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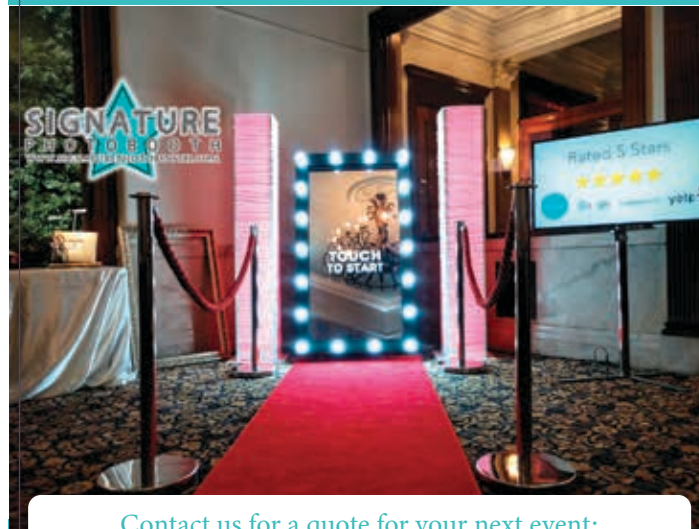
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**Beth McCabe**  
Senior Writer



**Emmi Abel-Rutter**  
Writer



**Krista Silz**  
Photographer



**Mackenzie Frank**  
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Meet REALTORS®

# Bill & Debbie Burrress

Two Are Better Than One!

REALTORS® Bill and Debbie Burrress are in their sixth year of real estate. Executive Sales Vice Presidents at Plum Tree Realty, this dynamic duo aims to exceed their clients' expectations.

After 37 years of marriage, they know each other well and work very well together. As Debbie says, "It works for our clients. They get two full-time REALTORS® when they sign up with us, not just one." They both meet the client together at their office for the initial meeting.

Bill and Debbie explain, "As a team, we 'flow to the work.' Both of us will do whatever it takes to make our clients happy. We both work on new business." Bill's major focus is marketing, contract negotiations, and listings. Debbie's major focus is on finances, office management, and client communications.

Together, they attend appointments, go on showings, and attend closings. Debbie says, "This works great for us because we can spend time together and get work done at the same time. Sometimes they will celebrate after a closing by going out to a nice dinner. Since our children are grown, we are available essentially 24 hours a day for our clients and will run out at the last minute to show a house. Business gets very busy, but we love the excitement it brings, and we especially love handing over keys to our first-time home-buyers! It's a great feeling!"





not that I have to work. Now it's just fun." Bill adds, "We have no plans to retire because we love it that much."

### Excelling in Real Estate

With a career volume of 35 million dollars and climbing, Bill and Debbie have tasted sweet success in real estate. They have earned a number of awards, including CABR (Cincinnati Area Board of REALTORS®) Circle of Excellence Award, BWAOR (Butler Warren Association of REALTORS®) Award of Achievement, and Ohio Association of REALTORS® President's Club every year since they became REALTORS®.

...

Bill adds, "We really enjoy it. Although we work a lot of hours, it's worth every ounce of effort." Their commitment to their clients is second to none. They are extremely dedicated to their clients, and have missed personal commitments to take care of their clients' needs.

### The Road to Real Estate

Bill owned and operated a residential remodeling and construction company for 17 years. While running his home remodeling company, he offered mortgages and he originated those loans so his customers could finance their remodeling projects. In 1998, following a shutdown of a large government project that Bill was heavily invested in, he began to use his loan origination experience to work as a loan officer for a local mortgage broker. Bill later owned and managed his own mortgage company until the nationwide mortgage bank collapse of 2008. Bill then worked as a bank loan officer for various local and national



mortgage lenders until November 2014. In December 2014, Bill's entire work experience culminated in his new beginning at becoming a top producing real estate agent in Ohio.

As for Debbie, she was employed at P&G and decided to take early retirement when the brand she was on (Pringles) was sold to Kellogg's. Debbie said, "I thought I would retire from P&G on my own timing, but things don't always happen the way you expect."

She retired in June 2013, traveled to Spain to visit her son, had lunch with friends, and lived the retired life. However, she found out quickly that she still needed something more than going out to lunch and shopping. So, she decided to join Bill in real estate school in 2014 and has loved being a REALTOR® ever since.

They both agree that real estate is more fulfilling and fun than their previous jobs. As Debbie says, "It's

Bill adds, "We were also invited to sit on a panel for the Realtor.com Summit in Las Vegas in October 2018. Who could say no to that? It was a great experience, and Realtor.com treated us very well."

What's great about this team is that each operates in their own strengths. Debbie says, "Bill can do tough negotiating, and can ask the hard questions." His training in sales and negotiation is unparalleled. In addition to his decades of experience in sales and negotiations, he is also an avid student of Chris Voss, Floyd Wickman, Brian Tracy, Brian Buffini, Tom Hopkins, and has completed several real estate courses by Rebus University, Honros College and Keller Williams Bold training among others. He's been negotiating contracts since 1980. This extensive negotiating experience equates to delivering much more than expected to his clients on their real estate transactions.

Bill recognizes Debbie's gift of patience, which is an asset to clients. While Bill often wants to cut to the chase, Debbie frequently takes a softer approach with clients. They balance each other out.

With Bill's negotiating skills, he delivers big for all his clients. For his home selling clients, Bill developed a unique real estate marketing system that he uses to sell their home for top dollar and sell it fast, usually in the first week. He's so confident about this unique real estate marketing system, he backs it up with a money-back guarantee. For his buyers, he uses a proven system to win a home for them 95% of the time while in multiple offers.

### Outside Interests

Bill and Debbie have two sons, Will (32) and Jacob (28).

Will lives and works in Madrid, Spain and loves it. He teaches English and runs Trivia Nights at local restaurants/bars. He also does private English lessons, and tutors ACT prep to students in the states via Skype. Jacob works full-time as a photographer for EBTH (Everything but the House), and freelances for weddings, private events, and family photos.




Bill and Debbie also have a 5-month-old spoiled Miniature Schnauzer named Charlie. They moved from the West Side of town to Mason 20 years ago and have not looked back. They comment, "We love the northern suburbs, and that's where we do most of our real estate transactions."

In their free time, they love to spend time in the Smoky Mountains, Las


Vegas, and the Bahamas. Debbie says, "Also, as time allows, we love to just get in the car on a Saturday afternoon and see where it takes us." Recently, they explored Yellow Springs and Young's Dairy.

To Bill and Debbie, real estate is more than a job, it's a passion. They take their careers seriously and are an asset to the industry as well as to their clients.


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...

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## CALL IT THE DREAM TEAM. MICHAEL HINES, CO-FOUNDER OF BUILD COLLECTIVE, HAS ESTABLISHED A DEDICATED TEAM THAT ASSISTS BUYERS, SELLERS AND CUSTOM-BUILDING CLIENTS FROM START TO FINISH.

His qualified team includes his partner and co-founder, the Land Man, Bill Hines, New Construction and Land Specialist, Bob Hines, Resale Specialist Brandi Schildmeyer, Marketing and Operations Director Becky Mannix, and Client Care Coordinator Emily Woodruff. And let's not forget Pepper, the office dog who lends moral support and serves as a mood booster.

Michael followed his father's lead into real estate in 2007 and genuinely enjoys working with his father day in and day out. He comments, "Working with family is the absolute best and most gratifying thing that you could have. Of course, there are hard days, but not many people get to work with their mentor each day. He has been in the business for 40 years and still loves every second of it. There is no one better when it comes to sourcing or reviewing properties for development!"

A family company, the Build Collective team is all family, whether they have the Hines name or not. Bob Hines, Mike's brother, joined the team four to five years back and has been in land development for over a decade and Becky Mannix has been integral in their growth since their conception. Their team is a constant in the midst of an industry that is ever-changing and constantly evolving.

### FROM CONSTRUCTION TO REAL ESTATE

Michael got his start working for his father's development company before finding his path onto the brokerage side. Real estate runs in his blood. His mother served as a real estate agent for decades. "My dad was licensed in 1977; he was part of Cline before Sibcy Cline," says Michael.

Bill was in development throughout the '90s and 2000s, building TPC at River's Bend, Oasis, and other well-known developments. When the Great Recession occurred and development came to a screeching halt, it meant the birth of a new business - Build Collective.

### BUILD COLLECTIVE

Michael and Bill started with the Coldwell Banker West Shell back in 2011, reviving their New Homes & Land Division, which is now called Build Collective. Michael says, "I do most of the operations, sales and consulting from a new homes' standpoint. My dad is behind the scenes and puts tear down and development deals together, creating new opportunities for builders, buyers or fellow agents." Together they make a great team.

As their website states, "Our services include listing sales, home buying, land and lot acquisition, market evaluation, architecture design con-

sulting, builder selection and EVERYTHING that comes in between." They were recognized as the #1 sales group in Cincinnati by the Home Builders Association from 2016-2018. With professionals from start to finish, it is easy to buy, build, or sell a home.

"We do things a bit differently," explains Michael. "We are a mixture between a real estate REALTOR® team and a development firm. Our business is broken down into three facets. First, we go out and find property (whether a teardown, development opportunity, or a single-family home that needs renovation). Once we find the opportunity, then we find the right builders and/or the right clients. That's when we turn it over to marketing and our sales division to go to work if it hasn't already been sold to an end buyer."

“WORKING WITH FAMILY IS THE ABSOLUTE BEST AND MOST GRATIFYING THING THAT YOU COULD HAVE.”



•••

Michael, who describes Build Collective as a true team, recognizes the value of each member of his firm. They work together as a seamless machine. Deals wouldn't happen without every member of the team.

One of their most successful developments to date is The Allora on Madison, 19 luxury townhome condominiums. "Bob Hines, my brother, sold all 19 units as construction only started," Michael smiles.

He adds, "We like to call ourselves bird dogs – we find great opportunities. We are developers as well as agents. We are borderless. If an agent has a property for tear down or renovation, they can call us, with no obligation to use us. We give them some guidance. Sometimes it is a deal that we can do together." A lot of agents see Michael and his team as "the new construction guys."

**BECOMING THE BEST**

Michael is constantly improving his business, determined to be better and stronger. He remarks, "I'm always curious and want to be better. Learning and curiosity make us great as a team. Everyone in the company is as versatile as it gets. That's what makes it special and what makes us excited to come into the office every day."

Eager to succeed in every aspect of his career, Michael was proud to earn Entrepreneur of the Year with Rotary Club last year. For the past few years, he has been Off-Site REALTOR® of the Year by the Home Builders Association. In addition, Michael and his team have earned the Circle of Excellence and Presidents' Club for the past seven to eight years.

**PERSONAL INTERESTS**

When Michael isn't working, you can find him spending time with his family. His wife Logan runs marketing



for a locally owned salon and spa in town so he's always leaning on her for the cutting-edge marketing trends! They are blessed with two little kids – Poppy (2 ½) and William (11 months old).

Family comes first to Michael. "My family has definitely changed the way that I work," he says. "I used to be at the office at 6:45. That's changed a bit as now I'm cooking the kids' breakfast at that time, but I am still a morning person. It's the best part of the day to catch up on emails or catch a quick workout!"

To relax and unwind, Michael likes to travel with Logan and the kids! Together, they have been to all

seven continents. "The crazier the spot, the better," says Michael. He embraces an active lifestyle, whether that is scuba diving or working out. He is excited for his son and daughter to get old enough to go hiking and ride on the bike trail.

In conclusion, Michael says, "I want people to know me as being truthful and positive. I want to elevate others." In addition to elevating his team, he wants to elevate the home building experience, which he is doing here in Cincinnati.

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# LOVELAND

## neighborhood focus

By Emmi Abel-Rutter

The city of Loveland, named after James Loveland, is commonly referred to as the "Sweetheart of Ohio." It is conveniently located outside the 275 loop, and additionally accessible through Route 22. It is surrounded by Maineville, Goshen, Milford, Indian Hill, and Montgomery. When it was settled in 1795, the initial attraction to the area revolved around the Little Miami River; it began to evolve with the installation of the Little Miami Railroad, which was converted to the ever-popular bike trail that we know and love, in the 1980s. Today it is home to over 12,000 residents, has a quaint downtown area, and a large span of residential communities.

### Schools:

The Loveland Public School District comprises six public schools, as well as one local private school that accommodates K-8th grade. The public school district is ranked as the #12 Best School District in Cincinnati, and #48 out of 608 in all of Ohio. The District has a 21:1 student to teacher ratio - only slightly above the national average of 17:1, over 80% proficiency in both Math and Reading, as well as a 92% graduation rate for students in 12th grade. The schools are as follows:

- Early Childhood Center
- Loveland Primary School
- Loveland Elementary School
- Loveland Intermediate School
- Loveland Middle School
- Loveland High School
- St. Columban

### Good Eats:

Take a drive down Loveland Madeira Road, and you'll run into a wide variety of chain restaurants with a few local favorites mixed in. If you're looking for a local Loveland favorite, the Downtown area is your best bet. Right off of the bike trail, there are restaurants, bars, and a few dessert options all within walking distance. Here are a few fantastic options to check out:

- Paxton's Grill
- The Casual Pint
- Indian Cafe Restaurant
- Shanghai Bistro
- Mezedes
- The Veg Head
- Kirby's
- El Picante
- The Works
- Tano Bistro
- Ramsey's Trailside
- The Bearded Pig Food Truck
- Lyle's Bikes, Brews, and BBQ
- Shooter's
- Loveland Dairy Whip

### Shopping and Entertainment:

Due to the pandemic, of course, some of the local businesses and attractions in Loveland may not be back to their regular hours. As locations start opening up as scheduled, this is the perfect time to give back, and support local business - Loveland is a very tight knit community, so there is no doubt that that's what you'll see in the coming months. Aside from the Bike Trail, which is by far one of the most well known attractions in Loveland, you can also find a variety of attractions, such as an indoor roller skating rink and the Loveland Castle. Other local favorites include:

- Castle Skateland

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Meet REALTOR®

# Danny Baron

*Market Research Consultant Turned Real Estate Agent!*

## ▶▶ on the rise

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



With his enthusiasm and extroverted nature, Danny Baron is a natural when it comes to interacting with people. He discovered his love for connecting with people as a market research consultant.

“I did market research for specific brands, including Procter & Gamble, Johnson & Johnson, and McCormick,” explains Danny. He wrote reports for clients, which was a dreaded task for him. “I am way too people-oriented,” he laughs. “But I loved interacting with people at focus groups and interacting with people at their homes.”

Prior to entering real estate, Danny worked for a custom home builder in Cincinnati for one and a half years as a new sales home consultant. He acquired real estate knowledge in the process. Danny is also most grateful for his background in market research that helped pave his way to real estate.

“That set me up for success in real estate,” he says. “I had never thought about getting into real estate. If someone would have told me that I would be in real estate, I would have laughed in their face,” he says. “I didn’t know anything about houses.” But never say never.

### **Sink or Swim**

Once Danny started real estate, it was full steam ahead. There was no turning back. Danny explains, “When I got into real estate, I was \$4,000 in debt. It was 100% sink or swim. There was no try. It was going to work and I was going to do anything to make it work.”

He started real estate in June 2018 and started with Keller Williams in July that same year. “Time has flown by,” says Danny. He earned Rookie of the Year for Keller Williams Advisory in 2019. He was also the proud recipient of the Rising Star Award and the Circle of Excellence.

“I’m very blessed to be where I am now,” says Danny. He works with his business partner, Mitch





“When I feared that I couldn’t make a dollar, I had two of my best months,” he smiles. “I’m thankful that the market has continued to operate.”

### Connecting with Clients and Building Relationships

Danny prides himself on his relationships that he builds with clients. He comments, “Real estate success has nothing to do with the last two years of my life, but the first 26 years of my life and the relationships that I’ve created along the way.” Through friends on sports teams, church, school, family and friends, his friends have turned into clients.

“I’ve focused on integrity and being a good friend and family member,” he says. “People could trust me before getting to see houses.”

When he started out in real estate, he threw a launch party with 175 people in attendance. “That blew me away,” he says. “They weren’t just supporting my real estate endeavors,

but they were there to support me. My heart had never been so full.”

Since then, Danny continues to hold client events that have grown through the years. His first event brought



Kenny. “He started in January and has been INCREDIBLE! He is a licensed agent and an amazing Director of Operations! Bringing Mitch on the team was the smartest business move I’ve ever made,” says Danny.

### Motivated to Succeed

Even during the uncertainty with the onset of COVID-19, Danny overcame the fear that paralyzed him. He says, “The first month, everything stopped. All motivation stopped. The ability to see past what was in front of me was really difficult. I couldn’t control whether lenders stayed opened or whether we could show houses.”

At first, he thought it was irresponsible to keep working. In time he found that it was irresponsible not to work. He worked with clients with safety measures in place. It paid off. The month of May was an incredible success and June will be Danny’s best month to date.



in 150 people at a trampoline park. His second client event was a Reds game with 225 people in attendance. “Whether clients or not, people were welcome to come,” says Danny.

Blooms and Berries was his third event with 250 people, followed by renting out Two Cities Pizza in Mason. Best of all, his last event raised \$4,000 for a ministry called Sifa Threads to support underprivileged women in Tanzania.

To Danny, real estate isn’t about him. It’s helping to glorify God and serve people.

### Rooted in Family

“My family is the foundation of everything that I have,” says Danny. His parents have been married for 30 years. Danny’s father is a retired dentist and his sister is a nurse at Dayton Children’s Hospital. He has one adopted brother who works in the carpet cleaning business with a family friend.

### Fueled by Faith

Danny is fueled by his faith. He leads the music ministry at his church. “On Sunday mornings, I don’t work before 1 p.m. I play guitar and lead our singing. That is more important than real estate. It’s a huge blessing – I’ve been doing that for five years now.”

The best advice that Danny has ever received is Proverbs 3:5-6: “Trust in the Lord with all your heart and lean not on your own understanding; in all your ways submit to Him, and He will make your paths straight.”

Danny says, “Proverbs 3:5-6 is the heartbeat of how I want to live my life.”

He is grateful to be where he is now. Danny concludes, “It’s literally unbelievable to me that God has opened the door for what I do now. I never thought I would be a REALTOR®. Real estate and my life have blended together in a harmonious life in a way that I love.”

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

# MEET BRIAN GIBBS

Owner of Little Masters  
Handyman Services

No job is too small for Little Masters Handyman Services. You name it – they do it.

General Contractor Brian Gibbs, owner of Little Masters Handyman Services, does everything from changing light bulbs to full remodels. He started the company two years ago and has

been working in the construction industry for 17 years, directly out of high school.

“I have a degree in Architectural Engineering and Construction Engineering,” says Brian. “I’m also a licensed home



...

inspector." He decided upon remodeling based upon his family.

"My family builds houses," explains Brian. "I grew up in the industry." His family started Potterhill Homes and Freedom Homes. "My grandpa started Freedom Homes before I was born. I have literally been around construction my entire life."

He started a team of his own at Little Masters Handyman Services. One crew does handyman services; another crew does full remodels. There are a total of six people in total. They work year-round with exterior renovations (deck, trim, siding, and so forth) done primarily in the summer-time. Interior renovations take place all year round with more interior renovations during the winter months.

**Excelling in Customer Service**

As a small company, customer service takes priority at Little Masters Handyman Services.

"Nothing is lost in translation," explains Brian. Clients don't have multiple people coming out to the job site. Brian oversees all projects and makes sure that they get done right.

In the event that there is an issue in the future, Brian will be happy to make it right. He is easily accessible to his clients and is determined to exceed his clients' expectations. Best of all, he genuinely loves what he does.

"I just love seeing people and the projects that they have been thinking about for a long time. I love seeing their vision come to life," says Brian. Seeing projects from start to finish and the delighted looks on his clients'

faces is worth every ounce of effort to this successful entrepreneur.

**Catering to REALTORS®**

"REALTORS® are my number one referral because we do a lot of addendum repairs for houses that are being sold. Buyers want items fixed and we get those done," says Brian.

He is also sensitive to the deadlines of REALTORS®. "We can get items done before closing so it doesn't hold anything up. After the buyers move in, if they want renovations done, REALTORS® refer us to them as well." Brian is happy to transform living spaces with his experience and expertise.

The process is simple. It begins with a phone call and Brian comes to the home and provides a quote. For small jobs, quotes can be done on the phone.

Brian's work can be seen on Facebook. All work is recent and people can see his expert craftsmanship for themselves. For those looking

for remodeling or handymen, Brian encourages people to "do their homework." Researching potential contractors is important to avoid costly mistakes.

**Personal Life**

When Brian isn't working, he enjoys spending time with his family. He is married to his wife Marianne for over 10 years and they are blessed with three children. He has lived in Cincinnati for 35 years and is a graduate of the University of Cincinnati.

For more information on Little Masters Handyman Services, check out their website, [littlemastershandyman.com](http://littlemastershandyman.com), or call 519-2249.



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# Meet Tom Canning & Julie Canning

of Comey & Shepherd Realtors

## This Father-Daughter Team Has A Track Record of Success!

Trusted. Tried. True. Tom Canning has been in real estate for half a century, starting on his birthday on June 19, 1971. His daughter Julie followed in his footsteps and has been a REALTOR® for 21 years.

Real estate is a family affair for the Canning family. Tom's wife Sharon has her broker's license also. Although she is pretty much retired, she is happy to lend a helping hand as needed.

Tom and Sharon's other daughter, Amy Canning Odley, a researcher at Children's Hospital, also decided to enter the real estate business. A licensed REALTOR®, Amy recently sold her first house. Tom jokes, "I look at her as my exit strategy." All joking aside, Amy will probably follow her family's lead.

Both Julie and Amy are graduates of Mount Saint Joseph University. Julie graduated in 1999 with a degree in Quality Management and Business Administration. One month after graduation, she made the decision to get her real estate license. Her degree was excellent preparation for real es-



tate, especially being able to manage and train the team. Amy graduated in 1997 with a degree in Biology and recently earned her Master's degree in Organizational Leadership.

Julie and Amy grew up in the real estate business, accompanying their parents to open houses, often rollerblading in neighborhoods during the open house. Julie says, "We would always hear our parents talking about deals in the car." Real estate rubbed off on them, making an impression that still lasts to this day.

### Complementing One Another

Tom and Julie team up really well together. Julie comments, "Our person-

ality types are very similar. Initially, we meet with clients together and then decide which one of us would be best fit to handle their needs."

This father-daughter team can cater to different people of different walks of life. While the younger buyers and sellers tend to gravitate toward Julie, middle-aged or older adults turn to Tom.

"Together, we have over 70 years of experience," says Tom. "If you factor my wife Sharon in the equation, who has 40 years in real estate, that's 110 years of combined experience." They also have two other team members who work with them – Christian Sala-



▶▶ legends in real estate

Written by Elizabeth McCabe  
Photography by Brenna Smith



zar and Victoria Haas – which brings them to a total of **114 years of combined experience** among all their team members, which is phenomenal.

Tom and Julie are well versed in the market around Cincinnati. Tom, who was in construction before real estate, uses his expertise to help others too. He comments, “I’ve done joint ventures with builders, developed property, and done a lot of things that other agents haven’t done. It’s added value that I bring to the relationship.”

#### A Track Record of Success

Their track record of success speaks for themselves. With thousands of transactions through the years, Tom and Julie have established their reputation in real estate, one satisfied client at a time.

Tom is #1 in longevity in the Cincinnati Area Board of REALTORS® Circle of Excellence for achieving this prestigious award for 45 consecutive years! “My goal is to make it 50 straight years,” Toms says. “It’s the award that I am most proud of.”

Prior to the designation “Circle of Excellence,” it was actually called the “Million Dollar Club.” Tom says, “In 1975, an agent needed to earn \$21,000 to qualify. I barely made it that year!” Tom has

achieved that award every year since. That’s one for the record books.

Julie has earned the Circle of Excellence for a total of 10 years. Will she hit 50 years? Only time will tell!

#### Changing Times

With a career spanning 50 years in real estate, Tom has seen many changes through the years. One of those things is how the MLS back in the ‘60s and ‘70s informed members about new residential and commercial listings.

Tom recalls, “Back then it was called MSS – Multiple Selling Service. When the listings came in by snail mail, our administrator would put them in a three-ring binder alphabetically by area, then street name. We had a separate binder for each municipality.”

Once the listing sold, expired, or was taken off the market, the office administrator would take it out of the Active Listing binder and put it in

a file box. Tom kept those file boxes and now has approximately 50,000 of those old MSS sheets from that 10-year timeframe.

Each month, Tom sends out several hundred of those sheets to random households, receiving “serious Thank You phone calls, emails, and note cards.”

#### Overcoming Obstacles

Real estate has brought out the best in Tom and Julie. Tom recalls his introverted days during his younger years. He admits, “I didn’t enjoy social events and things like that.” Real estate bolstered his confidence and helped him overcome his introverted nature. He’s a better man for it.

Julie has also discovered newfound confidence through real estate dealings. She says, “When I first got into the business, my dad and I did all the appointments together. I got used to that and was nervous to go out on my own. Since I have gotten older and more confident, I now look forward to doing appointments on my own.”



#### Outside Interests

When they aren’t working, Tom and Julie love to spend time with their families. Tom and his wife are blessed with three grandchildren. Tom, who comes from a large family himself of

four brothers and four sisters, enjoys spending time with his children and grandchildren.

Tom and Sharon also like going to the theater and subscribe to the Aronoff Broadway Series and used to go to NYC annually during Thanksgiving to see shows. They also love to travel. Back in the early ‘90s, they purchased timeshares with Marriott and Westin. They have weeks on the mainland plus Maui and Kauai, which is how they get away and relax.

Julie has an 11-year-old daughter named Hailey, who is very involved with the arts. Her 7-year-old son Joey is into sports and is very athletic. Julie herself grew up playing soccer from elementary school through high school and college, and was part of the USA Sword Team in Europe and played in the Holland Cup in Europe. Despite six knee surgeries, Julie continues to play soccer every week.

“It’s my identity. I don’t feel complete unless I play,” says Julie. She and her family also enjoy tent camping, hiking, and taking scenic drives on the weekend with no destination in sight. “I always find my way home,” she smiles.

Amy and her husband Scott have a 17-year-old son Tommy.



#### Final Thoughts

Although real estate has changed through the years, it has made things much easier for agents.

Tom says, “In the ‘70s, there was a lot of legwork involved in selling real estate. With technology, it’s a lot different. Back then, there were no cell phones (only payphone booths), no lockboxes, no fax machines, and no Internet. Copy machines were rare. We normally used carbon paper between contracts so everyone could have a copy of what they signed.



Sometimes, we’d be up all night putting sales together.”

He has stood the test of time. While real estate isn’t as demanding as it once was, it takes a certain type of person to be adaptable and flexible as technology develops, the market drops, or unexpected challenges come his way.

With 50 years in real estate, Tom has established a legacy in a competitive industry. Julie is doing the same. With her heart focused on service and helping others, she is proud to

follow in her father’s footsteps. Tom says, “I get compliments all the time from Julie’s clients and cooperative sales agents with whom we deal on our listings and sales. I’m very proud of how far she has come to bring her own person with integrity, know-how and confidence.”

Tom has obviously enjoyed his profession as a REALTOR® for 50 years. Julie concludes, “My dad has instructed that when he passes away he wants his tombstone to say, ‘MY FINAL CLOSING.’”

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-May 31 as of June 9, 2020 at 4:35PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	40	\$38,265,025
2	Kim K Mansfield	Keller Williams Advisors	103	\$23,782,208
3	Rick J Finn	Coldwell Banker West Shell	55	\$17,212,522
4	Ragan R McKinney	Ragan McKinney Real Estate	96	\$16,853,130
5	Bob Dorger	Comey and Shepherd	30	\$16,398,187
6	Peter D Chabris	Keller Williams Seven Hills Re	74	\$15,213,055
7	Michael C Hinckley	Coldwell Banker West Shell	33	\$14,415,837
8	Andrew S Gaydosh	eXp Realty	60	\$14,351,500
9	Michael P Hines	Coldwell Banker West Shell	26	\$14,340,239
10	Adam G Marit	Real Link	60	\$14,250,779
11	Donna Franke	Sibcy Cline	35	\$14,134,242
12	Scott A Oyler	Coldwell Banker West Shell	41	\$14,107,576
13	Robert Dorger	Comey and Shepherd	21	\$12,600,087
14	Rakesh Ram	Coldwell Banker West Shell	35	\$12,173,779
15	Kathy J Kramer	Star One Real Estate Inc.	31	\$11,865,753
16	Sandra L Peters	Comey and Shepherd	19	\$11,567,838
17	Ron A Bisher	Coldwell Banker West Shell	45	\$11,501,417
18	David W Wellinghoff	Comey and Shepherd	20	\$10,794,050
19	Holly M Finn	Coldwell Banker West Shell	38	\$10,676,322
20	Ellie D Kowalchik	Keller Williams Pinnacle Group	36	\$10,590,575
21	Kevin E Hildebrand	Comey and Shepherd	37	\$10,321,000
22	Diane Tafuri	Sibcy Cline	16	\$10,215,765
23	Bob Hines	Coldwell Banker West Shell	18	\$10,050,700
24	Sue S Lewis	Sibcy Cline	29	\$9,957,650
25	Tiffany B Allen-Zeuch	Sibcy Cline	27	\$9,841,280
26	Tina A Burton	Sibcy Cline	38	\$9,625,636
27	Andrew Homan	Coldwell Banker West Shell	22	\$9,452,577
28	Megan S Stacey	Coldwell Banker West Shell	25	\$9,379,675
29	Tom Deutsch Jr.	Coldwell Banker West Shell	52	\$9,050,525
30	Bobby Stephens	Comey and Shepherd	15	\$9,035,650
31	Andrea L DeStefano	Sibcy Cline	23	\$8,908,100
32	Amy L Markowski	Keller Williams Realty Assoc.	52	\$8,670,349
33	Heather R Herr	Coldwell Banker West Shell	24	\$8,656,598
34	Tyler A Smith	RE/MAX Preferred Group	28	\$8,420,987

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-May 31 as of June 9, 2020 at 4:35PM

Rank	Name	Office	Total	Volume
35	Alexander Schafers	RE/MAX United Associates	32	\$8,355,910
36	Jason J Bowman	RE/MAX Elite	41	\$8,354,589
37	Eric Lowry	eXp Realty	35	\$8,285,400
38	Mike Hildebrand	Comey and Shepherd	31	\$8,228,660
39	Lee G Robinson	Robinson Sotheby's Internat'l	15	\$8,179,750
40	Julia Wesselkamper	Coldwell Banker West Shell	17	\$7,999,700
41	Chris R Waits	Sibcy Cline	34	\$7,998,650
42	Lori N Wellinghoff	Comey and Shepherd	13	\$7,853,550
43	Regina M Hamilton	Sibcy Cline	42	\$7,849,250
44	James C Harris	Keller Williams Seven Hills Re	36	\$7,801,805
45	Nicole M Gulick	Reign Realty	27	\$7,784,985
46	Joan Elflein	Ohio Broker Direct	32	\$7,714,386
47	Lisa S Morales	Coldwell Banker West Shell	31	\$7,696,000
48	Jon L Bowling	RE/MAX Preferred Group	39	\$7,683,537
49	Sarah E Close	Keller Williams Advisors	30	\$7,645,760
50	Paul C Renwick	Renwick Realty LLC	65	\$7,636,050

Rank	Name	Office	Total	Volume
51	Anna S Bisher	Coldwell Banker West Shell	29	\$7,622,017
52	Ingrid K Likes	Coldwell Banker West Shell	17	\$7,380,177
53	Sue M Miller	Comey and Shepherd	33	\$7,358,100
54	Shelley Miller Reed	Sibcy Cline	14	\$7,229,400
55	Maryann D Ries	Coldwell Banker West Shell	17	\$7,217,156
56	Emily A Foebar	Huff Realty	30	\$7,168,250
57	Kathy M Bryant	Weichert Realtors	14	\$7,158,900
58	Jason A Reynolds	RE/MAX Alpha Real Estate	24	\$7,095,761
59	Gary L Hamilton	Sibcy Cline	37	\$7,070,000
60	Lisa M Phair	Coldwell Banker West Shell	30	\$7,068,605
61	Sue Wahl	Comey and Shepherd	32	\$7,068,100
62	Sondra M Parker	Coldwell Banker West Shell	18	\$7,046,000
63	Tami E Holmes	HER LLC	36	\$7,016,650
64	Michael L Vazquez	ERA Real Solutions Realty	22	\$6,922,991
65	Bob D Kugler	Bowling & Kuglar Realty	16	\$6,907,458
66	Micha Gleisinger	Comey and Shepherd	15	\$6,881,150
67	Amy Hackett Roe	Sibcy Cline	14	\$6,751,900
68	Gina A Dubell-Smith	eXp Realty	19	\$6,694,381
69	Sarah A Woody	Keller Williams Advisors	27	\$6,688,850
70	Patrick J Cagney	Coldwell Banker West Shell	31	\$6,665,565
71	Sharon I Packer	Coldwell Banker West Shell	11	\$6,608,800
72	Michele Donovan	Comey and Shepherd	30	\$6,549,369
73	Jennifer Sarver	Comey and Shepherd	18	\$6,507,471
74	Tammy K Thome	Century 21 Thacker & Associates	28	\$6,502,600
75	Lynn M Schwarber	Comey and Shepherd	23	\$6,428,800
76	Kelly Pear	Comey and Shepherd	17	\$6,391,120
77	Scott T Ferguson	Keller Williams Assoc. Partner	22	\$6,379,246
78	Catherine M Mueller	Sibcy Cline	17	\$6,337,513
79	Walter B Gibler	Coldwell Banker West Shell	21	\$6,243,100
80	Monika Deroussel	eXp Realty	23	\$6,235,150
81	Jamie R Gabbard	Comey and Shepherd	26	\$6,157,400
82	Rebecca A Messenger	Comey and Shepherd	16	\$6,118,220
83	Christy L Colglazier	Huff Realty	21	\$6,104,950
84	Hossam Elsayed	Plum Tree Realty	29	\$6,089,300

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# TOP 150 STANDINGS


Individuals | By Volume Closed date from Jan 1-May 31 as of June 9, 2020 at 4:35PM

Rank	Name	Office	Total	Volume
85	Kathy G Comisar	Comey and Shepherd	5	\$6,066,602
86	Michael T Wiseman	ERA Real Solutions Realty	19	\$6,056,518
87	Dana Lynn Atti	Comey and Shepherd	17	\$5,995,800
88	Heather S Kopf	Kopf Hunter Haas	9	\$5,962,100
89	Mark Schupp	Star One Real Estate Inc.	28	\$5,961,350
90	Tyler Minges	Huff Realty	27	\$5,953,453
91	Denise L Gifford	Keller Williams Realty Assoc.	23	\$5,852,981
92	Jeanne M Rieder	Hoeting, Realtors	31	\$5,842,640
93	Jon W Weeks	Keller Williams Assoc. Partner	26	\$5,831,250
94	Janelle A Sprandel	Comey and Shepherd	23	\$5,783,875
95	Pete Kopf	Kopf Hunter Haas	11	\$5,780,500
96	Kimberly A Price	Plum Tree Realty	42	\$5,775,500
97	Timothy J Mahoney II	Sibcy Cline	10	\$5,769,200
98	Mitchell Ram	Coldwell Banker West Shell	20	\$5,769,000
99	Celia B Carroll	Sibcy Cline	12	\$5,700,223
100	Benjamin M Austin	Keller Williams Advisors	32	\$5,666,200

Rank	Name	Office	Total	Volume
101	David D Dawson	Sibcy Cline	15	\$5,571,600
102	Meg S Perez	Coldwell Banker West Shell	28	\$5,565,500
103	Christy C Clement	Sibcy Cline	16	\$5,512,750
104	Zachary Ferrell	Keller Williams Community Part.	33	\$5,495,178
105	Kim M Vincent	Sibcy Cline	8	\$5,490,000
106	Bryan L Hoelzer	Coldwell Banker West Shell	24	\$5,461,500
107	Laura M Faz	RE/MAX Preferred Group	22	\$5,457,137
108	Steve Sylvester	Comey and Shepherd	10	\$5,430,650
109	Courtne C Brass	Coldwell Banker West Shell	25	\$5,380,469
110	Marsha Bennett	Bennett Realty, LLC	25	\$5,235,300
111	Larry A Whited Sr.	www.WEBMLS.net	18	\$5,227,000
112	Helena F Cameron	Sibcy Cline	16	\$5,223,590
113	Jackie Quigley	Comey and Shepherd	13	\$5,198,900
114	Marc A Cameron	Sibcy Cline	16	\$5,052,650
115	Deborah A Martin	Keller Williams Advisors	17	\$5,040,869
116	Beau Tuke	Sibcy Cline	11	\$5,029,500
117	Guy W Cagney	Coldwell Banker West Shell	20	\$5,000,450
118	Stacie A Schoeplein	Star One Real Estate Inc.	12	\$5,000,406
119	Robert R Smith	Coldwell Banker West Shell	27	\$4,993,547
120	Molly E Blenk	Comey and Shepherd	14	\$4,986,000
121	Brendan S Morrissey	Sibcy Cline	20	\$4,969,405
122	Larry L Thinnes	Sibcy Cline	15	\$4,956,690
123	Karen E Scherer	Coldwell Banker West Shell	17	\$4,929,937
124	Ben Freimuth	Robinson Sotheby's Internat'l	17	\$4,928,300
125	Candace N Burton	Sibcy Cline	22	\$4,911,136
126	Jessica Bauer	Comey and Shepherd	17	\$4,894,500
127	James E Pitzer III	Coldwell Banker West Shell	17	\$4,874,900
128	Cody M Brownfield	Redfin Corporation	17	\$4,868,300
129	Beth Silber	Coldwell Banker West Shell	18	\$4,846,600
130	John M Bissman	Keller Williams Pinnacle Group	20	\$4,838,574
131	Beth A Brown Ciul	Keller Williams Realty Assoc.	23	\$4,819,900
132	Missy B Friede	Century 21 Thacker & Associates	17	\$4,778,500
133	Don M Johnson	Cutler Real Estate	24	\$4,775,400
134	Tim Cottrill	Sibcy Cline	31	\$4,734,400


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*Don't Hesitate!  
Say Hello!*



# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-May 31 as of June 9, 2020 at 4:35PM

Rank	Name	Office	Total	Volume
135	Chase R Rickey	Coldwell Banker West Shell	17	\$4,720,200
136	Constance A Juillerat	Sibcy Cline	10	\$4,623,500
137	Cindy Shetterly	Keller Williams Distinctive Re	18	\$4,608,585
138	Jerry Marks	Keller Williams Pinnacle Group	18	\$4,606,674
139	Rick A Hoeting	Hoeting, Realtors	24	\$4,600,617
140	Derek L Tye	eXp Realty	14	\$4,599,459
141	Joan M Lane-Isbell	Coldwell Banker West Shell	18	\$4,593,088
142	Eric Surkamp	Comey and Shepherd	17	\$4,571,775
143	Cheryl A Ferry	Keller Williams Advisors	20	\$4,532,900
144	Judy S Recker	Sibcy Cline	5	\$4,515,444
145	Chris Dohrmann	Sibcy Cline	7	\$4,511,025
146	Cynda T Parkinson	Coldwell Banker West Shell	13	\$4,503,905
147	Michelle L Collins	Collins Real Estate Services	32	\$4,490,900
148	Melissa R Stone	Comey and Shepherd	14	\$4,481,641
149	Liz Lemon	Comey and Shepherd	15	\$4,475,375
150	Julie Rose	Coldwell Banker West Shell	21	\$4,459,000

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