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# TABLE OF CONTENTS



**10**  
Sponsor Spotlight: AllQuest Title



**14**  
On the Rise: Sarah Woody, Keller Williams Advisors




**18**  
Leading the Way: Peter Chabris, Keller Williams Seven Hills



**24**  
CABR Realtor of the Year: Holly Maloney, ExP Realty



**30**  
Cover Story: Megan Stacey, Coldwell Banker West Shell




**37**  
Neighborhood Focus: Fairfield

If you are interested in contributing or nominating Realtors for certain stories, please email us at [patrick.braddick@realproducersmag.com](mailto:patrick.braddick@realproducersmag.com).



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# AllQuest Title Agency, LLC

▶▶ sponsor spotlight

Written by Elizabeth McCabe  
Photography by Brenna Smith

## Adapting to Changing Times with Technology

With today's changing times, it's nice to know that some title agencies are prepared to deal with any challenges that come their way. AllQuest Title Agency, owned by Attorney David F. Robertson, Jr., is one of those agencies. He works with Sherry Adkins, Business Development Specialist, to exceed clients' expectations.

### The Latest Technology

"We've been moving into e-notarization and remote authorization lately," explains Attorney Robertson. "People don't want to come to a closing, so we are

able to remotely close properties. It's exciting to have that capability to offer that service."

Remote closings hold their advantages, including a shorter turnaround time. Attorney Robertson explains, "We just passed the law for remote authorization last year in Ohio." He works with vendors with Simplifile and Docutech to create seamless closings.

"It's an exciting time, and it's really neat to be involved in all of that," says Attorney Robertson. "We





real estate problems that need resolution in a timely fashion.

With his legal background and expertise of his law firm, Robertson & Associates of Ohio, LLC, Attorney Robertson goes above and beyond for clients. He can resolve problems easily, including with estates.

A people person, Attorney Robertson genuinely enjoys helping others. His profession is “a wonderful hybrid of being able to help people while at the same time diving into certain technical issues that come up with titles.” In doing so, he provides a relaxed experience for the client.

Sherry adds, “While we are growing very quickly, we are small enough to be flexible and accommodating. If things come up, we will do what it takes to get a closing done in a timely fashion.”

**Helping Clients for Over A Decade**

AllQuest Title Agency, LLC, opened in 2009. Prior to that, Attorney Robertson had been doing “basic title repair work” at his legal

practice. Instead of continuously fixing titles, he decided to start a title company.

While 2009 was an unusual time to open a new title company, it was also beneficial.

“It allowed us to start with some really good practices,” says Attorney Robertson.

Through the challenges of the Great Recession or the recent crisis with the Coronavirus, AllQuest Title Agency has been there for REALTORS® time and time again.

For more information on AllQuest Title Agency, LLC, check out their website, aqtitle.com.

**AllQuest Title Agency, LLC**

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can do a number of things online.” Technology has effortlessly bridged the gap with e-closings, hybrid closing and remote online closings.

“Just this week, we had a seller in Virginia and didn’t want anyone to meet in their home. In the past, we sent them documents to have them signed. Then they had to find a notary and send documents back. Sometimes it takes more time than what is available. It’s much more simple to be able to log onto a computer, use remote authorization, sign the documents, and move forward. That can be taken care of from the comfort of their own home,” explains Attorney Robertson.

Another seller was in China. Using remote online capability, she could appear virtually, and her signature could be notarized. AllQuest Title Agency is proud to be one of a handful of online notaries in Cincinnati.

Through their state-of-the-art technology, REALTORS® can save time by working with AllQuest Title Agency. Paperwork can be sent electronically ahead of time to expedite closings. Gone all the days waiting for a fax for funding to come through.

“We spend 15 minutes at the closing rather than an hour and a half,” he explains.

**Catering to REALTORS®**

“Because we’re smaller, we’re able to work more closely with our real estate agents. We are able to tailor things to them,” says Attorney Robertson. Sometimes that may be helping investors set up their LLCs. Or that could be helping them with



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Meet REALTOR®

# Sarah Woody

with Keller Williams Advisors Realty



▶▶ on the rise

Photography by Krista Silz  
Written by Beth McCabe

“Real estate is a dream,” says REALTOR® Sarah Woody with Keller Williams Advisors Realty. “I love what I do every day, and it’s not even work.”

Sarah, who describes herself as an entrepreneur at heart, studied accounting and marketing at Miami University before becoming an internal auditor for Fifth Third Bank. She worked in mortgages before partnering with her father at his recruiting company.

While working in the recruiting world, she worked at Tesla “for fun.” As life would have it, she met so many real estate agents. This sparked her interest in real estate.

In January 2017, Sarah launched into real estate and hasn’t looked back since.

#### *Growing A Team*

Sarah has a career volume over \$26 million with a goal to exceed \$20 million in 2020. She has earned the Circle of Excellence for the past two years as well as awards in Keller Williams.

Now Sarah is focused on growing her team. She explains, “We have two agents who started on our team late last year.” Trista Witt serves as her assistant and transitioned to full-time real estate in January. Kristen Carter, who came from the Columbus market, moved to Cincinnati and works in sales on Sarah’s team.

“I couldn’t do it without them,” she smiles.

Sarah is passionate about her team branding. “I revamped our branding last year to the Sarah Woody Group,” says Sarah. She is very passionate about her online presence on social

...



media and video. "I have an office dedicated to video space, called my video media room."

#### Helping Others

The most rewarding part of her business is helping people. A lot of her clients have become friends. "It's become like family," she says. Hearing feedback from the clients and the positive experience she and her team bring to their clients makes her job worthwhile.

"It's all about the relationship with the clients," says Sarah. "It's the largest financial decision that they make in their lives." She likes partnering with her clients and guiding them along the way.

"I work with a lot of first-time homebuyers and people who are buying a house after 10 years," says Sarah. "A lot of things have changed. A lot of first-time home buyers might not be aware of the process." Educating them on the real estate market is what it is all about for Sarah.

#### A Love for Travel

Sarah is married to her husband,

David, who owns his own software company in Cincinnati. Together, they like to recharge through traveling.



"We love to travel," says Sarah. "Last year, we traveled to Australia and New Zealand for a whole month and completely unplugged from the business. We celebrated our 10-year wedding anniversary. It was amazing to be gone for a whole month. We ended up missing our business at the end of the trip."

Sarah always books her travel, sitting down at the end of the year. She says, "We've already been on three big trips, and it's only March."

She and David enjoy spending time together. "He's my best friend, and I love him," Sarah says.

#### Loving Life in Cincinnati

The oldest of four girls, Sarah and her siblings all reside in Cincinnati. Both of her parents and David's parents are here in Cincinnati too. Although they don't have any kids, they have a dog named Axel Rose!

Sarah loves hanging out with her family and friends. You can also find her at new breweries, restaurants, and bars. If you ever need a new bar and restaurant, she would be happy to tell you some of her favorites.

"I love wine," she says. "I like to go down to the Dilly Bistro, Bar and Bottle Shop for wine tasting. My office is located right above it."

#### Final Thoughts

When it comes to advice for new agents, Sarah says, "Just be a nice person. It sounds so cliché and easy, but there's so much negativity in the world." Combat negativity with a smiling face, lending a helping hand, and attract the right people in the process.



Peter with Keller Williams Seven Hills Realty Leadership Team  
(Left to Right): Kristin Brockett, Tara Smith, Peter Chabris, Deborah Stigall and Chris Parchman

Meet REALTOR®

# PETER CHABRIS

with Keller Williams Seven Hills!

**Peter Chabris got his start in real estate 18 years ago. “I got into this business to build wealth through passive income. Along the way I fell in love with building a sales business and the cash flow it provides. While money doesn’t buy happiness, it does help create great experiences to share with the people that you love. And that’s what this life is all about.”**



◀ Peter and TCG Listing Specialists: James Harris, Brian Bainum and Tyler Dietz  
▼ Peter with TCG Success Team: Brandy Forrester, Jenny Rupe and Hannah Wilburn

**“On average over the past few years, when an agent joins our team, their business grows just over 350 percent in their first 12 months.”**



Peter wears several different hats in the industry: Lead Agent at The Chabris Group (a sales team), Operating Principal of Keller Williams Seven Hills Realty (a local brokerage), Keller Williams University Master Faculty (training agents in the U.S. and UK on best business practices), and MAPS Mastery Coach (coaching agents on building scalable and sustainable businesses). He has been a Platinum+ producer from Keller Williams Realty since 2014 and has also been awarded the Millionaire Real Estate agent award since 2013 for the Keller Williams Ohio Valley Region. In addition, at 351 sales in 2019 for \$78 million in volume, The Chabris Group is the Keller Williams Ohio Valley Region’s number-one sales

team. No longer actively selling, Peter now leads others to be successful in real estate with his experience and expertise.  
**The Chabris Group**  
“The Chabris Group’s mission is five-star careers for our agents and five-star experiences for our clients. A five-star career to us means earning six figures and having some balance in your life to enjoy it! The Chabris Group is a platform where agents can simply join us, and ‘plug and play’ to ‘level up’ their careers and their incomes,” explains Peter.  
The Chabris Group is a collection of proven, best-in-class lead generation, marketing, coaching and training, customer service, give back and operational systems that is the equivalent of strapping a rocket on an agent’s back.  
Peter explains, “In fact, on average over the past few years, when an agent joins our team, their

business grows just over 350 percent in their first 12 months.”  
What’s the secret to success? Peter helps agents build their own brand, creates leads for them, teaches them how to generate their own leads, equips them with the right tools, provides weekly training and coaching, and removes all the administrative and marketing distractions of the industry. That way, agents can truly focus on their production. Peter adds, “We even help them with their social media. Many of our agents are even starting to build their own neighborhood-specific brand. In fact, Jennifer McGillis, a highly seasoned agent who wanted to be the top agent in Norwood, joined our team and within six months had become the number-one producing agent there.”





Peter doesn't see the team as a traditional, top-down sales team. He sees the team as a platform where agents can go deep and wide with their spheres of influence, provide a superior, systemized customer experience, and establish themselves as the agent of choice in their local neighborhood.

**Keller Williams Seven Hills**

Keller Williams' mission statement is "careers worth having, businesses worth owning, and lives worth living." Peter aims for that for his brokerage.

As the owner of the Keller Williams Seven Hills franchise, Peter envisions creating 10 millionaires, as well as sharing a million dollars of his brokerage's profit back with its agents. With doors open for the office just over two years, he is proud to be one of the top 10 offices in the city. The focus of Keller Williams

Seven Hills Realty is to provide training, resources, and support to enable agents to build businesses worth owning.

Another win for the young brokerage – Keller Williams Seven Hills Realty recently qualified as one of the top Keller Williams franchises in the country as surveyed by REAL Trends.

**Taking Careers to the Next Level**

"The important thing for me is for agents to know that I actually care. I make sure that people are fully supported, and I'm doing everything I can to help them pursue success. My job is to equip them with everything that they need to get that success for themselves," says Peter.

"Real estate is always changing; there are always challenges. There is always an opportunity to help someone in this industry, and that really doesn't get old," explains Peter.

He adds, "The people at The Chabris Group are amazing. They are true professionals, and we all work hard. With the exception of 2018, we've been

the top sales team in Cincinnati since 2013. We closed 351 sales for \$78 million in volume last year. Even more exciting is that in the first 60 days of this year we sold 90 homes." He attributes his success to the talented people he works with: the agents, their sales managers, and the staff who support them, all while focusing on the three differentiators in his business (relationships, customer experience and local focus).

Peter is currently helping agents think and act more strategically. He says, "This moment we're all a part of in our industry's history will be transformational for some and career-ending for others."

**Thriving in Challenging Times**

Peter believes that those who thrive will lean into all the technological changes and build their value to the consumer around three things:



1. Developing deep and robust relationships with their spheres of influence
2. Bringing an obsessive pursuit of delivering the perfect customer experience
3. Being the undisputed neighborhood expert, sometimes referred to as being "hyper local"

the technological landscape and the consumers' use of technology and perception of our value in this space changes."

"We need to provide an amazing customer experience," says Peter. Through checking in both formally and informally, the agents at The Chabris Group ensure that they meet and exceed their clients' expectations – and earn those future referrals!

"In addition to running and funding TCG Cares, I contribute to Keller Williams Seven Hills Cares, an emergency fund for our brokerage's agents that find themselves experiencing hardship and need financial relief. I also support People Working Cooperatively," adds Peter.

**Outside Interests**

When Peter isn't working, you can find him with his family. He has been married to his wife, Lynn, for 17 years. They have two children: Sophia (16) and Christopher (13). Their dog, Lucy (6), rounds out the family.

In his free time, Peter enjoys playing the guitar, traveling, skiing, hiking, and unsuccessfully trying to learn golf.

For more information on The Chabris Group, check out asktcg.com.



**“The important thing for me is for agents to know that I actually care.”**

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▶▶ cabr REALTOR® of the year!



SINCE  
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# Holly Maloney

Was Named Cincinnati Area Board of REALTORS®  
REALTOR® of the Year!

REALTOR® Holly Maloney was delighted to be the recipient of the Cincinnati Area Board of REALTORS® (CABR) REALTOR® of the Year.

She was chosen out of approximately 4,900 agents in the Cincinnati Multiple Listing Service. After answering a questionnaire, Holly was interviewed at a round table in November 2019. On January 16, 2020, she was awarded this incredible honor in front

of 1,500 agents at the Jack Casino downtown at The Circle of Excellence Banquet.

“It was truly an honor,” says Holly. This award meant the world to her, especially since she was nominated and voted on by her peers in real estate. Consideration for this prestigious award was given to her values and involvement in real estate.



Holly is involved in the CABR and is involved in the state level as well. “I reached the point where I could give back,” she says. Qualifications for the award include an agent’s production and professionalism.

This dedicated REALTOR® gives back to the community. She is very involved in the Green Beret Foundation. Holly, an animal lover, also raises money for the Cincinnati Zoo. She comments, “This past year, we had an exclusive agreement with the Cincinnati Zoo that we give 10 percent of our commission from every sale to More Home To Roam – Cincinnati Zoo’s capital campaign. She reflects, “My parents took me to the zoo. I took my kids to the zoo. Now I take my grandkids to the zoo.”

#### **Celebrating Her Success**

How did Holly celebrate? “I had all my children present, except for one who is in the service and out of the country. That was awesome,” she says.

Her husband was also there for the special occasion and planned a celebration afterward at the Sam Adams Taproom. Holly’s clients and friends were there to celebrate. She says, “All

the people who mean the most to me in my life got to share in this moment.”

#### **A Sixteen Year Career and Counting**

Holly became a licensed REALTOR® in 2004. She jokes, “My intention was to only sell a few houses a year when I got into real estate. Little did she know that her career volume would become thousands of homes, selling over a hundred of homes each year.

Interestingly, Holly was a stay-at-home mom before real estate. She worked at Fifth Third Bank before raising her children.

“Someone told me that I would be really good at selling real estate. My kids were in grade school, and I was looking to go back to work. Real estate is a fabulous career where I could balance my family life and my business, and never give up anything with my children,” says Holly.

“Real estate is the only career where you can have that kind of balance.”

#### **Loving Real Estate**

Holly feels very fortunate to have found a career that she loves. She is rewarded by her referrals, which make up 97 percent of her business.

“My clients have become my friends over the years. It’s a wonderful profession,” she says. Through the years, Holly has been invited to baby showers, wedding showers, weddings, and much more. “I’ve even been the power of attorney for several of my clients for their closings.”



She jokes, “I need an extra day a week to socialize with my clients who are now my friends.”

Her husband, Tom Maloney, also got into the business six years ago with her. Holly says, “We work out of the same office and show houses together.” It works out well, and they love working together.

The mother of five, Holly considers raising her children as her greatest accomplishment. “But I never would have been able to do that without a career in real estate.”





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Meet  
**MEGAN  
STACEY**

*with Coldwell Banker West Shell*

▶▶ featured producer

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

*Ask folks in Cincinnati to recommend a top-notch REALTOR®, and it's likely The Megan Stacey Group will be on the short list. This dynamic team is making its mark on the Queen City real estate scene with a simple philosophy: Treat clients as you would family.*



"We're 100-percent honest and entirely transparent with clients. We're building long-term relationships, not just selling houses," explains Megan Stacey, the powerhouse behind the group that bears her

name. Megan and her team back up their client-focused philosophy with astute business acumen, keen market knowledge, exacting attention to detail, and adherence to the highest professional standards.

...





### The Road to Real Estate

Megan is a Coldwell Banker Top Producer, and a recipient of some of the industry's most prestigious awards. She has a career volume just shy of \$60 million. This is impressive in itself — but even more so when you realize it's been achieved in less than five years, while also growing her family. Megan's rapid rise to the top of her profession comes as no surprise to those who know her well. Before becoming a REALTOR®, Megan enjoyed a career in education — accomplishing in 10 years what it has taken others to accomplish in 30. She began as a third-grade teacher in Forest Hills and was promoted to assistant principal before the age of 30.

From there, Megan moved to the central office of the Forest Hills School District, where she developed curricula for schools district-wide and worked toward a superintendent license.

The arrival of Megan's first child prompted a life change. Administration was no longer a good fit for the family, and Megan made a move to marketing — where she showed a natural aptitude for innovation and connecting with people. (Megan's marketing experience led later to development of The Megan Stacey Group's engaging and instantly recognizable branding, featuring eye-catching colors, bold design, and clear messaging.) While working in marketing, the lure of a real-estate career beckoned. Megan had a long-time interest in real estate, as well as a strong desire to help people. It was a natural fit. With characteristic "can do," Megan returned to school, earned her license, and embarked on a new career. She worked at Keller Williams Realty before finding her home at Coldwell Banker West Shell.

### Family First

When Megan pledges to treat clients like family, it means a lot. Family is all-important to her. Megan and her husband of 12 years have two young children, Emory (age 6) and Ford (age 3). Something fun and creative is always happening at the Stacey home. Recently, on a rainy stay-at-home afternoon, Megan loaded her children into the car for a driving scavenger hunt, with the list of items to be found compiled by her 6-year-old daughter.

Megan was raised in Cincinnati by her mother. Her father died in a horse polo accident when Megan was less than 2 years old, and her mom was pregnant with Megan's sister. Megan credits her mom with a childhood packed with happy memories, and a strong foundation for adulthood. Megan's mother is a beloved local teacher, who teaches at the school that Megan's daughter attends.

After graduating from Archbishop McNicholas High School, Megan earned a bachelor's degree in elementary education at Miami University — following in her mother's footsteps. Later, she earned a master's degree in educational administration at Xavier University. She studied real estate at Hondros College in West Chester.

### Giving Back

As someone with an innate passion for helping people, it was natural that Megan would find her way to volunteerism. She is an active volunteer with The Junior League of Cincinnati (JLC), where she has held leadership positions, including vice president of membership. (The 100-year-old JLC develops the potential of women as a nonprofit incubator.) Megan volunteers at her daughter's school. She is a mentor to newcomers to the real estate indus-





try, as a guest speaker and one-on-one. (It's not uncommon in Cincinnati real estate offices to hear younger agents start sentences with, "Megan Stacey suggests...") Megan also mentors women who are redefining their career goals following motherhood.

**The Sky's the Limit**

Megan loves what she does, and it shows. "It is so rewarding to help people achieve their life goals by helping them buy a home, sell a home, or invest in property. It's what keeps me going!" says Megan. She's also appreciative of the opportunities for personal and professional growth: "I have had the opportunity to grow a team, and to continue to refine my systems, so that we're constantly adding value for our clients." When

talk turns to the team, Megan's eyes light up.

Over time, she has recruited and assembled an energetic and talented group of professional women. Each is a force in her own right, and together they are beyond impressive: Traci Nes-theide is the team's Northern Kentucky expert; Liz Heubi serves as buyers' agent; Ann Rigling (RealtorGirl) specializes in selling homes in Cincinnati's trending neighborhoods; and Elizabeth Sberna, the group's client coordinator, manages the busy office. "We enjoy and support one another, and our clients are beneficiaries of our collaboration," explains Megan.

What's on the horizon for Megan Stacey? The sky's the limit.



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**Coleen Holt- Garrett**  
REALTOR®

**Bonnie Overbeck**  
REALTOR®

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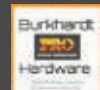
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# FAIRFIELD

neighborhood focus

By Emmi Abel-Rutter

The city of Fairfield officially was established in 1955, and experienced a substantial residential boom in the 1970s. It is located in a northern pocket of the Greater Cincinnati Area, outside the 275 loop, and is surrounded by Hamilton, Ross, Springdale, and West Chester. Currently, most of the local establishments, whether that be restaurants or car dealerships, are located off of Dixie Highway.

#### **Schools:**

The Fairfield City School District comprises 12 public schools: one pre-school, six elementary schools, two middle schools, and three for high-school-aged students. In addition, there are two local private schools: Cincinnati Christian and Sacred Heart. Cincinnati Christian is separated into two campuses and can accommodate students from preschool to 12th grade; Sacred Heart takes students from kindergarten to eighth grade. The schools are as follows:

- Preschool
- Central Elementary
- Compass Elementary
- East Elementary
- North Elementary
- South Elementary
- West Elementary
- Creekside Middle
- Crossroads Middle
- Freshman School
- Academy
- Senior High School
- Cincinnati Christian
- Sacred Heart of Jesus

#### **Good Eats:**

Drive along Dixie Highway, and you'll find a plethora of local Fairfield favorites. The area has an especially high concentration of Mexican, Asian, and American cuisines. Here are a few local favorites:

- Acapulco
- Taqueria Mercado
- The Old Spaghetti Factory
- Sawasdee Thai Cuisine
- The House of Bangkok
- Lee's
- Cassano's Pizza and Subs
- La Pinata Mexican Grill and Bar
- Fairfield Pizza and Pasta
- Chester's Pizzeria
- Hot n' Spicy
- Richards Pizza
- Namaste Curry House
- Bargas Grill and Tap
- Rick's Tavern
- Lisa's Kitchen

#### **Shopping and Entertainment:**

The most obvious local attraction for both shopping and entertainment is the Jungle Jims location in Fairfield. The store offers a large variety of worldly cuisine, food to eat while you shop, and has a bar inside for those who have a sudden urge to drink during their grocery trip. It is also home to the Oscar Event Center, which can accommodate both corporate and personal events. On the opposite end of the spectrum, if you're in the market for a car, there are a wide variety of car dealerships along Dixie Highway. If Jungle Jim isn't quite what you're looking for, and a car is out of the question, here are a handful of additional local joints to check out:

- Ohio Valley Antique Mall
- Lane Public Library
- Miles of Golf - driving range
- Fairfield Fun Center - mini golf
- Fairfield Greens - golf course
- Rollhouse Entertainment - bowling
- Showcase Cinema (Springdale)



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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1 - March 31 as of April 6, 2020 at 8:10PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	20	\$20,560,900
2	Kim K Mansfield	Keller Williams Advisors	51	\$12,147,730
3	Rick J Finn	Coldwell Banker West Shell	36	\$11,185,072
4	Ragan R McKinney	Ragan McKinney Realty	63	\$9,517,630
5	Peter D Chabris	Keller Williams Seven Hills Re	50	\$9,244,950
6	Michael C Hinckley	Coldwell Banker West Shell	23	\$9,202,413
7	Scott A Oyler	Coldwell Banker West Shell	25	\$8,751,301
8	Bob Dorger	Comey and Shepherd	15	\$8,692,687
9	Ron A Bisher	Coldwell Banker West Shell	35	\$8,507,117
10	Robert Dorger	Comey and Shepherd	14	\$8,438,587
11	Adam G Marit	Real Link	35	\$7,908,598
12	Donna Franke	Sibcy Cline	18	\$7,722,475
13	Holly M Finn	Coldwell Banker West Shell	25	\$7,181,772
14	Kevin E Hildebrand	Comey and Shepherd	23	\$7,111,400
15	Rakesh Ram	Coldwell Banker West Shell	22	\$7,064,694
16	Kathy J Kramer	Star One Real Estate Inc.	17	\$6,839,870
17	Sandra L Peters	Comey and Shepherd	12	\$6,715,138
18	Andrew Homan	Coldwell Banker West Shell	16	\$6,667,677
19	Andrew S Gaydosh	eXp Realty	32	\$6,635,300
20	Tina A Burton	Sibcy Cline	25	\$6,608,136
21	David W Wellinghoff	Comey and Shepherd	13	\$6,487,600
22	Jon L Bowling	RE/MAX Preferred Group	33	\$6,465,052
23	Mike Hildebrand	Comey and Shepherd	23	\$6,320,400
24	Megan S Stacey	Coldwell Banker West Shell	15	\$6,170,975
25	Anna S Bisher	Coldwell Banker West Shell	25	\$6,110,817
26	Nicole M Gulick	Reign Realty	15	\$6,043,285
27	Jason J Bowman	RE/MAX Elite	31	\$6,002,779
28	William Draznik	Coldwell Banker West Shell	11	\$5,953,400
29	Diane Tafuri	Sibcy Cline	10	\$5,932,765
30	Julia Wesselkamper	Coldwell Banker West Shell	12	\$5,907,800
31	Michael L Murtland	eXp Realty	34	\$5,890,800
32	Michael P Hines	Coldwell Banker West Shell	13	\$5,743,101
33	Ellie D Kowalchik	Keller Williams Pinnacle Group	21	\$5,543,200
34	Regina M Hamilton	Sibcy Cline	29	\$5,541,600

# TOP 150 STANDINGS

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Rank	Name	Office	Total	Volume
35	Sharon I Packer	Coldwell Banker West Shell	9	\$5,451,900
36	Tiffany B Allen-Zeuch	Sibcy Cline	14	\$5,206,380
37	Lee G Robinson	Robinson Sotheby's Internat'l	9	\$5,194,400
38	Ingrid K Likes	Coldwell Banker West Shell	12	\$5,145,277
39	Gary L Hamilton	Sibcy Cline	26	\$5,080,600
40	Lori N Wellinghoff	Comey and Shepherd	8	\$4,973,600
41	James C Harris	Keller Williams Seven Hills Re	23	\$4,909,900
42	Patrick J Cagney	Coldwell Banker West Shell	30	\$4,822,115
43	Laura M Faz	RE/MAX Preferred Group	19	\$4,816,300
44	Austin R Castro		10	\$4,779,285
45	Sue M Miller	Comey and Shepherd	24	\$4,763,700
46	Tyler A Smith	RE/MAX Preferred Group	12	\$4,605,755
47	Hossam Elsayed	Plum Tree Realty	21	\$4,600,000
48	Mitchell Ram	Coldwell Banker West Shell	16	\$4,406,000
49	Paul C Renwick	Renwick Realty	37	\$4,386,100
50	Sue Wahl	Comey and Shepherd	25	\$4,359,500

Rank	Name	Office	Total	Volume
51	Janelle A Sprandel	Comey and Shepherd	20	\$4,354,975
52	Amy L Markowski	Keller Williams Realty Assoc.	28	\$4,304,899
53	Maryann D Ries	Coldwell Banker West Shell	11	\$4,300,925
54	Beth B Dowling	Comey and Shepherd	5	\$4,285,000
55	Benjamin M Austin	Keller Williams Advisors	21	\$4,189,600
56	Tyler McConnell	Comey and Shepherd	24	\$4,136,200
57	Larry A Whited Sr.	www.WEBMLS.net	14	\$4,126,000
58	Tami E Holmes	HER LLC	19	\$4,070,550
59	Bob Hines	Coldwell Banker West Shell	7	\$4,068,000
60	Guy W Cagney	Coldwell Banker West Shell	23	\$4,061,350
61	Dana Lynn Atti	Comey and Shepherd	11	\$4,029,000
62	Scott T Ferguson	Keller Williams Realty Assoc.	14	\$3,998,505
63	Pam Steiner	Comey and Shepherd	4	\$3,973,500
64	Candace N Burton	Sibcy Cline	18	\$3,941,136
65	Monika Deroussel	eXp Realty	14	\$3,888,000
66	Timothy J Mahoney II	Sibcy Cline	7	\$3,867,302
67	Nat Comisar	Sibcy Cline	11	\$3,854,982
68	Meg S Perez	Coldwell Banker West Shell	19	\$3,834,000
69	Sarah E Close	Keller Williams Advisors	15	\$3,795,550
70	Jackie Quigley	Comey and Shepherd	9	\$3,788,900
71	Toni K Louis	RE/MAX Preferred Group	12	\$3,771,400
72	Kelly Pear	Comey and Shepherd	10	\$3,732,300
73	Micha Gleisinger	Comey and Shepherd	9	\$3,697,000
74	Shelley Miller Reed	Sibcy Cline	7	\$3,668,000
75	Chris R Waits	Sibcy Cline	17	\$3,653,500
76	Rick A Hoeting	Hoeting, Realtors	19	\$3,640,317
77	Gina A Dubell-Smith	eXp Realty	12	\$3,633,998
78	Tyler Minges	Huff Realty	16	\$3,630,453
79	Eric Lowry	eXp Realty	16	\$3,623,600
80	Amy Hackett Roe	Sibcy Cline	8	\$3,610,500
81	Jennifer Sarver	Comey and Shepherd	9	\$3,597,700
82	Michael L Vazquez	ERA Real Solutions Realty	12	\$3,551,789
83	Vicki M Sylvestre	Keller Williams Realty Assoc.	9	\$3,535,000
84	Marsha Bennett	Bennett Realty	16	\$3,520,900


**DISCLAIMER:** Information is based on reported numbers to the Cincinnati REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Cincinnati REALTORS® through the MLS within the date range listed are not included. Cincinnati REALTORS® are not responsible for submitting this information.

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1 - March 31 as of April 6, 2020 at 8:10PM

Rank	Name	Office	Total	Volume
85	Mark Schupp	Star One Real Estate Inc.	18	\$3,520,050
86	Robert DiTomassi	Comey and Shepherd	11	\$3,519,500
87	Cody M Brownfield	Redfin Corporation	11	\$3,503,000
88	Chris S Russell	Plum Tree Realty	11	\$3,498,899
89	Michele Donovan	Comey and Shepherd	22	\$3,472,600
90	Elaine S Greiwe	Sibcy Cline	4	\$3,470,000
91	Patti Sibcy	Sibcy Cline	4	\$3,470,000
92	Melissa R Stone	Comey and Shepherd	12	\$3,469,541
93	Tom Deutsch Jr.	Coldwell Banker West Shell	22	\$3,465,650
94	Courtne C Brass	Coldwell Banker West Shell	15	\$3,423,614
95	Molly Eynon	Coldwell Banker West Shell	12	\$3,401,400
96	Christy C Clement	Sibcy Cline	10	\$3,401,000
97	Karen S Kelley	Comey and Shepherd	10	\$3,400,420
98	Emily A Foebar	Huff Realty	15	\$3,398,150
99	Jeri M Vickers	Sibcy Cline	9	\$3,365,550
100	Missy B Friede	Century 21 Thacker & Assoc.	12	\$3,357,500

Rank	Name	Office	Total	Volume
101	Christy L Colglazier	Huff Realty	11	\$3,348,250
102	Jon W Weeks	Keller Williams Realty Assoc.	20	\$3,331,750
103	Stacie A Schoeplein	Star One Real Estate Inc.	9	\$3,326,406
104	Charlie Ring	Ring Real Estate	17	\$3,257,550
105	Andrea M Johnson	RE/MAX Victory	11	\$3,254,323
106	Michael W Jordan	Jordan Inc.	13	\$3,219,150
107	Jeanne M Rieder	Hoeting, Realtors	17	\$3,185,480
108	Lynn M Schwarber	Comey and Shepherd	10	\$3,185,400
109	Ron Garland	Comey and Shepherd	9	\$3,176,700
110	Cynda T Parkinson	Coldwell Banker West Shell	6	\$3,137,805
111	Deborah A Martin	Keller Williams Advisors	11	\$3,136,729
112	Lisa S Morales	Coldwell Banker West Shell	15	\$3,134,950
113	John M Durso	Comey and Shepherd	16	\$3,107,698
114	Bobby Stephens	Comey and Shepherd	5	\$3,088,150
115	Rebecca A Messenger	Comey and Shepherd	8	\$3,064,300
116	Kathy McCormick	www.WEBMLS.net	10	\$3,036,000
117	Beth A Brown Ciul	Keller Williams Realty Assoc.	15	\$3,035,900
118	Brett A Keppler	TREO Realtors	20	\$2,997,450
119	James E Pitzer III	Coldwell Banker West Shell	9	\$2,966,900
120	Alexander Schafers	RE/MAX United Associates	13	\$2,951,510
121	Joan Elflein	Ohio Broker Direct	12	\$2,948,407
122	Cindy Bruner	Huff Realty	9	\$2,947,513
123	Laurie Simon Goldman	Sibcy Cline	9	\$2,934,983
124	Joan M Lane-Isbell	Coldwell Banker West Shell	11	\$2,926,788
125	Leigh E Russell	Plum Tree Realty	10	\$2,918,899
126	Brendan S Morrissey	Sibcy Cline	12	\$2,910,300
127	Judy S Recker	Sibcy Cline	3	\$2,910,000
128	Brian Bourne	Kopf Hunter Haas	5	\$2,900,500
129	Brent M Castillo	Incompass Real Estate Solutions	2	\$2,900,000
130	Heather R Herr	Coldwell Banker West Shell	10	\$2,892,515
131	Chase R Rickey	Coldwell Banker West Shell	11	\$2,883,900
132	Sue S Lewis	Sibcy Cline	10	\$2,880,500
133	Barb Druffel	Comey and Shepherd	10	\$2,857,500
134	Kim M Vincent	Sibcy Cline	4	\$2,830,000

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3940 N. Ravenswood Ave., Chicago, IL 60613

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1 - March 31 as of April 6, 2020 at 8:10PM

Rank	Name	Office	Total	Volume
135	Sarah A Woody	Keller Williams Advisors	10	\$2,816,650
136	John M Bissman	Keller Williams Pinnacle Group	10	\$2,801,399
137	Heather M Stallmeyer	Coldwell Banker West Shell	9	\$2,782,500
138	Rachel A Silverman	Silverman and Company	4	\$2,745,384
139	Debi L Gerbus	Comey and Shepherd	9	\$2,732,200
140	Cheryl D ODonnell	Sibcy Cline	7	\$2,725,500
141	Zach Singler	RE/MAX Local Experts	11	\$2,712,880
142	Cynthia A Howard	Sibcy Cline	9	\$2,707,500
143	May Wu	Comey and Shepherd	11	\$2,707,100
144	Ron D Minges	Star One Real Estate Inc.	13	\$2,689,200
145	Kate A Kenny	Comey and Shepherd	4	\$2,687,500
146	Alison W Moss	Keller Williams Seven Hills Re	6	\$2,680,000
147	Sandy K Faulkner	Comey and Shepherd	7	\$2,676,250
148	Michael T Wiseman	ERA Real Solutions Realty	8	\$2,656,347
149	Daniel Baron	Keller Williams Advisors	12	\$2,654,900
150	Beau Tuke	Sibcy Cline	6	\$2,641,500

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