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REALTOR<sup>®</sup> ON THE RISE:

**Kristen Carter**

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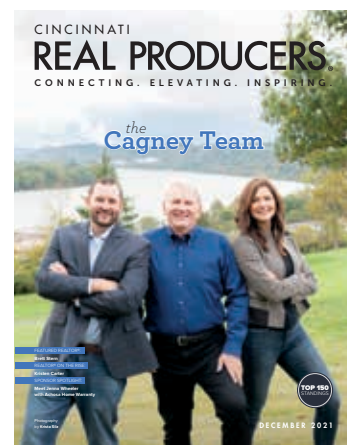


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▶ featured REALTOR®

Written by Elizabeth McCabe  
Photographed by Tim Spanagel

# BRETT

*stern*



A MATCHMAKER  
THROUGH AND THROUGH



Born in Toronto, Brett moved in Cincinnati with her family when she was 2 years old. However, her Cincinnati roots date back much further.

#### A Fourth-Generation Cincinnati

Brett is proud to be a fourth-generation Cincinnati. Her kids, Shoshana and Leora, are the fifth.

“I loved growing up here, and I love that I’m raising my kids right around the corner from where I grew up,” smiles Brett. “My girls have gone through the Sycamore school system, just as I did. Many of their childhood memories have taken place in the same places as mine. There is a real sense of history for us here. I can’t imagine having raised them anywhere else.”

Brett met her loving husband, Noah, at the age of 19 when they were both students at Indiana University. He fell in love with Cincinnati by seeing it through her eyes. Early on in their relationship, they knew that they wanted to build a life together and that the life they wanted to build would take place in her hometown. They’ve been here for the entirety of their 21-year marriage. “I literally turned in my grad school thesis in Boston, hopped a plane to Cincinnati for our wedding, and closed on our first house here ... all in the span of two weeks! I couldn’t wait to get back home,” she says.

Rooted and grounded in Cincinnati, Brett is proud to have her extended family here too. She explains, “I’m pretty sure that my extended family here in town numbers in the triple digits by now. I love that there are still people who see me around town and recognize not just me, but know whose child or grandchild I am, too.” It’s home sweet home.

#### Finding Her Wings

After graduating from Sycamore High School, Brett attended Indiana University where she double-majored

•••



“  
It was the  
exact right  
move for me  
at the exact  
right time, and  
I love it.”

•••

in Jewish Studies and Sociology and minored in Hebrew. Immediately afterwards, she moved to Boston to pursue two master’s degrees at Brandeis University – one in Jewish Communal Service and one in Nonprofit Management.

After graduate school, Brett came right back to town and started her career in Jewish education, working primarily with teenagers. She recalls, “I spent a lot of time taking teenagers to camping retreats and running youth groups. It was hectic and exhausting, and I loved every minute. I liked being an additional adult in these kids’ lives.”

When her oldest child was born, she went part-time before staying home full-time once her youngest was born three and a half years later.

#### Longing for More

“I have never been good at sitting still,” laughs Brett, “which worked out fine when the kids were in preschool and I had my hands full with two

active kiddos underfoot. But with full-day kindergarten looming on the horizon for my youngest, I was getting a little antsy.”

Brett brainstormed all the things that she could do with the next chapter in her life, searching for a profession that would use her skills and bring her joy.

“I decided that I’d make a list of all of the career paths that sparked my interest, regardless of whether or not they were realistic. Strangely, I kept writing down ‘matchmaker’ and then crossing it out because it was so crazy. A few days later, I went on Facebook and just asked my network of people, ‘I’m ready to get back out there in the working world. What do you think I should do with this next chapter of my life? What do you think I’d love and do well?’”

The answer that she received surprised her. “I was shocked by the number of people who suggested that I take my love of people and helping them get what they want and my love

of Cincinnati and go into real estate, a career path I’d never even considered.” With Brett’s people personality and her heart for humanity, it was a natural fit.

“Reading those responses on Facebook, and then comparing it with the list of careers I’d brainstormed with ‘matchmaker’ crossed out a million times was a real a-ha experience for me. It didn’t take me long to realize that real estate was the answer I’d been looking for. Instead of matching people with their life partners, I’m building a successful and rewarding career matching them with places to call home.”

#### Launching into Real Estate

In July 2011, Brett made the leap to real estate. She has never looked back. Starting at Comey & Shepherd, Brett switched to Keller Williams eight and a half years ago.

“It was the exact right move for me at the exact right time, and I love it,” she says. She started Brett Stern and Associates, working for KW Advisors at Keller Williams Realty.

An award-winning REALTOR®, Brett has been named to the Circle of Excellence every year since 2013. To date, Brett has a career volume of \$70 million. She reflects, “I’m coming up on my 200th sale. That blows my mind.”

For Brett, real estate is about building and maintaining relationships, long after the closing table.

“If you’re my client, I want to know you and continue to know you. Our relationship will not end at the closing table. I’m passionate about the human part of this business,” says Brett. Brett loves it when clients call her years after closing to ask for local recommendations. “I want my clients to feel as at home here as I do, and I want them to know about all that our city has to offer.”

#### Inspired by Her Mother and Her Children

“My mother and my children are the people I look up to most,” shares Brett. “They are three of the bravest, wisest women I know.”

“My mom and her career path are a real inspiration to me. She went to law school at night as a second career for seven years while she raised me and my brothers during the day, but she always managed to put us first.”

Brett reflects, “She’s never met an obstacle that she couldn’t overcome. I really admire that. She also gives the best advice.”

Starting her career in the ‘80s, Brett’s mother, Ellen Essig, climbed the ladder in a male-dominated industry. Before long, her mother had risen to the top of her field, which led to starting her own law firm in her 60s.

“My mom’s claim to fame is that she was one of the attorneys that made gay marriage legal in the United States,” smiles Brett. “I’ll never forget her FaceTiming me and my kids from the steps of the Supreme Court on the day that the case was heard. I remember turning to my kids and saying, ‘Watch Grammy – she’s changing our country for the better.’ I think that day had



a huge impact on my kids and what they thought they, themselves, could be capable of achieving.”

As the parent of two queer kids who live their lives as authentically and unapologetically as anyone she has ever known, Brett says, “I also look up to my children. They are my greatest teachers. They are true advocates for themselves and others around them and they inspire me daily to live my own truth. They teach me so much about being compassionate, confident, and true to myself,” says Brett. “They’ve got high standards for themselves and the roles they can play in making our world a kinder, gentler place. Knowing that my girls are looking to me to model those values for them definitely keeps me honest.”

#### Fueled by Family

To know Brett is to know that her family is her “why” in all that she does.

Brett’s husband, Noah, is a partner at the law firm, Dinsmore & Shohl LLP in downtown Cincinnati. Brett and Noah’s children are blazing their own trails in life. Shoshana, 18, graduated from Sycamore High School last year and is a freshman at Sarah Lawrence College at Bronxville, New York, studying Public Policy. Leora, 15, is a sophomore at Sycamore High School

and is on the competitive team at her home away from home, Queen City Dance Academy, where she dances 16 hours a week.

“We just love being together in general,” says Brett of her family. “We love to travel and see new places, which COVID made me miss. We also love to host people for meals. I’m definitely the main cook in our family and feeding people is a real passion of mine. However, our gatherings run like a well-oiled machine. I do the cooking, Noah does the dishes, and the kids help with place settings and entertaining little ones.” At their house (in a non-COVID year), they typically host 200 different people for Jewish holidays throughout the year. “We like to think of our home as a Jewish community center – a place where members of the Jewish community are always invited to join us for holidays, and a place where non-Jews can come to enjoy some delicious food, some good company, and be welcomed into our traditions.”

“I want to be remembered for having an open mind, an open heart, and always room for one more at my table,” says Brett.

*For more information on this month’s Featured REALTOR®, check out Brett’s website, [brettsternassociates.com](http://brettsternassociates.com).*

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» REALTOR® on the rise

# Kristen CARTER

She Found Her Passion in Real Estate

By Elizabeth McCabe | Photographed by Brenna Smith

Discovering your passion in life is a journey, not a destination. Kristen Carter held 22 different jobs before finding her love of real estate. She worked as a florist, art teacher, portrait studio manager, interior designer, and manager of a commercial kitchen among other jobs.

“I found myself still hunting,” she comments. “I will say though that I have enjoyed doing each job. I value change and growth. I love a challenge, and I don’t like to feel boxed in; I need to stretch.”

Real estate would be the career that would finally stretch and reward her for her work ethic and expertise.

#### Road to Real Estate

With the encouragement of her friend in Columbus, Nikki Smith, Kristen launched into real estate.

“Kristen, you are a natural; you know everything about houses,” she said.

Kristen comments, “It was something I’d heard before from family and friends, and this time I said, ‘LET’S GO.’ My beautiful children and amazing hubby gave me a thumbs up and a helping hand, and they have never

stopped supporting me. They are my greatest gift.”

Kristen started her real estate journey in Columbus in 2017 before moving to the Cincinnati area, where her business has really taken off. Her family kept talking about moving to Cincinnati, and Kristen got connected to Sarah Woody after doing a relocation deal together.

“She and I just connected. It got my wheels turning, and before you know it, we put our home on the market and followed a dream to Cincinnati,” shares Kristen. She and her family moved two years ago and love Cincinnati.

“We feel that we came home. I’ve lived in so many places, but this is home,” smiles Kristen.

#### Finding Her Niche

When Sarah invited Kristen to be on

The Sarah Woody Group, Kristen knew that she found her niche. Inspired by Sarah, she felt grateful to come on board on her team. She was so new to the Cincinnati area that she needed a GPS to get to the closest grocery store.

Despite her unfamiliarity with the local area, Kristen soared in real estate. Her first year, she managed to sell over 40 homes (while renovating her home) and did over 9 million in volume.

“This doesn’t happen without a team, and ours is number one in our Keller Williams office! I could not be more grateful for the help and inspiration of Sarah Woody herself and the amazing group of ladies who make up the Sarah Woody group,” exclaims Kristen.

This October, Kristen was thrilled to have her highest listing ever, a new \$1.5-million listing. She couldn’t be happier.

...





“ THIS DOESN'T HAPPEN WITHOUT A TEAM, and ours is number one in our Keller Williams. office! ”

One thing that sets Kristen apart is staging. She comments, “It fits right in with the best part of my creative side, and Sarah and I have a huge passion to make each listing its absolute best! Our staging has produced offers averaging 6-16% over list price and proven to be a difference-maker.”

Growing up in Leesburg, Ohio, Kristen’s family left for Africa to enter the mission field when she was 8 years old. She returned to Ohio as a freshman in high school.

“Living and traveling outside of the country was an unforgettable

experience that shaped who I am, gave me a love for the culture, music, people, foods, and uniqueness in life all around us. My loving parents, Dave and Carol Gustin, along with my two sisters whom I adore, Erin (Miller) and Kara (Dame), became so close through those times,” says Kristen.

Kristen excelled in all things creative and naturally leaned toward art. After putting together a portfolio, she presented it to a professor at a nearby college and was offered a full ride.

“I think the important part for me was not college itself or the degree I

earned but instead was what I could accomplish when I set out in earnest. What I could achieve with the talents God gave me. There is a verse in the Bible that I have loved since I was a kid, when I had hard work in front of me, there was always plenty of that, and when I knew I faced a tough task and needed to rise to the occasion: ‘Work as unto the Lord and not for men.’ It’s so simple, but that verse combined with words I heard so many times from my grandparents, Tom and Jeanne Boyle: ‘If you are doing what you love, you will never work a day in your life.’ I have lived by both,” says Kristen.

**Fortunate for her Parents**

Shaped by her parents, Kristen looks up to her father who loves a good challenge and is a bit invincible. Kristen recognizes his wisdom and has always looked up to him, making her who she is today.

“When I need to fight for my clients, when I need to push harder ... in those times I have been most grateful for the inspiration of my father,” says Kristen. Equally important is the kind and beautiful spirit of her mother, who challenges her by her

example, to tame the rougher edges and to put God first.

“So many people, experiences, books, classes, have shaped me and inspired me ... but none more than these two people,” smiles Kristen.

Fast forward to today, Kristen has sold 66 homes this year and on track to close \$20 million in 2021.

**Fortunate for Family**

Kristen would not be where she is today without the loving support of her husband, Brent Carter. “He is my support, my love, and he keeps me sane,” she says.

They are blessed with three amazing kiddos, Kyntara, Kaydalyn, and Bryton.

“I don’t think family, friends, or clients could even guess how large of a role my family plays in making the wheels turn,” raves Kristen. Kyntara is now her main photographer, and she and the whole family help stage homes, put out signs at new listings and even the youngest, Bryton, has learned to be an expert with a lockbox! Kayda has been to countless showings and open houses.

“They all pitch in,” says Kristen. “It’s not a one-woman show, and my family means everything to me. They are my reason, and we make a great team!”

Kristen concludes, “Real estate is the one career that for me provides change almost daily, that challenges me like no other, that lets me exercise the best parts of my character and talents, and continues to surprise and delight me. I have found the career I love.”



—meet—  
**Jenna Wheeler**  
with Achosa Home Warranty

Transforming the home warranty industry for the better, Achosa Home Warranty started in Ohio in 2018. Unlike their competitors, clients have the freedom to choose their own licensed contractors for services, which expedites the claim process.

Jenna Wheeler is proud to be the salesperson and company representative for the Southwest Ohio and Northern Kentucky market. She serves clients from Northern Kentucky all the way to Dayton, helping them with their needs.

**Jenna's Background**

"I have worked in sales and marketing for years," she says. Jenna has enjoyed the opportunity to represent several premium brands such as American Express and Paychex.

"I got recruited into this industry back in 2016, and it sounded like something I would enjoy. I wanted to be in a role where I was building relationships long-term vs. someone else building those relationships. I wanted to be in a role where I could stay with my clients for a lifetime. I stumbled into the real estate industry and just loved it," she smiles.

What's great about Achosa is the level of trust that Jenna builds with her clients.

"Once you build relationships, you grow that credibility. You use what you know and pass it along to people, helping new people who join the community. That is what drew me into the real estate industry, and I ended up in the home warranty market," says Jenna.

With all the constantly moving parts in home warranties and industry norms changing all the time, Jenna finds her career stimulating and rewarding because no two homes, agents or claims are the same.

**Setting Themselves Apart**

As a non-traditional home warranty company, Achosa Home Warranty provides home warranties to new and existing homeowners.

"We're unique in that our clients get to choose their own vendors. We have built our model around the idea that each individual agent and





“

Once you build relationships, you grow that credibility. You use what you know and pass it along to people, helping new people who join the community. That is what drew me into the real estate industry, and I ended up in the home warranty market.

...

homeowner has their own network of relationships. They should be able to use the people they trust to perform the work in their own homes,” says Jenna.

Another way that Achosa Home Warranty sets itself apart is by giving back to the community. They pay vendors their actual retail rate as opposed to a negotiated rate, which is a game-changer in the industry.

“We’re giving back to the local businesses and putting the warranty money back into the local community,” explains Jenna. This model is a lot different than a traditional warranty.

Home warranties, which started in the ‘80s, have not kept up with changes in the world. Jenna comments, “A lot has changed since the ‘80s. We don’t have corded phones.

We don’t have dial-up. We don’t call taxis anymore. You get on your phone and order an Uber. We are the Uber of the warranty industry.”

Achosa Home Warranty is restoring faith in the home warranty industry. Contractors are paid while they’re still in the home, not a month later. As Jenna says, “This isn’t 1986.”

**Why Choose Achosa?**

When it comes to choosing a home warranty company, Achosa works in record time as opposed to their competitors.

“Our speed of claims is second to none,” says Jenna. “We turn claims around in the Cincinnati market in a matter of minutes and hours as opposed to weeks.” People want problems fixed today as opposed to waiting for weeks.

Another reason to choose Achosa is because of their Net Promoter Score, which is 77, higher than Starbucks or Costco (which are both in the 60s). Jenna comments, “Our customer service is second to none. No one else even comes close to it.”

Jenna makes sure that clients have the “best, easiest, most stress-free possible experience.”

**Adding Value to REALTORS®**

Jenna enjoys working with REALTORS®, going to office events as well as individual agent events. She teaches continuing education, basic warranty classes, and is happy to answer any questions.

“I’m always open to supporting an agent with a claim or with an issue,” says Jenna.

Jenna encourages others, “Every home can benefit from a warranty.” She also encourages clients to keep good records and ask for records.

“I want agents to have a good experience. I set the right expectations. There are a lot of cloudy and gray areas in traditional warranties. We try to be as transparent as possible. We don’t leave a lot of gray areas,” says Jenna. She is committed to her clients and goes above and beyond for them, each and every time.

We are honored to feature Jenna with Achosa Home Warranty in this month’s issue. For more information, check out their website, [achosahw.com](http://achosahw.com). Jenna would be delighted to help you with all of your home-warranty needs.



cover story

# Meet the Cagney Family

REAL ESTATE TEAM

By Elizabeth McCabe | Photographed by Krista Silz

When it comes to experience and expertise in real estate, the Cagney Family Real Estate Team has their clients covered. With over eight decades of real estate experience, clients have come to know and trust this dedicated family team, who truly treat their clients like family. Their unique combination of creativity, community, and innovation helps them relate to people from all walks of life.

## A Long-Standing History

Guy Cagney started in real estate in 1977. His son, Patrick Cagney, and his daughter, Maura Cagney Tipon, followed in his footsteps. Patrick got licensed in January 2005, working with buyers and

sellers. Maura earned her license in 2001. Their administrative assistant, Michelle Barnett, keeps all the paperwork together and takes care of closings. Michelle is also a licensed agent and is happy to answer questions for clients.

Guy got started in real estate after he and his wife Joyce got married. When they needed to buy a house, Guy decided to get his real estate license. He comments, "I felt like I needed to get my real estate license. I started doing real estate part-time for three weeks." He liked it so much that he made it his full-time career. Forty-three years later, he is still doing real estate.

How did his children decide upon real estate? "I think we just grew up with it," says Maura. "Without realizing it, we were educated in real estate." Patrick adds, "Real estate is always something I wanted to do. After seeing how successful and respected my father was, it was an easy transition."

Maura and Patrick learned real estate step by step with their father helping him every step of the way. "I made them go with me to every appointment for a year," says Guy.

"We couldn't imagine going into real estate and not having a mentor like we had," says Maura. Patrick credits going into real estate as the best day of his entire life.

## Working Together as a Family

"The neat thing is that we are full-time agents," says Guy, "and we all really have different skillsets. We try to work together on every sale, helping each other on areas where we need help."

Three REALTORS® are better than one. With troubleshooting, problem-solving, three minds are better than one. Creatively constructing solutions helps their clients.

"Every day is an adventure," says Patrick. "It's always something new," adds Maura.

What's great about the Cagney Family Real Estate Team is that they are very invested in their clients. They don't pass off clients to a buyer's agent as a big team might. Guy, Patrick, and Maura are also always available to their clients.

"When our dad brought us into the business, he instilled certain values in us and treated everyone like a family. We build relationships with our clients; it's not a transaction. If they call us three years later and need help with something around the house, we are happy to help and create friendships throughout the process. That's how you become a successful agent – it's not about money. We truly love what we do," says Maura.

Guy comments, "Don't ever, ever think about the money you're going to make with somebody. If you're thinking about that, get out of the



business." Helping clients is what it is all about for Guy, Patrick, and Maura.

"We treat everyone the same," says Patrick, "whether it's a 5 million dollar home or a \$10,000 homesite."

Guy is licensed in Ohio and Indiana. Maura is licensed in Ohio and Indiana and Patrick is licensed in Ohio and Kentucky. To date, they have helped almost 4,000 families.

Guy is proud to have been the REALTOR® of the Year in 2015, voted on by fellow REALTORS®. That award means a lot to him. He felt honored to receive the award, which takes into consideration community involvement in addition to sales, and enjoyed thanking everyone.

"That was a pretty exciting award," he reflects.

## Making It Fun

One thing that sets the Cagney Family Real Estate Team apart from the competition is making the

...





process fun from start to finish. As Maura says, “A lot of agents are focused on being too serious. We’re just average everyday people who want to have fun, whether we’re helping a first time homebuyer getting pre approved or working with a past client buying their forever home.”



The Cagneys enjoy dressing up for holidays, letting their creativity and personalities shine through. Maura comments, “We love to dress up for holidays, including going crazy for St. Patrick’s Day. We are known for our giveaways, scavenger hunts, and random pop-ins on our clients. We also have a yearly Breakfast with Santa that many of our clients enjoy.” Their clients like following them on social media.

**Overcoming Obstacles**

Through their decades in real estate, the Cagneys have overcome many obstacles.



“We are constantly overcoming a changing marketplace and staying ahead of what is next,” says Maura. “Right now, we are in a sellers’ market, but when that changes, what is our next focus?” She and her family are constantly accessing the market and seeing where it is going.

“I’ve sold in markets with bank-owned and distressed sales,” says Guy. He has survived the Great Recession and is now riding the wave of the sellers’ market. Seeing change and being adaptable is critical in real estate.



During the pandemic, business never slowed down. Maura shares, “We made a decision early on that we’re going to help



“It’s a **blast** seeing how **successful my children** are and helping them out.”

••• others, even though we didn't know what was going to happen. We were going to get through this together. We told people to private message us, letting us know anyone who needed help. Then we gave a donation to that family with every closing."

The Cagney family also supports Payton's Lemonade Stand, a nonprofit close to their heart. Guy also serves on the Lion's Club and the Cagney team is also involved in local schools and serves on the Board of REALTORS®.

#### Invested in Family

Outside of work, it's all about family for the Cagneys. They like spending time with their spouses and are fortunate for them.

"My wife is a godsend when I have appointments to pick up my son, Liam," says Patrick. "She understands the life of a REALTOR®. Being the spouse of a REALTOR® takes a special person."

"My husband steps up around the house, steps in when I need him and understands my schedule 100%," says Maura.

estate is that I could change my hours to take care of my family." Guy was able to coach his four kids in their sports and even served food in the cafeteria.

One non-negotiable at the Cagney household was family dinner. Patrick comments, "My dad always told me, 'Always be home for dinner.' He was always home for dinner and always coached us. Family always comes first, even as busy and as crazy as it can get.

The Cagneys also help each other out so they can balance family and work commitments. Maura and Patrick have fond memories of their father running in for soccer practice in a suit and a tie, which was comical.

When not working, everyone enjoys different activities. Maura likes doing things outdoors and adventurous-type activities. Patrick loves the Bengals, the Bearcats, and the Reds. You can also find him hanging out with his friends and playing sand volleyball. He also starts his day on the Peloton at 5:00.

For Guy, he enjoys golfing, walking, and hanging out with the family.

"It's a blast seeing how successful my children are and helping them out," says Guy. Patrick adds, "I'm working with two of my best friends. It's great."

The Cagney Family Real Estate Team has been a legacy through real estate. This family team has bonded together, causing dreams to come true for their clients. With their heart for others, they have built their business, one satisfied client at a time.

Guy adds, "I was very lucky in the beginning that I could work all the hours that I wanted and Joyce wanted to stay home with our four children. The neat thing about real



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healthy living ◀◀

By Shauna Osborne

# 6 Tips for Making HEALTHIER HOLIDAY EATING HABITS



With the holidays come lots of family, friends, fun, and *food!* While we look forward to these festive weeks (and feasts!) all year long, too much indulgence is incompatible with the healthier eating and exercise habits we have established – or want to establish – throughout the year. Throw in the extra stresses associated with the season, and the period between November and New Year's can deliver a big hit to our overall well-being. To help you stay on track, here are six tips for making overall healthier choices this holiday season.

to everything from weight gain (yikes!) to daytime fatigue and sleepiness. Maintaining your bedtime and wake-time routines will increase your quality of sleep both now and after the holidays.

**6. Spend some time alone:** Even the most extroverted folks need to take time to themselves during the holiday season. With people in and out of our homes, the constant stream of events to attend, and blaring jolly music everywhere you turn, holiday "joy" can quickly turn to angst. Step away for a few minutes, at least, every day for better mental health.

**1. Modify your favorite dishes:** You don't have to give up the decadent casseroles and delicious desserts we often associate with holiday meals! Just modify those recipes with healthier alternatives, such as baking instead of frying meats, cutting the amount of sugar added, and substituting oils, yogurt, or applesauce for butter in certain recipes. If you're unsure how to go about adjusting a recipe, Google always has the answer!

**2. Practice moderation:** As the old saying goes, "Everything in moderation." Avoiding foods you love and that bring you comfort during this season will only make you want them more (and might lead to binge-eating later!). Indulge but moderately. Exercise **portion control** by choosing a smaller plate or reducing the number of dishes you serve.

**3. Eat slowly, and hydrate:** Studies have shown that eating deliberately is the most effective way to avoid overeating. Slowing down gives our brains time to register when we are full, thus avoiding the associated discomfort of overindulgence. Remember to **hydrate**, too, which also slows down eating and aids in digestion.

**4. Enjoy an after-dinner stroll:** Walking immediately after a meal offers several health benefits, beyond just the exercise you're getting. A quiet walk offers you the opportunity to decompress after a gathering; moving your body also aids in digestion.

**5. Get enough sleep:** Though holiday festivities and visiting family can mean later bedtimes, try to stick to your normal sleep schedule as much as possible. Irregular sleep schedules can be linked

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## TOP 150 STANDINGS

Individuals | By Volume Closed Date from Jan 1- Oct. 31 As Of Nov. 8, 2021 at 12:38PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	110	\$114,709,138
2	Alice M Jones	Comey & Shepherd	310	\$81,438,636
3	Daniel K Watkins	Comey & Shepherd	320	\$80,444,244
4	Scott A Oyler	Coldwell Banker Realty	172	\$70,141,478
5	Rick J Finn	Coldwell Banker Realty	173	\$68,700,671
6	Ellie D Kowalchik	Keller Williams Pinnacle Group	149	\$57,274,919
7	Ragan R McKinney	Ragan McKinney Real Estate	283	\$56,554,950
8	Heather R Herr	Coldwell Banker Realty	123	\$56,009,121
9	Bob Dorger	Comey & Shepherd	81	\$51,656,761
10	Kevin E Hildebrand	eXp Realty	162	\$51,288,160
11	Andrew S Gaydosh	eXp Realty	191	\$48,407,478
12	Adam G Marit	Real Link	155	\$47,501,045
13	Walter B Gibler	Coldwell Banker Realty	132	\$47,460,975
14	Megan S Stacey	Coldwell Banker Realty	99	\$46,089,172
15	Michael C Hinckley	Coldwell Banker Realty	82	\$45,500,471
16	Shelley Miller Reed	Coldwell Banker Realty	70	\$45,427,011
17	Amy Hackett Roe	Coldwell Banker Realty	70	\$44,402,711
18	Sandra L Peters	Comey & Shepherd	60	\$44,380,441
19	Kim K Mansfield	Keller Williams Advisors	167	\$44,341,921
20	Holly M Finn	Coldwell Banker Realty	103	\$40,061,606
21	Michael P Hines	Coldwell Banker Realty	69	\$37,907,602
22	Tom Deutsch Jr.	Coldwell Banker Realty	161	\$37,208,902
23	Robert Dorger	Comey & Shepherd	52	\$36,483,017
24	Lisa S Morales	Coldwell Banker Realty	121	\$36,336,165
25	Susan K Welsh	Real Link	115	\$36,101,767
26	Mike Hildebrand	eXp Realty	113	\$35,554,330
27	Sarah A Woody	Keller Williams Advisors	114	\$34,528,485
28	Peter D Chabris	Keller Williams Seven Hills Re	132	\$34,522,209
29	Rakesh Ram	Coldwell Banker Realty	115	\$34,023,773
30	Andrea L DeStefano	Sibcy Cline	79	\$33,306,281
31	Ron A Bisher	Coldwell Banker Realty	111	\$33,023,022
32	Jeffrey E Woken	Redefine Realty	122	\$32,795,350
33	Deborah A Martin	Keller Williams Advisors	53	\$31,356,802
34	Amy L Markowski	RE/MAX Preferred Group	148	\$30,227,929

# TOP 150 STANDINGS

Individuals | By Volume Closed Date from Jan 1- Oct. 31 As Of Nov. 8, 2021 at 12:38PM

Rank	Name	Office	Total	Volume
35	Kimberly A Price	Plum Tree Realty	150	\$29,911,750
36	Michael L Vazquez	ERA Real Solutions Realty	82	\$29,596,596
37	Gina A Dubell-Smith	eXp Realty	61	\$29,344,797
38	Julia Wesselkamper	Coldwell Banker Realty	60	\$28,901,250
39	Heather M Stallmeyer	Coldwell Banker Realty	68	\$28,595,684
40	Jack C Hinckley	Coldwell Banker Realty	48	\$28,591,271
41	Michael T Maley	Comey & Shepherd	112	\$28,090,605
42	Tyler A Smith	RE/MAX United Associates	65	\$27,940,073
43	Lynn M Schwarber	Comey & Shepherd	61	\$27,860,422
44	Helena F Cameron	Sibcy Cline	59	\$26,865,560
45	Patrick J Cagney	Coldwell Banker Realty	112	\$26,509,378
46	Sue S Lewis	Sibcy Cline	75	\$26,375,248
47	Kathy J Kramer	Star One Real Estate	59	\$25,649,959
48	Molly E Blenk	Comey & Shepherd	72	\$25,529,805
49	Andrew Homan	Coldwell Banker Realty	61	\$25,309,077
50	Jackie Quigley	Comey & Shepherd	52	\$24,491,944

Rank	Name	Office	Total	Volume
51	Alexander Schafers	RE/MAX United Associates	84	\$24,207,429
52	Diane Tafuri	Sibcy Cline	39	\$23,917,450
53	Maura K Cagney-Tipton	Coldwell Banker Realty	99	\$23,780,328
54	Micha Gleisinger	Comey & Shepherd	47	\$23,685,636
55	Lee G Robinson	Robinson Sotheby's Internat'l	31	\$23,545,225
56	Linda T Destefano	Sibcy Cline	53	\$23,528,534
57	DeeDee R Ollis	RE/MAX Victory + Affiliates	89	\$23,521,100
58	Brian P Leisgang	Keller Williams Advisors	70	\$23,401,422
59	Kelly Pear	Comey & Shepherd	43	\$22,611,000
60	Tyler Minges	Huff Realty	98	\$22,600,500
61	John M Bissman	Keller Williams Pinnacle Group	86	\$22,456,449
62	Cindy Shetterly	Keller Williams Distinctive Re	88	\$22,406,106
63	Sondra M Parker	Coldwell Banker Realty	53	\$22,234,574
64	Keli S Williams	Sibcy Cline	56	\$21,993,962
65	Sue Wahl	Comey & Shepherd	78	\$21,928,600
66	Monika Deroussel	eXp Realty	58	\$21,766,184
67	Jamie R Gabbard	Comey & Shepherd	80	\$21,715,863
68	Anna S Bisher	Coldwell Banker Realty	67	\$21,427,005
69	Tiffany B Allen-Zeuch	Sibcy Cline	47	\$20,821,525
70	Regina M Hamilton	Sibcy Cline	76	\$20,773,950
71	Jeanne M Rieder	Hoeting, Realtors	92	\$20,767,000
72	Sue M Miller	Comey & Shepherd	71	\$20,415,800
73	Steve S Early	Sibcy Cline	25	\$20,348,100
74	Bishnu L Kharel	RE/MAX Preferred Group	68	\$20,148,000
75	Michael T Wiseman	ERA Real Solutions Realty	58	\$20,079,829
76	James E Pitzer III	Coldwell Banker Realty	75	\$20,050,562
77	Brittney Frietch	RE/MAX Preferred Group	58	\$20,022,998
78	Angelo M Pusateri	Comey & Shepherd	43	\$19,904,834
79	Tina A Burton	Sibcy Cline	74	\$19,837,981
80	Timothy J Mahoney II	Sibcy Cline	35	\$19,744,851
81	Pam Steiner	Comey & Shepherd	26	\$19,743,716
82	Bobby Stephens	Comey & Shepherd	32	\$19,717,262
83	William Draznik	Coldwell Banker Realty	53	\$19,620,018
84	Beau Tuke	Sibcy Cline	33	\$19,517,600

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

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# TOP 150 STANDINGS

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Rank	Name	Office	Total	Volume
85	Tyler McConnell	Comey & Shepherd	74	\$19,024,289
86	Robert R Smith	Coldwell Banker Realty	81	\$18,964,063
87	Daniel Baron	Keller Williams Advisors	63	\$18,919,750
88	Molly Eynon	Coldwell Banker Realty	54	\$18,748,775
89	Sara E Limper	Coldwell Banker Realty	54	\$18,748,775
90	Jon L Bowling	eXp Realty	50	\$18,701,546
91	William Wall	eXp Realty	60	\$18,614,145
92	Denise L Gifford	Keller Williams Advisors	69	\$18,594,722
93	Chris Dohrmann	Sibcy Cline	23	\$18,549,601
94	Flor D McNally	Keller Williams Advisors	83	\$18,472,490
95	Beth R Mahoney	Sibcy Cline	37	\$18,460,074
96	Scott T Ferguson	Keller Williams Advisors	63	\$18,411,074
97	Marc A Cameron	Sibcy Cline	45	\$18,131,900
98	Lesli D Norris	Coldwell Banker Realty	53	\$17,875,075
99	Scott Fader	Joseph Walter Realty	52	\$17,855,200
100	Doug Spitz	Coldwell Banker Realty	49	\$17,803,872

Rank	Name	Office	Total	Volume
101	Robert DiTomassi	Comey & Shepherd	49	\$17,443,200
102	Jill O Ferguson	Keller Williams Advisors	57	\$17,412,959
103	Beth A Brown Ciul	Keller Williams Advisors	77	\$17,389,345
104	David D Dawson	Sibcy Cline	39	\$17,350,350
105	Sarah E Close	Keller Williams Advisors	65	\$17,323,200
106	Pamela L Kurtz	Coldwell Banker Realty	54	\$17,241,740
107	Lisa M Phair	Coldwell Banker Realty	62	\$16,856,800
108	Chris R Waits	Sibcy Cline	58	\$16,790,350
109	Tami E Holmes	HER LLC	58	\$16,732,972
110	Brendan S Morrissey	Sibcy Cline	60	\$16,704,670
111	Mitchell Ram	Coldwell Banker Realty	52	\$16,649,425
112	Steve Sylvester	Comey & Shepherd	32	\$16,590,148
113	Beth Silber	Coldwell Banker Realty	62	\$16,562,936
114	Celia B Carroll	Sibcy Cline	31	\$16,474,630
115	May Wu	Comey & Shepherd	38	\$16,474,534
116	Rebecca A Messenger	Comey & Shepherd	33	\$16,407,500
117	Michele Donovan	Comey & Shepherd	75	\$16,334,754
118	Jeffrey R Boyle	Keller Williams Advisors	67	\$16,261,650
119	Bryan L Hoelzer	Coldwell Banker Realty	61	\$16,194,658
120	Eric Lowry	eXp Realty	62	\$15,751,158
121	Erin P Fay	Comey & Shepherd	46	\$15,744,400
122	Heather S Kopf	Kopf Hunter Haas	34	\$15,739,150
123	Angela M Sexton	Coldwell Banker Realty	35	\$15,729,950
124	Carol A Grubb	Comey & Shepherd	36	\$15,563,480
125	Missy B Friede	Century 21 Thacker & Assoc.	63	\$15,560,600
126	Tammy K Thome	Century 21 Thacker & Assoc.	59	\$15,551,498
127	Anne V Bedinghaus	Coldwell Banker Realty	77	\$15,513,855
128	Brett A Keppler	TREO Realtors	59	\$15,500,700
129	Priya Sangtani	Comey & Shepherd	40	\$15,476,595
130	Ben Freimuth	RE/MAX United Associates	41	\$15,444,105
131	Laura M Faz	eXp Realty	45	\$15,340,712
132	Angela M Apking	Sibcy Cline	30	\$15,330,394
133	Doug Manzler	Keller Williams Advisors	32	\$15,281,150
134	Michelle R Sloan	RE/MAX Time	38	\$15,255,413

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# TOP 150 STANDINGS

Individuals | By Volume Closed Date from Jan 1- Oct. 31 As Of Nov. 8, 2021 at 12:38PM

Rank	Name	Office	Total	Volume
135	Kimberly A Mercurio	RE/MAX United Associates	35	\$15,174,950
136	Shifali Rouse	Coldwell Banker Realty	35	\$15,138,497
137	Lindsay Spears	RE/MAX Incompass	71	\$14,935,150
138	Ingrid K Likes	Coldwell Banker Realty	33	\$14,858,900
139	Sandra L Burkhart-Williams	Huff Realty	47	\$14,753,434
140	Jon A DeCurtins	ERA Real Solutions Realty	43	\$14,727,050
141	Jason A Reynolds	RE/MAX Alpha Real Estate	51	\$14,707,865
142	Keith T Taylor	Comey & Shepherd	59	\$14,654,337
143	Jessica Bauer	Comey & Shepherd	54	\$14,579,300
144	Barbara Browning	Coldwell Banker Realty	41	\$14,537,550
145	Larry L Thinnis	Sibcy Cline	37	\$14,358,695
146	Judy S Recker	Sibcy Cline	16	\$14,355,500
147	Don M Johnson	Cutler Real Estate	57	\$14,291,835
148	Susan B Rissover	Keller Williams Advisors	36	\$14,257,230
149	Maria Walley	Comey & Shepherd	38	\$14,161,478
150	Andrea M Johnson	RE/MAX Victory + Affiliates	42	\$14,092,374

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From the Capuano Team

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