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TABLE OF CONTENTS



07

Meet The Cincinnati Real Producers Team



08

Preferred Partners



12

Sponsor Spotlight: Yonas & Rink



16

On the Rise: Oscar Asesyan, Sibcy Cline



21

Neighborhood Focus: Maineville



24

Leading The Way: Tyler Morton, RE/MAX Victory



28

Cover Story: Robert Smith, Coldwell Banker West Shell



32

Legends in Real Estate: Mark Mayer



37

Top 150 Standings (Volume)



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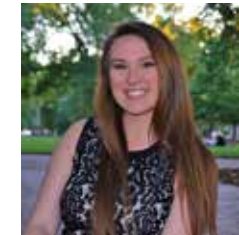
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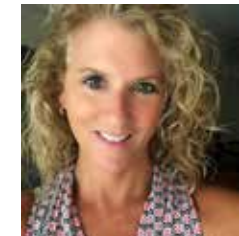
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Meet John Yonas

John earned his bachelor's degree in accounting from The Ohio State University College of Business in 1997. He then received his juris doctor degree from The Ohio State University College of Law in 2000. Upon graduation, he worked as a tax attorney and consultant for PricewaterhouseCoopers. He progressed in his career, working for Frost Brown Todd where he focused on real estate and business law before opening Yonas & Rink.

Meet Martin Rink

Martin earned his bachelor's degree in political science from The Ohio State University in 2000 before receiving his juris doctor degree from the Chase College of Law in 2003. After working for a small real estate title company, Martin formed Yonas & Rink with John. His practice areas include real estate and business law.

Meet Jason Phillabaum

Jason graduated from the University of Kentucky with degrees in Math and Music. He then went on to graduate from Thomas M. Cooley Law School. After law school, Jason worked as an assistant prosecutor for nearly 11 years, involved in some of the most complicated criminal and civil cases in the county. Jason assists many families in complicated and highly contested divorce and child custody matters. He also provides legal analysis for local news reporters.



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"We do a lot of real estate, anything real estate-related," says John. "We work hand in hand with the American Homeland Title."

John, who gained invaluable experience working at a large firm comprised of 400 attorneys, prides himself in offering the experience of a large firm but with small firm pricing. Clients receive an excel-



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YONAS & RINK, LLC

ATTORNEYS AT LAW Written by Elizabeth McCabe
Photography by Krista Silz

Yonas & Rink, LLC, was established in 2004 by Attorneys John Yonas and Marin Rink.

Their initial focus was real estate and probate planning to support American Homeland Title Company. Now John and Martin have added several outside attorneys who do criminal defense, domestic relations, and litigation.



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Their efficiency and cost-effective services are an asset to clients. In addition, their down-to-earth nature combined with their practical solutions sets them apart from other law firms.

“We only take cases that we can handle. If we can’t handle a case, we help the client find an attorney to handle it – even if it is outside our own firm,” explains John.

John and Martin partner with REALTORS® to help them when they run into legal issues. “A lot of times there is an easy fix,” says John. There are ways to get around common problems.

The partnership between Yonas & Rink and American Homeland Title provides a better level of service. As John says, “Most of the title company’s competitors don’t have access to an attorney.

We can provide practical guidance to maneuver through a transaction.”

Future Plans

“Our organization is always pushing the envelope and coming up with the latest technology,” says John.

Other plans in the works include giving back to the community more in 2020. A foundation will also be launched at the beginning of 2020.

“We have big plans to do bigger things in the real estate community,” says John. “We are looking to partner with real estate professionals to pull off events.” Look for more exciting details in the near future.

John concludes, “We have aggressive plans for growth under our entrepreneurship business model.”

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FEATURED REALTOR®:

meet **OSCAR ASESYAN**

► on the rise

Photography by Brenna Smith
Written by Beth McCabe



“I’ve been a REALTOR® for almost five years,” says Oscar Aseyan with Sibcy Cline.

Prior to real estate, Oscar worked in IT. This background helped him to become more efficient in automating contracts and putting contracts together quickly. Real estate started as a part-time job and within six months of being licensed, it became a full-time career.

Currently, Oscar’s career volume is just shy of 60 million dollars. He has established himself at Sibcy Cline in the top 100 out of 1250 agents. Oscar is also the proud recipient of the Circle of Excellence, which he has earned for the past four years, progressing in its various levels. In addition, Oscar has been a member of the President’s Sales Club since 2016 and beyond.

Real Estate = Helping Others

Oscar’s heart is to help people. He comments, “I love helping people. I love the fact that you can turn someone’s

life around. One client proposed to his girlfriend in the buying of a house. Now Oscar is helping them buy their first home and start their family together. Another client sold their house with Oscar and built a larger and newer home as their family grew.

“That is the best joy I can find,” he smiles.

Oscar also aims to build relationships with his clients. He makes friends with them long after the transaction is complete. Some of his clients have become really good friends. He wouldn’t have it any other way.

Oscar strives to be a man of integrity. He is quick to point out flaws of listings to help his clients make an educated, informed decision. A man of patience, Oscar takes his time to find the home that his clients really want.

“I’m not the type of guy to push the sale of a house. If I show a house to a



client and we are on the 10th house, I will still take my time and disclose the flaws as it should be," he says. "I will still pinpoint things to be cautious about. Not everyone is like that, but it's not just about the sale for me, it's beyond. I want every client to look back and remember me with integrity."

Achieving Goals Through Real Estate

Another benefit to real estate is that it has helped Oscar achieve a better way of life for his family.



Oscar is married to his wife Lana, a loan officer at Planet Home Lending. Together they have clients achieve homeownership and have also moved into a new home of their own with their two kids: Michael (2) and Anna (9).

"Real estate has helped put some of my personal goals into reality," says Oscar. "We recently built a beautiful place we call home." None of that would have been possible without real estate. They moved into their new home on November 27.

Their home is located next to a bike trail and Oscar and his family are looking forward to biking in the warmer months. He also hopes to explore nature and embrace the great outdoors.

Family Focused

When Oscar isn't selling homes, he likes to be with his family. "We're all very close," he says. "We love to travel when we can."

Other pastimes for Oscar include playing ice hockey. He adds, "I love hockey; any free personal time I have, I try to spend at the hockey rink."

Oscar is also involved in church and gives to Compassion, which helps children around the world.

Advice for New Agents

"If you want to grow your business and get to

the next level, there is no time to sit around. In order to excel in your career, you have to get out there in the real world," says Oscar. Staying connected with others, your sphere and past clients is important for future success.

"Stay in touch with the people after you close," continues Oscar. "Clients are the best referral source. Send them thank you cards, anniversary cards, and ask for referrals."

Another helpful tip - when Oscar gets a lead, a lot of REALTORS® will try to see if the people are qualified. That is not his strategy. He explains, "One question I ask - 'What time and day can I show you the home of interest and further discuss the process of buying and/or selling.'" "It's Important to get in front of those leads ASAP for higher conversion." This has helped him grow his business, one satisfied client at a time.

For more information on Oscar Asesyan, check out his website, www.sibcycline.com/aasesyan.

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▶ neighborhood focus
By Emmi Abel-Rutter

MAINEVILLE

The Village of Maineville was established in 1815 and is a primarily residential area that lies between Cincinnati and Dayton. The surrounding areas include Loveland, Kings Mills, and Morrow, and can be accessed by US-22, I-71, or local back roads. The Village is a part of the Little Miami School District and the Kings Local School District; however, no schools are located directly in Maineville. The trend continues with restaurants, shopping, and entertainment – most of which are found in the surrounding areas.

Schools:

As mentioned above, none of the schools in the Little Miami School District or Kings Local School District are located directly in Maineville; however, they aren't too far away either. The Kings Local School District is comprised of seven public schools, and Little Miami has six. Out of 608 school districts in Ohio, Kings is ranked #40, and Little Miami is ranked #155. Additionally, out of the 8 School Districts in Warren County, Kings is #1 behind Mason, and Little Miami is #4 behind Springboro.

Good Eats:

The nearest restaurant epicenters are going to be found along the main roads of Mason, Loveland, and Kings Mills. However, there are a handful of highly-rated eateries that are closer by:

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- Scoopz

Shopping and Entertainment:

Miamiville has Lazer Kraze, a classic family favorite. The surrounding areas have a lot to offer as far as entertainment. Just a short drive away is the famous Kings Island Amusement Park, and headed the other direction is Loveland's Castle Skateland. Here are a few other favorites in surrounding areas:

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Written by Elizabeth McCabe

“I became a REALTOR® right out of college, more on a whim than anything,” says Broker Tyler Morton of RE/MAX Victory.

After attending Ohio State University for marketing, Tyler sold cars for a few months before finding a better future for himself.

“I got my license when I was 21 and I opened my brokerage when I was 23,” says Tyler. He’s been a success ever since. His brokerage was listed in REAL Trends Top 500 for volume and transactions. Tyler’s agents at RE/MAX Victory are ranked #19 in the country. “Our average agent does 22 deals a year,” he says. His brokerage achieved 435 million dollars in production in 2019.

Tyler genuinely enjoys his job and helping other REALTORS® succeed. He comments, “I like adding value to other agents and watching their business grow.” He helps them find the “how” to their “why.”

out if you’re not called to do that.” Providing community and value-based content is important.

As Tyler says, “Don’t just try to be a salesperson. You have to bring something to the table.” That might mean going to the local brewery and talking about beer or showcasing local hiking trails.

“Find something you like doing and make it your own,” he comments.

One thing that Tyler is passionate about is making a difference for others. He does that through MAD Network, short for Make A Difference Network.

Tyler explains, “I get together 100 people (different agents and those in the community) once a quarter. Each person brings \$100 with them.





...

I find three local charities for each event and they give a five-minute talk on how they make a difference.” People vote on which charity will receive 80% of the funds. The other two charities receive 10% each. “No one goes away empty-handed,” he says.

Tyler started the Making A Difference Network two years ago and has already given over \$70,000 to local charities through his efforts. He has had eight events to date, which are held at local breweries. Not only does it impact the community, but these events are also a type of networking.

“My brother and I started MAD Network over drinks a few years ago,” says Tyler. He credits Rachel on his staff as the “workhorse” for making it happen every quarter.

Focused on Family

When Tyler isn’t overseeing his brokerage of 119 agents and four offices, he enjoys savoring the time he spends with his family. He and his 26 • February 2020



wife, Jessica, just celebrated their 10-year anniversary in October and are blessed with three children: David (8), Layla (6), and Jameson (4). They also enjoy the constant companionship of their two dogs.

“I love spending time with the family,” Tyler smiles. Their favorite place to get away is their investment property in North Lake in Eastern Tennessee. With no cell phone service, it is the perfect place to get away from the hustle and bustle of life.

We are honored to feature Tyler Morton in this month’s issue. For more information on his brokerage, check out his website, liveloveohio.com.

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MEET REALTOR®

ROBERT SMITH

with Coldwell Banker West Shell

▶ featured producer

Photography by Mackenzie Frank
Written by Elizabeth McCabe



He Has A Heart To Help Others!



Every REALTOR® has their own story of how they came into real estate. Robert Smith is no exception.

When working at P&G, he had a life-changing experience when he owned his first rental property. A mother came in with her son to his rental property and said, "I can't believe this - there is carpet. There is no violence."

Robert recalls, "These words broke my heart." He realized the potential impact he could have on the lives of others. "I wanted to help people get housing. I realized that as a REALTOR® I could help people change their legacy. This is what sparked my passion in this field."

Robert, who has been driven to help people since he was a child, obtained his license in 2004. Although he didn't pursue a full-time career in real estate until 2013, he has made a difference in many people's lives.





“

SOMETIMES

I AM A PASTOR,

JUDGE,

MEDIATOR,

AND A

REFEREE

ALL IN ONE

TRANSACTION.

”



...

“I help people all over – from Price Hill to Indian Hill,” he smiles. Robert has helped a lot of politicians, police, professional athletes, coaches, and the military (which is currently 10% of his business) find homes. Robert is also able to put his bilingual skills into regular practice to help clients whose primary language is Spanish. He recalls being raised by his mother. “My mom raised three boys alone. I watched her work hard for her master’s degree, yet never miss a parent-teacher conference. I think that’s why my heart is drawn to help single mothers.”

Robert adds, “I like serving people.” He realizes the responsibility entrusted to him from his clients. Nothing means more to Robert than “being able to change a legacy.” Homeownership can put people and their families on the right track and “change generations.”

Real estate is also a vehicle to provide wealth. Considering that over 90% of millionaires make a portion of their money in real estate, it simply makes sense to invest in real estate.

That doesn’t mean the road isn’t always easy as a REALTOR®. Robert jokes about having to wear many hats in his role. “Sometimes I am a pastor, judge, mediator, and a referee all in one transaction.” He prides himself on integrity and honesty.

Robert is a cast member of a national television show called the American Dream.

Robert has achieved a number of awards in real estate, including the Circle of Excellence (the fifth time in 2019), and is a member of Coldwell Banker International President’s Club. He is also proud to be a graduate of the OAR Leadership Academy and a Realtist member. In addition, Robert is an NRT Top 1,000 Sales Associates out of over 50,000 across all NRT brands.

This REALTOR® has had over 500 transactions in his career. In each of the last three years, Robert has had 100 transactions and sold an average of 15.5 million dollars each year.

Investing in Others

Real estate is a way for Robert to invest in others. One of the secrets of his success is how he treats his clients. Robert encourages others to “Spend time to take care of your client. You make a difference when you treat them like much more than a transaction.”

Robert, who tries to be the best he can be, loves investing in people. He was a youth pastor a few years ago and has a heart for others. He gives to his local church. He also gives gifts to show appreciation for his clients.

Life Outside Real Estate

When Robert isn’t showing homes, you can find him with his wife, Ashley. Robert and Ashley are blessed with three children, ages 8, 6, and 4.

In his downtime, Robert likes reading, teaching real estate investing classes, going to the movies, and going out to eat (chicken wings are his favorite). He also likes playing basketball and staying current in the world of boxing.

Robert has a few tips for up and coming top producers. He concludes, “Be grateful in everything and focus on the opportunity you have to help people.” Helping others is what it is all about.

For more information on Robert, check out his website, robertsmith.cbintouch.com.



REALTOR®

Mark MAYER

**has Been In Real Estate for
32 Years and Going Strong!**

From Retail to Real Estate

32 • February 2020

REALTOR® Mark Mayer with Comey & Shepherd went from retail to real estate more than 32 years ago.

“I owned my own retail business selling high-end women’s shoes, handbags and leather goods,” says Mark. He had two stores in Cincinnati and a leased department in Lexington. In 1986, he sold his business and got into real estate the following year.

“When I got into the business, we were using books as opposed to computers,” he jokes. Times have definitely changed although Mark’s work ethic has remained constant throughout the years.

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"I take my business seriously," says Mark. It has always been a full-time job for him and he has no plans of slowing down anytime soon.

"I've weathered good and not-so-good markets," recalls Mark. He recalls the Great Recession in 2008 but didn't let the instability in the market affect his job performance. He remained steadfast in providing top-notch service.

He is a proud recipient of the CABR Circle of Excellence award for 29 consecutive years. In 2006, he was named REALTOR® of the Year in Sales, an award selected by his peers. In addition, he has been the recipient of the OAR President's Sales Club Award for 29 years. Mark was also inducted into the CABR RPAC Hall of Fame Bronze Level in 2019.

Investing in Others

"I like to help new agents in the office as they come into the business," says Mark. Although he doesn't describe himself as a trainer or a mentor, he does see the value in investing in the next generation of REALTORS®.

"I feel very strongly about this business. I want to see the next agents become successful," he adds.

Mark encourages new agents to "be in the office." The benefits are numerous.

"People learn from osmosis. They learn from those of us who have been in the business.



They overhear phone calls or conversations or take part in lunch in the kitchen. Those of us who are more seasoned see younger eager agents show up at the office and we get to know them and want to work with them," says Mark. Those who don't spend time in the office are simply missing out.

Mark also encourages REALTORS® to be involved in some level at the Board of REALTORS®. Mark himself has been on numerous committees since 1990. He has also chaired committees and is a former Director at the Board of REALTORS®. Giving back to the real estate community and others is important for Mark.

Helping Others

Mark lends a helping hand to others in the community too. He recalls being a driver for Meals on Wheels, which started when they needed volunteer drivers during a bad snowstorm. "I've been doing that for 14 years now," says Mark. He and another associate in the office deliver meals every Wednesday morning together.

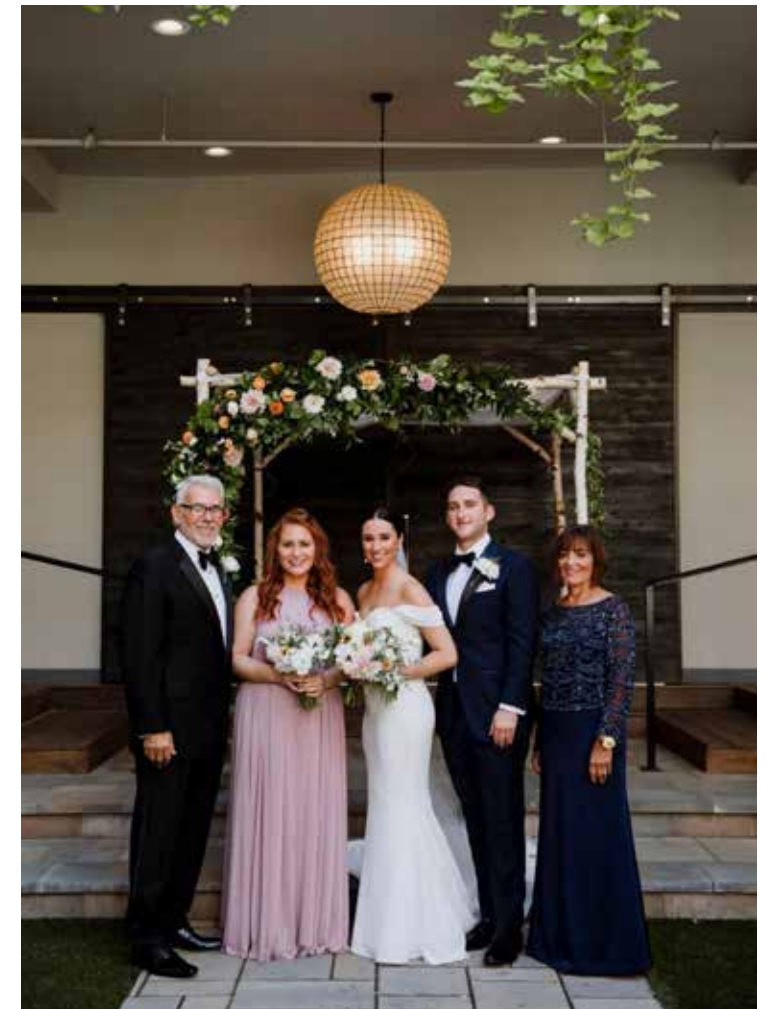
Mark is also active in his synagogue which he supports. In addition, he is a contributor to the United Way and

the Jewish Federation of Cincinnati. In 2015, he received The Power of One Award (due to volunteering) from the Mayerson JCC Senior Center.

Focused on Family

Mark will be married 45 years this July to his wife Cathy. He and Cathy are blessed with two children: Kate and Zachary. Zach got married to Caitlin on Labor Day in 2018. He and his wife are expecting their first child in February. "We are over the moon waiting for our first grandchild," says Mark.

When Mark isn't working, he likes to travel. He and Cathy enjoy long weekends in New York to see Broadway shows and they have siblings residing in Florida, Scottsdale and Los Angeles where they visit as his schedule permits.



Fulfillment in Real Estate

"I've been with Comey & Shepherd Realtors for more than 25 years," says Mark. "I work with the best! Marsha Schraffenberger, my admin, a marketing team led by Scott Schmitz and Wendy who handles my social media. I also have the support of my manager, Larry Heidler, as well as Scott Nelson and Terry Hankner who are available to me whenever I want or need them. The organization couldn't be better in my eyes."

For more information on Mark, check out his website, markmayer.comey.com.



TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Dec 31 as Of January 6th 2020 at 9:42AM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	96	\$93,973,702
2	Scott A Oyler	Coldwell Banker West Shell	192	\$60,605,023
3	Michael C Hinckley	Coldwell Banker West Shell	125	\$58,754,862
4	Rick J Finn	Coldwell Banker West Shell	142	\$48,705,609
5	Kevin E Hildebrand	Comey and Shepherd	164	\$44,220,640
6	Sandra L Peters	Comey and Shepherd	58	\$40,797,875
7	Judy S Recker	Sibcy Cline	46	\$39,631,713
8	Kim K Mansfield	Keller Williams Advisors	178	\$38,813,404
9	Andrew S Gaydosh	eXp Realty	181	\$38,370,263
10	Donna Franke	Sibcy Cline	112	\$38,345,725
11	Ellie D Kowalchik	Keller Williams Pinnacle Group	116	\$38,272,687
12	Michael P Hines	Coldwell Banker West Shell	91	\$38,136,921
13	Adam G Marit	Real Link	146	\$36,586,289
14	Tom Deutsch Jr.	Coldwell Banker West Shell	196	\$34,966,389
15	Nicole M Gulick	Henkle-Schueler Realtors	106	\$33,498,762
16	Kathy J Kramer	Star One Real Estate Inc.	86	\$33,027,528
17	Sue S Lewis	Sibcy Cline	95	\$32,665,350
18	Rakesh Ram	Coldwell Banker West Shell	93	\$32,409,459
19	Julia Wesselkamper	Coldwell Banker West Shell	57	\$30,446,700
20	Ragan R McKinney	Ragan McKinney Realty	193	\$29,893,086
21	Lisa M Phair	Coldwell Banker West Shell	121	\$28,239,004
22	Diane Tafuri	Sibcy Cline	49	\$27,596,847
23	Ron A Bisher	Coldwell Banker West Shell	101	\$26,166,808
24	Tiffany B Allen-Zeuch	Sibcy Cline	73	\$25,989,912
25	Tami E Holmes	HER LLC	145	\$25,976,110
26	Michael L Vazquez	ERA Real Solutions Realty	63	\$25,599,767
27	Beth A Brown Ciul	Keller Williams Realty Assoc.	109	\$25,586,695
28	James E Pitzer III	Coldwell Banker West Shell	85	\$24,812,432
29	Heather R Herr	Coldwell Banker West Shell	59	\$24,549,976
30	Patti Sibcy	Sibcy Cline	26	\$24,524,344
31	Angelo M Pusateri	Comey and Shepherd	52	\$24,274,747
32	Lisa S Morales	Coldwell Banker West Shell	106	\$24,000,146
33	Shelley Miller Reed	Sibcy Cline	42	\$23,617,325
34	Jeanne M Rieder	Hoeting, Realtors	123	\$23,185,964

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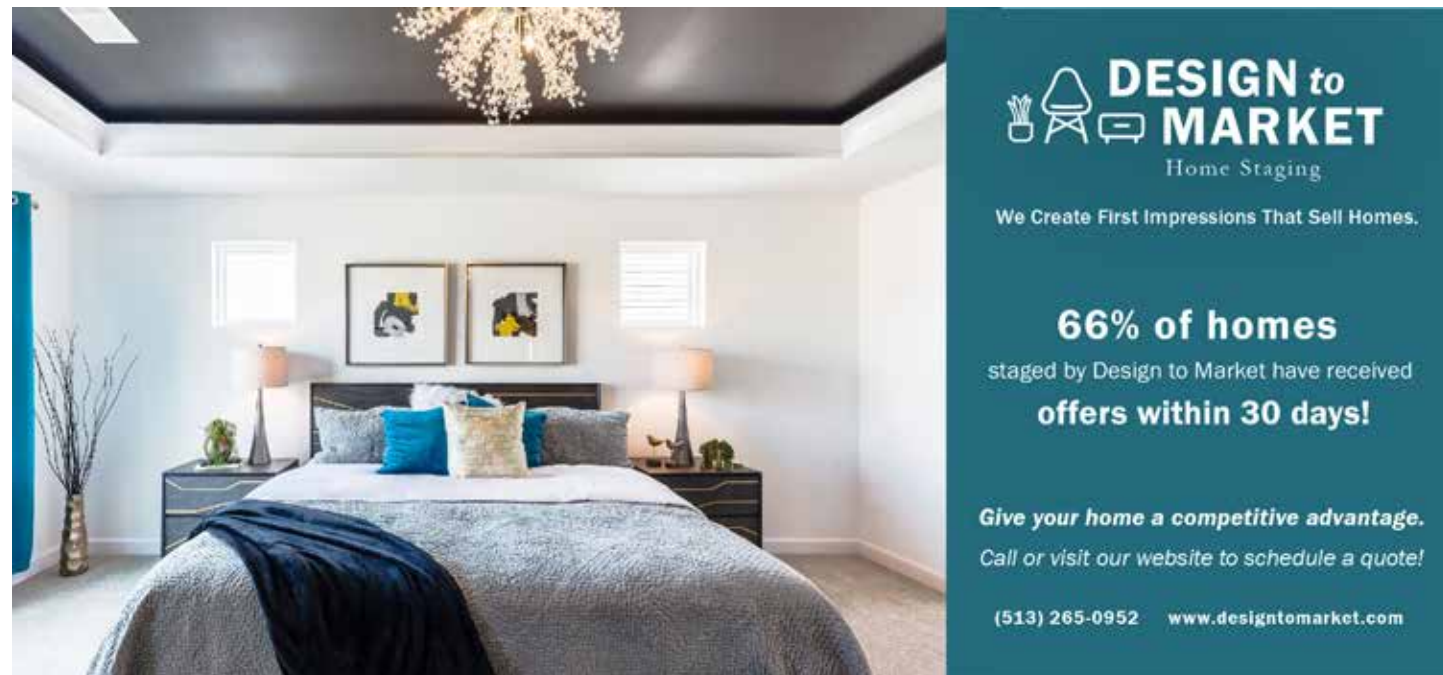
TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Dec 31 as Of January 6th 2020 at 9:42AM

Rank	Name	Office	Total	Volume
35	Paul C Renwick	Renwick Realty, LLC	191	\$22,932,950
36	Sue Wahl	Comey and Shepherd	99	\$22,098,075
37	James C Harris	Keller Williams Seven Hills Re	91	\$21,744,095
38	Amy L Markowski	Keller Williams Realty Assoc.	114	\$21,683,800
39	Derek L Tye	Keller Williams Seven Hills Re	68	\$21,457,066
40	Steve Sylvester	Comey and Shepherd	50	\$21,223,265
41	Jason J Bowman	RE/MAX Elite	92	\$21,058,840
42	Tyler Minges	Huff Realty	102	\$21,023,050
43	David W Wellinghoff	Comey and Shepherd	30	\$20,593,440
44	Monika Deroussel	RE/MAX Preferred Group	73	\$20,397,217
45	Megan S Stacey	Coldwell Banker West Shell	52	\$20,373,540
46	Denise L Gifford	Keller Williams Realty Assoc.	83	\$20,154,045
47	Sondra M Parker	Coldwell Banker West Shell	71	\$19,937,730
48	Bob Dorger	Comey and Shepherd	40	\$19,833,914
49	Brian P Leisgang	Coldwell Banker West Shell	84	\$19,576,790
50	Tina A Burton	Sibcy Cline	91	\$19,543,632

Rank	Name	Office	Total	Volume
51	Elaine S Greiwe	Sibcy Cline	14	\$19,194,651
52	Beth Silber	Coldwell Banker West Shell	82	\$19,115,261
53	Lesli D Norris	Coldwell Banker West Shell	76	\$18,973,900
54	William Draznik	Coldwell Banker West Shell	58	\$18,857,932
55	Andrew Homan	Coldwell Banker West Shell	50	\$18,717,067
56	Walter B Gibler	Coldwell Banker West Shell	65	\$18,699,959
57	Amy Hackett Roe	Sibcy Cline	38	\$18,617,074
58	Maryann D Ries	Coldwell Banker West Shell	49	\$18,169,585
59	Robert R Smith	Coldwell Banker West Shell	113	\$18,076,782
60	Lee G Robinson	Robinson Sotheby's Internat'l	30	\$17,751,200
61	Catherine M Mueller	Sibcy Cline	49	\$17,452,799
62	Jon L Bowling	RE/MAX Preferred Group	95	\$17,388,264
63	Barbara Browning	Coldwell Banker West Shell	59	\$17,062,172
64	Andrea L DeStefano	Sibcy Cline	42	\$17,050,900
65	Keli S Williams	Sibcy Cline	60	\$17,006,174
66	John M Bissman	Keller Williams Pinnacle Group	65	\$16,967,662
67	Alexander Schafers	RE/MAX United Associates	69	\$16,898,330
68	Austin R Castro	Irongate, Inc	48	\$16,861,500
69	Jennifer H Lightcap	Sibcy Cline	26	\$16,566,575
70	DeeDee R Ollis	RE/MAX Victory	91	\$16,324,785
71	Michael L Murtland	eXp Realty	75	\$16,315,350
72	Kim M Vincent	Sibcy Cline	17	\$16,185,500
73	Toni K Louis	RE/MAX Preferred Group	43	\$16,155,615
74	Scott T Ferguson	Keller Williams Realty Assoc.	65	\$15,981,566
75	Kimberly A Price	Plum Tree Realty	135	\$15,944,000
76	Jackie Quigley	Comey and Shepherd	37	\$15,708,678
77	Michael T Wiseman	ERA Real Solutions Realty	58	\$15,680,102
78	Tyler A Smith	RE/MAX Preferred Group	53	\$15,673,793
79	Gina A Dubell-Smith	eXp Realty	53	\$15,665,550
80	Brett A Keppler	TREO Realtors	67	\$15,482,125
81	Michelle L Collins	Collins Real Estate	112	\$15,325,105
82	Kelly Pear	Comey and Shepherd	26	\$15,293,968
83	Jon W Weeks	Keller Williams Realty Assoc.	67	\$15,269,525
84	Michelle R Sloan	RE/MAX Time	52	\$15,257,814

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Dec 31 as Of January 6th 2020 at 9:42AM

Rank	Name	Office	Total	Volume
85	Jeffrey R Boyle	Keller Williams Realty Assoc.	71	\$15,081,026
86	Zachary Ferrell	ERA Real Solutions Realty	87	\$14,992,223
87	Alex Altaly	Plum Tree Realty	19	\$14,959,000
88	May Wu	Comey and Shepherd	45	\$14,942,488
89	David D Dawson	Sibcy Cline	47	\$14,938,700
90	Bobby Stephens	Comey and Shepherd	36	\$14,915,565
91	Holly F Allen	Fehrman Group	83	\$14,877,738
92	Eric Lowry	Keller Williams Realty Assoc.	64	\$14,795,500
93	Doug Spitz	Coldwell Banker West Shell	42	\$14,529,762
94	Jon A DeCurtins	ERA Real Solutions Realty	45	\$14,521,826
95	Guy W Cagney	Coldwell Banker West Shell	86	\$14,510,932
96	Celia B Carroll	Sibcy Cline	28	\$14,485,436
97	Jason A Reynolds	RE/MAX Alpha Real Estate	49	\$14,471,000
98	Elizabeth Waits	Sibcy Cline	62	\$14,311,425
99	Stacie A Schoeplein	Star One Real Estate Inc.	39	\$14,267,600
100	Joan Elflein	Ohio Broker Direct	56	\$14,161,145

Rank	Name	Office	Total	Volume
101	Scott Baker	Coldwell Banker West Shell	41	\$14,127,150
102	Bishnu L Kharel	RE/MAX Preferred Group	70	\$14,116,800
103	Neil Lobert	Sibcy Cline	20	\$14,009,000
104	Susanne L Anton	Sibcy Cline	50	\$13,958,275
105	Cheri Hewald	Coldwell Banker West Shell	43	\$13,950,451
106	Regina A Chilcoat	Comey and Shepherd	58	\$13,903,850
107	Sandra L Burkhart-Williams	Huff Realty	47	\$13,759,229
108	Cheryl A Ferry	Keller Williams Advisors	53	\$13,713,944
109	Jamie R Gabbard	Comey and Shepherd	61	\$13,708,420
110	Bryan L Hoelzer	Coldwell Banker West Shell	102	\$13,621,449
111	Amy W Minor	Comey and Shepherd	20	\$13,566,150
112	Mark Schupp	Star One Real Estate Inc.	79	\$13,541,187
113	Beth Bokon Onthank	Sibcy Cline	13	\$13,390,500
114	Christy R Jones	Coldwell Banker West Shell	28	\$13,334,079
115	Shelley Ballou	RE/MAX Preferred Group	60	\$13,317,440
116	Jeff D Dickey	The Dickey Group Inc, Realtors	87	\$13,287,592
117	Sarah E Close	Keller Williams Advisors	55	\$13,284,900
118	Missy B Friede	Century 21 Thacker & Assoc.	53	\$13,191,576
119	Roxanne B Qualls	Sibcy Cline	30	\$13,170,972
120	Helena F Cameron	Sibcy Cline	36	\$13,081,148
121	Pam Steiner	Comey and Shepherd	25	\$13,052,580
122	Jennifer Dardzinski	Comey and Shepherd	27	\$12,963,400
123	Beth R Mahoney	Sibcy Cline	31	\$12,688,565
124	Jessica Bauer	Comey and Shepherd	50	\$12,680,100
125	Cindy Shetterly	Keller Williams Realty Assoc.	54	\$12,675,546
126	Alex M Moxsin	OwnerLand Realty	51	\$12,639,575
127	Dana Lynn Atti	Comey and Shepherd	45	\$12,529,400
128	Vicki M Sylvestre	Keller Williams Realty Assoc.	30	\$12,528,050
129	Lynn M Schwarber	Comey and Shepherd	38	\$12,440,910
130	Oscar Asesyan	Sibcy Cline	47	\$12,394,748
131	Regina M Hamilton	Sibcy Cline	64	\$12,209,400
132	Tammy K Thome	Century 21 Thacker & Assoc.	66	\$12,175,900
133	Beau Tuke	Sibcy Cline	31	\$12,160,900
134	Sandy K Faulkner	Comey and Shepherd	43	\$12,120,750

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TOP 150 STANDINGS

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Rank	Name	Office	Total	Volume
135	Brad Strunk	Comey and Shepherd	43	\$12,106,078
136	Michael W Jordan	Jordan, Inc.	57	\$11,955,681
137	Laura Kraemer	Comey and Shepherd	40	\$11,901,200
138	Kathy M Bryant	Sibcy Cline	30	\$11,805,650
139	Larry E Beebe	Comey and Shepherd	58	\$11,776,600
140	Ryan S Riddell	Keller Williams Community Partners	67	\$11,745,800
141	Rob Fix	Sibcy Cline	41	\$11,708,430
142	Nick Guetle	Sibcy Cline	49	\$11,605,617
143	Tracy Sunderhaus	Hand In Hand Realty, LLC	49	\$11,562,949
144	Don M Johnson	Cutler Real Estate	75	\$11,535,423
145	Alicia M Moser	Sibcy Cline	29	\$11,524,938
146	Diane R Wiesmann	eXp Realty	54	\$11,450,608
147	Courtne C Brass	Coldwell Banker West Shell	56	\$11,423,000
148	Molly Eynon	Coldwell Banker West Shell	39	\$11,408,135
149	Marsha Bennett	Bennett Realty	70	\$11,344,400
150	Maureen D Pippin	Sibcy Cline	10	\$11,207,000

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