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**TOP 150
STANDINGS**

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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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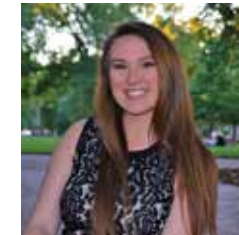
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Teresa who had fled domestic abuse with her three children and only the clothes on their backs. Shortly after Teresa moved into a new house, she shared with Holly that she had pulled 3 twin mattresses out of the dumpster for her children to sleep on. Holly told Teresa that she would help her find clean mattresses for the children and quickly organized a furniture and housewares drive. The church responded with an abundance of furniture and everything she needed to start over ... her house was made into a home.”

This selfless act of kindness created the non-profit that we have today.

InnerFaith Hospitality began referring more clients to Holly and Tim. New Life Furniture Bank came into existence.

In 2009, New Life Furniture Bank be-

came a 501(c)3 organization. They have grown since their inception and currently partner with over 40 social services agencies in the Greater Cincinnati and Northern Kentucky area.

Helping Others

New Life Furniture Bank has filled a need in Greater Cincinnati and Northern Kentucky. The compassionate folks at this non-profit collect gently used furniture from people six days a week. Items are brought to their center, where they are inspected, cleaned, and repaired before being delivered to the homes of needy families.



HELP THE HOMELESS
WITH DONATIONS TO

NEW LIFE FURNITURE BANK

The homeless plight in Cincinnati is real. With limited amounts of Affordable Housing, those struggling to make ends meet often don't have enough money to furnish a home. Others may be moving into a home directly from a shelter with no furniture of their own. That is where New Life Furniture Bank is happy to help.

Established in 2006, this local non-profit has brought a lot of hope and help to the homeless. New Life Furniture Bank is proud to be the only nationally registered furniture bank in Southwest Ohio.

Executive Director Dana Saxton says, “We work with real estate firms in the Cincinnati area that are trying to help their clients in transition – whether staging, getting their home ready to sell, or getting ready to move into a new home.”

Dana, who has served as Executive Director for 3 ½ years, has built a career of working in non-profit lead-

ership, returning to Ohio 5 years ago. She connected with her friend, Holly Young, who was the existing Executive Director, and came on board.

History of New Life Furniture Bank

New Life Furniture Bank was started by Holly, Tim Nabors and volunteers from Milford First United Methodist Church in 2006. They formed this non-profit in partnership with InnerFaith Hospitality Network (IHN).

According to their website, “Holly and Tim volunteered together helping families overcoming homelessness who were staying at their church. During this time, Holly met



...

“Furniture goes directly to a home of a family in need,” says Dana. She enjoys helping REALTORS® find a solution for her clients who may be wanting to get rid of gently used items.

Best of all, this non-profit genuinely helps others. As their website states, “We believe in the healing power of giving and receiving to empower communities to come together and support our most vulnerable populations.” In addition, New Life Furniture Bank restores “dignity and brings pride of ownership and confidence to those in need so they can be self-sufficient.”

Dana and her dedicated team also make the process simple. With a simple phone call, the professionals at New Life Furniture Bank can pick up and transport gently used furniture. It doesn’t get any easier than that!

As Dana says, “We provide a valuable service to the REALTORS® who are helping their clients move or stage their home.”

14 • March 2020

Real Needs Met

Recipients of furniture at New Life Furniture Bank are often overcoming homelessness.

“People are coming out of sheltering situations and moving back to permanent housing. As a result of their homelessness, many people have lost everything that they have owned. They are trying to start life over with little to nothing,” says Dana.

After all, it is challenging to furnish a home, including beds for children, when you are struggling to make ends meet.

By partnering with local social service agencies who provide case management services to individuals and families, Dana is referred to people in need. She says, “They make a referral and we come and completely furnish their home.”

Contact New Life Furniture Bank Today

This spring, contact New Life Furniture Bank to haul away gently used furniture. Keep items out of landfills, including mattresses (free of rips, stains, and tears), by giving them to those in need. Or donate household items to help furnish homes, such as linens, pots, pans, and cooking utensils.

Volunteers are also welcome to lend a helping hand. Furniture cleaning, furniture delivery, and building furniture are valuable services needed at New Life Furniture Bank. No skills are required. They also partner with the Cincinnati Woodworking Club (CWC) to create dining room tables, coffee tables, and end tables.

Dana concludes, “We are so excited about leaning into the real estate community. REALTORS® can be a part of the solution to homelessness.” Giving back to New Life Furniture Bank is one easy tangible way to make a genuine difference for those less fortunate.

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MEET REALTOR®

MICHELE L. DONOVAN

WITH COMEY & SHEPHERD REALTORS®

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

Michele L. Donovan was led to real estate through her husband Bill. He told her, “You talk about real estate so much. Why don’t you get your license?”

Five years ago, she took his advice to heart, taking a leap of faith and becoming a licensed REALTOR®. Michele says, “I’ve always had a love for real estate. My original thought was that I wanted to get into commercial real estate.” She worked in banking for years before becoming a mother. After nine years as a stay-at-home mom, she was ready to start her next chapter in life.

Real estate was a natural fit with her people skills and drive and determination. Michele says, “I just love people in general and homes. Putting those two together has always been a home run in my mind. I love my community and where I live, especially the west side.”

A matchmaker, Michele enjoys matching the right home with the right person. “That’s what I love most about my job,” she says.

Her career volume is 36 million dollars with 10 million dollars in volume in 2019.

An award-winning REALTOR®, Michele has earned the CABR Circle of Excellence from 2015-2019 as well as the President’s Club each year. At her previous brokerage, Michele was the top producer in transactions and sales volume.

Passionate about Her Profession

Michele is passionate about working with women first-time home buyers as well as single moms. She explains, “Women are the primary buyers in real estate. I concentrate on first-time home buyers, partic-

...





•••

ularly in my own community in the west side of Cincinnati. The smaller dollar amount is so rewarding for us.”

Her biggest challenge is time. “There’s not enough of it,” she jokes. “I make sure I am setting aside enough office time for myself and my teammates. I also juggle a work-life balance with family life.”

Life Outside Real Estate

“My work and my kids are my life. When I’m not working, I’m with my husband and kids,” says Michele. Her

husband, whom she describes as the “most supportive husband in the whole world,” encourages her to take time for herself.

Michele laughs, “He tells me to sit down for an hour. I’m timing you. Read a book. Watch television. (Just don’t work.)”

Michele savors the time with her family. She and Bill have three children: Will, Bradley, and Claire (11). Each child is talented and all are “crazy smart math whizzes.” Claire is eager to follow in her mother’s footsteps in real estate. “She would be a real estate agent now if she could be,” says Michele.



To relax and unwind, Michele likes going to the movies for date night. It’s an escape from the hustle and bustle of real estate. She also loves to travel, whether that is a stay at Hotel Covington or going out West. The destination is chosen by her kids, who are Michele and Bill’s focus.

“My family is awesome. They are my refuge. They’re crazy supportive, even my teenagers, who are so patient,” says Michele.

Michele also enjoys giving back to the community, which she does through her church, Crossroads. She adds, “My husband and I want to do anything that we can to impact the community in general. We don’t focus on one particular charity for our money or our time. We put it where there is a need, focused on keeping it close to home.”

Advice for New Agents

“My best advice for new agents is to take time to get your systems in place now. When you are a successful agent and juggling 10 transactions with no systems in place, you will drown. No one taught me in the beginning and I was thrown to the wolves,” laughs Michele.

Michele also encourages others to “kill others with kindness.” Being kind to others, including colleagues and clients, is better than being combative.

“Sometimes it is hard to bite your tongue. Just be true and honest to your clients,” says Michele.

Hustling is also the name of the game. “You have to hustle. You can only eat what you kill.”

Michele wouldn’t be where she is today without the women who support her every day on her team. She wants to thank Leah Slicer, Stephanie Berry, and Joanna Haehnle for their faithful service.

We are honored to feature Michele in this month’s issue. For more information, check out her website, micheledonovan.com.

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▶ neighborhood focus
By Emmi Abel-Rutter

NORTHSIDE

With the installation of the railroad in the 1820s, the city of Cumminsville, most commonly referred to as Northside, finally started gaining some traction in its population size. Wealthy citizens of the time supported high-end local shops, merchants, and manufacturing plants. However, after the industrial boom that came as a result of World War II, and the continued development of highways, the need for communities to be near shops and their workplace dipped leading to a housing and property value decline in the area. Fortunately, Northside again saw prosperity in the 1980s. Today, it has a thriving business and social environment, and has continued to make positive community developments. If you drive along Ludlow Ave, you'll find a varied assortment of local eateries & businesses. It is conveniently located off of I-74 and I-75, and most notably it can be identified with the presence of Spring Grove Cemetery.

Schools:

Northside resides within the Cincinnati Public School District, most of which are going to be found outside the area, with the exception of two Elementary schools. The schools directly in Northside are:

- Parker Woods Montessori (Pre K - 6)
- Chase School (Pre K - 6)
- St. Boniface School (Private; K - 8)

Good Eats:

As previously mentioned, you'll find most local restaurants by taking a drive along Ludlow Ave. For such a concentrated area with a wide array of restaurants, you'll be happily surprised to know that every local restaurant in the area is rated with 4 to 5 stars on Google, based on hundreds of customer reviews. Northside may arguably be one of the most underestimated hubs for incredible food. Whether you want an interactive

dinner at Arcade Legacy, or want to sit back and relax at Northside Yacht Club with their signature Peanut Butter Shot, there's something for you. Some of the local restaurants are as follows:

- Tickle Pickle
- Blue Jay Restaurant
- The Littlefield
- The Kitchen Factory
- Django Western Taco
- Chameleon
- NYPD Pizza Northside
- Ruth's Parkside Cafe
- Boswell's
- Melt Revival
- Bridges Nepali Cuisine
- Darou Salen Restaurant
- The Chocolate Bee
- For Goodness Shakes & Juicery
- Ajani's Gourmet Strawberries
- Northside Yacht Club
- Arcade Legacy
- Sidewinder Coffee
- Happy Chicks Bakery
- Shopping & Entertainment:

Once you've crossed off a restaurant or two from your list and you're ready to explore, you won't be disappointed, especially if you have an eye for vintage. There are five vintage or thrift stores in the area, all with a signature style of their own. If that's not your cup of tea, you can walk the greenspaces, or any of the local businesses below:

- Hi-Bred
- That'll Do: Thrift & Variety Shop
- Covet
- Casablanca Vintage
- Nvision
- Buttercup Valley Preserve
- Parker Woods Nature Preserve
- Shake It Records
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Photography by Mackenzie Frank
Written by Elizabeth McCabe



MEET REALTOR®
ANDREA
LUCKE DESTEFANO
OF SIBCY CLINE REALTOR®



served on the board of directors for 5 years. She also spoke in front of Congress in 2008.

With a career volume of 215 million dollars, Andrea has established herself in the industry. She is the proud recipient of the Circle of Excellence every year since 2010.

Andrea is passionate about her relationship with clients and building an even stronger business foundation today (with her team) to ensure continued success in the future. She is also passionate about “new construction,” a quality she shares with her husband Dan deStefano, co-owner of deStefano Homes and Remodeling and West Chester Hardwood Flooring. She currently reps deStefano Homes and Remodeling, Robert Lucke Homes and Somerset Custom Homes.

Advice for Upcoming Top Producers

In real estate, there are no shortcuts to success. There is no substitute for hard work, drive, and determination.

“You get out what you put into it,” says Andrea.

She adds, “Real estate can be extremely rewarding, but you have to put the time, and effort into building your business up over the years. It doesn’t happen overnight.”

Sacrifice is often involved, such as balancing work/family life. Working during “family hours” can be challenging, but it is essential in real estate.

Andrea also encourages other upcoming producers, “Don’t get emotional with every sale. It’s a business and you have to be the calm in the storm when transactions become complicated and emotions run high.”

Outside Interests

When Andrea isn’t working, you can find her savoring time with her family. She has one daughter, Lexie, a sophomore at Ursuline; her stepson, Walker, a freshman at UC; and George, her stepson who is a sophomore at Moeller. Her father-in-law, Steve deStefano, lives with her family too in their multi-generational home. And let’s not forget her adorable dog, Jackson.

In Andrea’s free time, she enjoys working out, biking, cooking, and taking trips with her husband. Raising money for charities is a cause close to her heart too.

...

R real estate runs in Andrea Lucke deStefano’s blood. She managed the residential side of Robert Lucke Homes, her family’s business before venturing into real estate herself.

“I literally grew up in the building industry and truly have a passion for real estate,” says Andrea.

Licensed since 2005, Andrea became a full-time agent in 2010. She has achieved great strides in real estate, including being the first female president of the Home Builders Association of Cincinnati in 2008. She also

...

•••

Supporting the Community

Andrea takes time to invest in the community. She has supported the Dragonfly Foundation for 5 years and was proud to be the annual Gala Fundraising Chairwoman, which she did through 2019.

Andrea adds, “I also run the Adam Brown/Nicholas Lucke Scholarship Lucke Golf Tournament; I raise money for college scholarships to NKU for students who attend Sycamore and Williamsburg High Schools. Adam Brown and Nicholas Lucke were my cousins who passed away; this will be the 20th year!

In addition, Andrea and Dan support and donate to Salud Hondu, Mountain Medical Clinics in Honduras that serve the indigent residents of that region.

This compassionate REALTOR® also gives back to the St. Joseph Home for adults and children with developmental disabilities.

Final Thoughts

Andrea wants to credit those who have helped her become who she is today.

Andrea concludes, “I want to thank Sheri Boone, my former business partner, and the Wolfer Family for the 15 years that I was at Comey and Shepherd, they treated me like family and truly helped me get to where I am today. And, I want to Thank Robin Sheakley for her professionalism and friendship and the Sibcy Cline team for the new opportunity to further my career in the industry I so love. I can’t wait for what 2020 holds for myself and my team and I look forward to having a bright and prosperous real estate career far into the future.”

For more information on this month’s Top Producer, check out aldrealestate.com.

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REALTOR®
**MICHELLE
 HUDEPOHL**
 MAKES A DIFFERENCE FOR
 CHILDREN THROUGH PROKIDS

▶▶ making a difference

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

Never underestimate the power of one person to make a difference. REALTOR® Michelle Hudepohl brings a better tomorrow to children through ProKids.

Michelle says, “Helping my clients find their forever home is a passion of mine. And I believe every child deserves a safe and stable home to grow up in. It’s this passion and conviction that has led me to be an active supporter of ProKids.”

ProKids recruits and trains community volunteers to speak up for abused and neglected children, helping them have safe, permanent, nurturing homes where

they can thrive. Every year in this community over 4,000 children are part of the child protection system. They need someone to watch out for them and make sure they are safe. That’s where ProKids come in to help.

ProKids CASA volunteers advocate for children. Because of their efforts, 99% of the children they advocate for are free from abuse and neglect. In 2019, 97% of the children helped through ProKids were in safe, permanent, nurturing homes when they left the foster care system.

“These are results I can get behind,” says Michelle. She is extremely proud of the organization, which has “some of the best people on the planet.”

She has been giving back to ProKids since 2009 and encourages others to do the same. Michelle says, “Every time I meet with clients, I present ProKids to them to raise awareness of the kids in need right here in our city and shine a light on ProKids and what they do.” A portion of each sale goes directly toward ProKids.

Michelle says, “You can learn more about ProKids and the incredible children they represent at www.prokids.org or by attending a Snapshot. Snapshots are one-hour informational sessions where you learn more about our mission, the incredible children we serve, and the many ways you can make a difference in a child’s life.” Check out www.prokids.org/volunteer for more information.

“I want everyone to know about the immediate need for children in crisis right here in our backyard, but also about what a difference ProKids makes in these children’s lives and the lifelong effect it has on them,” says Michelle.

Want to make a difference for children at ProKids? Be sure to check out ProKids’ fundraiser in May. “It’s an





...

amazing presentation really diving deep into what can happen when people care,” says Michelle.

Rooted in Real Estate

Michelle has been a REALTOR® for 14 years; she celebrated her 14-year anniversary in January this year. Real estate suits her to a tee.

She loves to help others, sharing with them the ins and outs of buying and selling. Building relationships is what it is all about for Michelle, who is a trusted REALTOR® at Coldwell Banker West Shell.

“I treat people the way I would like to be treated and inevitably trust is established. Ninety percent of my business is referral based and I am very proud of that. There is nothing better and more meaningful in my business than a referral,” she says.

Michelle is happy to be Coldwell Banker West Shell’s highest producing agent in the Mason School District and just won Mason & Deerfield Township Lifestyle Readers’ Choice 2019 Award for “Best REALTOR®.”

Prior to real estate, Michelle worked in retail management.

Connecting with Family


When she isn’t working, expect to find Michelle connecting with her friends and family. She is married to her husband, Cincinnati native Jim Hudepohl, who is a pilot for PG. They have three children: Wyatt (18), Sophia (16), and Savannah (14).

Wyatt is a senior at St. Xavier High School and is committed to play baseball for UK. As for Sophia, she is a sophomore at Saint Ursula Academy and plays volleyball. Last but not least is Savannah, who attends Mason and plays volleyball. Savannah just received her acceptance letter to Saint Ursula Academy and found out she will be following in her sister’s footsteps next year.

Family, friends, clients, and kids – Michelle is a people person and takes the time to invest in others. She is genuinely making a difference in people’s lives. Whether helping to safeguard the futures of children or finding homes for her clients, this REALTOR® puts others first.



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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1- Jan. 31 As Of February 17th 2020 at 3:12PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	7	\$6,473,900
2	Michael C Hinckley	Coldwell Banker West Shell	14	\$5,533,150
3	Pam Steiner	Comey and Shepherd	3	\$3,813,500
4	David W Wellinghoff	Comey and Shepherd	7	\$3,440,600
5	Rick J Finn	Coldwell Banker West Shell	11	\$3,363,022
6	Ragan R McKinney	Ragan McKinney Realty	16	\$2,992,230
7	Kim K Mansfield	Keller Williams Advisors	11	\$2,985,800
8	Diane Tafuri	Sibcy Cline	5	\$2,826,600
9	Lee G Robinson	Robinson Sotheby's Internat'l	5	\$2,815,000
10	Kathy J Kramer	Star One Real Estate Inc.	5	\$2,780,390
11	Jon L Bowling	RE/MAX Preferred Group	15	\$2,773,451
12	Rachel A Silverman	Silverman and Company, Inc.	4	\$2,745,384
13	Kevin E Hildebrand	Comey and Shepherd	9	\$2,608,900
14	Lori N Wellinghoff	Comey and Shepherd	4	\$2,501,600
15	Michael L Murtland	eXp Realty	14	\$2,478,800
16	Austin R Castro	Coldwell Banker Heritage	5	\$2,400,900
17	Scott T Ferguson	Keller Williams Realty Assoc.	7	\$2,392,025
18	Laura M Faz	RE/MAX Preferred Group	8	\$2,387,200
19	Nat Comisar	Sibcy Cline	5	\$2,385,000
20	Patrick Gunning	Coldwell Banker West Shell	5	\$2,338,222
21	Peter D Chabris	Keller Williams Seven Hills Re	13	\$2,288,250
22	Mike Hildebrand	Comey and Shepherd	9	\$2,277,400
23	Patti Sibcy	Sibcy Cline	2	\$2,215,000
24	Elaine S Greiwe	Sibcy Cline	2	\$2,215,000
25	Melissa R Stone	Comey and Shepherd	7	\$2,209,721
26	Beth R Mahoney	Sibcy Cline	5	\$2,201,500
27	Jennifer Sarver	Comey and Shepherd	4	\$2,116,100
28	Judy S Recker	Sibcy Cline	2	\$2,070,000
29	Jackie Quigley	Comey and Shepherd	4	\$2,061,000
30	Adam G Marit	Real Link	8	\$2,032,009
31	Rakesh Ram	Coldwell Banker West Shell	8	\$1,998,700
32	Scott A Oyler	Coldwell Banker West Shell	5	\$1,959,800
33	Andrew Homan	Coldwell Banker West Shell	6	\$1,920,900
34	Mitchell Ram	Coldwell Banker West Shell	7	\$1,863,800

TOP 150 STANDINGS


Individuals | By Volume Closed date from Jan. 1- Jan. 31 As Of February 17th 2020 at 3:12PM

Rank	Name	Office	Total	Volume
35	Sue S Lewis	Sibcy Cline	6	\$1,813,000
36	Michael P Hines	Coldwell Banker West Shell	4	\$1,787,000
37	Benjamin M Austin	Keller Williams Advisors	9	\$1,746,000
38	Ron A Bisher	Coldwell Banker West Shell	6	\$1,744,900
39	Beth B Dowling	Comey and Shepherd	2	\$1,690,000
40	Sandy K Faulkner	Comey and Shepherd	3	\$1,679,000
41	William Draznik	Coldwell Banker West Shell	4	\$1,666,500
42	Micha Gleisinger	Comey and Shepherd	3	\$1,656,500
43	Bobby Stephens	Comey and Shepherd	1	\$1,650,000
44	Kate A Kenny	Comey and Shepherd	1	\$1,650,000
45	Glen Whitten	Ohio Property Group, LLC	7	\$1,607,800
46	Mark J Peebles	eXp Realty	4	\$1,566,600
47	Maureen Lintz	Coldwell Banker West Shell	2	\$1,565,000
48	Cindy Bruner	Huff Realty	3	\$1,536,500
49	Regina M Hamilton	Sibcy Cline	8	\$1,534,300
50	Susan B Rissover	Keller Williams Advisors	5	\$1,531,250

Rank	Name	Office	Total	Volume
51	Ellie D Kowalchik	Keller Williams Pinnacle Group	9	\$1,496,800
52	Catie VanDerVelde	Huff Realty	3	\$1,477,400
53	Brendan S Morrissey	Sibcy Cline	4	\$1,446,900
54	Gina A Dubell-Smith	eXp Realty	4	\$1,437,000
55	Beau Tuke	Sibcy Cline	2	\$1,430,000
56	Dana Lynn Atti	Comey and Shepherd	3	\$1,425,000
57	Gary L Hamilton	Sibcy Cline	7	\$1,415,300
58	Tyler McConnell	Comey and Shepherd	8	\$1,414,800
59	Tina A Burton	Sibcy Cline	5	\$1,412,136
60	Scot C Avery	Huff Realty	5	\$1,393,340
61	Ingrid K Likes	Coldwell Banker West Shell	4	\$1,391,000
62	Jill O Ferguson	Keller Williams Realty Assoc.	4	\$1,375,400
63	Patrick J Cagney	Coldwell Banker West Shell	11	\$1,373,000
64	Liz Lemon	Comey and Shepherd	5	\$1,368,000
65	Tom C Tobias	Comey and Shepherd	2	\$1,365,000
66	Tyler A Smith	RE/MAX Preferred Group	3	\$1,345,000
67	Jenny England	Coldwell Banker West Shell	4	\$1,330,000
68	Tyler Minges	Huff Realty	6	\$1,324,053
69	Eric Lowry	eXp Realty	5	\$1,317,300
70	Hossam Elsayed	Plum Tree Realty	6	\$1,312,000
71	Adam Sanregret	Coldwell Banker West Shell	5	\$1,303,438
72	Sarah L Muller	Comey and Shepherd	2	\$1,300,000
73	Thomas Porter	Coldwell Banker West Shell	5	\$1,298,000
74	Julie A Hice	Sibcy Cline	5	\$1,274,000
75	Rob J Mahoney	Sibcy Cline	4	\$1,264,500
76	Molly Eynon	Coldwell Banker West Shell	3	\$1,215,000
77	Nathan Jeffries	Comey and Shepherd	7	\$1,212,000
78	Kelly L Feil-Addy	ERA Real Solutions Realty	1	\$1,211,500
79	Amy L Markowski	Keller Williams Realty Assoc.	8	\$1,203,499
80	Bob Hines	Coldwell Banker West Shell	2	\$1,198,000
81	Brad Strunk	Comey and Shepherd	3	\$1,192,000
82	Guy W Cagney	Coldwell Banker West Shell	10	\$1,187,400
83	Beatrice Norris	Keller Williams Advisors	4	\$1,185,000
84	Joan M Lane-Isbell	Coldwell Banker West Shell	6	\$1,179,900


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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1- Jan. 31 As Of February 17th 2020 at 3:12PM

Rank	Name	Office	Total	Volume
85	Robert S Zoglio	Sibcy Cline	2	\$1,170,000
86	Shahne L Stone	Comey and Shepherd	3	\$1,169,000
87	Doug Manzler	Keller Williams Advisors	3	\$1,161,729
88	Tim A Cox	ERA Real Solutions Realty	5	\$1,155,000
89	Kelly Pear	Comey and Shepherd	2	\$1,145,500
90	Sara E Breiel	Comey and Shepherd	3	\$1,133,350
91	Eric Surkamp	Comey and Shepherd	4	\$1,130,000
92	Sue M Miller	Comey and Shepherd	9	\$1,119,800
93	Roxanne B Qualls	Sibcy Cline	4	\$1,117,000
94	Connie J Greene	Robinson Sotheby's Internat'l	1	\$1,115,000
95	Michael D Fry	Koogler/Eyre Realty	2	\$1,114,900
96	Deborah A Martin	Keller Williams Advisors	4	\$1,110,729
97	Chris Crowley	Comey and Shepherd	3	\$1,110,000
98	William Wall	eXp Realty	3	\$1,101,250
99	TJ Gausman	Keller Williams Realty Assoc.	5	\$1,101,136
100	Mike Franz	Coldwell Banker West Shell	1	\$1,100,000

Rank	Name	Office	Total	Volume
101	Rick A Hoeting	Hoeting, Realtors	5	\$1,094,000
102	Chris S Russell	Plum Tree Realty	4	\$1,083,899
103	Derek L Tye	Keller Williams Seven Hills Re	4	\$1,082,059
104	Kimberly A Mercurio	RE/MAX Preferred Group	2	\$1,075,000
105	Marsha Bennett	Bennett Realty	4	\$1,070,000
106	Michele Donovan	Comey and Shepherd	4	\$1,061,900
107	Catherine M Mueller	Sibcy Cline	3	\$1,057,000
108	Sarah E Close	Keller Williams Advisors	3	\$1,050,250
109	Desirae Phillips	ERA Real Solutions Realty	9	\$1,039,500
110	Nicole M Gulick	Henkle-Schueler Realtors	5	\$1,032,585
111	Paul C Renwick	Renwick Realty, LLC	11	\$1,031,000
112	Michelle R Sloan	RE/MAX Time	3	\$1,007,000
113	Sue Wahl	Comey and Shepherd	10	\$1,005,600
114	Jason J Bowman	RE/MAX Elite	7	\$998,300
115	Candace N Burton	Sibcy Cline	4	\$997,136
116	Sandra L Peters	Comey and Shepherd	2	\$994,000
117	Tracy Sunderhaus	Hand In Hand Realty	3	\$980,000
118	John M Bissman	Keller Williams Pinnacle Group	4	\$977,399
119	Debbie Sims	Comey and Shepherd	1	\$975,000
120	Phyllis Jones	Keller Williams Advisors	1	\$975,000
121	Sarah A Woody	Keller Williams Advisors	2	\$973,500
122	Tiffany B Allen-Zeuch	Sibcy Cline	2	\$972,000
123	Lesli D Norris	Coldwell Banker West Shell	4	\$970,400
124	DeeDee R Ollis	RE/MAX Victory	7	\$968,900
125	Terry R Hartke	RE/MAX Preferred Group	5	\$963,300
126	Jason A Reynolds	RE/MAX Alpha Real Estate	4	\$963,000
127	Gayle A Willis	Star One Real Estate Inc.	4	\$962,730
128	Diane L Thomas	Comey and Shepherd	2	\$961,900
129	Larry A Whited Sr.	www.WEBMLS.net	3	\$955,000
130	Jessica Bauer	Comey and Shepherd	4	\$953,000
131	Don Larrison	Comey and Shepherd	5	\$951,500
132	Teri L Gillman	Comey and Shepherd	2	\$949,710
133	Celia B Carroll	Sibcy Cline	2	\$945,000
134	Zachary Ferrell	Keller Williams Community Part	7	\$940,100

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1- Jan. 31 As Of February 17th 2020 at 3:12PM

Rank	Name	Office	Total	Volume
135	Jason Crouch	Plum Tree Realty	3	\$940,000
136	Robert DiTomassi	Comey and Shepherd	3	\$931,500
137	Daniel Baron	Keller Williams Advisors	4	\$930,900
138	Andrea M Johnson	RE/MAX Victory	2	\$929,000
139	Chris R Waits	Sibcy Cline	4	\$925,500
140	Karen S Bevins	Sibcy Cline	4	\$922,000
141	Teresa L Hall	Irongate Inc	7	\$916,800
142	Alison M Fossette	RE/MAX Preferred Group	4	\$909,800
143	Maureen D Pippin	Sibcy Cline	1	\$909,000
144	Janelle A Sprandel	Comey and Shepherd	4	\$904,925
145	Diane R Whitworth	Sibcy Cline	3	\$904,900
146	Carmen L Saylor	Comey and Shepherd	5	\$903,700
147	Bryan L Hoelzer	Coldwell Banker West Shell	4	\$901,500
148	Drew M Mahoney	Sibcy Cline	3	\$900,000
149	Walter B Gibler	Coldwell Banker West Shell	5	\$895,200
150	Lesley P Lake	Sibcy Cline	4	\$887,000

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