

CINCINNATI

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.



Featured REAL Producer

**MONIKA  
DEROUSSEL,**  
EXP Realty

Photo by Mackenzie Frank

ON THE RISE:  
**BRIAN REVALEE,**  
RE/MAX ALPHA REAL ESTATE

**TOP 150  
STANDINGS**

SPONSOR SPOTLIGHT

Eye 4 Design

COUPLES IN REAL ESTATE

Denise and Skip Koesterman,  
Keller Williams Advisors

NEIGHBORHOOD FOCUS

OCTOBER 2020



*Help your clients see their future.*

**ZICKA  
REMODELING**



Zicka Remodeling  
C&W Custom Woodworking

As you work with clients to place them in their next home, you now have another powerful offering. If you and your clients discover an existing home, be sure to share the creative wonders of Zicka Remodeling with them. This incredible resource can enhance a home's current layout or build onto it. Maybe a new kitchen is in order. Or a breathtaking great room helps seal the deal.

Here's how it works. Zicka Remodeling's award-winning interior designers spec the look and style your clients desire. Once the client is satisfied, Zicka Remodeling make it all happen. Based on client-approved CAD renderings, the artisans build out the space and bring the transformation to fruition.

This complementary resource opens a new door for closing more deals.

Contact Zicka Remodeling at 513.247.3500 or via email at [juliez@zickahomes.com](mailto:juliez@zickahomes.com).



**AMERICAN HOMELAND  
TITLE AGENCY**

**YOUR KEY TO A  
*Successful*  
CLOSING**



*513.863.9100*  
*@americanhomelandtitle*  
*americanhomelandtitle.com*

**7 AREA LOCATIONS  
PLUS A MOBILE OFFICE**

# TABLE OF CONTENTS



**11**

Neighborhood Focus:  
Madeira



**14**

On the Rise:  
Brian Revellee



**20**

Cover Story:  
Monika DeRoussell



**26**

Couples In Real Estate:  
Denise and Skip Koesterman



**32**

Sponsor Spotlight:  
Eye 4 Design



**41**

Top 150 Standings



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).

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event and they may be used in this publication.

- HOUSE "FLIP"
- KITCHEN REFRESH/REFACE
- NEW COUNTER TOPS
- FULL KITCHEN REMODEL /NEW CONSTRUCTION

ONE STOP, AFFORDABLE TO CUSTOM, WE HAVE CABINETS AND COUNTER TOPS TO FIT YOUR NEEDS

*Nisbet Brower's designers make projects seamless working one on one with each client to create their dream kitchen or bath.*



(513) 671-1440 • Mon - Fri: 8:30am - 5:00pm, Sat. 9:00am - 3:00pm  
10801 READING ROAD | CINCINNATI, OHIO 45241



*Yes, There Can Be Hurdles.  
We Get You Over Them with Speed and Ease.  
And we promise you'll look good doing it, too!*

*The*  
**Comprehensive**  
*way!*

**COMPREHENSIVE TITLE CORP**

CHARLES JOHNSON • PRESIDENT/CEO

CJOHNSON@COMPREHENSIVETITLE.NET • HTTP://COMPREHENSIVETITLE.NET/

513-258-2498 | 8040 HOSBROOK RD. STE. 315 | CINCINNATI, OH 45236



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**ATTORNEYS AT LAW**

Robertson and Associates of Ohio LLC  
(513) 563-6161  
www.info@raohio.law

**CARPET CARE**

Cincinnati Dry Carpet Cleaning  
Charlie Stout  
(513) 503-0797

**CLOSING GIFTS**

Cutco Cutlery  
(513) 687-0635  
www.cuttingedgeemmi.com

**CUSTOM FRAMING**

ASM Custom Framing  
(513) 763-9373  
www.asmcustomframing.com

**CUSTOM HOME BUILDERS**

Ashford Homes  
(513) 445-1800  
ashfordhomesohio.com

Zicka Homes  
(513) 247-3500  
zickahomes.com

**FURNITURE BANK**

New Life Furniture Bank  
(513) 313-0530  
www.nlfurniture.org

**HOME INSPECTION**

Horizon Point Inspections  
(513) 831-1200  
www.inspecthorizon.com

IPA Inspections  
(513) 379-7988  
ipalnspections.com

Pillar to Post  
(513) 771-6689

Safe Start Home Inspections  
Nathan Wessel  
(513) 968-4311  
www.safestarthi.com

**HOME STAGING**

Design To Market LLC  
Jo Potvin  
(513) 265-0952  
www.designtomarket.com

Eye 4 Design Interiors  
Sharon Colvill  
(513) 916-0500  
www.eye4designinteriors.net

**HOME THEATER/  
HOME AUTOMATION  
TECHNOLOGY**

Hanson Audio Video  
(513) 563-0444

**HOME WARRANTY**

Achosa Home Warranty  
(937) 474-1866  
www.achosahw.com

Old Republic Home Protection

Deana Hayes  
(513) 305-9179  
www.ORHP.com

**INSURANCE**

Edwin O. Young III --  
State Farm Ins.  
(513) 631-6699  
www.oakleyinsurance.net

**INSURANCE AGENCY**

Meridian Insurance  
(800) 207-7079

**LAW FIRM**

Yonas and Rink LLC  
(513) 427-6100  
www.cincinnatiattorney.com

**MORTGAGE LENDER**

AmeriFirst Home Mortgage  
(513) 985-3000  
www.amerifirst.com

Annie Mac Home Mortgage  
(513) 769-2071  
tony-annie-mac.com

C4 Residential  
Rick Ruehlmann  
(513) 247-7859  
www.c4residential.com

Guaranteed Rate  
(513) 609-4484  
www.rate.com/ronerdmann

Motto Mortgage  
(419) 906-2082

Mutual of Omaha Mortgage  
Mike Bowers  
(800) 589-8430 x310

Rapid Mortgage  
(513) 769-6900  
Rapidmortgagecompany.com

Ruoff Home Mortgage  
Dave Scully  
(513) 633-8476  
www.ruoff.com/davescully

Warsaw Federal  
(513) 238-0999

**PHOTO BOOTH/EVENT  
ENTERTAINMENT**

Signature Photo Booth LLC  
(513) 443-2050  
www.signaturephotobooth.com

**PHOTOGRAPHY &  
VIDEOGRAPHY**

Tim Spanagel Photo & Video  
(513) 374-8656  
timspanagel.com

**PHOTOGRAPHY-  
REAL ESTATE**

MKF Photo  
Mackenzie Frank  
(513) 680-2925  
www.mkfphoto.com

**RADON GAS TESTING**

Geiler Company  
(513) 574-0025  
www.geiler.com

**REAL ESTATE  
VIDEOGRAPHY**

Refractv Media  
Dustin Muncy  
(717) 756-3423

**REMODEL & DESIGN**

Nisbet Brower  
(513) 619-7066

**RESTORATION**

Dry Effect  
(513) 463-2121  
www.dryeffect.com

**TITLE AGENCY**

All Quest Title Agency LLC  
(513) 563-6161  
www.aqtitle.com

American Homeland  
Title Agency  
(513) 863-9100  
www.americanhomelandtitle.com

Comprehensive Title Corp  
Charles Johnson  
(513) 258-2498

CS Title Agency  
(740) 335-6645  
cstitleagency.com

**TITLE SERVICES**

Prodigy Title  
(513) 870-9070  
myprodigytitle.com

**WINDOW AND GLASS  
REPAIR**

Burkhardt Pro Hardware  
Anthony Wilkerson  
(513) 821-3475



Home, Auto, Business, Life

800-207-7079

3443 Edwards Rd, Cincinnati, OH 45208  
pkern@meridiancapstone.com



**CRIMINAL DEFENSE  
ESTATE PLANNING  
FAMILY LAW  
PROBATE LAW  
REAL ESTATE LAW**

NOW ACCEPTING NEW CLIENTS

513.427.6100 | www.yandrlaw.com

## MEET THE CINCINNATI REAL PRODUCERS TEAM



**Patrick Braddick**  
Publisher



**Sandy Taylor**  
Ad Manager



**Beth McCabe**  
Senior Writer



**Emmi Abel-Rutter**  
Writer



**Krista Silz**  
Photographer



**Mackenzie Frank**  
Photographer



**Brenna Smith**  
Photographer



**Geneva Eilertson**  
Reprint Coordinator

Interested in custom reprints? Contact Geneva for details: [geneva@realproducersmag.com](mailto:geneva@realproducersmag.com)

ASM  
custom framing

**GOT JERSEYS?  
BRING THEM IN!**



WE ARE THE *Best* AT COMMEMORATING YOUR SPORTING ACHIEVEMENTS

513.763.9363  
@ASMCUSTOMFRAMING

9654 CINCINNATI COLUMBUS RD CINCINNATI, OH 45241

Proud Community Partner of  
2020 Homearama at Walworth Junction

**HOMEARAMA**

October 10-25, 2020

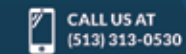


### Give Hope with Furniture Donations

We gladly pick up essential furniture items including:

- Mattresses
  - Dressers
  - Box Springs
  - Housewares
  - Tables
  - Sofas
  - New Pillows
  - Chairs
- Furniture and mattresses must be in good condition, free of stains, tears and pet hair.*

We Make Giving Easy.



CALL US AT  
(513) 313-0530



WE PICK UP  
THE FURNITURE  
FROM DONORS



WE FURNISH  
HOMES OF  
FAMILIES IN NEED

Visit [nlfurniture.org](http://nlfurniture.org)  
for more information



**Media That Matters**

media

**(717)756-3423**

**refractv**

Dustin Muncy | [dustin@refractv.com](mailto:dustin@refractv.com) | [www.refractv.com](http://www.refractv.com)

Refractv has years of experience in promotional, corporate, real estate, and live event streaming video productions.


**Learn More 2 Earn More**

REALTOR REFERRALS FOR 2020

Call me for 2020 CE  
3 HR ONLINE OH CE  
Realtors & Builders  
Working Together

**TEXT ME TODAY FOR THE NEXT ONLINE CE CLASS**

BOOMERS HAVE HOUSING NEEDS - NOT WANTS!



CALL ME: MIKE BOWERS, NMLS: 61535  
OFFICE: 800-589-8430 | CELL: 513-680-6168

SYNERGY ONE LENDING, INC. D/B/A RETIREMENT FUNDING SOLUTIONS NMLS 1025894, 3131 CAMINO DEL RIO N 190, SAN DIEGO, CA 92108. THESE MATERIALS ARE NOT FROM HUD OR FHA AND THE DOCUMENT WAS NOT APPROVED BY HUD, FHA OR ANY GOVERNMENT AGENCY. SUBJECT TO CREDIT APPROVAL. WWW.NMLSCONSUMERACCESS.ORG

**MEET ROSIE, THE 1971 VW MICROBUS**

Completely customized, lovingly restored and outfitted with the very latest in photo booth technology. Rosie takes beautiful photos but she also loves posing for selfies with everyone at the party!



**SIGNATURE PHOTOBOOTH**  
[WWW.SIGNATUREPHOTOBOOTH.COM](http://WWW.SIGNATUREPHOTOBOOTH.COM)

Contact us for a quote for your next event:  
**(513) 443-2050**  
[rental@Signaturephotobooth.com](mailto:rental@Signaturephotobooth.com)

# SEE THE FUTURE!

(SPOILER: IT'S PROFITABLE!)

Imagine if you had a crystal ball that could tell you when a former customer is in the market for a new house again. Or when a prospect who couldn't buy a house due to bad credit is now able to do so.

## WOULDN'T THAT BE AMAZING?

We have a crystal ball like that. It's a new piece of technology that only we can offer. This borrower intelligence platform helps us target customers the moment their credit improves or they're out shopping.



### LISTING WATCH:

Full MLS Nationwide coverage including FSBO listings.



### MARKET WATCH:

Know when your client is shopping other lenders or Realtors\*.



### CREDIT WATCH:

We monitor our clients who have less than perfect credit. Once their credit improves and meets the minimum requirements to qualify we will call them and let you know.



### EQUITY WATCH:

Get notified if there is motivational equity available: Move-up, Move-down, Second home, Vacation, and Investment opportunities.

I FORESEE MORE BUSINESS IN YOUR FUTURE IF YOU CALL ME!



## TONY AUTULLO BRANCH MANAGER

NMLS# 20232  
Phone: 513-769-2071  
Cell: 513-461-9321  
TAutullo@Annie-Mac.com  
tony.annie-mac.com



AnnieMac Home Mortgage, 11185 Montgomery Road, Suite 210, Cincinnati, OH 45249.  
Ohio License #MB.804128.000 and License #SM.501901.000.

neighborhood focus

# MADEIRA

The City of Madeira is sandwiched between Pleasant Ridge, Indian Hill, Kenwood, and Mariemont. The 2010 census reported that the city, encompassing just over 3.4 square miles, has about 8700 residents. It is a very tight-knit community that prides itself on a strong school system, and loyalty to its local small businesses. You may not notice from first glance, but the city is home to over 150 businesses, most of which are walkable from the surrounding neighborhoods.

### Schools:

Madeira schools fall within the Madeira City School District, which includes three public schools, and one private grade school. The district is ranked the "#7 Best School District in Ohio," out of 608 districts. Additional accolades include: #3/608 in "Districts With the Best Teachers" and #6/608 in "Best Places to Teach." The schools in the district are as follows:

Madeira Elementary: PK - 4  
Madeira Middle: 5 - 8  
Madeira High School: 9 - 12  
St. Gertrude: K - 8

### Good Eats:

There are a handful of delicious (and walkable!) establishments in Madeira. From a popular Italian eatery, to a local coffee joint, there are choices for every occasion. In case you don't find exactly what you're looking for - Kenwood is just down the street, which is home to a wide variety of restaurants. However, to stay local, here are some of the favorites:

Ferrari's Little Italy and Bakery  
A Tavola Bar + Trattoria  
Madeira Cafe  
Coffee Please  
La Grassa  
Madeira Inn  
The Brewhaus Bakery  
Westy's Pub

### Shopping & Entertainment:

According to the City of Madeira website, the "central business district" is found on Camargo Ave, Laurel Ave, Euclid Ave, and Miami Ave. As mentioned above, over 150 small businesses are based out of the city. In addition to the businesses, the area has a popular Swim & Tennis Club, as well as three local parks. Some Madeira favorites include:

Madeira Swim & Tennis Club  
Sellman Park  
McDonald Commons Park  
Mad Potter  
Deluxe Nail Salon & Spa  
Chez Renee Boutique  
Nelle V. Hosbrook Bird Sanctuary  
Camargo Trading Co.  
Gilsons Engraving  
The Pink Box  
Monkee's of Madeira  
The Bead Shop

**mkt photo**  
 www.mktphoto.com  
 mktphoto@gmail.com  
 @mkt.photo

**We Give Your Buyers the Security They Deserve!**

"Ian is AMAZING! He gave me so much confidence, and enthusiasm, for the home I ultimately purchased! I appreciated his common sense explanations about the inner working of my home, and trusted him to let me know the clear areas of concerns, as well as the simple fixes. He goes above and beyond...from his thorough report with photographs, to being easy to reach, and easy to like!" ~ Molly

Contact  
**Ian Trefzger**  
 (513) 379-7988

*Win Listings*

EVERY. SINGLE. TIME  
 Staging is a Powerful Marketing Tool

**eye 4 design interiors**

513.916.0500  
 EYE4DESIGNINTERIORS.NET



**DRYEFFECT**  
 RESTORATION SERVICES

**HAVING TROUBLE  
 SELLING THAT HOME?**

**A FRESH KIND OF CLEAN UP!**

- Mold Inspection/Testing · Mold Removal
- Mold Remediation · Water/ Flood Mitigation
- Basement Waterproofing · Foundation Crack Repair

**513-763-2121**  
 1045 Hopkins St. Cincinnati, OH 45203  
 www.dryeffect.com

# Meet REALTOR® **Brian REVALEE**



Brian Revalee, of RE/MAX Alpha Real Estate based out of Oxford, is entering his sixth year in real estate. Brian started out as a part-time agent but saw great success after two years and decided to go “all in.”

Prior to real estate, Brian earned his Masters in Social Work and led a nonprofit organization in Evansville, Indiana, assisting people with HIV prevention, substance abuse counseling, and housing services. After seven years in the field, Brian continued his education to an additional master’s degree in Public Service Administration from his beloved alma mater, the University of Evansville.

In 2013, a family tragedy prompted Brian to move back to Ohio with his family. He used his public service and social work skills as Executive Director of the United Way in Oxford for three years before transitioning to real estate.

Little did he know that his background in social work would also be invaluable for real estate. As Brian says, “Real estate is social work, dealing with people in the highest of highs and the lowest of lows. I use my social work skills to talk people down or talk them through anxiety-ridden times or stressful situations.”



Brian also runs the property management at the brokerage he works for, managing 20 student rentals and more than 30 family rentals in Oxford, home of Miami University. His people skills were an asset, especially when dealing with college students from all walks of life. “One person’s crisis is another person’s annoyance,” says Brian, who excels in conflict resolution.

#### **Passionate About Real Estate**

“It never crossed my mind to do real estate,” admits Brian. “But I absolutely love it.” He entered real estate at the suggestion of the REALTOR® who sold him his home.

He especially likes working with first-time homebuyers. Brian says, “It’s fun to go through the process all over again. I like making them feel comfortable and satisfied, and they refer their friends.”

Brian likes helping people live the American Dream. He comments, “I had a sense of accomplishment when I first bought property. I love helping other people feel that way too.”

To date, Brian has sold 21.4 million dollars in homes. “Sixteen million of that has come in the first four years when I went full-time,” he says. He has a listing volume of 22.1 million dollars. ●●●

...

This award-winning agent is proud to be a part of the Butler Warren Association of REALTORS®. Since he has been full-time, Brian has earned the Sales Masters Award Level 2. Since then, he has received Sales Masters Awards at Level 3.

His brokerage – RE/MAX Alpha Real Estate – is the top brokerage in the Talawanda School District almost every single year and does so with just nine active agents.

**Real Estate Provides Family Time**

Real estate gives Brian the time to be with his three adopted children. “I’m really lucky to have this job. Having the freedom and flexibility is nice. I can’t imagine doing anything else.”

Brian has been with his husband David for 16 years, getting married in 2016. They bought their first house in Evansville, Indiana in 2005 and moved into their dream home there a few years later. Brian recalls, “When we first moved into our dream house, it was a foreclosed house. We had three feet of water in the basement and we made it into a lovely home. I should have known then this was the path I was going to take.”

They pursued adoption before deciding to do foster care to help kids in need. During a foster parenting class, they got a call for a placement of a sibling group with kids ages 4, 6, and 5 months old. After getting an emergency license, they came to live with them on September 3,



2010. While they were supposed to be reunited with their birth family by Christmas, that failed to happen.

“On August 2, 2011, we adopted all three of them,” smiles Brian. “I love being a dad. It is the best thing I have ever done in my whole life. I’m grateful for everything that I have.”

A huge football fan, Brian’s oldest son is a fantastic football player at Talawanda. Brian also likes getting season tickets to the Bengals. He admits, “It’s depressing and sad most of the time, but we do it anyway. We make a good time of it.”

He also stays busy with his kids’ activities, including his daughter’s volleyball and his youngest son’s acting.

Committed to the community, Brian serves as the President of his younger

son’s Parent Teacher Group at his elementary school. In addition, Brian is the Vice President of the Talawanda Athletic Boosters, serves on the City of Oxford Civil Rights Commission, and is part of a Coalition for a Healthy Community.

“I’m never bored,” jokes Brian. He is also a Rotary member since 2013 and is an ardent supporter of the University of Evansville, where he got his undergraduate and graduate degree. In 2015, he was awarded the Young Alumnus of the Year. He was invited to serve on the Alumni Board, which he happily accepted.

A genuine people person, Brian likes helping others. Real estate is the perfect way for him to make a difference for people through homeownership. Brian can’t imagine doing anything else.

Your Cincinnati Real Estate Insurance Partner!

# Edwin Young III

Agent

## 513-631-6699

edwin@oakleyinsurance.net  
www.oakleyinsurance.net

Homeowner Insurance  
Condominium Insurance  
Renters Insurance  
Rental Property Insurance  
Commercial Building Insurance



**State Farm**  
3218 Madison Rd., Ste. A  
Cincinnati, OH 45209

PROVIDING INSURANCE & FINANCIAL SERVICES

State Farm Home Office, Bloomington, IL

# 85% OF PEOPLE

say that they would use their Realtor again,  
but less than 9% actually do...

*Why? They can't remember your name!*

## Cutco Closing Gifts Are:

- 100% Tax Deductible
- High Quality
- Branded Client Retention Tools
- American Made
- Forever Guaranteed

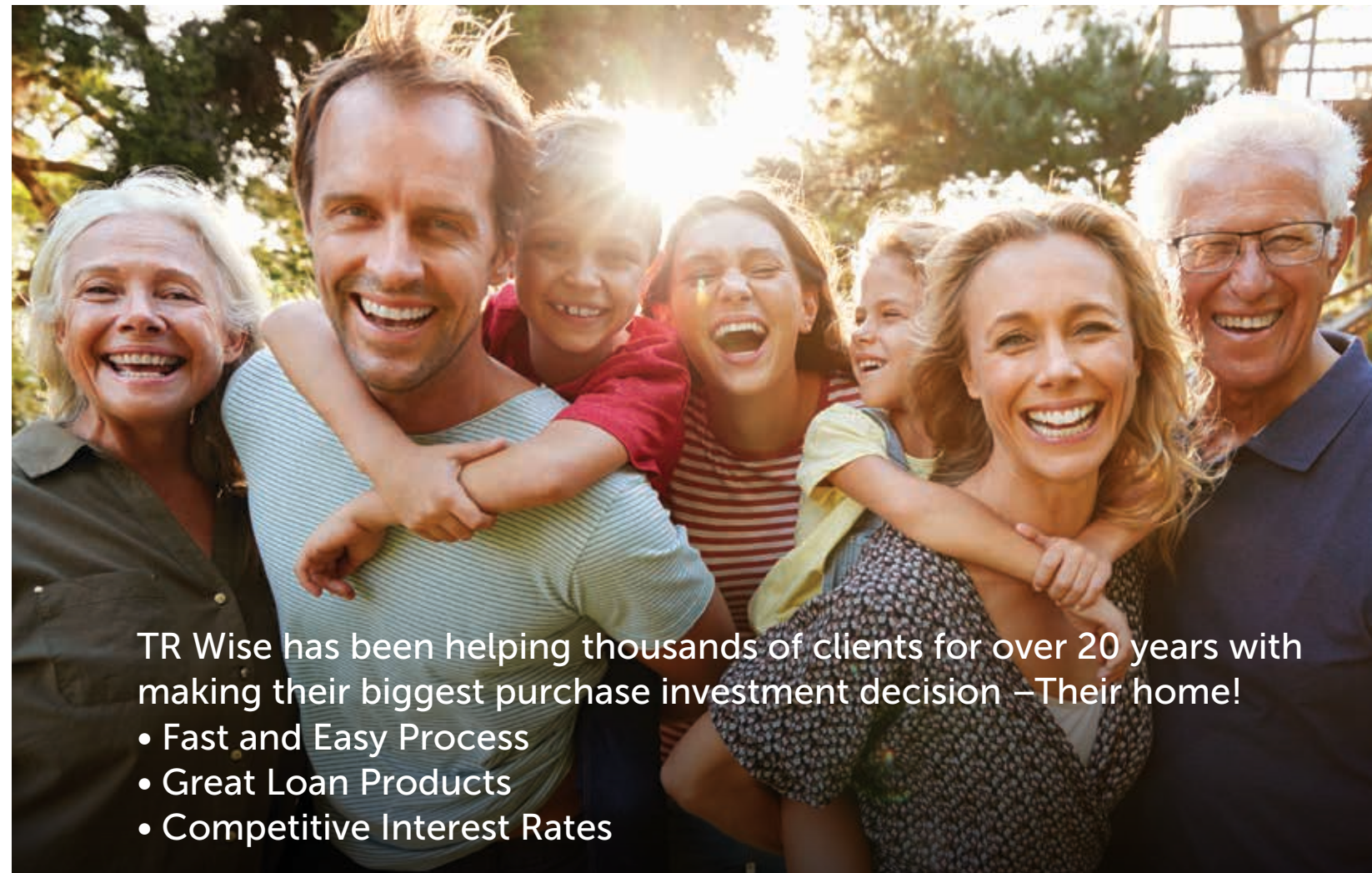



**CUTCO**  
CLOSING GIFTS

513.687.0635  
eabelrutter@gmail.com  
www.360BusinessGrowth.com

# Mortgage Services for Generations...

## Helping people get the mortgage loans they need



TR Wise has been helping thousands of clients for over 20 years with making their biggest purchase investment decision – Their home!

- Fast and Easy Process
- Great Loan Products
- Competitive Interest Rates

"You can trust the Geiler Company because they have been doing it right for 3 generations."  
- Gary Sullivan Talk Show Host  
At Home with Gary Sullivan  
I Heart Media



You need it done **fast**.  
You want it done **right**. That's what we do and we've been doing it for 130 years

Since 1885

# GEILER

PLUMBING, HEATING, AIR, RADON MITIGATION  
513-574-0025  
www.Geiler.com

**OLD REPUBLIC HOME PROTECTION**

You're more than a real estate agent.  
You're a *hero* to your clients.



Save the day with *industry-leading* home warranty coverage.

I am proud to support you — contact me anytime.

Deana Hayes  
Account Executive  
800.282.7131 Ext. 1230  
C: 513.305.9179  
DeanaH@orhp.com  
my.orhp.com/deanahayes



People Helping People

This is a paid advertisement.



**TR Wise**  
Vice President Residential Mortgage Lending  
NMLS# 132687

 **Warsaw Federal** | At Your Service, On Your Side.

www.WarsawFederal.com 513-244-6900



(513) 238-0999  
7800 E. Kemper Rd., Ste. 140  
Cincinnati, OH 45249

▶▶ featured producer

Written by Elizabeth McCabe  
Photography by Mackenzie Frank

*Let's Make It Happen!*®

"I work to serve people," says REALTOR® Monika DeRoussel. She has been in real estate for 16 years and genuinely enjoys her profession.

Originally from Czechoslovakia, Monika came to Cincinnati 16 years ago. She worked at 3M in Minnesota 16 years ago, along with her husband, before coming to the Buckeye State.

Monika excelled in international business while working in corporate America and can even speak five languages, which was an asset in international business. Although Monika admits that she never thought she was going to do real estate, never say never. Originally, she got into real estate to "understand it." It was one of those things on her bucket list. Once she got her license, the rest is history.

"I made a bold decision that this was going to work," says Monika. Perseverance is the name of the game for her. An avid track runner, Monika ranked internationally as the top track and field athlete in her country. Those principles of meeting goals and achieving them are fundamental for her today.

"When you try to make the European championship or nationals, you have a goal and you go after it. I apply the same principle to the real estate business. The bad days don't stop me from pursuing my dreams and my goals," says Monika.

Monika's enthusiasm is contagious for real estate. "I think my best gift is that I love people," she smiles. "I don't think that I will ever retire." Monika adds, "I don't look at real estate as my job. It's my passion. I get up every morning and am excited." She loves being part of people's lives. "It's an amazing career," she says.

meet  
**monika**  
**DEROUSSELL**

with EXP Realty

•••

To Monika, it's not about numbers. It's about people. She reasons that she sells 100 homes each year, which adds up to thousands of people helped.

"I was called to serve and be there when people need me. The numbers will follow," explains Monika.

Monika left RE/MAX in March this year and decided to go a different direction with eXp Realty. After getting her broker's license a few years ago, she wanted to help people purchase and sell homes but also help agents succeed. Best of all, eXp Realty is an agent-owned brokerage.

"My dream is to help agents and take them to the next level," says Monika. "I coach, mentor, and help agents increase their level of production." Since she joined eXp Realty, Monika has grown her team to 10 individuals. What's great about eXp Realty is the residual income that agents can have as well as stock options and medical insurance.

**"Let's Make It Happen"®**

Monika makes things happen for her clients. In fact, she uses this phrase so much that one of her clients, an attorney, told her to trademark this phrase. After all, she said, "You use it 99% of the time." Monika took his advice and trademarked it.



Not only does Monika "make it happen" for her clients, it's also her secret to her own personal success. The road wasn't easy coming to America from Czechoslovakia. Entering into real estate was also challenging.

"When you sell real estate in Cincinnati, it's a very competitive market," explains Monika. She didn't let that deter her, however. Her first year in real estate, she only sold one house. The next year, she sold five.

 @realproducers



*"I love this business and I love the excitement."*

Determined to overcome every obstacle, Monika wasn't fazed by the challenge of real estate but she also understood the hurdle that was placed before her. She comments, "I wasn't born and raised in Cincinnati. I had no high school connections. I didn't go to UC. I didn't play sports at Miami. To build a network of people who trust you was the biggest challenge but also the biggest blessing. They become your family," she smiles.

**Family Focused**

In addition to having clients become like family, Monika and her husband have a family of her own. They are blessed with five children. Each is paving his or her trail in life. Her daughter is a sophomore at the University of South Carolina and is studying to be an attorney. Her 17-year-old is attending school at Mason High School and is ranked the

#1 runner in the state. Thomas, her 15-year-old, attends Summit High School and played soccer in Barcelona. She also has two younger boys who keep her busy.

"There's never a dull moment," laughs Monika. "It's awesome. Kids are the biggest blessing. My kids are my why. It's easy. I like serving my family and taking care of their needs. I apply it to my clients. It's always a circus. I love this business and I love the excitement."

With her kids' sports schedules, Monika finds herself on her toes. "There's track meets, cross country meets, there's always something," she says.

To relax and unwind, Monika loves to run. She ran competitively for her country and now uses her expertise to help others excel in track and field. She has coached cross country and

track and field for 15 years. "It's a commitment," she says. "I run workouts with the kids. I pace them. I do long runs and speedwork on the track with them."

Other pastimes include traveling for Monika. She enjoys going back home to Europe and spending time with her family. Her grandmother is 92. She's close to her family and her mom and her sister and likes to spend time with them.

"My kids go to Europe every summer. I want them to understand the culture and the language," says Monika. She enjoys spending time with her family and making memories together.

A devout Catholic, Monica attends St. Maximilian Kolbe. She adds, "I also go to Our Lady of Holy Spirit Center and sit in the chapel and pray. I find peace and serenity from the crazy world outside. It's good to reenergize."

Monika loves real estate. With her heart for others and a willingness to help them, she can't find a better career. "Real estate is perfect for me," she says.

realproducersmag.com

**SMARTER HOME & ENTERTAINMENT**

**HANSON**

HOME THEATER · HI-FI AUDIO · HOME AUTOMATION



- Certified Control 4 Showroom for Smart Home Automation
- Home Theater - Whole Home Audio - Security
- Smart Lighting - Automated Shades - Climate Control
- TV's - Theater Seating - Furniture
- Streaming Audio - High Performance Audio - Headphones
- Custom Design, Installation and Support
- Free In-Home or Office Consultation

Visit Us & Educate Your Home Buyers

(513) 563-0444 · HANSONAV.COM · 10800 MONTGOMERY RD · CINCINNATI

**THE RIGHT DIRECTION**



11137 Main Street  
Sharonville, OH 45241  
513.563.0199



**Is radon putting your clients' health at risk?**

Radon is a naturally occurring, odorless radioactive gas that seeps into homes from underground. Radon can accumulate to dangerously high levels inside the home, putting your clients and their families at risk.

- Radon is the second-leading cause of lung cancer after smoking.
- 1 of 2 homes in Southwest Ohio have elevated radon levels above 4.0 pi/L
- Only a radon test can confirm and measure radon levels.

Contact us to schedule a radon test with your next home inspection.



The Capuano Team  
513-771-6689  
cincinnati@pillartopost.com

Serving the Cincinnati area



[pillartopost.com/cincinnati](http://pillartopost.com/cincinnati)

Each office is independently owned and operated.

THE POWER TO CHOOSE



**ACHOSA**  
— HOME WARRANTY, LLC —



You choose your own contractors for all required services



Our process provides more value to your local community



Our service experts are here to improve your experience

Phone: (937) 474-866

**JENNA WHEELER**  
Senior Sales Executive

Email: [jennaw@achosahw.com](mailto:jennaw@achosahw.com)

**(888) 509-2916**

[WWW.ACHOSAHW.COM](http://WWW.ACHOSAHW.COM)



**ROBERTSON**

**& ASSOCIATES OF OHIO, LLC**

Attorneys and Counselors at Law

*Helping you plan for those you love*

Estate Planning and Elder Law  
Wills, Trusts, Powers of Attorney  
Planning for Nursing and Residential Care

**David Robertson**

Lawyer

**Jessica Tyler**

Lawyer\*

**Robert Bennett**

Paralegal

11137 Main Street, Sharonville, OH 45241

**(513)563-6161**

\*Licensed in Utah, License Pending in Ohio



meet

# Skip and Denise KOESTERMAN

WITH KELLER WILLIAMS ADVISORS!



As any agent will tell you, there is no such thing as a part-time agent. Once Denise decided to become a full-time agent, it was full steam ahead. Skip came on board a year later. He had to make the decision to spend four nights a week on the road in medical sales as his territory expanded or he could join Denise in real estate. The answer was obvious.

“We decided to try a business union to go along with our marriage union. We laughed. We are going to be crazy successful or kill each other,” says Skip.

**T**wo are better than one, especially when it comes to real estate. Juggling multiple offers, showing houses, and meeting new clients is always easier with two.

Denise Koesterman started in real estate in 2013. One year later, her husband Skip followed in her footsteps. Both come from a medical sales background. Skip spent 25 years in medical device sales and Denise worked in medical sales until 2006, when she sold her business, essentially selling herself out of a job.

“My kids were in high school at the time and both played sports every single quarter. I went to all their sporting events. When my daughter was a junior, I started seeing the writing on the wall, ‘What was I going to do?’ I didn’t want to do medical sales, which required a lot of traveling. I was always interested in homes. I thought I would get my license and work part-time in real estate,” says Denise.

“It was an adjustment at first, just deciding who is doing what. After we clarified our roles and responsibilities, things came together,” comments Denise. “Now we each have the same amount of clients. The one who connected with the client is in charge and the other is the consultant.”

It’s an asset for clients, especially since they get two perspectives on the evaluation of their house. Skip says, “Ninety percent of the time we are dead on the same price.” Although Denise does find that Skip is more methodical and detail-oriented than she is.

“I’m surprised that working together has worked out so well. With our strengths and weaknesses, we happen to complement each other,” says Denise. “It’s deepened our trust, appreciation, and made our marriage and business more successful.”



*I'm surprised that working together has worked out so well. With our strengths and weaknesses, we happen to complement each other ... It's deepened our trust, appreciation, and made our marriage and business more successful.*



that you don't get with other clients. I like going into houses and talking about possibilities with them."

Competitive by nature, both Skip and Denise like to view every client as a challenge. "We are ultra-competitive," jokes Denise. "We want a home run every single time. We make sure that it is a positive experience for everyone from start to finish."

Their competition dates back to their dating days when they competed in bowling, tennis, and cards with each other. But now they use their competitive drive to help their clients obtain homes.

*Savoring Time with Family*

Skip and Denise have been married for 36 years and are blessed with two children, Andy (30) and Ellen (24). Both reside in Oakley. Andy works with Aetna International as a sales representative. Ellen just graduated with her Masters in Speech and Language Pathology from UC.

In their free time, Skip and Denise like playing tennis, cards, and pickleball. Playing softball and golf are additional pastimes for Skip.

Skip and Denise take time to give back to the community and attend the Presbyterian Church of Wyoming, where they had numerous roles within the church. They also volunteer at the Special Olympics.

Their son has Type 1 Diabetes and Skip and Denise are volunteers for Juvenile Diabetes. Skip also serves as the board resident for the Valley Interfaith Community Resource Center.

Skip concludes, "We like to be involved in the community and connect with people. We have a wonderfully full life."



• • •  
Their team approach creates connections with clients and they can cater to them. As Skip says, "In today's real estate market, you have to be available to the client on a moment's notice." They can accommodate with their team approach. They also have a full-time marketing manager and agent, Becky, who is amazing. Becky worked at a Keller Williams in Texas and now is part of their team!

*Secrets to Their Success*

Both Skip and Denise credit their sales background for their success in real estate.

"Salespeople are better at negotiating," they explain. "We use the same skillset that we use in real estate." Their clients get statistics, analytics, and an Excel spreadsheet. With their negotiation skills, training and expertise, a better outcome is created for clients.

"Every year our sales grow," says Denise. They are now over 61.4 million in sales since they started in real estate seven years ago.

Their only regret is that they didn't start real estate sooner. Skip says, "If we had started this early on, we would have been crazy successful." But they do recognize that their sales background made them who they are today.

Skip and Denise have earned the Circle of Excellence every year except for their first year. In 2018, they were ranked top volume agents for their office and ranked fifth in the region for Keller Williams agents.

*Helping Clients Secure Home Ownership*

"I love working with first-time homebuyers," says Denise. "I think it is so exciting when it's their first house – an excitement

**Why is your choice for a Title Company vital to your success?**

Because... it is the last impression your client has of you. Select a Title Company you can trust to finish smooth and strong. At Prodigy Title Agency, we offer:

**Quick Turnaround on Numbers**

**Resolution of Title Issues**

**15 Years minimum Experience for our Staff**

**Experienced and Professional Closers**

**On-Staff Attorney Support**

**Make your job easier... PICK US...**

**PRODIGY  
TITLE AGENCY LLC.**

Results You Can Trust

8080 Beckett Center Dr. - West Chester, Ohio 45069 - (513)870-9070

**TIM SPANAGEL** PHOTO-VIDEO  
513.374.8656  
tspanagel@gmail.com  
Instagram- @timspanagelphoto





Interior and Exterior Photography  
• Twilight Photography and Videography  
• Video Walkthroughs  
• Drone Photography and Videography  
• Next Evening Delivery on Photos and Videos  
• FAA 107 Certified  
• Zillow Certified Videographer

**Over 2500**  
Properties Photographed!



**CLOUGH CHASE**

**GRAND OPENING!**  
*Anderson's Newest Community*

Starting From \$550's

**RUOFF TECHNOLOGY**

With industry leading technology, we make sure your loan process moves swiftly so you can close quickly and settle in sooner.

**Digital Closing**  
Experience

- Avoid hand-signing page after page at closing.
- Apply your digital signature to nearly all your documents in seconds.
- Use a computer, mobile phone, or tablet.
- Know your signature is secure with special encryption and extra layers of security.



**CLOUGH CHASE**

New development with fifteen wooded homesites near Pine Lake in the heart of Anderson Township. Conveniently located at Clough Pike and Wolfangel Road, Clough Chase is close to an abundance of shopping and dining at Anderson Towne Center. Numerous recreational options nearby and multiple parks within minutes of your front door. Top ranked Mercy Health Plex and Anderson Trails are less than a mile from this community. Clough Chase is in the top rated Forest Hills School District (Wilson Elementary, Nagel Middle School and Turpin High School). Easy access to I-275, minutes from downtown Cincinnati, and 23 minutes from Cincinnati's International Airport (CVG). Award winning Ashford Homes is ready to design a home to fit your lifestyle with many diverse floor plans.

**COLDWELL BANKER**

**WEST SHELL**

RESNET  
ENERGYSMART  
BUILDER

EQUAL HOUSING OPPORTUNITY

**Now Selling! First 3 Buyers Receive Special Incentive. Call for Details.**

Patrick Gunning - Coldwell Banker Agent  
**513-300-6929**

Cathy Hall - Ashford Homes Sales Consultant  
**513-442-5555**

**ASHFORD**  
Homes

[www.cloughchase.com](http://www.cloughchase.com)  
[www.ashfordhomesohio.com](http://www.ashfordhomesohio.com)

**Ruoff**  
MORTGAGE



**Dave Scully**  
SVP, Area Manager  
NMLS: 757304 | MLO-OH.757304  
**513.633.8476**  
dave.scully@ruoff.com

Ruoff Mortgage Company, Inc. db/a Ruoff Home Mortgage, is an Indiana corporation licensed by the Indiana Department of Financial Institutions (DFI). For complete licensing information visit: <http://www.ruffconsumeraccess.org/EntityDetails.aspx?COMPANY/141568>. This is not an offer for extension of credit or a commitment to lend. All loans must satisfy company underwriting guidelines. Information and pricing are subject to change at any time and without notice. Equal Housing Lender. NMLSR#141568 01/05/2020



▶ sponsor spotlight

Written by Elizabeth McCabe  
Photography by Brenna Smith  
Photography by Krista Silz

# Meet Sharon Colvill, Owner of Eye 4 Design Interiors

After a successful career as a REALTOR® for over 17 years, Sharon Colvill decided to transition into the home staging industry. She started Eye 4 Design Interiors in 2009 and has grown the business to a team of 12 now, including her husband. The company moved several years ago to a spacious 20,000 square foot warehouse in order to keep up with demand. The secret is out about Eye 4 Design Interiors and they've become one of the leading staging companies in town!

"Top agents understand the value of staging in today's competitive market and realize that it's a powerful marketing tool which

leads to a quicker sale at the highest price possible," says Sharon. "The investment in staging is 1/3-1/4 the cost of a price reduction and is a much more proactive approach," says Sharon. "The average time on the market for one of our staged homes is 15 days, with most getting an offer within the first 24 to 48 hours!"

The Eye 4 Design Interiors team makes the staging process as seamless as possible. For vacant properties, after previewing the home in person, a proposal for staging the key rooms (living room, dining room, kitchen, front room, and master bedroom/master bathroom) is provided at no charge. For owner-occupied



@realproducers



Eye 4 Design Interiors knows the value to agents of having reliable partners such as stagers, lenders and inspectors who they can rely on who will consistently knock it out of the park for their clients every time



“ The team that I have is phenomenal... they are all super talented and everyone uses their gifts and skills to the best of their ability ”



... properties, a personalized one-on-one “walk and talk” consultation is offered, which gives sellers a complete plan that they can implement on their own in order to ensure every space within their house will show optimally. “Often after a staging project is complete, the homeowner can’t believe it’s the same house and they’re blown away by how their space has been transformed! For us, the payoff is not only a quick sale, but also the smiles that we get to see on our clients’ faces,” says Sharon.

All of the lead designers at Eye 4 Design Interiors are accredited and strive to stay current with the latest design trends. “The team that I have is phenomenal...they are all super talented and everyone uses their gifts and skills to the best of their ability,” says Sharon. “We genuinely care about each other and enjoy spending time together as a work family! Eye 4 Design Interiors knows the value to agents of having reliable partners such as stagers, lenders and inspectors who they can rely on who will consistently knock it out of the park for their clients every time,” says Sharon. “We truly appreciate those REALTORS® who call us time after time because they know we’ll always work our hardest for them!”

Sharon sees one of the benefits of owning a staging company as being able to give back to those in the community who are in need. “Whenever we have inventory that has become obsolete, we work with NECCO, which is an organization that sets up apartments for kids aging out of the Foster Care system. I love knowing that we’re helping young adults take that first step



...  
towards independence and establishing their own home!" says Sharon.

Sharon feels blessed to be surrounded by such an amazing team and is beyond grateful for the relationships she's fostered over the years with REALTORS® who know they can always count on Eye 4 Design Interiors!

Rave Review from a Seller Staged by Sharon:

"WOW...we are just blown away with how the staging turned out! Honestly, it's infinitely better than we ever could have imagined! The design, selection and color choices brought it all together and transformed each space. Every single area is just SO warm and inviting. We are deeply grateful to you and your team and can't begin to thank you enough!"

For more information on Eye 4 Design Interiors, check out their website, [www.eye4designinteriors.net](http://www.eye4designinteriors.net).



**YOU SELL IT... WE FINANCE IT!**

**Cincinnati's**  
— Commercial & Residential —  
**Real Estate Lending Specialists**

 **C4 FINANCIAL**  
CAPITAL MARKETS GROUP

 **C4 RESIDENTIAL**  
MORTGAGE GROUP

6355 E. Kember Rd. Cincinnati, OH 45241  
**513-247-7859**

  
**Safe Start**  
**HOME INSPECTIONS, LLC**  
INTERNACHI CERTIFIED

**SAFE START HOME INSPECTIONS OFFERS:**

- ▶ Full residential and commercial inspections
- ▶ State licensed Wood Destroying Insect Inspections
- ▶ State licensed Radon testing

We understand not everyone is in need of a full home inspection and can customize to fit your needs. Whether it is to just look in a crawlspace or inspect the plumbing we can customize an inspection to fit your needs.

**Office:** 513-968-4311 | **Mobile:** 937-321-7479  
nwessel@safestarthi.com | www.SafeStarthi.com



**Accurate and affordable glass replacement and window repair.**

**When you need a PRO, give Burkhardt's a go!**

 **Anthony Wilkerson**  
7110 Vine Street Cincinnati OH, 45216  
513-821-3475





**100% SATISFACTION GUARANTEED**

**CHARLIE STOUT- OWNER**  
**(513)503-0797**  
[CINCINNATIDRYCARPETCLEANING.COM](http://CINCINNATIDRYCARPETCLEANING.COM)

**REAL ESTATE PHOTOGRAPHY | We are an extension of your marketing team!**

<b>MLS PHOTOGRAPHY</b> Help your clients know exactly what they're looking at before the open house.	<b>AERIAL PHOTO &amp; VIDEO</b> Want a complete view of your home or business? Aerial images and video get the full picture.	<b>3D TOURS &amp; VIDEOS</b> What better way to show off your home or business than with a walk-through? Immerse your clients!	<b>VIRTUAL STAGING</b> What better way to help sell a property than having photos of it being staged at the viewers convenience?
---	---	---	---

**Krista Silz**  
513.912.0022 (o)  
513.324.4206 (c)  
CincyPhotoPro.com  
krista@cincyPhotoPro.com



# Your partner in home loans.

**WHEN YOU WORK WITH OUR TEAM,  
YOU'LL FEEL THE DIFFERENCE.**

At Amerifirst, we're raising expectations for what the lending experience should be. Our goal is to help you take care of your client, give them a smooth experience, and make sure the loan closes on time.

Between your team and ours, there's nothing we can't accomplish.

**Let's get started.**



**John Insko**

Branch Manager/Loan Originator  
NMLS #218071

[jjnsco@amerifirst.com](mailto:jjnsco@amerifirst.com)

**C** 513.702.9249

**O** 513.985.3000 x 11705



**amerifirst** HOME MORTGAGE

763 | Cheviot Road, Suite 2A, Cincinnati, OH 45247  
Equal Housing Lender | NMLS # 10139 | A division of Amerifirst Financial Corporation | [amerifirst.com](http://amerifirst.com) | This is not a commitment to lend.



## How Has COVID-19 Treated You?

COVID-19 is something that none of us saw coming. However, what makes Motto Mortgage different from other lenders is how we chose to spend our down time.

### We:

- Educated ourselves on industry news.
- Invested more in our marketing.
- Helped clients refinance their homes.
- Stayed up-to-date with market trends.
- Reworked the way we do business with safety in mind.

Though COVID-19 may have restricted our distance, it did not restrict our business. We are here for you. Now and forever.

**Get more. Provide more.**

[joinmottomortgage.com](http://joinmottomortgage.com)



**Breon Price**  
 Loan Officer/ Owner  
 NMLS# 938361  
**513-204-9587**  
[www.applywithapex.com](http://www.applywithapex.com)

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1–August 31,  
 as of September 11, 2020 at 12:06AM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	89	\$87,953,271
2	Rick J Finn	Coldwell Banker West Shell	127	\$42,852,111
3	Kim K Mansfield	Keller Williams Advisors	178	\$39,435,108
4	Bob Dorger	Comey and Shepherd	72	\$37,034,587
5	Scott A Oyler	Coldwell Banker West Shell	104	\$35,950,228
6	Peter D Chabris	Keller Williams Seven Hills Re	155	\$34,269,805
7	Ragan R McKinney	Ragan McKinney Real Estate	193	\$31,497,455
8	Adam G Marit	Real Link	121	\$31,127,847
9	Robert Dorger	Comey and Shepherd	54	\$28,916,487
10	Michael C Hinckley	Coldwell Banker West Shell	66	\$28,150,548
11	Ellie D Kowalchik	Keller Williams Pinnacle Group	91	\$27,085,223
12	Andrew S Gaydosh	eXp Realty	122	\$27,006,655
13	Donna Franke	Sibcy Cline	64	\$26,547,548
14	Sandra L Peters	Comey and Shepherd	38	\$26,439,611
15	Kevin E Hildebrand	Comey and Shepherd	87	\$25,845,900
16	Michael P Hines	Coldwell Banker West Shell	49	\$24,587,529
17	Holly M Finn	Coldwell Banker West Shell	78	\$23,529,122
18	Rakesh Ram	Coldwell Banker West Shell	80	\$22,912,479
19	Heather R Herr	Coldwell Banker West Shell	58	\$22,525,183
20	Mike Hildebrand	Comey and Shepherd	77	\$22,143,260
21	Lee G Robinson	Robinson Sotheby's Internat'l	36	\$22,090,444
22	Ron A Bisher	Coldwell Banker West Shell	90	\$22,029,633
23	David W Wellinghoff	Comey and Shepherd	33	\$21,666,490
24	Kathy J Kramer	Star One Real Estate	54	\$21,586,278
25	Andrea L DeStefano	Sibcy Cline	52	\$21,339,900
26	Tina A Burton	Sibcy Cline	82	\$21,021,634
27	Tom Deutsch Jr.	Coldwell Banker West Shell	108	\$20,872,287
28	Andrew Homan	Coldwell Banker West Shell	46	\$20,044,742
29	Sondra M Parker	Coldwell Banker West Shell	58	\$19,938,851
30	Sue S Lewis	Sibcy Cline	58	\$19,933,650
31	Diane Tafuri	Sibcy Cline	31	\$18,548,165
32	Chris R Waits	Sibcy Cline	74	\$18,446,350
33	Kelly Pear	Comey and Shepherd	38	\$18,410,937
34	Sarah E Close	Keller Williams Advisors	67	\$17,949,470

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1–August 31, as of September 11, 2020 at 12:06AM

Rank	Name	Office	Total	Volume
35	Alexander Schafers	RE/MAX United Associates	66	\$17,824,437
36	Maryann D Ries	Coldwell Banker West Shell	36	\$17,767,954
37	Deborah A Martin	Keller Williams Advisors	44	\$17,760,019
38	Megan S Stacey	Coldwell Banker West Shell	47	\$17,677,655
39	Regina M Hamilton	Sibcy Cline	83	\$17,517,283
40	Amy L Markowski	Keller Williams Realty Assoc.	95	\$17,369,474
41	Sue M Miller	Comey and Shepherd	74	\$16,865,705
42	Lori N Wellinghoff	Comey and Shepherd	21	\$16,768,090
43	Sue Wahl	Comey and Shepherd	74	\$16,537,105
44	Patrick J Cagney	Coldwell Banker West Shell	87	\$16,251,165
45	Bobby Stephens	Comey and Shepherd	30	\$16,192,015
46	Ingrid K Likes	Coldwell Banker West Shell	38	\$16,152,527
47	Lisa S Morales	Coldwell Banker West Shell	62	\$15,828,550
48	Nicole M Gulick	Reign Realty	49	\$15,718,635
49	Judy S Recker	Sibcy Cline	16	\$15,621,794
50	Monika Deroussel	eXp Realty	49	\$15,593,251

Rank	Name	Office	Total	Volume
51	Anna S Bisher	Coldwell Banker West Shell	62	\$15,592,618
52	Scott T Ferguson	Keller Williams Realty Assoc.	53	\$15,424,890
53	Tiffany B Allen-Zeuch	Sibcy Cline	43	\$15,417,130
54	Michael L Vazquez	ERA Real Solutions Realty	45	\$15,245,934
55	Micha Gleisinger	Comey and Shepherd	36	\$15,208,450
56	Jason J Bowman	RE/MAX Elite	72	\$15,174,461
57	Timothy J Mahoney II	Sibcy Cline	19	\$15,164,924
58	Michele Donovan	Comey and Shepherd	75	\$14,765,024
59	Walter B Gibler	Coldwell Banker West Shell	52	\$14,728,065
60	Kathy M Bryant	Weichert Realtors	27	\$14,548,900
61	Rebecca A Messenger	Comey and Shepherd	35	\$14,388,037
62	Amy Hackett Roe	Sibcy Cline	28	\$14,347,400
63	James E Pitzer III	Coldwell Banker West Shell	44	\$14,328,353
64	Jon W Weeks	Keller Williams Realty Assoc.	65	\$14,308,450
65	Denise L Gifford	Keller Williams Realty Assoc.	51	\$14,308,361
66	Jon L Bowling	RE/MAX Preferred Group	68	\$14,173,162
67	Sarah A Woody	Keller Williams Advisors	57	\$13,929,350
68	Gary L Hamilton	Sibcy Cline	66	\$13,892,233
69	James C Harris	Keller Williams Seven Hills Re	62	\$13,820,805
70	Celia B Carroll	Sibcy Cline	28	\$13,788,769
71	Jon A DeCurtins	ERA Real Solutions Realty	35	\$13,768,350
72	Lisa M Phair	Coldwell Banker West Shell	55	\$13,690,505
73	Michael T Wiseman	ERA Real Solutions Realty	43	\$13,533,377
74	Eric Lowry	eXp Realty	58	\$13,519,300
75	Chris Dohrmann	Sibcy Cline	16	\$13,476,649
76	Tyler McConnell	Comey and Shepherd	72	\$13,410,815
77	Courtne C Brass	Coldwell Banker West Shell	67	\$13,403,759
78	Hossam Elsayed	Plum Tree Realty	61	\$13,401,094
79	Bob Hines	Coldwell Banker West Shell	24	\$13,279,200
80	Lynn M Schwarber	Comey and Shepherd	43	\$13,264,700
81	Gina A Dubell-Smith	eXp Realty	37	\$13,195,333
82	Julia Wesselkamper	Coldwell Banker West Shell	29	\$13,179,075
83	Shelley Miller Reed	Sibcy Cline	25	\$13,168,800
84	Heather M Stallmeyer	Coldwell Banker West Shell	37	\$13,077,251

**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.

the Erdmann Group | guaranteedRate®

**Proud to partner with the best Realtors® in Cincinnati.**

O: (513) 609-4484 Rate.com/RonErdmann  
2101 Grandin Road Suite B, Cincinnati, OH 45208

FEDERAL HOUSING LENDER Ron Erdmann NMLS ID: 728342; LO# OH - LD, MLD 043288 - MB, 804160 • NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • OH - Lic #MB.0804160 & Lic #SM.501367  
3940 N. Ravenswood Ave., Chicago, IL 60613

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1–August 31,  
as of September 11, 2020 at 12:06AM

Rank	Name	Office	Total	Volume
85	Benjamin M Austin	Keller Williams Advisors	67	\$13,019,200
86	Jason A Reynolds	RE/MAX Alpha Real Estate	47	\$12,891,161
87	Tyler A Smith	RE/MAX United Associates	45	\$12,827,129
88	Brendan S Morrissey	Sibcy Cline	40	\$12,814,105
89	Zachary Ferrell	Keller Williams Community Partners	72	\$12,714,520
90	Jeanne M Rieder	Hoeting, Realtors	65	\$12,646,830
91	Angelo M Pusateri	Comey and Shepherd	25	\$12,596,824
92	Candace N Burton	Sibcy Cline	49	\$12,281,733
93	Mitchell Ram	Coldwell Banker West Shell	48	\$12,226,000
94	Brett A Keppler	TREO Realtors	56	\$12,194,750
95	Helena F Cameron	Sibcy Cline	31	\$12,148,576
96	David D Dawson	Sibcy Cline	32	\$12,129,800
97	Robert R Smith	Coldwell Banker West Shell	61	\$12,056,397
98	Janelle A Sprandel	Comey and Shepherd	44	\$12,013,491
99	Jamie R Gabbard	Comey and Shepherd	51	\$11,967,800
100	Beth A Brown Ciul	Keller Williams Realty Assoc.	52	\$11,950,122

Rank	Name	Office	Total	Volume
101	William Draznik	Coldwell Banker West Shell	28	\$11,882,300
102	Jackie Quigley	Comey and Shepherd	27	\$11,860,400
103	Guy W Cagney	Coldwell Banker West Shell	64	\$11,857,150
104	Lisa E McCarthy	Coldwell Banker West Shell	57	\$11,678,797
105	Larry L Thinnes	Sibcy Cline	41	\$11,672,736
106	DeeDee R Ollis	RE/MAX Victory	55	\$11,665,450
107	Barbara Browning	Coldwell Banker West Shell	36	\$11,601,300
108	Paul C Renwick	Renwick Realty	96	\$11,585,850
109	Emily A Foebar	Huff Realty	47	\$11,548,100
110	Chris S Russell	Plum Tree Realty	27	\$11,399,999
111	Tami E Holmes	HER LLC	54	\$11,362,375
112	Elizabeth Waits	Sibcy Cline	44	\$11,216,050
113	Anne V Bedinghaus	Coldwell Banker West Shell	56	\$11,196,900
114	Tyler Minges	Huff Realty	57	\$11,056,824
115	Keli S Williams	Sibcy Cline	37	\$11,050,250
116	Mark Schupp	Star One Real Estate	52	\$11,044,545
117	Tammy K Thome	Century 21 Thacker & Associates	54	\$10,939,640
118	Leann M Starks	RE/MAX Preferred Group	46	\$10,937,255
119	Heather S Kopf	Kopf Hunter Haas	22	\$10,883,750
120	Laura M Faz	RE/MAX Preferred Group	41	\$10,861,062
121	Pete Kopf	Kopf Hunter Haas	25	\$10,779,870
122	Sharon I Packer	Coldwell Banker West Shell	19	\$10,759,450
123	Brian P Leisgang	Coldwell Banker West Shell	37	\$10,694,050
124	Heather R Alley	ERA Real Solutions Realty	30	\$10,441,857
125	Daniel Baron	Keller Williams Advisors	47	\$10,420,020
126	Steve Sylvester	Comey and Shepherd	21	\$10,386,650
127	Carol A Grubb	Comey and Shepherd	32	\$10,365,502
128	Steve S Early	Sibcy Cline	17	\$10,296,500
129	Eric Surkamp	Comey and Shepherd	33	\$10,236,275
130	May Wu	Comey and Shepherd	34	\$10,195,418
131	Jennifer C Monroe	Robinson Sotheby's Internat'l	34	\$10,147,400
132	Ben Freimuth	Robinson Sotheby's Internat'l	34	\$10,147,400
133	Barbara L Woehmyer	Comey and Shepherd	28	\$10,095,590
134	Cody M Brownfield	Redfin Corporation	31	\$10,061,199


**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.

*Close with Confidence!*



**CS Title Agency Inc**  
Joni Merritt & Mark Platick Co-Owners  
 224 N. Fayette St, Washington C.H., OH 4316  
 (p) 740-335-6645 (f) 740-335-5718  
 correspondence@cs-title.com  
 www.cs-titleagency.com

*Don't Hesitate!  
Say Hello!*



# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1–August 31, as of September 11, 2020 at 12:06AM

Rank	Name	Office	Total	Volume
135	Jill O Ferguson	Keller Williams Realty Assoc.	35	\$10,006,400
136	Don M Johnson	Cutler Real Estate	51	\$9,946,581
137	Beth R Mahoney	Sibcy Cline	24	\$9,923,189
138	Patrick Gunning	Coldwell Banker West Shell	24	\$9,918,840
139	Dana Lynn Atti	Comey and Shepherd	26	\$9,904,800
140	Cindy Shetterly	Keller Williams Distinctive Real Estate	41	\$9,861,720
141	Kathy G Comisar	Comey and Shepherd	7	\$9,840,540
142	Linda T Destefano	Sibcy Cline	21	\$9,696,500
143	Meg S Perez	Coldwell Banker West Shell	53	\$9,656,000
144	Sandra L Burkhart-Williams	Huff Realty	34	\$9,654,160
145	Vicki M Sylvestre	Keller Williams Realty Assoc.	25	\$9,595,698
146	John M Bissman	Keller Williams Pinnacle Group	39	\$9,563,650
147	Bryan L Hoelzer	Coldwell Banker West Shell	42	\$9,547,175
148	Catherine M Mueller	Sibcy Cline	26	\$9,502,972
149	Marsha Bennett	Bennett Realty	43	\$9,395,500
150	Adam D Jessen	RE/MAX United Associates	38	\$9,374,005

**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.



**DESIGN to MARKET**  
Home Staging

We Create First Impressions That Sell Homes.

**66% of homes**  
staged by Design to Market have received  
**offers within 30 days!**

Give your home a competitive advantage.  
Call or visit our website to schedule a quote!

(513) 265-0952 [www.designtomarket.com](http://www.designtomarket.com)



We Live In The  
**Communities**  
We Serve!

COMPANY NMLS ID 126841

- We don't just close transactions...we build relationships.
- We communicate throughout the loan process.
- We provide a level of service you just don't find with other lenders.



KYLE CABEZAS



JEBB LYONS



JUSTIN PHILLIPS



ADAM BREWER



**513.769.6900**  
RAPIDMORTGAGECINCINNATI.COM



# LET HORIZON *Point* YOU IN THE RIGHT DIRECTION

- Your personal Horizon Point Scheduling App
- Create and Send your Repair Request Addendum within our report software
- \$600 worth of repair coupons from our trusted contractors
- In-House Infrared, Radon and Termite Services
- \$25 Discount for Police, Fire, and Military



*Chris Heywood, Owner*



**513-831-1200 • [www.inspecthorizon.com](http://www.inspecthorizon.com)**