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Patrick Braddick
Publisher



Sandy Taylor
Ad Manager



Beth McCabe
Senior Writer



Emmi Abel-Rutter
Writer



Krista Silz
Photographer



Brenna Smith
Photographer



Geneva Eilertson
Reprint Coordinator

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TJ

▶ on the rise
Photography by **Brenna Smith**
Written by **Elizabeth McCabe**

GAUSMAN

with eXp Realty

...

“I’m an adventurous young man,” says TJ Gausman. “I’ll try anything.”

He came to real estate at the suggestion of his sister Amy. TJ explains, “She told me that I would do well and that I would love this job. After a while, I believed her. I went and interviewed for a job.” The rest is history.

TJ got his license 4 years ago and has been a success ever since. Prior to real estate, he excelled in sales for 15 years. Little did he know that this was invaluable preparation for his future career in real estate.

“I worked in home improvement sales with Champion Windows,” recalls TJ. He also worked at a health club for a while and even sold chemical tankers for business to business sales. TJ says, “It was fun and I was learning a lot, but I wanted to do something I’ve never done before.” Real estate was the answer that he was searching for.

TJ worked with Keller Williams until May 2021. That’s when he made the leap to eXp Realty. “I like the energy of the company,” he says. Now Amy is his business partner.

“My sister and I work together,” explains TJ. “Our buyer’s agent Julie Murphy is really great too.” He has created a small tight-knit family. Each person operates in his or her respective role. “I’m good at dealing with people, but not great at back-end stuff,” says TJ. “My sister Amy just thrives on that. She’s so good at that. It’s a really good business match.”

Excelling in Sales

To date, TJ has a career volume of 22 million. Last year, he had a sales volume of 8.3 million. He comments, “I’m a little under 5 million under contract right now. It’s going to be a good year.” He’s set to surpass last year’s



sales volume. With his drive and determination, anything is possible.

TJ has also earned the Circle of Excellence as well as the Excellence in Customer Service Award (2020).

What’s the secret to his success? TJ says, “I spend time around the people who have a life that I want mine to look like. I do what they do. That’s the biggest thing for me. I don’t try to

reinvent the wheel. Do income-producing activities every day. If you do that, you will be successful.”

Social Media Presence

“I’m really passionate about social media and how we can utilize that to generate business,” says TJ. “I’m also passionate about helping people that no one else wants to help. We made a move in our targeted Facebook ads to target renters and first-time home

buyers and people who need credit help. Those clients are so grateful in the end. It’s an absolute pleasure to work with them and they refer you to a ton of people.”

In a digital age, reaching people through social media is the best way to build a business as well as a brand.

Overcoming Obstacles

TJ has overcome numerous obstacles in life. He shares, “A lot of people don’t know that I have over 6 years of sobriety. That’s something I’m really proud of. Six years ago, I didn’t like my lifestyle. I wasn’t doing what I was capable of (mentally) and I made a commitment – I’m not going to drink anymore. My life has gotten phenomenally better since then. It’s a 10 out of 10.”

Now TJ is happy with every aspect of his life, including his family and his business.

“I’m kind of grateful for it,” he says. “Everything happens for a reason.”

Prioritizing Family

TJ is careful to schedule family time. “I treat it just like an appointment,” he says. “I make it a priority. That’s real important.”

Married to his wife Katie in 2018, TJ enjoys spending time with her and their daughter West, 21 months old. He explains, “They’re the best.”

Katie is a nurse at Good Samaritan Hospital in the NICU. TJ shares, “Our daughter was born premature at 1 pound 9 ounces. She was the smallest peanut of a baby. They told us she was going to have all these massive issues and we had to prepare for that. We leaned hard on our faith,

even though we had some doubt, and believed that it would be OK.”

TJ and Katie’s prayers were answered!

“Today West is thriving. She’s the perfect toddler, walking around and talking. It’s been incredible,” says TJ.

Popular Pastimes

To relax and unwind, TJ likes to go to the park and go hiking with his family. “Disconnecting from the phone is the biggest thing,” he says. “That’s quality time.” They also enjoy taking trips together, genuinely enjoying each other’s company.

TJ also likes to give back to the community. He and his team support Dogs and Other Unsolicited Advice Foundation (D&OUA). This non-profit pays for dogs to have surgeries when their owners can’t afford them. TJ donates a portion of his commission from every closing to this worthy cause.

Grateful to Amy

Listening to his sister’s advice has paved the way to a profitable career for TJ. He feels fortunate that he found a career that he loves and is counting his blessings. Transitioning to real estate isn’t for the faint of heart. TJ, however, loves adventure and this leap of faith paid off in more ways than one!

“ I’M A LITTLE UNDER 5 MILLION UNDER CONTRACT RIGHT NOW. IT’S GOING TO BE A GOOD YEAR.”





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meet
**Krista
Silz**

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You never get a second chance to make a first impression. That's where Krista Silz, owner of Cincy Photo Pro, would be happy to help. This lifelong Cincinnati resident started her business a decade ago and excels in real estate photography and beyond.

Cincy Photo Pro is proud to be an extension of your marketing team. By creating visual content that is eye-catching, you can rest assured that listings will get the attention that they deserve. Attract ideal customers with the right photography.



From commercial branding to headshots, Krista has her clients covered. She also does professional portraits, videography, and aerial photography. Krista comments, "We help you present your product or service for your business, organization or real estate sales in the best way possible to help your business grow!"

A Love of Photography

"I've always loved doing photography," says Krista. Even as a child, she found her passion in photography. Although her family didn't support her to become a professional photographer, Krista didn't let that deter her, eventually returning to photography for her profession.



"I went to school for dental hygiene," she says. However, she taught herself photography. She started a part-time business on the side in photography before being able to go full-time. She and her husband are foster parents.

"We had five kids at one time and they were very young. I took a break from dental hygiene to become a





... stay-at-home mom for 6 months,” explains Krista.

Photography has provided more opportunities for family time. Krista comments, “Our family likes dirt bike riding and camping.” Krista has been married to her husband for 16 years and they have four kids.

Krista started photographing her children and did an amazing job.

Her eye for photography was noticed by others. Krista comments, “When people saw my photos, they wanted to hire me to do their photos.” Her natural talent emerged.

She started off doing weddings and family photos before shifting full-time into real estate and commercial photography. Eager to become the best photographer possible, Krista is always

learning new techniques in editing, researching new equipment, and staying on the cutting edge of photography.

Excelling in Service

“I have a small team of photographers who work with me,” says Krista. The professionals on her team excel in photography, drone photography, and more.

“I truly have a passion to provide top quality customer service as well as photos,” adds Krista. This dedicated photographer is easy to work with and provides exceptional photos, each and every time. Krista also does headshots, portraits, 3D virtual tours, drone photography, and branded sessions for businesses.

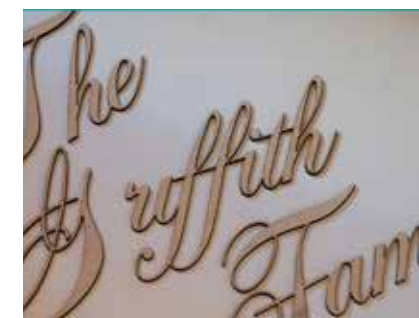
Advice for Others

“Make sure you are providing the best service for your

customers,” says Krista. She advises REALTORS® to provide quality photos and media for their clients, regardless of the size of their home. “Keep it as a standard,” adds Krista. “That will set you apart from other great REALTORS®. Not every agent values high quality photography, but that’s why people may choose you over your competition.”

Save time by hiring a professional photographer. Not only will it save you a lot of time, travel, and aggravation, the quality of the images will speak for themselves. Best of all, Krista turns around images promptly. “You’ll have them in your inbox the next day,” she says. For video, allow 48 hours.

Clients are also able to digitally download images for use. Krista says, “We’re very flexible to meet our clients’ needs.” Some clients want prints and Krista is happy to accommodate them.



Difference is in the Details

In comparison to her competition, Krista takes time to go above and beyond in her photography for real estate agents.

“I like to expose every area in the frame,” she explains. “I go down the hallway and even expose outside the windows. A lot of people don’t do that but it’s important to see those areas. Flambient (a mix of bracket and flash)



and flash photography will bring in the natural colors and make images look their best.”

Why have the best photography? “It will sell the home quicker,” says Krista.

Krista is living her dreams as a professional photographer. She concludes, “Photography is always



something that I wanted to do. Even during the pandemic, I did really well. I’ve helped customers through the hard times.” She can’t imagine doing anything else.

For more information on Cincy Photo Pro, check out her website, cincyphotopro.com, or call Krista at 513-324-4206.

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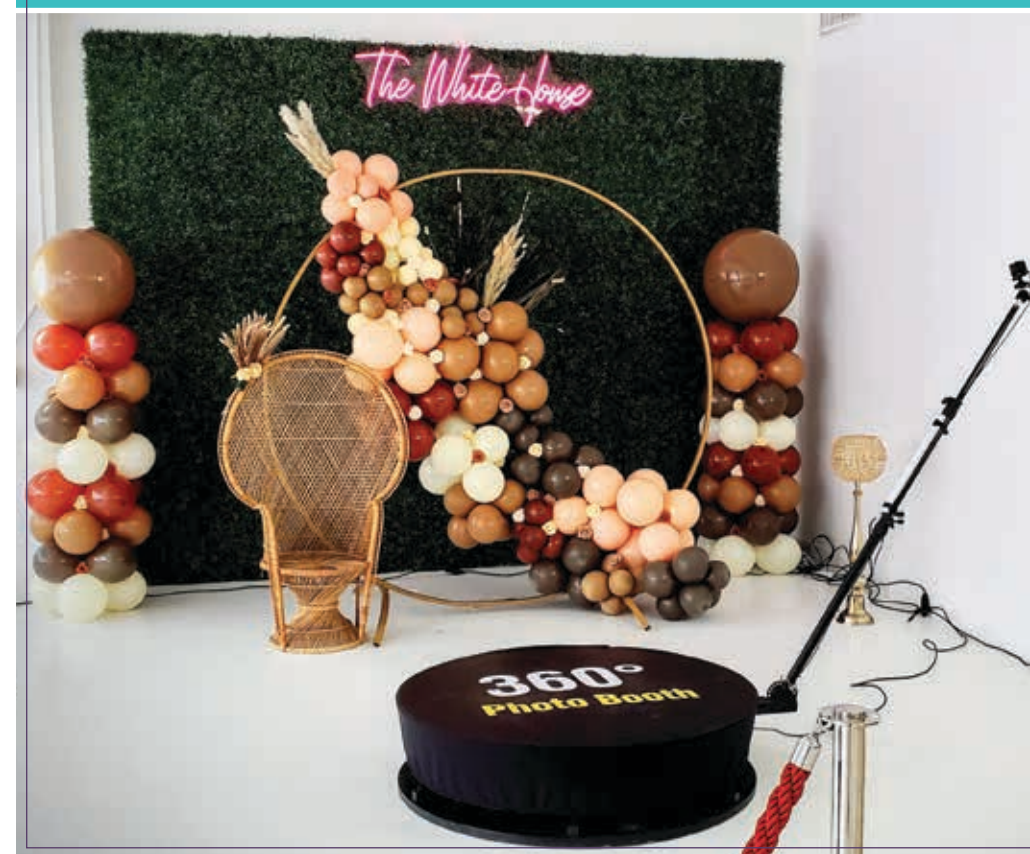
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» neighborhood focus

HARRISON

By Emmi Abel-Rutter

Named after our 9th president, William Henry Harrison, the City of Harrison, Ohio is located on the western outskirts of the Greater Cincinnati area, on the border of Indiana and Ohio. Although frequently overlooked, this rural area of Cincinnati continues to grow and serve as a convenient location to those commuting - whether that be to eastern Indiana cities such as Batesville via I-74, Cincinnati via I-275, or across the country with a short drive to the CVG Airport. The area offers plenty of public and private schooling options, local businesses, and a small-town feel with quick access to bigger cities.

Schools:

The city has its own public school district, "Southwest Local School District," which is home to almost 4,000 local students in K-12. It consists of four elementary schools,

one middle school, and one high school. Additionally, the area is home to four private schools, as well as the Cincinnati State West Campus, known for its aviation education. The local schools are as follows:

- Crosby Elementary (Public)
- Miamitown Elementary (Public)
- Harrison Elementary (Public)
- Whitewater Valley Elementary (Public)
- Harrison Middle (Public)
- Harrison High School (Public)
- Christ Centered School (Private)
- Harrison Christian (Private)
- St. John the Baptist (Private)
- Summit Academy of Southwest Ohio (Private)
- Cincinnati State West Campus

Good Eats:

With the steady growth of Harrison's population, many local restaurants have continued to develop in the area.

If you're looking to go beyond the chain restaurants, you may want to check out:

- The Big Greek Cafe
- Chandler's Burger Bistro
- Nick's Restaurant
- Heist + Co
- Market Street Grille
- Valle Escondidos
- Monk's Kitchen
- Triple Cats Bar & Grille

Shopping & Entertainment:

Take a drive down Harrison Ave and not only will you run into a plethora of local eateries, but you'll see the small town shopping venues that Harrison has to offer. If you'd rather relax and take in the sites, a popular option is the Harrison Pavilion - it provides a view of historic Harrison, a few places to sit, and of course...great people watching. If you're in the mood for outdoor activities, Miami Whitewater Forest and Campbell Lakes Preserve provide ample opportunities for running, hiking, and kayaking.

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▶▶ realtor® to watch

Written by Elizabeth McCabe
Photography by Krista Silz

Featured REALTOR®

MARIA *Walley*

DEDICATED. DRIVEN. DESTINED FOR SUCCESS.



“I’ve always been interested in real estate,” says REALTOR® Maria Walley. “I’ve owned homes over the years and I had investment property. I’ve also done a lot of volunteer work with the Neighborhood Redevelopment Corporation.”

Real estate was always tugging at Maria’s heartstrings, but she first pursued a career in sales before switching to real estate.



“I was the national manager for a cheese company in England and then I started a cracker company,” explains Maria. This successful entrepreneur managed North American sales and learned a lot in the process. Honing her sales skills, she became successful. “It was a fun job,” she recalls.

Maria sold her business in 2014 and followed her heart to real estate. She works for Comey and Shepherd and loves what she does. Maria has been making people’s dreams come true for the past 7 years.

Putting Up the Numbers

With a career volume of 60 million dollars, Maria has customer service down to a science. Even during the pandemic, Maria worked harder than ever, earning a sales volume of 15 million in 2020.

Every year since she started real estate, Maria has earned the Circle of Excellence. She is also the proud recipient of Rookie of the Year with Comey and Shepherd.

Maria enjoys providing professional, reliable, and attentive service to her clients. She also knows how to effectively stage and market homes for sale. She is proud to start the Cincinnati Condo Connection.

“
I like helping people find the right community for them and their family.”



Passionate about Real Estate

“I’m passionate about the walkable neighborhoods in Cincinnati and Northern Kentucky, including condos with river views. I have developed expertise in those areas,” says Maria. Cincinnati has a lot to offer and Maria knows that fact firsthand. She herself lives in a walkable neighborhood in a river view condo.

“I like helping people find the right community for them and their family,” says Maria.

This dedicated REALTOR® is eager to exceed expectations for her clients, listening to them and helping them find the right house to suit their needs.

That doesn’t mean the road in real estate is always easy. Maria’s biggest challenge is finding time to prioritize. Maria comments, “I’m not good at saying no. I could probably delegate more. I spend a lot of time

in the field.” Realizing that she could literally work 24/7 if she wanted, there is no shortage of work for Maria. As she says, “There’s always business out there.”

Giving Back

When Maria isn’t working, she enjoys giving back. She comments, “My main charity is the Walnut Hills Redevelopment Foundation. I feel like I’m really blessed to be in a great neighborhood. I like to give back by volunteering my time.”

Maria also contributes a percentage of her sales to the Walnut Hills Redevelopment Foundation. In addition, she serves on their board. She has been involved for 7 years and has been serving on the board for 3 years.

Family Focused

Maria is married to her husband, who is retired. They are blessed with two adult sons, who both live out of

state. Maria adds, “My parents live in Cincinnati part of the year. My sister and her family are here too.”

Maria resides in East Walnut Hills, which is where she does the majority of her business.

To relax and unwind, Maria enjoys hiking, running, biking, and anything outside. Reading is another pastime of hers, although nothing compares to the great outdoors.

Advice for Others

Maria has some advice for other up-and-coming REALTORS®. She says, “Work on your business. Be proactive and treat it like a business. Also, be active in your community. Focus on your specialty and try to develop some expertise.”

Switching careers was the right decision for Maria. She’s living proof that with enough faith and hard work, anything is possible.

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“I got my real estate license in October 2014,” says REALTOR® Alex Schafers. “I started doing real estate in college. During my junior and senior years, I sold houses while finishing up my degree. My professors would hate it when I did real estate and I was on the MLS during class.”

Alex’s drive for real estate drove professors crazy. Instead of paying attention, he was searching for homes for clients. Fascinatingly, Alex went to school at the University of Cincinnati to be a school teacher.

Although he had every intention of becoming a school teacher, life had another plan in store. Alex explains, “When I did student teaching, it was so challenging that I decided to do

full-time real estate after I graduated after I found it was truly my passion.”

2017 was his first full-time year in real estate and he absolutely loves what he does.

“I can’t see myself doing anything else other than real estate,” he says.

Being Patient with the Process

“I take it one day at a time,” says

Alex. “You have to be patient with the process. Be patient with work. Be patient with clients. You also have to be available for clients, being the client’s representative at all times.” Alex excels in doing the best job he can for his clients, creating a referral network.

“In the last 2 years, my business has snowballed, due to referrals and past clients,” says Alex.



•••

“You have to think of every client as a seed,” says Alex. “You plant all these seeds and in a few years from now, these turn into referrals from friends and family.” He figures that a \$100,000 home could create millions of dollars in production in the next decade through the snowball effect. To Alex, it’s all about planting seeds.

Last year, Alex sold a total of 101 homes with a sales volume of 27 million dollars. He is expecting to exceed that this year with a sales volume north of 30 million dollars.

Alex is the only agent in his team that deals with the production aspect of real estate. He has a team supporting him every step of the way with a marketing person and a licensed assistant that helps with showings. Nikki is his marketing director. “Laurel is considered my flex player,” says Alex. “She helps me out by letting a contractor into a home and showings. Joe is my contract coordinator and does the transaction coordination.”

A Strict Upbringing Fostered Drive and Discipline

“My father was an officer in the military and I had a relatively strict upbringing,” says Alex. “That is why I am who I am. I am able to get things done, stay focused, and remain strict with myself.” His internal motivation coupled with his determination translates into real results in real estate.

Alex’s mom, who was a stay-at-home mom to Alex and his three siblings, instilled good values in him. “She taught me to be the best that you can and not to care about what others think of you,” says Alex. She taught him the importance of having thick skin, a quality that serves him well today.

“Everyone in my family played a role in who I am today,” he reflects. “My grandparents taught me about hard work. I started getting into sales and negotiations at an early age. My



grandparents would take us to the flea market, Traders World in Monroe. I would have \$10 to spend and my goal was to negotiate and see what I could bring the price down to, which a lot of people don’t know how to do.”

Alex credits the flea market for teaching him to be an effective negotiator. He also learned how to read and adapt to people at the young age of 9. “It helped me with real estate,” says Alex.

Family Focused

When Alex isn’t working, you can find him with his high school sweetheart Aleesha, whom he married several years ago. “We’ve been together since high school and have grown up together,” says Alex.

A proud father, Alex and Aleesha’s daughter Ariel was born on St. Patty’s Day last year. Aleesha also gave birth to a boy recently this year. Alex jokes, “Things are getting crazy.”

“My kids are everything,” raves Alex. “We enjoy being in our backyard and we have our whole basement dedicated to the kids with learning stations and play stations.”

Aleesha, a Physician Assistant in the ER, works at Dayton Children’s Hospital. “She’s a trooper,” raves Alex. “She’s a go-getter.” Alex credits Aleesha for her support of his profession.

“I have a really good support system at work and at home. Without my family and team, I would not be able to do half of what I do. I am very thankful to be in the position I am in.”

Being a dad has helped Alex be a better REALTOR®. He comments, “I’ve been able to be more patient. I feel like my outlook on a lot of things is different with more understanding.”

Outside Interests

To relax and unwind, Alex likes to go to car shows.

“I love my Jaguar and Mustang, and I really like British racing cars and American muscle cars,” he says. Alex is a proud member of the Cincinnati Jaguar Club and feels the need for speed. Other pastimes include attending music festivals and traveling. Alex and Aleesha have been to Barbados, Jamaica, France, Belgium, Germany, Switzerland, Netherlands, and Mexico. Alex says,

•••

“ YOU PLANT ALL THESE SEEDS AND IN A FEW YEARS FROM NOW, THESE TURN INTO REFERRALS FROM FRIENDS AND FAMILY.



...

“My goal is to continue traveling when we can with the kids. I never went on vacation when I was little. I’m excited to share those experiences with my kids.”

Mentoring Others

“I wouldn’t be here without the people who have helped me to get here, people who mentored me in my beginning

years, the risk people had to take in letting me work with them. Mentorship is so important,” says Alex.

Alex wants to be a mentor to others, especially those who are just coming into the business. He has a heart to give back to others. He advises younger agents, “Don’t be afraid to start your real estate career. You

have to take risks, make changes, and don’t be afraid to ask questions, look vulnerable for a moment, or say the wrong things.”

If you’re interested in being mentored by Alex or would like to connect with him, reach out to him via email at agentschafers@gmail.com.

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- June 30 as of July 13 at 11:31PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	62	\$61,310,033
2	Ellie D Kowalchik	Keller Williams Pinnacle Group	97	\$39,484,319
3	Scott A Oyler	Coldwell Banker Realty	93	\$36,426,448
4	Rick J Finn	Coldwell Banker Realty	95	\$35,891,753
5	Heather R Herr	Coldwell Banker Realty	70	\$32,143,950
6	Amy Hackett Roe	Coldwell Banker Realty	47	\$31,822,211
7	Shelley Miller Reed	Coldwell Banker Realty	43	\$31,667,211
8	Jeffrey E Woken	Redefine Realty	118	\$31,618,250
9	Daniel K Watkins	Comey & Shepherd	129	\$30,785,200
10	Ragan R McKinney	Ragan McKinney Real Estate	150	\$30,227,089
11	Bob Dorger	Comey & Shepherd	53	\$29,712,838
12	Megan S Stacey	Coldwell Banker Realty	60	\$27,790,922
13	Sandra L Peters	Comey & Shepherd	34	\$27,727,250
14	Adam G Marit	Real Link	91	\$26,731,620
15	Kevin E Hildebrand	eXp Realty	86	\$26,610,035
16	Kim K Mansfield	Keller Williams Advisors Realty	99	\$26,097,816
17	Andrew S Gaydosh	eXp Realty	99	\$25,762,272
18	Alice M Jones	Comey & Shepherd	102	\$23,721,090
19	Michael C Hinckley	Coldwell Banker Realty	38	\$22,034,213
20	Sarah A Woody	Keller Williams Advisors Realty	71	\$21,358,785
21	Rakesh Ram	Coldwell Banker Realty	69	\$21,277,334
22	Tom Deutsch Jr.	Coldwell Banker Realty	86	\$20,486,627
23	Walter B Gibler	Coldwell Banker Realty	54	\$20,301,980
24	Lisa S Morales	Coldwell Banker Realty	69	\$19,830,438
25	Susan K Welsh	Real Link	66	\$19,548,217
26	Holly M Finn	Coldwell Banker Realty	52	\$19,414,753
27	Jack C Hinckley	Coldwell Banker Realty	31	\$19,147,713
28	Jackie Quigley	Comey & Shepherd	36	\$18,285,044
29	Robert Dorger	Comey & Shepherd	31	\$18,281,000
30	Helena F Cameron	Sibcy Cline	38	\$18,190,560
31	Diane Tafuri	Sibcy Cline	27	\$18,123,600
32	Michael P Hines	Coldwell Banker Realty	35	\$17,988,787
33	Gina A Dubell-Smith	eXp Realty	37	\$17,795,097
34	Andrea L DeStefano	Sibcy Cline	32	\$17,627,546

TOP 150 STANDINGS

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Rank	Name	Office	Total	Volume
35	Peter D Chabris	Keller Williams Seven Hills Re	72	\$17,452,793
36	Ron A Bisher	Coldwell Banker Realty	52	\$17,362,155
37	Mike Hildebrand	eXp Realty	57	\$17,311,775
38	Tyler A Smith	RE/MAX United Associates	38	\$16,899,650
39	Sue S Lewis	Sibcy Cline	45	\$16,813,048
40	Keli S Williams	Sibcy Cline	40	\$16,657,912
41	Sondra M Parker	Coldwell Banker Realty	42	\$16,284,894
42	Julia Wesselkamper	Coldwell Banker Realty	36	\$15,936,900
43	Michael T Maley	Comey & Shepherd	64	\$15,598,000
44	Heather M Stallmeyer	Coldwell Banker Realty	36	\$15,187,184
45	Kathy J Kramer	Star One Real Estate	35	\$15,096,997
46	Molly E Blenk	Comey & Shepherd	44	\$14,994,905
47	Lynn M Schwarber	Comey & Shepherd	30	\$14,854,800
48	Deborah A Martin	Keller Williams Advisors Realty	27	\$14,017,877
49	Micha Gleisinger	Comey & Shepherd	26	\$13,593,074
50	Tiffany B Allen-Zeuch	Sibcy Cline	28	\$13,484,360

Rank	Name	Office	Total	Volume
51	Beth R Mahoney	Sibcy Cline	26	\$13,439,574
52	Patrick J Cagney	Coldwell Banker Realty	59	\$13,361,050
53	Jeanne M Rieder	Hoeting, Realtors	55	\$13,275,100
54	Don W Smith	Real Estate Services	64	\$13,264,500
55	Jamie R Gabbard	Comey & Shepherd	49	\$13,218,813
56	Alexander Schafers	RE/MAX United Associates	46	\$12,865,766
57	Steve S Early	Sibcy Cline	16	\$12,847,100
58	Michael L Vazquez	ERA Real Solutions Realty	35	\$12,774,994
59	Doug Spitz	Coldwell Banker Realty	32	\$12,768,872
60	Bobby Stephens	Comey & Shepherd	18	\$12,767,762
61	Linda T Destefano	Sibcy Cline	23	\$12,759,280
62	James E Pitzer III	Coldwell Banker Realty	46	\$12,480,662
63	DeeDee R Ollis	RE/MAX Victory + Affiliates	48	\$12,088,400
64	Bishnu L Kharel	RE/MAX Preferred Group	41	\$12,013,200
65	Michael T Wiseman	ERA Real Solutions Realty	35	\$12,010,113
66	Anna S Bisher	Coldwell Banker Realty	31	\$11,865,380
67	Marc A Cameron	Sibcy Cline	27	\$11,846,500
68	Kimberly A Price	Plum Tree Realty	64	\$11,825,750
69	Scott T Ferguson	Keller Williams Advisors Realty	38	\$11,686,144
70	Sue Wahl	Comey & Shepherd	41	\$11,483,200
71	Jill O Ferguson	Keller Williams Advisors Realty	34	\$11,324,244
72	David D Dawson	Sibcy Cline	25	\$11,318,150
73	Angelo M Pusateri	Comey & Shepherd	22	\$11,220,523
74	Mitchell Ram	Coldwell Banker Realty	31	\$11,219,200
75	Lisa M Phair	Coldwell Banker Realty	37	\$11,214,000
76	Shifali Rouse	RE/MAX Preferred Group	27	\$11,098,717
77	Brian P Leisgang	Coldwell Banker Realty	39	\$11,095,002
78	Michelle R Sloan	RE/MAX Time	25	\$11,043,313
79	Jon L Bowling	eXp Realty	27	\$11,002,234
80	Amy L Markowski	RE/MAX Preferred Group	60	\$11,001,660
81	John M Bissman	Keller Williams Pinnacle Group	38	\$10,960,470
82	Pam Steiner	Comey & Shepherd	14	\$10,918,000
83	Sue M Miller	Comey & Shepherd	38	\$10,794,200
84	Maura K Cagney-Tipton	Coldwell Banker Realty	48	\$10,659,400

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Rank	Name	Office	Total	Volume
135	Chris S Russell	Plum Tree Realty	25	\$8,040,200
136	Sheryl D Buechly	Key Realty	22	\$8,030,900
137	Drew M Mahoney	Sibcy Cline	21	\$8,017,792
138	Laura M Faz	eXp Realty	24	\$8,008,400
139	Sandra L Burkhart-Williams	Huff Realty	21	\$7,977,700
140	Maryann D Ries	Coldwell Banker Realty	21	\$7,917,300
141	Heather S Kopf	Kopf Hunter Haas	19	\$7,857,450
142	Steve Sylvester	Comey & Shepherd	15	\$7,822,586
143	Jessica Bauer	Comey & Shepherd	30	\$7,812,900
144	Roxanne B Qualls	Sibcy Cline	16	\$7,737,500
145	Steve L Elbert	Around Town Realty	35	\$7,711,501
146	Emily A Foobar	Huff Realty	18	\$7,711,000
147	Thomas L Canning	Comey & Shepherd	16	\$7,673,700
148	Pete Kopf	Kopf Hunter Haas	17	\$7,663,700
149	Michelle E Hudepohl	Coldwell Banker Realty	14	\$7,599,970
150	Jessica Lieberman Jones	Sibcy Cline	6	\$7,598,000

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