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# MIDDLETOWN

## ▶ neighborhood focus

By Emmi Abel-Rutter

Middletown is located approximately 30 miles north of Cincinnati and south of Dayton, sandwiched between I-75, and State Route 4.

### Schools:

Additionally, Middletown has an alternative schooling option - Midd State. In collaboration with Cincinnati State, Midd State allows high school students to complete their high school diploma online, and have the opportunity to earn college credits.

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- Mayfield Elementary
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- Amanda Elementary
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- Middletown High School
- Midd State
- Summit Academy Schools - Middletown
- Marshall High Schools (Students aged 16-21)
- Ohio Christian Academy (Private, Pre K - 12)

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- Gracie's
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meet  
**KRIS COOPER,**



▶▶ leading the way  
Written by Elizabeth McCabe  
Photography by Krista Silz

## OWNER of RE/MAX Go Beyond



“

I help real estate agents to gain consistent results through mentorship using both business strategies and personal performance,” says Kris Cooper, Owner of RE/MAX Go Beyond.

Kris is a Certified Social Media Marketer, Certified Real Estate Negotiator, and was inducted to the RE/MAX Hall of Fame in 2018. He owns his own brokerage, which he calls a “coaching company that sells real estate.”

At his brokerage, agents are treated more like business owners, which he says is the natural progression of agents. “We are a platform for progress,” says Kris. “It’s more than just real estate. See, I focus on the person, the individual, you are the one who controls your own results, you must not allow results to control you!”

Kris focuses a lot on personal goals. He says, “The real purpose of a goal is to grow. To go after something you’ve never done before. There is no

growth associated with going after something you already know how to do.”

While most people focus on the “how” when setting goals, Kris chooses to focus on something more important. “We focus on the WHY and what is pulling people. When you push yourself, you lose energy; however, when you are being pulled toward something you gain energy with every step closer. It’s a different approach than most brokerages take.”

Kris’ brokerage was built for the agent as opposed to the consumer. While most brokerages are built with the consumer first mentality, it only left him to wonder, “What do I need the broker for?” Kris says, “I recognize that immediately.” As a result, he has built his brokerage from what was missing in his real estate career. Through coaching, he helps agents overcome limitations, break barriers, and go beyond where they currently are. . . .

•••

### LAUNCHING INTO REAL ESTATE

Prior to entering real estate, Kris was cleaning commercial facilities. “And there’s nothing wrong with that,” he says. “It’s just not what I wanted to do with my life. I called the agent who sold me my condo and asked them what it took to be an agent.”

Interestingly, through his college education, he had taken real estate classes as electives, not realizing that the classes were still valid years later toward becoming an agent. He was licensed in Ohio in 2006 and it was full steam ahead for him.

Kris says, “Looking back I can laugh about it now but when my cleaning company found out I got my real estate license, they fired me on the spot. Talk about hitting rock bottom. I recall telling myself I couldn’t even hold a job, how was I going to start a real estate business?”

Kris was Rookie of the Year at his brokerage prior to the Recession in 2008, he hired a full-time administrator in 2010 and by 2012 was operating a team of four agents, reaching the top 1% in his marketplace by 2014.

“For me, that was a blessing. A lot of people were getting damaged in the industry during those years and yet I grew. I was able to see opportunity out of challenges,” comments Kris. “The industry has changed so much and I wanted to be on that leaning edge of change. We were doing things with real estate in social media before social media was doing things in real estate.”

Three years ago on the Fourth of July, Kris launched his own brokerage, Go Beyond. His goal is simple. “We want the agents to go beyond where they



currently are,” he explains. He aims to help agents grow their business. Through a support staff, a contract closing coordination department, and a marketing director, agents’ pains and complications are simplified.

Kris acts as a coach, recruiter, and a developer. “I field questions and create solutions for major pain points in the lives of our agents,” he comments. “Everything is individualized – what do you really want from your life and your business.” He is passionate about solving these pain points, creating solutions for agents. For those who don’t have enough business, Kris challenges them to “get in front of more people.” “When I hear agents say there is an inventory shortage, I hear an opportunity to enhance your imagination.”

Since his inception, Kris has grown his brokerage from two agents to over 20. He services two markets – Cincinnati and Dayton – with his two brokerages in Eastgate and Spring-

boro. More importantly, Kris shares, “Every single agent in our firm has improved sales volume, year over year since they arrived here. They are empowered here; their family and friends see and feel that growth.”

Kris is proud to be inducted in the RE/MAX Hall of Fame in 2018. He says, “I had to earn over 1 million dollars in commissions to get there. I was in my 30s. A lot of people work throughout their lifetime to get that volume.” He inspires his agents with his success.

“A lot of people don’t like to share. I want everyone to understand how to do this better, faster and easier. This isn’t just a dream. It’s something you can accomplish. It’s real.”

### OUTSIDE INTERESTS

When Kris isn’t coaching agents, you can find him cycling on the Loveland Bike Trail, working to become faster with each ride. He cycles between 70-90 miles each week. Additionally, he



spends an exorbitant amount of time on self-development and personal performance material.

Kris says, “I have a very understanding wife, home life, and find balance. I understand that when you own a business, you must create a balance between your personal life and professional life. I work on life/work balance every day.”

He is also the proud owner of another business, an online e-commerce business. “It’s the largest in the world at what it does,” says Kris. His business distributes vintage parts and accessories for toys – collectible action figures and operates all around the world. “This business has helped me gain friends all around the world from Johannesburg, South Africa to Sydney, Australia.”

“It employs four people who love the industry, operates out of a warehouse in Newtown, and ships all around the globe seven days a week,” says Kris. “That business is my baby. I started that business in my garage 10 years ago and it has grown to be the largest distributor in the world. It’s a really cool thing and I love it.”

### LIVING THE DREAM

“I don’t consider owning a brokerage a job,” says Kris. “This brokerage helps me serve my purpose, and that is to see agents become successful. When agents sit down with us and share what they really want to do with their lives and their business, we want to create a way for them to do it. That is my purpose and my dream. I’m living that right now.”

Be sure to follow Kris on his Instagram account at [instagram.com/kris.cooper.gobeyondcoach](https://www.instagram.com/kris.cooper.gobeyondcoach).

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# Meet

# Flor de Maria

# McNally

on the rise

Photography by Brenna Smith  
Written by Beth McCabe

After graduating with a degree in Biology and Philosophy from the University of Maryland, Flor de Maria became a veterinary technician while doing bartending on the side. Longing for a church community and adventure, she moved to Cincinnati for a fresh start and for their church, Immaculate Conception Church. Not to mention that housing was less expensive here.

#### EXCELLING IN SALES

Real estate was a perfect fit for Flor, who loves sales.

“I’ve been in sales since I was 16,” says Flor. “I worked at a restaurant, at Best Buy, and T-Mobile. I enjoy learning about people through needs analyses and crafting the ideal solution for them.”

A genuine people person, Flor takes the time to connect with her clients. Sales came naturally to her with her drive and determination.

“Someone mentioned to me not to be surprised if I only sell one house my first year in real estate. I said, ‘No way.’ I’m going to sell way more than one house.” Flor sold a total of 10 houses her first year in real estate, which was pretty remarkable considering she didn’t know anyone in Cincinnati. Talk about starting from scratch!

The first four years in real estate, she had a combined volume of 7 million and 59 units closed. Between 2019 and now after making a

One night after a long shift at a local Cincinnati bar, she visited her boyfriend (who is now her husband) and expressed her concerns. Flor says, “I told him, ‘I love what I do. I love creating experiences for my customers. But I feel like I’ve hit a ceiling as far as growth and opportunity. He looked at me and said, ‘Why don’t you sell houses?’ I looked at him and said, ‘Are you even listening to what I am saying?’ He said, ‘I think you would be really good at it.’”

Flor stayed up all night looking into real estate. “It all sounded really exciting to me,” she says. “I saved up money for two weeks with my tips and three weeks later, I was done with the classes. Within a month and a half of our conversation, I was licensed.”

Flor, who describes herself as an “all or nothing” person, launched into real estate headfirst in 2015.





...

change in brokerages and discovering her purpose and vision, she has closed 17 million in sales and 96 units. She is on track to close 100 units and a total volume of 15 million in 2020. She has earned President's Club and the Circle of Excellence twice.

#### LIVING HER DREAMS

Real estate is Flor's dream job. "It's a little bit of everything," she comments. "I get to run my own business and choose who I work with, design my branding, develop standards and even change my industry."

Flor also finds meaning and purpose in her job. "To me, you are dealing with the three closest things to a person," she explains. "Their money, their family, and their home. I take that really seriously."

#### BUILDING A TEAM

Real estate has given Flor the opportunity to build her team. At the beginning of

her career, she joined a new expansion team in Cincinnati and left promptly after realizing there was a lack of value. She decided to create her own team and vowed to never add members to her team until she could provide enough value for them to stay. She branded herself as a team in 2015 but didn't hire her first assistant until November 2019. She hired her second assistant in April 2020. This helped generate enough business to hire a Showing Agent in May 2020.

"All Cammy does all day is open doors and love on our buyers. She has been the key to our growth this year," says Flor.

Last month, she was able to add her first two buyer's agents.

Flor is an avid reader and is learning-based. She has been called a "humble implementer" by her peers and mentors. She asks a lot of questions and dives into any idea that fits with her vision and val-

ues. She has followed the proven models of her mentors and successful agents she admires when building her team.

As a team, Flor and her staff create memorable experiences for their clients. They hold housewarming parties for all of their buyers. They also connect with their clients from before they become a client all the way to closing and beyond. Her team name "De Maria Homes" or "Mary's Homes" is derived from her Catholic values as she places God in the center of everything her team does.

Her main sources of business have been repeat clients and referrals because of her mission to create an earth-shattering experience for her clients. These past 18 months, because of being licensed in four states (Ohio, Indiana, Kentucky, and Maryland), her business has been comprised of 60% agent-to-agent referrals. She explains, "I've always felt endless gratitude towards my peers and mentors



for pouring into me, so I've always maintained powerful relationships even with agents within my market." She designed and has been teaching a course on technology as leverage since December of 2019 to agents across the country. This has created a national presence for her and her team and as an unintentional benefit, an incredible referral source.

"I have never lost a past client to another REALTOR®," Flor smiles. "We love on our people. It comes from the heart. We shower people with kindness. We continue to develop deep relationships with people. We send them birthday cards, anniversary cards, gifts, and are genuinely interested in their lives. That's what I'm most passionate about right now - keeping people within our organization in a time when people can feel disconnected."

#### FINDING WORK-LIFE BALANCE

"I'm not a machine," laughs Flor. She listens to her body, to the advice of her coach, and to her cues. At the advice of her coach, she recently took a much-needed vacation to Destin with her family, cherishing precious moments with her two little girls, Cecilia (3) and Elena (2).

Time blocking is something that Flor uses to her advantage too to provide personal time. "Blocks of family time are non-negotiable," she says. She brainstorms with her husband, who is also part of her team, to spend more time at home and create work-life balance.

She and her husband got married in 2016. "I met him working at the spay and neuter clinic. He was an accountant helping as a surgical technician since it was his family's business. It was

love at first sight for me. I instantly knew that he was a kind and giving person. We started dating a month after meeting."

Opposites attract. For Flor, that was certainly the case. "My husband is the exact opposite personality from mine," she says. "I'm a driver and very people-oriented. He is more easygoing, patient, and leans towards administrative tasks. We make a great team." They want to have 10 children and are expecting their third child in late 2020.

Flor is living her dreams in real estate and can't imagine a more perfect career. "This is a dream come true for me," she says. "I don't consider myself a salesperson because I don't think about the real estate - I focus on deep relationships and the real estate always follows."



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# MEET ROB AND BETH MAHONEY ROOTED IN REAL ESTATE

► couples in real estate



Rob Mahoney entered real estate right out of college. A third-generation REALTOR®, Rob has always known that he wanted to enter real estate. It runs deep in his family.

His grandma, Joyce Mahoney, was the first female president of the Cincinnati Area Board of REALTORS®. His dad, Bob Mahoney, is the President of Sibcy Cline REALTORS®. Rob has been an agent for 18 years.

Beth became a REALTOR® 13 years ago. She says, “I went into real estate when Rob took a management position at Sibcy Cline. Rob had built up a sizable clientele before he went into management, so I got my license to build onto that since he couldn’t still sell as a manager at Sibcy. I was in another sales position before I transitioned into real estate. It was something that just made sense to us both to do and we haven’t looked back.”

## Working Together As A Couple

“Friends and family will say to us all the time, ‘I don’t know how you do it, I could never work with my wife/husband,’” says Beth. The truth is, Rob and Beth work very well together.

About three years ago, Rob decided to leave a management position within Sibcy Cline that offered a salary and great benefits to join Beth as a team with no benefits or guaranteed salary. This speaks volumes about his desire to work with his wife in real estate.

“The easy thing to do would have been to stay in that job, but we decided as a family that taking the leap to have both of us selling real estate full-time was the best route for us,” says Rob.

Real estate appeals to both of them, especially with its flexibility. Beth and Rob explain, “The idea of having a flexible schedule and knowing that in real estate every day is going to be different is very appealing and exciting for us.”

They each excel individually and together. Rob says, “Beth has a great eye for design and helping sellers prepare their home for the real estate market.” Rob, with almost two decades in real estate, has built relationships with clients.

Together, they find that communication with their clients has always been the key to their success. Rob comments, “We are always trying to improve our communication with each other so we always know what is going on with each buyer/seller. The use of technology behind the scenes, specifically Skyslope and Microsoft One Drive have been ‘lifesavers’ for us.”

As a team, they try to attend all listing appointments together. They have also gone on buyers’ showings together, although it is usually just one of them.

Two are better than one. With a career volume of 130 million dollars, the Mahoney Group has achieved sweet success in real estate. They were also proud recipients of the CABB Circle of Excellence and Sibcy Cline’s Top Level Awards.

...



“The easy thing to do would have been to stay in that job, but we decided as a family that taking the leap to have both of us selling real estate full-time was the best route for us”



**Creating Work-Life Balance**

Any top producer has to try to find work-life balance. The Mahoney Group is no exception.

“We talk about this as a couple all the time,” says Beth. “How do we create and sustain the work/life balance? We have built our business on being available and responsive to our clients.”

“Given the nature of the business and how quickly you need to react, that can be challenging to balance. We by no means have mastered the work/life balance and that is something we are continually discussing and working on.”

**Overcoming Obstacles**

With COVID-19, Rob and Beth were forced to adjust the way that they do business and provide great service to their clients. Instead of viewing the global pandemic as an obstacle, they took it as an opportunity.

Beth explains, “Right now we are focused on how the real estate industry is going to change and making sure we are staying ahead of the curve.”

They also bend over backward to accommodate clients. One client was moving to Cincinnati from the West Coast with their family. Due to COVID-19 and the nationwide travel shutdown, the buyer was unable to visit Cincinnati to do any in-person home viewings.

“We had to get creative and use all the technology available for them to see the homes virtually and through videos. We were able to secure a home and they should be settled before schools start in August,” says Rob.

Family time helps create time away from the hustle and bustle of work. Rob and Beth, who are both born and raised in the Montgomery area, have three boys: Robby (13), Quinn (11), and William (8). When they aren't working, you can find Rob and Beth shuffling the kids between school and sporting events or to their friends' houses.

In her free time, Beth loves to walk around Montgomery with their 4-year-old Goldendoodle, Rory. Rob enjoys exercising and playing golf, which suits him to a tee.

Whether hanging out with family or helping people find homes, Rob and Beth are passionate about helping others. Together, they make a great team and are eager to exceed their clients' expectations with their communication, accessibility, and solid work ethic.

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“We strive to be the best custom framing business in town,” says John Yonas, owner of ASM Custom Framing. He hired Kelly Stewart, who has 39 years of experience in custom framing to manage ASM Custom Framing. Through the years, Kelly has framed thousands of items, including memorabilia, sports jerseys, champagne bottles, tennis shoes, and much more.

“We didn’t aspire to open a framing shop,” admits John. John, who is an attorney at Yonas & Rink, LLC, and owner of American Homeland Title Agency, found himself in charge of three silent auctions over the course of a month years ago.

“I had never done a silent auction before, but one of my connections owned a charity auction business. I reached out to him and two of three silent auctions happened. After those two events, I reached out to the gentleman who owned the charity auction, asking him to decorate my two conference rooms in my West Chester business. The gentleman came back and asked me if I wanted to buy the business.”

While John’s initial answer was no, he soon changed his mind. “After thinking about it, I thought it would be a nice extension of American Homeland Title Agency and a way to give back to the community. Through the charity auction business, we could do that in a bigger way.”

As life would have it, the only way to be a profitable charity auction business was to open a custom framing shop. “We decided to do that,” says John. Three years ago, he opened ASM Custom Framing. He was proud to hire Kelly, whom he credits as the “best framer in the Cincinnati market.” Based on word of mouth, the company has grown.

“We still do charity auctions, custom framing, and have a niche of jersey framing,” says John. You name it – ASM Custom Framing frames it. “We do memorabilia, jerseys, military uniforms, and wedding dresses.”

ASM Custom Framing also works hand in hand with the American Homeland Title Agency. “We give a \$50 gift certificate that can be used at ASM Custom Framing as a closing gift,” says John.

#### Kelly’s Background in Framing

Kelly has been working in custom framing since the age of 16, going full-time when she was 18.

“My father was an artist and he graduated from Miami University in 1972. He opened a frame shop and I started working for him when I was 16 in 1981. My dad taught me all the stuff he knew. I worked for him for nine years before he closed his shop and

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### ►► sponsor spotlight

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

# ASM CUSTOM FRAMING

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returned to teaching. I went to Frame and Save Oxford, which was down the street, and worked there for 20 years,” shares Kelly.

From 2007-2013, she worked at West Chester Frame and Save until they closed their retail shop. Then she moved to ASM Custom Framing and has been there ever since.

“I’ve got a total of 39 years of picture framing and I really enjoy it,” says Kelly. “I’m really lucky to be able to keep framing. I’m happy John bought the company and kept it going.”

#### Why Choose ASM Custom Framing

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Charity auctions are another possibility, whether a live auction, silent auction, or another activity. Raise funds with the help of ASM Custom Framing. Items are available on wholesale and on consignment to ensure no risk to the organization.

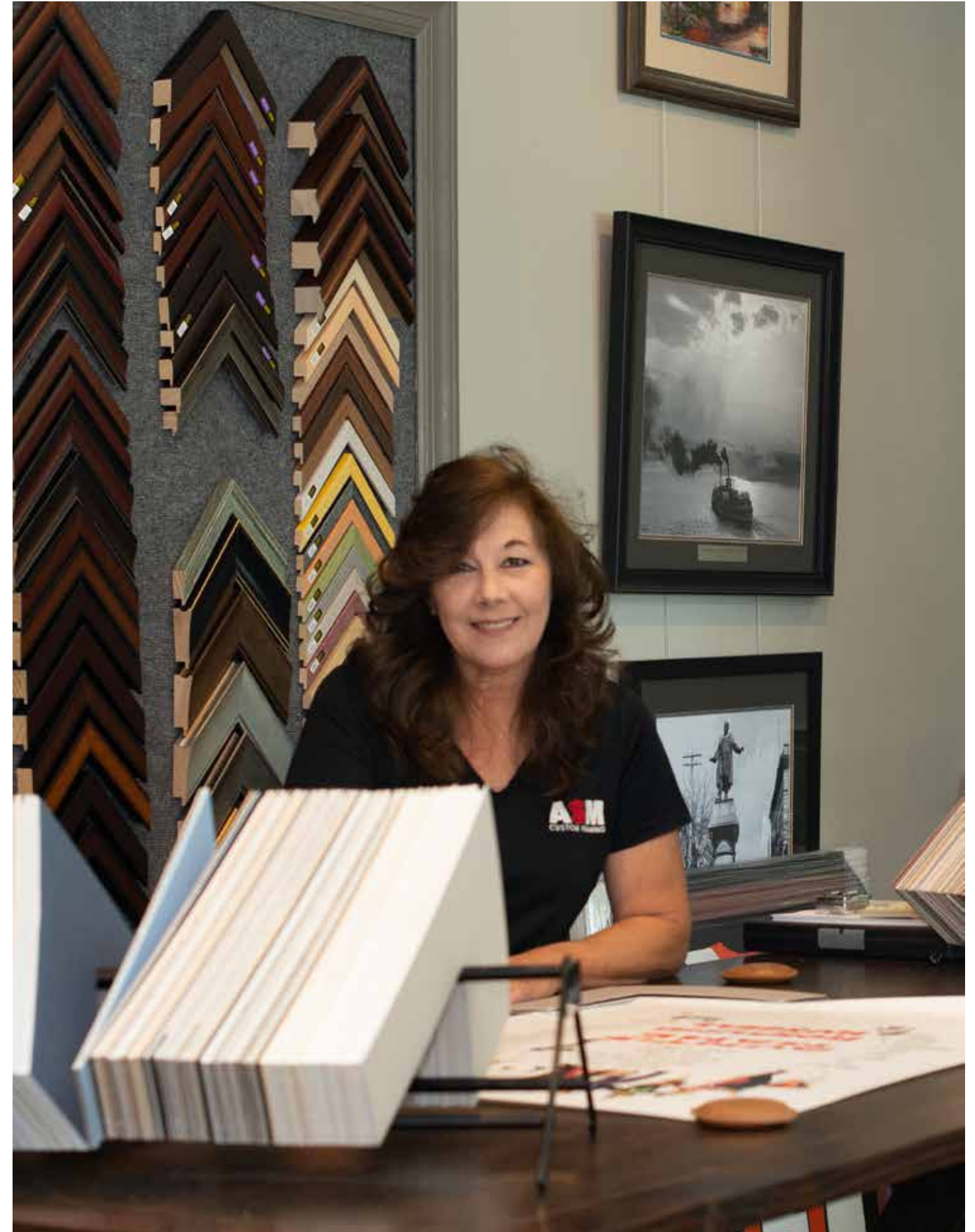
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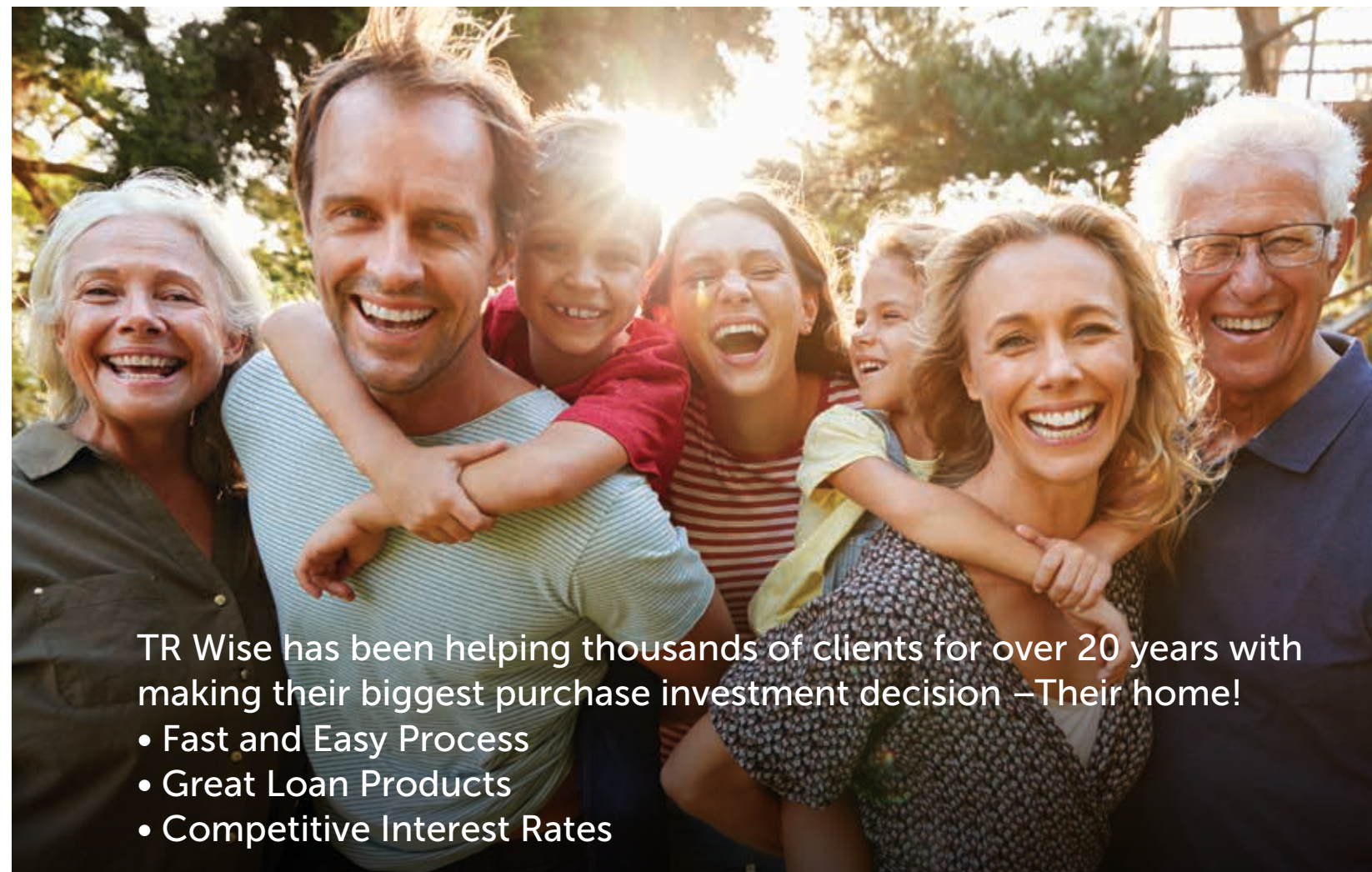
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# Meet **Rick** and **Holly Finn** of the **Finn Team!**

▶ featured producer  
Photography by **Mackenzie Frank**  
Written by **Elizabeth McCabe**



This Dynamic Duo **Excels in Real Estate**



...

**TWO ARE BETTER THAN ONE.** RICK AND HOLLY FINN ARE A DYNAMIC DUO WHO EXCELS IN REAL ESTATE. RICK STARTED IN REAL ESTATE BACK IN 1991, CELEBRATING HIS 25TH YEAR IN REAL ESTATE THIS YEAR. HOLLY STARTED A DECADE LATER, LAUNCHING INTO REAL ESTATE IN 2001.

**The Road to Real Estate**

Rick's father, Dick Finn, was a REALTOR® and then an office manager for West Shell for many years, so Rick grew up around the business. Dick was a great guy and highly regarded by everyone in real estate who knew him. Rick saw himself following in his father's footsteps.

After earning a psychology degree from UC, Rick went into real estate. The choice was obvious. He loved working with people and had a natural sales personality. He started working at West Shell on the west side of town. Holly says, "Rick has endless energy, always maintains a positive attitude,



Such a fun couple!  
Had to catch a candid!

Rick and Holly were introduced to each other in 2002 when a lady in his office who knew both of them highly suggested we go out because she thought we would be a great match. Rick says, "There was an instant connection and we were married in 2003."

**Award-Winning Agents**

Holly and Rick are proud to be ranked in the Top 1% of all REALTORS® in the Greater Cincinnati area, which is the top 10 out of over 3,500 REALTORS®. They were also recently recognized #4 in Volume on 2020 Real Trend's America's Best Real Estate Professionals List. Not to mention also earning the West Shell Junior Award.

The Finn Team also makes its presence known on social media. They were ranked #1 Cincinnati Real Estate Agents in Social Media for 2019 by Property Spark.

Holly and Rick are also proud to be awarded the Circle of Excellence through the Cincinnati Board of REALTORS® and the International President's Circle at Coldwell Banker.

Rick says, "We have been selling over 150 homes a year for the past few years and are on track to sell over 180 in 2020." Their 2019 volume was around \$60 million.

**Secret to Their Success: Service**

"We are very passionate about providing a high level of service to each client to help them achieve their goals. Now more than ever, clients need a real estate agent they can trust to guide them through the process. When the virus changed everything in March, our clients were relying on us to help them decide the best timing for them to buy or sell," explain Holly and Rick.

The Finn Team excels in service as each member has a specialized role. With personal service, customized marketing, and years of experience, this dedicated team supports one another and their clients.

"Not one person can do everything well. Each person has their unique strengths and we try to leverage each team member's gifts. We feel like we have gotten to the point with our team that we have everyone doing what they are best at," says Rick.

...



has a great sense of humor, and nothing seems to faze him...all of which help to make him a great REALTOR®."

As for Holly, she attended Miami University and earned her degree in Health Appraisal and Enhancement. She says, "I worked in the wellness field for a few years, but did not see the right opportunities for future advancement at that time." Her parents owned a catering company (Village Pantry Catering) and also dabbled in real estate investing.

At the age of 23, Holly's parents sent her out with their REALTOR® to pick out a duplex that they would purchase and Holly was going to rent from them. After experiencing the process of looking at homes, Holly was intrigued and decided to get her real estate license. Holly always had an entrepreneurial spirit and thought that one day she would own her own business. Real estate was a great fit for that. The duplex was located in East Walnut Hills and Holly started working at Coldwell Banker West Shell in Hyde Park.

**Meet the Team**

Rick is the backbone of the Finn Team and the “rainmaker,” generating the majority of the business from past clients and people he meets and handles the listings. Holly excels as the marketing coordinator and handles lead generation, accounting, and marketing.

J. Webb joined the Finn Team eight years ago. He was working in real estate in Fort Lauderdale and decided to move back to Cincinnati to be closer to his family. He has a great eye for helping buyers picture what something can be, and is a valuable Buyer Specialist on the team. His negotiating skills are excellent and always work towards what is in the best interest of his clients.

Sarah Sally was a paralegal and decided that real estate would be a good fit with her background in working closely on contracts and with people. She is a very hard worker and an excellent Buyer Specialist, often becoming friends with clients after the closing. Holly says, “Our clients frequently tell us how much they enjoyed working with J and Sarah when searching for their home.”

The Finn Team works well together with each person in his or her respective role.



**Family Focused**

When Holly and Rick aren’t working, they enjoy spending time with their family. They are blessed with four children (ages 19, 14, 11, and 5), and two adorable dogs. Their 19-year-old is entering his second year at UC and might want to get into real estate.

Holly shares, “All of our parents and extended family on both sides live local in greater Cincinnati, which has made it especially nice over the years raising children while working in real estate because we have relied heavily on all of them for babysitting needs and couldn’t have done it without their support!”

One notable thing about Holly and Rick is that they are licensed in foster care and are a certified “Safe Family.” Rick says, “We always want to keep in the forefront of our mind that we have been blessed and therefore must help others. We enjoy hosting other children who need a place to stay temporarily.”

The Finns are an active family that enjoys sports, outdoor activities, traveling, family gatherings, friends and their church community. They are actively involved in Crossroads Church.

To relax and unwind, Rick is an avid runner. Ever since the age of 25, he has been running two marathons a year...so has completed over 50 marathons (26.2 miles). Holly says, “He even finished

a 50-mile race once. He is very disciplined with his running and other areas of his life.” The quote hanging in his office is “There are no traffic jams on the extra mile.” He is always pushing himself to improve.

In their free time, Rick and Holly love spending time with family and friends. They enjoy traveling and have fond memories of Rick’s 50th birthday trip to Italy last summer. They love the outdoors and like hiking, kayaking, bike riding, swimming, yoga, etc.

“Being in the business, we get to see a lot of cool properties,” says Rick. “This has meant that we tend to move more frequently than most! We are in our fifth house since we met, and our most recent move three years ago was to a house we felt could be a home where we could host family and offer a fun place for the kids to invite their friends. We enjoy getting to meet all of their friends who come to swim at the pool. A side benefit of moving frequently is that we can better relate with our clients about the process and all of the fun AND ‘not fun’ aspects of moving since it is always fresh in our mind.”

Rick and Holly excel in real estate with their drive, determination, and putting others first. For more information on the Finn Team, check out their website, [www.finn-team.com](http://www.finn-team.com) or their Facebook page, [www.facebook.com/rickandhollyfinn](http://www.facebook.com/rickandhollyfinn).



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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- July 31, as of August 6, 2020 at 3:59PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	79	\$77,505,271
2	Kim K Mansfield	Keller Williams Advisors	148	\$33,451,408
3	Rick J Finn	Coldwell Banker West Shell	99	\$32,726,611
4	Bob Dorger	Comey and Shepherd	58	\$32,109,587
5	Peter D Chabris	Keller Williams Seven Hills Re	137	\$29,212,105
6	Scott A Oyler	Coldwell Banker West Shell	81	\$27,802,778
7	Ragan R McKinney	Ragan McKinney Real Estate	169	\$27,385,305
8	Robert Dorger	Comey and Shepherd	42	\$24,629,487
9	Michael C Hinckley	Coldwell Banker West Shell	55	\$24,605,737
10	Adam G Marit	Real Link	98	\$24,588,895
11	Donna Franke	Sibcy Cline	58	\$24,274,632
12	Andrew S Gaydosh	eXp Realty	94	\$21,973,255
13	Kevin E Hildebrand	Comey and Shepherd	71	\$21,595,300
14	Sandra L Peters	Comey and Shepherd	32	\$21,155,111
15	Ellie D Kowalchik	Keller Williams Pinnacle Group	70	\$20,368,875
16	Rakesh Ram	Coldwell Banker West Shell	72	\$20,352,429
17	Michael P Hines	Coldwell Banker West Shell	40	\$19,604,239
18	Holly M Finn	Coldwell Banker West Shell	63	\$19,409,422
19	Ron A Bisher	Coldwell Banker West Shell	78	\$18,415,818
20	Tina A Burton	Sibcy Cline	73	\$18,218,834
21	Sue S Lewis	Sibcy Cline	52	\$18,081,650
22	Andrea L DeStefano	Sibcy Cline	42	\$17,725,500
23	Mike Hildebrand	Comey and Shepherd	61	\$17,643,560
24	Kathy J Kramer	Star One Real Estate	45	\$17,393,778
25	Andrew Homan	Coldwell Banker West Shell	39	\$17,073,392
26	Tom Deutsch Jr.	Coldwell Banker West Shell	89	\$16,886,587
27	Lee G Robinson	Robinson Sotheby's Internat'l	28	\$16,635,794
28	Sarah E Close	Keller Williams Advisors	58	\$16,569,720
29	Diane Tafuri	Sibcy Cline	27	\$16,455,165
30	Heather R Herr	Coldwell Banker West Shell	43	\$16,014,105
31	Tiffany B Allen-Zeuch	Sibcy Cline	42	\$15,112,130
32	David W Wellinghoff	Comey and Shepherd	26	\$14,919,950
33	Sondra M Parker	Coldwell Banker West Shell	40	\$14,879,551
	Kelly Pear	Comey and Shepherd	30	\$14,537,502

# TOP 150 STANDINGS


Individuals | By Volume Closed date from Jan 1- July 31, as of August 6, 2020 at 3:59PM

Rank	Name	Office	Total	Volume
35	Nicole M Gulick	Reign Realty	44	\$14,535,085
36	Chris R Waits	Sibcy Cline	61	\$14,524,650
37	Regina M Hamilton	Sibcy Cline	68	\$14,097,596
38	Megan S Stacey	Coldwell Banker West Shell	38	\$14,088,105
39	Lisa S Morales	Coldwell Banker West Shell	54	\$14,063,050
40	Ingrid K Likes	Coldwell Banker West Shell	32	\$13,841,177
41	Michael L Vazquez	ERA Real Solutions Realty	41	\$13,823,934
42	Anna S Bisher	Coldwell Banker West Shell	55	\$13,695,418
43	Timothy J Mahoney II	Sibcy Cline	17	\$13,610,600
44	Jon L Bowling	RE/MAX Preferred Group	63	\$13,478,112
45	Alexander Schafers	RE/MAX United Associates	51	\$13,461,026
46	Sue M Miller	Comey and Shepherd	58	\$13,380,300
47	Amy L Markowski	Keller Williams Realty Assoc.	74	\$13,315,819
48	Bob Hines	Coldwell Banker West Shell	24	\$13,279,200
49	Bobby Stephens	Comey and Shepherd	22	\$13,235,150
50	Julia Wesselkamper	Coldwell Banker West Shell	29	\$13,179,075

Rank	Name	Office	Total	Volume
51	Jon W Weeks	Keller Williams Realty Assoc.	60	\$13,173,450
52	Kathy M Bryant	Weichert Realtors	24	\$13,168,900
53	Sue Wahl	Comey and Shepherd	58	\$12,968,600
54	Deborah A Martin	Keller Williams Advisors	36	\$12,913,529
55	Patrick J Cagney	Coldwell Banker West Shell	73	\$12,709,265
56	Jason J Bowman	RE/MAX Elite	59	\$12,429,261
57	Denise L Gifford	Keller Williams Realty Assoc.	42	\$12,363,861
58	Michele Donovan	Comey and Shepherd	64	\$12,339,524
59	Scott T Ferguson	Keller Williams Realty Assoc.	41	\$12,155,040
60	Angelo M Pusateri	Comey and Shepherd	24	\$12,076,824
61	Micha Gleisinger	Comey and Shepherd	28	\$11,993,950
62	Lynn M Schwarber	Comey and Shepherd	39	\$11,916,700
63	Jon A DeCurtins	ERA Real Solutions Realty	30	\$11,905,350
64	Maryann D Ries	Coldwell Banker West Shell	29	\$11,791,456
65	Walter B Gibler	Coldwell Banker West Shell	41	\$11,748,365
66	James C Harris	Keller Williams Seven Hills Re	54	\$11,723,305
67	Sarah A Woody	Keller Williams Advisors	46	\$11,612,350
68	Tyler A Smith	RE/MAX United Associates	41	\$11,600,129
69	Rebecca A Messenger	Comey and Shepherd	28	\$11,564,602
70	Lori N Wellinghoff	Comey and Shepherd	17	\$11,528,550
71	Courtne C Brass	Coldwell Banker West Shell	55	\$11,522,909
72	Chris Dohrmann	Sibcy Cline	13	\$11,472,825
73	Eric Lowry	eXp Realty	48	\$11,463,400
74	Mitchell Ram	Coldwell Banker West Shell	44	\$11,367,000
75	Janelle A Sprandel	Comey and Shepherd	41	\$11,333,491
76	Hossam Elsayed	Plum Tree Realty	52	\$11,272,194
77	Monika Deroussel	eXp Realty	38	\$11,202,550
78	Tyler McConnell	Comey and Shepherd	59	\$11,192,815
79	Gina A Dubell-Smith	eXp Realty	31	\$11,039,633
80	Gary L Hamilton	Sibcy Cline	54	\$10,976,846
81	James E Pitzer III	Coldwell Banker West Shell	34	\$10,952,354
82	David D Dawson	Sibcy Cline	28	\$10,913,900
83	Sharon I Packer	Coldwell Banker West Shell	19	\$10,759,450
84	William Draznik	Coldwell Banker West Shell	24	\$10,696,300


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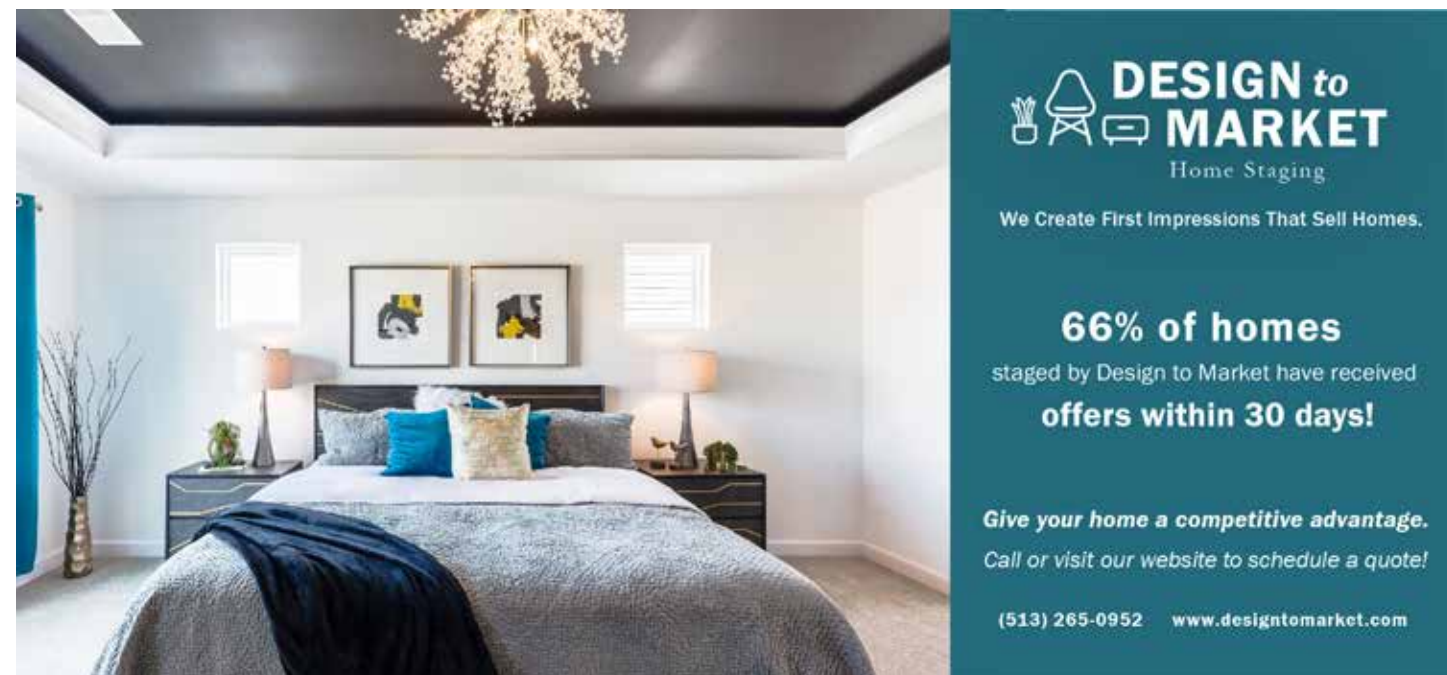
# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- July 31, as of August 6, 2020 at 3:59PM

Rank	Name	Office	Total	Volume
85	Benjamin M Austin	Keller Williams Advisors	55	\$10,662,600
86	Amy Hackett Roe	Sibcy Cline	22	\$10,649,900
87	Emily A Foebar	Huff Realty	41	\$10,550,750
88	Paul C Renwick	Renwick Realty	86	\$10,533,750
89	Michael T Wiseman	ERA Real Solutions Realty	31	\$10,529,377
90	Shelley Miller Reed	Sibcy Cline	21	\$10,503,800
91	Lisa M Phair	Coldwell Banker West Shell	43	\$10,500,005
92	Zachary Ferrell	Keller Williams Community Partners	55	\$10,498,500
93	Jeanne M Rieder	Hoeting, Realtors	51	\$10,382,430
94	Celia B Carroll	Sibcy Cline	21	\$10,353,769
95	Laura M Faz	RE/MAX Preferred Group	37	\$10,269,062
96	Candace N Burton	Sibcy Cline	43	\$10,265,734
97	Larry L Thinnis	Sibcy Cline	36	\$10,168,536
98	Jason A Reynolds	RE/MAX Alpha Real Estate	36	\$10,076,261
99	Heather M Stallmeyer	Coldwell Banker West Shell	27	\$9,934,601
100	Tammy K Thome	Century 21 Thacker & Associates	50	\$9,889,640

Rank	Name	Office	Total	Volume
101	Jamie R Gabbard	Comey and Shepherd	42	\$9,885,800
102	Kathy G Comisar	Comey and Shepherd	7	\$9,840,540
103	Beth A Brown Ciul	Keller Williams Realty Assoc.	44	\$9,745,300
104	DeeDee R Ollis	RE/MAX Victory	47	\$9,723,450
105	Mark Schupp	Star One Real Estate	45	\$9,715,538
106	Keli S Williams	Sibcy Cline	32	\$9,650,750
107	Tyler Minges	Huff Realty	49	\$9,609,323
108	Robert R Smith	Coldwell Banker West Shell	50	\$9,559,897
109	Dana Lynn Atti	Comey and Shepherd	25	\$9,469,800
110	Helena F Cameron	Sibcy Cline	26	\$9,465,481
111	Guy W Cagney	Coldwell Banker West Shell	56	\$9,363,150
112	Zach Singler	RE/MAX Local Experts	30	\$9,351,554
113	Heather S Kopf	Kopf Hunter Haas	17	\$9,222,750
114	Daniel Baron	Keller Williams Advisors	43	\$9,212,120
115	Brian P Leisgang	Coldwell Banker West Shell	33	\$9,206,650
116	Meg S Perez	Coldwell Banker West Shell	50	\$9,183,000
117	Judy S Recker	Sibcy Cline	11	\$9,118,794
118	Catherine M Mueller	Sibcy Cline	25	\$8,936,782
119	Barbara Browning	Coldwell Banker West Shell	24	\$8,876,500
120	Tami E Holmes	HER LLC	46	\$8,869,475
121	Pete Kopf	Kopf Hunter Haas	20	\$8,843,370
122	Maureen D Pippin	Sibcy Cline	8	\$8,766,000
123	Lisa E McCarthy	Coldwell Banker West Shell	45	\$8,720,427
124	Patrick Gunning	Coldwell Banker West Shell	20	\$8,593,940
125	Cody M Brownfield	Redfin Corp.	27	\$8,546,199
126	Leann M Starks	RE/MAX Preferred Group	38	\$8,544,655
127	Marsha Bennett	Bennett Realty	39	\$8,543,600
128	Brett A Keppler	TREO Realtors	45	\$8,517,950
129	Alison W Moss	Keller Williams Seven Hills Re	21	\$8,508,250
130	Elizabeth Waits	Sibcy Cline	34	\$8,381,350
131	Constance A Juillerat	Sibcy Cline	19	\$8,299,000
132	Bryan L Hoelzer	Coldwell Banker West Shell	36	\$8,293,175
133	Heather R Alley	ERA Real Solutions Realty	23	\$8,267,857
134	Don M Johnson	Cutler Real Estate	42	\$8,215,761

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- July 31, as of August 6, 2020 at 3:59PM

Rank	Name	Office	Total	Volume
135	Anne V Bedinghaus	Coldwell Banker West Shell	42	\$8,201,100
136	Beth R Mahoney	Sibcy Cline	18	\$8,038,189
137	Vicki M Sylvestre	Keller Williams Realty Assoc.	21	\$7,978,900
138	Christy L Colglazier	Huff Realty	26	\$7,959,450
139	Derek L Tye	eXp Realty	22	\$7,951,059
140	Lesli D Norris	Coldwell Banker West Shell	29	\$7,930,867
141	Cindy Shetterly	Keller Williams Distinctive Real Estate	33	\$7,927,385
142	Ben Freimuth	Robinson Sotheby's Internat'l	29	\$7,893,400
143	Nick Guetle	Boardwalk Realtors	34	\$7,832,501
144	Eric Surkamp	Comey and Shepherd	28	\$7,830,275
145	Austin R Castro	Coldwell Banker Heritage	19	\$7,816,035
146	Steve Sylvester	Comey and Shepherd	15	\$7,802,150
147	John M Bissman	Keller Williams Pinnacle Group	33	\$7,801,874
148	Kimberly A Price	Plum Tree Realty	55	\$7,798,500
149	Marc A Cameron	Sibcy Cline	25	\$7,794,050
150	Brian M Bainum	Keller Williams Seven Hills Re	27	\$7,775,750

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