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Batavia

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» neighborhood focus

Batavia

By Emmi Abel-Rutter

Batavia is a small rural village in Clermont County, with a population just over 1,500. It is located 25 miles east of Downtown Cincinnati, with the closest surrounding cities being Amelia, Williamsburg, and Owensville. Though Batavia is small, it has a local public school system, quick access to a state park, and a short drive to one of the two beloved Jungle Jim's locations in Cincinnati.

» SCHOOLS

Batavia has three public schools: Elementary, Middle, and High School – catering to students from Pre-K through 12th Grade. The school is home to over 2,300 students from the area and reports a 19:1 student to teacher ratio.



» SHOPPING & ENTERTAINMENT

Being the rural community that it is, Batavia has many outdoor recreational spaces to offer. The best areas to explore include: Batavia Township Community Center & Park, Veterans Memorial Plaza, East Fork State Park, Sycamore Park, and the 13-mile Bike Trail from Williamsburg to Batavia. In case a trip to the park isn't your thing, other local options include:

- » Stonelick Hills Golf Club » Elks Run Golf Course
- » Tri-State Warbird Museum » Batavia Bowl


» GOOD EATS

There is an assortment of national chain restaurants in Batavia, with just a handful of local restaurants mixed in. For additional restaurant choices, a short drive to Amelia or Eastgate will do the trick. The local restaurants you'll find are:

- » Grammas Pizza Batavia
- » Poked Yolk
- » Wings Bar & Grill
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Photography by **Tim Spanagel**
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LEISGANG**

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These three traits have served Brian Leisgang well throughout his career.

Brian got his license in 2009 and has enjoyed a successful career in real estate with the Leisgang Group with Coldwell Banker Realty. Excluding numerous new construction deals, his career volume exceeds 130 million dollars.

...



••• **A BORN ENTREPRENEUR**

After graduating from John Carroll University in 1999, Brian worked for a year for a local printing company before starting his own printing company in 2000.

“We were more of a distributor,” says Brian. “I sold printed forms and promotional products.” He got married in 2003 and his wife, Jennifer, started working for a local office supply company. Eventually, Jennifer branched off in 2005 to start her own office supply company which worked in coordination with Brian’s printing company.

In business until 2012, Brian enjoyed being a successful business owner. He’s fortunate for the experience prior to getting into real estate, starting his business at the young age of 23. Interestingly, real estate has fewer headaches than being a small business owner.

“One advantage with real estate is that the money gets transferred the same day that you close,” says Brian. For a small business, most owners are at the mercy of getting paid from others which often gets delayed.

At the encouragement of Steve Oyler of Coldwell Banker, Brian had the confidence to sell his business and embark on a full-time career in real estate. Brian comments, “Steve was the most important person in my real estate career. He was a mentor, a very good friend and just an amazing person. He definitely encouraged me to sell my company knowing how much I enjoyed working in real estate and also knowing I would be better off financially. In the end, I am where I am today because of all the help and guidance that he gave me.”

Brian’s grit as an entrepreneur served him well as he successfully transitioned to real estate, while selling his business for a profit.

“I worked in real estate part-time, which was an easy transition into this career,” says Brian. “If you can go out and attempt to start a career in real estate – while not having to worry about a closing each month to make ends meet – it’s much less stressful.”

REAL ESTATE – A NATURAL FIT

“Once I had my license, I enjoyed it a lot,” says Brian. “I sold 13 homes my first year and a half and felt very comfortable working with clients.”

Now Brian prides himself on providing great service to his clients. Making it as stress-free of a process as possible, clients enjoy a smooth transaction with Brian and his team. He makes sure everything is done correctly from start to finish and communication is always the key.

Brian approaches his clients with a heart of compassion. He puts himself in their shoes, especially those who might be selling their home after 40 years. Brian feels honored that he has been chosen to represent his sellers. He comments, “My clients aren’t just a number. They chose me and my team. I appreciate that.”

An extrovert by nature, Brian enjoys working with others. He takes time to connect with his clients and genuinely cares about them.

In addition to working with clients, Brian is starting to learn more about new construction and development. Brian says, “I started representing Dennis Ott Builders, a premier custom home builder in Cincinnati, in 2019. It’s been very exciting. I’m learning more about new construction, development, and am thrilled they gave me and my team that opportunity.”

An award-winning agent, Brian is proud to be the recipient of the Circle of Excellence and the President’s Sales Club for the past seven years. He has also earned two Coldwell Banker Awards with the International Diamond Society and International President’s Circle. Not to mention being a five-star recipient for *Cincinnati Magazine* for the past five years.

A FAMILY MAN

Throughout the years, Brian’s goals with real estate have changed. In the beginning, he wanted to grow his real estate business and looked forward to a family down the road. Now that he has five children, it’s all about spending time with family in coordination with growing his business. They seem to go hand in hand with each other and it works out well.

“Life used to be all about my dreams and end goals. Now I’m trying to enjoy the journey with my family instead of rushing to get to the end. Our weekends of watching my kids play soccer and baseball games are much more exciting to me than playing in a golf outing,” says Brian.

Carving out family time through time blocking is important for Brian with five children: Johnny (11), twins Jacob and Madeline (8), Lauren (6), and Leah (3). All five children attend Our Lady of Visitation grade school together. As a family, everyone enjoys hanging out by their pool, playing sports, and Brian loves a round of golf.

Married to his wife Jennifer (Jen), Brian credits her as being “awesome.” He raves, “Jen puts up with my hectic schedule. She ran the office supply company and after we sold it she still works for the company we sold it to. It works out perfectly for us. She juggles working, five kids, sports, school, and a husband – sometimes working crazy hours.”



••• Brian loves how well his children get along. Although they have different personalities, his two boys are best friends, which is so amazing to experience.

In addition to spending time with his family, Brian takes time to invest in the community through Our Lady of Visitation. Both he and Jen coach, donate time, and Jen runs the “bid and buy” and “tuition raffle” for the church festival.

Brian adds, “Jen also serves as the Vice President on the board of directors for the Dearborn Clearinghouse in Indiana.” She gives back to this nonprofit food pantry with her time and experience with fundraising.

The oldest of seven, Brian had a younger brother named Patrick who recently passed away from a rare disease at the age of 37. Patrick was previously a licensed real estate agent as well. A scholarship fund at Elder High School was set up in his honor and will always be close to his heart.

FORTUNATE FOR FAMILY AND FOR HIS TEAM
Brian wouldn't be where he is today without the

support of his team. He says, “Meghan Boyle, my team manager, just joined us in 2020. She was previously the assistant manager for our whole office.” Meghan, a licensed agent, has the “best work ethic and positive attitude. She truly makes us a better team.”

BRIAN ALSO CREDITS HIS FAMILY FOR THEIR UNWAVERING SUPPORT.

He comments, “My parents were amazing and always supportive. They have always been active in the community and my father has been a likable, well-known physician on the West Side of town.

Looking back over his career, Brian has a heart of gratitude. He concludes, “I feel very fortunate. I have a job that I love and a house that my family enjoys. I have an amazing wife and five healthy children along with a very supportive family, friends and clients.

This Top Producer has put people first in real estate. He tells others, “Don't worry about the money. Work hard. Whether it's six months or two years, the hard work pays off and the money will follow.”

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MEET Ian Trefzger,

OWNER OF IPA INSPECTIONS

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Written by Elizabeth McCabe
Photography by Brenna Smith

Ian says, "Home inspections pay for themselves in savings. Things like safety hazards, poor structural designs and water leakage in basements can end up costing buyers a lot of money. A home inspector can spot such defects and save buyers these expenses."

Expect a professional and thorough inspection from top to bottom. Ian explains, "Our professional and thorough inspection will include the roof, the basement and every room and crawl space in between. We will also inspect the outside of the home and any other structures on the property. We pride ourselves on working hard, and providing thorough and detailed reports about the property in a timely manner. Your inspection will take approximately three to four hours to complete, and a detailed report will be emailed to you the same day."

Ian and his dedicated team are proud to be members of ASHI, The American Society of Home Inspectors, which sets the national standard for home inspections.





Ian was so great to work with when I was going through the process of purchasing my home. He took the time to answer all my questions and explain everything in detail. He went above and beyond!

...

EXPERIENCE THAT SPANS DECADES

“I’ve been a contractor my entire life,” says Ian. “Becoming an inspector was an upwards spiral for myself.” It was a natural turn of events that led Ian to home inspecting. After 22 years of being a licensed contractor, Ian sold his half of his company to pursue home inspections.

Through his contracting, Ian had the opportunity to travel. However, as a father of young children, Ian wanted to spend more time at home. He says, “After 12 years, it starts to wear on you, especially when you’ve got young kids. I wanted to be home and be with my family.”

Becoming a home inspector gave him an opportunity to have more work-life balance.

As a contractor turned home inspector, Ian has lots of experience that others don’t have. He knows how houses are built and knows every working component in a house. He has also done some flips and served as a contractor for various projects. When he started looking at projects and seeing poor construction and becoming passionate about fixing it, his wife told him, “Why don’t you do that for yourself?” This put him on a path to becoming a home inspector and Ian couldn’t be happier about finding a job that he genuinely enjoys.

In 2012, Ian opened the doors of his company. He can’t imagine doing anything else.

A HEART TO HELP OTHERS

“I like helping people,” says Ian. “I always remember when we bought our first home.” Although his home was a fixer-upper, he was excited to embark on that challenge. That experience has created empathy for first-time homebuyers and others who are purchasing properties that are less than ideal.

Ian inspects houses from floor to ceiling, uncovering problems that may be hidden from sight. He does whole house inspections, termite inspections, septic inspections, and radon inspections.

Pest problems? Ian is proud to endorse Pinnacle Exterminating to help people with their unwanted pests. He says, “They’ve been with me since I have opened my doors. Owners Kevin Thomas and Gary Grable are a fantastic group. I consider them as part of my team.”

WHY CHOOSE IPA INSPECTIONS?

Top producers turn to IPA Inspections because of the reliability and dependability that Ian provides. With same-day reports, accommodating agents’ busy schedules, and a willingness to serve, Ian has built up his clients, one satisfied customer at a time.

Ian and his staff also break down the complexities of home inspections and simplify them. Ian explains, “The feedback that I get every single day is that top agents like the way I convey information to a client. A lot of them have never owned a home. When I walk someone through something,

I use layman’s terms. It’s pretty satisfying to me when I see they grasp concepts.”

Ian and his team truly enjoy their work. Ian comments, “We enjoy walking clients through everything. We give them a complete understanding, not only on what is bad but what is good in a home. We can also give people a pretty good estimate on what it might cost to fix items. We often have contractors that we can refer.”

RAVE REVIEWS

“All of our feedback is 100 percent,” says Ian.

Here are a few rave reviews:

“Ian was so great to work with when I was going through the process of purchasing my home. He took the time to answer all my questions and explain everything in detail. He went above and beyond! I just cannot say enough about how great it was to work with Ian and I would recommend him to anyone who is purchasing a home.” –Kathleen

“Ian is AMAZING! He gave me so much confidence, and enthusiasm, for the home I ultimately

purchased! I appreciated his common sense explanations about the inner workings of my home, and trusted him to let me know the clear areas of concerns, as well as the simple fixes. He goes above and beyond...from his thorough report with photographs, to being easy to reach, and easy to like! Thank you, Ian!” –Jessica Geraci

FOCUSED ON FAMILY

When Ian isn’t working, he likes spending time with his family. He and his wife and daughters, ages 5 and 9, reside on the West Side in an 1800s home. Ian says, “I’ve always had a niche for old houses.”

Ian enjoys being with his daughters, whether helping his daughter with her multiplication tables, or simply watching a movie together. Time together is well spent.

For more information on IPA Inspections, check out their website, IpaInspection.com. Or give them a call at 513-379-7988. Ian concludes, “Give us one chance.” You won’t be disappointed!





▶▶ family ties

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

MEET CHRISTY JONES

WITH COLDWELL BANKER
REALTY

“I started working for Coldwell Banker West Shell in August 1999 when I received my license and have remained with this top brokerage throughout my career,” says Christy Jones.

...



“

We communicate often and it gives us all perspective. Being in real estate together helps each of us balance the seven-day work week with personal time.”

and hired a full-time licensed team administrator, Liz Mease, as part of her team.

How does it work having family in real estate? Christy explains, “We communicate often and it gives us all perspective. Being in real estate together helps each of us balance the seven-day work week with personal time.” Everyone helps each other as needed to bring work-life balance.

“We all have common goals for our team. That helps bring us together,” adds Christy.

Christy is proud to be a third-generation REALTOR®. When her parents got their real estate licenses, Christy happened to find out that her grandfather had his real estate license in Youngstown, Ohio back in 1964. Christy says, “I hadn’t even known that he had been a REALTOR®. I feel that, although unknowingly at first, I am continuing the legacy he started in the family.”

FROM MARKETING TO REAL ESTATE

A graduate of Miami University with a degree in Marketing, Christy started her career working in marketing and sales for a home medical equipment company in town. When her husband went to get his master’s degree at IU, they moved to Bloomington, Indiana for two years.

“I took two real estate classes the summer between his program,” says Christy. She was just getting her feet wet in real estate. “When we found out that we were going to come back to Cincinnati, we

••• In 2012, her family members started real estate with her. Christy explains, “Jo Helmink, my mom, got her license 11 years ago. She started with me in 2012. My dad, Jim Helmink, got his license 13 years ago.”

Both work well together. Jo, a retired interior designer, excels as a buyer’s agent and Jim covers as needed as a buyer’s agent. Christy and Jo take a lot of pride in helping homeowners get their homes on the market. It’s not just setting a sign but helping them stage and letting them know which updates are important. Jim’s main role is to work with home inspectors and contractors for clients who need estimates. It’s the support that Christy needs to succeed.

Another key to her success – A strong Faith and being blessed with a supportive husband. “My husband has learned to be a great cook and take care of home duties during unpredictable hours of being a REALTOR®,” says Christy. Christy has had several assistants and last year she took the advice of her mentor Steve Oyler,



CONNECTING OTHERS

Christy is passionate about connecting others, whether that is helping someone find a contractor, find a rental, or find a buyer for their home.

“I like to make that process as seamless as possible through good communication,” she says. “I want the public to think favorably on our industry by having a good experience.”

Christy takes pride in forming relationships with her clients and coworkers to help make the process pleasant and successful. The closing is not the end but the continuation of a relationship with clients and fellow agents for future transactions or needs.

“Our team’s contractor list of 14 pages is something we pride ourselves on,” says Christy. “This expands our team resources and has also helped solidify buyers for our listings who are either represented by other agents or are a client of ours.”

Another part of their “connector” attributes is evident in their marketing. Christy explains, “Our ‘Key to your Real Estate Needs Slogan’ and ‘Our Team. Our Resources. Your Home’ are used in our marketing.”

FAMILY FIRST

Real estate has provided opportunities for Christy to invest in her family. Taking time with her children is important to her. She explains, “I can be there for my kids’ milestones at school and sports.

•••



were relocation buyers with Procter and Gamble. I worked with a Coldwell Banker agent and ended up joining her office.”

Starting as an assistant, Christy worked part-time while raising two young daughters at the time. Within months Christy gained the confidence to go out on her own and launched into real estate full-time.

“My parents were my first buyers since they moved into town to be near their first grandchildren,” she recalls. They were her official first clients when she launched on her own.

In 2003, Christy was number one in GCI for the Northeast office after just a bit over three years in business. She continues to be in the top 4% for her local brokerage. Christy is grateful for Steve Oyler, her manager who hired her and ended up being a strong mentor for many years. She explains, “When I hit that 13-year mark and was feeling overwhelmed and out of balance with family and work, he is the one that he encouraged me to form a team.”

Since her start in real estate, Christy has had tremendous success and built her own team – The Christy Jones Team, a boutique-style team. With a career volume of 160 million dollars, she has tasted sweet success in real estate. They have proudly helped over 500 families with real estate sales and purchases.

“For us, it’s not about the quantity of units. It’s the dedication of time and service to our customers we work with that is our focus.” Sixty-five percent of her clients are referrals or past clients.

Real estate has also given me the ability to enjoy vacations with my family. We were able to build a lake house three and a half years ago at Norris.”

Married for 28 years to her husband, Christy and her husband are blessed with three children. Their oldest child, Rachel, is living in Pittsburgh as a social worker. Christy says, “Rachel living there is nostalgic for me because I grew up in Pittsburgh and attended school there.”

Megan, their middle daughter, is graduating from the Honors College from the University of South Carolina in May. She will be pursuing advanced degrees in public health and medicine. The pandemic has influenced her future career path.

Last but not least is their son, Zach. This 15-year-old is a freshman at St. Xavier High School, following in his father’s footsteps as a student there. He is the only grandson on the Jones side, which makes Zach unique.

“Many agents and clients remember me taking him around in his pumpkin seat to showings, closings, and the office when I had last-minute work details to attend to,” says Christy. She treasures those moments.

Christy and her family have resided in the Loveland area since 1999, which is Christy’s community of expertise. She comments, “The Downtown Loveland area has a lot to offer. People want places they can walk to. There has been a lot of growth in the area.”

GIVING BACK

With Christy’s success, she finds it natural to give back to the community. She says, “For the past five years, I have been giving back to Grant Us Hope, a non-profit seeking to be the change agent for suicide prevention providing a platform using pro-mental health conversations. They have a program that we have brought to the area that is currently in 150 schools called the Hope Squad.”

Christy became part of the organization as a volunteer when it was first formed and was just asked to be on the board in November. Her Northeast office has also supported Grant Us Hope for the past 2 years.

Other causes that Christy supports include Cancer Free Kids, Life Food Pantry and Ohio Valley Voices. In addition, she supports her company’s foundation.

POPULAR PASTIMES

When Christy isn’t working, she likes to run for pleasure. She says, “I run with a neighbor every week. My husband and I ran one marathon – one and done – in 2004.”

Christy Jones is grateful for her family. Working with family in real estate has made them stronger, strengthening their family ties as they pursue a common goal – helping others. Doing a job that she loves alongside family is a dream come true for this go-getter.



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MEET Erin Young

▶ on the rise

Photography by
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First Grade Teacher Turned REALTOR®

Looking for a new chapter in life, Erin Young decided to transition from teaching first graders to teaching first-time home buyers. After 15 years of first grade, she transitioned into real estate and hasn't looked back since.

"I've been a REALTOR® since 2016," says Erin. "I stopped teaching the 2017-2018 school year. I wanted to stop teaching but had to be smart about it, especially with three little girls."

Trying to find a brokerage that would take part-time agents was challenging. Erin explains, "Many brokerages only want to take on full-time agents which was not a possibility for me in the beginning. I had to work twice as hard to build my business while also working another full-time job."

“

They strive to create a giving culture. Agents from a place of abundance. There is enough (work) for everyone and we each benefit from helping each other. Keller Williams comes from a giving spirit which I love.”



She partnered with another agent at a brokerage initially to find support in her new career. Then, Erin found the Preferred Ohio Sales Team at Keller Williams with Beth Ciul. Keller Williams was always in the back of her mind as a great brokerage with many opportunities for its agents.

“It’s been a great fit,” says Erin. “I decided to join a fantastic team, The Preferred Ohio Sales Team which is part of the EZ Referral Network. At Keller Williams, it is definitely about the agents and what the leaders can do to support the agents. That has been fantastic. The training and technology at Keller Williams have been amazing. After one year I was able to stop teaching.”

Erin loves working at Keller Williams and found the perfect brokerage for her. She supports KW Cares – which supports agents and their families – and loves the culture of Keller Williams. She explains, “They strive to create a giving culture. Agents from a place of abundance. There is enough (work) for everyone and we each benefit from helping each other. Keller Williams comes from a giving spirit which I love.”

LAUNCHING INTO REAL ESTATE

“Teachers make great REALTORS®,” says Erin. “Teachers are accustomed to wearing many hats throughout the school day in order to meet the needs of each student. As agents, we also wear many hats in order to meet the unique needs of our clients. Whether educating first-time home buyers, working with experienced buyers, mortgage lenders, or sellers, you need to understand what their goals are and strive to achieve them.”

Building relationships is another commonality between the two professions. Just as Erin built relationships with her students, now she builds relationships with her clients. Instead



of feeling drained at the end of the day from teaching, now Erin feels energized from her clients.

All of Erin’s hard work has paid off in real estate. To date, she has a career volume of 30 million dollars. Her team has also won numerous awards, including #1 Real Estate Team in Ohio according to the Ohio Association of REALTORS® (2017, 2018) and Real Trends for Sides and Teams by Volume (2019). In addition, Erin’s team is ranked the #1 Keller Williams team in Ohio, according to their Global Rankings since 2012.

“I am also part of the Million Dollar Club as well at Keller Williams,” Erin stated. She is proud of the hard work which has led to that accomplishment.

HELPING OTHERS THROUGH REAL ESTATE

“I love working with first-time home-buyers,” smiles Erin. “I think it goes back to teaching – educating them about the process of buying their first home. It’s a huge undertaking. People have saved for so long and it’s a big milestone in their lives. I love being part of the process with them and helping them reach their goals.”

Another way Erin helps others through real estate is through her Heroes Program, which helps teachers, police, military, nurses, and health care workers purchase homes. Giving back to community heroes is a cause close to Erin's heart. She also has a program to help renters buy their first home. Finding creative ways to help her clients become homeowners is another rewarding element of real estate.

BALANCING THE BUSINESS

"My biggest challenge as a REALTOR® is having a work-life balance," admits Erin. "I always want to answer the phone and I don't want to miss the next deal." Although she recognizes the need to turn her phone off and "be in the moment," it's easier said than done.

Focusing on her "why" is important to strike a balance between work and home. Erin explains, "I got into real estate so I could provide for my three

daughters." With that in mind, it helps her to be in the moment as a mother.

Erin is blessed with three adorable girls: Ella, Anna, and Emma. Ella is a sixth-grader at All Saints. Anna and Emma are in kindergarten at Lakota this year and are thriving, learning leaps and bounds.

Prior to the pandemic, Erin and her girls loved attending Kings' Island, the zoo, and other places around town. Things have changed a little since the pandemic and they have had to find other ways to spend family time.

REAL ESTATE IS A GAMECHANGER

According to Erin, "Real estate has changed our life completely. It has afforded me more opportunities for my family. While my schedule isn't always flexible, pre-pandemic, I went into their classrooms, brought them lunch, and never had to get a sub plan together. Now I'm more available to my family. It's changing our lives."

Erin truly loves her career in real estate and can't imagine doing anything else. She encourages new agents to "find a good mentor and someone whom

you trust and can go to for questions - someone who has experience and is willing to share their knowledge with new agents. You need to find someone for guidance in the beginning. Beth Ciul has been a wonderful mentor and friend. She is always there to answer questions and give support and advice which has been invaluable. She gives up her own free time and time with her family to take calls from agents. Helping new agents find success is a passion for her and it shows in the success of our team."

Erin concludes, "I love what I am doing. It truly is both fun and rewarding. If you find what you love to do, it doesn't feel like work."

Erin is living proof changing careers can pay off - in more ways than one. More emotional energy at the end of the day, more income, and more family time remind her every day she made the right choice.

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M E E T

Kellie Barter & Jeff Rosa WITH

WEICHERT REALTORS®

leading the way

Written by Elizabeth McCabe
Photography by Krista Silz



Two REALTORS® are always better than one. Kellie Barter and Jeff Rosa with Weichert REALTORS®-R.E. 1790 are a dynamic duo in real estate. Kellie serves as the Broker/Owner of the brokerage and leads a successful team. Jeff manages the Cincinnati office, while helping buyers and sellers' dreams come true, in addition to working very hard selling homes. Together they are leading the way in Cincinnati real estate.



Kellie and Jeff both worked for Sibcy Cline for many years. Kellie credits Jim Stokfo who trained and supported her to be able to open her own brokerage.

Kellie opened the brokerage in April 2020. On March 11, Kellie signed the lease in Newton before everything was closed down on March 16. Kellie's team transferred on April 2 and Jeff and his team followed on April 3. By April 15 there were 13 agents.

Kellie has her own team with six individuals on it. Jeff is actually on his wife Kathy Bryant's team, forming the McCluskey Real Estate Group. Jeff says, "I really love working with my wife Kathy, my niece Ashley Daniels and my good friend Tonya Carnes."

Jeff adds, "I also thoroughly enjoy working with Kellie. We are office partners but first and foremost, great friends. We have a lot of fun at the office and support each other well. Kellie keeps me grounded and I keep her crazy!" Kellie jokes, "I'm the best work wife."

How do they work together? Kellie comments, "Jeff has huge ideas, I have to bring them back to reality. I am the rule follower, the detail person, and the one who only sees black and white." Jeff sees the big picture and is a visionary. Jeff throws out ideas, Kellie brings them to reality and together they implement them in the best way to help the agents, making them a successful team.

An extrovert and an introvert, Jeff and Kellie fit together beautifully. Kellie says, "Jeff is the people person; he will talk to anyone and make connections with everyone." Kellie describes herself as more introverted.

Both bring years of experience to the brokerage. As of April, Kellie will have been in real estate for 20 years. For Jeff, it will be 25 years in April. Together, they help agents become the best they can be.

Between the Cincinnati and Northern Kentucky offices, we currently have 24 agents with Weichert REALTORS®-RE 1790. This rapidly growing brokerage is destined for greatness.

"We have a collaborative, supportive, and open office. Every work station is open. We have an open space in the front and in the back and a kids' play space for agents and clients with little kids."

•••

The benefits of an open office are numerous. Kellie explains, “If someone has a problem, someone will jump in and help them. Agents bounce ideas off each other. Agents are like-minded and everyone is ready to succeed. Everyone is happy to be here. It’s thriving.”

Exploding Growth

“It wasn’t the plan to grow this quickly,” says Kellie. “The goal was to open Kentucky the second quarter of 2021. But an opportunity came up to have a great location right in the heart of Fort Thomas.”

Kellie got her Kentucky broker’s license in September and feels fortunate to have gotten Jessica Hurley to run the office. Jessica’s expert knowledge of Kentucky, experience in real estate, and leadership skills make her a natural for this role.

“It all fell into place,” smiles Kellie. “In the next six months, we hope to open another office somewhere north of Cincinnati. We’ll just see where it takes us from there.”

“Someday I might sleep,” laughs Kellie. “One of our goals was to hit a million dollars in GCI – Gross Commission Income – by June 2, 2021. We will hit that in the middle of January or sooner.”

Life Before Real Estate

Every agent has their own story on how they discovered real estate. Kellie and Jeff are no exception.

“My husband ‘made’ me is the joke,” smiles Kellie. “I had helped my in-laws look for a house and my husband said that I should do this full-time. It was a great career to choose with small kids.” Kellie was actually seven months pregnant at the time. After her son was born, returning to her IT career wasn’t what she wanted to do.

At the “encouragement” of her husband, Kellie got her real estate license. Her father-in-law, who just retired, volunteered to watch her two kids – an 11-month-old and a 4-year-old.

“I thought this was absolutely crazy,” admits Kellie. “My husband had lost his job and had a severance package. I didn’t have a choice but to succeed. I jumped in with both feet and made it work in 2001. In 2004, I became an assistant manager for one of the offices, although I initially turned down the opportunity three times.”

After spending 14 years working in management, she decided to go back into sales in March 2019. Kellie worked hard helping her clients and growing her team. Things then just fell into place for her to open her own brokerage in April of 2020.

Jeff has his own story of how he entered real estate. He says, “Before becoming a REALTOR®, I owned a landscaping company



for five years. I sold my company and fell into real estate accidentally, but it has worked out nicely.”

Recently, Jeff went back into sales and their team did a total volume of 10 million dollars last year. Jeff adds, “My wife is consistently in the 8-10 million dollar range.” Jeff’s heart is with his team and growing the agents in the brokerage.

Jeff says, “I love the real estate world. It is always changing and presenting new opportunities. The future is bright and I am looking forward to the office hitting new levels.”

Challenges don’t define Jeff. A self-described optimist, he says, “Challenges never bother me. It’s a part of life and God has always shown me the way.” He encourages up and coming agents to “never stop striving to be better but always remain humble and thankful for what you have.”

Rooted with Family

When the day is over, it’s all about family for Jeff and Kellie.

“I am amazingly blessed with a fantastic family,” says Jeff. “My wife is a saint and an incredible person. I have three brothers and a sister whom I all love dearly. It is wonderful to have a family that I enjoy spending time with whenever possible. I am a recent grandfather and my little Blair is so special to me.” Jeff enjoys

spending time with friends and family. To relax and recharge, Jeff also enjoys boating and golf.

Kellie is married to her husband Mat, who owns an IT consulting company, CloudPires, in Fairfax. They recently celebrated their 25th anniversary in December. Kellie adds, “We have two children: Morgan (24) and Tyler (20). Morgan lives in Seattle and Tyler is a Junior at Wright State University.” When not working, Kellie likes being outside, running, kayaking, or hanging out and exploring on their farm in Kentucky.

Making A Difference

Both Kellie and Jeff have generous hearts and like making a difference in the community. Jeff comments, “I support several charities but St. Joseph Orphanage is near and dear to my heart. We just celebrated providing Christmas for the children for the 20th year. It was simply a blessing to be able to make this happen.”

In addition to supporting the St. Joseph Orphanage, Kellie supports The Ray of Hope Foundation and the Pink Ribbon Girl.

With their years of real estate, Kellie and Jeff have genuinely made a difference for countless individuals in the local area. Mentoring agents, selling homes, and making dreams come true is what it is all about for this dynamic duo.



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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Dec. 31 As Of Jan 6, 2021 at 2:17PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	115	\$116,858,967
2	Scott A Oyler	Coldwell Banker Realty	188	\$67,059,122
3	Rick J Finn	Coldwell Banker Realty	188	\$61,770,073
4	Ragan R McKinney	Ragan McKinney Realty	354	\$59,748,775
5	Ellie D Kowalchik	Keller Williams Pinnacle Group	182	\$59,379,195
6	Kim K Mansfield	Keller Williams Advisors	255	\$55,743,360
7	Bob Dorger	Comey and Shepherd	111	\$55,293,587
8	Peter D Chabris	Keller Williams Seven Hills Re	218	\$49,748,105
9	Adam G Marit	Real Link	181	\$47,545,807
10	Michael P Hines	Coldwell Banker Realty	95	\$45,984,973
11	Heather R Herr	Coldwell Banker Realty	108	\$44,576,269
12	Andrew S Gaydosh	eXp Realty	190	\$42,101,005
13	Robert Dorger	Comey and Shepherd	80	\$41,162,587
14	Michael C Hinckley	Coldwell Banker Realty	93	\$40,521,718
15	Kevin E Hildebrand	eXp Realty	137	\$40,209,798
16	Rakesh Ram	Coldwell Banker Realty	125	\$38,115,679
17	Ron A Bisher	Coldwell Banker Realty	146	\$37,408,445
18	Tom Deutsch Jr.	Coldwell Banker Realty	193	\$37,161,584
19	Lisa S Morales	Coldwell Banker Realty	136	\$36,465,765
20	Mike Hildebrand	eXp Realty	126	\$36,018,160
21	Donna Franke	Sibcy Cline	83	\$34,983,316
22	Judy S Recker	Sibcy Cline	30	\$34,533,940
23	Holly M Finn	Coldwell Banker Realty	114	\$34,220,543
24	Tina A Burton	Sibcy Cline	127	\$33,465,622
25	Kathy J Kramer	Star One Real Estate	80	\$32,492,475
26	Sandra L Peters	Comey and Shepherd	49	\$32,431,111
27	Sue S Lewis	Sibcy Cline	91	\$32,264,300
28	Megan S Stacey	Coldwell Banker Realty	84	\$32,094,155
29	Micha Gleisinger	Comey and Shepherd	60	\$31,136,730
30	Chris R Waits	Sibcy Cline	121	\$31,097,954
31	Andrew Homan	Coldwell Banker Realty	66	\$29,544,013
32	Monika Deroussel	eXp Realty	89	\$29,377,951
33	Andrea L DeStefano	Sibcy Cline	78	\$29,061,300
34	Lee G Robinson	Robinson Sotheby's Internat'l	45	\$28,614,344

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Dec. 31 As Of Jan 6, 2021 at 2:17PM

Rank	Name	Office	Total	Volume
35	Amy L Markowski	RE/MAX Preferred Group	150	\$28,261,413
36	Sondra M Parker	Coldwell Banker Realty	92	\$28,062,171
37	David W Wellinghoff	Comey and Shepherd	42	\$27,958,740
38	Sarah E Close	Keller Williams Advisors	104	\$27,179,770
39	Walter B Gibler	Coldwell Banker Realty	86	\$26,716,065
40	Gina A Dubell-Smith	eXp Realty	61	\$26,634,417
41	Sue M Miller	Comey and Shepherd	111	\$26,498,555
42	Courtne C Brass	Coldwell Banker Realty	127	\$26,219,409
43	Sue Wahl	Comey and Shepherd	112	\$26,193,855
44	Tiffany B Allen-Zeuch	Sibcy Cline	71	\$25,824,195
45	Ingrid K Likes	Coldwell Banker Realty	57	\$25,386,798
46	Julia Wesselkamper	Coldwell Banker Realty	54	\$25,079,380
47	Maryann D Ries	Coldwell Banker Realty	53	\$24,652,904
48	Heather M Stallmeyer	Coldwell Banker Realty	63	\$24,583,671
49	Amy Hackett Roe	Sibcy Cline	48	\$24,518,300
50	Diane Tafuri	Sibcy Cline	43	\$24,506,065

Rank	Name	Office	Total	Volume
51	Alexander Schafers	RE/MAX United Associates	94	\$24,414,673
52	Angelo M Pusateri	Comey and Shepherd	48	\$23,927,824
53	DeeDee R Ollis	RE/MAX Victory	104	\$23,689,400
54	Anna S Bisher	Coldwell Banker Realty	87	\$23,686,438
55	Kelly Pear	Comey and Shepherd	48	\$23,648,239
56	Michele Donovan	Comey and Shepherd	117	\$23,576,325
57	Patrick J Cagney	Coldwell Banker Realty	124	\$23,548,795
58	Shelley Miller Reed	Sibcy Cline	46	\$23,516,750
59	Lynn M Schwarber	Comey and Shepherd	67	\$23,318,200
60	Regina M Hamilton	Sibcy Cline	106	\$23,220,683
61	Tyler Minges	Huff Realty	110	\$23,192,524
62	Denise L Gifford	Keller Williams Realty Assoc.	84	\$23,126,951
63	Deborah A Martin	Keller Williams Advisors	59	\$23,078,414
64	Tyler McConnell	Comey and Shepherd	107	\$22,432,055
65	Jon L Bowling	RE/MAX Preferred Group	98	\$22,209,946
66	Lori N Wellinghoff	Comey and Shepherd	28	\$22,177,840
67	James C Harris	Keller Williams Seven Hills Re	92	\$22,090,505
68	Tyler A Smith	RE/MAX United Associates	72	\$22,087,479
69	Mitchell Ram	Coldwell Banker Realty	78	\$21,947,535
70	Jamie R Gabbard	Comey and Shepherd	85	\$21,923,000
71	Robert R Smith	Coldwell Banker Realty	105	\$21,916,348
72	Timothy J Mahoney II	Sibcy Cline	29	\$21,775,726
73	Brian P Leisgang	Coldwell Banker Realty	74	\$21,714,610
74	Lisa M Phair	Coldwell Banker Realty	87	\$21,396,774
75	James E Pitzer III	Coldwell Banker Realty	69	\$21,377,053
76	Sarah A Woody	Keller Williams Advisors	86	\$21,356,000
77	William Draznik	Coldwell Banker Realty	51	\$20,979,066
78	Zachary Ferrell	Keller Williams Community Partners	119	\$20,966,211
79	Helena F Cameron	Sibcy Cline	52	\$20,596,915
80	Jeanne M Rieder	Hoeting, Realtors	103	\$20,588,175
81	Nicole M Gulick	Reign Realty	66	\$20,462,935
82	Heather R Alley	ERA Real Solutions Realty	57	\$20,379,146
83	Beth A Brown Ciul	Keller Williams Realty Assoc.	85	\$20,372,622
84	Scott T Ferguson	Keller Williams Realty Assoc.	74	\$20,347,490

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Dec. 31 As Of Jan 6, 2021 at 2:17PM

Rank	Name	Office	Total	Volume
85	Bobby Stephens	Comey and Shepherd	35	\$19,892,015
86	Michael L Vazquez	ERA Real Solutions Realty	61	\$19,819,024
87	Jason J Bowman	RE/MAX Elite	95	\$19,818,761
88	Elizabeth Waits	Sibcy Cline	77	\$19,816,052
89	Hossam Elsayed	Plum Tree Realty	91	\$19,764,144
90	Steve Sylvester	Comey and Shepherd	36	\$19,479,650
91	Michael T Wiseman	ERA Real Solutions Realty	62	\$19,423,020
92	Rebecca A Messenger	Comey and Shepherd	45	\$19,415,339
93	Jon W Weeks	Keller Williams Realty Assoc.	84	\$19,370,921
94	John M Bissman	Keller Williams Pinnacle Group	75	\$18,996,569
95	Jackie Quigley	Comey and Shepherd	42	\$18,724,400
96	Anne V Bedinghaus	Coldwell Banker Realty	93	\$18,721,224
97	Susan K Welsh	Real Link	66	\$18,669,125
98	Daniel Baron	Keller Williams Advisors	82	\$18,632,270
99	Brett A Keppler	TREO Realty	82	\$18,555,499
100	Lisa E McCarthy	Coldwell Banker Realty	82	\$18,525,097

Rank	Name	Office	Total	Volume
101	Leann M Starks	RE/MAX Preferred Group	81	\$18,384,132
102	Candace N Burton	Sibcy Cline	72	\$18,233,028
103	Mark Schupp	Star One Real Estate	81	\$18,218,745
104	Bob Hines	Coldwell Banker Realty	32	\$18,104,280
105	Jon A DeCurtins	ERA Real Solutions Realty	48	\$18,083,550
106	Eric Lowry	eXp Realty	78	\$18,046,600
107	Maureen D Pippin	Sibcy Cline	14	\$18,031,000
108	Brendan S Morrissey	Sibcy Cline	57	\$18,017,027
109	Tami E Holmes	HER LLC	77	\$17,924,675
110	Benjamin M Austin	Keller Williams Advisors	93	\$17,906,900
111	Janelle A Sprandel	Comey and Shepherd	67	\$17,712,691
112	Kathy M Bryant	Weichert Realtors	36	\$17,695,800
113	Guy W Cagney	Coldwell Banker Realty	89	\$17,642,303
114	Keli S Williams	Sibcy Cline	60	\$17,598,050
115	David D Dawson	Sibcy Cline	49	\$17,409,400
116	Barbara Browning	Coldwell Banker Realty	52	\$17,362,173
117	Molly E Blenk	Comey and Shepherd	51	\$17,013,270
118	Beth B Dowling	Comey and Shepherd	19	\$16,934,000
119	Beth R Mahoney	Sibcy Cline	40	\$16,908,470
120	Gary L Hamilton	Sibcy Cline	80	\$16,762,233
121	Laura M Faz	RE/MAX Preferred Group	62	\$16,619,212
122	Brad Strunk	Comey and Shepherd	48	\$16,617,548
123	Paul C Renwick	Renwick Realty	142	\$16,540,400
124	Patrick Gunning	Coldwell Banker Realty	36	\$16,395,320
125	Chris Dohrmann	Sibcy Cline	21	\$16,264,451
126	Celia B Carroll	Sibcy Cline	34	\$16,155,069
127	Elizabeth K Gerbus Akeley	Comey and Shepherd	55	\$16,153,100
128	Brittney Frietch	RE/MAX Preferred Group	55	\$16,131,976
129	Wendi J Sheets	eXp Realty	52	\$15,904,265
130	Lindsay Spears	RE/MAX Incompass	77	\$15,866,725
131	Jason A Reynolds	RE/MAX Alpha Real Estate	58	\$15,828,561
132	Adam D Jessen	RE/MAX United Associates	59	\$15,809,092
133	Erica Monahan	Comey and Shepherd	58	\$15,776,036
134	May Wu	Comey and Shepherd	49	\$15,706,918

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-Dec. 31 As Of Jan 6, 2021 at 2:17PM

Rank	Name	Office	Total	Volume
135	Larry L Thinner	Sibcy Cline	57	\$15,679,759
136	Cindy Shetterly	Keller Williams Distinctive Re	65	\$15,514,520
137	Steve S Early	Sibcy Cline	26	\$15,407,000
138	Linda T Destefano	Sibcy Cline	36	\$15,299,000
139	Heather S Kopf	Kopf Hunter Haas	33	\$15,222,950
140	Sharon I Packer	Coldwell Banker Realty	30	\$15,214,805
141	Tammy K Thome	Century 21 Thacker & Associates	75	\$15,205,240
142	Don M Johnson	Cutler Real Estate	76	\$15,157,689
143	John M Durso	Comey and Shepherd	59	\$15,139,323
144	Ryan S Riddell	Keller Williams Community Partners	76	\$15,138,490
145	Chris S Russell	Plum Tree Realty	43	\$15,097,349
146	Meg S Perez	Coldwell Banker Realty	79	\$14,946,900
147	Jeffrey R Boyle	Keller Williams Realty Assoc.	71	\$14,942,150
148	Christy R Jones	Coldwell Banker Realty	37	\$14,903,888
149	Kelly A Gibbs	Comey and Shepherd	51	\$14,897,962
150	Jill O Ferguson	Keller Williams Realty Assoc.	54	\$14,837,600



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