

TUCSON

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REAL PRODUCERS[®]

Ann Marie &
Joe Camillucci



Top Standings

PHOTOGRAPHY BY
JACQUELYNN BUCK

CONNECTING. ELEVATING. INSPIRING.



IT WAS LOVE AT FIRST CLICK FOR ANN MARIE AND JOE CAMILLUCCI.

“I asked the standard questions to break the ice,” says Joe. He started with, “What is your favorite drink?” Ann Marie replied, “The list is long but distinguished.” “Movie?” Joe continued. “How to Lose a Guy in 10 Days,” she typed away.

“I had been single for 13 years,” says Ann. Joe also had his doubts. “She was too young, too pretty, and I didn’t feel like going through it all again.” Then he had a change of heart. “What the heck? We will meet at one of my favorite places.” They met at a little bar over 12 years ago in downtown Pleasanton, California.

“Neither of us expected anything. Who would have guessed that a 50-year-old guy with a government pension would be attractive?” he laughs.

The next day, Joe texted her, “Did that really happen?”

The date went flawlessly. One date led to another. “The rest is history,” says Ann Marie. They got married in March the following year, with five kids between them. That was 12 years ago. It’s amazing that they found each other, with the help of technology, but it was more than a match for this happy couple. They became real estate partners in due time.



Ann Marie and Joe with their bulldog, Winston

Early Beginnings

Born in the San Francisco Bay area, Ann Marie moved to East Oregon as a child. “We had over 350 acres that we farmed,” she recalls. “We were my dad’s little helpers. I learned to drive a stick shift when I was 9 and had a pig in 4H when I was 12.” It instilled in her the work ethic that she has today.

Ann Marie’s family background was entrepreneurial. “My dad’s parents and my mom’s parents were both self-employed. Mom’s parents owned a construction company and built much of Half Moon Bay.”

She married young to her first “practice” husband (as she says) and had two children. While a stay-at-home mom, she ran a daycare business and a carpet-cleaning business out of her home. In 1999, she shifted gears and got her real estate license. Why? “I thought it would be the avenue that I would go,” she smiles. “Our REALTOR® dropped the bug in my ear.” When her kids were in school, she got into new-home sales in Brentwood, California, selling over 2,000 homes.

“I did that until the Great Recession.” When the company she was working for closed in 2009, she continued in the real estate industry. “That’s all I knew,” she says. Then she got hired on with a builder, selling high-end luxury properties. Her career eventually brought Joe and her to the Sacramento area.

In 2015, she faced a personal challenge, breast cancer. “I am a fighter,” she says. “I went through chemo, lost my hair, but

made the best of it. That made me stronger.”

Saddlebrook Ranch and Real Estate Together

The move to Saddlebrook Ranch, Arizona, came during COVID. “A dear friend had moved here, and my husband’s daughter lived in Phoenix at the time. He was invited for Father’s Day, and we thought, ‘Why not visit?’” Ann Marie says. “We sold our place and moved here sight unseen.”

Joe, a retired forensic accountant and criminal investigator with 31 years in government service, found the transition easy. Ann Marie started selling homes, and Joe got his license in July 2024. “Real estate is a people business, just like law enforcement,” says Joe. “Half of it is convincing people you’re doing the right thing.” He enjoys working with Ann Marie. “It’s not about making money. It’s about making friends and the money will follow.”

How is working together? “It’s much like our Constitution,” says Joe. “It’s a living, breathing document. It changes daily,” he laughs.

Balancing Work and Life

Joe, affectionately nicknamed “Joe Hollywood,” built a referral business through his golf groups. He caters to clients in Saddlebrook Ranch. “It’s amazing how many people sell and buy again in the ranch,” he notes. They are also very involved with Saddlebrook Ranch, sponsoring men’s golf, women’s golf, and tennis.

When not working, Joe and Ann Marie like to travel to Hawaii. They got married on Maui and

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revisit every 6 months. They also treasure time with Winston, their adorable bulldog. “He’s the best dog ever,” raves Joe. “He’s a love bug,” adds Ann Marie. He’s called the CEO of Team Platinum.

Joe and Ann Marie also love music. Before leaving California, they produced a show called Magic Moments with 20 lip-sync songs and fun costumes. “Five years and I’ve never missed a note,” jokes Joe.

Top Producers in their office, they had 26 million for the year. In Joe’s first month, they had 12 sides. “Hold on to your bootstraps,” said Ann Marie. “We’re going for a ride.”

They’ve been going for a ride since their dating days. Let’s just say the algorithm got it right on Match.com. What began as a personal connection turned into a professional powerhouse, where love and real estate align.

In every sense of the word, they’ve found their match, and they’re dedicated to helping their clients find theirs!