Beautiful Place, *One Remodel at a Time!*



“The mind of man plans his way, but the LORD directs his steps.” (Proverbs 16:9)

Beloved Built is as solid as a rock. The three owners—Jay Patton, James Wendling, and John Taylen—forged a friendship long before becoming business partners. They were a powerhouse ready to happen with each bringing a fresh perspective to this locally owned and operated business.

“The three of us met 12 years ago at Bridge Christian Church,” says James. That’s where Jay works as the Youth Pastor. As for John, he’s always building something (literally).

“My background is in construction,” says John. “I grew up with my uncles and my grandfather. They were general contractors who built custom houses from Reno all the way to Lake Tahoe.” He grew up working as a laborer at 14 years old, which made him into the man he is today. As for James, he’s been a REALTOR® for 27 years, eager to help his customers.

Together, they are a talented trio and instrumental at Beloved Built, which was started 3 years ago. James oversees design, admin, and pre-construction. John oversees the construction process and field crews, and Jay oversees marketing, sales and systems. This local company actually stemmed from another company the partners own, Beloved Venture. “With that company we buy, flip, and sell our homes,” explains Jay. When the market shifted after COVID, they saw the need for a new business.

“Our experience of dealing with contractors came with lots of headaches over the years,” he says. Remodeling has a reputation (and it isn’t always flattering). Missed deadlines. Unreturned calls. Dust, chaos, and disappointment where excitement once lived. For many homeowners, the thought of tearing into a kitchen or bathroom doesn’t spark inspiration. It sparks anxiety.

That’s where Beloved Built wants to change the narrative.

“We have set out to change the public’s perspective on contractors. Our hope is that, through our open communication, transparency, attention to detail, and friendly service, we can help reduce the public’s hesitancy to remodel and let them know there is a trusted remodeler in Tucson: Beloved Built,” says Jay.

“The business also grew organically because clients really enjoyed their flips and asked them to tackle their remodeling projects, especially kitchens and bathrooms.

Being of service to people comes naturally to the team. “We like bringing their visions to life in a way that is less chaotic than a typical remodeling project,” says Jay. After all, people relax and

rejuvenate in their homes. They need a space to unwind. As Jay says, “We like to bring peace to people.”

“We’re dependable,” says James. “We do what we say we are going to do.”

From high-end kitchens and thoughtfully designed bathrooms to full-scale floorplan transformations, Beloved Built exceeds expectations. One standout project involved taking a home with soaring ceilings and unused space and converting it into a functional layout with a massive loft for the homeowners’ children. Others include dramatic double-sided 13-foot quartz fireplaces, total kitchen reconfigurations, and bathrooms approached with both beauty and function in mind.

Each project is unique, and so is each relationship.

“We care about the value homeowners are going to get out of the project,” Jay says. “If they’re looking for high-end craftsmanship and someone they can trust, we’ll be the guys.” John adds, “We really try to have a heart of service for our customers, which is lost in the industry quite a bit.”

A Process Built on Trust

Beloved Built’s process is intentionally designed to remove uncertainty. It begins with a simple conversation, learning how long the homeowner has lived in the space, what they envision, and what the budget might look like. From there, the team meets on-site, develops a plan, and walks clients through every step.

“They’re never on their own,” Jay explains. “We’re guiding them through the entire process.” One key differentiator is how much planning happens before construction ever begins. “We front-load our planning,” Jay says. “We plan the entire process within our control before we start construction, so expectations are met and the experience is far less chaotic than most people are used to.”

With in-house crews and designers, Beloved Built maintains full control from start to finish.

Faith, Family, and the Future

All three owners are active husbands and fathers. “Family is a big thing for us,” says James, who has 4 kids and 3 grandkids. Jay and John both have 7

kids each. Each has their own hobbies. For James, that involves reading and playing board games with his family. John prefers to travel to mountainous areas to fish and enjoy the wilderness. “I also like teaching God’s truth,” he adds thoughtfully.

Faith remains central to these men. “A man plans his way, but God directs our steps,” Jay reflects. “If we stay within His boundaries, He’ll bring success in many ways.”

Looking ahead, the Beloved Built team will continue to make Tucson a more beautiful place, one remodel at a time. This company of character is building relationships, restoring confidence, and creating spaces where people can truly feel at peace.

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Ali
**KINCAID
BERGTHOLD**
The Long Way Home

PHOTOGRAPHY BY KRISIT HARRIS
WRITTEN BY JESS WELLAR

“For me, my most significant personal growth and self-improvement has come through travel, living abroad, and being genuinely curious about all kinds of people and places,” Ali Kincaid Bergthold shares. “Nothing could have prepared me more for real estate and the diversity of people and situations that you navigate.”

A Life In Motion

Raised primarily in the South, with Alabama holding deep family roots, Ali learned early on how to settle into new environments. That muscle only strengthened over time.

“I have moved over 18 times in the past 30 years,” she points out. Those relocations eventually stretched across continents, placing Ali in Thailand, Cambodia, Ukraine, and Indonesia—all moves that shaped her worldview.

“I was also a Peace Corps Volunteer in Eritrea, East Africa, for two years,” she adds. “It was a life-changing experience.” This service stint didn’t just open Ali’s eyes to another culture; it introduced her to her future husband, Eric, and confirmed something she already suspected about herself: she thrives in the unfamiliar.

Before real estate, Ali built a career rooted in service and leadership. She earned an MBA from UNC Chapel Hill and held roles ranging from literary publicist to nonprofit executive in Washington, D.C. At one point, she even directed a parent co-op preschool in Phnom Penh, Cambodia.

Those colorful roles shared a common thread: problem-solving, communication, and navigating complexity with people at the center. So when Ali eventually entered real estate, it didn’t feel like a pivot at all, just a continuation of service.

“I’m not a salesperson; I view myself as a problem-solver and a facilitator in service to my clients who are moving through life transitions,” she offers. “Usually, clients are going through something, and there’s a lot of emotion tied up in it. I have a lot of experience moving and can remain calm.”

That demeanor shapes how she works today. To Ali, the property itself is secondary to the moment someone is living through: “At the end of the day, houses are widgets—widgets that I really like,” she emphasizes. “But what I most enjoy is helping people through change.”

One Big Leap

If there’s one decision Ali points to as most defining, it’s the one that brought her to Tucson.



“I’m not a salesperson; I view myself as a problem-solver and a facilitator in service to my clients who are moving through life transitions. Usually, clients are going through something, and there’s a lot of emotion tied up in it. I have a lot of experience moving and can remain calm.”

The spark came during a spring break visit to escape the cold of D.C. and visit family in 2017. Ali had been quietly tracking a house in Tucson for years, watching its price drop while imagining what it could become. When she finally walked through the house on a tour, something clicked—even if it made zero sense on paper. Thankfully, her husband was incredibly supportive, after he realized she wasn’t joking.

“It was a complete spur-of-the-moment, leap-of-faith decision to change our lives without having it all mapped out,” she reflects with a chuckle. “Within that same week, we had bought the house and put our D.C. house on the market...and decided to move to Tucson without jobs. “It was both terrifying and exhilarating, but we did it and have never regretted the decision,” she adds.

That move eventually led Ali to real estate. Licensed in 2018, her career hit pause when her family moved to Indonesia for Eric’s international development work, then restarted in earnest after returning stateside due to the global pandemic.

By the summer of 2021, Ali had joined Long Realty and was intentional about learning the business thoroughly, not just jumping in and hoping for the best. While her life experience prepared her for the emotional side of the work, she was clear about wanting a strong foundation. “I am Type A and am someone that likes to know what I’m doing...but in this business sometimes you can’t!” she laughs.

That mindset led her to lean heavily into the incredible training opportunities

provided by Long Realty. Ali also found early mentorship through Rick and Patty Howard, stepping in as their interim transaction coordinator briefly, an experience that gave her invaluable exposure to the transaction process.

“The Howards were incredibly gracious and helpful even though they have a busy business,” she acknowledges. “I still go to them for questions.”

In 2025 alone, Ali closed over \$13.9 million in sales—a strong result that mirrors her thoughtful, thorough approach.

“It sounds cliché, but a combination of my family and my clients keeps me motivated,” she shares. “Careers aren’t necessarily straight trajectories. Sometimes they weave, or go up and down at different points, and you still end up somewhere great.”

Still Globetrotting from Homebase

Outside the office, Ali’s world centers on family life with Eric and their three children—Caid (20), Jacob “Coby” (19), and Charley (17)—plus Mr. Boogs, an inherited chihuahua-terrier with three teeth, a diaper, and a big personality. Travel remains a constant, whether it’s scenic drives through Gates Pass or thinking about future trips overseas.

Looking ahead, Ali hopes to continue growing both her real estate business and a small staging company she launched with her mother—a welcome creative outlet that allows her to blend strategy with her eye for design. She also dreams of eventually spending extended time abroad again, ideally a few months each summer, immersed in a new place.

But in the meantime, Tucson feels different.

“We have moved so much,” she marvels. “That was part of the sell to my husband when we relocated to Tucson—I told him that we could finally stop unpacking boxes and stay put!”



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LAUREN NORRIS

ALL IN AT NINETEEN



PHOTOGRAPHY BY JACQUELYNN BUCK
WRITTEN BY ELIZABETH MCCABE

“You have to be kidding me!”

Showing up on her first day of work in her Abercrombie and Fitch mini jean skirt, hot pink polo with popped collar, and puka shell necklace, it was very clear her new colleagues were wondering what they had gotten themselves into.

At 19 years old, Lauren had just graduated from high school and completed one semester of community college in Charlotte, North Carolina. She made a decision that shaped her future. “I wanted to make money,” she candidly comments.

When her uncle came to visit her from Tucson, he casually mentioned, “I have a real estate team in Tucson, and we need an assistant.” Lauren didn’t overthink it. She flew out, said yes, and walked headfirst into an industry she knew absolutely nothing about.

Her uncle and Bob Norris were going out on a limb—a teenager with zero experience joining The Roberts & Norris Team? But Lauren wasn’t fazed. She showed up anyway, determined to gain traction in Tucson and make money.

She started as a “Roberts,” then married Mike, Bob’s son, and became a “Norris.” The name confusion followed. “People thought I was married to my uncle,” she laughs. “And then they thought I was directly related to or married to my father-in-law. Then my cousin Hannah joined our team, and we looked very similar, so it’s been a fun story to tell throughout the years.”

Nearly 20 years later and now heading into her third year fully solo, she’s still standing and producing.

“My son Brice has been a huge part of my business,” she smiles. She remembers when his playpen was in her office, and he was doing tummy time. Times have certainly changed. “Now he is my accountability partner,” she says without hesitation. “If I don’t reach my contact goal every day, he can cash the \$1000 check that I wrote for him. So he’s on it.”

Loving Real Estate

How has Lauren stayed committed for 20+ years? Lauren’s why was an easy answer. “It’s the hustle, the challenge,” she says with conviction. “Every day you are against yourself and how good your skills are. If you don’t get the appointment or the listing, you realize that someone else’s presentation was better than yours.”

That’s why Lauren never stops learning. She loves the chase. “It’s the grind to be better and to be more aggressive. I want to serve in the highest capacity that I can. I had a client call me a bulldog,” she laughs. “That’s when the market was tough.” She took it as a compliment. He even bought her a bottle of Carnivor wine to top it off. “You really are a maneater,” he said. “I have taken that to heart,” jokes Lauren. “I’m aggressive, but I love what I do, and my clients can attest to that.”

Now she is embarking on a new chapter in real estate, working with her husband, Mike. “We’re excited. We’re going to be the Norris AZ Team, and we plan to



crush it,” says Lauren with enthusiasm. “I worked with my father-in-law, my mother-in-law, my uncle, and my cousin for 18 years. I can handle my husband,” she laughs.

She already has plans to soar.

“The sky is the limit,” says Lauren. “I’m excited for us to dominate our market and stay on top.” His background in leadership, operations, and people management complements Lauren’s two decades plus of real estate experience. Lauren has believed in herself since her childhood days, constantly

being told, “You can do whatever you set your mind to.” (Just ask her about her first-ever transaction, a story so bizarre you’ll have to hear it for yourself.)

Family, Fun, and Giving Back

When Lauren isn’t working, family comes first. Evenings are spent shuttling Brice to karate four nights a week, hosting family game nights with friends, and bringing games along to dinner just for fun.

She keeps a tiny deck of UNO in her car and Hangman ready on her phone.



“It’s the hustle, the challenge. Every day you are against yourself and how good your skills are. If you don’t get the appointment or the listing, you realize that someone else’s presentation was better than yours.”

Lauren and Mike also prioritize time together, fitting in golf whenever possible and committing to regular date nights to keep their relationship strong. Creativity plays a major role in Lauren’s life as well. Trained in art school from elementary through high school, she paints with acrylics and often gifts her artwork to friends.

“The arts are my outlet,” she says. “Music is my life.”

She plays violin and sings, and loves harmonizing with whatever music is playing. That love has passed down to Brice, who sings constantly and starts every morning with music filling the house.

Last year, Lauren also became an Angel for the Angel Charity For Children, which she describes as one of the highlights of her life. “I wanted to give back to the community and meet incredible people doing meaningful charity work. Seeing how many organizations they impact every year is truly inspiring.”

Still Proving It
From a first sale that could have ended her career before it began to building a business defined by drive and determination, Lauren continues to prove what she’s capable of.

That first deal showed she could survive.

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Mirna Valdez

FULFILLING A LIFELONG PROMISE

WRITTEN BY
JESS WELLAR
PHOTOGRAPHY
BY KRISTI HARRIS

“Despite speaking English as a second language and having started my real estate career just eight years ago, it demonstrates that no matter one’s age or gender, it takes determination and will to succeed in a very competitive industry,” Mirna Valdez begins.

“It’s up to the individual to always be curious in order to keep learning and never settle for the status quo. Financial wealth does not define a person, and that knowledge is truly the most valuable asset that we should all seek to achieve. After all, we’re all teachers and sharing that knowledge is one of the most valuable attributes a person can possess.”

Spoken like a true teacher—and for Mirna, instruction has never been limited to a classroom. Education anchors her work as a REALTOR® in Southern Arizona, where her extreme patience and empathy guide every client.

From Humble Beginnings
Originally from Mexico, Mirna came to the United States after getting married, joining her then-husband as he opened a business and built a life together from the ground up—a 25-year partnership rooted in effort and shared ambition. Their business thrived for nearly 10 years. Then the 2009 recession hit.

Like so many families at the time, Mirna and her husband lost everything. It was a defining moment, and one that reinforced a truth Mirna had learned early in life: stability is never guaranteed, and resilience matters more than circumstance.

Growing up in poverty with limited access to education or opportunity left a lasting imprint. That early childhood experience instilled grit, a deep respect for learning, and compassion for others navigating uncertainty.

“It was my life’s desire to earn a living that would enable me to pay for both of my kids’ college educations,” Mirna shares, noting that her youngest will graduate from the University of Arizona this May. “I also learned the value of hard work and the importance of appreciating every teachable moment life has to offer,” she reflects.

Taking those values to America, Mirna raised two sons while working full-time and eventually put herself through school, earning an associate degree from Cochise College. She first began working as a kitchen assistant at a preschool, then as a teaching assistant working with troubled high school students. Later, after earning her Associate Degree in Early Childhood Education, she worked as a preschool teacher for low-income families. Those years reinforced a belief that still anchors Mirna’s world today: “Regardless of culture, background, or financial status, every human being has the ability to learn and prosper,” she affirms.

The Challenge That Sparked a Career Shift

Real estate wasn't part of Mirna's original plan, and sales certainly weren't on her radar. But one nudge from a trusted friend changed everything. Gabriel Gastelum, a successful broker and family friend, repeatedly encouraged her to consider the profession. She resisted at first, insisting she didn't like sales, until one particular dinner conversation hit a nerve.

up for her clients rather than how aggressively she pursues transactions. She attributes that trust to one core principle: "When someone comes to me, I try to understand why they are buying or selling," she explains. "Only once I truly understand the reason behind their decision can I then help them."

Mirna's approach is unhurried and unapologetically patient. "Even if it takes me two years, which it has before (!), I am very open to showing people houses, and I'm not pushy," she offers. "And if a first-time buyer asks me the same questions over and over, I really don't mind explaining again...I guess that is the teacher in me."

That supportive, nurturing mindset creates a sense of safety for clients navigating one of the most complex financial decisions of their lives.

Family and the Future

Mirna is deeply proud of the life she has built, not only for herself, but for her family. She is recently engaged to Victor Gomez and is the proud mother of two sons, Carlos and Leonardo, whose educational journeys have been central to her "why" from the beginning. Helping her boys access opportunities she never had remains one of her most cherished achievements.

"Never forgetting where one comes from is something I keep near and dear to my heart," she says. "It keeps me grounded, humble, and I cherish that very much."

Outside of work, staying physically active helps Mirna

maintain balance. Hiking Seven Falls, biking the Rillito Trails, and time at the gym fuel her energy for long days serving clients. But her sons remain her greatest inspiration. "Their admiration for me and the positive reinforcement they provide is what motivates me to work hard every single day," she shares.

Looking ahead, Mirna hopes to continue building a business defined by integrity, ethical representation, and service—from clients buying or selling luxury homes to first-time buyers striving toward homeownership. Education remains at the core of her mission, not just for her clients, but as a broader philosophy for life.

Mirna's advice to new agents echoes her own playbook over the years: "The most important thing is to be truthful in whatever you say you're going to do. You have to keep your word to honor your work," she concludes thoughtfully. "Besides being ethical and transparent, closing a transaction and having everyone involved happy afterwards is what matters most."

Fun Facts: Beyond being a top REALTOR®, Mirna can artfully design and sew clothing and costumes for various occasions, a skill she learned from her mother.

Mirna was also crowned Miss Sonora in 1996, saying of her experience: "I achieved this while struggling to get to competitions on foot or by public transportation, wearing borrowed clothes from stores, and doing my own makeup and hair—none of which was the norm in that environment."

“Regardless of culture, background, or financial status, every human being has the ability to learn and prosper.”

"When Gabriel told me I wouldn't actually get my license and follow through on my decision, that lit the fire by challenging me," Mirna recalls. "No one should ever count me out." That Friday dinner turned into action by the following Monday morning, when Mirna enrolled in real estate school. She obtained her license in April 2017 and began working alongside Gabriel, who would mentor her for the first four years of her career.

What Mirna expected to be a short-term experiment before heading back to school in the fall quickly became something much more meaningful. "I was hooked after helping my friend buy their first home—I loved it, and it felt so meaningful to deliver the keys," she grins.

Where Empathy Meets Patience

Today, Mirna's business is built almost entirely on referrals, which is a reflection of how she shows



Mirna with her sons, Leonardo Valdez and Carlos Alberto Valdez

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Rank	Name	Sides	Volume	Average
1	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	7.5	22,926,296	3,056,839
2	Lisa M Bayless (22524) of Long Realty (16717)	12	7,561,000	630,083
3	Marsee Wilhems (16298) of eXp Realty (495201)	17	6,349,000	373,471
4	Kaukaha S Watanabe (22275) of Real Broker (52446)	23.5	6,103,000	259,702
5	Sandra M Northcutt (18950) of Long Realty (16727)	5	4,939,000	987,800
6	Peter Deluca (9105) of Long Realty (52896)	7	4,787,000	683,857
7	Matthew F James (20088) of Long Realty (16706)	5	4,595,000	919,000
8	Angela Marie Kuzma (28301) of Keller Williams Integrity First (333802) and 1 prior office	11.5	4,550,250	395,674
9	David J Masterson (142000790) of Tierra Antigua Realty (286610)	10	4,079,000	407,900
10	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	14.5	4,059,250	279,948
11	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	6	3,593,000	598,833
12	Ryan J Brown (33007) of Long Realty (16717)	3	3,507,500	1,169,167
13	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	3	3,449,000	1,149,667
14	Christina Esala (27596) of Real Broker (5244603)	13	3,358,509	258,347
15	Gina Beltran (52270) of Elate Realty, LLC (53740)	3	3,335,000	1,111,667
16	Helen W F Graham (55628) of Long Realty (16728)	4	3,190,000	797,500
17	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	6	3,155,000	525,833
18	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	8	3,065,940	383,242
19	Anthony D Schaefer (31073) of Long Realty (52896)	5	3,052,997	610,600
20	Suzanne Corona (11830) of Long Realty (16717)	2	3,044,750	1,522,375
21	Heather L Shallenberger (10179) of Long Realty (16717)	4	3,028,200	757,050
22	Sharon Fern (36319) of Long Realty (16719)	3	2,935,900	978,633
23	John E Billings (17459) of Long Realty (16717)	5	2,896,000	579,200
24	Danny A Roth (6204) of OMNI Homes International (5791)	7	2,888,819	412,688
25	Eduardo Escobido (57731) of The Agency (52200)	1	2,850,000	2,850,000
26	Kyle L Trafton (626791) of Coldwell Banker Realty (70202)	2	2,750,000	1,375,000
27	Cindie Wolfe (14784) of Long Realty (16717)	3	2,720,000	906,667
28	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	3.5	2,679,500	765,571
29	Hollis H Angus (58314) of Redfin (477801)	6	2,661,500	443,583
30	Eliza Landon Dray (37458) of Long Realty (52896)	3.5	2,656,250	758,929

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Rank	Name	Sides	Volume	Average
31	Erick Quintero (37533) of Tierra Antigua Realty (286606)	8	2,653,351	331,669
32	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	3	2,517,000	839,000
33	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	3	2,517,000	839,000
34	Leslie Heros (17827) of Long Realty (16706)	3.5	2,380,000	680,000
35	Justin R McLamarrah (32257) of OMNI Homes International (5791)	3	2,320,000	773,333
36	Amos Kardonchik-Koren (29385) of Realty Executives Arizona Territory -498312	4	2,320,000	580,000
37	Martha A O'Neill (14461) of Long Realty (16706)	1	2,225,000	2,225,000
38	Jim Storey (27624) of Long Realty (16706)	4	2,198,995	549,749
39	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	3	2,185,000	728,333
40	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona (478313)	6.5	2,158,900	332,138
41	John P Powell (8094) of Help-U-Sell Real Estate (54417)	3.5	2,119,500	605,571
42	Jose Campillo (32992) of Tierra Antigua Realty (2866)	7.5	2,107,000	280,933
43	Omer Kreso (37161) of Realty Executives Arizona Territory (4983)	2.5	2,092,500	837,000
44	Dina M Hogg (17312) of eXp Realty (495204)	5	2,091,000	418,200
45	Kyle Mokhtarian (17381) of Real Broker (5244603)	7.5	2,086,750	278,233
46	Anne E McKechnie (14747) of eXp Realty (52964)	2.5	2,084,950	833,980
47	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	7	2,082,900	297,557
48	Kathy D O'Brien (10820) of Sonoita Realty (2383)	4	2,080,800	520,200
49	Christopher Allen Ried (37773) of RE/MAX Fine Properties (433102)	4	2,075,000	518,750
50	Marcos Felizardo Aguayo (56277) of Tierra Antigua Realty (286606)	2	2,030,000	1,015,000
51	Marnel L Martinez (39927) of Redfin (477801)	5	2,024,000	404,800
52	Daniel Martell (56841) of Tierra Antigua Realty (286607)	2	2,020,000	1,010,000
53	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	3.5	2,002,500	572,143
54	Tom Ebenhack (26304) of Long Realty (16706)	4.5	1,995,000	443,333
55	Barbara Mecum (142000743) of Russ Lyon Sotheby's International (472205)	2	1,990,000	995,000
56	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	5	1,950,000	390,000
57	Maxima P Christopherson (38887) of Realty Executives Arizona Territory -498312	4	1,937,430	484,358
58	Patty Howard (5346) of Long Realty (52896)	2	1,933,750	966,875
59	Nancy Yvonne Perez (52314) of HomeSmart Advantage Group (5169)	3	1,911,500	637,167
60	Cameron Lee (54967) of David Lee Real Estate Company (3000)	2	1,900,000	950,000



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61	Tony Ray Baker (5103) of RE/MAX Fine Properties (433102)	3	1,860,000	620,000
62	Jill Marie Rouse (640435) of Oracle Land & Homes (875)	2.5	1,830,000	732,000
63	Ann Fraley (62295) of Long Realty (16728)	4	1,830,000	457,500
64	Jessica Sparks (39888) of Russ Lyon Sotheby's International Realty (472203)	1.5	1,808,941	1,205,961
65	Laurie Lundeen (1420134) of Embarc Realty (5387501)	5	1,794,000	358,800
66	Marlene Rigoli (20415) of Tierra Antigua Realty (286606)	2	1,753,000	876,500
67	Jared Andrew English (35632) of Congress Realty (3096)	3	1,750,000	583,333
68	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	2	1,746,000	873,000
69	Mary G Dorais (5988) of Long Realty (16706)	2	1,745,000	872,500
70	Cody Lopez (57614) of Long Realty (16727)	4	1,745,000	436,250
71	Mirna I Valdez (145067159) of Tierra Antigua Realty (286610)	5	1,734,900	346,980
72	Jennifer Shuffelbottom (35120) of Long Realty (16717)	3	1,720,000	573,333
73	Jamie M Angeley (35605) of Realty Executives Arizona Territory (498306)	3	1,687,500	562,500
74	Leslie A Jackson (32917) of Long Realty (16728)	2	1,619,000	809,500
75	Alicia Marie Pastore (53392) of Real Broker (52446) and 1 prior office	4	1,612,000	403,000
76	Ralph Verna (58784) of Coldwell Banker Realty (70207)	4	1,611,000	402,750
77	Michele O'Brien (14021) of Long Realty (16717)	1	1,610,000	1,610,000
78	Soraya Platt (17286) of Long Realty (16706)	2	1,604,000	802,000
79	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	3.5	1,595,000	455,714
80	Brenda O'Brien (11918) of Long Realty (16717)	3	1,581,497	527,166
81	Danielle M Schamp (63394) of Long Realty (16728)	4	1,567,982	391,996
82	Anthony Thomas Body (39691) of Realty One Group Integrity (51535)	3	1,562,000	520,667
83	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	4	1,552,500	388,125
84	Manuel Davila (21970) of Real Broker (52446)	5	1,541,340	308,268
85	Lonnie Williams (61428) of Redfin (477801)	4	1,527,500	381,875
86	Paul Doherty (32223) of Tierra Antigua Realty (2866)	3.5	1,515,000	432,857
87	Madeline E Friedman (1735) of Long Realty (16719)	3	1,471,000	490,333
88	Denice Osbourne (10387) of Long Realty (52896)	1	1,465,000	1,465,000
89	Matthew Skidmore (28429) of KMS Realty (51920)	4	1,458,000	364,500
90	Catherine Byroad (63185) of Tierra Antigua Realty (286607)	4	1,448,000	362,000

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TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- Jan. 31, 2026

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

Rank	Name	Sides	Volume	Average
91	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	4	1,443,340	360,835
92	Alyssa A Kokot (18637) of Coldwell Banker Realty (70207)	4	1,442,466	360,616
93	Tim S Harris (2378) of Long Realty (52896)	2	1,442,000	721,000
94	Nicole M Palese (30594) of Tierra Antigua Realty (286601)	3	1,431,000	477,000
95	Blaire C. Lometti (57232) of Tierra Antigua Realty (2866)	3	1,402,000	467,333
96	Sherri Vis (54719) of Redfin (477801)	1	1,401,000	1,401,000
97	Gina McMullen (642272) of Redfin (477801)	1	1,401,000	1,401,000
98	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	3	1,400,000	466,667
99	Debbie Wyrsh-Williams (1420125) of Coldwell Banker Realty (70204)	4	1,392,000	348,000
100	Laurie Hassey (11711) of Long Realty (16731)	3	1,391,250	463,750
101	Paula J MacRae (11157) of OMNI Homes International (5791)	3	1,390,000	463,333
102	Tyler Lopez (29866) of Long Realty (16719)	4	1,388,000	347,000
103	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	2	1,385,000	692,500
104	Jennifer Root (1420883) of Long Realty (16716)	4	1,374,900	343,725
105	Christopher J Cobb (19370) of HomeSmart Advantage Group (5169)	4	1,370,000	342,500
106	Russell P Long (1193) of Long Realty (52896)	2.5	1,363,500	545,400
107	Julie M Nielson (56950) of Long Realty (52896)	2.5	1,363,500	545,400
108	Laura Moreno (142000751) of RE/MAX Portfolio Homes (142000645)	4	1,353,750	338,438
109	Brandon Michael Lopez (63467) of Long Realty (16706) and 1 prior office	1	1,342,354	1,342,354
110	Olivia Bergstrom Laos (62790) of Realty Executives Arizona Territory -498306	3	1,335,000	445,000
111	Lauren M Norris (19764) of Long Realty (16719)	2	1,310,000	655,000
112	Nicole Jessica Churchill (28164) of OMNI Homes International (579104)	3	1,300,300	433,433
113	Brittany B Bates (22278) of Long Realty (16717)	2	1,300,000	650,000
114	James Servoss (15515) of Keller Williams Southern Arizona (478313)	2.5	1,288,500	515,400
115	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	1	1,286,473	1,286,473
116	Nancy Nhu Ho (35602) of Realty Executives Arizona Territory (498306)	4	1,263,034	315,758
117	Gary B Roberts (6358) of Long Realty (16733)	2.5	1,256,000	502,400
118	Colette A Barajas (5735) of Centra Realty (230701)	2	1,254,500	627,250
119	Karin Phillips (36642) of Realty One Group Integrity (51535)	1	1,250,000	1,250,000
120	Joanne Wells (38997) of HomeSmart Advantage Group (5169)	1	1,250,000	1,250,000



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Rank	Name	Sides	Volume	Average
121	Karen Karnofski (17102) of Keller Williams Southern Arizona (478313)	1	1,250,000	1,250,000
122	Jeffrey M Ell (19955) of Ambrell Realty (54699)	4	1,214,000	303,500
123	Leslie B Brown (35667) of Oracle Land & Homes (875)	1.5	1,210,000	806,667
124	Emily Speed Erickson (38621) of Coldwell Banker Realty (70207)	2	1,210,000	605,000
125	Vivian Arellano (639651) of OMNI Homes International (5791)	2	1,197,900	598,950
126	Patricia Martin (32574) of Tierra Antigua Realty (2866)	5	1,197,500	239,500
127	Glenn Michael Nowacki (35737) of Realty Executives Arizona Territory -498306	2	1,195,000	597,500
128	Michelle R Vermuele (25491) of S A Moore Realty Services, LLC (51651)	4.5	1,194,500	265,444
129	Julie Ruth Valenzuela (54713) of Realty Executives Arizona Territory (498306)	3	1,180,000	393,333
130	Carolyn A. Fox (1420840) of Coldwell Banker Realty (70204)	4	1,175,000	293,750
131	Sheridan J Givens (29218) of Realty Executives Arizona Territory (52839)	4	1,171,000	292,750
132	Kayla B Manley (32803) of Dove Mountain Realty, LLC (5156)	0.5	1,167,500	2,335,000
133	Jenifer A. Jankowski (52926) of eXp Realty (52964)	3	1,150,302	383,434
134	Tara L Finch (53921) of Haymore Real Estate, LLC (391901)	3	1,146,900	382,300
135	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	1	1,144,750	1,144,750
136	Anne Ranek (39879) of Tierra Antigua Realty (286606)	1	1,144,750	1,144,750
137	Estel Burruel (37268) of Tierra Antigua Realty (286606)	3	1,138,000	379,333
138	Sherry D Kupresin (368500080) of Tierra Antigua Realty (286610)	3	1,136,500	378,833
139	Don H Vallee (13267) of 1912 Realty (418302)	1.5	1,134,000	756,000
140	Kacy A Agredano (56587) of DiPeso Realty (3002)	6	1,131,000	188,500
141	Jennifer N Micciche (35426) of Realty One Group Integrity (51535)	1	1,125,000	1,125,000
142	Cathy Lawson (17083) of Long Realty (16719)	3	1,120,000	373,333
143	Hector Damon Rodriguez (14141) of Tierra Antigua Realty (286601)	2	1,119,340	559,670
144	Robin L Supalla (30882) of Tierra Antigua Realty (286607)	3	1,115,000	371,667
145	Maria R Anemone (5134) of Russ Lyon Sotheby's International Realty -472203	0.5	1,112,500	2,225,000
146	John Shaver (37126) of Realty Executives Arizona Territory (498309)	6	1,110,000	185,000
147	Stacey Bell (142000763) of Long Realty (16716)	1	1,105,000	1,105,000
148	Matthew Allyn Hicks (36242) of Real Broker (52446)	1	1,100,000	1,100,000
149	Yvette M Palmer (145000754) of Tierra Antigua Realty (286610)	1	1,100,000	1,100,000
150	Barbara C Bardach (17751) of Long Realty (16717)	1	1,100,000	1,100,000


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