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On The Rise

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MAKING A DIFFERENCE

Photo by Mackenzie Frank

JUNE 2020



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

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Krista Silz
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BREON PRICE

LOAN ORIGINATOR AT MOTTO MORTGAGE

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

Originally from Northwest Ohio, Breon Price found his passion for mortgages while in college. He started interning at a bank while a junior at the University of Cincinnati. He recalls getting his license and writing his first loan.

After graduation, he moved on to Chicago Bank Corp. This was then followed by a two-year move to the West Coast where he landed a management position in underwriting and production. Two years ago, Breon moved back to Cincinnati to partner with Rob Wolfe and Tyler Morton. They opened Motto Mortgage on March 26, 2019, and have an office in Liberty Center as well in Beavercreek.

Motto Mortgage is a franchise that has a strong real estate background and ties. “A large percent of our business is purchase transactions and new construction,” says Breon. He works with REALTORS®, builders, and more.

“Motto Mortgage gives us a lot of flexibility to pair our client with the loan program and investor that makes the most sense for them specifically,” says Breon. “We’re more of a personalized, individual experience.” Motto Mortgage strives to offer a higher quality of service than their competition. Often their clients have purchased homes in the past and are looking for an experience more tailored to their needs.

Exceeding Expectations

When it comes to service and customer satisfaction, Breon delivers.



“We have always taken the approach of trying to have lower fees than our competition,” says Breon. Loans are also less expensive than other places when it comes to closing costs. “Because we are a small business that only handles mortgage transactions, we don’t carry the overhead of a larger national bank.” This translates into considerable savings for their clients.



...

One of Breon's biggest specialties is helping clients purchase their new home prior to selling their current one. This can be a delicate process where timing is key. They accomplish this by using tools such as bridge loans and Simo-closings.

He explains, "Quite a few of our clients are purchasing their second or third home and benefit from our experience managing the logistics of that. One thing we specialize in is bridging the gap or making them non-contingent buyers." With bridge loans, the down payment of a client's home can be applied to their current home.

"We were one of the first to market an option like this to Cincinnati. We are one of a very small number of banks in Cincinnati to offer that. We boiled it down, making it simple to understand and execute."

Motto Mortgage has the ability to work with a wide range of clients. He says, "You never know who will be on the other side of the phone." Whether it be a corporate relocation or newlyweds looking at their first home, Breon works tirelessly with his clients to secure loans with the best possible rate and terms, all at a far lower cost than other options in the market.

"Whether it's your first or third home, emotions run high when buying a home. It's a big step in our client's life, and the process can be very stressful," says Breon.

Taking client service one step further, Breon goes so far as to partner with many title attorneys, CPAs, and other industry professionals for a more turnkey experience. By assisting in setting up trusts or LLCs, this helps to add an additional layer of security and protection for privacy. For instance, many of Breon's clients with multiple investment properties would be better served by placing each property in an LLC to curtail liability.



“ WE LOVE TO PAIR BUILDERS WITH REALTORS® WHO ALREADY HYPER-SPECIALIZE IN CERTAIN COMMUNITIES. ”

Adding Value to REALTORS®

The goal of Breon's team is to continuously add value to the REALTORS® they work with. He's assisted in throwing client appreciation parties, happy hours, and numerous charity events. One of the hottest tickets in town was



guest bartending at Moms On Mission. "It was an amazing event that I partnered with one of my favorite REALTORS®, and had the added benefit of great community outreach."

Breon takes time to connect with as many REALTORS® as he can. A core principle in Breon's business comes from Keith Ferrazzi's Never Eat Alone. "The goal of my business is to grow relationships with our referral partners that are both strong and long-lasting. In a city like Cincinnati, bonding over food ends up giving me great insight into different neighborhoods and regions. It allows us to get out of the office environment and into a more casual setting that really lets us dig into the nuances of each other's business."

Using his connections in the industry, Breon helps foster new relationships between builders and REALTORS®. One of Breon's 2020 goals is to continue to expand his builder business. "We love sponsoring open houses and promoting listings for builders and REALTORS®," adds Breon. "We love to pair builders with REALTORS® who already hyper-specialize in certain communities."

For more information on Motto Mortgage, check out their website, www.mottomortgage.com.

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▶ on the rise

Written by Elizabeth McCabe
Photography by Brenna Smith

REALTOR® on the Rise:

Featuring

Meg Perez

When Meg Perez began losing her passion for competitive running, she was eager to make a change.

A successful business owner of Chica Sport TM, Meg designed and manufactured athletic accessories for female runners and ultra athletes. Her business morphed to include all kinds of sports and expanded to serve male clientele too. Meg promoted her products at 60 plus expos every year and sponsored races, such as the Florida Keys 100 and the Badwater Ultramarathon.

After nine years of owning the business, Meg wanted a change in pace. She wanted to spend more time with her young son and take a break from traveling. A competitive runner herself, she was losing her drive to compete in races.

“I hung up my racing shoes, took a couple of months off, and prayed about it,” says Meg. The Pastor at her church co-owned a real estate agency in town. Meg soon saw the light of real estate.

...



The road wasn't entirely new to her. Meg explains, "I did work as a real estate paralegal in South Florida years ago and knew a little about it through the title agency owned by the attorney I worked for."

In June 2016, Meg became licensed and has currently sold over 25 million in sales. She is the proud recipient of the Circle of Excellence since 2017 as well as the Presidents Club.

Transforming Madisonville

Meg is bringing hope to Madisonville, one home at a time. She has lived in Madisonville for 13 years and is the expert when it comes to the neighborhood and selling distressed properties.

"People call me if they want to sell a distressed property and I match them up with an investor. We list the property, getting the job done pretty quickly. I have a great pool of people who will buy properties; it's like a hunt and I love a challenge," says Meg.



Meg, who fell into investment properties, likes bringing transformation into Madisonville and other up and coming neighborhoods. "I see light come



in where there was darkness before. I love to see positive changes happen. I like to see something old become new." This dedicated REALTOR® is passionate about making a difference in a neighborhood.

Getting It Done

Meg's background in sales has proven invaluable in real estate. She explains, "I'm a relationship-driven person. I pride myself on the tough stuff. I know how to get it sold." Agents, sellers and buyers call her to get the job done.

"I work seven days a week, including late hours. I pick up the phone late a night. If people call me late at night, it's important to them, so it's important to me."

Meg also credits God for helping her be successful. She marvels at the growth of the business and attributes it to help from above.

Family Life

When Meg isn't selling homes, she takes time to be with family. She is married to her husband, Steve, who is a Cincinnati attorney. They've been married since 2011 and have a 15-year-old son, Keegan, a sophomore in high school.

"He's a talented kid," says Meg. Keegan excels in guitar and keyboard as well as is an incredible artist. He's also extremely intelligent and does very well in school.

Meg and her family recently purchased a home that they're renovating in Union Township. They also enjoy the constant companionship of their two Boston terriers, Bullet and Frank.

Meg concludes, "I'm grateful that I have stepped into a business that I didn't know much about and have been somewhat successful in a short period of time. My business is important but it's not who I am. God is who I am. My family is who I am. The sun doesn't rise or set on money or business. It sets on my faith in God and family. When you go about life with gratitude – not controlled by what you do – you become more successful."

For more information on this month's REALTOR® on the Rise, check out Meg's website, megperez.cbintouch.com.

“When you go about life with gratitude – not controlled by what you do – you become more successful.”





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▶▶ making a difference

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

Jennifer McGillis

has a heart to help others

Helping Norwood & Making A Difference for Children as a CASA Volunteer

A REALTOR® for 10 years, Jennifer McGillis has always had a heart to help others. Little did she know that real estate would be her pathway toward making a difference.

“Everyone comes into real estate loving houses. If you do real estate full-time, you learn it’s not about the houses at all; it’s about the people. I got into real estate because I thought I liked houses, but I have really grown to love the people. That’s why I have stayed,” explains Jennifer.

After making sure her clients’ needs are taken care of, Jennifer makes a concentrated effort to stand out in a specific marketplace – Norwood. Last year, she was rewarded for her effort as she was recognized as the #1 REALTOR® in all of Norwood. Jennifer couldn’t be happier.

In an effort to thank residents, she is giving a percentage of each Norwood transaction in 2020 to three different non-profits that are specific to Norwood. These include SNC Norwood Food Pantry, Baby Bear, and Norwood Together.

Located on 4424 Floral Avenue, SNC Norwood Food Pantry lends a helping hand to those in need by providing food. They are open on the second Saturday of the month and selected hours every Wednesday evening. During COVID-19, needy individuals could place orders and pick them up based upon appointments.

Baby Bear, another non-profit in Norwood, makes a difference with families in Norwood. According to their Facebook page, they aim to “share the pure goodness, abundant blessings, and the heart of Jesus with families in need in our community.” Their goal is to “develop a community where every infant and young child has quality care, every need is met, and every parent has resources to best provide and care for their family.”

Norwood Together is a grassroots non-profit that was launched 1 ½ years ago. Jennifer serves

...





“

I want to change the trajectory of a child's life and give them what they may not have.

as a board member of this resident-led organization. She explains, “We work together with the community and the city to make some amazing changes within the city itself.” This can include park upgrades, connecting neighbors through block parties, welcoming new residents with “Welcome Bags” from local businesses, and working to attract new businesses to Norwood.

In Jennifer's free time, she works as a ProKids Court Appointed Special Advocate (CASA) volunteer. The mission of ProKids is to mobilize the community to “break the vicious cycle of child abuse and neglect.” Jennifer is playing a part in that mission.

ProKids was formed in 1981 to advocate for abused and neglected children in Hamilton County. Each volunteer is assigned a child and helps to secure the best interest of the child, especially concerning living arrangements.



Being a child advocate is not an easy task, and it is not for the faint-of-heart. It truly involves going out of your comfort zone and expanding your horizons. But the payoff could not be better. While ProKids does not pay its volunteers, the job that CASA volunteers do is highly rewarding and it truly makes a difference for those impacted by its services.

Jennifer's role is to evaluate the situation in its entirety and advocate what is best for the child she is assigned. Although the court favors reunification whenever possible, sometimes it is actually better if the child is adopted, especially in home situations involving drug, alcohol, or physical abuse. CASA volunteers have significant input involving such decisions.

Jennifer started in August 2019 and is still with her first girl. She says, “She



is a sweet girl who is unfortunately in the middle of a very messed up situation. She is enjoyable for me to be around, which allows me to connect with her and be a part of her life while fulfilling my role as a CASA.”

Prior to becoming a ProKids CASA, Jennifer was a coach with Girls on the Run for six seasons. She says, “I've always been drawn to help kids in some capacity. I want to change the trajectory of a child's life and give them what they may not have. Maybe they will have a better outcome because someone cared enough to pour into them.” As a mother of two teenagers, Jennifer spends time investing in their lives as well.



Jennifer concludes, “It's our responsibility to help people. We're all global citizens. We can all be part of the solution together. I'm trying the best way I know how to make a difference in the world before I leave.”

If you are interested in helping less fortunate children, check out www.prokids.org.

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OXFORD

▶ neighborhood focus
By Emmi Abel-Rutter

By far the most northwestern city highlighted in our City Spotlight thus far, Oxford is located only a few miles outside the Ohio-Indiana border, north of Hamilton, and south of Morning Sun. Being the home of Miami University, most of the restaurants, shopping, and entertainment revolve around the campus. In 1803, the once uninhabited woodlands of Butler County were set aside as a college township, and a short six years later, Miami University was chartered. The area has developed significantly over the past 200 years, into the quaint city of Oxford, OH.

Schools:

Oxford is located in the Talawanda School District, which includes five public schools. Additionally, there is one private school in Oxford that accommodates students from Pre-school to 8th Grade. Of course, Miami University is a staple in Oxford. US News reported its rankings of: #91 in National Universities, #58 Best Colleges for Veterans, and #8 Best Undergraduate Teaching. The schools are as follows:

- Marshall Elementary School
- Kramer Elementary School
- Bogan Elementary School
- Talawanda Middle School
- Talawanda High School
- McGuffey Montessori School (PK -8)
- Miami University

Good Eats:

Drive down E. High St. and you'll run into a plethora of local favorites. Whether you're craving a cleverly named and delicious bagel sandwich from Bagel & Deli, or grabbing a beer and fried cheese curds from Steinkeller, you won't be disappointed. Some of the local establishments include:

- Mac & Joe's
- Bagel & Deli
- Skipper's Pub & Top Deck
- Steinkeller
- No. 5 Restaurant
- SoHi Grilled Sandwiches
- El Loco Burrito
- Paesano's Pasta House
- Krishna
- Mad Mike's Burgers and Fries
- Taqueria Guanajuato
- Phan Shin Restaurant
- SDS Pizza
- Fiesta Charra
- Patterson's Cafe
- Bodega

Shopping and Entertainment:

As mentioned above, most of the activities available revolve around Miami's campus. There are plenty of parks in the surrounding area, with a few small shops in the mix. For additional shopping, your best bet is Hamilton, Liberty Center, or the Monroe Outlets.

- Oxford Country Club
- Oxford Community Park
- Cook Field
- Equestrian Center
- Conrad Formal Gardens
- Peffer Park
- Hueston Woods State Park
- Leonard G. Howell Park
- Wild Berry (Gift Shop)
- Apple Tree (Gift Shop)
- Miami University Art Museum

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Meet **Bill** **Heckman**

District Manager of Coldwell Banker West Shell

Bill Heckman discovered his passion for real estate while in college. He purchased a couple of multifamily residences in Clifton to renovate and lease. At the age of 22, he earned his real estate license.

Real estate wasn't his first plan. Originally, Bill attended the University of Cincinnati for Engineering. He says, "I worked in engineering for seven months. I decided I didn't want to do that for a living." Real estate was a better fit.

"I got my license with the intent to focus on real estate investment properties, but I fell in love with selling," says Bill.

As such a young agent, Bill realized he was spending a lot of time convincing older customers that

he was competent. "At that time, Mt. Adams was undergoing its first renaissance," says Bill. "People buying there were student teachers, medical residents, musicians, and bohemians. They could care less that I was young." Mt. Adams was his answer.

"It became easy to be a valuable advisor for properties in Mt. Adams," says Bill. "I got involved with people, those doing rehab work, and did consults with them. I worked with a lot of buyers and knew what they wanted. I got more involved in the construction side of things. Edgecliff Pointe was built and I got the opportunity to represent them."

In 1990, West Shell decided to start a new homes division. At the age of 29, Bill was asked to create and manage this new division. As this new division thrived, he was also tasked with running the firm's marketing department. "I did that until 1997. That's when Coldwell Banker purchased West Shell. I decided to leave and start my own brokerage firm, focusing on custom home builders and land developers," says Bill.

His brokerage was a combination of a real estate brokerage, marketing agency and a web development company. "We did everything for the

▶ leading the way

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

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builders except nail stuff together,” jokes Bill. He hired salespeople, trained them, and did marketing and advertising. “We had a cool thing going and it was a lot of fun.”

In a couple of years, his brokerage became the fifth largest brokerage in Cincinnati in terms of sales volume. However, a decade later when the Great Recession hit, sales stopped. “It was a very challenging time,” recalls Bill. He was offered the general manager position at Huff Realty. In the process, he merged his company with Huff.

A couple of years later, Bill took his company back and started up again. He explains, “We were working with 3CDC in Over the Rhine. We took our competency and knowledge that we had in marketing master-planned communities in the suburbs and applied it to an urban environment. I had a lot of fun with that. We were also still doing some work with custom home builders, which slowly picked back up.”

In 2010, Bill joined Coldwell Banker. He started managing the Montgomery office and then took over the Hyde Park and the Metro office. When Bill took over the Hyde Park office, their sales volume was 113 million. Last year, they did over 630 million in sales. Their office has grown exponentially under Bill’s leadership, becoming the top in sales volume in the City of Cincinnati with the highest average earnings per agent.

Secrets to Success

“I intentionally assembled a team of agents who are career-minded and success-oriented,” says Bill. Having an incredible team is critical to his success.

“I hire nice people. You can train everything else, but you can’t train nice. You need a group of people who work well together, collaborate, and share ideas. It’s a healthy environment,” adds Bill.

As someone who started at a young age, Bill has a special affinity toward young agents. He is especially proud that three agents in his office were spotlighted as Coldwell Banker 30 under 30 global winners. The office environment attributed to their success,” he says.

In total, Bill oversees 150 agents, including licensed administrative assistants and buyer assistants. Some agents have teams of 3-8.



Bill motivates his agents to be the best they can be. He says, “I try to bring discipline and a purpose to their business. Some agents have an ‘accidental business,’ going from deal to deal. The business runs them; they don’t run the business. I try to bring some structure so that they can be more efficient and do things purposefully.”

As an office manager, Bill shares his knowledge with his agents. Using the latest tools and technology has paved the way for success. COVID-19 didn’t shake his business. “We were pre-

pared to go virtual; we were already paperless. It wasn’t a shift. We used what we had in place,” he says.

Bill also sets high expectations for himself and the people on his team. “Setting lofty goals is much more fun to try to achieve,” says Bill. Helping people achieve personal dreams or goals and being a part of the process is very rewarding.

“There was one agent in my office who went from 12 sales per year to 30 to 50 to 80 and then 100 in a short



period of 4-5 years. Joe King, the president of Coldwell Banker West Shell, asked her, ‘How did you do that?’ She replied, ‘Bill Heckman believed in me before I believed in me,’ that was perhaps the nicest compliment I have ever received,” says Bill. Never underestimate the power of a leader to make an impact on the lives of others.

Bill Heckman is leading the way as District Manager of Coldwell Banker West Shell, changing lives in the process.



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MEET
**AMY
MARKOWSKI**



▶▶ featured producer

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

I got my license on May 17, 2013. It's definitely a day that I will always remember. It changed my life," recalls REALTOR® Amy Markowski. She discovered her passion for real estate and has never been the same since.

It was never Amy's intent to enter real estate. She earned a degree in Psychology before realizing her heart wasn't in that profession. "It wasn't until

my first interview that I realized that I didn't want anything to do in that field," says Amy. Instead, she worked in the financial field in administration for 12 years before embarking into real estate.

The idea of real estate actually came to Amy while attending a trade show. She explains, "I randomly looked at my husband and said, 'I'm going to get my real estate license.' It was even shocking to me.





What does it mean to be a REALTOR®? I started weekend classes the next month. That was in March and I finished by April. I got my license in May.”



Real estate is the perfect match with her skillset. Amy, who has always had a desire to help people, wanted to find a fulfilling and challenging occupation. Real estate was her answer.

A Track Record of Success



Although Amy has only been in real estate for seven years, she has tasted sweet success. Her career volume is approaching 63 million dollars. She started as an individual agent and built her team, closing close to 500 transactions in the process.

This award-winning agent has earned the respect of her clients. Amy is most passionate about the opportunities to help past, current, and future clients. She adds, “I want to be a leader to my team and provide an opportunity for team members to achieve their goals.”

Amy’s team consists of REALTOR® Maria (Amy’s sister-in-law), REALTOR® Christina, Transaction Coordinator Jessi (who is also an agent), Marketing and Client Coordinator Sarah, and Samantha, Director of Operations.

Amy finds that her success “always comes from contributions.” She explains, “When we do things for the right reasons, the rewards always follow. I build relationships and never stop nurturing them.”

A grateful person, she wakes up and thanks God for her blessings each day. She also does everything with compassion and competency.

Challenges don’t faze Amy. She says, “In real estate we face challenges every day. It’s all about how we approach challenges is what matters. Do you give up or dive deeper? I always welcome a good challenge because it provides the opportunity to learn for the betterment of myself, clients, and family.”



Finding Balance Through Her Team and Family

“There are never enough hours in a day,” says Amy. The challenge to find work-life balance is to be embraced. Fortunately, Amy is thankful for her support system, her real estate team who are family to her, and thankful to God for opening up this career.

“I am thankful for my amazing husband; he is my counterbalance for everything,” Amy smiles. “My children are super supportive of me, joining in and learning the ins and outs of the business.”

The only girl of six brothers, Amy jokes that she has a “whole lot of boys in her life.” She and her husband have a combination of 10

children between the two of them. Her husband has three adult children who are out of the house. At home, Amy has five girls and two boys.

“I birthed four out of 10,” says Amy. The other three are adopted foster children. Her husband, who is originally from the Philippines,





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briefly grew up in foster care. Amy's parents were also foster parents.

"It's one of those connections that we had. We felt led to give back and become foster parents. That was always challenging. The first three we adopted were a sibling set - they were our first placement. It was supposed to be for three weeks. Three and a half years later, we adopted them," says Amy.

Popular Pastimes

When Amy isn't working, she soaks up time with her family. You can find her at sporting events (her girls do gymnastics) or time at their lake house fishing. Even sitting by the pool on a nice sunny day is a change of pace for Amy.

"We also like hanging out at the park and enjoying movies together," says Amy. "Everything I do is for my family."

Final Thoughts

Amy concludes, "If I knew the statistics getting into real estate, it would have changed my mindset. Eighty percent of REALTORS® hang up their hat in the first year. I was thankful for the journey I went through. I realized how tough it was. I was determined to make it and build a team - like-minded agent who wanted to be successful." Amy has embraced the journey of real estate. Her drive and determination have made her a success.

Amy encourages agents to contact her if they are interested in learning more about her team. You can reach her at 513-805-8406 or amy@teammarkowski.com.

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- April 30 as of May 6, 2020 at 12:32PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	32	\$31,427,525
2	Kim K Mansfield	Keller Williams Advisors	75	\$17,874,519
3	Rick J Finn	Coldwell Banker West Shell	48	\$14,314,722
4	Michael P Hines	Coldwell Banker West Shell	26	\$13,051,801
5	Ragan R McKinney	Ragan McKinney Real Estate	86	\$12,979,230
6	Adam G Marit	Real Link	53	\$12,649,342
7	Michael C Hinckley	Coldwell Banker West Shell	29	\$12,494,813
8	Scott A Oyler	Coldwell Banker West Shell	34	\$12,222,576
9	Ron A Bisher	Coldwell Banker West Shell	51	\$11,763,117
10	Sandra L Peters	Comey and Shepherd	19	\$11,042,838
11	Donna Franke	Sibcy Cline	25	\$10,219,200
12	Andrew S Gaydosh	eXp Realty	45	\$9,840,900
13	Kevin E Hildebrand	Comey and Shepherd	33	\$9,459,100
14	Rakesh Ram	Coldwell Banker West Shell	29	\$8,933,049
15	Kathy J Kramer	Star One Real Estate Inc.	23	\$8,752,253
16	Megan S Stacey	Coldwell Banker West Shell	23	\$8,523,675
17	Bob Dorger	Comey and Shepherd	10	\$8,431,087
18	Tina A Burton	Sibcy Cline	32	\$8,147,636
19	Jon L Bowling	RE/MAX Preferred Group	39	\$7,845,789
20	Ellie D Kowalchik	Keller Williams Pinnacle Group	26	\$7,605,700
21	Lee G Robinson	Robinson Sotheby's Internat'l	13	\$7,565,750
22	Nicole M Gulick	Reign Realty	21	\$7,232,685
23	Tiffany B Allen-Zeuch	Sibcy Cline	19	\$7,154,280
24	William Draznik	Coldwell Banker West Shell	14	\$7,090,400
25	Jason J Bowman	RE/MAX Elite	37	\$7,086,089
26	Julia Wesselkamper	Coldwell Banker West Shell	14	\$7,017,800
27	Bob D Kugler	Bowling & Kuglar Realty	13	\$6,643,058
28	Zach Singler	RE/MAX Local Experts	18	\$6,576,920
29	Paul C Renwick	Renwick Realty	53	\$6,498,550
30	Sue S Lewis	Sibcy Cline	18	\$6,472,500
31	Tyler A Smith	RE/MAX Preferred Group	19	\$6,429,255
32	David W Wellinghoff	Comey and Shepherd	12	\$6,355,450
33	James C Harris	Keller Williams Seven Hills Re	26	\$5,953,400
34	Diane Tafuri	Sibcy Cline	11	\$5,951,765

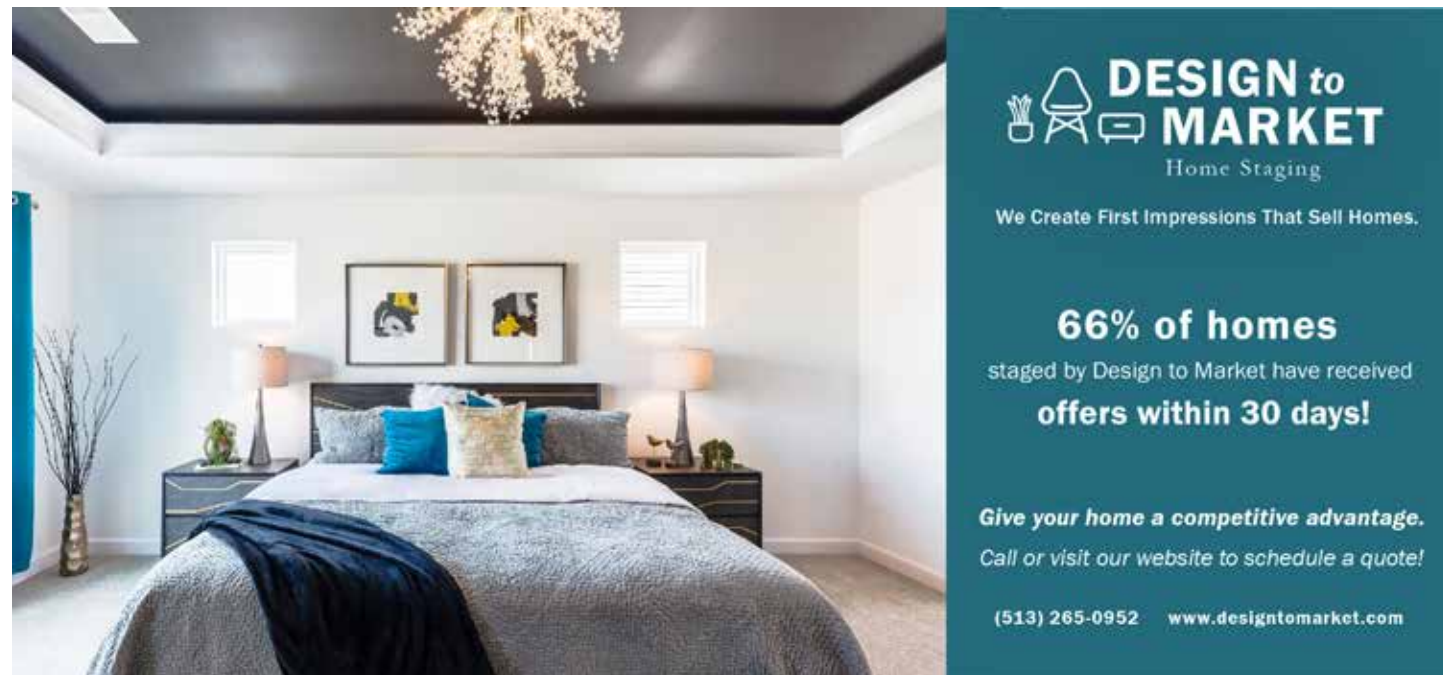
TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- April 30 as of May 6, 2020 at 12:32PM

Rank	Name	Office	Total	Volume
35	Amy L Markowski	Keller Williams Realty Assoc.	37	\$5,898,349
36	Gina A Dubell-Smith	eXp Realty	16	\$5,772,881
37	Lisa S Morales	Coldwell Banker West Shell	26	\$5,658,500
38	Sue Wahl	Comey and Shepherd	31	\$5,642,900
39	Alexander Schafers	RE/MAX United Associates	23	\$5,568,510
40	Andrew Homan	Coldwell Banker West Shell	13	\$5,518,300
41	Scott T Ferguson	Keller Williams Realty Assoc.	19	\$5,476,746
42	Hossam Elsayed	Plum Tree Realty	25	\$5,468,000
43	Janelle A Sprandel	Comey and Shepherd	23	\$5,395,875
44	Austin R Castro	Coldwell Banker Heritage	12	\$5,386,785
45	Heather R Herr	Coldwell Banker West Shell	16	\$5,381,065
46	Dana Lynn Atti	Comey and Shepherd	15	\$5,325,800
47	Monika Deroussel	eXp Realty	20	\$5,323,750
48	Jeanne M Rieder	Hoeting, Realtors	28	\$5,264,480
49	Tami E Holmes	HER LLC	26	\$5,255,050
50	Jamie R Gabbard	Comey and Shepherd	22	\$5,202,400

Rank	Name	Office	Total	Volume
51	Bobby Stephens	Comey and Shepherd	12	\$5,195,650
52	Michael L Vazquez	ERA Real Solutions Realty	16	\$5,130,101
53	Eric Lowry	eXp Realty	22	\$5,094,000
54	Tyler Minges	Huff Realty	22	\$5,053,953
55	Michael L Murtland	eXp Realty	32	\$5,047,300
56	Beth B Dowling	Comey and Shepherd	6	\$5,035,000
57	Jennifer Sarver	Comey and Shepherd	15	\$5,026,862
58	Patrick J Cagney	Coldwell Banker West Shell	32	\$4,953,550
59	Meg S Perez	Coldwell Banker West Shell	26	\$4,896,000
60	Maryann D Ries	Coldwell Banker West Shell	13	\$4,874,931
61	Benjamin M Austin	Keller Williams Advisors	24	\$4,862,300
62	Joan Elflein	Ohio Broker Direct	20	\$4,821,407
63	Christy C Clement	Sibcy Cline	13	\$4,747,000
64	Tammy K Thome	Century 21 Thacker & Associates	20	\$4,642,200
65	Jackie Quigley	Comey and Shepherd	12	\$4,638,900
66	Heather S Kopf	Kopf Hunter Haas	7	\$4,542,100
67	Sondra M Parker	Coldwell Banker West Shell	12	\$4,490,000
68	Larry A Whited Sr.	www.WEBMLS.net	15	\$4,472,000
69	Walter B Gibley	Coldwell Banker West Shell	17	\$4,467,100
70	Karen E Scherer	Coldwell Banker West Shell	14	\$4,396,937
71	Beth Silber	Coldwell Banker West Shell	16	\$4,363,900
72	Jon W Weeks	Keller Williams Realty Assoc.	23	\$4,286,250
73	Lynn M Schwarber	Comey and Shepherd	14	\$4,282,400
74	Tom Deutsch Jr.	Coldwell Banker West Shell	28	\$4,229,650
75	David D Dawson	Sibcy Cline	13	\$4,205,800
76	Nat Comisar	Sibcy Cline	13	\$4,204,882
77	Mark Schupp	Star One Real Estate Inc.	23	\$4,187,750
78	Joan M Lane-Isbell	Coldwell Banker West Shell	16	\$4,169,688
79	Catherine M Mueller	Sibcy Cline	12	\$4,137,562
80	Larry L Thinnes	Sibcy Cline	13	\$4,120,596
81	Cody M Brownfield	Redfin Corporation	14	\$4,117,800
82	Matthew R Riley	Sibcy Cline	11	\$4,116,900
83	Marsha Bennett	Bennett Realty	20	\$4,075,900
84	Sarah E Close	Keller Williams Advisors	13	\$4,059,950

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TOP 150 STANDINGS


Individuals | By Volume Closed date from Jan 1- April 30 as of May 6, 2020 at 12:32PM

Rank	Name	Office	Total	Volume
85	Jason A Reynolds	RE/MAX Alpha Real Estate	13	\$4,052,762
86	Melissa R Stone	Comey and Shepherd	14	\$4,041,541
87	Michael W Jordan	Jordan, Inc	17	\$4,038,050
88	Brian M Bainum	Keller Williams Seven Hills Re	15	\$4,003,500
89	Robert R Smith	Coldwell Banker West Shell	20	\$3,993,847
90	Kathy M Bryant	Weichert REALTORS	8	\$3,990,900
91	Pam Steiner	Comey and Shepherd	4	\$3,973,500
92	Bryan L Hoelzer	Coldwell Banker West Shell	19	\$3,955,300
93	Regina M Hamilton	Sibcy Cline	22	\$3,892,750
94	Amy Hackett Roe	Sibcy Cline	8	\$3,884,400
95	Rick A Hoeting	Hoeting, Realtors	19	\$3,876,817
96	Cheryl A Ferry	Keller Williams Advisors	15	\$3,863,650
97	Andrea M Johnson	RE/MAX Victory	13	\$3,837,323
98	Patrick Gunning	Coldwell Banker West Shell	8	\$3,812,013
99	Missy B Friede	Century 21 Thacker & Associates	13	\$3,811,500
100	Toni K Louis	RE/MAX Preferred Group	12	\$3,771,400

Rank	Name	Office	Total	Volume
101	Guy W Cagney	Coldwell Banker West Shell	22	\$3,770,050
102	Ron D Minges	Star One Real Estate Inc.	17	\$3,757,200
103	Courtne C Brass	Coldwell Banker West Shell	17	\$3,754,514
104	Michele Donovan	Comey and Shepherd	20	\$3,712,600
105	Brian P Leisgang	Coldwell Banker West Shell	14	\$3,654,350
106	Scot C Avery	Huff Realty	10	\$3,628,859
107	Michelle L Collins	Collins Real Estate Services	30	\$3,627,500
108	Jeffrey R Boyle	Keller Williams Realty Assoc.	22	\$3,621,300
109	Brendan S Morrissey	Sibcy Cline	15	\$3,607,300
110	Lisa M Phair	Coldwell Banker West Shell	17	\$3,597,105
111	Sarah A Woody	Keller Williams Advisors	12	\$3,587,650
112	Robert DiTomassi	Comey and Shepherd	10	\$3,572,500
113	Kimberly A Price	Plum Tree Realty	25	\$3,561,500
114	Stacie A Schoeplein	Star One Real Estate Inc.	10	\$3,556,406
115	Cheryl D ODonnell	Sibcy Cline	10	\$3,555,500
116	Derek L Tye	Keller Williams Seven Hills Re	10	\$3,539,059
117	Vicki M Sylvestre	Keller Williams Realty Assoc.	9	\$3,535,000
118	Kelly A Gibbs	Comey and Shepherd	12	\$3,515,500
119	Chris S Russell	Plum Tree Realty	11	\$3,498,899
120	Cynda T Parkinson	Coldwell Banker West Shell	8	\$3,496,705
121	Barbara Browning	Coldwell Banker West Shell	10	\$3,495,000
122	Zachary Ferrell	Keller Williams Community Partners	23	\$3,489,578
123	Carol A Grubb	Comey and Shepherd	11	\$3,480,084
124	Patti Sibcy	Sibcy Cline	4	\$3,470,000
125	Don M Johnson	Cutler Real Estate	19	\$3,459,125
126	Molly E Blenk	Comey and Shepherd	9	\$3,411,100
127	Alison W Moss	Keller Williams Seven Hills Re	8	\$3,409,900
128	Kelly Pear	Comey and Shepherd	10	\$3,399,720
129	Neil Lobert	Sibcy Cline	7	\$3,396,000
130	Ron Garland	Comey and Shepherd	10	\$3,369,700
131	James E Pitzer III	Coldwell Banker West Shell	12	\$3,345,900
132	Richard A Davey	Comey and Shepherd	14	\$3,343,310
133	Vinni Brown	Coldwell Banker West Shell	9	\$3,333,500
134	Cindy Shetterly	Keller Williams Distinctive Real Estate Services	14	\$3,331,785


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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- April 30 as of May 6, 2020 at 12:32PM

Rank	Name	Office	Total	Volume
135	April M Myers	HazeGroup Realty, LLC	17	\$3,314,600
136	Jeri M Vickers	Sibcy Cline	9	\$3,301,550
137	Brian Bourne	Kopf Hunter Haas	6	\$3,275,500
138	Mike I McEntush	Star One Real Estate Inc.	12	\$3,266,640
139	Andrea L DeStefano	Sibcy Cline	12	\$3,256,600
140	Christy L Colglazier	Huff Realty	9	\$3,250,750
141	May Wu	Comey and Shepherd	14	\$3,249,100
142	Chris R Waits	Comey and Shepherd	15	\$3,238,500
143	Leann M Starks	RE/MAX Preferred Group	13	\$3,236,900
144	Michael T Wiseman	ERA Real Solutions Realty	10	\$3,227,490
145	DeeDee R Ollis	RE/MAX Victory	18	\$3,227,200
146	Susan B Rissover	Keller Williams Advisors	12	\$3,219,150
147	Kevin W Duffy	Comey and Shepherd	12	\$3,208,700
148	Julie Rose	Coldwell Banker West Shell	16	\$3,183,500
149	Stephen B Siegle	Freeman Realty	3	\$3,153,992
150	Cindy Bruner	Huff Realty	11	\$3,137,413

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