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



meet *Joni Merritt*

Title Agent at CS Title Agency

Love what you do and you will never work another day in your whole life. Joni Merritt found her passion in the title industry and made it her profession.

“I love what I do,” says Joni. “I’m friends with everyone I do business with. That’s what I enjoy most about this business – the friendships I have made with my clients.”

Joni is proud to be a partner at CS Title Agency, where she is also a Title Agent, Notary, Closer, and Pre-Closer. Joni says, “I started my career in the title industry in 2005.” She is proud to be a graduate of Wilmington College with a Bachelor’s in Business Management in 2000. When not working, she has two children who keep her busy in “every sport imaginable.” In her free time, Joni enjoys being an obstacle course racer and spends her weekends competing or at the ball fields.

She has a team of six individuals: Title Agent Jeremy Smith (also a Notary, Closer, and Post-Closer), Notary and Office Assistant Lynn Parks, Attorney and CPA Mark Pitstick (Joni’s business partner), Agent Assistant and Notary Kristen Bobst and Pre-Closer Bew Mekrueng.

“Most of the people who work for me are family,” says Joni. Her brother, cousin, and daughter work on her team. This family-run business is committed to their clients.

Meet the Team

Jeremy Smith has been in the title industry since 2009. He’s proud to be a 2000 graduate of Eastern Michigan University in Business Management. A long-time resident of Washington Court House, he is married with one grown child and one in school. Jeremy says, “In my spare time, I enjoy coaching soccer and gardening.”

...



Lynn Parks has been with CS Title for over two and a half years. She says, “I graduated with my associate degree in May 2015 and am currently pursuing my bachelor’s degree at Ohio Christian University.” A mother of two children, Lynn enjoys spending time with her family and shopping.

Mark Pitstick has been in the title industry since 1996. An attorney, he practices in Central Ohio and is licensed to practice in the Southern and Northern District of Ohio in the United States Court System. Mark adds, “I am a member of the Ohio State Bar Association, the Ohio Society of Public Accounts, the Madison County Bar Association and the Fayette County Bar Association.”

Kristen Bobst just started with CS Title this year and assists on all items needed from REALTORS®. She is currently attending Ashford University majoring in Business. She is new to this line of work but is really enjoying learning and growing in the field. When she’s not working or studying, she enjoys hanging out with her husband and three daughters.

Bew Mekrueng has been in the title industry for three years. She says, “I graduated from California State University with a bachelor’s in Accounting in 2017.” A hard-working person, Bew spends her time working during the week and caring for her garden. “I also love spending time with my spouse on the weekend,” she says.

Committed to Their Clients

The office at CS Title Agency is a team network, dedicated to exceeding their clients’ expectations. Joni says, “We do lunches and happy hours. We spend a lot of weekends together.”

CS Title Agency caters to real estate agents with their accessibility. They are committed to closing quickly and easily. Joni works to find more effective and efficient ways to get things done, much to the satisfaction of her clients.

“We close at Starbucks. We go to jails, hospitals, and nursing homes to sign documents. You name it – we do it if it’s feasible,” says Joni.

Even during the global pandemic, Joni and her team didn’t stop working. She did everything she could to get transactions completed. “If needed, we separated people or went to different locations and accommodated people’s schedules,” says Joni. Interestingly, April was the biggest month that CS Title Agency had.

While 80% of CS Title Agency’s work is in Clermont, Butler and Hamilton Counties, the professionals at this agency travel everywhere in Ohio. Joni says, “Most of our business goes from the east to west side of Cincinnati, but your location in Ohio is not an issue for us. We will send a closer anywhere that is needed. If you’re out of state, we have teamed up with a nationwide notary service. They will go to your home and sign with you if you need to buy or sell and need a notary.”

Advice for Agents

“If you haven’t used us, give us a chance,” says Joni. “If you have a VA buyer, note that we don’t charge a closing fee for them.”

Joni encourages REALTORS® to reach out to her with questions. Another added benefit to working with CS Title Agency is that they have seen just about any type of title issue and can clear up liens and defects.

Joni loves working in the title industry. With her enthusiasm and commitment to her clients, it is a perfect fit.

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▶▶ on the rise

Photography by **Brenna Smith**
Written by **Beth McCabe**

Meet REALTOR®

VARUN VARMA

EXCELLING
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At a crossroads in life in 2015, Varun Varma had more questions than answers. He wondered how he was going to support his family and future wife. He also wondered where his life was going. His answer became clear – real estate.

“I started real estate at the beginning of 2016,” says REALTOR® Varun Varma. At the time, he worked part-time, helping his parents run their convenience stores in Cincinnati. Serving others – an essential part of real estate – had been instilled in him at a young age. He recalls stocking gas station shelves and running the cash register in his younger years. After that, he worked in hospitality at Elements Event Center in Sharonville, starting right out of college.

“It molded my work ethic, drive, and hospitality that I would bring into the real estate world,” says Varun. He served as a banquet server for numerous weddings. “Weddings are a big part of people’s lives as well as selling homes,” he reflects. He learned excellent customer service skills, making sure to provide support and care in big moments such as getting married or buying a house.



Prior to emerging on the real estate scene, Varun worked with Jeff Rosa, General Sales Manager of Sibcy Cline Anderson at the time, who served as his mentor. With his guidance, Varun started attending real estate classes at Hondros College.

“Jeff took me under his wing when I got my license. He walked me through everything. He’s fantastic. He guides me, serving as my mentor in how I operate in the commercial side and residential side of real estate,” says Varun.

Understanding the Why

Jeff helped Varun “understand the why” behind clients buying and selling homes. Perhaps they started a family, are downsizing, or moving into the home of their dreams. As Varun says, “It’s not just putting a sign in their yard. A REALTOR® is someone to represent their feelings. It’s not a transaction but a transition to the next chapter of their life.”

When you truly understand why someone is selling a home, it makes a difference. He understands the frustrations of a first-time homebuyer. Varun also helps couples work together, especially those who might clash about their wants and needs. “I’m truly building a relationship with them,” he says. “I’m part of one of their biggest purchases.”

Varun is with his clients every step of the way, checking on them throughout the process. “After

inspections are done, I like to check in on my clients and see what they need. I guide them through the experience,” says Varun.

Finding Satisfaction in Real Estate

“I love real estate,” says Varun. “It’s not a job to me anymore. It’s being able to take care of people’s needs, negotiate for them, and represent them.”

Hearing the words of “thank you” at the closing table is a true joy for Varun. He also takes pride in his clients’ referrals. “That’s what I love about real estate,” he smiles. “I haven’t spent a lot of marketing dollars on being a Zillow premier agent or other lead-based companies.”

Varun, who has been blessed with a large circle of family and friends, is eager to help those who may need a home. He treats all of his clients like family, building relationships with them.

He is proud to have a career volume just shy of 15 million dollars and be a part of the Circle of Excellence and Ohio REALTORS® President’s Sales Club. In addition, he achieved several

Rookie highlights at Sibcy Cline in addition to annual sales awards.

Varun likes giving back to his clients and hosts client appreciation days. Last year, he took his clients to a Reds game with post-game fireworks. The previous year he rented out a bar and provided an open bar as a thank you for their support.

Grounded by Family

When Varun isn’t selling homes, he enjoys spending time with his family.

“I love having a big family,” he says. “It’s such a big support system and I truly love it.” His father has five brothers and sisters. His aunts and uncles have a few children and they have children of their own. Varun also has a brother who counsels adolescents in the southside of Chicago.

Holidays are a cause for celebration. Thanksgiving is a gathering of no fewer than 60 people. Time together is always well spent.

Varun’s grandfather is from India and is proud to be a freedom fighter for the Indian Revolution. “He was part of the Indian Freedom Revolution Party,” says Varun. His father came to the United States when he was 14 and started numerous convenience stores around town. His mother runs Kumon.

Varun is married to his wife and they enjoy traveling the world together. They have visited Greece, Paris, and South Africa, where his wife is from. Last year, they went shark diving, on an African safari, and even had the opportunity to pet cheetahs.

“It was truly incredible,” recalls Varun. “My wife has brought that out in me. When she was growing up, they would go on road trips. When I started dating and got engaged, we would go on trips too.”

In his free time, Varun enjoys playing soccer, going road biking (while his wife runs), and simply staying active.

Varun concludes, “I love everything about real estate. Looking back five years and seeing the life I have now, I never would have imagined it. I truly appreciate what I have.”



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MEET BOB DORGER

& HIS TEAM AT COMEY
& SHEPHERD REALTORS



▶ featured producer

Photography by **Mackenzie Frank**
Written by **Elizabeth McCabe**

AT THE AGE OF 41, BOB DORGER TOOK A LEAP OF FAITH – LEAVING HIS CORPORATE CAREER WITH TOYOTA AND LAUNCHING INTO REAL ESTATE. BOB FOLLOWED HIS MOTHER MARY DEAN DORGER'S FOOTSTEPS INTO REAL ESTATE AND HASN'T LOOKED BACK SINCE.

Why a second career? Bob's career would have required moving around for the rest of his life. With four children established in private schools, it wasn't a move he was willing to make.

"We made the hard decision to give that up and stay in Cincinnati where both of our families are," explains Bob. His mother was considering getting out of the real estate business. It was the perfect time for a career change.

"My mom and I went to lunch one day and she thought real estate would be a great career for me," reflects Bob. "She paved the road for me and she was absolutely right. I was very fortunate that she would go before me and turn over the keys to me. It's been a wonderful move. My only regret is I wish I had done it sooner."

A genuine people person, Bob likes meeting people and building relationships with them. He loves real estate and can't imagine a better job. Although real

estate is demanding and he does work a lot of long days, the satisfaction he gets from real estate is rewarding.

He has been in real estate for 17 years and has a career volume approaching 400 million. But all this wouldn't be possible without his team.

Embracing His Team

Behind most top producers is a dedicated team. Bob is no different. His family works alongside him in real estate and it's a whole lot of fun.

"I work with my wife Mary and my daughter Paige and my son Robbie," says Bob. Jane Dorger is also on the Dorger Team. Jane is married to Bob's cousin, Tom. Kailey Farmer and Maddie Hartman are also valued members of the Dorger Team.



Mary entered real estate in December of 2012 and Bob and Mary's children soon followed. Paige began her real estate career in March 2015 and Robbie joined the team in April 2018. Jane came on board in March 2017 and she excels in helping clients buy and sell properties. Kailey, who also helps with listings and buyers, entered real estate in June 2018. Listing Coordinator Maddie joined the Dorger Team in December 2014.

"Family is one of my core values," says Bob. "We work hard and play hard. We're blessed to have a lot of great people on our team."

Each member of the Dorger team has his or her own area of expertise. Mary is proud to be a Certified Residential Staging Expert. She works closely with sellers, preparing their

properties for the market. Maddie works closely with sellers taking measurements, overseeing marketing, and more.

Paige is honored to be the Director of Operations. "She's the glue that holds it all together," smiles Bob. "She keeps me and the team on point. She's a great quarterback and does a great job for all of us."

Mark and Robbie are the faces of the Dorger Team. Their pictures are on the signs and they work with buyers and sellers alike.

"My team is a great support system," says Bob. "I wouldn't be successful without my great team. We work with a lot of buyers and sellers. My team is the reason for my success."

The Dorger Difference

"We treat everyone as family," says Bob. "That's the big thing – we treat others as we would like to be treated. We try to be proactive and answer the needs of our buyers and sellers, exceeding expecta-

tions. We also go above and beyond, making a difference every day."

Fortunate for Family

"There are a lot of days that you have to lean on those people in your life to keep pushing you forward," says Bob, thinking of his family. "Family and friends have been supportive of my career and they've been a big part of our success."

What's great about the Dorger Team is that their business is all based on referrals and repeat clients.

"We are blessed. We're not cold calling. The true testament of success is repeat clients and referrals. That's when you know you are doing a great job," says Bob.

Bob, who met his wife Mary in kindergarten, is thankful for this wife.



“ I DO WHAT I LOVE. I LOVE PEOPLE AND NETWORKING. I LIKE CONNECTING THE DOTS FOR BUYERS AND SELLERS. MY TEAM ENABLES ME TO DO THAT.

...

He comments, “We’ve been together since we were 5 years old. We have been married for 34 years this year. I call her my best friend first and my wife second. She’s always been my best friend. We have four great kids and four grandchildren.”

Although Bob’s father died at an early age, it wasn’t without leaving a legacy. Bob explains, “The Dorger name is synonymous with home building and real estate. My father was a builder and two of my uncles were builders with Dorger Homes.”

His mother also blazed a trail for him. “My mother was with Comey & Shepherd for 20 plus years. Two of my children are following in my footsteps. It’s been quite the journey,” reflects Bob.

“It’s a privilege to work with a couple of your kids. I feel blessed to do that,” says Bob.

Giving Back

When Bob isn’t working, he is passionate about giving back to the community.



“Our big passion and calling is the Juvenile Diabetes Research Foundation,” says Bob. “Our daughter Brooke got diagnosed at an early age as a Type 1 Diabetic. It’s very near and dear to our hearts.” He’s been giving back to the Juvenile Diabetes Research Foundation since 2005.

Bob also volunteers on many committees and functions for JDRF.

In addition, Bob is actively involved at Christ the King parish and St. Ursula Academy, where his girls went to high school.

Final Thoughts

“I do what I love. I love people and networking. I like connecting the dots for buyers and sellers. My team enables me to do that,” says Bob.

For more information on this month’s Cover Story, check out their website, www.dorgerdifference.com.

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Meet REALTOR® Misha Houston

For nearly 17 years, REALTOR® Misha Houston has made a difference for first-time homeowners and sellers in Cincinnati, from budget/credit guidance, designing to staging and everything in between.

Working in Neighborhoods, a non-profit organization, is HUD-certified and helps first-time homeowners secure credit and offers budget counseling. They were established in 1978 to help Cincinnati's low- and moderate-income residents become homeowners.

Misha serves on WIN's charity committee, lists their homes, presents a number of their education courses throughout the years, and is also a donor and a volunteer. Through sponsors, donors, and city and federal

grants, they help low-income residents and minorities obtain homeownership.

"It's an organization that is near and dear to my heart," says Misha. WIN is one of only two HUD certified organizations in Cincinnati. She has also worked with The Homeownership Center of Greater Cincinnati, teaching some of their education courses and listing their homes for nearly a decade. Helping others is what she does best with her servant's heart.

Creating Curb Appeal

When it comes to putting a home on the market or redesigning a flipped property, people often don't know where to start. That's where Misha is happy to help.

"I started my own design company, Team Houston Designs, additionally, my own staging company, Team Houston Staging. I also help investors learn how to redesign their flips, so they can maximize their profits," explains Misha. Misha stages houses,

doing five pro bono each year, and designing one house pro bono each year.

Misha adds, "Six to 10 times a year, my son Thomas (affectionately called Babybird) and I go and help revive outdated landscaping for some of our clients. Sometimes the client is there and we teach them how to plant, how to edge, how to cut the grass, and create curb appeal. Which in the end creates generational wealth. Typically, we donate the supplies (bushes and mulch) and we do it free of charge. Our goal is to educate and eliminate the barriers to successful homeownership."

Landscaping can be a daunting task, but Misha can help lawns look better than ever. After all, a homeowner never gets a second chance to make a first impression. Curb appeal adds tremendous value.

Eradicating Barriers to Homeownership

“African Americans have the lowest homeownership rate and the highest foreclosure rate,” says Misha. Fortunately, she is changing that scenario, one homeowner at a time.

Through credit and financial guidance of up to 100 people each year, Misha is helping them overcome obstacles to homeownership. Before they buy a house, it is important each client receives help with their budget before taking on what is often one of the largest responsibilities of their life – a home.

“By the time they purchase a house, a good goal is to have \$3,000-5,000 worth of savings and a 700 credit score,” says Misha. “I also help them find every grant they can possibly qualify for at the time of purchase.”

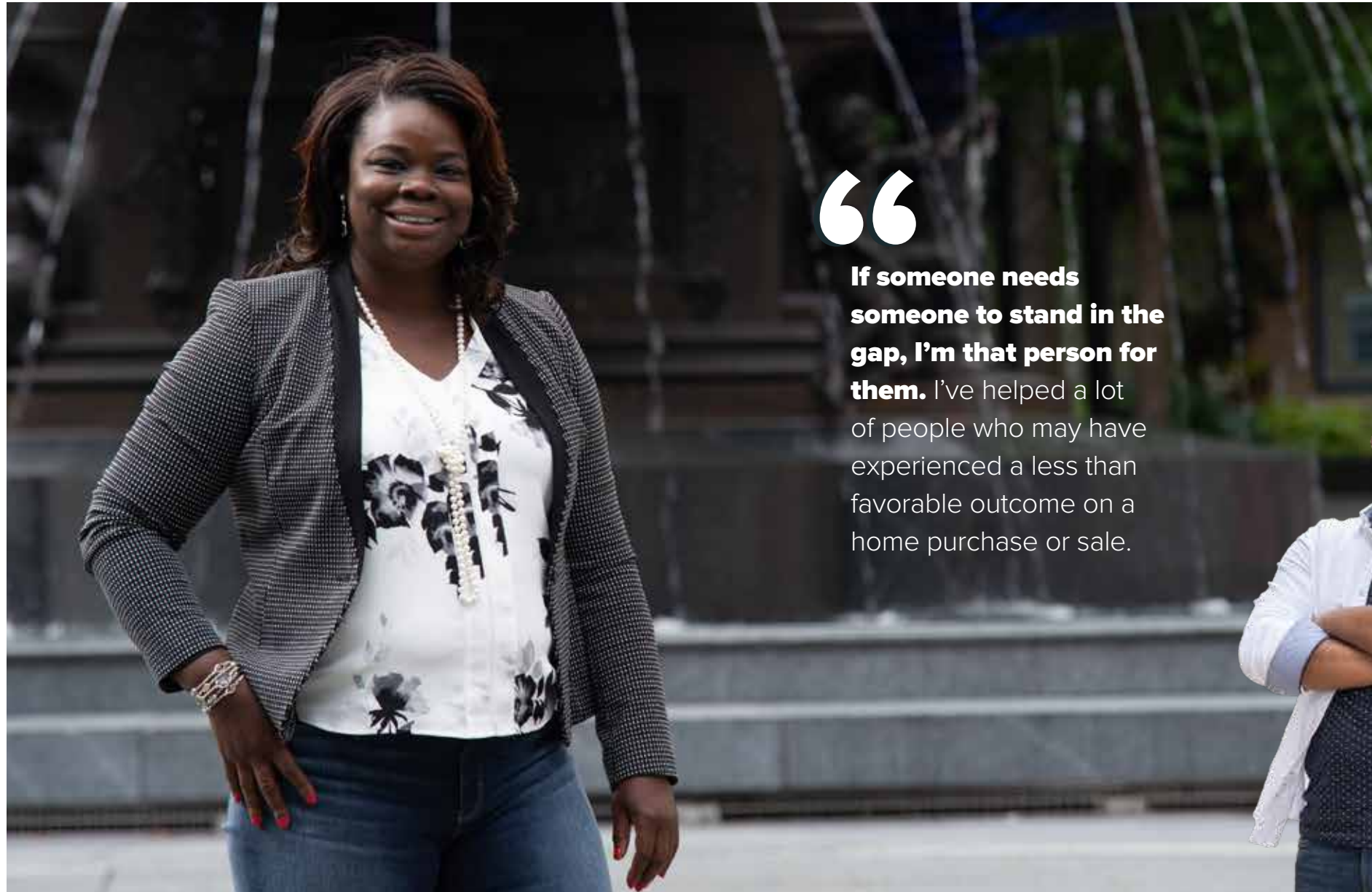
She also guides home buyers about lending and asking the difference between FHA Loans and Conventional Loans. Misha even goes to the bank with her clients so they can have a person with them every step of the way. She answers questions on home inspections, the listing process, and much more.

“My goal is to be my clients’ biggest advocate throughout the process,” she smiles. “About 50% of my clientele are first-time buyers and minorities. I also represent a lot of single parents, who may have a different set of challenges regardless of income and education.”



A Compassionate Heart For Others

Misha, a divorced mother of an amazing son, says, “I bought my first house and was the first in my immediate family to buy a house. I was in that demographic that I now serve – minorities. I had to learn to budget and gain financial literacy along the way. By 24, I was a homeowner and didn’t know some of the basics like cutting grass or making wealth-building improvements. I never even started a lawnmower prior to buying my first home. All I knew is that I wanted to own a house. It was a trial and error process with a bit of luck and a ton of mercy that led me here.”



“

If someone needs someone to stand in the gap, I’m that person for them. I’ve helped a lot of people who may have experienced a less than favorable outcome on a home purchase or sale.

She continues, “When my furnace went out in 11 days after I bought a house, I could have easily been a foreclosure. By the grace of God, I didn’t foreclose.” Now Misha is the person who stands in the gap for others. She is compassionate toward others, especially those who have never owned a home before.

“If you’ve never owned a home before, you have literally no idea how to start the process. You have no idea who is qualified to work with you,” says Misha. Fortunately, Misha comes to the rescue of her clients.

“If someone needs someone to stand in the gap, I’m that person for them. I’ve helped a lot of people who may have experienced a less than favorable outcome on a home purchase or sale.” She helps clients from start to closing, guiding them through the process of learning about the age of houses, foundation issues, landscaping, and so much more. In the process, she makes their dreams a reality.

Outside Interests

When Misha isn’t working, she enjoys spending time with her (Babybird) Thomas Jr., a biomedical

chemical engineering student. This 24-year-old is the “kindest heart” she has ever known. Misha says, “I want to show him by example how you can make great money in your career choice and have great passion and competency. It’s important that all who encounter me, including my son, understand there are genuine competent people still left in this world.”

In her free time, Misha has enjoyed running marathons, gardening, being a mentor for Girls Can (formerly Girls on the Run). She has also been

a Cincinnati REALTOR® Ambassador for two terms. In addition, she has sponsored Little League Teams. She often donates hundreds of school supplies to various Cincinnati Public Schools.

“A book, pencil, and a book-bag is a big deal to a child,” says Misha. She enjoys donating supplies to children at Cincinnati Public Schools who lack the basics.



Despite her various roles in life, being a mother is paramount to Misha.

“All of who I am is a result of being a mother, being a good person and trying to lead by example,” says Misha. She wouldn’t have it any other way.

Whether raising her son or helping others, making a difference is what it is all about for Misha Houston. Her compassion and concern speak volumes to her clients. Never underestimate the power of one life to make a difference.

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Written by **Elizabeth McCabe**
Photography by **Krista Silz**

Tried. Tested. True. Innovative. Sibcy Cline has been a trusted name in real estate since its inception. They've changed the scene of real estate in Cincinnati with their commitment to the community, long-standing history, and quest for excellence.

Robin (Sibcy) Sheakley, President of Sibcy Cline, is proud to be the fourth generation in her family business.

She has literally grown up in the business and seen the growth and the challenges in the industry and the company. Robin says, "Our focus as a company has always been on people. How can we improve the experience

and outcome for agents, co-workers and clients?" As a privately held company, we can make quick decisions when opportunities present themselves and constantly be listening and focusing on ways to provide more.



A Long-Standing History

Joseph P. Sibcy launched his real estate career in the 1920s in Norwood. He built a portfolio of apartment buildings that he maintained until the Great Depression forced him

to recalibrate. Sibcy Realtors sat dormant while he recovered financially, but in 1945, his son, Robert J., who had joined the war effort as an Army Airforce Pilot a few years prior, safely returned

...





home to his family and jumped right into selling and building residential single-family homes.

In the 1950s, he stopped building and Sibcy Realtors put down roots in Pleasant Ridge. The next decade heralded a move to Kenwood, new branch offices in Western Hills and Hyde Park and his son, Robert Nelson (Rob), joining the sales team.

In 1970, Robert J. passed away and 26-year-old Rob quickly learned to manage and run his father's company. Ten years later, Sibcy (which had 160 agents) acquired Cline (with 220 agents) to become Sibcy Cline Realtors. The following two years produced the highest interest rates ever in this country and real estate came to a standstill. The timing could not have been worse for an acquisition. Thankfully, the 1983 spring market revived the industry and Rob and his wife Pam leveraged an ambitious sales and growth strategy together while raising their children.

Beyond the generations of leadership, Sibcy Cline has always been a family business. Rob's sisters joined him in the business early on: Cindy sold then managed the Kenwood office for many years before returning to sales, and Patti has been licensed and selling her entire career, most recently getting involved in major condominium projects in Mariemont and Hyde Park. Pam Sibcy's 40-year career with the company produced the first Sunday Showcase of Homes in the '80s, launched Sibcy Cline Home Services, and led the marketing, photography, videography and e-commerce departments.

Rob and Pam have three children: Robin, Shannon, who has been active both in insurance sales as well as real estate sales, and the late Nelson Sibcy.

Over the years, there have been many other families who have had multiple family members and generations involved in the company and its leadership including the Stofko and Mahoney families. Recognizing the value of creating family businesses within the company prompted a Sibcy Cline event last April. Anyone who worked with a family member or was considering having a family member join them came to hear from a panel of peers who successfully work with their parent, child, spouse or sibling. It was a great event with interest ranging from high school students to retirees. "Cultivating talent is very important to our success," says Robin, "and who understands the business better than family members?"

I am a firm believer that the greatest commodity we have is our time. The more we can provide as a company to save agents time and help them prospect, list and sell more, the more we all benefit.

Family and community are certainly pillars of this company.

Rob and Pam have served on many Boards in Cincinnati over the years and given back to the community in countless ways. They continue to do so and promote philanthropy throughout Sibcy Cline, recognizing an agent or employee annually for their involvement with the Ralph Yeager Community Service Award.

Giving back and investing in the communities they serve has been something both Rob and Pam feel a strong obligation to do and Robin continues that legacy.

Growing Through the Years

Robin attributes the company's growth and success entirely to the people who have joined Sibcy Cline along the way, and she takes incredible pride in the tenure of agents and employees. "The institutional insight that longevity brings paired with the innovative drive of new talent keeps Sibcy Cline forward-focused and progressive." They are in the business of serving people, and they believe that every agent benefits from a personal connection to their support team, a custom marketing experience,

and powerful technology at their fingertips.

Sibcy Cline has expanded over the years by adding Mortgage Services, Relocation Services, Insurance Services, Home Services and Title Services.

Leading the Way in Real Estate

"We have been intrinsically involved in the real estate community for four generations," says Robin. "We have seen and adapted to the wants and needs of the communities we serve."

"I am a firm believer that the greatest commodity we have is our time. The more we can provide as a company to save agents time and help them prospect, list and sell more, the more we all benefit," says Robin.

"We are always striving to have the best technology, the best services and the best people on our team," explains Robin. "Simon, our Intranet is just like our website, a constantly evolving resource," explains Robin. "Every day you can see tweaks and changes to it, all for the sake of ease of use. We have full-time developers and an IT team who create tools and we also utilize third-party vendors and then customize for our needs and use."

Their website, www.Sibcycline.com, leads the way for local real estate site visits. As the website evolves so does the ability for sellers to log-in and see real-time reports on all aspects of the marketing of their listing as well as buyers who can save searches, make notes and share thoughts with their agent. Agent websites also continue to evolve and drive engagement with consumers.

"We believe firmly in the communities where we live, work, and play. We want the brand to have positive and meaningful connotations," adds



Robin. Elevating the client experience is Sibcy Cline's aim.

Sibcy Cline is "the heart of all great moves." And Robin says, "Everyone has a part in making that happen." Whether pre-COVID-19 or in the midst of a global pandemic, Sibcy Cline was a beacon in the light of a storm.



A Beacon During COVID-19

On the onset of COVID-19, Sibcy Cline was ready.

"When COVID-19 came, we were quick to stop open houses and promote virtual ones," says Robin.

Beginning March 17, Sibcy Cline went totally remote within 48 hours and experienced no business interruption. On March 20, Robin hosted the first of what ultimately became 11 weekly all-company Town Halls using Microsoft Teams. She adds, "These calls focused on the economy, the industry and the company with incredible attendance and interaction."

She reflects, "The theme throughout this period was safety, creativity and productivity and the importance was in that order. I have never worked more, read more, or talked more than during this time. We were all in constant learning and communication mode. We hosted virtual CE classes, created more digital assets than I can count, launched a Facebook support group, hosted remote new agent training and introduced a tool to electronically collect earnest money."

All the safeguards and quick thinking paid off. "The amount that was

produced in an 11-week period was jaw-dropping," smiles Robin.

Robin's Road To Real Estate

"Some of my earliest memories are going to my dad's office, visiting open houses, and walking lots and subdivisions. To be honest, I never gave another thought to doing anything other than real estate," explains Robin.

During summers in college, she worked in the Marketing Department. She recalls, "Once I was handed a phone book and told to cold call for recruits and that must be my mom's worst memory of my working at the company. I think every other call I buzzed her extension to say how much I hated doing that, but I learned!"

When Sibcy Cline got the first T3 computer program that had all listings on it pre-Internet, Robin trained all of the branch managers on how to use it. The summer of her sophomore year at Miami University, she got her real estate license. Her first listing was the house she was renting with friends, an unforgettable experience.

"It was the home my landlord had grown up in with three brothers, and the estate of their deceased mother. Everyone says that they never forget their first sale and I most certainly will not. The buyer backed out the day of closing, the brothers sued the buyer, I relisted the house and it quickly resold thankfully, but it was an experience to remember," recalls Robin.

After graduating in 1995, Robin joined Sibcy Cline Mortgage Services as a loan originator in the Montgomery Branch. "I found this job to provide the greatest insight to people and the borrowing and spending habits," she says.



She watched the transactions from beginning to end, interacting with all parties from prequalification to the closing table.

"I loved this role and I loved working at the company. After years of originating, I became Vice President of Production and shifted my focus to helping others build their business. Everyone learns and is motivated differently and managing people for the first time was challenging and really helped me grow and develop both personally and professionally. After working in the Mortgage business, I became responsible for Sibcy Cline Core Services which included Mortgage, Insurance, Relocation and Title," says Robin.

In this role, she gained more knowledge of the broader industry and the moving parts and loved every minute of finding ways to be better and grow and network with others in the industry. She also joined the executive leadership team and became exposed to all they were doing. As time passed, Robin began working directly with Professional Development and Recruiting. By the time Robin was named President at the Company Celebration of Success in September 2018, she had a solid understanding of all aspects of Sibcy Cline.

Robin is married to Matt and they have two children, Maddie, in her second year at OSU and Peter, a junior at Indian Hill High School.

Robin concludes, "I cannot imagine doing anything else. Carrying on a family business is very important to me. My parents are incredible role models to me, and I feel it is an honor and a responsibility to continue their legacy. I love people, their stories and their motivation. In no other industry can you have as much exposure to all three than real estate."



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CHEVIOT

▶ neighborhood focus

By Emmi Abel-Rutter

In 1796, the first development in the future City of Cheviot began when James Smith discovered a spring and began establishing his home. Two decades later, the city continued to be developed by John Craig, Sr. who went on to name the city after the hills between England and Scotland, Cheviot Hills.

The city of Cheviot is located on the west side of Cincinnati, only 15 minutes from downtown. It's surrounded by Covedale, Bridgetown North, and Northside. In the 2010 census, the city reported under 10,000 residents.

Schools:

The City of Cheviot is located in the Cincinnati Public School District. Due to the size of the city, there are only two local schools — one public and one private. Cheviot School is a public school that serves Pre-K-6th grade and St. Martin is a Catholic school that serves grades K-8.

Good Eats:

Before we get to the delicious food, a fun fact about Cheviot is that the total city area only covers 1.17 square miles. Even though the city is small, the number of local restaurants is extensive and impressive. The best way to find them is to take a drive along Harrison Avenue. A handful of the local favorites are:

- Crown's Kitchen
- Keller's Cheviot Cafe
- Second St. Saloon
- Roswell's
- NYPD Pizza
- Dean's Hops & Vine
- Game Time Sports Bar & Grill
- Fogarty's
- Maribelle Cakery
- Santorini
- The Public House
- Dragon City No. 4
- Cone Zone
- Regina Bakery
- Babas Shawarma Grill
- Maury's Tiny Cove Steakhouse

Shopping and Entertainment:

As mentioned above, because the city is small, you'll have to venture farther away for most forms of entertainment. However, there are a few local favorites, such as the three recreational facilities: Cheviot Memorial Fieldhouse, Harvest Home Park, and Cheviot Municipal Swimming Pool. Additionally, the city hosts events such as Harvest Home Fair — an annual event the weekend after Labor Day where all proceeds are returned to the community. The city even formed a partnership with Cheviot Game Time Sports Bar & Grill, which allows residents to use the outdoor volleyball court on Saturdays.

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-June 30 as of July 10, 2020 at 12:50PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	56	\$51,883,525
2	Kim K Mansfield	Keller Williams Advisors	123	\$27,616,708
3	Bob Dorger	Comey and Shepherd	48	\$26,582,587
4	Scott A Oyler	Coldwell Banker West Shell	69	\$23,441,278
5	Ragan R McKinney	Ragan McKinney Real Estate	146	\$23,282,930
6	Rick J Finn	Coldwell Banker West Shell	72	\$22,645,972
7	Peter D Chabris	Keller Williams Seven Hills Re	107	\$21,545,480
8	Robert Dorger	Comey and Shepherd	34	\$19,887,487
9	Donna Franke	Sibcy Cline	47	\$19,606,492
10	Andrew S Gaydosh	eXp Realty	83	\$19,426,355
11	Adam G Marit	Real Link	78	\$19,166,306
12	Michael C Hinckley	Coldwell Banker West Shell	43	\$19,126,737
13	Michael P Hines	Coldwell Banker West Shell	38	\$18,849,239
14	Rakesh Ram	Coldwell Banker West Shell	58	\$16,219,079
15	Kevin E Hildebrand	Comey and Shepherd	52	\$15,743,300
16	Ron A Bisher	Coldwell Banker West Shell	64	\$15,455,217
17	Tina A Burton	Sibcy Cline	61	\$15,132,036
18	Ellie D Kowalchik	Keller Williams Pinnacle Group	52	\$15,084,475
19	Sandra L Peters	Comey and Shepherd	24	\$14,960,338
20	Holly M Finn	Coldwell Banker West Shell	51	\$14,825,622
21	Lee G Robinson	Robinson Sotheby's Internat'l	24	\$14,748,294
22	Andrew Homan	Coldwell Banker West Shell	30	\$14,353,392
23	Kathy J Kramer	Star One Real Estate	37	\$14,352,553
24	Nicole M Gulick	Reign Realty	41	\$13,771,085
25	Sue S Lewis	Sibcy Cline	40	\$13,355,650
26	Diane Tafuri	Sibcy Cline	23	\$13,291,165
27	Bob Hines	Coldwell Banker West Shell	23	\$12,964,200
28	Tom Deutsch Jr.	Coldwell Banker West Shell	69	\$12,931,287
29	Mike Hildebrand	Comey and Shepherd	47	\$12,761,560
30	David W Wellinghoff	Comey and Shepherd	24	\$12,689,950
31	Heather R Herr	Coldwell Banker West Shell	33	\$12,410,605
32	Bobby Stephens	Comey and Shepherd	21	\$12,383,150
33	Amy L Markowski	Keller Williams Realty Assoc.	68	\$12,037,019
34	Megan S Stacey	Coldwell Banker West Shell	33	\$11,907,705


TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-June 30 as of July 10, 2020 at 12:50PM

Rank	Name	Office	Total	Volume
35	Tiffany B Allen-Zeuch	Sibcy Cline	34	\$11,898,380
36	Chris R Waits	Sibcy Cline	47	\$11,598,550
37	Anna S Bisher	Coldwell Banker West Shell	45	\$11,386,517
38	Kelly Pear	Comey and Shepherd	23	\$11,282,652
39	Sarah E Close	Keller Williams Advisors	46	\$11,136,810
40	Ingrid K Likes	Coldwell Banker West Shell	23	\$11,121,177
41	Patrick J Cagney	Coldwell Banker West Shell	67	\$11,058,965
42	Kathy M Bryant	Weichert Realtors	20	\$11,040,900
43	Sue M Miller	Comey and Shepherd	50	\$11,027,000
44	Jason J Bowman	Re/Max Elite	52	\$10,998,861
45	Regina M Hamilton	Sibcy Cline	55	\$10,740,650
46	Sue Wahl	Comey and Shepherd	50	\$10,615,300
47	Alexander Schafers	Re/Max United Associates	40	\$10,492,910
48	Joan Elflein	Ohio Broker Direct	41	\$10,460,586
49	Andrea L DeStefano	Sibcy Cline	30	\$10,185,000
50	Janelle A Sprandel	Comey and Shepherd	36	\$10,127,875

Rank	Name	Office	Total	Volume
51	Gina A Dubell-Smith	eXp Realty	28	\$9,879,633
52	Jon W Weeks	Keller Williams Realty Assoc.	46	\$9,689,450
53	Eric Lowry	eXp Realty	40	\$9,563,400
54	Jon L Bowling	Re/Max Preferred Group	50	\$9,523,687
55	Tyler A Smith	Re/Max Preferred Group	33	\$9,504,487
56	Julia Wesselkamper	Coldwell Banker West Shell	23	\$9,503,700
57	James C Harris	Keller Williams Seven Hills Re	44	\$9,481,730
58	Michael L Vazquez	ERA Real Solutions Realty	29	\$9,372,516
59	Zach Singler	Re/Max Local Experts	30	\$9,351,554
60	Jason A Reynolds	Re/Max Alpha Real Estate	33	\$9,332,761
61	Deborah A Martin	Keller Williams Advisors	26	\$9,331,869
62	Lori N Wellinghoff	Comey and Shepherd	15	\$9,298,550
63	Emily A Foebar	Huff Realty	36	\$9,218,750
64	Paul C Renwick	Renwick Realty	76	\$9,217,150
65	Maryann D Ries	Coldwell Banker West Shell	22	\$9,192,056
66	Scott T Ferguson	Keller Williams Realty Assoc.	31	\$9,069,890
67	Timothy J Mahoney II	Sibcy Cline	12	\$8,916,694
68	Larry L Thinnis	Sibcy Cline	33	\$8,890,586
69	Heather S Kopf	Kopf Hunter Haas	16	\$8,887,750
70	Jeanne M Rieder	Hoeting Realtors	43	\$8,871,430
71	William Draznik	Coldwell Banker West Shell	19	\$8,798,300
72	Maureen D Pippin	Sibcy Cline	8	\$8,766,000
73	Micha Gleisinger	Comey and Shepherd	20	\$8,701,150
74	Monika Deroussel	eXp Realty	30	\$8,700,650
75	Sondra M Parker	Coldwell Banker West Shell	26	\$8,680,650
76	Hossam Elsayed	Plum Tree Realty	42	\$8,643,200
77	Lisa S Morales	Coldwell Banker West Shell	35	\$8,557,000
78	Chris Dohrmann	Sibcy Cline	10	\$8,520,519
79	Mitchell Ram	Coldwell Banker West Shell	35	\$8,512,200
80	Guy W Cagney	Coldwell Banker West Shell	52	\$8,451,850
81	Heather M Stallmeyer	Coldwell Banker West Shell	23	\$8,449,101
82	Walter B Gible	Coldwell Banker West Shell	30	\$8,428,100
83	Courtne C Brass	Coldwell Banker West Shell	40	\$8,402,789
84	Tami E Holmes	HER LLC	43	\$8,364,375

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-June 30 as of July 10, 2020 at 12:50PM

Rank	Name	Office	Total	Volume
85	Tammy K Thome	Century 21 Thacker & Associates	41	\$8,310,100
86	Gary L Hamilton	Sibcy Cline	44	\$8,298,400
87	Pete Kopf	Kopf Hunter Haas	18	\$8,161,870
88	Meg S Perez	Coldwell Banker West Shell	45	\$8,150,400
89	Shelley Miller Reed	Sibcy Cline	16	\$8,102,900
90	Benjamin M Austin	Keller Williams Advisors	44	\$8,079,600
91	Angelo M Pusateri	Comey and Shepherd	15	\$8,039,424
92	Helena F Cameron	Sibcy Cline	22	\$8,035,590
93	David D Dawson	Sibcy Cline	23	\$8,034,000
94	Lisa M Phair	Coldwell Banker West Shell	34	\$8,024,105
95	Tyler McConnell	Comey and Shepherd	46	\$7,921,315
96	Mark Schupp	Star One Real Estate	37	\$7,857,038
97	Celia B Carroll	Sibcy Cline	15	\$7,850,357
98	Candace N Burton	Sibcy Cline	33	\$7,794,336
99	Judy S Recker	Sibcy Cline	10	\$7,743,794
100	Zachary Ferrell	Keller Williams Community Partners	42	\$7,738,178

Rank	Name	Office	Total	Volume
101	Lynn M Schwarber	Comey and Shepherd	28	\$7,668,700
102	Jamie R Gabbard	Comey and Shepherd	34	\$7,622,900
103	Robert R Smith	Coldwell Banker West Shell	39	\$7,616,147
104	Sharon I Packer	Coldwell Banker West Shell	15	\$7,611,800
105	Jon A DeCurtins	ERA Real Solutions Realty	20	\$7,571,650
106	Beth A Brown Ciul	Keller Williams Realty Assoc.	34	\$7,530,300
107	Amy Hackett Roe	Sibcy Cline	16	\$7,525,900
108	Marc A Cameron	Sibcy Cline	24	\$7,456,550
109	Christy L Colglazier	Huff Realty	24	\$7,453,950
110	Michael T Wiseman	ERA Real Solutions Realty	23	\$7,440,318
111	Michele Donovan	Comey and Shepherd	37	\$7,430,569
112	Bob D Kugler	Bowling & Kugler Realty	18	\$7,384,458
113	Denise L Gifford	Keller Williams Realty Assoc.	30	\$7,339,881
114	Tyler Minges	Huff Realty	37	\$7,315,103
115	Don M Johnson	Cutler Real Estate	37	\$7,300,861
116	Dana Lynn Atti	Comey and Shepherd	22	\$7,266,800
117	Ben Freimuth	Robinson Sotheby's Internat'l	25	\$7,180,400
118	Jennifer C Monroe	Robinson Sotheby's Internat'l	25	\$7,180,400
119	Chase R Rickey	Coldwell Banker West Shell	26	\$7,122,000
120	James E Pitzer III	Coldwell Banker West Shell	24	\$7,083,354
121	Barbara Browning	Coldwell Banker West Shell	18	\$7,042,000
122	Alison W Moss	Keller Williams Seven Hills Re	16	\$7,024,900
123	Brett A Keppler	TREO Realtors	38	\$7,014,150
124	Andrea M Johnson	Re/Max Victory	24	\$6,956,123
125	Sarah A Woody	Keller Williams Advisors	28	\$6,908,850
126	Rebecca A Messenger	Comey and Shepherd	18	\$6,858,120
127	Constance A Juillerat	Sibcy Cline	15	\$6,826,000
128	Kim M Vincent	Sibcy Cline	10	\$6,817,500
129	Doug Spitz	Coldwell Banker West Shell	20	\$6,804,821
130	Bryan L Hoelzer	Coldwell Banker West Shell	31	\$6,799,675
131	Laura M Faz	Re/Max Preferred Group	27	\$6,769,037
132	Daniel Baron	Keller Williams Advisors	32	\$6,701,670
133	DeeDee R Ollis	Re/Max Victory	33	\$6,658,750
134	Tim Cottrill	Sibcy Cline	31	\$4,734,400

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-June 30 as of July 10, 2020 at 12:50PM

Rank	Name	Office	Total	Volume
135	Beth Silber	Coldwell Banker West Shell	27	\$6,602,400
136	John M Bissman	Keller Williams Pinnacle Group	27	\$6,593,474
137	Cheryl A Ferry	Keller Williams Advisors	35	\$6,537,900
138	Brendan S Morrissey	Sibcy Cline	27	\$6,489,805
139	Jennifer Sarver	Comey and Shepherd	22	\$6,379,921
140	Cody M Brownfield	Redfin Corporation	22	\$6,351,200
141	Elizabeth Waits	Sibcy Cline	25	\$6,348,650
142	Catherine M Mueller	Sibcy Cline	17	\$6,337,513
143	Lisa E McCarthy	Coldwell Banker West Shell	34	\$6,324,527
144	Kimberly A Price	Plum Tree Realty	46	\$6,301,250
145	Marsha Bennett	Bennett Realty	30	\$6,255,300
146	Cindy Shetterly	Keller Williams Distinctive Real Estate	26	\$6,221,585
147	Julie Rose	Coldwell Banker West Shell	28	\$6,201,000
148	Michael W Jordan	Jordan, Inc	29	\$6,199,400
149	Brian P Leisgang	Coldwell Banker West Shell	24	\$6,187,650
150	Keli S Williams	Sibcy Cline	21	\$6,132,850

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