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Top Standings

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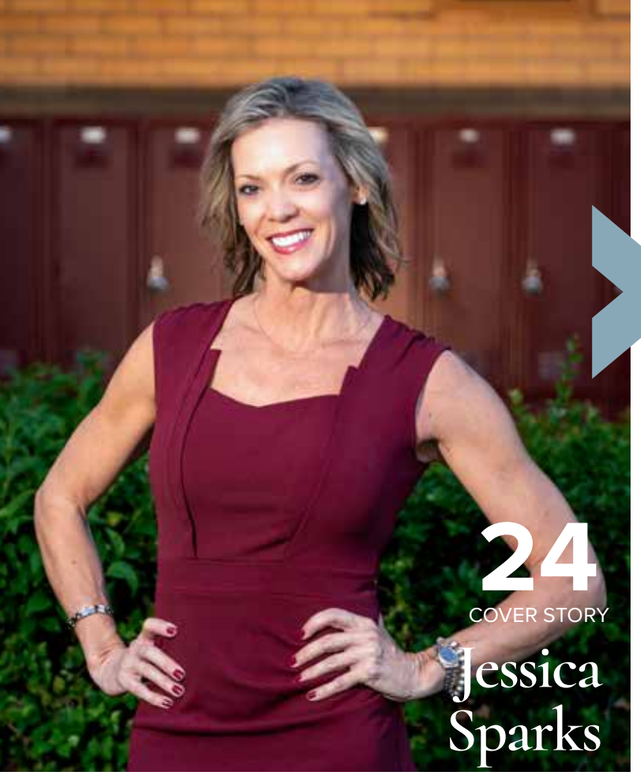


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GOT MOLD?



STEAMY CONCEPTS



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

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





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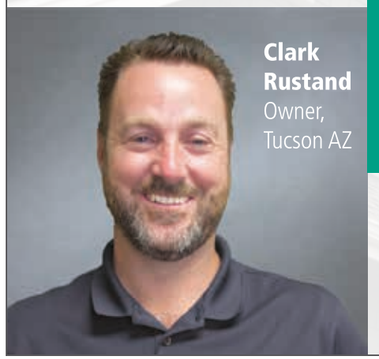
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Stepping Up!

HELPING REALTORS® MAKE THE TRANSITION WITH CONFIDENCE



Led by founder Tom Ebenhack, Stepping Up! brings together experienced real estate leaders, including Heather Shallenberger and Nancy Hennessey, to help REALTORS® transition out of day-to-day production while protecting their client relationships, income and legacy.

1. What do I want my real estate career to look like next year?

TOM: For most of our careers, we're taught to think about growth. More listings, more clients, more transactions. But at some point, success may mean something different. Maybe it's more travel, more time with family, fewer weekends, or simply not having to be available every time the phone rings. The good news is you don't have to choose between continuing at full speed and walking away from real estate. There's a middle ground. You can step back from day-to-day production while staying connected to the relationships you've built and continuing to benefit from them. The best time to start thinking about that transition is before you actually need to make it.

2. What do REALTORS® worry about most when they think about stepping back?

HEATHER: For most experienced REALTORS®, their first concern isn't really the transactions. It's their clients. They've spent years, sometimes decades, building relationships and earning people's trust. They don't want to simply hand those relationships to someone and hope for the best. That's why finding the right person or team to care for those clients is so important. It isn't just about whether someone can sell a house. It's about whether they will communicate, follow through and care for those people in a way that reflects well on the REALTORS® who spent years earning their trust. Stepping back becomes much easier when you know your clients will be well cared for.

3. What happens to the business and relationships I've spent all these years building?

NANCY: They shouldn't simply disappear when you decide you don't want to handle transactions anymore. You've spent years building a database of clients, friends, families and referral relationships. There's real value in those relationships, both personally and financially. With the right transition plan, those relationships can continue to be nurtured and served. When someone needs real estate help, there's a trusted agent ready to take care of them, and you can continue receiving income from the business you've built. You're stepping away from the work, not necessarily from the relationships or the income they can continue to produce.

4. What would you say to a REALTORS® who thinks, "This sounds interesting, but I'm not ready to retire"?

TOM: Good! That's exactly when we should talk. Stepping Up! isn't about choosing a retirement date. It's about creating a plan before you need one. You may want to keep working for another year, three years or longer. You may want to gradually reduce your workload rather than stop altogether.

Having a plan gives you choices. We can talk about what you've built, what you'd like your life and career to look like going forward, and how your clients and relationships could be cared for when you're ready to step back. There's no pressure to make a change. Let's simply sit down and explore what's possible.

As you begin thinking about your plans for next year, add this one question to the list: **"What do I actually want my real estate career to look like?"** If the answer includes more freedom, less day-to-day production, and continued connection and income from the relationships you've spent years building

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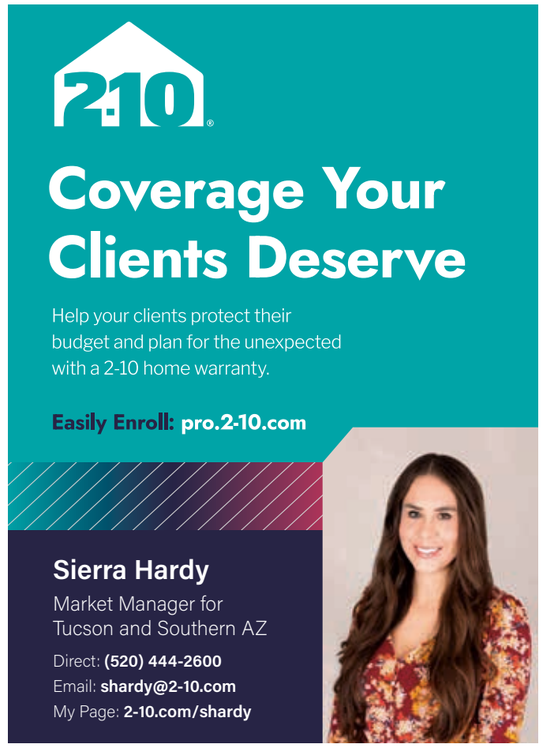
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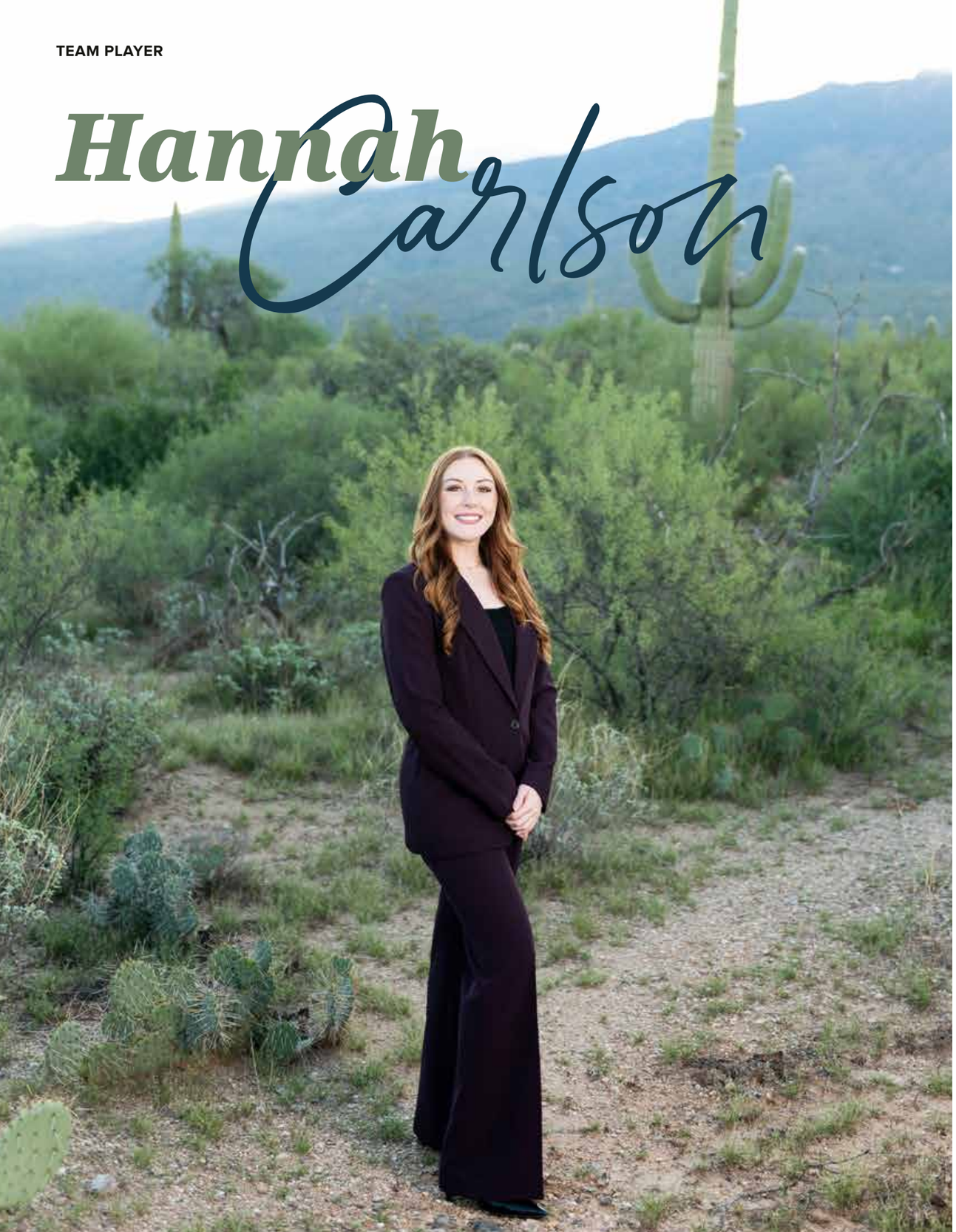
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Hannah Carlson



From Coffee to the Closing Table

PHOTOGRAPHY BY JACQUELYNN BUCK
WRITTEN BY ELIZABETH MCCABE

"Coffee can make or break someone's day," says Hannah Carlson, a former Starbucks barista.

Waking up at 3 a.m. six days a week, getting orders perfectly right, and catering to customers was no easy task as a shift supervisor. However, that job taught Hannah more than just about coffee. She learned more than she ever thought possible, especially through connecting with customers

"People feel so special when you remember their name and their order. That lights them up. Everyone wants to feel seen, and I brought that to real estate."

Hannah decided to shift to real estate when the economy changed. Waking up at 3 a.m. was also challenging (even when you have unlimited coffee!). Hannah knew it was time for a change.

"I've always wanted more and I knew that I was meant for more," she says. "Starbucks was not it. I've always been very outgoing. I can easily connect with people, and I had a lot of experience in customer service, so real estate sounded like a great idea."

Interestingly, making coffee and selling real estate had a lot of overlap. "I learned how to stay calm under pressure, solve problems quickly and always follow through," she says. "Clients need someone they can trust, communicate with, and rely on throughout the process." That's where Hannah shines.

Growing up in Brooklyn, New York, Hannah developed a strong constitution. Nothing fazes her. "I'm always telling clients, 'I'm going to fight for you.' I will literally fight to the death for my clients. I just want them to have a great experience." Her business partner, Diana Buljubašić, even calls her "Brooklyn" when she tackles obstacles in her path.

Seeing Potential

When it comes to moving, Hannah has been there. Many times.

"I've moved physical houses 10 times in my life," she candidly comments. "And I'm 30." If anyone knows how stressful moving can be, it's Hannah. "I like to take the stress away from people if I can. I've walked in their shoes."

She decided to get her license in March 2021 and is on the Wilhems Group with eXp Realty. Why real estate? "I have always been really good with people." In addition to being a people person, she also loves properties.

"I enjoy interior design and looking at houses. I think they are so beautiful." When she was little, her parents purchased a house that wasn't in the best condition. "I was a little girl and walked in. 'Mommy, this house is so beautiful.' I thought the house was so pretty. I thought it would be a beautiful home for us. They thought it looked horrible."

Hannah, even as a child, was able to see the potential in properties. That is a skill she has to this day, visualizing what a home could be, suggesting paint colors and possibilities. Her clients tell her, "I never thought about that."

She also saw the potential in herself and knew she could accomplish great things.

"I want a life that is worth living," she says. "I grew up worrying about money, and my parents struggled a lot." There were times when her family relied on food stamps, and those early experiences gave Hannah a determination to build a different future for herself. "I wanted to make something of myself."

"The idea of being mediocre genuinely scares me," she admits. "If this doesn't work, I am starting from nothing. I have to make this work. I don't have anything else. That lights a fire under me."

With no backup plan or college degree to fall back on, Hannah had no choice but to succeed. That skyrocketed her to success along with Diana. Together, they have a social media page where they post silly videos and laugh. "We do a social media video for every single listing. I love doing that with her." The videos are resonating with viewers.

Burning Bright

Hannah's fire is still burning bright today. This year, she was honored to be awarded Top Agent in both units and volume for the first half of 2026. "That's something I'm truly proud of," she says. "When they announced it, my mouth was wide open."



Hannah also holds the most closings on her team overall.

"I've poured everything into building this career, staying consistent, showing up, and pushing through every challenge."

To keep her fire in real estate stoked, Hannah makes sure she takes time to relax and unwind. A perfect day would be getting an iced coffee, driving up a scenic mountain, coming back down for lunch with a glass of wine, and then going home, taking a shower, ordering dinner in, and watching an entertaining movie.

"If I'm taking a day off, I have to be outside to unplug," she says. "I love nature."

She also loves spending time with her cat, Nala. "I want her to have a great life."

Final Thoughts

From making coffee to ensuring deals go smoothly to the closing table, Hannah took her hospitality skills and applied them to real estate. Treat people right and the deals will follow!

> *"I'm always telling clients, 'I'm going to fight for you.'"*

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Tucson Real Producers Myth Busters Event was certainly a success! Thanks to everyone who came to learn more and better discuss issues related to Water, Wildfires, state land, and new Condo lending & Appraisal changes (coming soon) with your clients.

Truly appreciate Sharon Megdal - Director, U of A Water Resources Research Center, Lisa Atkins - former State Land Commissioner, Zach Mooney - Barrett Financial Group & Paul Barker - American Family Insurance Agent for sharing their knowledge with our agents and partners. This industry is constantly changing, and it is important to keep learning to be an expert for your clients. And we were thrilled to take a step in that direction!

Huge thanks to the partners who sponsored this event!!

- Michael Soulliard with Tanque Verde Home Inspections
- Robert Hatch at Guaranteed Rate
- Paul Barker - American Family Insurance Agent
- Caring Transitions of Southern Arizona
- Luxe Realty Photography &
- Vicki Hart with Old Republic Home Warranty!











Our next event is our Toys for Tots on December 2nd at the Westward Look! Can't wait to celebrate the season as we come together to collect toys for Tucson's children. Keep an eye out for our invite to register!

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Cheers,
Delilah


















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We intentionally selected last year's design in honor of our dear friend and colleague, Shannon Eskridge. Shannon brought so much joy, laughter, and positive energy—not only to every El Tour ride but also to every day she spent at Stewart Title. She had an incredible way of making people smile, and her presence is deeply missed by all of us.

By using this same ad again, we hope to honor Shannon's memory and celebrate the impact she had on our team and everyone who had the privilege of knowing her.



In Photo from left to right:
Annie Ruboyianes, Yvonne Lopez, Michael Bock, Wendy Whitehead, Shawna (Ruboyianes) Mosconi, Jane King, Lauren Smith, & Shannon Eskridge

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Steph PASTORE

CALM, COOL, COLLECTED, AND ON THE WAY TO THE CLOSING TABLE

PHOTOGRAPHY BY JACQUELYNN BUCK
WRITTEN BY ELIZABETH MCCABE

Planes flying in and out. Aircraft getting blown up without notice. Drone attacks. Fire in the sky. Being an air traffic controller can be challenging, but being an air traffic controller in a war zone? That might be one of the most stressful jobs on the planet.



"It was pretty crazy," says Steph Pastore. While in the Air Force, she worked in Iraq, controlling airspace over the southern two-thirds of the country from a location 50 miles north of Baghdad. What started as a six-month deployment grew into nine months.

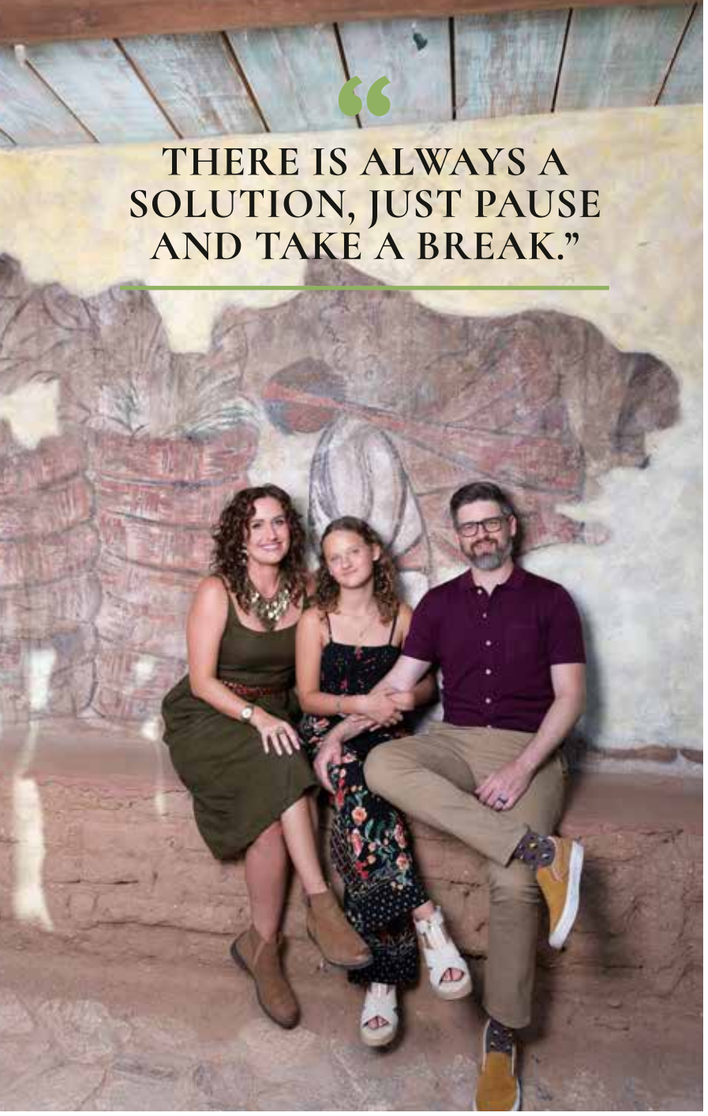
"It was the most stressful thing," she says. Imagine sitting in a dark room with green dots (representing aircraft) on a screen. But when drone attacks occurred, another Airman marked the screen with an "X" to show the conflict and Steph had to adjust flight paths in seconds to ensure safety. "As I was directing the planes, my assistant was marking out Xs," points out Steph. "It was intense."

Fortunately, Steph was protected from the conflict in the sky. "I was never outside the base walls," she says. She learned how to handle her nerves under pressure, thanks to her training at Nellis Air Force Base in Las Vegas. "That's the biggest military base in the country in a non-war zone," she says. "Working at Nellis helped a ton."

As a result of her experience in the Air Force, Steph exhibits a level of professionalism and composure that few real estate agents have. As she says, "Things don't stress me out as much as they could." When you have been working in a war zone, nothing can compare. Steph has always been able to keep things in perspective.

"There is always a solution," she says. "Just pause and take a break." Even if a deal blows up, Steph always remains optimistic. "You will find the right house," she notes. "Every house eventually sells."

It's her calmness that clients love. "I have great relationships with my clients," she says. "I am not frenzied." Even during the COVID pandemic when houses sold in seconds, Steph didn't give in to pressure to waive rights or go thousands of dollars over the asking price. Why? She's encountered the most stressful situations on earth. Her character and calmness were built in a literal war zone. Talk about nerves of steel. Even



when real estate gets stressful, she tells herself, “This isn’t a true emergency. We’ll fix it.”

Road to Real Estate

Steph decided to get her real estate license because she wanted to help others.

After a difficult experience selling her first house and buying another house, Steph learned how much homebuyers rely on their agent for guidance and education, especially when it comes to inspections. “We didn’t know what inspections to ask for,” says Steph, who relied on her real estate agent. That was a pivotal moment for her, and she realized she could help others in real estate transactions. “I thought education had to be a bigger part of it,” she notes.

Real estate wasn’t the original plan, becoming an air traffic controller was. However, when she didn’t start the program by the last day of the month of her 31st birthday, she aged out. Worse yet? She had already earned two degrees in the field.

“I felt really lost, but I had a 6-month-old baby at the time and my husband luckily had a great career as an attorney, so I stayed home with my daughter for a few years. Once she was getting ready to start kindergarten full-time, I knew it was time for me to get back to work.”

It was real estate to the rescue.

Steph, who had been living in Tucson for five years by then, admits she was “obsessed with the older homes and unique Tucson architecture.” She wanted clients to have a better experience than she did. In 2019, she got her license and is now with Long Realty.

“I thought I could do a better job representing people. I would empower them,” she says. “I wanted my clients to learn from me and know what their rights were at every step of the process.” Her clients see her as an advisor, not a high-pressure salesperson.

Focused on Family

When not working, Steph treasures time with her husband, Chris. Recently, they celebrated their 15th anniversary. They met in 2008, but Chris didn’t ask her out until April 2009, right before Steph was deployed to Iraq. It was a long-distance relationship, complete with cards and gifts. They built their relationship, one email at a time during her deployment.

Together, they have one daughter, Harper, who is 12. “She is the most absolutely incredible person,” raves Steph. She’s funny, smart, and beautiful.

To relax, Steph likes to curl up with a book. “I have my Kindle with me everywhere I go,” she smiles. Other pastimes include making lotion and candles. “People say my house smells really good,” she laughs.

With real estate, Steph can achieve a work-life balance she cherishes. “I have a really good balance that allows me to fully support my clients, but still provides time to take vacations, have dates with my husband, and pick my daughter up from school,” she says.

Unfazed by war zones, an extended deployment, and being stationed in Iraq, Steph knows she can handle anything that comes her way.

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The Ultimate Doer

Jessica SPARKS

WRITTEN BY JESSICA WELLAR
PHOTOGRAPHY BY CASEY JAMES

"I was called a 'hope-aholic' by my therapist years ago, and that kind of stuck with me," Jessica Sparks reflects. "After going through heartbreaking loss at such a young age, your perspective on everything changes. Sometimes life can be day by day—even eight years later—but I choose joy every day that I get to be here on this earth and raise my three amazing sons."



If you can’t find Jessica touring homes you will surely find her on a sports field somewhere supporting her 3 sons.

Choosing joy doesn’t mean Jessica has had an easy road. The Tucson native has navigated profound loss, single motherhood, and the challenge of rebuilding a real estate business after returning home from Phoenix five years ago. Yet plenty of true grit, hustle, an instinct for getting things done, and a refusal to be anything but herself have helped the Russ Lyon Sotheby’s International Realty agent regain serious momentum, including being a top agent in her office the past two years.

Back To Her Roots

Jessica grew up in Tucson before moving to Scottsdale after college, where an early corporate job with a builder quickly taught the creative-minded young professional that a conventional 9-to-5 wasn’t for her. Interior design school followed, launching a decade-long career that eventually expanded into remodeling and flipping homes.

“Some of my mom’s friends were big designers here in Tucson, and I grew up with a creative mind,” she recalls. “I loved rearranging my room, along with using fashion as another creative outlet.”

Working closely alongside investors building spec homes made getting licensed in 2015 feel like a natural step. Jessica taught herself much of the business, aided by the REALTORS® already surrounding her and the organizational skills she’d developed professionally. Her design background gave her another advantage, allowing her to help clients see possibilities in staging, remodeling, and presentation.

Life changed dramatically when Jessica’s husband passed away in 2018, leaving her to raise three boys and become the family’s sole breadwinner overnight. COVID later brought her design work to a halt, pushing her more fully into Phoenix real estate. By 2021, however, Jessica knew her family needed something Phoenix couldn’t provide on its own: a support system. She moved her family back to Tucson that year so her oldest son could attend high school at her alma mater, Salpointe Catholic High School, and be closer to her parents.

Proactive Pro

Starting over in a familiar city didn’t mean picking up where Jessica had left off professionally, however. Her business took a substantial hit with the move, and she has spent the past five years steadily rebuilding her client base.

Today, more than half of her business comes from repeat clients and referrals, while last year’s sales volume placed her third for most units sold in her office out of 80 agents, a ranking that genuinely surprised her as she admits she doesn’t keep tabs on such things. What she does keep track of is what needs to happen next. Jessica describes herself as a “doer,” the kind of person who makes a list and works through it, a trait that’s proven useful while simultaneously managing clients, three active sons, and everyday life as a single parent.

“They say if you want something done, give it to the busiest person in the room… That’s me!” she laughs. “I’m naturally a strong-minded, motivated person.”

Jessica traces some of that drive to her parents. Her mother spent years as a single mom and successful businesswoman, while her step father is a retired attorney, giving Jessica two strong role models whose examples continue to influence her. She notes that to this day, she is very deliberate about surrounding herself with like-minded individuals.

With clients, however, that hustle doesn’t come at the expense of honesty. Jessica takes pride in being straightforward and willing to help, and her combination of real estate knowledge and design experience gives clients practical guidance.

“Clients often tell me after a closing that I went above and beyond and did more than expected to help them get to the finish line,” she adds. “They appreciate that I always just get it done, and they know I will!”

Jessica is quick to acknowledge that her own life experience is part of what equips her to help her clients,”having navigated my own major life transitions—clearing out homes and relocating across cities—I know firsthand how overwhelming buying and selling real estate can be, both logistically and emotionally. My goal is to absorb that stress for my clients. I take a hands-on approach to every stage of the process, from mapping out a realistic timeline to sorting keepsakes, coordinating donations, organizing estate sales, and staging the property for maximum value. At my core, I’m a problem-solver who naturally goes above and beyond, because taking care of people is simply what I do.”

Hope In Practice

Jessica’s involvement at Salpointe Catholic has become especially meaningful because the school represents more than an education for her sons. It’s also her own alma mater and the community that offered the family structure and security, like a “welcome-back-home” feeling after returning to Tucson. Jessica is so grateful for the lifelong friendships that stem from the supportive Salpointe community. She remains actively involved while juggling the sporting events that come with raising three boys. You can catch her cheering her three boys on at any of their events: “I’m their number one fan!”

Seeking growth and balance remains an ongoing priority. Keeping everything in life in balance can be difficult, but her three sons and work are always her priority. “Being a hope-aholic is a positive trait I have always carried—I look for the positive and keep a right mental attitude. It helps me in my personal life and business life.” Jessica stays active by walking their family dog, Indy, running, and working out at F45. She also makes time for positive podcasts and books whenever she can, and considers a good spa day at the Ritz one of her favorite ways to reset.

Her Favorites

At the center of Jessica’s life are Rowan, 20, Palmer, 17, and Hudson, 15, the three sons she credits with keeping her motivated through both good days and bad. The close-knit foursome shares a love of the outdoors, sports, and travel—and at more than six feet tall apiece, her boys certainly stand out wherever they go.

Her brood also shares an unusually convenient birthday calendar, with all four birthdays falling within seven days of one another around the Fourth of July. Instead of squeezing in separate celebrations, they’ve turned the coincidence into a fun family tradition.

“Since we all love to explore together, every summer we do a weeklong celebration over the 4th of July instead,” she smiles. “This year we went on a Caribbean cruise.”

Looking to the horizon, Jessica intends to keep building on the momentum she has regained in Tucson, but her greatest ambition lies elsewhere. After everything life has taught her about how quickly circumstances can change, the larger aim is to lead by example.

“My goal is to keep working hard, but success isn’t just about the numbers,” she concludes, “I want to give my kids a great life and show them that hard work pays off.”

TOP 150 STANDINGS • BY VOLUME

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Rank	Name	Sides	Volume	Average
1	Michelle R Jessee (8424) of MTH Realty LLC (5383)	271	107,443,133	396,469
2	Lisa M Bayless (22524) of Long Realty (16717)	165	97,116,915	588,587
3	Marsee Wilhems (16298) of eXp Realty (495201)	210.5	75,565,178	358,979
4	Angela Marie Kuzma (28301) of Keller Williams Integrity First (333802) and 1 prior office	192.5	70,477,314	366,116
5	Kaukaha S Watanabe (22275) of Real Broker (5244608) and 1 prior office	197.5	69,113,323	349,941
6	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	182	65,880,810	361,982
7	Rich Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	21.5	53,102,886	2,469,902
8	Sandra M Northcutt (18950) of Long Realty (16727)	56.5	47,572,720	841,995
9	Anthony D Schaefer (31073) of Long Realty (52896)	59	40,280,885	682,727
10	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	70	37,393,568	534,194
11	Peter Deluca (9105) of Long Realty (52896)	51	36,210,644	710,013
12	Brenda O'Brien (11918) of Long Realty (16717)	48	34,312,509	714,844
13	Danny A Roth (6204) of OMNI Homes International (5791)	75	34,246,862	456,625
14	McKenna St. Onge (31758) of Gray St. Onge (52154)	19.5	33,066,599	1,695,723
15	Jameson Gray (14214) of Gray St. Onge (52154)	19.5	33,066,599	1,695,723
16	Nara Brown (13112) of Long Realty (16717)	54.5	32,413,918	594,751
17	Martin Ryan (35633) of First United Realty, Inc (5764)	28.5	32,319,900	1,134,032
18	Denice Osbourne (10387) of Long Realty (52896)	43	30,795,655	716,178
19	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	87.5	30,689,896	350,742
20	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	80.5	30,635,687	380,568
21	Eliza Landon Dray (37458) of Long Realty (52896)	44	30,038,278	682,688
22	Patty Howard (5346) of Long Realty (52896)	26.5	29,836,940	1,125,922
23	Helen W F Graham (55628) of Long Realty (16728)	45	29,711,500	660,256
24	Erick Quintero (37533) of Tierra Antigua Realty (286606)	76.5	28,615,956	374,065
25	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	35.5	28,556,226	804,401
26	Russell P Long (1193) of Long Realty (52896)	37.5	27,877,500	743,400
27	Tori Marshall (35657) of Coldwell Banker Realty (70207)	45	27,862,570	619,168
28	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	24.5	27,802,200	1,134,784
29	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983)	41.5	27,079,263	652,512
30	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	53.5	27,054,100	505,684



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31	Julie M Nielson (56950) of Long Realty (16706) and 1 prior office	35.5	26,515,000	746,901
32	Barbara C Bardach (17751) of Long Realty (16717)	10.5	26,450,000	2,519,048
33	Manuel Davila (21970) of Real Broker (52446)	78	25,099,645	321,790
34	Suzanne Corona (11830) of Long Realty (16717)	19.5	24,745,410	1,268,995
35	Matthew F James (20088) of Long Realty (16706)	29	23,843,015	822,173
36	Stephanie M Urban (57953) of Long Realty (16724)	56.5	23,618,721	418,030
37	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	35	23,415,746	669,021
38	Christina Esala (27596) of Real Broker (5244603)	81.5	23,264,993	285,460
39	Ann Fraley (62295) of Long Realty (16728)	42.5	23,218,852	546,326
40	Laurie Hassey (11711) of Long Realty (16731)	35.5	23,112,381	651,053
41	Kyle Mokhtarian (17381) of Real Broker (5244603)	78.5	22,918,700	291,958
42	Jose Campillo (32992) of Tierra Antigua Realty (2866)	73.5	21,411,715	291,316
43	Brittany Palma (32760) of Tierra Antigua Realty (286617)	39	20,606,035	528,360
44	Rachel Clark-Munday (54147) of LPT Realty LLC (53882)	32	20,583,022	643,219
45	Richard Jacome (37890) of eXp Realty (52964)	46.5	20,547,703	441,886
46	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	60	20,489,090	341,485
47	Calvin Case (13173) of OMNI Homes International (5791)	58.5	20,470,533	349,924
48	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	40.5	19,893,571	491,199
49	Tom Ebenhack (26304) of Long Realty (16706)	41.5	19,851,019	478,338
50	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	42.5	19,427,230	457,111
51	Rebecca Ann Crane (32933) of Real Broker (52446)	48	19,148,095	398,919
52	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	24.5	19,146,500	781,490
53	Heather L Shallenberger (10179) of Long Realty (16717)	32	19,046,308	595,197
54	Laurie Lundeen (1420134) of Embarc Realty (5387501)	51.5	18,779,300	364,647
55	Sherri Vis (54719) of Redfin (477801)	27	18,625,665	689,839
56	Paula J MacRae (11157) of OMNI Homes International (5791)	26	18,568,299	714,165
57	Leta Jacquet (641489) of West USA Realty (248904)	29.5	18,176,500	616,153
58	Scott E Bowers (29372) of Bowers Residential Real Estate (5251)	11	17,704,030	1,609,457
59	Jim Storey (27624) of Long Realty (16706)	23	17,598,485	765,152
60	Kristina Scott (37825) of Real Broker (5244603) and 1 prior office	44	17,475,310	397,166

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61	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	22.5	17,447,500	775,444
62	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	35.5	17,241,700	485,682
63	Jennifer R Bury (35650) of JMG (51974)	48	17,125,249	356,776
64	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	35.5	17,050,658	480,300
65	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313)	51	16,606,494	325,618
66	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	48	16,438,480	342,468
67	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	35	16,407,350	468,781
68	Pam Ruggeroli (13471) of Long Realty (16719)	33	16,287,800	493,570
69	Jeffrey M Ell (19955) of Ambrell Realty (54699)	37	16,162,061	436,812
70	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	17.5	15,982,752	913,300
71	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	37.5	15,908,000	424,213
72	Jenifer Miranda (142000816) of Tierra Antigua Realty (286610)	39.5	15,737,400	398,415
73	Paula Williams (10840) of Long Realty (16706)	22.5	15,688,000	697,244
74	Catherine Nichole Morency (61405) of Coldwell Banker Realty (70207)	36	15,608,020	433,556
75	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	23	15,455,792	671,991
76	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	16.5	15,410,550	933,973
77	Michele O'Brien (14021) of Long Realty (16717)	26.5	15,311,000	577,774
78	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	29.5	15,276,225	517,838
79	Don H Vallee (13267) of Realty Executives Arizona Territory (498328) and 1 prior office	25	15,182,531	607,301
80	Anne Ranek (39879) of Tierra Antigua Realty (286606)	22	15,120,292	687,286
81	Tom Peckham (7785) of Long Realty (16706)	16	15,048,000	940,500
82	Leslie Heros (17827) of Long Realty (16706)	22	14,970,000	680,455
83	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	13	14,939,900	1,149,223
84	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310)	10.5	14,922,907	1,421,229
85	Josh Berkley (29422) of Keller Williams Southern Arizo (478307)	38.5	14,847,450	385,648
86	Alyssa A Kokot (18637) of Coldwell Banker Realty (70207)	34	14,803,731	435,404
87	Tony Ray Baker (5103) of RE/MAX Fine Properties (433102)	30.5	14,791,050	484,952
88	Haley Ann Robling (61217) of Realty Executives Arizona Territory (498304)	51.5	14,770,000	286,796
89	David J Masterson (142000790) of Tierra Antigua Realty (286610)	38	14,698,420	386,801
90	Lori L Skolnik PLLC (17106) of Realty Executives Arizona Territory (498306)	28	14,542,240	519,366

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91	Tim R Hagyard (32545) of Long Realty (52896)	28	14,540,204	519,293
92	Gina McMullen (642272) of Redfin (477801)	28.5	14,212,425	498,682
93	Drew Smith (38920) of Real Broker (5244607)	43	14,188,825	329,973
94	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	31	14,059,289	453,525
95	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	27	13,956,110	516,893
96	John E Billings (17459) of Long Realty (16717)	32	13,730,040	429,064
97	Terri Kessler (15874) of Long Realty (16706)	11.5	13,609,500	1,183,435
98	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	27.5	13,355,851	485,667
99	John DeLalla (58262) of Tierra Antigua Realty (286601)	32	13,345,040	417,032
100	Jason K Foster (9230) of Tierra Antigua Realty (286607)	21	13,276,900	632,233
101	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	23	13,161,000	572,217
102	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	26.5	13,001,000	490,604
103	Jessica Sparks (39888) of Russ Lyon Sotheby's International Realty -472203	16	12,949,066	809,317
104	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	11	12,889,000	1,171,727
105	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	33	12,867,000	389,909
106	Cathleen E Itule (38529) of JMG (51974)	34	12,581,140	370,034
107	Amanda Clark (39708) of Keller Williams Southern Arizona (478313)	26	12,556,380	482,938
108	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	7.5	12,510,098	1,668,013
109	Douglas J Sedam (55438) of SBRanchRealty (51898)	16	12,422,850	776,428
110	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	28	12,394,387	442,657
111	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	34.5	12,248,063	355,016
112	Melissa Connelly (17221) of Russ Lyon Sotheby's International Realty -472203	6.5	12,180,098	1,873,861
113	Cody Lopez (57614) of Long Realty (16727)	38	12,121,300	318,982
114	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (70202)	19	12,096,550	636,661
115	Stephen Woodall (27353) of Long Realty (16717)	24	12,016,750	500,698
116	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	20	11,988,000	599,400
117	Jen O'Brien (14140) of Russ Lyon Sotheby's International Realty (472203)	22	11,932,069	542,367
118	Thalia Kyriakis (21322) of Russ Lyon Sotheby's International Realty (472203)	9.5	11,919,000	1,254,632
119	Lore C Denny (641002) of Long Realty (16717)	14.5	11,841,195	816,634
120	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	26.5	11,765,170	443,969







TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- September 30, 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	Lucia Maria Robinson (55954) of Coldwell Banker Realty (70207)	21	11,724,700	558,319
122	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	30	11,688,150	389,605
123	Lori C Mares (19448) of Long Realty (16719)	27	11,681,835	432,661
124	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	23	11,599,085	504,308
125	Steven McCay Williams (39333) of Realty Executives Arizona Territory -498310	9.5	11,522,907	1,212,938
126	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	30	11,507,660	383,589
127	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498313) and 1 prior office	26.5	11,403,140	430,307
128	Ryan J Brown (33007) of Long Realty (16717)	17	11,361,506	668,324
129	Carolina S Caballero (640007) of Tierra Antigua Realty (286606)	41	11,338,996	276,561
130	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	12.5	11,248,160	899,853
131	Carlos L Albelais (30953) of Wow Real Estate LLC (52251)	31.5	11,213,758	355,992
132	Jessica Bonn (37158) of Long Realty (52896)	12	11,183,860	931,988
133	Joshua Waggoner (14045) of Long Realty (16706)	11.5	11,021,500	958,391
134	Alicia Marie Pastore (53392) of Real Broker (52446) and 1 prior office	24	10,975,530	457,314
135	Jay Lotoski (27768) of Long Realty (16717)	20.5	10,917,940	532,582
136	Jamie M Angeley (35605) of Realty Executives Arizona Territory (498306)	19	10,811,325	569,017
137	Jennifer C Anderson (16896) of Long Realty (16724)	26	10,750,800	413,492
138	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	16.5	10,749,313	651,474
139	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	19.5	10,728,706	550,190
140	Lynn Tofel Dent (32852) of Realty Executives Arizona Territory (4983)	16.5	10,717,893	649,569
141	Dianne Grobstein (29050) of Realty Executives Arizona Territory (4983)	10	10,715,500	1,071,550
142	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	30.5	10,654,590	349,331
143	Juan De La Ossa (30525) of Keller Williams Southern Arizona (478313)	26.5	10,569,315	398,842
144	Tim S Harris (2378) of Long Realty (52896)	20	10,563,750	528,188
145	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	10.5	10,539,535	1,003,765
146	Lonnie Williams (61428) of Redfin (477801)	22	10,492,625	476,938
147	Cindie Wolfe (14784) of Long Realty (16717)	18.5	10,457,375	565,264
148	Debbie G Backus (6894) of Backus Realty and Development (2422)	17	10,435,490	613,852
149	Javier Olono (38753) of Realty Executives Arizona Territory (498312)	27	10,403,651	385,320
150	Miechal Durkin Frosch (142000879) of Realty One Group Integrity (5153501)	25	10,271,250	410,850









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