



2024 The Power of Real Estate Presenters and Panelists:

Dr. Jessica Lautz

Dr. Jessica Lautz is Deputy Chief Economist and Vice President of Research at the National Association of REALTORS®. The core of her research focuses on analyzing trends for both NAR members and housing consumers. Through the management of surveys, focus groups, and data analysis, she presents new and innovative ways to showcase results. She effectively utilizes Research data to educate and impact policymakers on the state of the housing market. Jessica received her Doctorate of Real Estate from Nottingham Trent University in the United Kingdom. She also holds a Master's in Public Policy from American University and undergraduate degrees in Political Science and Law and Justice from Central Washington University.

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M. Nolan Gray

Nolan Gray is a professional city planner and an expert in urban land-use regulation. He is currently completing a Ph. D. in urban planning at the University of California, Los Angeles. Gray previously worked on the front lines of zoning as a planner in New York City. He works as a Research Director at California YIMBY. Gray earned a Master of City and Regional Planning degree at Rutgers University and received BAs in philosophy and political science from the University of Kentucky. He was a Research Fellow in the Urbanity Project at the Mercatus Center at George Mason University.

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Anjela Salyer

Anjela Salyer is the President of Mattamy Homes' Tucson Division and is responsible for leading all aspects of Mattamy's homebuilding lifecycle from land acquisition to closing in the Tucson market. With much of her career in new home sales, Anjela has experience in the competitive markets of Los Angeles and Phoenix real estate. Based on her impressive track record, Anjela was named as one of the Top 40 Under 40 rising stars in the homebuilding industry across the United States by Professional Builder magazine in 2020.

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Jim Tofel

Jim Tofel, Managing Director, Tofel Dent Construction. As managing member for Business Development and Preconstruction Services, Jim has over 250 projects to his credit. Working directly with developers, architects, engineers, and the subcontractor community, Jim's responsibilities include leading the Preconstruction Division in construction costing, drawing and specification review, ways and means analysis, value enhancement options, bidding processes, and importantly, coordinating with a wide array of governmental agencies such as HUD, state and local housing commissions, and coalitions. A 1991 graduate from the University of Arizona with a Bachelor of Science degree in Electrical Engineering, and after over eight years in the financial business sector, Jim joined the family construction business.



Don Bourn

Mr. Bourn is the President and CEO of Bourn Companies. Bourn Companies is a leading real estate development and lifestyle integration company headquartered in Tucson, Arizona. For 30 years, Bourn has led an innovative commercial real estate firm with more than 4M sq ft projects completed.



Bourn Companies:

Founded in 1990 by Don Bourn and Alan Tanner in Tucson, Arizona, Bourn Companies gained prominence with their ambitious redevelopment of Tucson's Foothills Mall in the mid-1990s. This successful venture marked a turning point, propelling the company's growth. Since then, Bourn Companies has completed 50+ projects, approaching 6 million square feet across various states. Today, the focus is on large-scale, mixed-use projects, integrating real estate with lifestyle elements in Tucson and the southwestern United States.

Jeremy Sharpe

President, Sharpe & Associates, Inc., Managing Partner, Rancho Sahuarita. Tucson native, Jeremy Sharpe oversees operations of Sharpe and Associates, inc., a four-decade old second-generation family operation focused on the development and management of real estate investments and projects, including master planned communities, land development, commercial development/management, and community management. Sharpe and his team lead the development of Rancho Sahuarita, an award-winning 3,000-acre master plan community located in Southern Arizona. Sharpe was named one of Urban Land Magazine's 2016, 40 under 40 Global Business Leaders, and a 2022 "Next Gen Leader" by BizTucson. Sharpe



received his Masters in Business Administration from the Eller College of Management at the University of Arizona.

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Kevin Kaplan

Kevin Kaplan is the Chief Operating Officer at Long Realty Company, southern Arizona's leading real estate company and a Berkshire Hathaway affiliate. In 2012 Long Realty Company was recognized as the Most Innovative Brokerage by Leading Real Estate Companies of the World. Kevin has 20 years of experience in the real estate industry in marketing, technology, and business management. Prior to joining Long Realty Company, Kevin was Vice President of Marketing and Business Development for ForeclosureRadar.com, Senior Vice President for Century 21 M&M and Associates, and Director of Marketing for both Century 21 Real Estate Corporation and Cendant Corporation. Kevin has been a Board Director for the Multiple Listing Service of Southern Arizona, a Board Director and President for Greater Tucson Leadership and Board Director and Past President for the Cascade Foundation of Southern Arizona.

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Joe Snell

As the first President & CEO of Sun Corridor Inc., Joe Snell brings over 30 years of experience leading regional private economic development organizations in communities of various sizes. His knowledge on building strategic, competitive and balanced economic development efforts have resulted in Snell being nationally recognized for creating strong economies.

Sun Corridor Inc. is a transformative economic development organization representing Southern Arizona. Under Snell's leadership, Sun Corridor Inc. has helped facilitate significant investment and job creation resulting in an economic impact of \$36 billion to the regional economy. In 2015, Snell led the re-engineering of the organization resulting in a name change, new brand and expanded mission.

In his previous position as President of the Metro Denver Network, Snell developed critical infrastructure and strategies that resulted in Metro Denver being recognized as one of the fastest growing markets in the United States. Snell has established new economic development corporations and reengineered struggling organizations in several communities in the Southwest and Midwest.

In 2019, Snell received the Global Visionary Award from BizTucson Magazine. Snell was named Father of the Year by the Father's Day Council Tucson in 2019. In 2017 and 2018, Snell was recognized by Arizona Business Magazine for his leadership and contributions to the Arizona



economy. The Arizona Economic Development Association has recognized Snell for “Deal of the Year” on two occasions in the last five years.

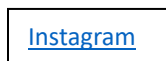
On March 28, 2002, Governor Bill Owens of Colorado honored Snell by proclaiming the day as Joe Snell Day throughout the state. Snell was named as Economic Developer of the Year in 1999 by the Economic Developers Association of Colorado.

Snell holds a bachelor’s degree from the University of Nebraska. He is married and has three children.

Edmund Marquez:

Mr. Marquez is the owner of the Edmund Marquez Allstate Insurance Agencies in Tucson, Arizona, and is known for leading one of the largest Hispanic-owned Allstate agency groups in the United States.

Currently, Edmund serves as the Vice-Chairman of the Rio Nuevo board, Vice President of the Boys and Girls Clubs of Tucson, and Immediate Past Chairman of the Tucson Metro Chamber and the Arizona Sands Club. His commitment to community leadership is evident through his role on the Board of Directors of the Southern Arizona Leadership Council. Edmund has previously served as the Chairman of the Board of United Way, The Pima Community College Foundation, and the Tucson Hispanic Chamber of Commerce.



Rory Juneman:

Mr. Juneman practices in the area of real estate, zoning and land use planning, with a focus on sustainable developments. His representation includes compliance with local, state and federal land use regulations, including zoning and subdivision ordinances. He has extensive experience with land use entitlement processes and hearings, and negotiations with local jurisdictions, agencies, and neighborhoods.



About Tucson Association of REALTORS®

The Tucson Association of REALTORS® (TAR) represents the interests of 6,500 professionals in Southern Arizona as the voice of the real estate industry. The REALTOR® trademark is for use only by members of the National Association of REALTORS®. Details at www.tucsonrealtors.org.