

TUCSON

MAY 2026

REAL PRODUCERS[®]

Julie Nielson



Top Standings

Partner Spotlight

PICTURE

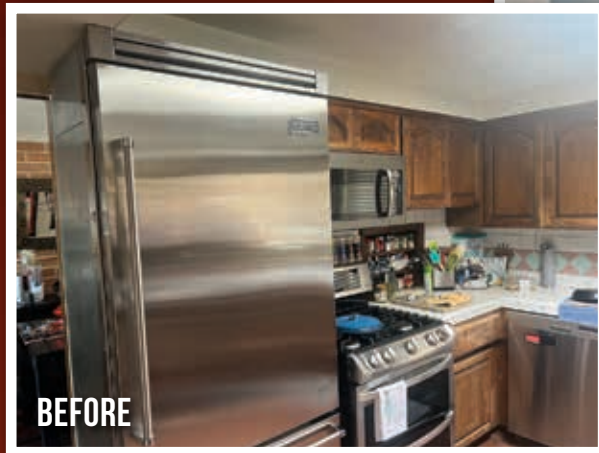
ROCKS

COOLING

Heating & Plumbing

PHOTOGRAPHY BY
JACQUELYNN BUCK

CONNECTING. ELEVATING. INSPIRING.

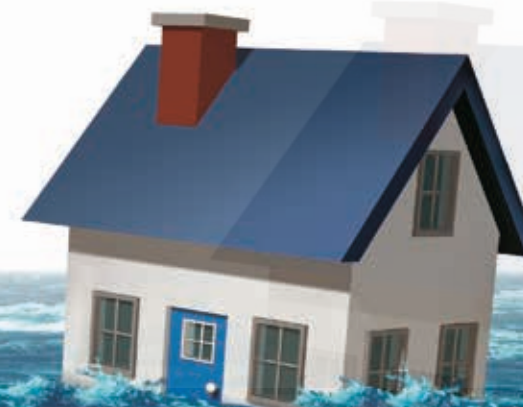


**KITCHEN & BATHROOM REMODELING
INTERIOR REMODELING**

**Impeccable Craftsmanship.
Attentive Service.**

**Beloved Built LLC- Where
average is NOT an option!**

520-222-7065 | www.belovedbuilt.com



FLOODED?
24/7 EMERGENCY SERVICES

(520) 314-4544

www.steamyconcepts.com

**FREE VISUAL
WATER & MOLD
DAMAGE
INSPECTION**



GOT MOLD?



**STEAMY
CONCEPTS**

Contents



Julie Nielson **26**
COVER STORY

PROFILES



12 Picture Rocks



16

Lore Denny



22

Matt Bowen

IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 12 Partner Spotlight:** Picture Rocks Cooling, Heating & Plumbing
- 16 Rising Star:** Lore Denny
- 22 Be Inspired:** Matt Bowen
- 26 Real Producer:** Julie Nielson
- 32 Top 150 Standings**

Note: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.

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





Dr. Rachel Novak
Owner & Chiropractor

Savings & care 24/7/365

Call, click or stop by today



Tom Tatro
Agent

4759 E Camp Lowell Dr
Tucson, AZ 85712

Bus: 520-323-2253

tomtatroinsurance.com



State Farm
Bloomington, IL



Clearly your Best Choice!

Tub & Shower Enclosures • Mirrors • Screens/Sunscreens & More!
Residential & Commercial • Glass & Screen Repair/Installation

Call us to retrofit a screen to your existing door, it's our specialty!

Columbus Glass & Screen, LLC

520-327-6009

1226 N. Columbus Blvd.

Serving Tucson & Southern Arizona



FREE ESTIMATES

10% MILITARY DISCOUNT

www.ColumbusGlassAndScreen.com • ROC 185813

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Delilah.Royce@RealProducersmag.com.

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ADU BUILDER

Tiny Homes of Tucson
(520) 585-6806

BUILDER

Meritage Homes Tucson
Jarrad Creagan
(520) 955-5647
www.meritagehomes.com/state/az/tucson

CARPET CLEANING & RESTORATION

Steamy Concepts LLC
(520) 903-1200
SteamyConcepts.com

CHIROPRACTOR

Inspired Life Mortgage
Rachel Novak D.C.
520-390-2966
inspiredlifechiropractic.com

CLEANING: RESIDENTIAL & COMMERCIAL

Time-Maid
(520) 999-0630
Time-Maid.com

CUSTOM BUILDER/REMODELER

Beloved Built LLC
(520) 222-7065
BelovedBuilt.com

FLOOR PLANS

Floor Plans First LLC
(520) 881-1500
FloorPlansFirst.com

GLASS, MIRRORS & WINDOWS

Columbus Glass & Screen
Bernie Hiither
(520) 327-6009
ColumbusGlassandScreen.com
Mold Testing and Remediation

HOME INSPECTION

Bill's Home Inspection Services
Ryan Bennett
(520) 625-2381
BillsHomeService.com

HouseMaster Home Inspection

Clark Rustand
(520) 531-1440
Tucson.Housemaster.com

Tanque Verde Home Inspections

Michael Soulliard
(520) 462-8844
tvhiaz.com

HOME WARRANTY

2-10 Home Warranty
(520) 444-2600
2-10.com

Old Republic Home Protection

Vicki Hart
(928) 706-7611
(800) 445-6999
orhp.com

HVAC & PLUMBING

Picture Rocks Cooling
Heating Plumbing
Ron Arenas
(520) 440-4069
picturerockscooling.com

HVAC SERVICES

Plunkett Home Services
Chris Plunkett
(520) 808-2743
Tmtucson.com

INSURANCE

Sharlene Tripp Insurance Agency, LLC
(520) 416-7970
Agents.Allstate.com/sharlene-tripp-tucson-az.html

State Farm

Tom Tatro
(520) 323-2253
TomTatroInsurance.com

INSURANCE AGENCY

Paul Barker Agency, Inc DBA American Family Insurance
(520) 625-2166
amfam.com/agents/arizona/green-valley/michael-barker

MOLD TESTING AND REMEDIATION

Steamy Concepts LLC
(520) 903-1200
SteamyConcepts.com

MORTGAGE

Altitude Home Loans
Judas Ramos NMLS# 958214
(520) 617-2259
altitudehomeloans.com

Rob Purvis VIP Mortgage

NMLS# 199836
(520) 979-1817
RobPurvis.VIPmtginc.com

MORTGAGE BROKER

Barrett Financial LLC
Zach Mooney NMLS# 378994
(520) 230-5599
ZachMooney.com

Inspired Life Mortgage

Jonathan Spurr NMLS# 304969
Owner and Responsible Individual (AZRI)
(520) 975-9965
inspiredlifemortgage.com

MORTGAGE LENDER

Idaho Central Credit Union
(509) 672-5100

MOVING & LIQUIDATION

Caring Transitions
Sherri Gillette
(520) 850-4111
CaringTransitionsTucson.com

MOVING - INT'L/LOCAL/ LONG DISTANCE

Mck Moving
(520) 989-4004
MckMoving.com

MOVING COMPANY

Clutch Moving Company
(520) 783-2635
clutchmovingcompany.com

PAINTING SERVICES

Piper Family Painting
(520) 302-4204
piperfamilypainting.com

PHOTOGRAPHY - PORTRAIT/ WEDDING/EVENTS

Photography by Jacquelynn
Jacquelynn Buck
(610) 662-1823
jacquelynnbuck.com

PHOTOGRAPHY- REAL ESTATE

Luxe Realty Photography
Casey James
(520) 258-8729
LuxeRealtyPhotography.com

Moxie Real Estate Media

Sterling Hall
(520) 539-5122
BookMoxieNow.com

PLUMBING SERVICES

Jobe & Sons Plumbing
Stephen Jobe
(520) 850-4552
jobeandsonsplumbing.com

POOL SERVICES

E-Konomy Pool Services & Supplies
(520) 325-6427
E-Konomy.com

PORTRAITS/PHOTOGRAPHY

Kristi Harris Photography
(979) 251-2279
www.kristiharrisphotography.com

PRINTING / PROMOTIONAL

DP Solutions, Inc
Micah Dray
(520) 393-3551
DiversifiedPrintSolutions.com

PROMOTIONAL PRODUCTS/ PRINTED APPAREL

Lady Baba Does Promo!
Jeff Saunders
(520) 419-5882
LadyBabadoesPromo.com

RETIREMENT PLANNING

Stepping UP!
(520) 425-6052
SteppingUpUSA.com

ROOFING

B&M Roofing
Brent Hendricks
(520) 460-5331
bandmroofing.com

Golden Roofing AZ

(520) 285-6262
www.goldenroofingaz.com

ROOFING SERVICES

Copper Ridge Roofing LLC
(520) 337-7500
copperridgeroofingaz.com

STAGING

Desert Sky Design
Julie Lee
(520) 349-4417
desertskydesignaz.com

TITLE COMPANY

Stewart Title & Trust of Tucson, Inc
(520) 327-7373
Stewart.com/Tucson

BUNDLE & SAVE

Want to save more? Bundle your Home, Auto and Umbrella policies with us.*

Reach out to get a quote and start saving!



Paul Barker, Agent
Paul Barker Agency Inc
8275 N Silverbell Rd Ste 109
Tucson, AZ 85743
(520) 625-2166
paulbarkeragency@amfam.com

Call or scan to get your personalized quote today.



*Discount and savings amounts and product eligibility will vary by state, property type, policy form and company. Discounts may not apply to a policy or certain coverages on your policies. Some restrictions may apply.

American Family Mutual Insurance Company, S.I. & its Operating Companies, 6000 American Parkway, Madison, WI 53783
©2025 23309 - 2/25 - 27124754

Bringing New Color to the Old West

Piper Family Painting

520-302-4204

- Interior & Exterior Painting
- Cabinet Refinishing
- Stucco Maintenance
- Concrete, Pool Deck, & Roof Coatings
- Color Consultation
- Commercial & Residential Projects

Schedule Your Free Estimate!

ROC #344885 Licensed, Bonded & Insured

Meet The Team



Delilah Royce
Publisher



Allie Byard
Ad & Content Manager



Danielle Bower
Editor



Ashley Byard
Marketing and Agent Specialist



Jacquelynn Buck
Photographer



Casey James
Photographer



Kristi Harris
Photographer



Elizabeth McCabe
Writer



Jessica Weller
Writer



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



Tanque Verde
Home Inspections



Convenient scheduling
**online, phone,
or email**

- ✓ Solar inspections
- ✓ Sewer scopes
- ✓ Mold testing
- ✓ Termite inspections
- ✓ Pool & spa inspections
- ✓ Radon Testing
- ✓ HUD Certifications
- ✓ Infrared Scans

✉ info@tvhiaz.com ☎ 520-462-8844 🌐 www.tvhiaz.com



TIME FOR A TOUCH OF CLASS

Real Estate Media Crafted with Intention & Delivered with Excellence

Luxe provides luxury media made to attract buyers, maximize your profits, and strengthen your brand.

BOOK ON THE GO!
Download our Mobile App

- Mobile Orders
- Pay Invoices
- Download Content
- Share to Social Media





"Protecting What's Important"



Reroofs • Coatings • Repairs
copperridgeroofingaz.com
Free Inspections!

CALL US TODAY! 520-337-7500
TEXT AT 520-337-7555



When in doubt, Clutch it out!

Delivering a Fun & Premier Moving Experience When Needed Most.



Raymond Santiago

General Manager
520-462-7898
520-448-2334 ext: 117
sales@clutchmovingcompany.com

- Residential Moving
- Local Moving
- Commercial Moving
- Packing Services
- White Glove Delivery
- Staging Services
- Receiving/FFE Installation
- Senior Moving
- Storage
- Nationwide Moving

DISCOVER HIDDEN VALUE!

When Buying, Selling, or Leasing

Don't Leave Money on the Table!®

Get a floor plan and verify the square footage of your building.™



Floor Plans First!

see the floor plan first™

Residential • Commercial

Call 877-887-1500

www.FloorPlansFirst.com

E-KONOMY POOL SERVICE & SUPPLIES
Service Beyond Your Expectations

- Cordless & easy to use
- Smart full-pool coverage
- Strong suction power
- Cleans floors & walls
- Long-lasting battery

OVER 65 YEARS IN TUCSON

AIPER | World's **NO.1** Smart Robotic Pool Cleaner

KRISTI HARRIS PHOTOGRAPHY

branding
headshots
family
events

Voted Tucson's Top 10 family photographer

contact:
kristiharrisphotography@gmail.com

check out my work
instagram
@kristiharris_photography



www.kristiharrisphotography.com

PICTURE



ROCKS

**COOLING,
HEATING &
PLUMBING**

WRITTEN BY JESSICA WELLAR
PHOTOGRAPHY BY CASEY JAMES

HONEST, LOCAL, AND FAMILY-OWNED HVAC

“For fun, I host a podcast called Southwest Flavor every Tuesday and Thursday at 9 a.m.,” Ron Arenas begins. “I’ve been doing that for the last year and a half, and I did a radio show before that. I interview people of the Southwest: pastors, coaches, business leaders, etc. I have met so many cool and interesting people that turn out to be friends and neighbors.”

If the owner’s voice of Picture Rocks Cooling, Heating & Plumbing sounds familiar, his podcast could be your first clue. That same friendly voice—approachable and rooted in community—is the foundation of a business Ron has spent more than two decades building in Tucson.

Proud Local

Ron and his wife Janay, are both Tucson natives, raising their family in the same community they now

serve through their business. That local connection has shaped not only how they operate, but why they do what they do.

Ron entered the HVAC and plumbing industry in 1999, working for a couple of small contractors before deciding to take a leap of his own. By 2001, he had officially launched Picture Rocks Cooling, Heating & Plumbing, a decision that would grow into a



Ron with his sons Abel and Luke and dog, Loki

25-year legacy serving the greater Tucson area.

Today, the company is a full-service contractor handling everything from residential repairs to large-scale commercial projects, including hospitals, schools, churches, and custom homes. At its core, however, the business has always remained grounded in something simple.

“Our commitment is to serve the community with honest solutions,” Ron emphasizes.

That mission has carried through every stage of growth, allowing the company to expand while maintaining the same reputation it was built on.

Passing The Torch

What makes Picture Rocks especially unique today is the evolution of its leadership. While Ron and Janay still play an active role in the business, the next generation has stepped in to carry it forward.

“My son Abel is the general manager who runs the daily operations now, and my other son Luke is our project manager,” Ron says with a touch of pride.

That transition has allowed the company to continue growing while introducing new systems and efficiencies that keep it competitive in a rapidly evolving industry. As Ron jokes, they’ve gone from “old school to new school.”

Abel has implemented a slew of updated technology and procedures that have streamlined the business while still preserving its core values. At the same time, the company has maintained its identity as a family-run operation, with 15 to 20 employees depending on the season and a culture that prioritizes trust and accountability.

“We’re honest, family-owned and local,” Ron points out. “We are not owned by private equity, and we don’t have investors to answer to.”

That independence allows Ron’s team to focus on what matters most—the customer experience—rather than outside pressures or bottom-line shortcuts.

A Reliable Partner

For REALTORS®, that consistency and long-standing presence in

the Tucson market can make a meaningful difference when it comes to recommending service providers.

With 25 years in business and deep roots in the area, Picture Rocks has built a reputation for reliability across both residential and commercial work. Whether it’s a last-minute repair before closing or a larger project tied to a remodel or new build, the team is equipped to handle a wide range of needs.

“We are also very involved in this community, we have a long history in this community, and have plans for a long future in this community,” Ron emphasizes.

That local involvement extends beyond business. The company regularly partners with Interfaith Community Services, volunteering monthly for food giveaways, and stays active through the Chamber of Commerce.

From a service standpoint, their approach is friendly but straightforward—be available, be honest, and follow through. With a 4.9-star Google rating and a team that prioritizes communication, clients and agents alike know what to expect.

“Customer service and the customer experience will stand out to a person for a long time,” Ron notes.

That guiding principle has helped the company earn industry recognition as well, including being named Goodman Dealer of the Year regionally in 2020 and runner-up for National Comfort Institute Contractor of the Year in 2024.

Family, Fun, And The Future

Outside of contracting, Ron’s life revolves around his loved ones, his



Owner Ron Arenas with his dog, Loki

CONTACT US!

To learn more about Picture Rocks Cooling, Heating & Plumbing or schedule service, visit picturerockscooling.com or call 520-492-0748.

“Our commitment is to serve the community with honest solutions.”

beloved Tucson community, and a handful of passions that keep him moving. He and Janay have been married for 34 years and have built both a family and a business together, now working alongside two of their three sons, while their oldest son, Alex, remains an important part of their lives.

In his off hours, Ron stays active through cycling and regularly

participates in races, including the annual Tour de Tucson. In addition to his weekly podcast, he also spends time teaching a monthly “Smoking 101” class at AZ Grill and Hearth, sharing his knowledge while connecting with other locals.

Looking ahead, Ron remains optimistic about both the business and the industry as a whole, while marveling at the advances in technology he has seen over the last 25+ years. “When I first started in this business, the AC units were so simple! And now they’re little computers integrated and communicating with each other, it’s incredible,” he reflects.

As the company continues to actively grow, the focus remains on bringing in the right people and maintaining the culture that has sustained it for more than two decades. “We’re always looking to hire good, qualified people, of course,” Ron elaborates, “But the main thing we look at is a person’s character; we can always teach someone to turn a wrench.”

With his son now leading daily operations, Ron is also beginning to shift his focus slightly these days. “I’m just happy that Abel is willing to take a lot of the load off,” he concludes with a grin. “I can travel a little bit more and enjoy life more knowing the company is in good hands.”

HouseMaster
Home Inspections. Done Right. Guaranteed.™



Clark Rustand
Owner,
Tucson AZ

HOUSEMASTER BENEFITS

- + Same-day Electronic Reports
- + Buyer Benefits Program
- + Limited Repair Reimbursement Guarantee*
- + Other services include
 - Radon Testing
 - Water Testing
 - Pool Inspections
 - Lead Paint Testing
 - Commercial
 - And More...
- + HouseMaster Cloud® - Free Web App
- + HouseMaster Connects™

CONTACT US TODAY!

520-531-1440 | housemaster.com/tucson
clark.rustand@housemaster.com

HouseMaster® is a registered trademark of HM Services, LLC. Each HouseMaster franchise is an independently owned and operated business. *Not all services available in all areas. Terms and Conditions apply

PICTURE ROCKS
COOLING > HEATING > PLUMBING



FOR ALL YOUR HVAC NEEDS!

- Air Conditioning Installation, Maintenance, Repair
- Heat Pump Installation, Maintenance, Repair
- Mini Spilt Systems
- Ventilation & Indoor Air Quality
- Aero Duct Sealing
- Duct & dryer vent cleaning
- ROC #'s: #208709 | #293702

Check our website for special discounts:
PictureRocksCooling.com

520-492-0748



B&M ROOFING

The Leaders in Quality Roofing.

We are a Licensed, Bonded and Insured Full Service Roofing Company



REPAIRS AND MAINTENANCE
TEAR OFF AND RE-ROOF
BUILT UP | TILE | SHINGLE | METAL
FAMILY OWNED AND OPERATED

520-460-5331 • Contact@bandmroofing.com • bandmroofing.com • facebook.com/bandmroofs

PHOTOGRAPHY BY KRISTI HARRIS
WRITTEN BY JESSICA WELLAR

Lore Denny

ENJOYING THE COMEBACK

“Last year, I had a client who was the CEO of a globally known company,” Lore Denny recounts. “He interviewed me very thoroughly on my market knowledge and on any and every contract he might encounter.”

“Apparently, I answered his questions to his satisfaction,” she continues. “He announced that he’d like to hire me, and he didn’t want to worry about anything from that point on. He put his complete trust in me with his investment, which was an incredible compliment and a relief to close!”

That win says a lot about how Lore shows up as a REALTOR®—prepared, confident, and deeply knowledgeable. Now with Long Realty in Tucson, she’s quickly gaining momentum in the market, bringing a rare blend of experience shaped by entrepreneurship, investment, and years of learning the business from every angle before stepping fully into the mix last year.

Full Circle Moment

Lore’s real estate career actually started more than two decades ago. A Tucson native, she attended Pima College and the University of Arizona where she studied hospitality before continuing her education through Cornell University in real estate law.

She first became licensed in 2002 and joined Long Realty, drawn to the industry early. But life soon took her in a different direction.

“My husband began his baseball career right after we got married, so we were moving all over the place,” she recalls. “But we returned to Tucson in the off-season.”

During those years, Lore built a life centered around family, raising her children while continuing to work and grow behind the scenes. Eventually, the family returned to Arizona, where she developed a real estate investment and management business, quietly building the skills that would later define her career.

“When I realized I was about to become an empty-nester, I decided that I wanted

to keep myself even busier so I wouldn’t get depressed,” she recalls. “I went all-in on my career comeback in early 2025 to do for others what I had become great at doing for my businesses and my family.”

Experience You Can’t Teach

What makes Lore’s return to real estate so compelling isn’t just the timing; it’s everything she built in the years leading up to it. From launching and scaling multiple businesses to managing investment properties and short-term rentals across markets, she developed a strong foundation in business development, strategy, and execution. One of Lore’s most significant business accomplishments came early on, when she and her husband built a large public sports training facility in Florida that eventually grew to franchise status before being sold.

“I didn’t realize it then, but I had created an ecosystem in which I was able to learn business administration and development in every aspect,” she points out, “from finance, to acquisition, to manufacturing, to construction, to HR, to contracts, marketing, etc.”

Alongside that hands-on experience, Lore continued investing in her education by taking classes on a wide range of topics. That combination of practical and academic knowledge now gives her clients a distinct advantage, as well as her relentless hustle. That work ethic traces back to her athletic background, where resilience became a defining trait after a career-ending basketball injury. It’s a philosophy that still shows up in how she approaches both business and life today.

“If you’re scared of it, do it!” she declares. “Facing fears is an important part of personal growth.”

Alongside continued growth, Lore’s motivation has also been shaped by her father, whose pride in her accomplishments left a lasting impact. After his passing in 2024, that encouragement continues to fuel her drive on all levels.

“My dad was an incredibly accomplished and intelligent person,”



“**I went all-in on my career comeback in early 2025 to do for others what I had become great at doing for my businesses and my family.**”

she reflects. “When he told me that he was proud of me for building a strong real estate business and portfolio, and for my business accomplishments, it meant a great deal to me.”

Strategic Advantage

Today, Lore’s business stands apart because she approaches real estate through a different lens, one shaped by investment experience, negotiation expertise, and a deep understanding of how deals truly work. Having built and managed her own portfolio, she knows firsthand how to evaluate opportunities, navigate challenges, and think long-term.

“Due to my business background, I can relate to entrepreneurial, executive and investor clients that have had similar

experiences,” she explains. “It really helps in a real estate transaction to have that familiarity and knowledge.”

Her philosophy is equally straightforward and effective. Rather than overanalyzing every decision, Lore leans into action and adaptability.

That mindset, paired with her communication style and attention to detail, has already helped her build trust quickly with clients, whether they’re first-time buyers or seasoned investors. In her “comeback” year, Lore closed over \$9.6 million in sales volume in 2025.

What Matters Most

Outside the workday, Lore’s life remains deeply rooted in her family and

continued growth. She and her husband, John, have been married for 23 years, and together they’ve built several successful ventures. They have also built a strong foundation for their two children, Kyrie and Cole, both hard-working college athletes who Lore is very proud of for their kindness, strong character, and determination.

Her husband’s influence continues to shape how she shows up to this day: “John is the hardest-working person I know and he supports my working hard as well,” Lore offers. “He inspires me to live that way, too.”

Lore also finds meaning in activities in Tucson that she grew up enjoying, whether it’s spending time with her mother, with whom she is very close, enjoying nature at iconic Tucson landmarks like Tohono Chul Park, or honing a skill she’s carried with her since childhood.

“I’m a pretty good marksman, thanks to my dad,” Lore shares. “He grew up in the old west, at a time when his dad took him to the sheriff at age 12 to state that he was ready for a driver license, then immediately received one on a slip of paper! He taught me to shoot when I was about 12, in case I needed to hunt or protect myself.”

A lifelong learner, Lore continues to invest time in expanding her knowledge through podcasts, financial research, and ongoing education as well.

Eyeing her future, Lore is focused on continuing to build her business while expanding into new areas of expertise and creating opportunities to give back, particularly through a developing charitable initiative with her daughter that is aimed at supporting young athletes.

“I just dive in and do things; I try not to worry too much about how,” she concludes. “If something needs to get done, done is better than perfect.”



Caring Transitions.
 • Senior Relocation • Downsizing • Estate Sales •

Day One Living
 Embracing new beginnings with confidence.

Our senior transitions specialists take care of it all

- | | |
|-------------------|-----------------|
| Senior Relocation | Estate Sales |
| Packing | Online Auctions |
| Move Management | Home Clean-Outs |
| Resettling | and MORE |
| Downsizing | |

Caring Transitions of Southern Arizona
 caringtransitionstucson.com | 520-850-4111

2024 Caring Transitions. All Rights Reserved. Each office is independently owned and operated. Services & prices may vary.

Home Inspection • Termite Inspection



Desert-proof your home
 with an inspection built for Southern Arizona living.

BILL'S HOME
 INSPECTION SERVICES
 (520) 532-4796
 BillsHomeInspection.com

Family-owned & community trusted since 1964.
 PMD Lic. #4320

PLUNKETT
 HOME SERVICES

HVAC and
 Water Softening



callplunkett.com
 520-808-2743

LET US HELP TRANSFORM YOUR
REAL ESTATE MARKETING
 WITH CUSTOM PRINT SOLUTIONS!

FLYERS
photo prints direct mail
brochures promotional products
 DOOR HANGERS **POSTCARDS**
 Business Cards *notepads*
SIGNAGE pocket folders
 and much more...



520-393-3551 | www.DiversifiedPrintSolutions.com

Stepping Up!™
 Not your standard team.
 A true Professional Partnership.

Purpose-built for retiring agents and their clients.
 Stay connected.
 Keep earning.

Your Retirement business is important to us.
 Scan to see how we do it.

**Stepping Up! -
 Systems Built for Transitions**

Let's start the conversation. No pressure, just possibilities
Tom Ebenhack | (520)425.6052
 www.SteppingUpUSA.com
 A Professional Partnership for Retiring Agents

QUALITY MOVERS YOU CAN TRUST EVERY TIME!

McK Moving
 Family Owned and Operated
 520-989-4004
 www.mckmoving.com

We Sell / Rent Moving Supplies

ARIZONA
 THE GRAND SLEEPY FLATS

SPECIALIZING IN INTERSTATE MOVES

MO AZ
 Family Owned and Operated
 520-989-4004 | www.mckmoving.com | tucsonmovers@mckmoving.com



Jonathan W. Spurr
 NMLS 304969 | MLO/Owner

Affordable Home Financing Starts Here!
 EXPERIENCE. TRUST. RESULTS



Check Out This Testimonial:

“Jon Spurr is a seasoned professional that gets clients through the lending process on time. Jon has the right expertise and has helped our clients who needed to work on qualifying as well as has assisted VA buyers who had been turned away by other lenders. Inspired Life Mortgage is a local business with a great reputation. Our clients love working with Jon and consistently thank us for connecting them. We highly recommend Jon Spurr and Inspired Life Mortgage!”
-Sandra Johnson Indie Realty

CONTACT US!
 CALL: (520) 247-3610
WWW.INSPIREDLIFEMORTGAGE.COM



Other conditions and restrictions may apply. Rates, terms, and programs subject to change without notice. Company NMLS 1864389, Jonathan W. Spurr NMLS 304969, Arizona RI AZ MB 1002250, AZ LO 0848310, CO LO 100512282, Washington Designated Broker MB 1864389, WA LO 304969 Equal Housing Lender 1851 N Wilmot Rd Suite 3A Tucson AZ 85712



Matt BOWEN

PHOTOGRAPHY BY CASEY JAMES
WRITTEN BY BETH MCCABE

DEDICATED
AGENT.
DEVOTED
DAD

The underhook takedown. That was the jiu-jitsu move that de-escalated an incident that occurred in Matt Bowen's son's fourth-grade class. When he saw another student attacking his friend, he didn't cower. He intervened calmly and confidently, drawing on his jiu-jitsu training before getting a teacher involved.

Matt, who has a brown belt in jiu jitsu, couldn't have been prouder when the teacher shared how his son stepped in. "His leadership skills really came out," his teacher told him.

"That's what we taught him," Matt shares. "Confidence. Do the right thing. No one is going to do it for you."

Operating with integrity and doing the right thing is exactly how Matt shows up as a father, a business owner, and a trusted real estate professional with Embarc Realty.

Humble Beginnings: Grit and Gratitude

Prior to real estate, Matt grew up in South Carolina,

raised by a single mother alongside his siblings, in a modest home above a horse barn. "It was a 10-stall barn with a three-bedroom apartment on top," he recalls. "We were the 'Barn Kids.'"

There were no shortcuts. Days were spent feeding horses, mucking stalls, and walking dirt roads to catch the school bus. It wasn't always easy, but it built something in him. Grit. Gratitude. A solid work ethic.

"I wasn't a confident kid," he admits. "But it taught me to appreciate everything I've earned."

When I first saved up enough money to get a two-door Honda Accord, I was so proud of it." He would wash it at the end of the day, put a car cover on it, and was so thankful for his first car. "I don't drive flashy cars today," reflects Matt. Now all his vehicles have over 150,000 miles on them. "Growing up at the poverty level taught me modesty in everything.

"Everything I have, I worked for. And my kids will too."

That's how Matt built his business from the ground up. After working in a time-consuming job for over a decade, his life was transformed with the birth of his first son at the age of 36, prompting a career change.

"My priorities had to change in order to see him grow up." The long hours and being gone most of the day weren't going to work. He wanted to be present. He also wanted to find a job where he could make his own schedule. "I wanted to see a direct result from the energy I put into my job," he says.

Real estate was his answer. He got his license in 2018 and has been climbing in residential real estate ever since.

Hard Work Pays Off

"Clients aren't going to fall into your lap," notes Matt. "You have to take the initiative to produce results." That's exactly what he does.

"You have to trust your ability to calm people through flare-ups," he says. After all, a real estate purchase can be a very emotional time.



“

GROWING UP AT THE POVERTY LEVEL TAUGHT ME MODESTY IN EVERYTHING. **EVERYTHING I HAVE, I WORKED FOR. AND MY KIDS WILL TOO.”**

“You’re a life counselor, a financial counselor, a money manager, a mental health counselor, and a real estate professional.” It’s no wonder that Matt becomes friends with 99 percent of his clients. “I have a past client who operates a fishing boat in Alaska. He regularly sends me boxes of his salmon catches,” he smiles. It’s the little things in life, like fresh fish, that he is thankful for from a grateful client.

Balancing It All

When Matt isn’t working, he loves spending time with his two sons, ages 10 and 7. He sets rules to protect his time with his boys. “I will not do anything after 7 p.m. or before 9 a.m.,” he says. Time management is essential. “You have to manage your time, or you will burn out.”

A devoted Dad, Matt enjoys going to his sons’ soccer games and cheering them on at jiu-jitsu. Seeing them win gold medals after months and months of practice at their jiu-jitsu tournaments is nothing short of priceless. “My two boys are everything I could hope for them to be,” he smiles.



Matt also enjoys jiu-jitsu, which is a huge part of his life. “If you are stressed out about something, it all evaporates when you step on the mat, and another person is trying to put you to sleep. You think of nothing else at that moment,” he laughs. It’s exhausting yet invigorating.

He’s also a self-described weather nerd and enjoys time with Mary, his girlfriend of 3 years. “I love seeing her do little things for the boys,” he says. “Holidays are more fun.” Christmases are full of magic and memories now, thanks to her thoughtfulness. “I’m truly blessed to have her in our lives.”

What’s Next?

“I am comfortable where I am,” says Matt, while

reflecting on his business. When he was first licensed, he spent hours and hours on real estate. But the production couldn’t continue at that intensity. His business is still growing with 15-20 percent each year with repeat and referral clients. It’s his happy place.

“Family is more important than working,” he says. “Kids are only little once,” he says.

Whether he’s guiding a client through one of life’s biggest decisions or cheering from the sidelines at a jiu-jitsu match, Matt shows up the same way every time: grounded, present, and committed to doing the right thing. And in a world that often moves too fast, that steady, values-driven approach is exactly what sets him apart. ▾



Lane and Tanner Bowen, 1st and 2nd place Phoenix NAGA Jiu-Jitsu Tournament July 2024.

Julie

Nielson

“WHAT DID I GET MYSELF INTO?”

Standing over a septic hole in a maternity dress, Julie Nielson was pregnant and suffering from morning sickness. “It was all day sickness,” she clarifies. No one even knew that she was pregnant. She put on a brave face with vendors, sellers, buyers, the seller’s agent, all while smelling noxious fumes.

“It was my first sale after not selling anything, thankfully it all ended up working out,” she smiles. Now the buyers love their new house.

Tackling challenges is nothing new for Julie, who has years of experience in the hospitality industry in New York City. She knows how to expect the unexpected, solve problems that pop up without notice, and still keep guests smiling.

However, things shifted with the global pandemic. “When COVID shut the industry down, I found myself at a crossroads,” she says. That was a good thing.

“COVID ended up being a blessing for me,” she reflects. “All of a sudden, I had all the time that I hadn’t had for awhile.” She asked herself soul-searching questions: What do I want to do? What am I suited for? What are my non-negotiables?

“I worked with a business coach to figure out my next chapter, and real estate felt like the right fit. Once I made the decision, I dove in and never looked

back.” Julie no longer had to manage events remotely or travel across the country. After taking 6 months to close her first house, things snowballed. “I just really enjoyed it and being involved locally,” she says.

She understands how emotional real estate transactions can get. “People are either really happy or going through something really hard,” she explains. “Death, divorce, estate sales, or the excitement of a dream home. You’re walking with people through all of it.” The skills learned from her event days, orchestrating bar mitzvahs and weddings, serve her well today.

The Workhorse Phase

Julie doesn’t sugarcoat what it took to build her business. “I worked hard,” she says. “Those first five years? They’re not fun. You grind.”

And grind she did. “I held 100 open houses while pregnant with a baby,” she says. “You just keep going.”

That work ethic paid off. Today, she collaborates closely with Russell and Christine Long, highly respected names in the Tucson real estate space, expanding both her reach and price point.

Balance Is the Dream

A self-described workhorse, Julie knows how to soar in real estate. “I work all the time,” she jokes. “My focus now is all about balance.”

Not the kind of balance that looks perfect on paper. The real kind.

DRIVEN.
DEDICATED.
DESTINED
FOR
SUCCESS.

“Balance is the sense of daily existence,” she says. “Not everything is positive, and that’s okay. Feeling fear or stress or frustration? That’s part of life. You just move through it.” She’s learned to stop labeling everything as ‘good’ or ‘bad.’ “It’s just life. The ebb and flow.”

And practically? That means something very specific. “Making sure I have time with my kids. Time to run. Time to hike. Time to throw a ball with the dog. Work is there so you can live, not the other way around,” she says with conviction. Her goals have even shifted. “I’d rather sell enough to go hiking and take my kids to the zoo than just chase numbers.”

At home in Tucson, Julie and her husband, Scott, are raising their two children, a 7-year-old daughter and a 5-year-old son, in a lively, sports-filled household. “Scott loves softball,” she laughs. “It’s his thing.” Hers? “I tolerate it,” she jokes.

WRITTEN BY
ELIZABETH MCCABE
PHOTOGRAPHY BY
JACQUELYNN BUCK





Julie with her husband and kids

When she's not working, you'll likely find her outdoors hiking Sabino Canyon or simply being present at home. "I'm in a season of 'no' right now," she says. "Because I have to be. There's only so much room." As she says, "Balance is the dream."

"I have yet to take a vacation where I can totally tap out," she laughs. "At some point, if I can take a weeklong vacation and not have to send an email, that would be incredible."

Despite her busy schedule, Julie finds time to give back to the community. She's been on the Board of Goodwill for 3 years now. From youth programs to helping students get GEDs, it's a cause worth supporting. "There are stories of people who were homeless and addicted to drugs. Now they've been working at a Goodwill facility for 20 years," she shares. "Their impact is huge."

Strength You Don't Always See

Julie is open about the fact that her strength didn't come easily. "I've experienced a few smaller traumas over time," she shares. "They showed me you just keep going till you're on the other side."

No matter what, she keeps moving forward. "One foot in front of the other," she says. "Embrace fear just as you embrace joy." These days, Julie is learning something new, something she didn't prioritize early on. "Go with the flow," she says. "Life changes. It goes up and down. You just move with it."

And maybe that's the real story here. Not just about success. But about evolution. From hustle to harmony.

And from standing over a septic hole, wondering what she got herself into...to building a life that she truly loves. ▀

“

BALANCE

is the sense of daily existence.

Not everything is positive, and that's okay. Feeling fear, stress, or frustration? That's part of life.

You just move through it.”



ICCU

Welcome home loans.

Whether building, buying, or moving up, ICCU has the **home loan** to fit your needs.

- ✓ Quick approvals and fast closings
- ✓ No-fee and low-cost loan options
- ✓ Exclusive programs for first-time homebuyers
- ✓ FHA, VA, and Rural Housing loans available
- ✓ Financing for construction, land, and lots

iccu.com

Equal Housing Lender.

IS IT TIME FOR A FABULOUS FAMILY PHOTO SESSION?

photographybyjacquelynn.com
610-662-1823
info@photographybyjacquelynn.com

A Spot-on Strategy That **Helps You Stand Out**

In a competitive market, you can't afford to blend in. You need every advantage and a competitive edge. When you partner with Stewart, you get that! Our marketing resources, expert title and escrow professionals, training and tools are all available to help you strategically grow your business.

DON'T WAIT TO STAND OUT FROM THE COMPETITION
CONTACT YOUR EXPERT TUCSON TEAM

Stewart Title
3939 E. Broadway Blvd
Tucson, AZ 85711
520.327.7373
stewart.com/tucson

© 2024 Stewart. All rights reserved.

**FASTER QUOTES.
CLEAR COVERAGE.
SMOOTHER CLOSINGS.**

HELPING TUCSON REALTORS KEEP EVERY TRANSACTION ON TRACK

STIA
SHARLIENE TRIPP INSURANCE AGENCY

24-HOUR QUOTE GUARANTEE
520.416.7970

SHARLIENE TRIPP INSURANCE AGENCY
2860 W. INA RD SUITE 104 TUCSON, AZ 85741
STRIPPI@ALLSTATE.COM

SEND US YOUR NEXT DEAL

Make **YOUR BRAND** the **FAVORITE** freebie.

2021 2022 2023 2024 2025

At Lady Baba Does Promo, we specialize in creating high-quality, customized **promotional products & printing** that Make Your Brand POP with your Clients. **Contact Us Today!**

520.419.5882
Jeff@LadyBabaDoesPromo.com
LadyBabaDoesPromo.com

LADY BABA DOES PROMO!

OLD REPUBLIC HOME PROTECTION

Spring into a Stronger Closing

Just like spring brings new beginnings, a home warranty helps create a smoother transition into homeownership. Offer your clients the coverage they need to help shield them from costly home system and appliance repairs.

Contact me today for details!

Vicki Hart
Senior Account Executive
T: 980.308.6461
C: 928.706.7611
VickiH@orhp.com
my.orhp.com/vickihart

People Helping People

This is a paid advertisement.

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- March 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
1	Lisa M Bayless (22524) of Long Realty (16717)	56.5	34,615,775	612,669
2	Michelle R Jessee (8424) of MTH Realty LLC (5383)	83	32,818,425	395,403
3	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	12	30,734,796	2,561,233
4	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	75.5	26,552,484	351,689
5	Kaukaha S Watanabe (22275) of Real Broker (52446)	65.5	22,070,765	336,958
6	Marsee Wilhems (16298) of eXp Realty (495201)	60	21,399,135	356,652
7	Angela Marie Kuzma (28301) of Keller Williams Integrity First (333802) and 1 prior office	55	20,012,095	363,856
8	McKenna St. Onge (31758) of Gray St. Onge (52154)	9	17,588,500	1,954,278
9	Jameson Gray (14214) of Gray St. Onge (52154)	9	17,588,500	1,954,278
10	Helen W F Graham (55628) of Long Realty (16728)	21	15,114,000	719,714
11	Peter Deluca (9105) of Long Realty (52896)	17	14,551,207	855,953
12	Sandra M Northcutt (18950) of Long Realty (16727)	19	13,927,500	733,026
13	Suzanne Corona (11830) of Long Realty (16717)	12.5	12,752,910	1,020,233
14	Eliza Landon Dray (37458) of Long Realty (52896)	18	12,505,187	694,733
15	Martin Ryan (35633) of First United Realty, Inc (5764)	8.5	12,347,500	1,452,647
16	Nara Brown (13112) of Long Realty (16717)	19	12,099,982	636,841
17	Patty Howard (5346) of Long Realty (52896)	8.5	11,473,615	1,349,837
18	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	9	11,205,000	1,245,000
19	Danny A Roth (6204) of OMNI Homes International (5791)	23.5	10,704,719	455,520
20	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	28.5	10,229,160	358,918
21	Matthew F James (20088) of Long Realty (16706)	11	9,452,500	859,318
22	Anthony D Schaefer (31073) of Long Realty (52896)	14.5	8,919,997	615,172
23	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	24	8,869,400	369,558
24	Laurie Lundeen (1420134) of Embarc Realty (5387501)	24	8,805,300	366,888
25	Sherri Vis (54719) of Redfin (477801)	10.5	8,717,750	830,262
26	Russell P Long (1193) of Long Realty (52896)	12	8,411,450	700,954
27	Julie M Nielson (56950) of Long Realty (52896)	12	8,411,450	700,954
28	Denice Osbourne (10387) of Long Realty (52896)	14	8,407,242	600,517
29	Manuel Davila (21970) of Real Broker (52446)	24.5	8,245,405	336,547
30	Kyle Mokhtarian (17381) of Real Broker (5244603)	26	8,123,500	312,442

Your Listings Deserve
an Elite Loan Partner.

MEET ZACH MOONEY.

- »»» Fast Pre-approval
- »»» Weekend Coverage
- »»» Guaranteed Closings
- »»» Weekly Product Updates
- »»» Specialized Marketing Strategies
- »»» Lead Generation
- »»» Open House Support
- »»» Co-Branded Marketing
- »»» Listing Videos

 ZachMooney.com  520.230.5599



Zach Mooney | NMLS#378994 | Barrett Financial Group LLC | NMLS #181106 | 2701 East Insight Way, Suite 150, Chandler, AZ 85286 | AZ 0904774 | CO | FL MLD1880 | MT 181106 | NM | OR | TX view complaint policy at www.barrettfinancial.com/texas=complaint | WA MB-181106 | Equal Housing Opportunity |



Equal Housing Lender | This is not a commitment to lend. All loans are subject to credit approval.

nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/181106

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- March 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
31	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	15	7,937,500	529,167
32	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983)	12	7,694,100	641,175
33	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310)	4	7,593,605	1,898,401
34	Leslie Heros (17827) of Long Realty (16706)	9	7,555,000	839,444
35	Jose Campillo (32992) of Tierra Antigua Realty (2866)	28	7,462,750	266,527
36	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	9	7,461,400	829,044
37	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (70202)	10	7,407,000	740,700
38	Joshua Waggoner (14045) of Long Realty (16706)	8	7,301,500	912,688
39	Christina Esala (27596) of Real Broker (5244603)	28.5	6,985,820	245,116
40	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313)	19.5	6,720,575	344,645
41	Michele O'Brien (14021) of Long Realty (16717)	10	6,714,500	671,450
42	Paula J MacRae (11157) of OMNI Homes International (5791)	11.5	6,701,399	582,730
43	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	8	6,662,400	832,800
44	David J Masterson (142000790) of Tierra Antigua Realty (286610)	17	6,626,000	389,765
45	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	9.5	6,531,335	687,509
46	Laurie Hassey (11711) of Long Realty (16731)	11.5	6,502,997	565,478
47	John E Billings (17459) of Long Realty (16717)	11	6,460,400	587,309
48	Heather L Shallenberger (10179) of Long Realty (16717)	10	6,331,658	633,166
49	Brenda O'Brien (11918) of Long Realty (16717)	11	6,284,497	571,318
50	Anne Ranek (39879) of Tierra Antigua Realty (286606)	8.5	6,243,335	734,510
51	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	13.5	6,241,200	462,311
52	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	5	6,224,000	1,244,800
53	Michael Braxton (53095) of Long Realty (16717)	12	6,190,998	515,916
54	Calvin Case (13173) of OMNI Homes International (5791)	17.5	6,172,875	352,736
55	Erick Quintero (37533) of Tierra Antigua Realty (286606)	17	6,169,125	362,890
56	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	12	6,082,000	506,833
57	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	18.5	6,073,200	328,281
58	Debbie G Backus (6894) of Backus Realty and Development (2422)	8	6,039,590	754,949
59	Rob Lamb (1572) of Long Realty (52896)	7	5,925,000	846,429
60	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	8.5	5,905,300	694,741



YOUR BUYER DESERVES THE BEST MORTGAGE EXPERIENCE



Altitude Home Loans is 100% locally owned and operated. The mortgage process is completed in-house, from pre-qualification, to underwriting, and closing. It's time for you to work with an exceptional team and mortgage company voted best in Tucson!

Judas I Ramos
NMLS 958214
VP/SR. LOAN OFFICER



TUCSON'S BEST LOAN OFFICER '23-'25



LICENSED TO ORIGINATE IN ARIZONA, CALIFORNIA, COLORADO & TEXAS

520.617.2259

ramosgroup@AltitudeHomeLoans.com



NMLS 2359183 AZ BK 1007669 CA-D80958214 | Individual License CO 100536191 | Licensed by the California Department of Financial Protection and Innovation under license number 60DBO-138761. Loans made or arranged pursuant to a California Financing Law License. | Colorado Mortgage Company Registration | Texas SML Mortgage Banker Registration

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- March 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
61	Dianne Grobstein (29050) of Realty Executives Arizona Territory (4983)	5	5,890,500	1,178,100
62	Tim R Hagyard (32545) of Long Realty (52896)	10	5,856,000	585,600
63	Cindie Wolfe (14784) of Long Realty (16717)	9	5,848,500	649,833
64	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	5	5,821,000	1,164,200
65	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	16	5,736,690	358,543
66	Kathy D O'Brien (10820) of Sonoita Realty (2383)	5.5	5,731,822	1,042,150
67	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	10.5	5,653,437	538,423
68	Phil Le Peau (39491) of OMNI Homes International (5791)	6.5	5,641,500	867,923
69	Catherine Nichole Morency (61405) of Coldwell Banker Realty (70207)	13	5,608,620	431,432
70	Marnel L Martinez (39927) of Redfin (477801)	11	5,519,000	501,727
71	Ann Fraley (62295) of Long Realty (16728)	11	5,479,000	498,091
72	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	12	5,457,500	454,792
73	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	12	5,436,260	453,022
74	Jennifer R Bury (35650) of Jason Mitchell Real Estate (51974)	14.5	5,435,390	374,854
75	Tom Ebenhack (26304) of Long Realty (16706)	12.5	5,419,000	433,520
76	Rebecca Ann Crane (32933) of Real Broker (52446)	14	5,418,137	387,010
77	Laura Moreno (142000751) of RE/MAX Portfolio Homes (142000645)	30	5,386,594	179,553
78	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	9	5,355,216	595,024
79	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	11	5,344,000	485,818
80	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	9	5,335,583	592,843
81	Gina McMullen (642272) of Redfin (477801)	9.5	5,305,250	558,447
82	Lori C Mares (19448) of Long Realty (16719)	8	5,227,000	653,375
83	Ryan J Brown (33007) of Long Realty (16717)	7	5,086,000	726,571
84	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	11	5,025,900	456,900
85	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	4	5,006,000	1,251,500
86	Jen O'Brien (14140) of Russ Lyon Sotheby's International Realty (472203)	10	5,000,500	500,050
87	Jessica Sparks (39888) of Russ Lyon Sotheby's International Realty -472203	5	4,972,566	994,513
88	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	8.5	4,966,250	584,265
89	Waco Starr (52972) of Long Realty (16724)	10	4,920,990	492,099
90	Don H Vallee (13267) of 1912 Realty (418302)	7.5	4,837,181	644,957



JOIN AGENTS ROCK REWARDS

Meritage is turning it up a notch, with exclusive benefits designed to help grow your business. Inspired by real feedback from agent partners, our enhanced rewards program features three levels: Gold, Platinum and Diamond, with benefits at each tier to help you hit all the right notes with clients.

AGENTS ROCK REWARDS	GOLD Register	PLATINUM 1 Closing	DIAMOND 3 Closings
AGENTS ROCK REWARDS PORTAL	•	•	•
CONVENIENT LOCK BOX ACCESS	•	•	•
CONTENT SHARING	•	•	•
LOCAL PERKS	•	•	•
EDUCATIONAL OPPORTUNITIES AND MATERIALS	•	•	•
EXCLUSIVE EARLY ACCESS	•	•	•
ABILITY TO HOLD OPEN HOUSES		•	•
INVITE-ONLY INDUSTRY EVENTS		•	•
A PLACE IN THE AGENT FINDER			•
SELLER'S AGENT PARTNER FOR LISTINGS			•



Search through Meritage's entire inventory with enhanced search filters, view local perks, and more - all in one place.

Visit meritagehomes.com/agent-to-learn-more. ©2025 Meritage Homes Corporation. All rights reserved.

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- March 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	Kayla B Manley (32803) of Dove Mountain Realty, LLC (5156)	2	4,800,000	2,400,000
92	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	7	4,775,800	682,257
93	Cody Lopez (57614) of Long Realty (16727)	13	4,750,000	365,385
94	Hollis H Angus (58314) of Redfin (477801)	11	4,716,500	428,773
95	Tori Marshall (35657) of Coldwell Banker Realty (70207)	11	4,634,250	421,295
96	Scott E Bowers (29372) of Bowers Residential Real Estate (5251)	2	4,610,000	2,305,000
97	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	9	4,601,625	511,292
98	Lori L Skolnik PLLC (17106) of Realty Executives Arizona Territory (498306)	7.5	4,566,500	608,867
99	Tim S Harris (2378) of Long Realty (52896)	8	4,522,000	565,250
100	Paula Williams (10840) of Long Realty (16706)	8	4,475,000	559,375
101	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	7.5	4,469,500	595,933
102	Richard Jacome (37890) of eXp Realty (52964)	9.5	4,397,840	462,931
103	Jenna D Loving (18375) of Russ Lyon Sotheby's International Realty -472203	6	4,374,000	729,000
104	David A. Hazan (635127) of Long Realty (52896) and 1 prior office	8.5	4,365,500	513,588
105	Kristina Scott (37825) of Real Broker (5244603) and 1 prior office	12	4,339,500	361,625
106	Maria Powell (11568) of Engel & Volkers Tucson (5162001)	8.5	4,306,500	506,647
107	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	6	4,280,143	713,357
108	Jennifer Shuffelbottom (35120) of Long Realty (16717)	9	4,268,000	474,222
109	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	13	4,243,330	326,410
110	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	6	4,229,500	704,917
111	Steven McCay Williams (39333) of Realty Executives Arizona Territory -498310	3	4,193,605	1,397,868
112	Darlene Damiani (15536) of Tierra Antigua Realty (2866)	9	4,168,400	463,156
113	Stephanie M Urban (57953) of Long Realty (16724)	9.5	4,130,841	434,825
114	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	10	4,128,000	412,800
115	Francisco Martin Ruiz (142000931) of Coldwell Banker Realty (70204)	9	4,121,450	457,939
116	Victor J Cabibo (37834) of United Real Estate Specialists (5947)	8.5	4,115,200	484,141
117	Vanessa M Zuern (32642) of Coldwell Banker Realty (70202)	7.5	4,096,693	546,226
118	Jeffrey M Ell (19955) of Ambrell Realty (54699)	10	4,093,485	409,348
119	Tracy A Martin (54173) of Long Realty (16724)	15	4,093,000	272,867
120	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	9	4,092,890	454,766

Desert Sky Design is a full-service design firm specializing in interior design, customized renovations and home staging. Our design and styling team works collaboratively with clients to curate spaces with timeless style and functionality.



“ Julie Lee and her team at Desert Sky Design have been an absolute pleasure to work with on our luxury listings. Julie is consistently organized, prepared, and incredibly thoughtful in her approach. Every staging is installed on schedule and executed seamlessly, which makes a huge difference in keeping our listings on track. The furniture and styling are always upscale and perfectly aligned with the caliber of our listings. Julie’s staging truly elevates each property and helps it show at its absolute best. She is also a fantastic communicator who is proactive, responsive, and easy to work with from start to finish. We truly value our partnership with Desert Sky Design and highly recommend Julie and her team for luxury staging.

Gray St. Onge Real Estate
Jameson Gray & McKenna St. Onge

520-349-4417

FREE IN-HOME CONSULTATION

Julie@desertskydesignaz.com

@desertskydesign

desertskydesignaz.com

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- March 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
121	Kerry Kretchmer (58996) of Mainstay Brokerage LLC (53142)	14	4,084,800	291,771
122	Stephen Woodall (27353) of Long Realty (16717)	7.5	4,050,500	540,067
123	Jamie M Angeley (35605) of Realty Executives Arizona Territory (498306)	7	4,049,125	578,446
124	Brittany Palma (32760) of Tierra Antigua Realty (286617)	10.5	4,032,690	384,066
125	Jon Mandel (33200) of Long Realty (52896)	5.5	4,015,750	730,136
126	Jennifer N Micciche (35426) of Realty One Group Integrity (51535)	4	4,012,400	1,003,100
127	Debbie Wyrsh-Williams (1420125) of Coldwell Banker Realty (70204)	9	4,006,000	445,111
128	Sue Brooks (25916) of Long Realty (52896)	5	3,971,500	794,300
129	Tara L Finch (53921) of Haymore Real Estate, LLC (391901)	10	3,929,325	392,933
130	Melissa Coate (27827) of Realty Executives Arizona Territory (498306)	8	3,922,990	490,374
131	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	9	3,905,500	433,944
132	Michelle Marconi (26944) of eXp Realty (495201)	9	3,900,400	433,378
133	Julie Miller (13615) of Morado Canyon Realty (3905)	6	3,875,900	645,983
134	Alicia Marie Pastore (53392) of Real Broker (52446) and 1 prior office	9.5	3,866,000	406,947
135	Leta Jacquet (641489) of West USA Realty (248904)	7	3,864,000	552,000
136	Radek Pomykaj (35347) of Tierra Antigua Realty (286601)	4	3,854,000	963,500
137	Alison P Hurd (8440) of Hurd Homes (3906)	9	3,851,300	427,922
138	Mirna I Valdez (145067159) of Long Realty (52896) and 1 prior office	13	3,847,160	295,935
139	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498306)	11	3,842,500	349,318
140	Antonio Reyes Moreno (33276) of RE/MAX Portfolio Homes (142000645)	24.5	3,808,004	155,429
141	Bradley Wachs (27802) of Long Realty (16706)	6	3,804,000	634,000
142	Ana S Sanchez-Navarro (6147) of Tierra Antigua Realty (2866)	2	3,738,200	1,869,100
143	Gabriela Maria Seward (36218) of Long Realty (52896)	3.5	3,734,500	1,067,000
144	Gabriel Nevarez (30956) of Real Broker (5244603)	11.5	3,719,850	323,465
145	Haley Ann Robling (61217) of Realty Executives Arizona Territory (498304)	14	3,703,500	264,536
146	Marcos Felizardo Aguayo (56277) of Tierra Antigua Realty (286606)	6	3,661,400	610,233
147	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	8	3,641,400	455,175
148	Christopher L Craven (15778) of Realty Executives Arizona Territory -498306	10	3,628,107	362,811
149	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	3	3,620,000	1,206,667
150	Josh Berkley (29422) of Keller Williams Southern Arizona (478307)	9.5	3,603,350	379,300



Realtors: Earn a 2.5% Referral Fee

The City of Tucson's newly adopted Middle Housing rules and Pima County's long-awaited ADU program now allow property owners to create multiple housing units on a single residential lot in ways that were simply not possible before. These changes open the door to duplexes, triplexes, fourplexes, cottage-style clusters, and detached guest houses across a wide range of neighborhoods — creating new inventory, new buyer strategies, and new income potential for your clients.

For realtors, this partnership means:

New ways to create inventory from existing single-family properties. Higher value transactions by unlocking additional development potential. Stronger investment narratives for buyers, sellers, and long-term holders. A trusted local builder who can walk your client through feasibility, design, and construction.

If you represent buyers, sellers, investors, or homeowners who want to maximize property value under these new rules, we invite you to partner with us. Together, we can turn zoning changes into real housing solutions — and real opportunities.



Unlock New Inventory & New Income With Tucson's Middle Housing + Pima County's New ADU Program

The housing landscape in Southern Arizona has just changed — and with it, a major new opportunity for realtors.

Let's build the next chapter of Tucson housing, one property at a time.



WWW.TIMEMAID.COM | 520.999.0630

SPOTLESS HOMES SELL

Behind every great showing is a clean home. Realtors rely on Time Maid Cleaning to make listings shine — and their own homes sparkle, too.

Book Here!



Tucson's #1 Cleaning Service



ESTABLISHED 2008

Chiropractic

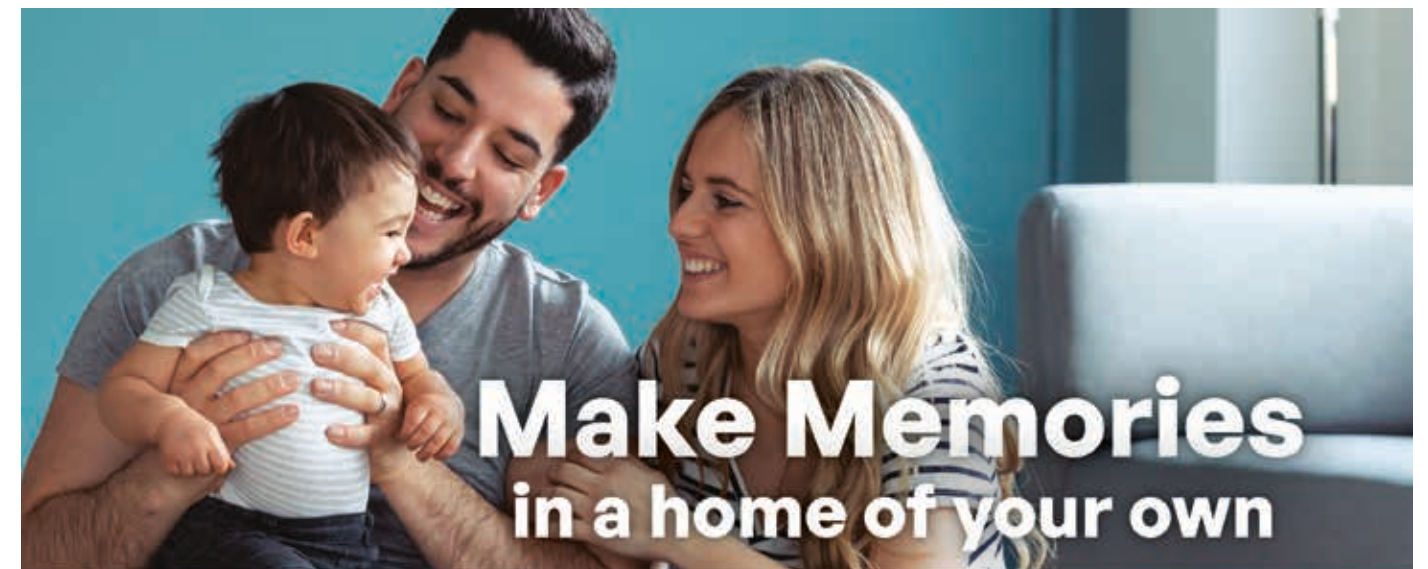


Dr. Rachel Novak
Owner & Chiropractor



Still in pain?

If your body hasn't responded to rest, injections, or therapy, it may be time for a different approach.



Make Memories in a home of your own

We provide responsible lending while helping people achieve their dream of homeownership



Rob Purvis
Sr. Loan Officer
NMLS 199836
520.979.1817
rpurvis@vipmtginc.com
robpurvis.vipmtginc.com



Resa Kaiser
Sr. Loan Officer
NMLS 202773
520.906.7173
resak@vipmtginc.com
resakaiser.vipmtginc.com



5401 N Oracle Rd, Tucson, AZ 85704 - V.I.P. Mortgage, Inc. does Business in Accordance with Federal Fair Lending Laws, NMLS ID 145502, AZ: Mortgage Banker License No. BK-0909074.


TUCSON ROOFING PREMIERE EXPERTS



Turning roofs
from old **to gold**

- TILE ROOFS
- SHINGLE ROOFS
- FLAT ROOFS
- ROOF REPAIRS
- FREE INSPECTIONS

Send your property address to
realtor@goldenroofingaz.com
and receive your inspection
report within 24 hours!

Call (520) 285-6262
goldenroofingaz.com
  [@goldenroofingaz](https://www.instagram.com/goldenroofingaz)

