

CINCINNATI

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

FEATURED
REAL PRODUCER

**BETH
BROWN
CIUL**

KELLER WILLIAMS
REALTY ASSOC.

ON THE RISE:

**ERIC
SURKAMP**
COMEY & SHEPHERD

Photo by Mackenzie Frank

SPONSOR
SPOTLIGHT

TOP 150 STANDINGS

NEIGHBORHOOD
FOCUS

LEGENDS IN REAL
ESTATE

TOP 150
STANDINGS

APRIL 2020



In Anderson, a lot can be so much more.



Luxury living in Anderson Township beckons. Two elegant communities, Riverview Estates at Coldstream Country Club and Parkside Estates at Coldstream, are now offering scenic lots and constructing custom homes. Demand is high, so it's a good idea to visit soon.

Riverview Estates lots sit comfortably on a ridge surrounded by lush woods, four ponds, 100 acres of Conservation Area and Coldstream Country Club. Only 30 one-acre+ homesites are available for custom homes. Riverview offers peaceful, idyllic living within easy reach of downtown Cincinnati.



Parkside Estates boasts 48 half to one-acre+ homesites that sit among a wooded hamlet, gifting owners with tranquility and natural beauty.

Both communities are located within the highly desirable Forest Hills school district and are convenient to shopping, dining, entertainment and I-275.

Entrust your next chapter of luxury living to Zicka Homes, a custom builder and developer that's been leading residents to happiness for more than five decades.



For more information please call Bob Johnson 513.477.2300 Visit www.ZickaHomes.com



Your key to a successful closing

We treat every client as if they are our only client.



Congratulations on being the best of the best!









AMERICAN HOMELAND
TITLE AGENCY

5 Local Area Locations

Cincinnati, Dayton, Eastgate, Northern KY & West Chester

 [americanhomelandtitle](https://www.facebook.com/americanhomelandtitle) | www.americanhomelandtitle.com | 513.863.9100

TABLE OF CONTENTS

	<p>12 Sponsor Spotlight: Eye 4 Design</p>		<p>16 On the Rise: Eric Surkamp, Comey and Shepherd</p>		<p>23 Neighborhood Focus: Northside</p>
	<p>26 Cover Story: Andrea deStefano, Sibey Cline</p>		<p>32 Legends in Real Estate: Chris Behm, Comey & Shepherd</p>		<p>37 Top 150 Standings (Volume)</p>



If you are interested in contributing or nominating Realtors for certain stories, please email us at patrick.braddick@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event and they may be used in this publication.



A FRESH KIND OF CLEAN UP!

Mold Inspection/Testing · Mold Removal
Mold Remediation · Water/ Flood Mitigation
Basement Waterproofing · Foundation Crack Repair

513-763-2121

1045 Hopkins St. Cincinnati, OH 45203

www.dryeffect.com



Sewer Scope

How and why scheduling a sewer scope can help your clients.

Expert, professional sewer scoping by the Pillar To Post Capuano Team will help your clients understand the condition of one of the key systems of their home.

- Sewer inspection can be scheduled to take place during the home inspection.
- Stand-alone sewer inspections are also available.
- One call to Pillar To Post Home Inspectors will schedule your home inspection, sewer scope, radon, mold testing and much more.

Contact us for more information or to schedule all of your inspections with one call.



The Capuano Team
513-771-6689
 cincinnati@pillartopost.com
 Serving the Cincinnati area



pillartopost.com/cincinnati

Each office is independently owned and operated.

MEET THE CINCINNATI REAL PRODUCERS TEAM



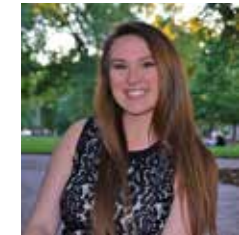
Patrick Braddick
Publisher



Sandy Taylor
Ad Manager



Beth McCabe
Senior Writer



Emmi Abel-Rutter
Writer



Krista Silz
Photographer



Mackenzie Frank
Photographer



Brenna Smith
Photographer



Shelley Eaton
Reprint Coordinator

Interested in custom reprints? Contact Shelley for details: shelley2ads@gmail.com

Give Hope with Furniture Donations



We gladly pick up essential furniture items including:

- Mattresses
- Dressers
- Box Springs
- Housewares
- Tables
- Sofas
- New Pillows
- Chairs

Furniture and mattresses must be in good condition, free of stains, tears and pet hair.

Furniture collected is used to furnish the empty homes of families in the Greater Cincinnati area transitioning out of homelessness, escaping abuse, and other devastating circumstances.

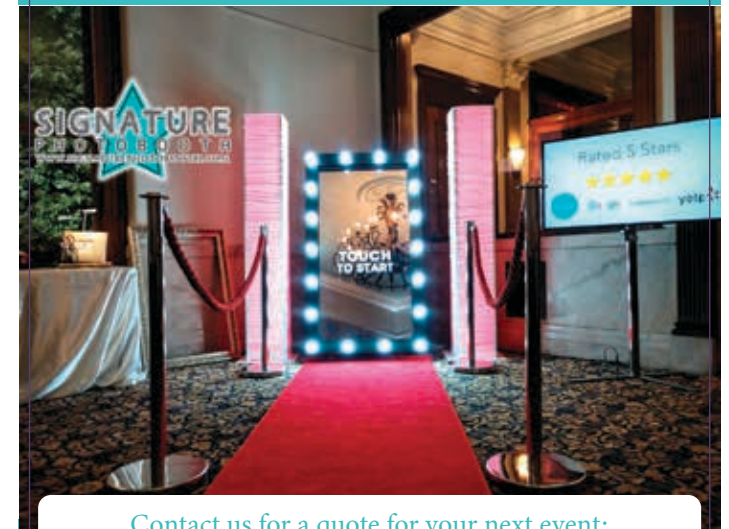
We Make Giving Easy.



Visit nlfurniture.org/realtors for more information

EXPERIENCE THE MAGIC OF THE MIRROR BOOTH!

The Mirror Booth takes photo booth fun to the next level, providing a unique photo-generating experience with the latest technology! Guests are greeted with colorful animations that continue throughout the session, guiding and entertaining them during their majestic photo experience. The front of the booth is full-length mirror so guests see themselves in their prop creations before the session starts.



Contact us for a quote for your next event:

(513) 443-2050
rental@Signaturephotobooth.com



This section has been created to give you easier access when searching for a trusted neighborhood vendor to use. Take a minute to familiarize yourself with the businesses sponsoring the publication. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the publication!

ATTORNEYS AT LAW

Robertson and Associates of Ohio LLC
(513) 563-6161
www.info@raohio.law

CARPET CARE

Cincinnati Dry Carpet Cleaning
Charlie Stout
(513) 503-0797

CUSTOM FRAMING

ASM Custom Framing
(513) 763-9373
www.asmcustomframing.com

CUSTOM HOME BUILDERS

Zicka Homes
(513) 247-3500
zickahomes.com

FURNITURE BANK

New Life Furniture Bank
(513) 313-0530
www.nlfurniture.org

HANDYMAN SERVICES

Little Masters Handyman Services
(513) 519-2249
littlemastershandyman.com

HOME INSPECTION

Horizon Point Inspections
(513) 831-1200
www.inspecthorizon.com

IPA Inspections
(513) 379-7988
lpaInspections.com

Master Home Inspection Services
(513) 519-2249

Pillar to Post
(513) 771-6689

Safe Start Home Inspections
Nathan Wessel
(513) 968-4311
www.safestarthi.com

HOME STAGING

Design To Market LLC
Jo Potvin
(513) 265-0952
www.designtomarket.com

Eye 4 Design Interiors
Sharon Colvill
(513) 916-0500
www.eye4designinteriors.net

HOME THEATER/ HOME AUTOMATION TECHNOLOGY

Hanson Audio Video
(513) 563-0444

HOME WARRANTY

HWA Home Warranty of America
(513) 913-1521

Old Republic Home Protection
Deana Hayes
(513) 305-9179
www.ORHP.com

INSURANCE

Edwin O. Young III -- State Farm Ins.
(513) 361-6699
www.oakleyinsurance.net

INSURANCE AGENCY

Meridian Insurance
(800) 207-7079

LAW FIRM

Yonas and Rink LLC
(513) 427-6100
www.cincinnatiattorney.com

LENDER

Warsaw Federal
(513) 238-0999

MORTGAGE

Annie Mac Home Mortgage
(513) 769-2071
tony-annie-mac.com

MORTGAGE LENDER

C4 Residential
Rick Ruehlmann
(513) 247-7859
www.c4residential.com

Guaranteed Rate

(513) 609-4484
www.rate.com/ronerdmann

Mutual of Omaha Mortgage

Mike Bowers
(800) 589-8430 x310

Rapid Mortgage
(513) 769-6900

Rapidmortgagecompany.com

Ruoff Home Mortgage
Dave Scully
(513) 633-8476
www.ruoff.com/davescully

MORTGAGES

Motto Mortgage
(419) 906-2082

PHOTO BOOTH/EVENT ENTERTAINMENT

Signature Photo Booth LLC
(513) 443-2050
www.signaturephotobooth.com

PHOTOGRAPHY

Brenna Smith Photography
(970) 396-5182
Brennasmithphotography.com

PHOTOGRAPHY & VIDEOGRAPHY

Tim Spanagel
Photo & Video
(513) 374-8656
timspanagel.com

PHOTOGRAPHY- REAL ESTATE

Cincy Photo Pro
(513) 912-0022
cincyphotopro.com

MKF Photo
Mackenzie Frank
(513) 680-2925
www.mkfphoto.com

RADON GAS TESTING

Geiler Company
(513) 574-0025
www.geiler.com

REAL ESTATE VIDEOGRAPHY

Refractv Media
Dustin Muncy
(717) 756-3423

REMODEL & DESIGN

Nisbet Brower
(513) 619-7066

RESTORATION

Dry Effect
(513) 463-2121
www.dryeffect.com

TITLE AGENCY

All Quest Title Agency LLC
(513) 563-6161
www.aqtitle.com

American Homeland

Title Agency
(513) 863-9100
www.americanhomelandtitle.com

Chicago Title
(513) 489-9200
www.ohio.ctic.com/cincinnati

Comprehensive Title Corp

Charles Johnson
(513) 258-2498

CS Title Agency
(740) 335-6645
cstitleagency.com

Prodigy Title
(513) 870-9070
myprodigytitle.com

WINDOW AND GLASS REPAIR

Burkhardt Pro Hardware
Anthony Wilkerson
(513) 821-3475

YOU SELL IT... WE FINANCE IT!

Cincinnati's
— Commercial & Residential —
Real Estate Lending Specialists

C4 FINANCIAL CAPITAL MARKETS GROUP **C4 RESIDENTIAL** MORTGAGE GROUP

6355 E. Kember Rd. Cincinnati, OH 45241
513-247-7859

Your Cincinnati Real Estate Insurance Partner!
Edwin Young III
Agent

513-631-6699

edwin@oakleyinsurance.net
www.oakleyinsurance.net

Homeowner Insurance
Condominium Insurance
Renters Insurance
Rental Property Insurance
Commercial Building Insurance

State Farm
3218 Madison Rd. Ste. A
Cincinnati, OH 45209

PROVIDING INSURANCE & FINANCIAL SERVICES
State Farm Home Office, Bloomington, IL

SEE THE FUTURE!

(SPOILER: IT'S PROFITABLE!)

Imagine if you had a crystal ball that could tell you when a former customer is in the market for a new house again. Or when a prospect who couldn't buy a house due to bad credit is now able to do so.

WOULDN'T THAT BE AMAZING?

We have a crystal ball like that. It's a new piece of technology that only we can offer. This borrower intelligence platform helps us target customers the moment their credit improves or they're out shopping.



LISTING WATCH:

Full MLS Nationwide coverage including FSBO listings.



MARKET WATCH:

Know when your client is shopping other lenders or Realtors*.



CREDIT WATCH:

We monitor our clients who have less than perfect credit. Once their credit improves and meets the minimum requirements to qualify we will call them and let you know.



EQUITY WATCH:

Get notified if there is motivational equity available: Move-up, Move-down, Second home, Vacation, and Investment opportunities.

I FORESEE MORE BUSINESS IN YOUR FUTURE IF YOU CALL ME!



TONY AUTULLO BRANCH MANAGER

NMLS# 20232
Phone: 513-769-2071
Cell: 513-461-9321
TAutullo@Annie-Mac.com
tony.annie-mac.com

NMLS# 338923
ANNIEMAC HOME MORTGAGE
AUTULLO
MORTGAGE TEAM

AnnieMac Home Mortgage, 11385 Montgomery Road, Suite 210, Cincinnati, OH 45249.
Ohio License #MB.804128.000 and License #SM.501901.000.



MERIDIAN INSURANCE
Covering Your World

Home, Auto, Business, Life

800-207-7079

3443 Edwards Rd, Cincinnati, OH 45208

pkern@meridiancapstone.com

We Give Your Buyers the Security They Deserve!



"Ian is AMAZING! He gave me so much confidence, and enthusiasm, for the home I ultimately purchased! I appreciated his common sense explanations about the inner working of my home, and trusted him to let me know the clear areas of concerns, as well as the simple fixes. He goes above and beyond...from his thorough report with photographs, to being easy to reach, and easy to like!" ~Molly



Contact
Ian Trefzger
(513) 379-7988

Why is your choice for a Title Company vital to your success?

Because... it is the last impression your client has of you. Select a Title Company you can trust to finish smooth and strong. At Prodigy Title Agency, we offer:

Quick Turnaround on Numbers

Resolution of Title Issues

15 Years minimum Experience for our Staff

Experienced and Professional Closers

On-Staff Attorney Support

Make your job easier... PICK US...

PRODIGY
TITLE AGENCY LLC.

Results You Can Trust

8080 Beckett Center Dr. - West Chester, Ohio 45069 - (513)870-9070

Meet Accredited Staging Professional Sharon Colvill, Owner of

Eye 4 Design Interiors



After a career as a REALTOR® for 17 years, Sharon Colvill was looking for a change in life. It seemed like a natural progression to marry her love of real estate with the home staging industry, so she jumped in and became an Accredited Staging Professional.

In the process, she learned the strategies and guidelines to follow to stage a home properly. The property needs to be de-personalized, de-cluttered and neutralized. Removing family photos and personal accessories allows as many prospective buyers as possible to see themselves in that space. As Sharon says, “Your home is very personal and taste specific, but when selling, it has to be a product; how you live in your home and how you sell your house are very different.”

Sharon started her business by doing all her own staging and soon had a friend lend a helping hand. She also met a woman who staged model homes for many builders and allowed other stagers to rent from her. When she retired in 2013, Sharon bought all of her inventory.

Now Sharon’s business, Eye 4 Design Interiors, is exploding. She has a team of 12 people and has doubled the size of her operation,

moving from a 10,000 square foot location to a spacious 20,000 square foot warehouse.

“More agents understand the value of staging,” says Sharon, who sees staging as a critical marketing tool. Her business has averaged 20% growth every year for the past five years.

The Eye 4 Design Interiors team includes 5 Lead Stagers, a purchasing agent who keeps on top of the ever-changing inventory needs, several installation assistants, a warehouse supervisor who keeps all the logistics running smoothly, and a reliable team of movers. All of her lead stagers are accredited and stay updated on current style trends and industry standards.

Sharon says, “The team that I have is phenomenal. They are all such talented people and every one of them uses their skillset to the best of their ability. We just really love each other and find joy in what we do and who we do it with.”

She and her team strive to exceed the clients’ expectations.

Staying Current and Contemporary

To stay up-to-date with the latest design trends, Sharon and her team attend conferences hosted by the International Association of Home Staging Professionals (IAHSP®) and the Real Estate Staging Association (RESA®).

“We love learning about what other successful staging companies are doing when attending the conferences,” says Sharon. “They share great information and get us fired up.” These conferences help keep industry professionals passionate and focused on how staging impacts and benefits the real estate industry.

“Because we are constantly monitoring what is happening in the home staging field through social media sites and relationships with other stagers, we are



► sponsor spotlight

Written by Elizabeth McCabe
Photography by Krista Silz

always mindful of what we should have available in current inventory. We’ve invested a large amount of money in refreshing our inventory over the last three years and also started to focus on specific pieces for the luxury home market.”

Seamless Process

“Our process of staging is seamless from start to finish.” For vacant properties, the property is previewed at no charge and a detailed staging proposal is sent within 24–48 hours.

“We suggest key rooms such as the living room, dining room, kitchen, family room and master bedroom/bathroom be staged,” she says. One month minimum is required and if the seller keeps the inventory in place, the inventory rental for the second month and beyond is discounted.

For occupied properties, a staging consultation is recommended where every single room in the house is evaluated. Suggestions are given on what furnishings should be changed, rearranged, removed, replaced or added. “This gives sellers a plan that they can work themselves, however little or much they’re willing to do,” says Sharon. Should additional staging inventory need to be brought in to supplement the sellers’ own pieces, a quote for that is provided after the initial consultation.

Staging Simply Makes Sense

Staging makes a world of difference in ensuring a property shows as optimally as possible. Sharon explains, “The average time on the market after we stage a home is 21 days and our sellers get an offer

much quicker and for the highest possible sale price. Fifty percent of listing agents say that staging decreases the amount of time a home is on the market and 63% of buyer agents indicate their clients are more likely to write an offer on a staged vs. non-staged property.”

It simply makes sense to stage. “The investment that a seller is going to make in staging is one-third to one-fourth of their first price reduction,” says Sharon. “Staging is a much more proactive approach.”

Sharon loves seeing the expression on the homeowners’ faces when they see the newly staged home. She says, “They often can’t believe it’s the same house! And now we’re beginning to see buyers who want to purchase the home’s furnishings to continue living the lifestyle that we’ve created so we’re open to selling the staging inventory with the property.”

Supporting Charities and Non-Profits

When Sharon has inventory that she is no longer using or has become obsolete for their needs, she sees which charities or non-profits have a need.

She donates to the Welcome House of Northern Kentucky that works towards ending homelessness and promote housing stability, the Reset Ministries (a Christ-centered program for men and women who are coming out of prison and desire to transform their lives), El Bethel (a faith-based transitional home in Price Hill), and Goodwill.

Personal Interests

When Sharon isn’t working, you can find her spending quality time with her family. She is married to Scott, her husband of 16 years. They have two children, Kenzie (21) and Max (25) and two cats – Leo and Luna. Kenzie attends the U of L and is studying elementary education and Max lives in Chicago, working in management for the arts industry and as an assistant director on plays.

“When I married Scott, I gained two ‘bonus children,’ who were 5 and 9 at the time,” says Sharon. “It’s been a fun journey to help raise them and be in their lives and Scott and I love spending time together as a family whenever we can, even though they’re busy young adults.”

Scott, a systems consultant, often travels for work, and he also manages the billing and accounts receivable for Sharon. She says, “I definitely couldn’t run this business without him!”

In their free time, Sharon and her husband love to travel and stay involved with their church, Crossroads Community Church in Oakley.

Sharon found her passion as a Stager and is grateful for her success, especially from REALTORS® who use Eye 4 Design Interiors over and over again and “want to spread the word.” This successful business owner certainly has an eye for design and is making a difference in real estate.

For more information on Eye 4 Design Interiors, check out their website, www.eye4designinteriors.net.



Accurate and affordable
glass replacement and window repair.

**When you need a PRO,
give Burkhardt's a go!**



Anthony Wilkerson
7110 Vine Street Cincinnati OH, 45216
513-821-3475

TIM SPANAGEL PHOTO-VIDEO 513.374.8656
tspanagel@gmail.com Instagram- @timspanagelphoto

Interior and Exterior Photography
• Twilight Photography and Videography
• Video Walkthroughs
• Drone Photography and Videography
• Next Evening Delivery on Photos and Videos
• FAA 107 Certified
• Zillow Certified Videographer

Over 2500
Properties Photographed!

ASM
custom framing

GOT JERSEYS?
BRING THEM IN!

WE ARE THE *Best* AT COMMEMORATING YOUR SPORTING ACHIEVEMENTS

513.763.9363
@ASMCUSTOMFRAMING
9654 CINCINNATI COLUMBUS RD CINCINNATI, OH 45241

"You can trust the Geiler Company because they have been doing it right for 3 generations."
- Gary Sullivan Talk Show Host At Home with Gary Sullivan I Heart Media

You need it done **fast**.
You want it done **right**. That's what we do and we've been doing it for 130 years

Since 1885

GEILER

PLUMBING, HEATING, AIR, RADON MITIGATION
513-574-0025
www.Geiler.com

OLD REPUBLIC HOME PROTECTION

Your clients deserve the best home warranty coverage!

Visit ORHP.com or contact me to learn more

Deana Hayes
Account Executive
800.282.7131 Ext. 1230
DeanaH@orhp.com
my.orhp.com/deanahayes

People Helping People

REALTOR BUSINESS PLANNING FOR 2020

A Predictable Retirement Plan

CALL ME TODAY FOR YOUR PREDICTABLE RETIREMENT PLAN FOR 2020

BOOMERS HAVE HOUSING NEEDS - NOT WANTS!

Mutual of Omaha Mortgage

CALL ME: MIKE BOWERS, NMLS: 61535
OFFICE: 800-589-8430 | CELL: 513-680-6168

SYNERGY ONE LENDING, INC. D/B/A RETIREMENT FUNDING SOLUTIONS NMLS 1025894, 3131 CAMINO DEL RIO 190, SAN DIEGO, CA 92108. THESE MATERIALS ARE NOT FROM HUD OR FHA AND THE DOCUMENT WAS NOT APPROVED BY HUD, FHA OR ANY GOVERNMENT AGENCY. SUBJECT TO CREDIT APPROVAL. WWW.NMLS.CONSUMERACCESS.ORG

"Peace of Mind Before You Buy"

Schedule Your Home Inspections Online At:
masterhiservices.com

MASTER HOME INSPECTION SERVICES

BRIAN GIBBS
(513)519-2249
masterhiservices@gmail.com

AHT

THE RIGHT DIRECTION

AllQuest
Title Agency, LLC

11137 Main Street
Sharonville, OH 45241
513.563.0199

▶▶ on the rise

Photography by **Krista Silz**
Written by **Beth McCabe**

MEET REALTOR®

ERIC SURKAMP

PROFESSIONAL
BASEBALL PLAYER TURNED
REAL ESTATE AGENT

“My dream as a kid was to play baseball. It was the only thing I thought of,” says Eric Surkamp. He played nine years in professional baseball and tasted sweet success.

“I loved the competition,” says Eric. Whether pitching in front of fans, leading his team to victory, or being around his “best buddies” in the locker room, Eric lived his dream. He traveled around the country and around the world, ending his career in South Korea in their professional league.

Interestingly, Eric was able to let his dream live on through real estate, especially with the competitive nature of the industry. He says, “As I saw my career winding down in baseball, I looked for my second career.” He always had an interest in investment properties and real estate proved to be a natural fit with his personality.

...





“ I HAVE A PASSION FOR SERVICE MORE THAN ANYTHING.”



“I never thought of myself as a salesperson,” admits Eric. But he soon realized, through the encouragement of his broker Erik Zimmerman, that his no-pressure personality was an asset with his clients. Eric works in his clients’ best interests with his non-confrontational approach.

Eric has been a REALTOR® for a year and a half and has a career volume of 6.5 million dollars. He says, “When I joined Comey & Shepherd, I joined Liz Lemon and together we did 15 million dollars in volume.”

He earned his first Circle of Excellence award last year and just won Rookie of the Year with Comey & Shepherd in 2020. He couldn’t be happier about his accomplishments. In addition

to earning awards in real estate, Eric has found that being a REALTOR® is its own reward.

Real Estate Has Its Rewards

“I’m passionate about helping people and being the best advisor that I can for them,” says Eric. “I want to create as much value as I can.”

Everyone is at a different stage in their life, whether buying a home for the first time or having to sell a home for a move. “I just want to make the transition as smooth as possible,” explains Eric. “I have a passion for service more than anything.”

Just seeing the joy that a new home brings people makes ev-

ery ounce of effort worthwhile.

“Walking into a home and seeing someone’s eyes light up” never gets old for Eric. “For most people, purchasing a home is the largest financial investment that they will make. It’s awesome to be a part of seeing their dreams come true.”

Eric admits, “I haven’t looked at being a REALTOR® as a job. I thoroughly enjoy doing what I’m doing.”

Advice for New Agents

Eric encourages other new real estate agents to “have an abundance mentality.” Although there are over 6,000 REALTORS® in Cincinnati, there is

more than enough business for everyone. He also encourages new agents to build cooperative relationships with other REALTORS® in the industry.

Personal Pursuits

When Eric isn’t selling homes, he likes spending time with his fiancé, Allison Adams. He explains, “I met her in Arizona while playing baseball; she had a travel nursing contract.” He jokes, “I somehow convinced her to move back to Cincinnati.” Allison is originally from Iowa and is currently studying anesthesia in school.

Eric is a Cincinnati native. He grew up in Sharonville and attended Moeller High School before attending

North Carolina State University. He currently resides in Mt. Adams.

He comments, “I purchased a home in Mt. Adams three years before I finished playing. I used it as a rental property for Cincinnati Reds players.” With someone else paying for his mortgage, Eric realized that he could do this on a larger scale.

Currently, Eric is building a portfolio of properties to generate passive income. Investing in real estate will ensure a successful future. “I envision myself playing a lot of golf in the next 25 years from now,” he smiles. Investing in real estate will help pave the way.

In his downtime, Eric enjoys anything outdoors, watching sports, attending concerts, and golfing. He enjoys going out with friends and connecting with people. He says, “The best friends I have today are the people that I’ve met in the last two years since moving back to Cincinnati.”

Although he’s only been a REALTOR® for under two years, Eric has tasted sweet success. His non-confrontational nature, natural people skills, and passion for his job make him a beloved agent.

For more information on Eric Surkamp, check out his website, yourwayhomeincy.com.

Photography: Real Estate - Portraits - Aerial - 3D tours



Real Estate Photography

-MLS	starting at	\$135
- Aerial	starting at	\$150
- 3D tours	starting at	\$200
-Video Slide Shows	add on	\$50
-Aerial Photo + Video + MLS		
+Branded and unbranded video		\$350

Ask about our monthly Headshot Specials

FREE business and marketing tips
<https://cincyphotopro.com/blog>

Krista Silz
 513.912.0022 (o)
 513-324-4206 (c)
 CincyPhotoPro.com
 krista@CincyPhotoPro.com



Additional Service Benefits

Ask about our
 Cincy Pro Perks
 and
 Cincy Photo Bundle Deals



CRIMINAL DEFENSE
ESTATE PLANNING
FAMILY LAW
PROBATE LAW
REAL ESTATE LAW



NOW ACCEPTING NEW CLIENTS

513.427.6100 | www.yandrlaw.com



BRENNA SMITH PHOTOGRAPHY

Focusing on food, interiors, and real estate photography.

hello@brennasmithphotography.com | www.brennasmithphotography.com



Win Listings

EVERY. SINGLE. TIME
 Staging is a Powerful Marketing Tool



513.916.0500
 EYE4DESIGNINTERIORS.NET



LITTLE MASTERS Handyman Services
SMALL JOBS TO FULL REMODELS. WE DO IT ALL!
513-519-2249

**So Many Projects...
So Little Time!**
WE'RE HERE TO HELP!

- Small Handyman Jobs
- Kitchen and Bath Remodels
- Wood and Vinyl Flooring
- Plumbing and Electrical
- Roofing and Siding Services

Call Today! (513)519-2249
Brian Gibbs
littlemastershandyman@gmail.com
littlemastershandyman.com



Safe Start
HOME INSPECTIONS, LLC
INTERNACHI CERTIFIED

SAFE START HOME INSPECTIONS OFFERS:

- ▶ Full residential and commercial inspections
- ▶ State licensed Wood Destroying Insect Inspections
- ▶ State licensed Radon testing

We understand not everyone is in need of a full home inspection and can customize to fit your needs. Whether it is to just look in a crawlspace or inspect the plumbing we can customize an inspection to fit your needs.

Office: 513-968-4311 | **Mobile:** 937-321-7479
nwessel@safestarthi.com | www.SafeStarthi.com



CHICAGO TITLE
SERVICE. STRENGTH. INTEGRITY

Choose Chicago Title ...and Consider it Closed.

With every real estate transaction becoming more complex, you need to know your title company has the experienced professionals to get it closed. In business for over 160 years, we're proud to be known as the familiar face that provides unrivaled service to the real estate community.

Ask us about our industry leading apps for realtors

Chicago Agent ONE
Title Now

CONVENIENT LOCATION
12500 Reed Hartman Hwy, Suite 120
Cincinnati, OH 45241
Daniel J. Whalen, Esq.
Attorney/Manager
513-489-9200
www.cttoho.com/Cincinnati

**ROBERTSON
& ASSOCIATES OF OHIO, LLC**

Attorneys and Counselors at Law

Helping you plan for those you love

Estate Planning and Elder Law
Wills, Trusts, Powers of Attorney
Planning for Nursing and Residential Care

David Robertson
Lawyer

Jessica Tyler
Lawyer*

Robert Bennett
Paralegal

11137 Main Street, Sharonville, OH 45241
(513)563-6161

*Licensed in Utah, License Pending in Ohio

▶ neighborhood focus
By Emmi Abel-Rutter

MONROE

Founded in 1817, the city of Monroe is now home to over 13,000 residents. It can be found off of I-75 between Cincinnati & Dayton, directly north of Liberty Township, and west of Lebanon. The city takes up a small 17 square miles, giving it the feeling of a small town. However, it offers easy access to local shopping, employment opportunities, & restaurants.

Schools:

The city of Monroe has its own school district, which contains four public schools. There are two Catholic schools nearby, which provides other convenient options for the local residents.

- The nearby schools are:
- Monroe Primary
- Monroe Elementary
- Monroe Junior High
- Monroe Senior High
- Mother Teresa Catholic Elementary
- Bishop Fenwick High School (Middletown)

Good Eats:

Even though Monroe is a small town on the outskirts of Cincinnati, it offers a variety of local restaurants attracting people from surrounding areas. A handful of the popular restaurants include:

- Clubhouse Sports Grille
- Numpruk Thai Lao
- Tres Amigos
- Fresh Cafe
- Lucky Bamboo
- Victory Lane Pizza
- Rivertown Brewery & Barrel House
- Turkey's R Us
- Richards Pizza
- FigLeaf Brewing (North of Monroe)
- Grecian Delight (North of Monroe)

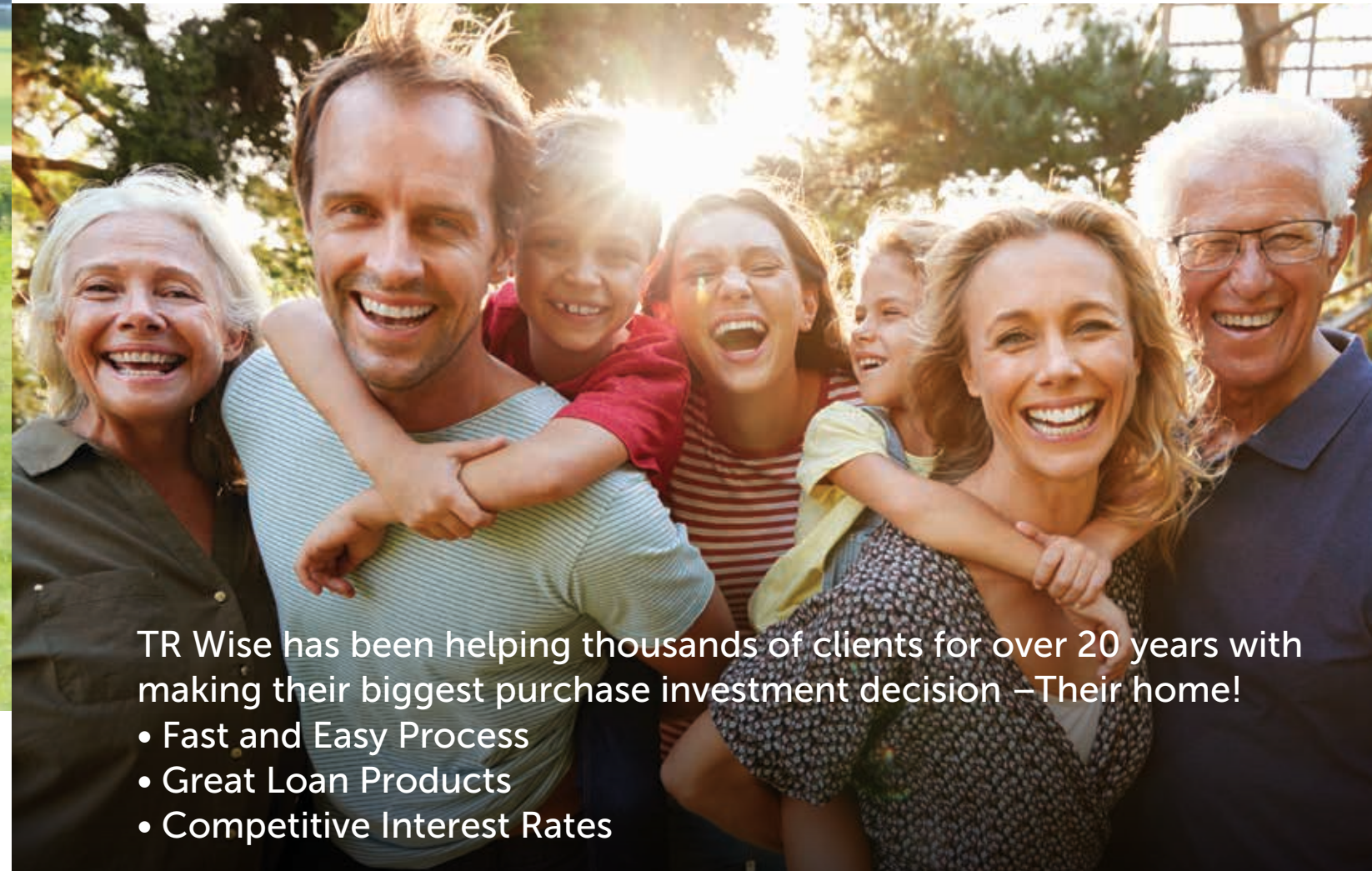
Shopping & Entertainment:

Monroe is most well-known as the home to both Cincinnati Premium Outlets and Traders World Flea Market, neither of which you can miss when you're driving on I-75. Both are very popular indoor / outdoor shopping venues that attract people from all over the Greater Cincinnati & Dayton areas. Most other entertainment options are going to be found in the surrounding areas, such as West Chester and Liberty Township. For the avid golfers, there are a handful of country clubs in the surrounding area as well.

- Green Crest Golf Club
- Wetherington Country Club
- Four Bridges Country Club
- Pleasant Hill Golf Club
- Liberty Center
- Miami Valley Gaming (Lebanon)
- Traders World
- Cincinnati Premium Outlets
- Monroe Community Park



Mortgage Services for Generations...
Helping people get the mortgage loans they need



There is a better way...

The
Comprehensive
way!

COMPREHENSIVE TITLE CORP

CHARLES JOHNSON • PRESIDENT/CEO

CJOHNSON@COMPREHENSIVETITLE.NET • HTTP://COMPREHENSIVETITLE.BIZ/

513-258-2498 | 8040 HOSBROOK RD. STE. 315 | CINCINNATI, OH 45236

TR Wise has been helping thousands of clients for over 20 years with making their biggest purchase investment decision – Their home!

- Fast and Easy Process
- Great Loan Products
- Competitive Interest Rates



TR Wise

Vice President Residential Mortgage Lending
NMLS# 132687

 **Warsaw Federal** | *At Your Service, On Your Side.*

www.WarsawFederal.com 513-244-6900



(513) 238-0999

7800 E. Kemper Rd., Ste. 140
Cincinnati, OH 45249

» featured producer

Photography by Mackenzie Frank
Written by Elizabeth McCabe

Meet REALTOR®

BETH BROWN CIUL

ORIGINALLY IN IT RECRUITING AND HUMAN RESOURCES, REALTOR® BETH BROWN DECIDED TO LAUNCH INTO A NEW CAREER IN 2002. SHE TOOK CLASSES WHILE ON MATERNITY LEAVE BEFORE STARTING IN THE COMPETITIVE WORLD OF REAL ESTATE.

Now she leads the Keller Williams Associate Partners, Preferred Ohio Sales Team, a team of 18 individuals. The Preferred Ohio Sales Team is an expansion of the EZ Referral Network. As the leader, Beth finds a lot of satisfaction in her role.

As to the most rewarding part of her business, Beth says, "For me, it's watching the less experienced real estate agents that I have hired become successful and watching them grow." She encourages them to adopt a positive mindset.

Her advice for newer agents is simple: "Don't let anyone tell you that you can't do something. Mindset is everything. If there is something that you want to do, make a plan, and go for it. Don't let anyone tell you that it can't be done because it can be."

LEADING HER TEAM TO SUCCESS

Beth found inspiration from her business partners, Mike Zinicola and Greg Erlanger, who encouraged her when she took over the Preferred Ohio Sales Team two and a half years ago.

"They encouraged me that I could grow this team to infinity and beyond. At the time, I didn't believe them, which was a limiting belief. Through their support and encouragement, they have helped this team grow. We have gone from nothing to something with 32 million dollars in two years," says Beth.

Beth couldn't be prouder of her team, which consists of full-service agents.





“

WE DON'T BELIEVE IN BUYERS AGENTS AND LISTING AGENTS, EACH AGENT IS AN INDIVIDUAL AGENT AND GROWING THEIR BUSINESS WITHIN OUR BUSINESS.

“We don't believe in buyers agents and listing agents,” explains Beth. Each agent is an individual agent and growing their business within our business.” The team provides the tools that each agent needs to be successful.

Beth, who considers herself a servant leader, serves her team wholeheartedly. She says, “My entire goal is to make them successful. It's not about me. It's truly about them.”

BETH'S BACKGROUND

Beth says, “I grew up on a large farm in Greene County.” She has a niche in equestrian properties and also likes working with downsizing clients and first-time homebuyers.

When Beth isn't working, you can find her with her family. Beth is married to her husband, Ron Ciul, a successful Cincinnati builder, and they have one daughter, Madison, who is 18.

Madison is a senior at Ursuline Academy and is an equestrian. Beth enjoys attending all of her horse shows and is proud of her daughter. She says, “I want to spend time with my daughter before she goes away for school next year.”

The Ciul family also has a horse of their own along with two dogs and sheep. Although Beth doesn't live on a farm, she likes to go to her family's farm and spend time with her parents.

Beth also likes making a difference for others and supports therapeutic riding. She says, “Children with disabilities get a lot of great advantages being around the horses.”

In conclusion, Beth loves what she does and can't imagine another profession. She says, “I love this business. I love what I am doing.” This dedicated leader also likes training and mentoring those on her team, celebrating their successes and helping to lead the way.

“They are the reason that this business is fun for me,” says Beth.

For more information on this month's Top Producer, check out her website, www.preferredohioteam.com/beth-brown.



Media That Matters

(717)756-3423

refractv

Dustin Muncy | dustin@refractv.com | www.refractv.com



Refractv has years of experience in promotional, corporate, real estate, and live event streaming video productions.



- HOUSE "FLIP"
- KITCHEN REFRESH/REFACE
- NEW COUNTER TOPS
- FULL KITCHEN REMODEL /NEW CONSTRUCTION

ONE STOP, AFFORDABLE TO CUSTOM, WE HAVE CABINETS AND COUNTER TOPS TO FIT YOUR NEEDS

Nisbet Brower's designers make projects seamless working one on one with each client to create their dream kitchen or bath.



(513) 671-1440 • Mon - Fri: 8:30am - 5:00pm, Sat. 9:00am - 3:00pm
10801 READING ROAD | CINCINNATI, OHIO 45241



TRIP AROUND THE Zip



West Chester Edition

Brought to you by Motto Mortgage & Cincinnati Real Producers Magazine

"... a community of supporting local businesses."

"A good sized city with a small town feel."



"It's a place to grow your roots and build your forever home."

Andrea Johnson- Realtor®

[sold513.com](https://www.sold513.com)

Check out our exclusive interview with realtor, Andrea Johnson of RE/MAX Victory and local radio host, Jenn Jordan. In this episode of Trip Around the Zip, Andrea takes you on a tour of her hometown of West Chester, Ohio, uncovering all of its hidden gems and sweet spots. Between her community involvement and family roots, learn more about why West Chester is the perfect place to call home.

Visit us at <https://www.facebook.com/mottomortgageapex/>



Breon Price
Loan Officer/ Owner
NMLS# 938361



The Mortgage Process--
Crafted Just For You.

Bridge loans that make contingent offers a thing of the past.
Competitive rates with low closing costs.
Leading-edge technology for a smoother loan process.



513-204-9587
www.applywithapex.com

MEET REALTOR®

CHRIS BEHM

WITH COMEY
& SHEPHERD



▶▶ legends in real estate

Written by **Elizabeth McCabe**
Photography by **Brenna Smith**

Trusted. Tried. True. REALTOR® Chris Behm has been selling homes for 29 years. She has survived the Great Recession in 2008, has seen the market recover, and has proven herself time and time again.

Prior to entering the competitive world of real estate, Chris was an RN and taught Ballet. Chris met her husband and moved to Cincinnati and started real estate at the end of 1990. She says, “My husband and I were going to flip houses and do rentals as a sideline job.” Interestingly, they didn’t purchase their first rental until six years ago.

“I was in my post-licensing class in December 1990 when President Bush started sending more troops to Iraq, I remember vividly as my brother was in the National Guard and was deployed.” With no friends in Cincinnati and no clients, she had to start from scratch. “It was a tough market, I learned how to work hard and implement the basics.” She didn’t let that deter her, rising to the challenge.

In 1991, she was Rookie of the Year and her drive and determination were fundamental to her success. Chris was entered into the RE/MAX Hall of Fame in 2004. Recently, she just received 25 years in the Circle of Excellence and has received OAR Presidents Club Awards for the past 27 years.

...



“

MY CLIENTS BECOME FRIENDS AND FAMILY TO ME. RECEIVING CALLS FROM THEIR FAMILY AND FRIENDS IS SPECIAL AND THE BEST COMPLIMENT EVER!



•••

Her total career volume is over 117 million with an average of 9 million a year over the past three years.

THE SECRET TO HER SUCCESS

What is the secret to Chris' success? It comes down to forming relationships with her clients and building their trust.

“My clients become friends and family to me. Receiving calls from their family and friends is special and the best compliment ever!” says Chris. She has won the hearts of area homeowners even while struggling with low inventory. Chris estimates that 95% of her business consists of past clients with repeats and referrals.

This REALTOR® enjoys finding the house that is perfect for her clients to make them happy. She comments, “I love working with people and I love problem-solving.” Chris enjoys sharing her experiences and preparing her clients for the process of buying and selling, the reward is the joy they express at closing, especially first-time home buyers!

To show her appreciation to her clients, Chris hosts a client appreciation party every year. She started in 1997 with a simple pumpkin giveaway on a vacant lot in her neighborhood and progressed to an annual pig roast. Through the years, she changed themes with a Mardi Gras party, a beach party at the lake, and even a casino party.

“It’s a good way to stay in touch,” says Chris. She encourages new agents to stay in touch with their clients, which will pay off in years to come.

PERSONAL INTERESTS

When Chris isn’t working, she enjoys spending time with Denis, her “wonderful, understanding, and supportive husband” of 26 years. She has five brothers and sisters; her husband has two sisters and of course, all have families.

“We try to spend as much time as we can with our family, nieces, nephews and now great-nieces and nephews,” says Chris.

Self-described “water people,” Chris and her husband love the water. Chris says, “When we met, we were both boaters. We love kayaking, boating, swimming, and just hanging out on the water.” To relax and recharge, Chris enjoys sitting on a sandy beach by the ocean.

Chris also likes making a difference in the community. She supports the Alzheimer’s Association, Hospice, the Parkinson’s Association, and Tender Mercies. Each charity is close to her heart. Chris says, “My dad had dementia and my mom had Parkinson’s, and Hospice was a blessing at the end of their lives. Dear friends of mine are involved with Tender Mercies.”

A generous person, Chris takes the time to invest in others, whether in her clients, the community, or in her family. Her giving nature, her servant’s heart, and her longevity as a REALTOR® for almost three decades make her a legend in real estate.

For more information on Chris Behm, check out her website, www.cincinnatihomes.net.

SMARTER HOME & ENTERTAINMENT

HANSON

HOME THEATER · HI-FI AUDIO · HOME AUTOMATION



- Certified Control 4 Showroom for Smart Home Automation
- Home Theater - Whole Home Audio - Security
- Smart Lighting - Automated Shades - Climate Control
- TV's - Theater Seating - Furniture
- Streaming Audio - High Performance Audio - Headphones
- Custom Design, Installation and Support
- Free In-Home or Office Consultation

Visit Us & Educate Your Home Buyers

(513) 563-0444 · HANSONAV.COM · 10800 MONTGOMERY RD · CINCINNATI



13
mo.
WARRANTY



Home Warranty of America has been helping homeowners prepare for the unexpected for over 20 years.

Find Out Why Ohio's Top Agents Partner With HWA!

- VIP Concierge Service for Agents
- Customizable Warranty Plans Available
- Re-Key
- No Cap on Refrigerant
- FREE Sellers Coverage



Jenna Wheeler | 513-913-1521
jenna.wheeler@hwahomewarranty.com

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Feb 29 as of March 12, 2020 at 11:25AM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	14	\$15,934,400
2	Kim K Mansfield	Keller Williams Advisors	31	\$7,237,980
3	Rick J Finn	Coldwell Banker West Shell	23	\$6,591,222
4	Kevin E Hildebrand	Comey and Shepherd	19	\$6,115,400
5	Michael C Hinckley	Coldwell Banker West Shell	16	\$5,897,150
6	Holly M Finn	Coldwell Banker West Shell	18	\$5,458,422
7	Ragan R McKinney	Ragan McKinney Realty	33	\$5,160,630
8	William Draznik	Coldwell Banker West Shell	9	\$5,143,400
9	Ron A Bisher	Coldwell Banker West Shell	18	\$5,140,000
10	Diane Tafuri	Sibcy Cline	8	\$4,952,600
11	Peter D Chabris	Keller Williams Seven Hills Re	28	\$4,913,750
12	Mike Hildebrand	Comey and Shepherd	18	\$4,885,900
13	Jon L Bowling	RE/MAX Preferred Group	26	\$4,731,152
14	Julia Wesselkamper	Coldwell Banker West Shell	8	\$4,579,400
15	Adam G Marit	Real Link	19	\$4,481,409
16	Michael P Hines	Coldwell Banker West Shell	10	\$4,473,000
17	Kathy J Kramer	Star One Real Estate Inc.	10	\$4,395,290
18	Lee G Robinson	Robinson Sotheby's Internat'l	8	\$4,371,900
19	Austin R Castro	Coldwell Banker Heritage	8	\$4,311,400
20	Beth B Dowling	Comey and Shepherd	5	\$4,285,000
21	Michael L Murtland	eXp Realty	25	\$4,192,300
22	Rakesh Ram	Coldwell Banker West Shell	17	\$4,171,794
23	Sandra L Peters	Comey and Shepherd	8	\$4,141,500
24	David W Wellinghoff	Comey and Shepherd	9	\$4,015,600
25	Nicole M Gulick	Reign Realty Ohio	10	\$4,008,485
26	Pam Steiner	Comey and Shepherd	4	\$3,973,500
27	Megan S Stacey	Coldwell Banker West Shell	8	\$3,928,975
28	Sharon I Packer	Coldwell Banker West Shell	5	\$3,720,500
29	Anna S Bisher	Coldwell Banker West Shell	12	\$3,617,700
30	Laura M Faz	RE/MAX Preferred Group	14	\$3,607,400
31	Scott A Oyler	Coldwell Banker West Shell	10	\$3,586,300
32	Bob Hines	Coldwell Banker West Shell	6	\$3,494,000
33	Christy C Clement	Sibcy Cline	10	\$3,401,000
34	Tyler A Smith	RE/MAX Preferred Group	7	\$3,390,000

We include an Infrared Scan with each inspection



Certified Residential Thermographers



513-831-1200

www.inspecthorizon.com



CHARLIE STOUT- OWNER
(513)503-0797
CINCINNATIDRYCARPETCLEANING.COM

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Feb 29 as of March 12, 2020 at 11:25AM

Rank	Name	Office	Total	Volume
35	Janelle A Sprandel	Comey and Shepherd	16	\$3,326,725
36	Nat Comisar	Sibcy Cline	10	\$3,319,982
37	Guy W Cagney	Coldwell Banker West Shell	20	\$3,301,350
38	Jennifer Sarver	Comey and Shepherd	7	\$3,272,700
39	Tina A Burton	Sibcy Cline	15	\$3,249,136
40	Scott T Ferguson	Keller Williams Realty Assoc.	10	\$3,207,505
41	Tyler Minges	Huff Realty	14	\$3,179,953
42	Mitchell Ram	Coldwell Banker West Shell	14	\$3,138,100
43	Patrick J Cagney	Coldwell Banker West Shell	23	\$3,099,900
44	Marsha Bennett	Bennett Realty	13	\$3,097,500
45	Jason J Bowman	RE/MAX Elite	16	\$3,052,390
46	Elaine S Greiwe	Sibcy Cline	3	\$3,010,000
47	Patti Sibcy	Sibcy Cline	3	\$3,010,000
48	Candace N Burton	Sibcy Cline	14	\$2,965,636
49	Tyler McConnell	Comey and Shepherd	17	\$2,899,200
50	Michele Donovan	Comey and Shepherd	18	\$2,839,600

Rank	Name	Office	Total	Volume
51	Dana Lynn Atti	Comey and Shepherd	7	\$2,814,000
52	Ellie D Kowalchik	Keller Williams Pinnacle Group	14	\$2,787,300
53	Regina M Hamilton	Sibcy Cline	14	\$2,784,200
54	Monika Deroussel	eXp Realty	9	\$2,769,500
55	Amy L Markowski	Keller Williams Realty Assoc.	18	\$2,761,899
56	Rachel A Silverman	Silverman and Company, Inc.	4	\$2,745,384
57	Tiffany B Allen-Zeuch	Sibcy Cline	7	\$2,676,000
58	Paul C Renwick	Renwick Realty, LLC	23	\$2,668,900
59	Toni K Louis	RE/MAX Preferred Group	9	\$2,659,000
60	Missy B Friede	Century 21 Thacker & Assoc.	9	\$2,651,500
61	Shelley Miller Reed	Sibcy Cline	5	\$2,633,000
62	Brendan S Morrissey	Sibcy Cline	10	\$2,622,400
63	Meg S Perez	Coldwell Banker West Shell	14	\$2,614,000
64	Kelly Pear	Comey and Shepherd	6	\$2,605,300
65	Melissa R Stone	Comey and Shepherd	8	\$2,561,721
66	Jon W Weeks	Keller Williams Realty Assoc.	14	\$2,543,750
67	Gary L Hamilton	Sibcy Cline	12	\$2,541,700
68	Mik D Faulkner	Comey and Shepherd	6	\$2,538,250
69	Michael L Vazquez	ERA Real Solutions Realty	8	\$2,512,989
70	Lori N Wellinghoff	Comey and Shepherd	4	\$2,501,600
71	Tracy Sunderhaus	Hand In Hand Realty	11	\$2,474,400
72	Heather R Herr	Coldwell Banker West Shell	8	\$2,472,515
73	Jackie Quigley	Comey and Shepherd	5	\$2,462,000
74	Rebecca A Messenger	Comey and Shepherd	6	\$2,457,300
75	Lynn M Schwarber	Comey and Shepherd	8	\$2,455,900
76	Doug Spitz	Coldwell Banker West Shell	7	\$2,450,685
77	Sue Wahl	Comey and Shepherd	16	\$2,447,100
78	Andrew S Gaydosh	eXp Realty	15	\$2,443,800
79	Bobby Stephens	Comey and Shepherd	2	\$2,425,000
80	Glen Whitten	Ohio Property Group, LLC	10	\$2,382,300
81	Sue M Miller	Comey and Shepherd	14	\$2,366,300
82	Beth R Mahoney	Sibcy Cline	6	\$2,360,500
83	Andrew Homan	Coldwell Banker West Shell	8	\$2,338,900
84	Patrick Gunning	Coldwell Banker West Shell	5	\$2,338,222

DISCLAIMER: Information is based on reported numbers to the Cincinnati REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Cincinnati REALTORS® through the MLS within the date range listed are not included. Cincinnati REALTORS® are not responsible for submitting this information.



Proud to partner with the
 best Realtors® in Cincinnati.

O: (513) 609-4484 Rate.com/RonErdmann
 2101 Grandin Road Suite B, Cincinnati, OH 45208

FEDERAL HOUSING LENDER Ron Erdmann NMLS ID: 728342; LO# OH - LD, MLD 043288 - MB, 804160 • NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • OH - Lic #MB.0804160 & Lic #SM.501367
 - 3940 N. Ravenswood Ave., Chicago, IL 60613

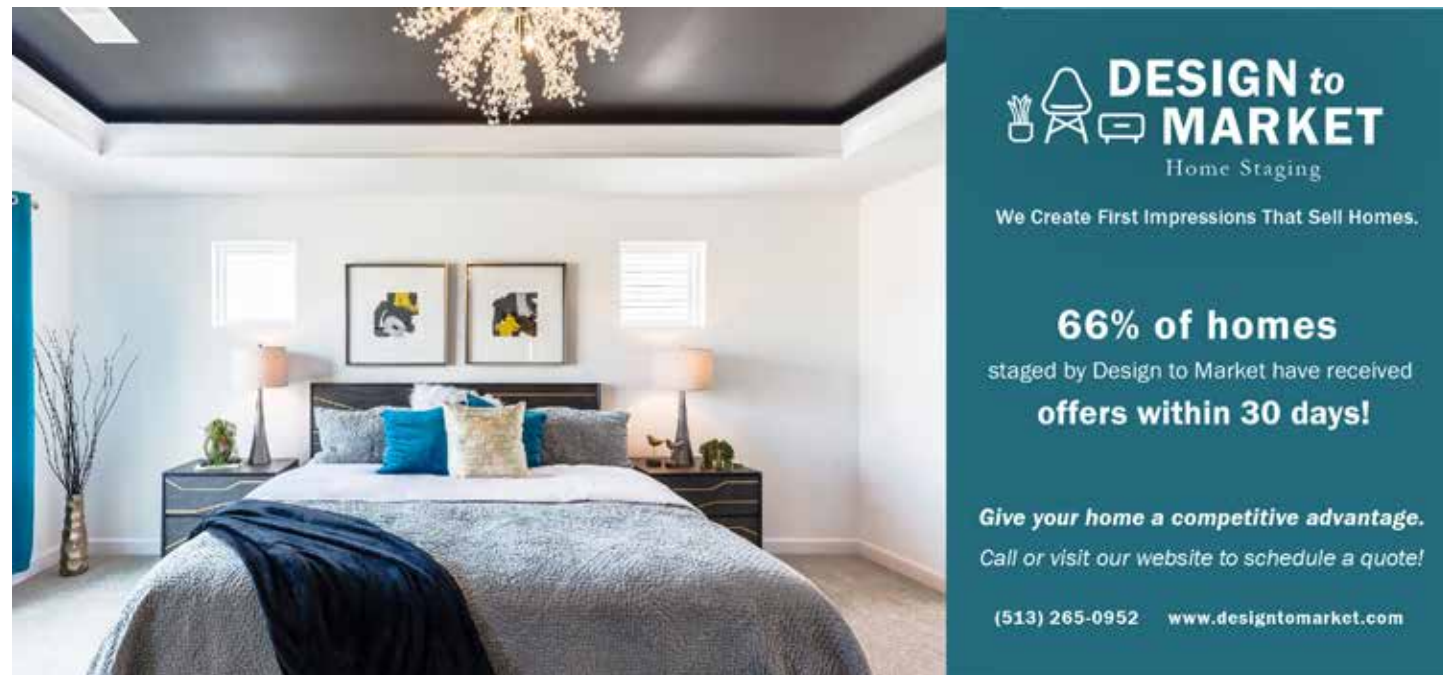
TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Feb 29 as of March 12, 2020 at 11:25AM

Rank	Name	Office	Total	Volume
85	Benjamin M Austin	Keller Williams Advisors	12	\$2,319,000
86	May Wu	Comey and Shepherd	9	\$2,317,200
87	Sue S Lewis	Sibcy Cline	7	\$2,310,500
88	Kate A Kenny	Comey and Shepherd	3	\$2,277,500
89	Micha Gleisinger	Comey and Shepherd	5	\$2,266,500
90	Amy Hackett Roe	Sibcy Cline	5	\$2,265,500
91	Marcus R Pritikin	Agora Realty Group	2	\$2,240,000
92	Eric Lowry	eXp Realty	10	\$2,235,300
93	Hossam Elsayed	Plum Tree Realty	11	\$2,199,100
94	Roxanne B Qualls	Sibcy Cline	6	\$2,158,000
95	Derek L Tye	Keller Williams Seven Hills Re	7	\$2,154,059
96	Karen E Scherer	Coldwell Banker West Shell	6	\$2,108,037
97	Tom Deutsch Jr.	Coldwell Banker West Shell	15	\$2,088,900
98	Maryann D Ries	Coldwell Banker West Shell	5	\$2,071,025
99	Judy S Recker	Sibcy Cline	2	\$2,070,000
100	Mark Schupp	Star One Real Estate Inc.	10	\$2,055,350

Rank	Name	Office	Total	Volume
101	Brad Strunk	Comey and Shepherd	7	\$2,043,835
102	Leann M Starks	RE/MAX Preferred Group	8	\$2,035,000
103	Timothy J Mahoney II	Sibcy Cline	3	\$2,030,802
104	Alexander Schafers	RE/MAX United Associates	10	\$2,027,500
105	James C Harris	Keller Williams Seven Hills Re	11	\$2,017,500
106	Ron D Minges	Star One Real Estate Inc.	8	\$2,001,000
107	Carmen L Saylor	Comey and Shepherd	11	\$2,000,200
108	Bryan L Hoelzer	Coldwell Banker West Shell	8	\$1,933,400
109	Tom C Tobias	Comey and Shepherd	3	\$1,927,500
110	Catherine M Mueller	Sibcy Cline	6	\$1,927,000
111	Allen D Ernst II	Coldwell Banker West Shell	7	\$1,923,900
112	Maura K Cagney-Tipton	Coldwell Banker West Shell	11	\$1,920,800
113	Beth A Brown Ciul	Keller Williams Realty Assoc.	10	\$1,897,900
114	Walter B Gibler	Coldwell Banker West Shell	9	\$1,893,200
115	Julie Rose	Sibcy Cline	10	\$1,886,000
116	Robert DiTomassi	Comey and Shepherd	6	\$1,883,500
117	Steve R Carnevale	RE/MAX Victory	5	\$1,880,900
118	Scott S Peach	Peach Realty, Inc	3	\$1,870,000
119	Michael W Jordan	Jordan, Inc	9	\$1,866,650
120	Sarah A Woody	Keller Williams Advisors	4	\$1,847,000
121	Tami E Holmes	HER LLC	11	\$1,838,700
122	Deborah A Martin	Keller Williams Advisors	7	\$1,835,729
123	William Wall	eXp Realty	6	\$1,829,750
124	John M Bissman	Keller Williams Pinnacle Group	7	\$1,826,399
125	Scot C Avery	Huff Realty	6	\$1,821,250
126	Jaime Thinnis-Neumaier	Sibcy Cline	8	\$1,814,332
127	Eric Senft	Redfin Corporation	6	\$1,811,100
128	Ingrid K Likes	Coldwell Banker West Shell	6	\$1,809,000
129	Susan B Rissover	Keller Williams Advisors	7	\$1,808,250
130	Chris R Waits	Sibcy Cline	8	\$1,801,000
131	Zachary Ferrell	Keller Williams Community Part	13	\$1,793,928
132	Kimberly A Mercurio	RE/MAX Preferred Group	3	\$1,792,500
133	Chris Dohrmann	Sibcy Cline	2	\$1,779,802
134	Catie VanDerVelde	Huff Realty	5	\$1,777,400

DISCLAIMER: Information is based on reported numbers to the Cincinnati REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Cincinnati REALTORS® through the MLS within the date range listed are not included. Cincinnati REALTORS® are not responsible for submitting this information.



DESIGN to MARKET
Home Staging

We Create First Impressions That Sell Homes.

66% of homes
staged by Design to Market have received
offers within 30 days!

Give your home a competitive advantage.
Call or visit our website to schedule a quote!

(513) 265-0952 www.designtomarket.com

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Feb 29 as of March 12, 2020 at 11:25AM

Rank	Name	Office	Total	Volume
135	Gina A Dubell-Smith	eXp Realty	7	\$1,759,248
136	Karen S Bevins	Sibcy Cline	7	\$1,758,500
137	Chris B Gerke	Comey and Shepherd	10	\$1,753,700
138	Lorrie Hayes	Keller Williams Pinnacle Group	5	\$1,742,000
139	Stacie A Schoeplein	Star One Real Estate Inc.	5	\$1,728,000
140	Zach Singler	RE/MAX Local Experts	8	\$1,707,880
141	Adam D Jessen	RE/MAX United Associates	8	\$1,698,050
142	John J Turco	Huff Realty	7	\$1,692,000
143	Sarah L Muller	Comey and Shepherd	3	\$1,685,000
144	Andrea M Johnson	RE/MAX Victory	6	\$1,679,000
145	Fadia Rawas	Keller Williams Realty Assoc.	2	\$1,679,000
146	Randy Horne	Huff Realty	7	\$1,674,000
147	Doug Manzler	Keller Williams Advisors	4	\$1,661,729
148	Logan Gittinger	RE/MAX Elite	7	\$1,645,390
149	Ben Freimuth	Robinson Sotheby's Internat'l	5	\$1,644,500
150	Beau Tuke	Sibcy Cline	3	\$1,641,500

DISCLAIMER: Information is based on reported numbers to the Cincinnati REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Cincinnati REALTORS® through the MLS within the date range listed are not included. Cincinnati REALTORS® are not responsible for submitting this information.

Close with Confidence!



CS Title Agency Inc
Joni Merritt & Mark Platick Co-Owners
 224 N. Fayette St, Washington C.H., OH 4316
 (p) 740-335-6645 (f) 740-335-5718
 correspondence@cs-title.com
 www.cs-titleagency.com

*Don't Hesitate!
 Say Hello!*



**We Live In The
 Communities
 We Serve!**

COMPANY NMLS ID 126841

- We don't just close transactions...we build relationships.
- We communicate throughout the loan process.
- We provide a level of service you just don't find with other lenders.



KYLE CABEZAS



JEBB LYONS



JUSTIN PHILLIPS



ADAM BREWER

513.769.6900

RAPIDMORTGAGECINCINNATI.COM





PRSRST STD
US POSTAGE PAID
WILMINGTON, NC
PERMIT NO. 40

OH_Cincinnati

RUOFF TECHNOLOGY

With industry leading technology, we make sure your loan process moves swiftly so you can close quickly and settle in sooner.



Digital Closing Experience

- Avoid hand-signing page after page at closing.
- Apply your digital signature to nearly all your documents in seconds.
- Use a computer, mobile phone, or tablet.
- Know your signature is secure with special encryption and extra layers of security.



Dave Scully
SVP, Area Manager
NMLS: 757304 | MLO-OH.757304

513.633.8476
dave.scully@ruoff.com