

TUCSON

SEPTEMBER 2026

REAL PRODUCERS[®]

Rachel Clark-Munday

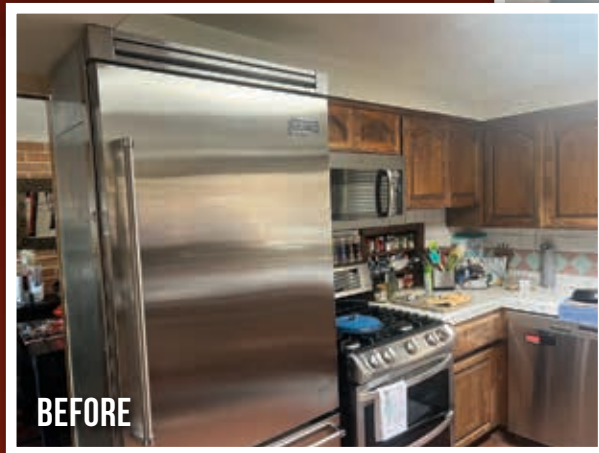
PHOTOGRAPHY BY JACQUELYNN BUCK



Top Standings

Pickleball Palooza
Event Recap

CONNECTING. ELEVATING. INSPIRING.



BEFORE



AFTER

BELOVED BUILT LLC
WHERE JOBBERS GO FOR AN OPTION



BEFORE



AFTER



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



Rachel Clark-Munday **28** COVER STORY

PROFILES



20 Anna Cuevas



24 Pickleball Palooza



Jacquie Scott

IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 10 One to Watch:** Jacquie Scott
- 20 Be Inspired:** Anna Cuevas
- 24 Event Recap:** Pickleball Palooza
- 28 Real Producer:** Rachel Clark-Munday
- 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.

DISCOVER HIDDEN VALUE!

When Buying, Selling, or Leasing

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



David Goff
Owner/Architect

Don't Leave Money on the Table!®



Coverage Your Clients Deserve

Help your clients protect their budget and plan for the unexpected with a 2-10 home warranty.

Easily Enroll: pro.2-10.com

Sierra Hardy
Market Manager for Tucson and Southern AZ

Direct: (520) 444-2600
Email: shardy@2-10.com
My Page: 2-10.com/shardy



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

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

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

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
Sierra Hardy
(520) 444-2600
2-10.com
Shardy@2-10.com
Enroll: pro.2-10.com

Old Republic Home Warranty
Vicki Hart
(928) 706-7611
(800) 445-6999
orhp.com

HOME WARRANTY SERVICES

American Home Shield
Joe Posey
(520) 342-6109
Pro.AHS.com
Joseph.posey@ahs.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

LANDSCAPING

Dawn Till Dusk
Landscaping, LLC
(520) 727-7355
DawnTillDuskLandscaping.com

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

MORTGAGE LENDER

Idaho Central Credit Union
(509) 672-5100

MOVING & LIQUIDATION

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

MOVING COMPANY

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

PAINTING SERVICES

CertaPro Painters
(520) 812-3388
certapro.com/north-tucson

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

PHOTOGRAPHY - PORTRAIT/ WEDDING/EVENTS

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

PHOTOGRAPHY / PORTRAIT PHOTOGRAPHY

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

PHOTOGRAPHY- REAL ESTATE

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

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

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



Copper Ridge Roofing LLC
Commercial & Residential

"Protecting What's Important"



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



Reroofs • Coatings • Repairs
copperridgeroofingaz.com
Free Inspections!



TIME MAID
YOUR TRUSTED CLEANING PARTNER

CLOSE MORE DEALS.
WE'LL HANDLE THE CLEAN.

A premium clean makes every listing look better,
sell faster and leaves a lasting impression.

\$100

FOR YOUR CLIENT
A premium cleaning
gift they'll love.



\$100

FOR YOU
Earn credits for yourself
every single referral.



**SAVE HOURS
BEFORE SHOWINGS**
We handle the clean
so you can focus
on your business.



**GIVE A PREMIUM
CLOSING GIFT**
Make your clients feel
valued with a clean
they'll remember.



**EARN CREDITS
EVERY REFERRAL**
Use for your own home.
gift to a client,
or stack over time.



START EARNING
\$100 PER REFERRAL
Join the Time Maid Preferred Partner Program



Scan to Apply!
It's fast. It's easy.
It pays every time.

520.999.0630

WWW.TIMEMAID.COM

TUCSON, ARIZONA
Proudly Local. Always Reliable.

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: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

2020
WINNER

2021
WINNER

2022
FAVORITE

2023
WINNER

2024
WINNER

2025
FAVORITE



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

CORBETT'S

 **CORBETTSTUCSON**

CALL US
(520) 849-5690

FIND US
340 N. 6TH AVENUE
TUCSON, AZ 85705

NOW BOOKING:
*Holiday Parties
and Client
Appreciation Parties*

>>> COMPLIMENTARY
PARKING
FOR ALL
CORBETT'S
PATRONS



Jacquie Scott

PHOTOGRAPHY BY CASEY JAMES
WRITTEN BY ELIZABETH MCCABE

Jacquie Scott has accomplished more in a few decades than others do in an entire lifetime.

This go-getter has lived in two countries, raised four children across two borders, built an award-winning kitchen design business, renovated luxury homes, traveled to Kenya through a client-turned-friend, and built a portfolio of investment properties. Through every chapter, one thing has remained constant: helping people build better lives.

Today, that lifelong passion has brought her back to where it all began: real estate. “I believe everything we do shapes and guides us to our destinations,” Jacquie says.

Looking back, it’s hard to argue otherwise. Born in North Carolina and raised in Arkansas, Jacquie grew up in a family where serving others came first. Her father was a physician, her mother a nurse, and both modeled lives dedicated to helping others.

“I learned patience because my parents’ patients came first,” she recalls. “We also learned that education was important.” Although medicine was the family business, Jacquie quickly realized her talents leaned in a different direction. “I wasn’t the scientific one,” she says with a smile. “I was the creative one.”

She earned a degree in Advertising and Public Relations with a minor in Marketing from the University of Tulsa before relocating to Alberta, where she

spent four years marketing food products related to a well-known cookbook company, owned by a local family. “It wasn’t a huge corporation,” she says. “You felt like part of the family.”

A New Chapter

After welcoming four children, Jacquie earned her real estate license and began selling new construction homes in Washington State, helping families move into homes she’d watched rise from blueprints.

Seeking a career adjustment that offered flexibility while raising her four children, Jacquie answered a newspaper ad in early 2003 seeking a kitchen designer.

“At that time, I didn’t even know that kitchen design was a profession,” she laughs. The opportunity and the creative challenge changed her life.

Jacquie became certified through the National Kitchen & Bath Association, specialized in accessible design, and opened her own design firm in 2007. From luxury kitchens and bathrooms in new construction to whole-home renovations, she earned a reputation for exceptional craftsmanship and thoughtful design.

One of her proudest projects was working on a historic Washington home once owned by Randy Bachman of Bachman-Turner Overdrive. The kitchen and entertainment area renovation earned recognition from the Building Industry Association of Washington.

“
I can see things
that others can’t;
I can see what
something
could become.”





The new kitchen Jacquie designed in the Randy Bachman home in Lynden, WA.

The project also led to unexpected new friendships and an invitation to travel to Kenya and Egypt to serve with a non-profit organization, Days for Girls International, where she helped provide sustainable feminine hygiene products and education to girls.

“My dad always told me, ‘You can do anything you put your mind to,’” she says. “That trip reminded me how true that really is.” My dad was very wise, and his wisdom has benefited me at many levels.

Renovating Homes

In 2017, Jacquie married David Hamstra, a retired contractor who quickly became both her biggest supporter and teammate. “He’s my cheerleader,” she says. “If you know Dave, he is a quiet person. He is my confidant, my encourager and my rock, both personally and in business.”

Together, they began renovating homes and building a portfolio of investment properties throughout Arizona, Washington, and British Columbia, Canada, further expanding Jacquie’s expertise.

Today, she evaluates homes through the eyes of a designer, builder, and investor, understanding everything from construction quality and finishes to remodeling potential and long-term value.



Jacquie volunteering with ALS Arizona in the Tucson Walk for ALS.

“I can see things that others can’t,” she explains. “I can see what something could become.” That perspective became especially valuable after she and David relocated to Dove Mountain in 2021.

One of her first Arizona luxury listings was a custom home she had helped design from the ground up, giving her unmatched insight into every finish and feature of the more than \$3.1 million property located in the Gallery at Dove Mountain.

Whether guiding first-time buyers, seasoned investors, or families searching for their forever home, her goal remains remarkably simple. “I love people and helping them,” she says. “When someone comes to me and says, ‘Here’s what I need,’ I’m confident that I have the skills to guide them.”

Serving Others

Jacquie is an active member of PEO International, which promotes

educational opportunities for women in the US and Canada, and she volunteers with ALS Arizona in honor of her close friend and college sorority sister, Connie, who passed away from ALS after Jacquie moved to Tucson.

In Connie’s memory, Jacquie remains active in fundraising through ALS Arizona and Long Realty’s Long Cares Foundation, which supports Southern Arizona non-profits.

Faith has remained her compass through every season of life. “I believe that every human is here for a reason,” she says. “God is your compass. You keep moving forward, even when you’re in the middle of the forest and can’t see the whole path.”

Family First

When she isn’t working, Jacquie and David enjoy spending time with their four grown children, their spouses and six grandchildren (with another on the way) and traveling whenever they can. Whether exploring Belize, Canada, Europe, Brazil, or planning future adventures together, they believe travel offers lessons no classroom ever could.

“It helps you see beyond your own bubble,” Jacquie says.

Looking back, Jacquie doesn’t see her life as a straight line. She sees each chapter as preparation for the next.

Today, those experiences allow her to offer clients something few agents can: the knowledge to buy, build, transform, and truly envision what a home can become. 🏡



Experts in
Real Estate
Media

YOUR LISTINGS ARE YOUR BRAND

Make Sure They Look The Part



BUYERS SCROLL FAST. SELLERS CHOOSE CAREFULLY.
Luxe delivers real estate media that commands attention and strengthens your brand from the first impression.



SCROLL READY
Agent-On-Camera Video
Social Media Reels
Photography
Drone



SHOWCASE READY
Zillow 3D Home Tours
Interactive Floorplans
Property Websites
MLS Compliance



BRAND READY
Cohesive Galleries
Client Portal
Marketing Materials
Fast Reliable Delivery



**PROUDLY SERVING
GREATER TUCSON**



SCAN TO BOOK
CALL 520.258.8729



LET US TREAT YOUR LANDSCAPE AS OUR VERY OWN.

Dawn Till Dusk Landscaping

- ✓ ISA Certified Arborists on Staff
- ✓ Residential & Commercial
- ✓ Routine Maintenance
- ✓ Paver/Rock Install
- ✓ Certified Irrigation Technicians
- ✓ Artificial Turf & Design

LICENSED AND INSURED
ISA License WE-15505A

(520) 727-7355 • WWW.DAWNTILLDUSKLANDSCAPING.COM



What rumors have your clients heard about:

- water shortages
- zoning
- condo lending
- data centers
- appraisal changes
- state land



State Farm

Help your savings go further during your retirement.

Living longer can change a lot about retirement. Your retirement plan should account for a longer life, and I can help you with that.

Let's plan for the years ahead.

State Farm®

Tom Tatro
Financial Advisor
4759 E Camp Lowell Dr
Tucson, AZ 85712

520-323-2253
tomtatroinsurance.com

A Financial Advisor agent is acting as an investment advisor representative (IAR) only when providing advisory services on behalf of State Farm Investment Management Corp., a Registered Investment Advisor. Your State Farm agent may offer additional products and services for which they are not acting as an IAR. See the firm CRS and wrap fee program brochure for further details.
AS2026/06/0863



CertaPro Painters®

We are here to help get your new client's house on the market, or help them move into their dream home. Contact CertaPro Painters® in Tucson today for your **FREE** estimate!

10% OFF
Your Next Painting Project*

Finance until close option available.

520 / 815 / 3425
certapro.com/north-tucson

Painting Happy!

Each CertaPro Painters® business is independently owned and operated. ROC 360892 *Offer applies to residential painting projects \$2,000 or more. Offer must be presented during time of estimate. Not valid on current estimates or proposals. Available at CertaPro Painters® of North Tucson. Offer expires 8/31/26.

SAVE THE DATE

 **September 30, 2026**
 **1:00-3:30pm**
 **The Eddy Hotel Tucson**

Let's replace rumors with real answers.

RP TUCSON REAL PRODUCERS

WELCOME MAT

WELCOME TO OUR
Newest Partners!

We take a lot of pride in the businesses we partner with to make this magazine **free** to the top 500 producers in Tucson and the surrounding areas. Our partners are highly recommended referrals from top agents, so you can trust us as a fantastic referral source.

We are so excited to have our **NEWEST RP partners on board! Welcome!**



**AMERICAN HOME SHIELD
JOE POSEY**

I have been in Tucson for over 30 years and have been with American Home Shield (AHS) for 5 years in September. I believe in Integrity without compromise. This is my Ethos. I try to use this in my every working moment. From community outreach, customer interaction, and everything in between. Customer Service is my passion, and through this, all other things in sales are possible!

“I always come back to AHS and Joe as if a problem ever arises, I know it is handled, and I can move on to other areas of my business.”

Phone: 520-342-6109
Email: joseph.posey@ahs.com



**ICCU
LAUREN DEWITT
LETTY M. HUFFMAN**

Lauren DeWitt is a Mortgage Loan Officer with ICCU, a mortgage educator, professional relationship-builder, and firm believer



that home financing doesn't have to be intimidating or boring. Lauren helps clients feel informed and confident while navigating everything from first-time home purchases to land and construction financing.

Letty Huffman a third-generation Tucsonan with more than 34 years of comprehensive mortgage experience. Throughout my career, I have held nearly every position within the mortgage industry, which has given me a deep understanding of the lending process from every angle. I have been recognized for providing exceptional service and am committed to truly understanding each client's goals so that I can deliver the best financing solutions.

We want financial success for you, your family, and our communities. To do that, we focus on the one. The one member who needs to save for their first home. The one member who needs to buy a new car. Whatever the need, we have a solution, plus the caring service to make a difference. Together we can achieve financial success. Let's do this!

Phone: Lauren DeWitt: 208.273.6026
Letty Huffman: 520-909-4663
Email: LDeWitt@ICCU.com • lhuffman@iccu.com
IG: @Lender.Lo
Website: <https://www.iccu.com/team/letty-huffman/>

**WE'VE GOT THE LOAN
TO GET YOU HOME**



Whether you're building, buying, or moving up, a local Mortgage Loan Officer is here to get you into the home of your dreams.

- Fast approvals and closings
- Little-to-no money down first-time homebuyer loans
- No-fee and low-cost loan options
- Fixed-rate and adjustable-rate loans
- FHA, VA, and Rural Housing loans
- Construction, land, and lot loans

Connect with one
of our **local Mortgage**
Loan Officers today.



Equal housing lender.

**American Home Shield
is here for you.**

We are here to support you and your clients' every step of the way. Whether addressing your clients' home warranty needs or helping you stay connected with clients, we want to make your job easier.

We offer:

- Plans that protect parts of systems and appliances
- A network of independent Pros
- And Market Managers like me to help however I can

Contact me for more information.



Joe Posey
Market Manager
520.342.6109
joseph.posey@ahs.com



Visit [ahs.com/contracts](https://www.ahs.com/contracts) for coverage details, including limit amounts, fees, limitations and exclusions.
© 2026 American Home Shield Corporation. All rights reserved.

**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

JOBE & SONS
PLUMBING



520-850-4552

In Tucson, From Tucson, For Tucson



When in doubt, Clutch it out!

Delivering a Fun & Premier Moving Experience When Needed Most.



CLUTCH MOVING COMPANY

Not Your Average Movers

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

STIA
SHARLIENE TRIPP INSURANCE AGENCY

YOU HELP MAKE DREAM HOMES POSSIBLE.

NOW HELP MAKE WISHES POSSIBLE! ★

We're proud to chair the Make-A-Wish Arizona Community Breakfast and invite you to be part of something truly life-changing.



Chairs
SHARLIENE TRIPP & MCKINLAY JARET-SCHACHTER
Sharliene Tripp Insurance Agency

Make-A-Wish ARIZONA

SCAN TO RESERVE YOUR SEAT, HOST A TABLE OR BECOME A SPONSOR!
Thank you!

October 29, 2026
8:00-9:00 AM
The Westin La Paloma

PROUD TO SERVE OUR COMMUNITY

SHARLIENE TRIPP INSURANCE AGENCY
520.416.7970 | STRIPP1@ALLSTATE.COM

Stepping Up!™

You've spent a lifetime building your business.

Don't let it fade the last two years.

Start planning early. Stepping Up! has your roadmap.
Your clients stay cared for.
Your income stays alive.

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



THE N2 COMPANY.



INC. SAYS THIS MAGAZINE IS A FORCE FOR GOOD

The N2 Company was named to *Inc.*'s Best in Business list for Social Good — the authoritative list of companies that make a meaningful impact beyond profit.

Here's the part we're most proud of: The magazine you're reading is part of that impact.

Read how THIS magazine is part of something bigger.





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
ACCREDITED BUSINESS A+
FREE ESTIMATES
10% MILITARY DISCOUNT

www.ColumbusGlassAndScreen.com • ROC 185813

ANNA CUEVAS

From the Courtroom
to Closing Tables



PHOTOGRAPHY
BY KRISTI
HARRIS
WRITTEN BY
ELIZABETH
MCCABE

“Please, I’m drowning. I need your help. Can you go to real estate school?”

Three weeks after taking the Arizona Bar Exam, those were the last words Anna Cuevas expected to hear from her then-husband.

“I had just taken the bar,” she recalls. “Begrudgingly, I attended real estate school.”

It was a sacrifice. Anna had worked tirelessly to become an attorney and fully intended to build a legal career. Real estate wasn’t even on her radar. But her husband, overwhelmed by his growing business, desperately needed help.

She expected real estate to be a temporary detour before returning to the courtroom.

It wasn’t.

“As I progressed in my career, I started doing more real estate and less law,” she says.

For several years, Anna balanced practicing law with helping clients buy and sell homes. As her passion for real estate grew, she made the transition to full-time real estate in 2011.

“In real estate, people are happy. In law, everything is adversarial,” she says. “I entered real estate with a legal mindset of protecting my clients, but I quickly learned that collaboration often creates the best outcome.”

Her years in the legal profession sharpened her contract knowledge, negotiation skills, and attention to detail—strengths she continues to use every day to protect her clients’ interests.

Today, with more than two decades in the industry, Anna has earned a reputation for guiding everyone from first-time buyers to luxury homeowners and investors throughout Southern Arizona.

Helping Generations

“I love helping clients,” says Anna, an agent with Real Broker. One recent client, a single mother, had spent nearly five years trying to purchase a home after her divorce. “Watching her receive the keys to her new home was priceless.”

One of Anna’s greatest joys today is helping the children of clients she first worked with decades ago. “I’ve watched their children grow up, and now they’re calling me to help them buy or sell their own homes,” she says. “There’s no greater compliment than earning that kind of trust.”

That trust is what Anna believes has defined her career. “It’s never about the size of the house,” she says. “It’s about helping people make the right decision for their family.”

Beyond helping buyers and sellers, Anna renovates luxury and historic homes, combining timeless design with modern living. As both a REALTOR® and an investor, she helps clients

recognize not only what a home is today, but what it can become.

She also mentors agents and is building a select team to continue providing the personalized service her clients have come to expect. The values that shape her business began long before real estate.

A Solid Work Ethic

Anna credits her parents for teaching her the value of hard work and perseverance.

Her father immigrated from Mexico at age 14 with only a fifth-grade education. Through determination and long days in construction, he taught himself English, started his own business, and became known throughout Eastern Arizona for the signature rock walls he built.

Her mother devoted herself to raising six children with unwavering love and encouragement.

“My dad always told me in Spanish, ‘How you do one thing is how you do everything,’” Anna says. “He taught me to do things right the first time, give your best even when you’re tired, and take pride in your work.”

Those lessons became even more meaningful when Anna became a single mother in 2016. “I was scared,” she remembers. “Even though I’d always worked, going from having a partner to being on your own makes you wonder, ‘Am I going to be able to do this?’”

Despite her fears, she purchased a home for herself and her two daughters—a decision that became the foundation of her growing investment portfolio. Today, that home is a successful rental property, giving her firsthand experience she now shares with clients looking to

“MY DAD TAUGHT ME TO DO THINGS RIGHT THE FIRST TIME, GIVE YOUR BEST EVEN WHEN YOU’RE TIRED, AND TAKE PRIDE IN YOUR WORK.”

Anna with her daughters Savanna (left) and Ariyanna (right)



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...

dP
solutions
diversified print solutions, Inc.
PRINTING POWERED BY THE SUN

520-393-3551 | www.DiversifiedPrintSolutions.com

E-KONOMY POOL
SERVICE & SUPPLIES
Service Beyond Your Expectations

COMMERCIAL SOLUTIONS
EXPERT SERVICE. RELIABLE RESULTS.

E-Konomy Pool provides complete solutions for commercial pools and spas. From routine maintenance to full renovations, we help you protect your investment and keep your facility safe, clean, and guest-ready.

YOUR PARTNER FOR EVERY COMMERCIAL NEED

ROUTINE MAINTENANCE & CHEMICAL DELIVERIES	WATER TESTING & ON-SITE REPORTS	EQUIPMENT REPAIRS & INSTALLATIONS	RENOVATIONS & SYSTEM UPGRADES	DEDICATED ACCOUNT SUPPORT
---	---------------------------------	-----------------------------------	-------------------------------	---------------------------

WHY CHOOSE E-KONOMY POOL?

- Over 65 years of experience serving Southern Arizona
- Fast response & dependable service
- Quality products from top trusted brands
- Local team that understands your needs

SCHEDULE A FREE SITE VISIT & ESTIMATE TODAY!

1 520-539-0427
cory@e-konomy.com
www.e-konomy.com

HOTELS & RESORTS
HOA COMMUNITIES
FITNESS CENTERS
SCHOOLS
& MORE

PLUNKETT
HOME SERVICES

HVAC and Water Softening

Racecar FAST

callplunkett.com
520-808-2743

build long-term wealth through real estate.

Family + Fun

When she's not working, Anna's favorite role is being mom to her two daughters. Savanna, 22, owns a successful nail business after earning both her cosmetology license and business degree. Ariyanna, 15, is a straight-A student, athlete, and is frequently recognized by her teachers for her kindness and leadership.

"They're incredible young women, and they've always been my greatest inspiration. I hope the example I've set shows them that with hard work, determination,

and resilience, there are no limits to what they can achieve."

Together, they've traveled throughout Hawaii, Spain, and Europe. "Travel gives you an appreciation for different cultures and perspectives," she says. When she's home, Anna enjoys morning walks, reading, and finding inspiration through architecture and design.

What's Next?

Ask Anna about her future, and her answer isn't measured by awards or sales volume. "I just want to get better every day," she says. "Be a better agent. Be a better person. Be a better mom."

It's a philosophy rooted in the advice her father shared years ago: "How you do one thing is how you do everything."

Whether she's negotiating a contract, restoring a historic home, mentoring another agent, or handing a family the keys to their dream home, those words continue to guide every decision she makes.

Looking back, the unexpected request that once seemed like a detour became the path that allowed her to fulfill her purpose—serving others while building a life that reflects the values she holds most dear. ▀



Pickleball Palooza

Benefiting Eagles Wings of Grace

On July 8, we brought together some of Tucson's top real estate agents, amazing partners, and generous sponsors for a fun-filled evening benefiting **Eagles Wings of Grace** — and what a night it was!

Despite our summer heat, everyone showed up ready to have a great time! We enjoyed delicious food, refreshing drinks, and plenty of friendly competition on the pickleball courts. A few even went home with custom-branded pickleball paddles & bags, courtesy of **Jobe & Sons Plumbing** and **Picture Rocks Heating, Cooling & Plumbing**.

We also had the opportunity to hear more about the incredible work **Eagles Wings of Grace** is doing right here in

our local community. It was a wonderful reminder of what can happen when our real estate community comes together to support a great cause.

A huge **THANK YOU** to our incredible event partner sponsors: **Tanque Verde Home Inspections, Jobe & Sons Plumbing, Picture Rocks Heating & Cooling, Clutch Moving, and Luxe Realty Photography**. Your generosity and support helped make this event possible!

Great people, great partners, a great cause—and a whole lot of pickleball!

Thank you to everyone who came out, played, donated, laughed, and helped us make a difference for **Eagles Wings of Grace**!





THE BEST HOMES DON'T STAY LISTED LONG.

Get ready before you look.

The right home may not wait. Get pre-approved early so you're ready when opportunity knocks.



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



vip
MORTGAGE INC.
THE MVP TEAM



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.

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

stewart
TITLE

SEPTEMBER IS
REALTOR®
SAFETY MONTH

In real estate,
everything is
negotiable
but your
SAFETY.

 Stay informed. Stay prepared. Stay safe.

 Visit our Safety Resource Center
stewart.com/en/quick-links/safety

 3939 E Broadway Blvd.
Tucson, AZ 85711

 520.327.7373



Rachel Clark-Munday

Getting Real- Online

PHOTOGRAPHY BY JACQUELYNN BUCK
WRITTEN BY JESS WELLAR



“Once, early in my career, I became a livestock owner while out showing a house in the Barrio Hollywood neighborhood!” Rachel Clark-Munday begins with a grin. “The house I was showing was a flip, but I noticed the neighbor next door almost looked like a junkyard, and in the back corner of the neighbor’s yard, there was a cage.”

“As I got closer, I noticed a small little cow stuffed in there, and her front hoof was broken. I ended up going back later that day and buying the little cow from the lady who owned the house. I named her Lucky, and she went and lived on a friend’s ranch.” That heartwarming anecdote perfectly describes Rachel’s big heart. Whether she’s helping a family relocate across the country or stopping to rescue an injured animal, compassion comes naturally to this REALTOR®.

Since earning her real estate license in 2019, Rachel has steadily grown her business. Through the first half of 2026, she’s helped 23 families and closed \$17 million without chasing leads. She’s built a relocation business through something far simpler: showing up consistently, staying disciplined, and never pretending to be anyone other than her caring self.

Finding Her Way

A Tucson native, real estate was never a topic of discussion at Rachel’s childhood dinner table. Her parents were both devoted to teaching, while her siblings followed careers in hospitality. Rachel initially did the same, spending seven years working her way from hostess to server and eventually bartender, learning lessons in communication that would later prove essential.

“I came to understand how important relationships can be, how to really listen to people and read them to understand their intentions,” she reflects.

Unsure of which direction she wanted to take after hospitality, Rachel found an unexpected opportunity when a longtime family friend invited her to become his transaction coordinator. Rather than jumping immediately into sales, she spent several years learning contracts and behind-the-scenes details before earning her license and venturing out on her own two years later.

“When I first started, I was in an area of uncertainty just finding my footing; I honestly wasn’t sure it was going to be a long-term role,” Rachel admits. “But once I went off on my own and found my own way of doing things, it solidified my love for the business.”

“
This industry can
overtake our lives,
but simply getting
back to someone and
understanding this
can be the biggest
investment decision of
a client’s life—whether
they’ve done it once
or 20 times—I still
treat it like it’s the first
time every time.”



That willingness to grow into the profession instead of rushing into sales ultimately gave Rachel a helpful perspective many newer agents never have the chance to develop. At the same time, she and her husband, Ryan, launched a successful fix-and-flip company. They combined Rachel’s passion for helping clients with Ryan’s expertise in business and marketing to create the thriving business they have today.

Viral Appeal

When Rachel and Ryan launched their YouTube channel in 2020, there was no elaborate scripting or carefully curated online persona. The goal was simple: to introduce people to the Tucson Rachel loved while creating a consistent presence that allowed her audience to feel like they truly knew the woman behind the camera.

“It has been truly eye-opening the past six years, learning the importance of delayed gratification and being consistent,” Rachel affirms. That consistency has become the driving force behind Rachel’s business today. Each week is dedicated to filming new content highlighting neighborhoods, new construction developments, and the Southern Arizona lifestyle before publishing fresh videos.

Today, nearly every client discovers Rachel online long before ever picking up the phone. “There are no open houses or cold calls; it’s all incoming,” Rachel affirms. “I don’t have to persuade anyone, and when clients meet me in person, they tell me I’m exactly like I seem on my YouTube channel. The authenticity is why they connect with me.”

Heart First

While YouTube may introduce clients to Rachel, it’s her gentle, caring nature that keeps them coming back and referring others. Years spent in hospitality taught her to truly listen instead of simply waiting for her turn to speak. Rachel approaches every transaction with patience, empathy, and the understanding that no two clients—or life stories—are exactly alike.

“This industry can overtake our lives, but simply getting back to someone and understanding this can be the biggest investment decision of a client’s life—whether they’ve done it once or 20 times—I still treat it like it’s the first time every time,” Rachel emphasizes.

Her desire to help goes beyond the industry as well. Inspired by her parents’ example, Rachel remains passionate about strengthening the community she has always called home. Today she actively supports Angel Charity for Children, an organization that has benefited local nonprofits for more than four decades while helping improve the lives of children throughout Southern Arizona.

“My mom and dad dedicated their entire careers to teaching young, underprivileged kids in the community and truly showing up as parental figures for kids who might not have had that at home,” Rachel shares. “Their love for the community and the selflessness that came natural for them is really something special. They would give their shirt off their backs to help someone in need.”

“Kindness can go a long way,” she elaborates. “You never know what someone is going through in their day-to-day life, so being kind and listening is always important.”

Glimpsing The Future

Beyond her office, Rachel’s favorite place is usually wherever Ryan and their dog, Paisley happen to be. The couple has been together for 14 years and married for just over two, sharing a passion for healthy living, early morning workouts, home-cooked meals, and hosting themed dinner parties for close friends.

When she isn’t attempting new recipes or taking Paisley for walks around Tucson with Ryan, Rachel enjoys stopping by Desert Drifters for her favorite lavender matcha or picking up fresh bagels from OV Breadsmith. She also enjoys planning for the next season of life. “Meeting my husband when I was 20 was probably the biggest blessing in my life,” Rachel acknowledges. “We

have grown up together in the best way possible. I have become the woman I’ve always dreamed of being with his encouragement and accountability. I know that he will hold me to what I say I will do, even if I don’t feel like doing it,” she adds. “I would not have the life and business we have now without him by my side.”

Looking ahead, Rachel hopes to continue expanding her relocation and new construction business while building a small, highly efficient team in the near-term that allows her to maintain the same personalized experience clients have come to expect. Personally, she and Ryan hope to start a family soon, and one day she’d love to fulfill another

dream by opening Paisley’s Pals, a sanctuary where rescued dogs can roam freely and safely.

The discipline that has helped Rachel build her thriving business and online presence continues to shape every aspect of her life, but at the heart of it all remains something quite pure—genuine curiosity.

“I’m motivated by people,” Rachel concludes. “I love meeting clients from all over the country, hearing their stories, and helping them navigate a major life transition with confidence. As someone who was born and raised in Tucson, I take a lot of pride in introducing people to a city I genuinely love.”



Rachel and Ryan with their dog, Paisley

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- July 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	Michelle R Jessee (8424) of MTH Realty LLC (5383)	216	84,590,103	391,621
2	Lisa M Bayless (22524) of Long Realty (16717)	135	80,360,615	595,264
3	Michael D Rhodes (19668) of Realty Executives Arizona Territory (498307)	163	60,655,385	372,119
4	Marsee Wilhems (16298) of eXp Realty (495201)	163.5	59,066,468	361,263
5	Angela Marie Kuzma (28301) of Keller Williams Integrity First (333802) and 1 prior office	157	57,600,848	366,884
6	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	20.5	52,322,886	2,552,336
7	Kaukaha S Watanabe (22275) of Real Broker (5244608) and 1 prior office	153.5	52,198,123	340,053
8	Sandra M Northcutt (18950) of Long Realty (16727)	48.5	41,891,500	863,742
9	Peter Deluca (9105) of Long Realty (52896)	48	34,574,744	720,307
10	McKenna St. Onge (31758) of Gray St. Onge (52154)	17.5	31,613,749	1,806,500
11	Jameson Gray (14214) of Gray St. Onge (52154)	17.5	31,613,749	1,806,500
12	Lauren M Moore (35196) of Keller Williams Southern Arizona (478313)	53	28,840,568	544,162
13	Danny A Roth (6204) of OMNI Homes International (5791)	59.5	28,601,262	480,693
14	Patty Howard (5346) of Long Realty (52896)	24.5	28,204,940	1,151,222
15	Eliza Landon Dray (37458) of Long Realty (52896)	40	28,125,678	703,142
16	Helen W F Graham (55628) of Long Realty (16728)	42	27,954,500	665,583
17	Brenda O'Brien (11918) of Long Realty (16717)	36	26,126,509	725,736
18	Denice Osbourne (10387) of Long Realty (52896)	37	26,060,655	704,342
19	Nara Brown (13112) of Long Realty (16717)	42.5	25,957,378	610,762
20	Susanne Grogan (17201) of Russ Lyon Sotheby's International Realty -472203	22	25,862,250	1,175,557
21	Chase A Delperdang (32680) of Keller Williams Southern Arizona (478313)	65.5	25,260,987	385,664
22	Anthony D Schaefer (31073) of Long Realty (52896)	44	24,732,935	562,112
23	Suzanne Corona (11830) of Long Realty (16717)	19	24,517,910	1,290,416
24	Adam Christopher Kraft (39897) of Keller Williams Southern Arizona -478313	69	24,033,279	348,308
25	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	45.5	23,634,200	519,433
26	Martin Ryan (35633) of First United Realty, Inc (5764)	26.5	23,319,900	879,996
27	Erick Quintero (37533) of Tierra Antigua Realty (286606)	61	23,266,181	381,413
28	Tori Marshall (35657) of Coldwell Banker Realty (70207)	37	23,204,150	627,139
29	Denise Nicole Newton (7833) of Realty Executives Arizona Territory (4983)	36	23,064,650	640,685
30	Matthew F James (20088) of Long Realty (16706)	24	20,463,015	852,626

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



BARRETT
FINANCIALGROUP

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- July 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	Russell P Long (1193) of Long Realty (52896)	29	20,304,750	700,164
32	Julie M Nielson (56950) of Long Realty (16706) and 1 prior office	29	20,159,750	695,164
33	Barbara C Bardach (17751) of Long Realty (16717)	8	19,870,000	2,483,750
34	Manuel Davila (21970) of Real Broker (52446)	61	19,401,265	318,054
35	Stephanie M Urban (57953) of Long Realty (16724)	45.5	19,267,735	423,467
36	Jose Campillo (32992) of Tierra Antigua Realty (2866)	64.5	18,956,835	293,904
37	Kyle Mokhtarian (17381) of Real Broker (5244603)	63.5	18,742,750	295,161
38	Laurie Hassey (11711) of Long Realty (16731)	28.5	18,297,094	642,003
39	Marta Harvey (11916) of Russ Lyon Sotheby's International Realty (472203)	28	18,112,746	646,884
40	Tom Ebenhack (26304) of Long Realty (16706)	37.5	17,923,019	477,947
41	Calvin Case (13173) of OMNI Homes International (5791)	48	17,426,533	363,053
42	Laurie Lundeen (1420134) of Embarc Realty (5387501)	48.5	17,381,300	358,377
43	Christina Esala (27596) of Real Broker (5244603)	64	17,356,568	271,196
44	Ann Fraley (62295) of Long Realty (16728)	31.5	16,854,352	535,059
45	Rachel Clark-Munday (54147) of LPT Realty LLC (53882)	24	16,792,642	699,693
46	Heather L Shallenberger (10179) of Long Realty (16717)	26	16,657,408	640,670
47	Gary P Brasher (80408123) of Russ Lyon Sotheby's International (472205)	26.5	16,503,250	622,764
48	Heather L Oliver (21476) of Oliver Realty, LLC (51610)	20.5	16,183,850	789,456
49	Brittany Palma (32760) of Tierra Antigua Realty (286617)	32.5	15,956,535	490,970
50	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	32.5	15,833,250	487,177
51	Johana Castillo (39296) of Realty Executives Arizona Territory (498313)	46	15,538,960	337,803
52	Sofia Gil (1420209) of Realty Executives Arizona Territory (498303)	45	15,288,490	339,744
53	Jim Storey (27624) of Long Realty (16706)	19	15,223,485	801,236
54	Scott E Bowers (29372) of Bowers Residential Real Estate (5251)	9	15,180,030	1,686,670
55	Sherri Vis (54719) of Redfin (477801)	21	15,127,165	720,341
56	Shawn M Polston (20189) of Keller Williams Southern Arizona (478313)	47	15,118,244	321,665
57	Don Eugene (10600) of Realty Executives Arizona Territory (498306)	30	14,500,358	483,345
58	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	18.5	14,484,850	782,965
59	Frank Scott Lococo (56578) of Russ Lyon Sotheby's International Realty -472203	14.5	14,364,302	990,642
60	Kristina Scott (37825) of Real Broker (5244603) and 1 prior office	34	14,097,060	414,619

HAVE A CLIENT WHO'S READY TO MAKE A MOVE?

WE'RE READY TO HELP!

MEET THE RAMOS GROUP LOAN OFFICERS



ZAIRA VASQUEZ
NMLS 2368571
520.647.6563



MONICA CARRILLO
NMLS 1290306
520.260.3710



FRANKY VILLEGAS
NMLS 1443767
520.617.2259



VANNIA ESTRELLA
NMLS 1906062
520.354.0116

GREAT PARTNERSHIPS START WITH THE RIGHT TEAM.



520.617.2259 | ramosgroup@altitudehomeloans.com

NMLS 2359183 AZ BK 1007669 CA-DBO958214 | Individual License CO-100536191 | Licensed by the California Department of Financial Protection and Innovation under license number 600BO-138761. Loans made or arranged pursuant to a California Financing Law License. | Colorado Mortgage Company Registration | Texas S.M. Mortgage Banker Registration



TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- July 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	Jeffrey M Ell (19955) of Ambrell Realty (54699)	33	14,017,061	424,759
62	Darci Hazelbaker (39101) of Tierra Antigua Realty (286606)	19.5	13,805,292	707,964
63	Anne Ranek (39879) of Tierra Antigua Realty (286606)	19.5	13,805,292	707,964
64	Jennifer R Bury (35650) of Jason Mitchell Real Estate (51974)	39.5	13,800,999	349,392
65	Christina E Tierney (29878) of Russ Lyon Sotheby's International Realty -472203	13.5	13,792,100	1,021,637
66	Paula Williams (10840) of Long Realty (16706)	18	13,449,000	747,167
67	Richard Jacome (37890) of eXp Realty (52964)	33	13,421,838	406,722
68	Danae S. Jackson (26717) of Coldwell Banker Realty (70202)	31	13,399,830	432,253
69	Paula J MacRae (11157) of OMNI Homes International (5791)	23	13,370,399	581,322
70	Don H Vallee (13267) of 1912 Realty (418302)	20.5	13,336,031	650,538
71	Tony Ray Baker (5103) of RE/MAX Fine Properties (433102)	26.5	13,325,550	502,851
72	Rebecca Ann Crane (32933) of Real Broker (52446)	33.5	13,175,062	393,285
73	Gina McMullen (642272) of Redfin (477801)	25.5	13,040,525	511,393
74	John E Billings (17459) of Long Realty (16717)	28.5	12,985,040	455,615
75	Karin S. Radzewicz (20569) of Coldwell Banker Realty (70202)	12	12,689,900	1,057,492
76	Kelly Garcia (18671) of Keller Williams Southern Arizona (478313)	27	12,648,390	468,459
77	Catherine Nichole Morency (61405) of Coldwell Banker Realty (70207)	31	12,467,520	402,178
78	Michele O'Brien (14021) of Long Realty (16717)	20.5	12,363,900	603,117
79	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	23.5	12,361,825	526,035
80	Leslie Heros (17827) of Long Realty (16706)	17	12,240,000	720,000
81	Eddie D Watters (31442) of Realty Executives Arizona Territory (4983)	29.5	12,139,000	411,492
82	Alyssa A Kokot (18637) of Coldwell Banker Realty (70207)	28	12,015,341	429,119
83	Pam Ruggeroli (13471) of Long Realty (16719)	26	11,931,900	458,919
84	Robin Sue Kaiserman (4368) of Russ Lyon Sotheby's International Realty -472203	7	11,902,098	1,700,300
85	Cody Lopez (57614) of Long Realty (16727)	36	11,748,500	326,347
86	Haley Ann Robling (61217) of Realty Executives Arizona Territory (498304)	35.5	11,706,000	329,746
87	Lori L Skolnik PLLC (17106) of Realty Executives Arizona Territory (498306)	23	11,611,940	504,867
88	Melissa Connelly (17221) of Russ Lyon Sotheby's International Realty -472203	6	11,572,098	1,928,683
89	Brooke K Dray (35703) of Realty Executives Arizona Territory (498310)	9.5	11,548,207	1,215,601
90	Gabrielle Feinholtz (26008) of Coldwell Banker Realty (70202)	17	11,521,567	677,739



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- July 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	Michelle Metcalf (1420854) of RE/MAX Signature (5271801)	26	11,474,887	441,342
92	Kimberly Mihalka (38675) of Realty Executives Arizona Territory (498306)	22	11,467,120	521,233
93	Tim R Hagyard (32545) of Long Realty (52896)	21	11,400,704	542,891
94	Josh Berkley (29422) of Keller Williams Southern Arizo (478307)	28.5	11,201,950	393,051
95	Jessica Sparks (39888) of Russ Lyon Sotheby's International Realty -472203	14	11,195,066	799,648
96	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	25	11,164,050	446,562
97	Trina M Alberta Oesterle (1420383) of Coldwell Banker Realty (70204)	29.5	10,869,898	368,471
98	Jenifer Miranda (142000816) of Tierra Antigua Realty (286610)	29.5	10,861,440	368,184
99	Jen O'Brien (14140) of Russ Lyon Sotheby's International Realty (472203)	19	10,666,069	561,372
100	Joshua Waggoner (14045) of Long Realty (16706)	10.5	10,661,500	1,015,381
101	Drew Smith (38920) of Real Broker (5244607)	31.5	10,603,825	336,629
102	An Nguyen Cooper (36001) of Tierra Antigua Realty (286607)	28	10,574,000	377,643
103	Heather L Arnaud (32186) of Realty Executives Arizona Territory (498306)	27.5	10,565,200	384,189
104	John DeLalla (58262) of Tierra Antigua Realty (286601)	25	10,501,040	420,042
105	Jessica Bonn (37158) of Long Realty (52896)	11	10,358,860	941,715
106	Sonya M. Lucero (27425) of Realty Executives Arizona Territory (498313) and 1 prior office	24	10,349,640	431,235
107	David J Masterson (142000790) of Tierra Antigua Realty (286610)	28	10,313,700	368,346
108	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	21	10,263,700	488,748
109	Lore C Denny (641002) of Long Realty (16717)	11	10,231,695	930,154
110	Bryan Durkin (12762) of Russ Lyon Sotheby's International Realty (472203)	9.5	10,176,500	1,071,211
111	Patricia Kaye Brown (14873) of Coldwell Banker Realty (70202)	16	10,174,000	635,875
112	Cathleen E Itule (38529) of Jason Mitchell Real Estate (51974)	26	10,125,240	389,432
113	Bridgett J.A. Baldwin (27963) of Berkshire Hathaway HomeServices Arizona Properties (356307)	19.5	10,001,000	512,872
114	Dianne Grobstein (29050) of Realty Executives Arizona Territory (4983)	9	9,915,500	1,101,722
115	Terri Kessler (15874) of Long Realty (16706)	7.5	9,890,500	1,318,733
116	Tim S Harris (2378) of Long Realty (52896)	18	9,858,750	547,708
117	Catherine S Donovan (28185) of Berkshire Hathaway HomeServices Arizona Properties (356307)	15	9,779,463	651,964
118	Richard M Kenney (5903) of Long Realty (52896)	9.5	9,776,500	1,029,105
119	Camille Rivas-Rutherford (11782) of Coldwell Banker Realty (70202)	16	9,730,998	608,187
120	Carlos L Albelais (30953) of Wow Real Estate LLC (52251)	26.5	9,689,508	365,642



• Senior Relocation • Downsizing • Estate Sales •

Day One Living

Embracing new beginnings with confidence.

Our senior transitions specialists take care of it all

Senior Relocation
Packing
Move Management
Resettling
Downsizing

Estate Sales
Online Auctions
Home Clean-Outs
and MORE

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.

Top Agents Know Referrals Matter.

So Does Staying Top of Mind.

2021

2022

2023

2024

2025

Custom promotional products that help you win listings, thank clients, and build a brand people remember. Lady Baba Does Promo is a preferred partner serving Tucson's real estate community.

Contact Us Today!

520.419.5882

Jeff@LadyBabaDoesPromo.com

LadyBabaDoesPromo.com

LADY BABA DOES PROMO!

OLD REPUBLIC

The market is complicated. We're not.

Attract new business, generate referrals, and create a smoother experience from listing to closing and beyond with Old Republic Home Warranty.

Contact me today for details!

Vicki Hart

Senior Account Executive

T: (980) 308-6461

C: (928) 706-7611

VickiH@orhomewarranty.com

my.orhp.com/vickihart

This home protection plan is not insurance. It is a service contract regulated under applicable state law. Terms and conditions apply. See your current state plan for pricing, coverage, and exclusion details. Charges for non-covered items may apply. Home warranties offered under the Old Republic Home Warranty brand are service contracts issued by Old Republic Home Protection Company, Inc.

38 • September 2026

Tucson Real Producers • 39

TOP 150 STANDINGS • BY VOLUME

Teams And Individuals Closed Date From Jan. 1- July 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	Kate Herk (16552) of Russ Lyon Sotheby's International Realty (472203)	11	9,680,660	880,060
122	Jennifer C Anderson (16896) of Long Realty (16724)	23	9,595,800	417,209
123	Sherry Ann Tune (55889) of Coldwell Banker Realty (70202)	20	9,386,585	469,329
124	Anthony Boatner (16214) of Keller Williams Southern Arizona (478313)	23	9,375,150	407,615
125	Miechal Durkin Frosch (142000879) of Realty One Group Integrity (5153501)	22.5	9,368,750	416,389
126	Ryan J Brown (33007) of Long Realty (16717)	14	9,307,506	664,822
127	Penny J Bernal (142000056) of Russ Lyon Sotheby's International Realty -472203	20	9,245,200	462,260
128	Phil Le Peau (39491) of OMNI Homes International (5791)	14	9,176,000	655,429
129	Curt Stinson (4808) of Engel & Volkers Tucson (51620)	25	9,158,340	366,334
130	Radek Pomykaj (35347) of Tierra Antigua Realty (286601)	9	9,139,000	1,015,444
131	Alicia Marie Pastore (53392) of Real Broker (52446) and 1 prior office	22	9,138,530	415,388
132	Layne Lundeen (31434) of Long Realty (16731)	15.5	9,129,400	588,994
133	Todd Helmick (38566) of Tierra Antigua Realty (286607)	22	9,112,421	414,201
134	Cindie Wolfe (14784) of Long Realty (16717)	16	9,096,125	568,508
135	Alicia Hiller (148056487) of Coldwell Banker Realty (70204)	20.5	9,064,800	442,185
136	Kimberly Maisto (54545) of Keller Williams Southern Arizona (478313)	19	9,045,896	476,100
137	Judy L Smedes (8843) of Russ Lyon Sotheby's International Realty (472203)	9	8,972,035	996,893
138	Tom Peckham (7785) of Long Realty (16706)	9	8,920,000	991,111
139	Staci Klaus (37121) of SaddleBrooke Development Co (4898)	14	8,873,626	633,830
140	Douglas J Sedam (55438) of SBRanchRealty (51898)	12	8,862,950	738,579
141	Rebecca Maher (11616) of Long Realty (16719)	13	8,846,000	680,462
142	Mary B Tosca (6200) of Tierra Antigua Realty (2866)	18	8,806,156	489,231
143	LizBiz Nguyen (27962) of Realty Executives Arizona Territory (498306)	22	8,755,260	397,966
144	Jennifer T Morrison (4744) of Long Realty (52896)	11.5	8,754,900	761,296
145	Stephen Woodall (27353) of Long Realty (16717)	19	8,740,750	460,039
146	Lucia Maria Robinson (55954) of Coldwell Banker Realty (70207)	17	8,686,800	510,988
147	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	14	8,679,000	619,929
148	Lori C Mares (19448) of Long Realty (16719)	18.5	8,628,750	466,419
149	Carolina S Caballero (640007) of Tierra Antigua Realty (286606)	31	8,553,498	275,919
150	Christopher Allen Ried (37773) of RE/MAX Fine Properties (433102)	37	8,544,500	230,932

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

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



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



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.

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.



Desert Sky Design

HOME STAGING
INTERIOR DESIGN

“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](https://www.instagram.com/desertskydesign)

[desertskydesignaz.com](https://www.desertskydesignaz.com)





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