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TABLE OF CONTENTS



07
Meet The Cincinnati Real Producers Team



08
Preferred Partners



12
Sponsor Spotlight: Comprehensive Title



16
On the Rise: Jill and Scott Ferguson, Keller Williams Associates



21
Neighborhood Focus: Milford



24
Leading The Way: Chris Russell, Plum Tree Realty



28
Making A Difference: Liz Lemon



32
Cover Story: Ragan McKinney



37
Top 150 Standings (Volume)



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

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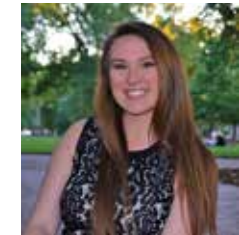
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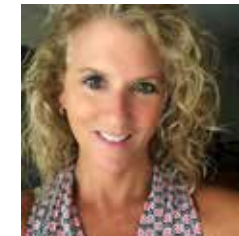
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▶▶ letter from the CABR president

DEAR CINCINNATI AREA BOARD OF REALTORS MEMBERS,



Happy New Year! I hope 2020 is off to a great start.

I thought I would kick the year off with some industry updates.

As a result of an amendment to the budget bill which passed last summer, applicants for an Ohio real estate license will be required to undergo a criminal background check before being approved to take the real estate examination. This becomes effective on Nov. 1 and will require a check of both state and FBI records.

At its Nov. 11 meeting, NAR's Board of Directors approved a change to NAR's Code of Ethics training requirement. Since 2001, REALTORS® have been required to take Code of Ethics training to retain their membership. Originally, the training was required every four years, but in 2017, NAR changed the requirement to every two years. A presidential advisory group (PAG), appointed in 2019, made several recommendations to the NAR Leadership Team. One of its recommendations was to extend the requirement to every three years in order to give members more time to fit it into their continuing education schedule and to give local associations adequate time between cycles to administer the program listings, nor does it impede brokers' ability to meet their clients' privacy needs.

On 11/11/19, in a vote of 729-70, NAR's Board of Directors approved MLS Statement 8.0, also known as the Clear Cooperation policy. The policy requires listing brokers who are participants in a multiple listing service to submit their listing to the MLS within one business day of marketing the property to the public. Three days is still permissible if you are not marketing the property to the public. The new NAR policy requires CincyMLS to make modifications to our local policies in order to be in compliance. More information will follow as we identify these changes prior to implementation (no later than May 1, 2020).

The Cincinnati Area Board of REALTORS® has developed the NEW Video and Audio Surveillance Acknowledgement for use by members. It should be addressed at the time of listing a property.

Please go to CABR.org for additional information regarding these updates, member services and benefits, educational offerings, discounts, and much more!

I'm wishing you much success in 2020!

With Gratitude,

Past President,
Michelle Billings

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Written by Elizabeth McCabe
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MEET CHARLIE JOHNSON OF COMPREHENSIVE TITLE CORP.

After being a real estate agent for 15 years, Charlie Johnson grew frustrated with how title companies operated. As he told his wife Elizabeth, “There has to be a better way.”

Necessity is the mother of invention. In 2008, Charlie launched Comprehensive Title Corp. But it was a challenge.

“It was a scary time to start a company. We didn’t even know where the bottom of the recession would be,”

he says. With the support of his wife, Charlie started his business. “She was instrumental in getting our IT people on board and with marketing and ideas.” Charlie and Elizabeth had two young children at the time, including Charlie, Jr. (who is now 16), and Anna (who is now 12).

Now, Charlie genuinely loves what he does. He says, “It’s not work if you love what you do. I found out that was true.”

Because of his background in real estate, Charlie has built lasting connections with colleagues, clients, and friends. This is another secret to his success.

“I knew the people,” says Charlie. “I know what REALTORS® want and when they want it.” He caters to REALTORS® through constant communication, answering and resolving their concerns in a timely fashion, through his flexibility and availability.

“Communication is absolutely key to what we do,” says Charlie. Phone calls are returned within the hour, not at the end of the day. He and his staff are engaged with



can access it immediately. Ever aware of the importance of online security, there is an ongoing investment and detailed attention to maintaining multiple layers of security for everyone’s peace of mind.

Charlie and his team also close on time. “There is no reason for all the drama,” he says. He just “gets it done.”

Rewarded by Referrals and Repeat Business

Owning a title company is very rewarding. Charlie says, “If I have happy faces that walk out of the conference room (for the closing), the rest will take care of itself. That is one of my benchmarks.” Happy clients turn into referrals and repeat business.

“Repeat business is a very satisfying feeling,” Charlie smiles. Knowing that he did a good job for people keeps him motivated and enthusiastic to begin each day of work. He also loves the variety in his job, which keeps him very alert. No two customers are alike, and neither are any two title exams.

Savoring Family Time

When Charlie isn’t working, he savors time with his family. A passionate horse-back rider, he enjoys fox hunting along with his family with the Camargo Hunt Club in Indian Hill or in Owen County, Kentucky. While Elizabeth doesn’t hunt foxes, she does enjoy riding. She and Charlie have been married for 18 years.



their clients, agents and buyers alike, eager to eclipse their expectations.

If he doesn’t immediately have the answer, Charlie finds it. Being on top of his game and delivering total customer success is what Charlie and his team do best.

Exceeding Customers’ Expectations

“We make it happen,” he says. “We don’t tell people ‘no.’ We go the extra distance for our clients.” As Charlie says, “There is a sign on my desk that reads ‘It can be done.’ That’s what we do.”

Comprehensive Title Corp. was the first title company years ago to publish settlement statements online. If clients need a settlement statement, they





Other pastimes for Charlie and his family include skiing, which is fun for everyone. On Spring Break, they usually go out West, which everyone looks forward to.

Life is too short not to enjoy your profession. Charlie is grateful to have created a job that he loves, and he couldn't be happier about that.

For more information on Comprehensive Title Corp., check out their website, comprehensivetitle.biz.

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▶▶ on the rise

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



SPOUSES WHO SELL HOUSES: MEET SCOTT & JILL FERGUSON

A project manager for 20 years for large companies in Dayton and Cincinnati, Jill Ferguson was looking for a change of pace. She turned to her husband, Scott, who led a desktop IT department at a leading hospital, for inspiration.

Jill explains, “Scott had been in real estate in the ‘90s for five or six years and always liked it. He talked about it and was getting burnt out by IT and the long hours.”

A change of career was the logical next step. Scott transitioned to real estate three-and-a-half years ago with the encouragement of Jill. She followed in his footsteps six months later. Both had IT backgrounds, which was an asset in real estate.

“I never thought I would leave project management and go into real estate full-time,” admits Jill. But she was glad that she did. She transitioned by working in real estate on the nights and weekends before going full-time in June 2018. Marketing, branding, holding open houses, and showing clients potential homes was enjoyable for her and a welcome change of pace.

With a career volume of 36.4 million dollars and a total volume exceeding 15 million dollars last year, they have tasted sweet success. They credit their success to coaching with Tom Ferry, which enabled them to triple their busi-



ness. Jill says, “We worked with a coach and put together a plan to go full-time.” They haven’t looked back since.

They earned the Cincinnati Area Board of REALTORS® (CABR) Circle of Excellence Level 3 in 2018 and the OAR in 2019. (While they didn’t apply for the OAR in 2018 or the CABR awards in 2019, they would have qualified for both.)

Excelling in Customer Service

One of the reasons this husband and wife team has been so successful is because of their exceptional customer service.

Scott explains, “My background in IT is based on customer service. To bring that over to real estate is a huge win for us.” Their comments from their clients are inspiring, especially since their communication is unparalleled to other agents and their work ethic is impressive.

“Comments that we have had from clients include that we work hard like it’s a bad market,” says Scott. Real estate consumes him and Jill, but they wouldn’t have it any other way.

...

...

Others comment that they "made it so easy." Complicated deals, including purchasing a house unseen while the buyer is located in another state while being turned down for a VA loan, show Scott and Jill's drive and determination. Simply put, they find a way to get it done.

Top-notch marketing also makes a difference for Scott and Jill. Jill comments, "We do all of our own social media and video marketing." Scott jokes, "We use and abuse social media. We excel in it, especially with our background. It's a natural avenue of marketing for us."

Rewarded by Referrals

The most rewarding part of their business is getting referrals. Jill says, "Nothing says you've done an awesome job like raving fans." Getting homes sold quickly and for top dollar is what it is all about for this dynamic duo.

Scott and Jill, who reside in Monroe Crossings, get a lot of referrals from their neighborhood.

"We do 60% or more of the transactions in that neighborhood. People come to us who want top dollar for the property. They want the experts who are able to price property accurately and negotiate for them. That has been a strong point for me - the ability to negotiate. We are negotiating 100% list to sale price," says Scott.



They also give back to the community through neighborhood events. Whether a pumpkin patch in October, treat bags for Easter or putting out American flags by all 700 mailboxes in the neighborhood, Scott and Jill enjoy giving back to the neighborhood.

Active Interests

When they aren't working, Scott and Jill support Pink Ribbon Girls, PAWS and Recycled Doggies. They have three adorable dogs of their own, including a Labrador and a Saint Bernard.

In their downtime, Scott and Jill like going out to eat at different places and traveling as much as they can.

Whether that is to San Diego for an elite retreat or Austin for Keller Williams Mega Camp, they try to combine business and pleasure as much as possible.

They also take time to spend time with their families. Scott has three children, ages 24, 22 and 18. Time spent with them is always well spent.

Real estate is a dream come true for Scott and Jill. Their second career is much more rewarding than the first!

For more information on Scott and Jill Ferguson, check out their website, scottandjillferguson.com.



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neighborhood focus

By Emmi Abel-Rutter

MILFORD

The first settler arrived in Milford in 1796, however the area did not officially attain city status until 1982 when the census counted 5,200 residents. Today Milford is a thriving area on the east side of Cincinnati, surrounded by Terrace Park, Indian Hill, Loveland, Goshen, and Batavia. There are two main epicenters for shopping, food, and entertainment in the area. The first being Downtown Milford or "Old Milford," which can be found primarily along Main Street, then splits off onto Lila Ave. The second is located off the Milford Parkway exit on I-275, with the main features being Milford 16 Cinema, Target, Walmart, and a variety of chain restaurants. Milford offers a wide variety of both public and private schools, as well as local restaurants, and community events.

Good Eats:

The area has a plethora of local food hot spots, whether it be a coffee shop, donut shop, or traditional American cuisine. Of course there are a handful of chain restaurants, especially off of the Milford Parkway exit, but the real gems are the local places, some of which are:

- Little Miami Brewing Company
- May Cafe
- Acapulco Mexican Restaurant
- Copper Blue
- Ann India
- Lehr's Prime Market
- By Gollys
- 20 Brix Restaurant
- Padrino
- Old Milford Parlor Coffee & Ice Cream
- Big Poppa's Cafe on Main
- Ms. Cheri's Donuts
- Sugar Cupcakery
- Miami Market
- Mint Bistro
- The Main Cup
- Chappy's Bar and Grill

Shopping & Entertainment:

As mentioned above, there are two main epicenters for shopping and entertainment - the quaint and historic Downtown Milford, and the larger shopping center off of the Milford Pkwy exit. There are eight local parks and a bike trail listed on the city website, a couple of which are often used to host kids' sports games and tournaments. Additionally, as part of a community initiative started in 2019, the city also hosts "Second Saturday" events every month with different events or discounts at participating local spots. A few of the favorite spots include:

- Milford 16 Movie Theater
- Little Miami River
- Milford Antiques
- Harvest Market - locally sourced food and goods
- Kirk & Company Jewelers
- Roads, Rivers, & Trails (RRT)
- Row House Gallery
- Tickled Sweet: Artisan Chocolates and Candies
- Miami Athletic Club
- Cincinnati Sand Volleyball Club
- Scene75 Entertainment Center

Schools:

The Milford area is covered by the Milford Exempted School District. There are a range of public schools in the area, with a few private mixed in. The schools are as follows:

Public:

- Milford Preschool
- Pattison Elementary
- Mulberry Elementary
- Meadowview Elementary
- McCormick Elementary
- Charles L. Seipelt Elementary
- Boyd E. Smith Elementary
- Milford Junior High
- Milford High School

Private:

- Milford Christian Academy (PK-12)
- St. Mark's Lutheran School (PK-8)
- St. Elizabeth Ann Seton (PK-5)
- St. Andrew School (6-8)

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“I’ve always been an entrepreneur. I knew one day that I would end up having my own brokerage,” says Broker Chris Russell, founder of Plum Tree Realty.

While he initially thought he would go with a big franchise, he soon realized that there was a lot of wasted money in franchises. So Chris decided to start his own brand eight years ago, determining to do things more efficiently.

The ability to create his own brokerage with a blank slate was quite different than buying a franchise. While the road wasn’t easy, it was worth it.

“In our first year, it was just my wife Leigh (a REALTOR® and Director of Operations) and myself. I would meet with agents who were making six figures and try to convince them to join us,” recalls Chris. But his patience and perseverance won out in the end. In six years, they increased to 60 agents. In the past two years, they’ve gone from 60 to 165 agents.

“We’re still growing today,” comments Chris. Plum Tree Realty now has locations all over Ohio, including Columbus, Cleveland, Dayton, and Cincinnati. They also have offices in Northern Kentucky, Louisville, Lexington and REALTORS® are licensed in Kentucky, Ohio, and Florida.

“We’re not the standard brokerage,” admits Chris. “I didn’t want to start a brokerage that was like someone else. We wanted to have something that was truly unique.”

Agents keep 100% of their commission and pay \$275 a month to the brokerage. Plum Tree Realty also has everything you might expect at a full-service brokerage, including

MEET BROKER CHRIS RUSSELL

FOUNDER OF
PLUM TREE REALTY



coaching, marketing, support, graphic design, etc. While it has been difficult to get this message to agents, once they discover it, they jump on board.

“When we were first starting our company, our unique selling proposition was that we’re cheap. After a couple of years, that wasn’t good enough for me. I’m incurably competitive. I didn’t want to be the cheapest, I wanted to be the best. We need to be the best in four categories: technology, lead generation, pricing, and training. When we started to focus on those four areas, that’s when we started to explode in growth.”

Plum Tree Realty exceeds 200 million dollars a year in volume. In addition to running the brokerage, Chris also does 10-15 million dollars a year.

Helping Agents, Clients, Orphans and More Through Real Estate
“The most rewarding part of the business is definitely helping people,” explains Chris. “That gets down to our why. The whole point of having our own brokerage is to help people.”

Helping people is nothing new for Chris. Prior to real estate, he spent 25 years as a pastor. He invested in real estate and

soon people in his church were asking him for help as an investor.

They encouraged him to get his license which he did 14 years ago.

Now Chris helps agents. He explains, “We have a different model that we use that allows our agents to save 90% as opposed to working with a different brokerage. Because they save money, they can help clients better.”

...



...

There is a larger vision behind the brokerage. Chris says, "Our big why is that we want to use the funds that come through the brokerage to alleviate suffering on the planet. We use the profits to help orphans in foreign countries, to help with disaster relief, and to help the homeless in the United States and different parts of the world."

Real estate is a tool for Chris that can help people nationally and internationally.

He supports a "myriad" of charities, mostly "those that have to deal with orphans, disaster relief, and help the homeless." Some of the ones he contributes to include Compassion International, Samaritan's Purse, Matthew 25, City Gospel Mission, and Back2Back Ministries.

Life Outside Real Estate

When Chris isn't working, you can find him with his family. He and his wife have a blended family and are blessed with five children, two grandchildren, and two dogs.

In his downtime, Chris and Leigh love to travel. Florida is one of their favorite vacation destinations with Colorado coming in as a close second. "That will probably be the next place to get licensed as a brokerage," says Chris.

Final Thoughts

If there is one quote that has guided Chris in real estate, it would be the timeless truth from Zig Ziglar:

"You will get all you want in life if you help enough other people get what they want."

As Chris knows, it all goes back to helping people and helping them achieve their dreams. In doing so, he is rewarded in the process.

For more information on Plum Tree Realty, check out their website, plumtreerealty.com.

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Written by Elizabeth McCabe

LIZ lemon

Liz Lemon Gives Back to 1N5 To Support Mental Health Advocacy



“1 in 5 adults experience a mental illness in a given year,” says REALTOR® Liz Lemon with Comey & Shepherd Realtors. But she is doing something to change that by supporting 1N5, which aims to “STOP the stigma and START the conversation by increasing awareness and education about mental health.”

“Despite having grown up with anxiety affecting many people I care about, I did not realize the extent to which mental health disorders impact our community,” says Liz. Twenty percent of youth ages 13–18 live with a mental illness and 18.1 percent of America adults live with anxiety disorders.

Liz wanted to become involved in 1N5 after two students at her son’s high school died by suicide during his first years there. She says, “I felt like it was time to reach out and start being part

...





Liz is also looking forward to getting more involved in 2020.

“In the coming year, I would like to make a concerted effort to make social events giving back events too. I would like to learn more about the causes that the people in my life are passionate about and join in, and I would also like to invite clients and friends to spend more time with me helping at IN5 events,” says Liz.

Liz’s Background

“I joined my mom in real estate 16 years ago,” says Liz. “She’d been in the business since I was young, so sometimes it feels much longer for me. I basically grew up in the business!”

Being a real estate professional in Cincinnati has certainly changed with time and technology, but Liz finds it to be a very rewarding career.

She comments, “I was lucky to witness many special relationships develop for my mom through her business, and that has certainly been my experience too. My son’s Godmother started out as a buyer referral from a past client!”



•••

of a solution to end stigma and promote dialogue surrounding mental health. There is no shame in a mental health diagnosis or in experiencing struggles. It is important for more conversations to take place and for people to care for each other where they are. We need to be kind to each other and compassionate about these issues.”

She became aware of IN5 after seeing the Warrior Run (IN5’s big fall event and fundraiser) gain a lot of momentum in recent years. The founder, Nancy Miller, grew up where Liz had grown up and she reached out to talk to her last year. Since then, Liz has supported IN5 by donating a portion of her commission for every home sale.

Liz explains, “I donate on behalf of the amazing clients involved in a sale after we close our transaction as part of my closing gift to them.” Every dollar makes a difference to advance

IN5’s important work in our community.

“I think giving to others is as much a reward for the giver as it is a gift to the recipient. It is one of the fastest ways for me to feel fulfilled and happy,” Liz smiles.

To this REALTOR®, real estate isn’t about houses, it’s always been about the people.

Liz says, “It is an honor to walk alongside a person, or a couple or family, as they make a consequential part of their life vision become a reality. People are all so unique and interesting and have such a variety of wants. I love listening and helping shape the buying or selling path for clients. I strive to communicate well with the people I work with and help them feel comfortable with the realities of real estate transactions. Selling and buying can be stressful, but with the right attitude, consistent effort and good people assembled, it is also rewarding and fun. Buying and selling real estate provides for very intimate interaction and provides an opportunity to build strong relationships with people. I feel immensely grateful to have that as a perk of my job.”

“We need to be kind to each other and compassionate about these issues.”

Final Thoughts

To create more balance in life, Liz keeps herself grounded by her commitment to kindness.

She explains, “One quote I try to remind myself of every day, and especially on days where I might be shorter-tempered or frustrated is, ‘You never know what people are going through and sometimes the people with the biggest smiles are struggling the most, so be kind always.’”

For more information on IN5, check out their website, IN5.org.





meet
**RAGAN
McKinney**

*Getting Paid To Do
What She Loves*



featured producer ◀◀

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

She is the proud recipient of the Southern Ohio Board of REALTORS® Rookie of the Year 2016. In addition, she won the Platinum Award and Pinnacle Award. In addition, Ragan is on the advisory board of Southern State Community College and the Board of Directors at Community Savings Bank.

Ragan explains, “It’s always been a dream of mine to be involved in the community and be able to give back to the same community that supports me. Now that I own my own firm, I’m no longer held back by the red tape of corporate brokerages. Being a boutique firm allows us to have the autonomy to run our business to fit the needs of our clients and community. This gives us the flexibility to tend to our clients and their specific needs directly.”

Prior to real estate, Ragan owned a pizzeria/ice cream shop in her small town. Little did she know that this would be invaluable training for dealing with clients in real estate.

She was actually introduced to real estate through her grandparents, who were house investors and flipped houses. Ragan’s parents were also in real estate. Ragan says, “They have always said you can be anything you want to, but to be the best you can be at whatever you do.”

“Once I got a taste of real estate, I fell in love,” says Ragan.

Ragan can’t imagine doing anything else. Getting to be a part of a milestone with clients, such as first-time homebuyers, those who are downsizing, or moving to their dream home is worth every ounce of effort. Ragan says, “God has blessed me to get paid

“My goal as a REALTOR® is to be honest and genuine with everyone I come in contact with and to operate my business with the highest degree of integrity. I strive to give world-class service and build long-lasting relationships with all my clients,” says REALTOR® Ragan McKinney.

She adds, “My team and I are NOT salespeople, but consultants and trusted advisors who provide information to enable our clients to make informed decisions.”

Ragan has been a REALTOR® for four years and has a career volume of over 101 million dollars. Her total volume last year exceeded 26 million dollars.

•••



to do what I love. The best part is being able to pay it forward.”

Paying It Forward

“You have to have a purpose. Mine is to give back,” Ragan says. Transactions aren’t about the money. “It’s about helping people and giving back to the community and being in a spot where we can do that.”

An avid animal lover, Ragan supports the Brown County Humane Society, a local no-kill animal shelter. In addition, she supports animals at the 4H fair, which are sold by kids.

Ragan also supports the Western Brown School District and sponsors winter, fall, and spring sports programs.

Empower Youth is another cause close to her heart. They do Backpack Friday and Ragan helps pack backpacks, which are filled with non-perishable food. They are given to children on Fridays so they have food on the weekends.



“You have to have a purpose. Mine is to give back...”

One way she is able to do that is by surrounding herself with quality preferred vendors. These vendors have been hand-selected by Ragan and she trusts them to her clients.

She explains, “A wow client experience is my goal and it imperative to have all the moving parts held to this high standard.” This includes the highest rated lenders, top-notch title representatives, and trusted vendors.

Focused on Family

When Ragan isn’t selling homes, you can find her spending time with her family. She is blessed with three children: Sophia (15), Mason (13), and Bella (11). “My girls both play club volleyball and my son plays baseball and basketball,” says Ragan.

In her downtime, Ragan enjoys hiking, running, and anything outdoors. Hanging out at the lake with her family is perfect for making memories. She also enjoys reading in her free time.

Ragan sees her clients as family, too. She encourages up and coming top producers, “Treat everyone as if they’re family.” In doing so, you will be successful in real estate and beyond.


“We are in the process of looking for more ways to give back,” she says. “Anything that is community-related we participate in.”

Passionate About Relationships

Ragan is passionate about having a purpose-driven business. Building a business that is built on the foundation of relationships is important to her and her team.

For more information on Ragan, check out her website: www.raganmckinney.com.

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan.1-Nov. 30 As Of December 6th 2019 at 11:08PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	92	\$89,568,135
2	Michael C Hinckley	Coldwell Banker West Shell	115	\$53,633,962
3	Scott A Oyler	Coldwell Banker West Shell	158	\$48,846,223
4	Rick J Finn	Coldwell Banker West Shell	130	\$44,688,009
5	Kevin E Hildebrand	Comey and Shepherd	157	\$42,026,590
6	Donna Franke	Sibcy Cline	106	\$36,155,681
7	Judy S Recker	Sibcy Cline	42	\$35,969,713
8	Kim K Mansfield	Keller Williams Advisors	163	\$35,844,504
9	Ellie D Kowalchik	Keller Williams Pinnacle Group	106	\$35,493,090
10	Andrew S Gaydosh	eXp Realty	166	\$34,855,363
11	Michael P Hines	Coldwell Banker West Shell	83	\$34,040,021
12	Sandra L Peters	Comey and Shepherd	52	\$33,879,875
13	Adam G Marit	Real Link	133	\$33,409,254
14	Tom Deutsch Jr.	Coldwell Banker West Shell	181	\$31,643,389
15	Sue S Lewis	Sibcy Cline	91	\$31,610,350
16	Nicole M Gulick	Henkle-Schueler Realtors	101	\$31,538,682
17	Rakesh Ram	Coldwell Banker West Shell	82	\$29,368,459
18	Kathy J Kramer	Star One Real Estate Inc.	75	\$28,632,990
19	Lisa M Phair	Coldwell Banker West Shell	115	\$26,963,304
20	Ragan R McKinney	Ragan McKinney Realty	174	\$26,649,886
21	Julia Wesselkamper	Coldwell Banker West Shell	54	\$26,596,700
22	Diane Tafuri	Sibcy Cline	47	\$26,542,847
23	Ron A Bisher	Coldwell Banker West Shell	96	\$25,129,008
24	Tiffany B Allen-Zeuch	Sibcy Cline	69	\$25,053,605
25	Tami E Holmes	HER LLC	140	\$24,928,610
26	Patti Sibcy	Sibcy Cline	25	\$24,316,344
27	Beth A Brown Ciul	Keller Williams Realty Assoc.	100	\$23,851,695
28	Lisa S Morales	Coldwell Banker West Shell	104	\$23,721,146
29	Michael L Vazquez	ERA Real Solutions Realty	58	\$23,666,343
30	Shelley Miller Reed	Sibcy Cline	42	\$23,617,325
31	Angelo M Pusateri	Comey and Shepherd	50	\$23,469,747
32	James E Pitzer III	Coldwell Banker West Shell	80	\$23,095,032
33	Heather R Herr	Coldwell Banker West Shell	55	\$22,770,976
34	Jeanne M Rieder	Hoeting, Realtors	117	\$22,204,264

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan.1-Nov. 30 As Of December 6th 2019 at 11:08PM

Rank	Name	Office	Total	Volume
35	Sue Wahl	Comey and Shepherd	92	\$20,847,375
36	Jason J Bowman	RE/MAX Elite	90	\$20,337,340
37	Amy L Markowski	Keller Williams Realty Assoc.	105	\$20,236,500
38	Monika Deroussel	RE/MAX Preferred Group	70	\$19,945,217
39	Denise L Gifford	Keller Williams Realty Assoc.	82	\$19,945,045
40	Paul C Renwick	Renwick Realty, LLC	169	\$19,694,550
41	Steve Sylvester	Comey and Shepherd	45	\$19,681,832
42	David W Wellinghoff	Comey and Shepherd	28	\$19,373,700
43	James C Harris	Keller Williams Seven Hills Re.	79	\$19,134,595
44	Tina A Burton	Sibcy Cline	89	\$19,069,632
45	Derek L Tye	Keller Williams Seven Hills Re.	62	\$18,835,966
46	Megan S Stacey	Coldwell Banker West Shell	48	\$18,798,040
47	Tyler Minges	Huff Realty	93	\$18,769,850
48	Lesli D Norris	Coldwell Banker West Shell	73	\$18,582,900
49	Brian P Leisgang	Coldwell Banker West Shell	76	\$18,282,590
50	Beth Silber	Coldwell Banker West Shell	76	\$18,090,361

Rank	Name	Office	Total	Volume
51	Bob Dorger	Comey and Shepherd	36	\$18,055,414
52	Elaine S Greiwe	Sibcy Cline	13	\$17,644,651
53	Lee G Robinson	Robinson Sotheby's Internat'l	29	\$17,471,200
54	William Draznik	Coldwell Banker West Shell	54	\$17,318,932
55	Sondra M Parker	Coldwell Banker West Shell	62	\$17,318,730
56	Amy Hackett Roe	Sibcy Cline	33	\$16,965,574
57	Catherine M Mueller	Sibcy Cline	47	\$16,821,281
58	Andrew Homan	Coldwell Banker West Shell	46	\$16,795,067
59	Alexander Schafers	RE/MAX United Associates	68	\$16,643,330
60	Barbara Browning	Coldwell Banker West Shell	57	\$16,424,172
61	Walter B Gibler	Coldwell Banker West Shell	57	\$16,313,459
62	Maryann D Ries	Coldwell Banker West Shell	45	\$16,246,585
63	Andrea L DeStefano	Sibcy Cline	39	\$16,197,900
64	Kim M Vincent	Sibcy Cline	16	\$15,920,500
65	Jon L Bowling	RE/MAX Preferred Group	88	\$15,836,364
66	Toni K Louis	RE/MAX Preferred Group	42	\$15,825,615
67	Jackie Quigley	Comey and Shepherd	36	\$15,548,678
68	Jennifer H Lightcap	Sibcy Cline	24	\$15,506,505
69	Michael L Murtland	eXp Realty	71	\$15,462,850
70	DeeDee R Ollis	RE/MAX Victory	84	\$15,312,385
71	Gina A Dubell-Smith	eXp Realty	51	\$15,233,550
72	Michael T Wiseman	ERA Real Solutions Realty	55	\$14,917,302
73	Alex Altaly	Plum Tree Realty	18	\$14,766,500
74	Keli S Williams	Sibcy Cline	54	\$14,756,974
75	Jeffrey R Boyle	Keller Williams Realty Assoc.	68	\$14,633,026
76	Robert R Smith	Coldwell Banker West Shell	92	\$14,553,484
77	Michelle L Collins	Collins Real Estate	107	\$14,489,705
78	Celia B Carroll	Sibcy Cline	28	\$14,485,436
79	Zachary Ferrell	ERA Real Solutions Realty	82	\$14,408,050
80	John M Bissman	Keller Williams Pinnacle Group	57	\$14,389,602
81	Scott T Ferguson	Keller Williams Realty Assoc.	59	\$14,326,166
82	Jon A DeCurtins	ERA Real Solutions Realty	44	\$14,294,326
83	Kimberly A Price	Plum Tree Realty	122	\$14,287,000
84	Jon W Weeks	Keller Williams Realty Assoc.	60	\$14,280,225

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.



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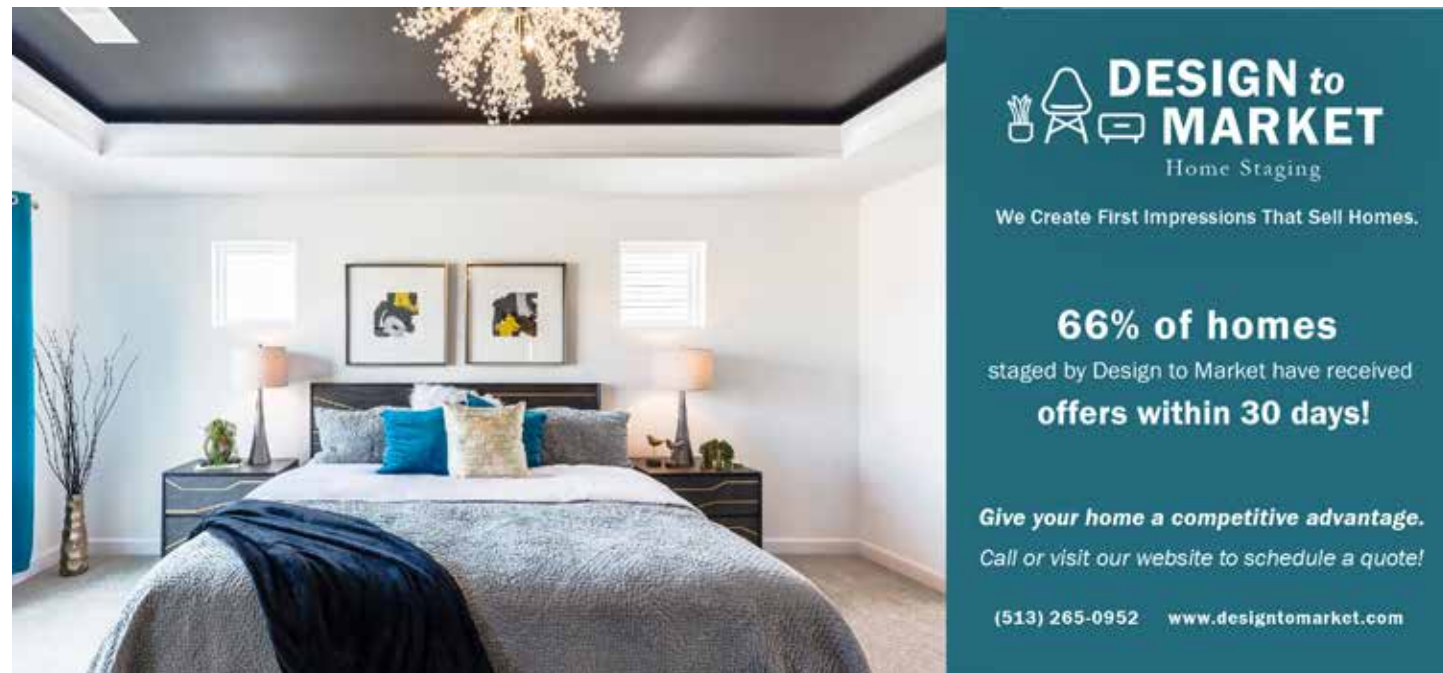
TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan.1-Nov. 30 As Of December 6th 2019 at 11:08PM

Rank	Name	Office	Total	Volume
85	Joan Elflein	Ohio Broker Direct	56	\$14,161,145
86	Guy W Cagney	Coldwell Banker West Shell	85	\$14,050,932
87	Stacie A Schoeplein	Star One Real Estate Inc.	38	\$14,017,600
88	Eric Lowry	Keller Williams Realty Assoc.	61	\$13,985,100
89	Bobby Stephens	Comey and Shepherd	33	\$13,971,400
90	Michelle R Sloan	RE/MAX Time	47	\$13,759,288
91	Amy W Minor	Comey and Shepherd	20	\$13,566,150
92	Kelly Pear	Comey and Shepherd	23	\$13,534,068
93	Holly F Allen	Fehrman Group	73	\$13,526,500
94	Jason A Reynolds	RE/MAX Alpha Real Estate	46	\$13,504,500
95	Doug Spitz	Coldwell Banker West Shell	39	\$13,471,762
96	May Wu	Comey and Shepherd	40	\$13,384,488
97	Cheryl A Ferry	Keller Williams Advisors	51	\$13,375,944
98	Christy R Jones	Coldwell Banker West Shell	28	\$13,334,079
99	David D Dawson	Sibcy Cline	42	\$13,243,800
100	Susanne L Anton	Sibcy Cline	47	\$13,212,375

Rank	Name	Office	Total	Volume
101	Helena F Cameron	Sibcy Cline	36	\$13,081,148
102	Tyler A Smith	RE/MAX Preferred Group	49	\$12,986,273
103	Bryan L Hoelzer	Coldwell Banker West Shell	97	\$12,944,449
104	Roxanne B Qualls	Sibcy Cline	29	\$12,900,972
105	Neil Lobert	Sibcy Cline	19	\$12,859,000
106	Pam Steiner	Comey and Shepherd	24	\$12,789,080
107	Shelley Ballou	RE/MAX Preferred Group	57	\$12,769,140
108	Elizabeth Waits	Sibcy Cline	55	\$12,728,375
109	Jamie R Gabbard	Comey and Shepherd	57	\$12,707,120
110	Scott Baker	Coldwell Banker West Shell	37	\$12,573,250
111	Sarah E Close	Keller Williams Advisors	52	\$12,502,900
112	Cheri Hewald	Coldwell Banker West Shell	39	\$12,500,951
113	Regina A Chilcoat	Comey and Shepherd	50	\$12,396,950
114	Jeff D Dickey	The Dickey Group Inc, Realtors	77	\$12,361,692
115	Sandra L Burkhart-Williams	Huff Realty	41	\$12,314,879
116	Missy B Friede	Century 21 Thacker & Assoc.	50	\$12,233,576
117	Vicki M Sylvestre	Keller Williams Realty Assoc.	28	\$12,143,550
118	Alex M Moksini	OwnerLand Realty	49	\$12,117,575
119	Bishnu L Kharel	RE/MAX Preferred Group	59	\$12,056,300
120	Beth Bokon Onthank	Sibcy Cline	12	\$12,040,500
121	Beau Tuke	Sibcy Cline	30	\$11,846,900
122	Beth R Mahoney	Sibcy Cline	29	\$11,838,565
123	Mark Schupp	Star One Real Estate Inc.	72	\$11,746,787
124	Jessica Bauer	Comey and Shepherd	47	\$11,712,850
125	Brett A Keppler	TREO Realtors	54	\$11,672,225
126	Cindy Shetterly	Keller Williams Realty Assoc.	50	\$11,666,146
127	Regina M Hamilton	Sibcy Cline	61	\$11,491,500
128	Austin R Castro	Irongate, Inc	42	\$11,480,200
129	Tammy K Thome	Century 21 Thacker & Assoc.	60	\$11,449,150
130	Jennifer Dardzinski	Comey and Shepherd	22	\$11,360,400
131	Laura Kraemer	Comey and Shepherd	38	\$11,311,200
132	Michael W Jordan	Jordan, Inc	54	\$11,248,181
133	Maureen D Pippin	Sibcy Cline	10	\$11,207,000
134	Tracy Sunderhaus	Hand In Hand Realty, LLC	46	\$11,111,949

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan.1-Nov. 30 As Of December 6th 2019 at 11:08PM

Rank	Name	Office	Total	Volume
135	Nick Guetle	Sibcy Cline	46	\$11,083,817
136	Molly Eynon	Coldwell Banker West Shell	38	\$11,055,635
137	Sandy K Faulkner	Comey and Shepherd	39	\$11,011,450
138	Dana Lynn Atti	Comey and Shepherd	41	\$10,995,900
139	Donna L Ashmore-Tansy	Comey and Shepherd	24	\$10,958,087
140	Larry E Beebe	Comey and Shepherd	53	\$10,909,300
141	Ryan S Riddell	Keller Williams Community Partners	62	\$10,898,800
142	Gigi J Dales	HER LLC	86	\$10,884,438
143	Alicia M Moser	Sibcy Cline	26	\$10,872,438
144	Walter Peelle	Peelle & Lundy Realty	72	\$10,818,120
145	Oscar Asesyan	Sibcy Cline	42	\$10,781,748
146	Laurie Simon Goldman	Sibcy Cline	39	\$10,737,850
147	Brad Strunk	Comey and Shepherd	39	\$10,645,878
148	Lynn M Schwarber	Comey and Shepherd	34	\$10,611,910
149	Don M Johnson	Cutler Real Estate	68	\$10,536,923
150	Melissa R Stone	Comey and Shepherd	46	\$10,511,115

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