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Tim Spanagel

PHOTO + VIDEO

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Photography by **Brenna Smith** | Written by **Elizabeth McCabe**

“For as long as I can remember, photography has been a part of my life,” says Tim Spanagel. “My earliest memories are of my mother holding a camera taking photos of my sister and me. My interest in photography and videography stemmed from my mother’s passion for taking pictures. There were few moments where she didn’t have a camera in her hands.”

Passionate about photography and videography, Tim attended The Art Academy of Cincinnati and earned a Bachelor of Fine Arts, studying

photography and videography. He started as a part-time graphic designer after graduating college before launching his business, Tim Spanagel Photo + Video in 2015. He built his business successfully through word of mouth, making connections with area real estate agents.

Originally, Tim purchased a gimbal to film snow skiing, which enabled him to film without shaking or camera movement while skiing. He says, “I thought I could use the gimbal in a better way and make money doing

it.” When he realized that there was nothing like it in Cincinnati at that time for real estate listings, Tim saw the need for a business.

Using his expertise, he is able to make properties stand out from their competition. The options are endless with drone work, photography, and videography. Tim can make videos that are seamless that allow a prospective buyer to see the inside and outside of the house as well as understand the flow of the house. It also helps agents market themselves and secure more listings in the future.

“I have a strong understanding of the arts, which is important for doing video work,” says Tim. With his background in color theory and composition, he is able to make impressive videos that do not disappoint.

“I cut together a video with drone video clips and with interior shots of a house,” explains Tim. Angles are varied to promote interesting shots, such as peeking out from behind a corner, going in and out of rooms, or focusing on an architectural detail of the house.

You can see Tim’s work for yourself on his Instagram account @timspanagelphoto. Best of all, agents can market themselves with Tim’s work. He says, “Use the photos and video on your social media account. Video will help you get more listings.” Video, for luxury listings, really makes a difference in attracting the right buyer for the property.

“Agents who work with me really understand the value of marketing themselves,” says Tim. “I look at my

services as a way to help agents stand above the competition, getting them more business. Homeowners really feel like they are better taken care of when you have professional photography and video done of their house.”

A professional at his craft, Tim is really respectful with homeowners. He comments, “I understand that when I am working with the agents, I am the face of the agent and represent their business. I have that in mind. I would never do anything that would hurt that reputation. I’m very conscious of knowing my client is the agent – not the homeowner – and put the agents’ needs above mine. I take that seriously.”

Tim has two part-time editors on his team, a photography editor and a videography editor. He also hired a full-time photographer. Tim continues to be at most of his shoots and likes meeting new clients personally when possible.

The Process

The process is simple from start to finish, starting with a call or a text

from a REALTOR®. Tim connects with the agent on the phone and asks them what they may be envisioning for the property.

“I can do regular photos inside and out, drone photography and video, and video tours,” says Tim.

After determining a plan for the home, Tim comes to the listing and gets to work. If photography is done of the house, 20-30 minutes is all that’s needed. When drone photography and videography is used, expect an additional hour for a listing under \$600,000. Additional time is required for larger homes.

“I have next evening turnaround,” says Tim. “If we do photos or video on Monday, the home will be 100% ready to list on Wednesday morning.”

Why Choose Tim?

When you choose Tim Spanagel Photo + Video, expect the best. Don’t be fooled by competitors who lack in quality. As Tim explains, “I’m the only person in the city doing the video work



“Agents who work with me really understand the value of marketing themselves.”



...

like I do.” His competitors often have poorer shot quality as well as editing.

“It comes from all the years that I have been doing this,” explains Tim. “I’m always evolving and trying to get better.” Currently, Tim is trying to bring the high-end glam videos to the Cincinnati market (that you often see on the West Coast) for a budget that makes sense for the Cincinnati market.

About Tim

A Cincinnati resident since the age of 13, Cincinnati is “definitely home.” Tim explains, “I grew up in the area.” He also attended school in Cincinnati.

A successful entrepreneur, Tim also owns a wedding photography business, Hunter & Light, which he does along with Jon Medina and Erik Schiedt, who helps with his real estate photography business. These three friends met at the Art Academy.

Tim is engaged and getting married in August to his fiancé Zac. He works in the marketing department at Maple Knoll Community Village in Springdale.

“We’re looking forward to starting a life together,” says Tim.

Outside of work, Tim likes to relax and recharge by rock climbing, snow skiing, gardening, and “anything outdoors.”

For more information on Tim Spanagel Photo + Video, check out his Instagram page @timspanagelphoto, email Tim at tspanagel@gmail.com, or call him at 513-374-8656.



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▶ on the rise

Photography by Brenna Smith
Written by Elizabeth McCabe

MEET Kelly

SCHUCKMAN FUGAZZI

with Sibcy Cline

Life is too short to have a job you aren't passionate about. Kelly Schuckman Fugazzi worked for a payment processing company out of college for two years before finding a job that would lead her into her true passion, real estate.

"I made the switch to MI Homes to be in a field I enjoyed," she says. While in college, she had the opportunity to study real estate. Kelly says, "I went to OU. Instead of art classes and electives, I took all the real estate classes knowing that was something I wanted to do in the long run. I had a real estate certificate when I graduated in 2012, but I didn't take the state exam until 2017."

When Kelly was at MI Homes, her boss found out that she had her real estate certificate. He told her, "Why aren't you doing real estate? You would be amazing at it!" With his convincing and after overcoming her fear of failing,

Kelly launched into real estate but it wasn't without some reservations.

"I was terrified to go to a job that was 100 percent commission," she admits. "It was always my plan to get a job out of college and do real estate on the side for a while, but I never would have dreamed it would take off like it did. I continued to work for MI Homes until I was brave enough to make the jump," she says.

The path of real estate wasn't entirely foreign to her. Kelly explains, "I can remember being like 5 or 6 and taking listing magazines from Kroger when I would go shopping with my mom and I would flip through and look at all the houses in the car. I also loved roaming through houses that were being built around the neighborhood." Looking back on how all the puzzle

...

“I always need things to look forward to and fun activities bring out the best in people. This also brings different groups of people together that wouldn’t otherwise hang out.”



pieces fell, I know real estate was always in the cards for me.

Loving Real Estate

Real estate is Kelly’s dream job. She explains, “Purchasing a home is one of the biggest things that people do in their lifetime. It’s exciting for them and it’s exciting for me. I like building relationships with people. It’s one of my strengths.”

Kelly, who describes herself as a competitive person, likes that this career strives to make you better and never complacent for myself and for my clients. She explains, “Real estate ignites the part of my brain I don’t get to use often. It gives me a competitive edge.”

With a career volume topping 18 million, Kelly found a job that suits her perfectly. Since she had her first baby in November 2019, she has done 11 million dollars, which is remarkable.

How does she do it all? “I can’t say no,” says Kelly. “I have even agreed to show houses on Christmas Eve and Christmas Day. In this market, you have to be able to drop everything.” Kelly knows how to hustle and is readily accessible to her clients. She couldn’t do everything she does without her husband and her parents supporting her every step of the way.

Even though I have odd hours most days, I feel my career allows me to have a work-life balance. Reese is becoming a toddler and her personality is growing more and more and I have the flexibility to see her learn and experience new things.

“When I first started a few years ago my goal was to hit Rookie Club at Sibcy,” says Kelly. “When I hit that my first year, I knew I made the right decision. I would have never believed you if you told me I would make

Sibcy’s Premier Club within four years, I thought that would be something I would hit 15 years from now!”

Setting Herself Apart

Kelly rises to the challenge – whatever it may be – to be successful in real estate. Even during COVID-19, she didn’t let low inventory hold her back from helping her clients get the properties of their dreams.

“Finding houses in this market is like finding toilet paper at the beginning of this pandemic,” says Kelly. “You have to send letters and contact all the agents you to see if you can get a home prior to one being listed.” In certain price points, it is not uncommon to compete with 20 other offers.

Connections make the difference in real estate, whether with other REALTORS® or with clients. She comments, “I try my best to build



relationships with my clients so they aren’t just surface level with the goal of making them lifelong clients. I just want the process to be the least stressful it can be for them and never be pushy or to make them feel like they have to settle.”

“This is supposed to be an exciting time for them and I try to keep it lighthearted but also give them the knowledge I have gained so far.”

It’s not about just closing a deal for Kelly. She explains, “I truly want what’s best for my buyers and sellers.”

Fueled by Family

When Kelly isn’t working, you can find her spending time with her family. She married her husband Matt in 2015 and welcomed their first child Reese in 2019.

“It is a much different ballgame now that I have a daughter,” says Kelly. “Because of COVID, we did not send her to daycare until she turned 14 months so she was at home with me. However, it was not a one-person job and I truly couldn’t have done that without my husband and parents stepping in and helping during all the last-minute shuffling I would put them through. They say it takes a village and I couldn’t agree more! It was a whirlwind year.”

To relax and unwind, Kelly likes cooking and planning events for friends and groups prior to COVID-19. She likes planning murder mysteries, themed golf outings, cake decorating, music trivia nights, and even trips to Elk Creek shooting clay.

“I always need things to look forward to and fun activities bring out the best in people. This also brings different groups of people together that wouldn’t otherwise hang out,” says Kelly.

Optimistic for the Future

Kelly, a Cincinnati native, was born and raised in Loveland and attended Mount Notre Dame High School. Rooted in the community, she is optimistic for the future.

“I couldn’t have dreamed things would have turned out the way they have,” she smiles. “It’s proof to never doubt yourself! Life begins at the end of your comfort zone.”

▶ legends in real estate

Written by Elizabeth McCabe
Photography by Brenna Smith

CHARLENE FAY at RE/MAX Go Beyond

“You have to enjoy your profession. If you don’t, then go and find something that you love to do. If you love it, you will be successful,” says Charlene Fay.

Charlene began her real estate career in 1985 and has been going strong ever since. Prior to real estate, she enjoyed being a stay-at-home mom to her two sons, Allen and Brian. She comments, “I was a volunteer at their school, debating on whether to finish school and becoming a schoolteacher. I have always enjoyed seeing different styles of homes, which made me believe selling real estate would be a better direction for me. After going into the West Shell office in Colerain and speaking to the manager, Jim Griffith, I decided to become a REALTOR® and the rest is history.” ...

With her demanding schedule, she did draw some boundaries. Charlene explains, “I did tell my manager that my priorities are my church and my family, the rest of my time will be devoted to real estate.”

After Charlene started real estate, she loved it. “My first year as a REALTOR®, I sold 28 homes. I worked in the office day and night. I still do, except when I get away on a trip,” she says. She was with West Shell Realtors until 1995, at which time she joined the RE/MAX Organization.

A creature of habit, Charlene does not run away from her work. She brings it with her, including her computer on vacation. “The first thing I do is set up my desktop,” she smiles. “I have everything I need while traveling to conduct my business.”

Charlene realized that everyone had to have a place to live. That wasn’t going to change in the Great Recession. “I hired an assistant to help me with the foreclosure part of my business.

Foreclosures had paperwork, paperwork and more paperwork,” she says. “This is the part of real estate that I disliked. It was very time-consuming and took me from the reason I became a REALTOR® in the first place. I enjoy meeting new people and being a part of their dream.”

Charlene did foreclosure listings for several years along with the traditional real estate business. “My delegated assistant decided to get her real estate license and go on her own,” she says. After training a couple more assistants, she decided to take the task of the paperwork on herself. “Being the perfectionist that I am, it was less

stressful for me to do it all myself to assure the details were done correctly,” Charlene says. When the market changed in 2016, Charlene decided not to do foreclosure listings, and to resume selling homes to the traditional buyers as well as traditional listings.

Changes in Real Estate

Charlene has come to see many changes in the real estate profession throughout the years. “I’ve come to accept those changes,” she says. “When the market was in a downturn in 2008-2014, I thought I needed to go where the market was – to list foreclosures. The market was flooded



with foreclosures then. It took a while to figure out how the foreclosure market worked, but eventually I did. I sold 88 houses the year the market crashed in 2008. Even though agents were dropping out of the real estate profession, I knew the market would eventually return, so I stayed the course,” she says with confidence.

“When I started in real estate, we had the listing real estate book of available properties,” recalls Charlene. “You could have a buyer on Monday but you couldn’t show them properties until the books came out to see what’s available.”

Charlene remembers touring through new listings after her Wednesday meetings when she first started real estate.

“Without the modern conveniences of technology, real estate was a completely different ballgame than it is today,” says Charlene.

“We didn’t have faxes, e-mails, laptops or smartphones,” says Charlene. “When the beepers came out, those were heaven-sent. We had to take every counteroffer to our buyer or seller for initials and then take it to the co-op agent’s office. Fortunately, we did have telephones,” she laughs. Charlene often had a stack of messages upon her return to the office. “When the computers came out, of course, we had e-mails.”

Charlene recalls running across town constantly with counteroffers. Today it’s all done by computers. Her relentless schedule was taxing. “Many nights, I worked from the time I woke up until I went to bed but when you enjoy what you do, it’s fulfilling,” she says.

With time, things got easier. “The cell phone came out and that was wonderful,” she smiles. Charlene recalls when the large car cell phone and the big bulky computers came out but still no laptops or iPads.

Charlene appreciates instant communication in today’s digital age. “I love texting now because it’s a direct form of communication.” Increased efficiency helps Charlene to be more effective at her job.

“Back then the houses were not nearly the price range they are today,” says Charlene. “You had to have a lot of transactions to be successful, which I did. I sold several homes in the 40s and \$50,000. price range. Now it’s difficult to find a listing for my buyers for less than \$150,000.”

“I remember contacting for sale by owners, cold calling, calling expired listings and even walking neighborhoods to get listings. Of course, now, there are no expired listings, they are selling the first week on the market if priced right.”



I have made many friends along the way, and I wouldn’t have made any changes whatsoever throughout my journey.

”

Times have certainly changed in real estate. In today’s hot market, time is of the essence. “You need to be the first one to show and the first one to write offers. “Many times, I have left my dinner table to show properties,” says Charlene. “You snooze you lose.”

An award-winning REALTOR®, Charlene is proud to be the recipient of the 2020 RE/MAX Lifetime Achievement Award. This award is given to those who have enhanced hundreds of lives through their commitment, hard work and dedication to excellence. It recognizes those who are invaluable members of the RE/MAX organization and whose high standards have a lasting impact on those around them.

At West Shell, Charlene earned THE DOZEN, a national sales award. It’s presented in recognition of leadership, integrity, enthusiasm, and commitment to top excellence. Her sales volume places her among the top five percent of residential real estate sales associates nationwide.



he decided to get his license and I’ve been training him in all aspects of the real estate business.”

Family Focused

Charlene married Al, a Navy Veteran, when she was 19 years old and they have two sons, Allen, who is a member of her team with RE/MAX and Brian, who works in Loveland Schools. They both reside in Milford. Charlene and her family are originally from the West Side of Cincinnati and now reside on the East Side, which makes her knowledgeable in the greater Cincinnati area to better serve her clients.

Now Charlene’s son, Allen Fay, is following her footsteps in real estate. Allen has been a licensed REALTOR® since March of 2020 and is proud to be a part of her team. He serves as her partner and can handle the business when Charlene is out of town.

“I knew my son would be a good REALTOR® since he was 19 years old,” says Charlene. “Last summer

A proud grandmother, Charlene treasures time with her grandson, Wyatt. “I like to spend every spare moment with my grandson,” she smiles. “If I’m going to take off a day, I’m going to be with him. Since Wyatt was 5 years old, I have always attempted to attend all of his baseball games. He’s everything to me!”

To relax from real estate, Charlene likes to vacation. “The only way my phone doesn’t ring is when I’m on a cruise ship,” she jokes. She likes getting away in the winter months to unwind. Gardening is a passion for Charlene.

Charlene says, “I have made many friends along the way, and I wouldn’t have made any changes whatsoever throughout my journey.”

Charlene has lived the life of her dreams through real estate. It has provided her a fulfilling career, connections with clients, and is paving the way for her son to have his own successful career. She can’t imagine doing anything else.

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Meet CABR REALTOR® of the Year-Sales:

JACKIE PATRICK

“I was very honored and humbled to be awarded the CABR REALTOR® of the Year Sales,” says Jackie Patrick of Star One Real Estate. With a heart of gratitude, she received this award on January 28 from the Cincinnati Area Board of REALTORS®. Unlike previous years, the award was not given out at a large meeting with hundreds of people in attendance. However, this prestigious award means the world to Jackie.

“It’s not something you apply for,” she says. Jackie was nominated for this special award and was very surprised, and even a little overwhelmed, at being nominated. Qualifications included serving in the CABR, which Jackie has done for the past 17 years. Community involvement and giving back are additional qualifications that are considered. It is a multi-step process to be considered for this award, including a thorough application and interviews with a full committee.

“Ever since I got licensed at Star One, I was encouraged to get involved with the CABR,” says Jackie. “The owner of Star One, George Meinhardt, encouraged me. He knew that I liked golf so he suggested I get involved with the Golf Committee. So, I did and ended up being the Chair of the Golf Committee. I worked with that committee for a number of years and then got involved with the Professional Standards Committee. Now I’m serving on the MLS Users Committee.”

Jackie adds, “I wanted to give back. That’s what makes this award so special to me. I do this from my heart.”

Secrets to Success

With a career volume of over 450 homes, Jackie has tasted sweet success in real estate. She says, “I don’t care if you have \$30,000 or \$3 million, I will help you find a home.” She has a heart of empathy for her clients and is there for them during life’s challenging circumstances.

What is the secret to her success? “Wanting to be successful,” says Jackie. “You’re only as successful as you want to be.” She genuinely loves working and staying in touch with all of her clients. A woman of integrity, Jackie is always honest with her clients, pointing out potential issues so that buyers and sellers can make informed decisions and avoid making costly mistakes. As a result, she has earned a lot of repeat business and referrals from her clients.

...



“I do have a
LARGE EXTENDED FAMILY
because of this business.”

...

Jackie also holds private events periodically, often held at breweries and other local small business establishments, to socialize and thank clients for their business.

“I always tell my clients that they can invite their friends if they would like. I have earned a lot of repeat business and formed a lot of friendships from that,” says Jackie.

The Road To Real Estate

“I didn’t want to go into real estate, but I had to because Kroger got out of the video business and video stores were closing by the numbers. I needed to find a new career,” admits Jackie. She found out real estate was a good fit. “When I was younger, my dad had me on the roof nailing shingles, painting, and doing things like that.” Her dad is a retired architect so she had a ready-made consultant for advice.

“My dad is my hero,” says Jackie. “He’s made a significant difference in my life, especially in my business because of his background in construction and as an architect.” With his expert knowledge, he taught Jackie the ins and outs that she “never would have known.” As she says, “My dad has been very helpful in my career.” As a result, she can see details in homes that might otherwise be missed.

“Everything fell into place,” she says. Real estate was a second career for Jackie after being in the video business for 23 years. She comments, “I started in the industry when you could only buy and sell videotapes. My mother and grandma found me that job. I started out as a cashier and worked my way up to Vice President of Marketing and Advertising and

became the Director of Development for The Video Store.”

Jackie facilitated the opening of 40 retail locations in seven states in five months. “I functioned as an onsite coordinator of design and construction,” she explains. “I obtained permits and related documents, interfacing with architects and contractors to ensure the timely production of projects.”

Remember when Kroger’s had video stores? After “The Video Store” ended, Jackie went on to work as a key account executive for a company called Entertainment Distributing. “I was a buyer for Kroger,” she explains. “I bought the movies for their video stores for them to rent.”

One perk of Jackie’s job was meeting with movie stars! She reminisces, “It was some of the best times of my life.



“You’re only as
SUCCESSFUL
as you want to be.”

I went out to dinner with Rodney Dangerfield, Mary Higgins Clark, Richard Simmons, Cindy Crawford, James Doohan and George Takei from Star Trek. I also met Richard Petty, Carol Burnette, Norman Schwarzkopf, Anna Nicole Smith, Jennifer Love Hewitt and a lot of different movie stars, Playboy playmates, race car drivers and wrestlers.” Her house is packed with memories and movie memorabilia.

As the world transitioned into a digital age, movie stores became a thing of the past. Jackie was looking for a new career and real estate was her answer. Seventeen years ago, she entered into real estate and hasn’t looked back since. She loves helping her clients find the perfect home for them.

Outside Interests

When Jackie isn’t selling homes, she loves driving her restored 1966 Pontiac LeMans! “I love going to the drag strip and I love car shows,” she says. Check out her Facebook page for pictures of her hot rod.

Community involvement is another interest outside real estate, including involvement with the FBI Cincinnati Citizens Academy. Back in 2010, a future client of hers relocated temporarily with the FBI before moving back to Washington D.C.

“I became friends with him and his family and became fascinated with the FBI,” she says. “He took me on a tour of the White House, Quantico where the FBI trains, and the J. Edgar Hoover Building where he worked, and then he told me about an FBI Citizens Academy here in Cincinnati. He made a call and I was able to enroll in the Citizens Academy in 2013.”

Jackie now serves as the Secretary on the Board of the FBI Cincinnati Citizens Academy. She shares, “We do a lot of fundraising and raised thousands of dollars to support two local human trafficking programs in 2020.” Jackie is also Vice President of the West Chester Citizen Police Academy and is excited to be President in 2022. The Alumni Association assists the West Chester police with Drug Take-back, Coffee with a Cop, child fingerprinting, and Touch a Truck among other events.

After successfully attending and graduating from the FBI Cincinnati Citizens Academy, Jackie was invited to shoot many of the firearms used by the FBI. This adventure got her hooked and added a new hobby to her free time. Now, when she isn’t helping clients with selling or buying new homes, she can be found making trips to the range for a “relaxing” afternoon! Jackie also loves to golf when time allows and travel to places, she’s never been.

A family-oriented person, Jackie enjoys spending time with her parents and sister. She concludes, “I do have a large extended family because of this business. I have kids who call me Aunt Jackie, which is really meaningful to me. I wouldn’t have that without this business.” Real estate has changed clients into friends and expanded Jackie’s influence. She couldn’t be happier about that.

Congratulations to Jackie for being named the CABR REALTOR® of the Year-Sales. What an incredible accomplishment!

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▶ neighborhood focus

Blue Ash

By Emmi Abel-Rutter

Centrally located in Hamilton County, the City of Blue Ash is a well-known staple in Cincinnati. Surrounded by Montgomery, Kenwood, Sharonville, and Reading, Blue Ash is a quaint community with access to plenty of “big city” amenities and resources. According to the City – the 12,000 residents have access to over 18 miles of sidewalks (not including any of the neighborhoods and side streets!), easy drives to quality healthcare providers, over 2,000 companies with local job opportunities, and the ability to get almost anywhere in the Greater Cincinnati Area within a 20-minute drive.

Schools:

Blue Ash is located within the Sycamore Community School District, which, as of 2021 rankings by Niche, is the #11 District in Ohio, #5 in Cincinnati, and #133 in the United States. The District has seven public schools, which includes: one high school, one junior high, one intermediate, and four elementary schools. In addition to the public school options, Blue Ash is also home to the

prestigious private school Ursuline Academy – open to women in grades 9-12. Ursuline is home to over 500 students, representing over 50 zip codes throughout Cincinnati. The schools in Blue Ash include:

- Symmes Elementary
- Montgomery Elementary
- Maple Dale Elementary
- Blue Ash Elementary
- E.H. Greene Intermediate
- Sycamore Junior High
- Sycamore High School
- Ursuline Academy (Private)

Good Eats:

Although the city itself isn't huge – Blue Ash has over 60 restaurants, offering a mix of local favorites and national chains. The extensive list of restaurants could fill the page – to check out the local favorites for yourself, just take a drive down Reed Hartman Highway or Kenwood Road. In the meantime, some places to check out include:

- Senate
- Blue Ash Chili
- Milya Cafe
- Tahona Kitchen + Bar
- Ando Japanese Restaurant

- City Barbeque
- Truva Cafe Mediterranean
- KanPai Japanese Steakhouse
- Abby Girl Sweet
- Sammy's Craft Burgers & Beers
- Fretboard Brewing Company

Shopping & Entertainment:

The City of Blue Ash takes pride in the amount of activities it provides to the local community. As COVID-19 restrictions begin to lift, I am confident that the City of Blue Ash will bring back their free summer concerts, festivals, and a variety of other outdoor events. A few of the staples in Blue Ash include: The Blue Ash Golf Course – ranked as one of the Top 75 Municipal Courses in the country by Golf Digest – Summit Park, and Cooper Creek Event Center. Additional activities include:

- Veterans Memorial at Towne Square
- Hunt House
- Blue Ash Recreation Center
- Point Blank Indoor Shooting Range
- Go Bananas Comedy Club
- Houdini's Escape Room
- Climb Time

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▶ featured producer

MIKE & KEVIN HILDEBRAND

with eXp Realty

Written by Elizabeth McCabe

Two are better than one. Brothers Mike and Kevin Hildebrand at eXp Realty are dedicated, driven, and eager to exceed their clients' expectations. With a career volume shy of 1 billion, they are leading the way in real estate.

The Road to Real Estate

Kevin, who has been in real estate for 27 years, worked at the Mercedes Benz dealership prior to becoming a REALTOR®. When he met two successful agents at the age of 25 who were "super nice guys," Kevin started to consider real estate.

"I wanted to flip houses," he says. "I felt like getting my license would be a real advantage." He started with Century 21 and would work from 6-10 every night after his full-time job at the car dealership. "That's when floor time was a big deal," he recalls. With emails, text, and messaging, floor time is now non-existent.

What started as a part-time job became a full-time career for Kevin. His brother Mike soon followed in his footsteps. Kevin explains, "In the summer of '95, Mike came to network all of our computers." Mike, who was

studying electrical engineering in college, was happy to lend a helping hand.

"I went to lunch with Kevin one day and there were Post-it notes all over his car," recalls Mike. "I told him you need a computer." Mike brought Kevin up to speed in the '90s and he never left. "I convinced him to stay and get his license," says Kevin. In 1996, Mike entered real estate and has not looked back since.

"It's worked out really well," says Kevin. "We've had a lot of fun."



Real Estate Is A Lifestyle

"Real estate is more than a job," says Kevin. "It's more of a lifestyle. In today's world, you are available 24/7 although you do have some flexibility."

Nothing comes without hard work, which is the brothers' secret to success. They both work "extremely hard" for their clients. Kevin says, "You always do what is in the best interest of your clients. If the truth hurts – you lay the cards on the table and tell them the truth. As crazy as the market is now, I've talked a few people out of bad investments. We don't look at it as a sale but as a relationship. We do what it is in the best interest of our clients."

Mike mentions the words of their father, which they have lived by: "Treat everyone the same and take care of everyone." Mike says, "He told Kevin something in our younger years – treat the janitor the same as the president of the company." Both brothers have taken those words to heart.

Eager to exceed expectations, Mike and Kevin build relationships with their clients long after the transaction is over. Mike says, "If our clients don't have dinner with us or invite us to their house, we feel like a failure."

Through embracing the view of real estate as a lifestyle, they have made many friends in the business. Mike and Kevin hang out with their clients. The only concern that they have is time. After all, as Mike says, "You can only go to so many folks' houses for dinner."

The rewards of real estate are many. Not only do they have the opportunity to run their own business, they like helping past clients with repeat business. Kevin says, "I like helping past clients' grandkids buy houses. Helping people is rewarding. Seeing

•••

their excitement buying and selling, whether their first house or their tenth house, is fulfilling.”

eXp Realty

The week before Christmas Mike and Kevin started a new chapter in their real estate career. They made the leap to eXp Realty.

What do they like about it? Kevin says, “Their business model is the future of all businesses. It’s cloud-based. It’s sort of like going to work at Netflix from Blockbuster video. The amount of education and support right at your fingertips on your phone, laptop, or desktop is unbelievable. We used to fly all over the country to go to classes and seminars. Now we have all that information x 10 right in front of us.”

Mike adds, “We really think that we joined the company that will be the future of real estate. Traditional brokerages have fallen behind for what the business is becoming. Zillow was planning to take everything over, but eXp will be the company of the future.”

Enticed by eXp and all of its training, marketing pieces, and support, the choice was simple. Mike says, “We would have never left our old brokerage (Comey & Shepherd) had it not been for eXp.” With eXp’s setup, a manager is at their fingertips on text, email, or phone. Not only is it time-saving, it can result in increased profitability. Trips to the office to talk to a broker can be easily replaced with a call or an email.

“The training is unbelievable,” adds Mike. “There are 50 hours a day of classes that you can go through. I’ve learned more in the last 45 days than the past 10 years.”

Other benefits of working for eXp is that it is a publicly-traded company

You always do what is in the best interest of your clients. If the truth hurts – you lay the cards on the table and tell them the truth. ”

with stock options. Agents are also rewarded for bringing in other agents. eXp also has a very large referral network and Mike and Kevin can send referrals all over the globe.

Outside Interests

When Mike and Kevin aren’t working, you can find them spending time with their family. Kevin is married to his wife Katie of 24 years. She comes into the office and helps with projects. They have two sons in college and a daughter who is a sophomore in high school.

Mike, who resides in Loveland, has been married for 20 years to his wife, Cassie. They are blessed with two children at home. “My daughter is into everything under the sun,” says Mike. “My son has been in sports nonstop for most of his life. Now he is my sidekick. They keep us busy.”

To relax, both Kevin and Mike feel the need for speed. Mike says, “I drive a racecar. It’s a thrill I can’t find anywhere else. I’m pretty well hooked. My wife lets me keep on doing that. When the professionals come to

town, we race against them and it’s very humbling. I started when I was 35 and have been in different forms of racing for almost 10 years.”

Kevin, on the other hand, likes to watch car racing and motorcycle racing. He says, “I try to travel, but it’s hard to be gone for a long time with the business. I might take a two-night trip to Nashville or golf four to five times a year.”

Both Kevin and Mike are avid supporters of the community. They are involved in Pink Ribbon Girls and sponsor a lot of school events at nearby high schools and school districts. Kevin enjoys going downtown with his children and taking food and clothing to the homeless.

Future Plans

What’s next for Mike and Kevin? Growth. Mike explains, “For years, Kevin and I wanted to grow our team and expand. Now it makes sense to grow. Where that will take us, I’m not 100% sure.”



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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1 – Feb 28 As of March 10, 2021 at 7:04PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	16	\$18,395,500
2	Jeffrey E Woken	Jeffrey E Woken Realty	46	\$11,413,400
3	Ellie D Kowalchik	Keller Williams Pinnacle Group	26	\$9,451,590
4	Scott A Oyler	Coldwell Banker Realty	26	\$8,935,394
5	Donna Franke	Sibcy Cline	15	\$7,376,907
6	Sondra M Parker	Coldwell Banker Realty	19	\$7,303,075
7	Michael T Maley	Comey & Shepherd	29	\$7,091,700
8	Ragan R McKinney	Ragan McKinney Realty	44	\$7,071,135
9	Rakesh Ram	Coldwell Banker Realty	35	\$7,018,200
10	Kim K Mansfield	Keller Williams Advisors	29	\$6,996,432
11	Andrew S Gaydosh	eXp Realty	35	\$6,671,300
12	Adam G Marit	Real Link	26	\$6,536,204
13	Michael C Hinckley	Coldwell Banker Realty	12	\$6,364,413
14	Rick J Finn	Coldwell Banker Realty	19	\$6,110,800
15	Sandra L Peters	Comey & Shepherd	11	\$5,844,000
16	Bob Dorger	Comey & Shepherd	11	\$5,755,413
17	Gina A Dubell-Smith	eXp Realty	5	\$5,430,400
18	John M Bissman	Keller Williams Pinnacle Group	17	\$5,243,250
19	Tom Deutsch Jr.	Coldwell Banker Realty	26	\$5,097,400
20	Mitchell Ram	Coldwell Banker Realty	16	\$5,066,600
21	Jack C Hinckley	Coldwell Banker Realty	10	\$5,041,413
22	Beth R Mahoney	Sibcy Cline	9	\$4,978,574
23	Walter B Gibler	Coldwell Banker Realty	16	\$4,692,780
24	Shifali Rouse	RE/MAX Preferred Group	10	\$4,609,158
25	Susan K Welsh	Real Link	20	\$4,607,900
26	Kevin E Hildebrand	eXp Realty	18	\$4,434,500
27	Larry L Thinnis	Sibcy Cline	11	\$4,268,844
28	Heather M Stallmeyer	Coldwell Banker Realty	11	\$4,231,300
29	Jeff D Dickey	The Dickey Group Inc, Realtors	11	\$4,198,000
30	Helena F Cameron	Sibcy Cline	9	\$4,196,141
31	Sarah A Woody	Keller Williams Advisors	14	\$4,185,900
32	Peter D Chabris	Keller Williams Seven Hills Re	19	\$4,175,794
33	Alexander Schafers	RE/MAX United Associates	14	\$4,028,316
34	Keli S Williams	Sibcy Cline	12	\$3,959,900

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1 – Feb 28 As of March 10, 2021 at 7:04PM

Rank	Name	Office	Total	Volume
35	Jon L Bowling	RE/MAX Preferred Group	7	\$3,880,400
36	Michael P Hines	Coldwell Banker Realty	8	\$3,620,500
37	Rob J Mahoney	Sibcy Cline	6	\$3,469,974
38	Eric Lowry	eXp Realty	15	\$3,438,530
39	Michelle R Sloan	RE/MAX Time	7	\$3,365,090
40	Sue S Lewis	Sibcy Cline	11	\$3,363,000
41	Missy B Friede	Century 21 Thacker & Assoc.	10	\$3,312,700
42	Bob Hines	Coldwell Banker Realty	6	\$3,307,500
43	Steve L Elbert	Around Town Realty	15	\$3,263,000
44	Ron A Bisher	Coldwell Banker Realty	12	\$3,254,935
45	Steve S Early	Sibcy Cline	3	\$3,180,000
46	Amy L Markowski	RE/MAX Preferred Group	20	\$3,159,800
47	Jeffrey R Boyle	Keller Williams Assoiates	14	\$3,144,950
48	Patrick J Cagney	Coldwell Banker Realty	18	\$3,139,328
49	Drew M Mahoney	Sibcy Cline	9	\$3,107,392
50	Regina M Hamilton	Sibcy Cline	10	\$3,057,250

Rank	Name	Office	Total	Volume
51	Brittney Frietch	RE/MAX Preferred Group	7	\$3,021,000
52	Robert R Smith	Coldwell Banker Realty	15	\$3,011,399
53	Matthew R Riley	Sibcy Cline	6	\$3,008,632
54	Diane Tafuri	Sibcy Cline	4	\$2,985,700
55	Richard Pratt	Keller Williams Seven Hills Re	2	\$2,973,000
56	Holly S Maloney	eXp Realty	15	\$2,917,800
57	Shelley Miller Reed	Sibcy Cline	5	\$2,909,000
58	Sue M Miller	Comey & Shepherd	11	\$2,844,500
59	Michael Alford	Coldwell Banker Realty	13	\$2,825,500
60	Jamie R Gabbard	Comey & Shepherd	12	\$2,825,111
61	Sheryl D Buechly	Key Realty	10	\$2,816,900
62	Tyler A Smith	RE/MAX United Associates	8	\$2,804,000
63	Jaime Thinnis-Neumaier	Sibcy Cline	8	\$2,791,172
64	Catie VanDerVelde	Huff Realty	9	\$2,770,900
65	Lesli D Norris	Coldwell Banker Realty	8	\$2,759,900
66	Angelo M Pusateri	Comey & Shepherd	5	\$2,741,000
67	Heather R Herr	Coldwell Banker Realty	7	\$2,728,000
68	Daniel K Watkins	Comey & Shepherd	14	\$2,723,700
69	Marc A Cameron	Sibcy Cline	6	\$2,713,000
70	James E Pitzer III	Coldwell Banker Realty	10	\$2,712,700
71	Denise Y Koesterman	Keller Williams Advisors	4	\$2,707,000
72	Sean Chmura	Robinson Sotheby's Internat'l	3	\$2,705,000
73	Sue Wahl	Comey & Shepherd	12	\$2,685,300
74	Tina A Burton	Sibcy Cline	10	\$2,663,335
75	Judy S Recker	Sibcy Cline	2	\$2,657,500
76	Monika Deroussel	eXp Realty	11	\$2,651,400
77	Lyndsey Jackson	Huff Realty	9	\$2,646,400
78	Jason J Bowman	RE/MAX Elite	13	\$2,641,000
79	Maura K Cagney-Tipton	Coldwell Banker Realty	15	\$2,624,278
80	Catherine M Mueller	Sibcy Cline	7	\$2,621,099
81	Mike Hildebrand	eXp Realty	11	\$2,604,200
82	Holly M Finn	Coldwell Banker Realty	10	\$2,602,900
83	Lindsay Spears	RE/MAX Incompass	13	\$2,584,455
84	David L Isgrig	Sibcy Cline	3	\$2,544,000

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TOP 150 STANDINGS


Individuals | By Volume Closed date from Jan 1 – Feb 28 As of March 10, 2021 at 7:04PM

Rank	Name	Office	Total	Volume
85	Amy Hackett Roe	Coldwell Banker Realty	5	\$2,534,000
86	Bishnu L Kharel	RE/MAX Preferred Group	9	\$2,527,400
87	Brett A Keppler	TREO Realtors	10	\$2,517,750
88	Candace N Burton	Sibcy Cline	9	\$2,510,900
89	Anthony L Pope	Country Mile Realtors	6	\$2,507,900
90	Wendy Ruehlmann	Coldwell Banker Realty	7	\$2,500,150
91	Angela M Sexton	Coldwell Banker Realty	5	\$2,497,200
92	Jeanne M Rieder	Hoeting, Realtors	11	\$2,493,400
93	Kimberly A Price	Plum Tree Realty	14	\$2,488,000
94	John T Lytle	eXp Realty	2	\$2,482,425
95	Doug Spitz	Coldwell Banker Realty	7	\$2,443,911
96	Andrew Homan	Coldwell Banker Realty	8	\$2,428,000
97	Robert Dorger	Comey & Shepherd	5	\$2,403,900
98	Brian Bazeley	Hoeting, Realtors	8	\$2,400,750
99	James D May Jr	Keller Williams Community Part.	16	\$2,395,100
100	Maryann D Ries	Coldwell Banker Realty	7	\$2,374,800

Rank	Name	Office	Total	Volume
101	Devan V Hafle	Keller Williams Community Part.	14	\$2,372,700
102	Tami E Holmes	HER LLC	9	\$2,359,984
103	Beth Bokon Onthank	Sibcy Cline	4	\$2,352,382
104	Lisa M Phair	Coldwell Banker Realty	8	\$2,334,500
105	Tyler McConnell	Comey & Shepherd	12	\$2,332,800
106	Chris Dohrmann	Sibcy Cline	2	\$2,325,000
107	Carrie E McVicker	Sibcy Cline	5	\$2,315,400
108	Micha Gleisinger	Comey & Shepherd	6	\$2,313,575
109	Anna S Bisher	Coldwell Banker Realty	7	\$2,311,405
110	Jason A Sheppard	Comey & Shepherd	9	\$2,310,900
111	Brian P Leisgang	Coldwell Banker Realty	10	\$2,305,004
112	Bob D Kugler	Bowling & Kugler Realty	11	\$2,303,000
113	Sarah E Close	Keller Williams Advisors	12	\$2,299,300
114	Beau Tuke	Sibcy Cline	6	\$2,295,200
115	Chris R Waits	Sibcy Cline	9	\$2,292,950
116	Michael L Murtland	Comey & Shepherd	11	\$2,282,400
117	Tahsin Mert	Coldwell Banker Realty	4	\$2,280,200
118	Lisa Anderson	Coldwell Banker Realty	8	\$2,279,500
119	Tyler Minges	Huff Realty	11	\$2,270,500
120	Cliff G Montgomery	Coldwell Banker Realty	5	\$2,265,000
121	Chris B Gerke	Comey & Shepherd	8	\$2,259,404
122	Cynda T Parkinson	Coldwell Banker Realty	4	\$2,256,500
123	Chhabi L Neopaney	Key Realty	8	\$2,244,401
124	Diane R Wiesmann	eXp Realty	10	\$2,224,823
125	Teresa V Durbin	Sibcy Cline	9	\$2,224,745
126	Susan L Haas	Kopf Hunter Haas	2	\$2,210,000
127	Barbara Browning	Coldwell Banker Realty	5	\$2,203,510
128	Molly E Blenk	Comey & Shepherd	8	\$2,200,500
129	David D Dawson	Sibcy Cline	6	\$2,194,800
130	Lynn M Schwarber	Comey & Shepherd	8	\$2,177,400
131	Sharon I Packer	Coldwell Banker Realty	4	\$2,172,400
132	Julia Wesselkamper	Coldwell Banker Realty	4	\$2,172,400
133	Michele Donovan	Comey & Shepherd	11	\$2,158,400
134	Donna R Steutermann	Coldwell Banker Realty	2	\$2,158,000


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Say Hello!*



TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1 – Feb 28 As of March 10, 2021 at 7:04PM

Rank	Name	Office	Total	Volume
135	Rick A McPherson	RE/MAX Victory + Affiliates	6	\$2,155,000
136	Kristen Carter	Keller Williams Advisors	6	\$2,148,900
137	Jason R Beebe	Comey & Shepherd	8	\$2,133,600
138	Richard A Davey	Comey & Shepherd	9	\$2,133,000
139	Sujata Pai	Coldwell Banker Realty	5	\$2,128,932
140	Darlene V Todd	Comey & Shepherd	4	\$2,118,500
141	Don M Johnson	Cutler Real Estate	12	\$2,115,900
142	Joe J Duffy Jr	Comey & Shepherd	5	\$2,112,000
143	Carrie L Jester-Mullins	RE/MAX Preferred Group	6	\$2,106,400
144	Jane A Dorger	Comey & Shepherd	3	\$2,099,000
145	Kim M Vincent	Sibcy Cline	2	\$2,074,700
146	Kyria A Graves I	RE/MAX Preferred Group	12	\$2,074,168
147	Cindy Shetterly	Keller Williams Distinctive Re	9	\$2,072,500
148	Daniel Baron	Keller Williams Advisors	8	\$2,058,300
149	Allison Thornton	Sibcy Cline	2	\$2,050,000
150	Kurt J Lamping	Star One Real Estate	12	\$2,038,000

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