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# Lindsay *spears* with Re/Max Incompass



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Throughout her life, Lindsay Spears has felt the calling to help people. She began a career working with children and enjoyed a very fulfilling career. After purchasing a home in her hometown of Trenton, Ohio, she felt that calling change slightly.

When she purchased her home, she saw what her real estate agents, the Parker Team, did and was inspired. Lindsay explains, “I had the feeling that they were protecting me. I can’t explain it. Buying a home is such a big purchase. I wanted to be the light that helps people through it. At the end of the day, it’s not about selling but

building relationships.” She decided to follow in their footsteps and become a REALTOR® in December of 2015.

The scariest thing was making that leap of faith, changing careers to real estate. After real estate school, Lindsay started selling homes and realized that school was just the tip of the iceberg. She still had so much to learn and had a desire to learn more, both for herself, and to be the best agent for her clients that she could be.

#### Developing Her Talent

Now in 2021, Lindsay is a Top Producer, with a very successful

team based in Trenton. Through hard work and determination, she built her brand from the ground up from a brand-new REALTOR® to managing a three-person real estate team.

“I took time to build myself, follow Top Producers, and make sure I had the knowledge so I could properly guide someone,” says Lindsay. “Building relationships with other agents and other professionals in this industry is imperative. I would also watch videos nonstop on different negotiating tactics – anything and everything I could grab onto.” Lindsay worked at RE/MAX Incompass and found her niche. She sets herself apart with her exceptional customer service.

“I am always available to my clients,” smiles Lindsay. “My clients’ needs are always a top priority. I don’t look at each person as a paycheck. I look at them as an opportunity to earn their trust and friendship. If the transaction falls through, that’s okay. Trust and relationships are everything.” Lindsay has worked hard to build friendships and relationships with each one of her clients, getting to know them on a personal level to do her best to help them in any way she can.

Lindsay’s team, The Spears Team, also makes themselves available to clients “all day and every day.” The Spears Team consists of Lindsay; Emily Hatfield, who is also a REALTOR®; and Amanda Gray, the team admin, who is working to pursue her real estate license as well. With the three of these ladies, someone is always available to help with a client’s needs.

Lindsay always has her clients’ best interests in mind. She is “super aggressive” in fighting for what her clients want. With expert negotiating skills, she pushes transactions forward to the closing table. She treats each client like family, and it shows, especially at the negotiating stage.





“My four biggest qualities are honesty, transparency, loyalty, and aggressiveness,” says Lindsay. “I’ve worked really hard on those and always try to stay consistent.” Being honest and upfront are her most important qualities. “They carry you further than anything.”

#### Connecting with Others

Real estate is all about connections. Lindsay develops relationships with her clients, gets to know them, and learns how to interact with them. “Everyone has a different personality,” she says. “Certain personalities need to be guided in certain ways.” Lindsay is careful to always follow up with her clients, and always stay in close communication. “Whatever it takes, I’m here to help them,” she says.

One of the hardest obstacles that Lindsay has overcome is getting people to know who she is and how she works, especially in this market. Lindsay, who is from the smaller

town of Trenton, didn’t let this obstacle define her. “I’m finding ways to get myself out there,” she says. “That has been my biggest challenge.” She has reached out to outside agents, which has worked, as well as a combination of different marketing strategies to break into new markets. She has also built a very solid foundation of her business through word of mouth. Friends of friends and past clients will refer her, and Lindsay is most grateful for the referrals. She is eager to do everything she can so her clients feel comfortable referring her to others. “I am very busy, but I wouldn’t have it any other way,” she smiles.

One of the best things about real estate is the work-life flexibility. Lindsay notes, “One of the reasons I wanted to build a team is to make sure I could maintain that level of service to my clients. The busier I got, I realized I needed more than one of me.” A team was her answer, and The Lindsay Spears Team was born.

#### Committed to Her Family and Her Community

When Lindsay isn’t working, she loves spending time with her family. Married to her high-school sweetheart, Ryan Spears, they have been together for 22 years. Ryan works as an electrician for a large local contractor. They are blessed with two little girls, Allee (9) and Kinslee (7).

In their small community of Trenton, Lindsay is as close to a household name as you can get. Spend some time in the small town, and you will start to see her name more and more often, such as sponsoring local soccer, baseball, and football teams and organizations. Lindsay also sponsors community appreciation events, like free pizzas at the local Todd’s IGA, or her popular giveaways, like the most recent Yeti Summer/Sports Package giveaway on her teams’ business Facebook page.

Lindsay loves being the cheer coach for her two daughters for Pee Wee Cheer.

“I TOOK TIME TO BUILD MYSELF, FOLLOW TOP PRODUCERS, AND MAKE SURE I HAD THE KNOWLEDGE SO I COULD PROPERLY GUIDE SOMEONE”



She coaches two sideline squads and two competition squads as well as serving as Vice President of the Pee Wee Cheer Board.

“This will be my fourth year coaching cheer,” says Lindsay. A cheerleader herself, Lindsay cheered all through school from third grade through her senior year. Coaching her own girls is a dream come true. “It’s awesome,” raves Lindsay. “No matter how busy I am or how much I have going on, I set aside time for my family. They’re my rock for sure,” says Lindsay. Ryan is present at every game and competition. “I’ve convinced him to wear a Cheer Dad shirt,” says Lindsay.

In 2010, Lindsay’s mother tragically passed away. Lindsay holds fond memories of her childhood and her mother, and strives to instill those memories and the values her mother taught her into her daughters as they grow up.

When she’s not helping clients to buy and sell homes or coaching a cheer squad, Lindsay can mostly likely be found at a local campground. She and her family are avid campers and love the outdoors. She enjoys sitting by the fire, connecting with friends and family, and enjoying the life she and her husband have built together.

Real estate has answered a calling Lindsay didn’t know she had until she bought her house in 2013. Since then, her career path has opened many doors that she didn’t think were possible, and she and her team’s trajectory is only tracking higher and higher. She’s making her mark in real estate, one satisfied client at a time. She’s living proof that anything is possible with enough drive and determination, and is an inspiration to anyone wanting to follow their dreams and do what they love.

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Written by Elizabeth McCabe  
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# COODY

MEET

## C O O M E R

Branch Manager at Stockton Mortgage



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...



Love what you do, and you will never work another day in your whole life. Cody Coomer found his passion in the mortgage industry and made it his profession. He followed his family's footsteps into the mortgage industry, realizing he was made for this role.

"I'm a third-generation mortgage guy," explains Cody, branch manager at Stockton Mortgage. He has fond memories of hearing all about mortgages in his childhood days and even hearing mortgages discussed during Thanksgiving dinner.

"I would hang out at my grandparents' house with my parents," recalls Cody. "While playing Euchre, they would talk about mortgages. I came into the industry after college and helped my dad with the accounting books. When I saw how much money they made, I thought why work for Northwest Mutual for \$35,000 a year?" He found a better way – the mortgage industry – to secure a solid financial future and have a

profession with purpose, making a difference in the lives of others.

After working for his father for five years, Cody went out on his own. He has been in the mortgage industry for a decade. In addition, he has worked with the same team the whole time and has built solid relationships with them. Best of all, Cody genuinely loves what he does.

Stockton Mortgage has excellent service levels and closes loans quickly. Another asset at the branch is Cody's assistant, Junior Loan Officer Seth Thompson. Seth is an eight-year military veteran and is an expert in VA lending.

**Developing Relationships**

"I'm all about solving problems, helping people, and just really enjoy doing good business. I like all the relationships you get to build. I get to branch out with a bunch of different REALTORS®, clients, and insurance people. When I do a mortgage with

a customer, I become pretty good friends with them," says Cody.

Cody does happy hours with companies, goes out for drinks with clients, and really enjoys getting to know people beyond the numbers.

"It's not about doing a loan and getting paid," he explains. "What does this person need?" He figures out what



someone's challenges are, how he can relate to them, and become friends.

**Unsurpassed Work Ethic**

When it comes to hard work and dedication to his clients, Cody rises to the top. He remains in constant communication with his clients, commenting, "I always pick up my phone."

Cody is also very efficient. He explains, "I do all the work upfront and get the loan done before someone finds a house." Cody also goes above and beyond to make sure people win their offers.

"At 26 buyers per listings, sellers have all the power," he explains. "No one uses a lender to accelerate someone's offer and make it stand

out. That's what I do. I make offers stand out and win so people can get the house that they want."

**Embracing the Next Generation**

Cody encourages Top Producers, "It's very important to start to incorporate the new generation of lenders and REALTORS®. We flat out think differently than traditional real estate professionals. We have a different perspective on everything. We utilize technology and work at our own pace. Give a young person a chance. We provide more value than what people think."

While products don't change, people make the difference in the mortgage industry. Cody isn't about squashing his competition; he's all about celebrating accomplishments.

**Local Roots**

A lifelong resident of Cincinnati, Cody is a graduate of Lakota West High School and a graduate of the University of Cincinnati. He resides in West Chester.

Cody is eager to give back to the community. His whole family is in the mortgage industry and are actually competitors of his, but he embraces it and comes to the rescue when needed. He's happy to answer questions for people and navigate complex problems with mortgages.

**For More Information:**

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# Walt GIBLER

with Coldwell Banker Realty

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Written by Elizabeth McCabe  
Photography by Krista Silz

Dedicated. Driven. Destined for success. Walt Gibler, a REALTOR® with Coldwell Banker, was a former professional basketball player before launching into his career in real estate. He had a stellar year in 2020 with a sales volume of \$35 million and 115 transactions. Rising to the challenge of the pandemic, Walt excelled using social distancing and virtual showings on Facetime. As a result, 2020 was his best year yet with an increase of 40 percent over 2019.

In addition to multiple local, state, and regional awards, Walt was also the proud recipient of the Top 30 REALTORS® Under 30 worldwide for Coldwell Banker in 2016.

What is the secret to his success? “It’s all about client and team relationships,” says Walt. “We try to create a personal bond with our clients – which really increases their satisfaction as well as our team’s enjoyment. We try hard to maintain close relationships with our past clients and their referrals too.”



### Building a Team Atmosphere

Walt played high school basketball at St. Xavier in Cincinnati before being recruited by Division I basketball power Loyola University in Chicago. He met with substantial success on the basketball court while graduating *magna cum laude* in Psychology, before becoming a professional basketball player in Europe. His career came to an end when he tore his shoulder, coupled with an ACL tear in his knee requiring surgery.

Although Walt no longer plays competitive basketball, he has created his own professional team at his Coldwell Banker office located in Hyde Park. With an outstanding administrative assistant, a



### We as a team

have to make sure everyone gels and are focused on **helping our clients** purchase their dream home or successfully sell their property.



...



## We take a lot of pride in The Gibler Team Foundation,

giving back to those around us and our community. We really try to grow our community outreach every single year.

full-time marketing professional, two excellent buyers' agents, and a creative investment specialist, he has assembled a tremendous collaboration.

"The biggest challenge in my career has been growing an effective team and making sure the chemistry of the team supports the culture of excellence we are trying to produce," he explains. "We as a team have to make sure everyone gels and are focused on helping our clients purchase their dream home or successfully sell their property. Everyone on our team has to work together like a well-oiled machine."

"The team mentality means that you complement each other's skill set. Everyone must be accountable for their efforts and maintain lasting relationships with past clients," adds Walt.

One unique aspect of Walt's team is that every member has been an athlete at one point in their lives so they understand dedication and working towards a common goal. Walt's group also genuinely enjoys being together. Walt says, "We're all in the office every single day together. It is a lot of fun going to work with colleagues who are also friends. That's why we get along so well together."

### Giving Back

Walt has a strong commitment to the greater Cincinnati community. He started The Gibler Team Foundation, a 501c3 nonprofit organization, which provides scholarships to children with disabilities and diseases. A portion of each Gibler Team commission check is donated to the foundation. It is Walt's way of giving back to the community and making a real difference in the lives of disadvantaged children. These scholarship recipients are children struggling with cancer, mental health issues, medical hardships, or autism.

"We take a lot of pride in The Gibler Team Foundation, giving back to those around us and our

community. We really try to grow our community outreach every single year." To date, The Gibler Team Foundation has given out 50 scholarships to local grade school and high school children and more will be provided in the future.

### Loving Cincinnati

"I have lived in Chicago for college and in Germany after college, playing basketball," says Walt. Still, there is no place like Cincinnati.

"What excites me most about Cincinnati is that the city has all the major attractions – arts, theater, college and professional sports teams, parks, and Fortune 500 companies," says Walt. He sees Cincinnati continuing to grow in the coming years because of how vibrant the city is and attractive to visitors. It is truly a great place to live, work, play, and have a family. From sports to the arts, Cincinnati clearly has a lot to offer its residents.

### Family Focused

The youngest of four children, Walt's three siblings all became doctors and two are married to physicians. Although Walt initially planned on going to medical school while in college, he had a change of heart.

He says, "I wasn't passionate enough about medicine to dedicate 10 years of training after college to something I didn't truly love."

Real estate is a rewarding and fulfilling career for him. His family supports him every step of the way. Connecting with clients and developing lasting relationships with others is rewarding for Walt.

Walt's favorite saying is, "Make it a memorable day." Those are words which he lives by each day. He feels one can easily become entrenched in a routine – breakfast, work, dinner, tv, bed. Walt explains that days should be differentiated by trying to have new experiences daily. Being motivated

...

by people rather than business transactions, while building heartfelt connections with others, gives his life meaning and purpose.

From professional basketball to real estate, Walt is a gamechanger in Cincinnati. Trying to exceed

...

expectations, he has helped many clients find their dream homes as well as successfully sell their homes in Ohio, Kentucky, and Florida. With an outstanding team supporting him, Walt is leading the way in real estate.



**The team mentality means**

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▶▶ on the rise

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

# Meet **Ryan** Rowley

with Keller  
Williams  
Seven Hills

“I love people,” says REALTOR® Ryan Rowley, who works with Keller Williams Seven Hills.

“My job allows me to help people build wealth, make better financial decisions, and really just try to be a positive force in people’s lives and inspire others to be better people as I continue to grow and become a better person myself,” says Ryan. “I always think what can I focus on and do best that can positively affect the greatest amount of people, and right now, that’s real estate.”

#### **Serving Our Country**

After seeing the Oklahoma City bombings in 1998, he knew he wanted to make a difference. He wanted to fight terrorism, and getting into a special operations unit was the way to accomplish that. Ryan served as a member of the 75th Ranger Regiment and deployed several times in support of OIF and OEF with multiple Joint Special Operations Task Forces.

“It was a pretty cool job,” Ryan says with a smile. “I think everyone admires people who can get through the tough training. The key trait that I see in guys that compose these elite units is that they will never quit, never give up, and will fight on to complete the mission.”

#### **Overcoming Obstacles**

Ryan developed his love for helping others by helping veterans who were struggling after separating from the military. He struggles himself with PTSD and has a service dog named Ruby. “Trauma permanently changes us, which is not necessarily a bad thing. You just need to be able to use that to bring you more strength and joy. Eventually, through introspection, we realize that everyone, not just ourselves or veterans, everyone is struggling with one thing or another. Once you realize that, you become more empathetic and are a kinder and gentler person.”

...



“They feel lost in the world and can’t find their place,” says Ryan. Veteran suicide is something a lot of people are aware exists, and he has given back to countless individuals, working with a couple of nonprofit organizations, such as SPIN (Suicide Prevention Interdiction Network) and GallantFew, both started by former Rangers, that helped veterans to overcome their challenges and get back on their feet in life. “We want to stop veteran suicide before it happens, and you really have to be involved in their lives to do that.”

**Catering to Clients**

Ryan now carries that same approach in the real estate business. “If you want to build great relationships, you have to really get to know people and actually care about their lives.

We deal with a lot of sensitive issues as real estate professionals, such as marriages, divorces, financial hardships, and things that many clients do not share with their own extended families. By being involved so intimately with people, we need to develop a high level of trust that extends beyond real estate. I want to be the person people can trust to talk about anything without judgment or fear and be a comforting voice to my clients as moving can be a very stressful time and transactions do not always go perfectly.” Ryan develops real connections with the people he works with and has even officiated two weddings for past clients. He caters to his clients and is empathetic to their needs. This is something that came as a natural extension after working with veterans.

With a career volume over \$20 million, Ryan has found his footing in real estate and built a solid financial future for himself. After leaving the military, he worked in logistics for 10 years at companies such as TQL and First Star Logistics where he honed his sales skills.

With his love of real estate, Ryan is a natural when it comes to selling homes. He explains, “I’ve really grown to love and appreciate the architecture and design of homes, the history of the neighborhoods, and why certain styles of homes and communities were started in different neighborhoods and what kind of community and growth different areas are experiencing throughout the tri-state. It all just fascinates me because you can never stop learning.”

Ryan started in the real estate business in 2016 by working with for-sale-by-owners and expired listings. He grew a team of eight people before scaling down his business.

“I wanted to get leaner and meaner,” Ryan says. “As your business grows, so do you. As an entrepreneur, our job is to become specific about how we want the business to look like, how it will be run, what activities we do to drive business, and who are the people we are catering to. The more specific you make your vision, you will attract the right people to help you achieve it. And that is where the magic happens!” He now has a referral-based business and has set his sights on the luxury market. Ryan holds the Certified Luxury Home Marketing Designation through the Institute of Luxury Home Marketing and continues to develop his business to create a white-glove experience for all his clients regardless of price.

**Community Involvement**

“I’m heavily involved in Freemasonry in Cincinnati, and I can say with confidence that it was the best decision I’ve ever made in my life. The goal of the organization is to find good men and give them a set of universally shared values and morals to help them develop as better people throughout life’s journey,” says Ryan, who is a member of Caliburn Lodge downtown.

As a transplant to Cincinnati from Toledo, Ohio, Ryan knew no one when he first moved here. He explains, “The men of Caliburn Lodge have helped forge me to become a better person, become my best friends, and provide fraternity, brotherly love, and a way to improve myself in social intercourse. I have this whole group of great people as mentors and friends who also happen to be great community leaders as well. I truly believe you are the sum of the people you surround yourself with,” Ryan said. Freemasonry is an organization

that promotes self-improvement guided by good morals and provides the framework on how a civil society should operate.

**Personal Pastimes**

When Ryan isn’t working, he loves reading. An avid reader, he normally has one non-fiction book (or a book on a particular subject) and one

business book that he reads simultaneously. Some of his favorite authors are Ernest Hemingway, Tom Robbins, and Kurt Vonnegut, to name a few. He noticed that all the most successful people are voracious readers and committed to being one himself.

Playing guitar is another pastime of Ryan’s, which filled a hole in his heart





I wanted to get leaner and meaner.

after his last service dog was hit by a car four years ago. "I knew I was in the right business because the support that came from the real estate professionals in Cincinnati was overwhelming. I always tell people that REALTORS® are the best people. After my dog was hit by a car, I had so many agents reach

out, send flowers and cards, I couldn't believe it. That stuff definitely didn't happen in the Rangers," he laughs.

Ryan explains, "My roommate at the time had a guitar, and I started playing guitar to keep from missing the company of my dog. I try to play at least a half hour a day still, and what that has done to relieve stress and as a form of therapy has been amazing. There is something about music that touches the most tender chords of human existence." Music is a great hobby that can bring a lifetime of joy. Ryan normally will just play for Ruby and Jack, who are his biggest fans.

**Fueled by Family**

Ryan treasures time with his family. He comments, "I have a great family. I have five brothers and sisters, my parents who serve as great role models, and an amazing and supportive girlfriend."

Ryan lives with his son, Jack, who is 2 and his "Big Why." Jack is Ryan's "assistant" and turns on lights, locks doors, and simply likes to spend time with his father. Jack was the inspiration behind the change in direction in Ryan's real estate business. "Parenting is my number-one priority. The greatest way to positively affect society is to raise great people and be a great person. I'm so fortunate that I have a career that allows me to do both."

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# MASON

The city of Mason, located in the northeastern corner of Greater Cincinnati, is a haven to corporations, families, and small businesses. Purchased in 1803 by Revolutionary War veteran, William Mason, the area functioned as a farming community until its incorporation in the 1970s and subsequent growth. Its thriving suburban lifestyle, prime location between I-75 and I-71, and excellent public school system have attracted over 30,000 residents and 500 businesses.

## SCHOOLS:

Mason City School District is known for its massive student population as well as the excellent education it provides. The district is currently home to over 10,000 students in grades PK-12 and reports a 21:1 student-teacher ratio. It is ranked as the number-one district in Warren County and number-four district in the state. In addition to the local public school

system, there is a Catholic School and Montessori School nearby. The schools include:

- Mason Early Childhood Center (PK-2)
- Mason Elementary School (3-4)
- Mason Intermediate School (5-6)
- Mason Middle School (7-8)
- Mason High School (9-12)
- St. Susanna (K-8)
- Montessori Academy of Cincinnati (18 months-8th grade)

## GOOD EATS:

There is no shortage of restaurants in Mason. Although you're never too far away from food, a drive down Mason Montgomery Road or US-42 will give you a plethora of options. A handful of eateries to check out include:

- S.W. Clyborne Co. Provision & Spirits
- Firebirds Wood Fired Grill

- Wildflower Cafe
- Phoenician Taverna
- The Mason Grill
- Rusty Bucket
- Quatman Cafe
- The Old Bag of Nails Pub
- Tortilleria Garcia
- Raja India

## SHOPPING AND ENTERTAINMENT:

The most well-known attraction in Mason is by far the Kings Island Amusement Park, which brings in thousands of visitors each year from around the country (and of course is a local treasure). If roller coasters don't sound appealing, there are two water parks, seven public parks, and an all-encompassing community center in the city.

- Mason Community Center
- The Golf Center
- Kings Island
- Great Wolf Lodge
- The Beach Waterpark



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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- May 31 as of June 3, 2021 at 3:50PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	53	\$50,622,966
2	Rick J Finn	Coldwell Banker Realty	79	\$29,397,250
3	Ellie D Kowalchik	Keller Williams Pinnacle Group	76	\$29,068,940
4	Scott A Oyler	Coldwell Banker Realty	79	\$28,290,398
5	Jeffrey E Woken	Redefine Realty	105	\$27,722,450
6	Bob Dorger	Comey & Shepherd	44	\$25,743,838
7	Shelley Miller Reed	Coldwell Banker Realty	34	\$25,044,711
8	Amy Hackett Roe	Coldwell Banker Realty	36	\$24,748,711
9	Megan S Stacey	Coldwell Banker Realty	48	\$23,284,550
10	Heather R Herr	Coldwell Banker Realty	53	\$22,055,850
11	Adam G Marit	Real Link	78	\$21,994,318
12	Daniel K Watkins	Comey & Shepherd	91	\$21,723,300
13	Sandra L Peters	Comey & Shepherd	28	\$21,557,250
14	Kim K Mansfield	Keller Williams Advisors	79	\$21,487,716
15	Ragan R McKinney	Ragan McKinney Real Estate	115	\$20,628,689
16	Andrew S Gaydosh	eXp Realty	87	\$19,886,050
17	Kevin E Hildebrand	eXp Realty	66	\$18,786,135
18	Rakesh Ram	Coldwell Banker Realty	68	\$18,760,284
19	Michael P Hines	Coldwell Banker Realty	34	\$18,603,987
20	Tom Deutsch Jr.	Coldwell Banker Realty	77	\$16,992,774
21	Holly M Finn	Coldwell Banker Realty	43	\$16,619,550
22	Alice M Jones	Comey & Shepherd	73	\$16,380,090
23	Peter D Chabris	Keller Williams Seven Hills	67	\$16,099,793
24	Robert Dorger	Comey & Shepherd	25	\$15,743,000
25	Michael C Hinckley	Coldwell Banker Realty	27	\$15,460,813
26	Lisa S Morales	Coldwell Banker Realty	53	\$15,451,438
27	Gina A Dubell-Smith	eXp Realty	32	\$15,135,197
28	Susan K Welsh	Real Link	55	\$15,035,717
29	Walter B Gibler	Coldwell Banker Realty	44	\$14,898,480
30	Michael T Maley	Comey & Shepherd	60	\$14,813,200
31	Julia Wesselkamper	Coldwell Banker Realty	32	\$14,552,000
32	Tyler A Smith	RE/MAX United Associates	32	\$14,455,950
33	Helena F Cameron	Sibcy Cline	30	\$14,074,641
34	Andrea L DeStefano	Sibcy Cline	32	\$14,070,546

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- May 31 as of June 3, 2021 at 3:50PM

Rank	Name	Office	Total	Volume
35	Sarah A Woody	Keller Williams Advisors	49	\$14,020,300
36	Jack C Hinckley	Coldwell Banker Realty	23	\$13,906,313
37	Ron A Bisher	Coldwell Banker Realty	46	\$13,556,910
38	John M Bissman	Keller Williams Pinnacle Group	48	\$12,299,968
39	Tyler McConnell	Comey & Shepherd	46	\$12,183,489
40	Patrick J Cagney	Coldwell Banker Realty	54	\$12,145,328
41	Chris Dohrmann	Sibcy Cline	16	\$12,094,000
42	Molly E Blenk	Comey & Shepherd	37	\$12,047,155
43	Diane Tafuri	Sibcy Cline	20	\$11,992,700
44	Sondra M Parker	Coldwell Banker Realty	35	\$11,927,394
45	Lynn M Schwarber	Comey & Shepherd	23	\$11,672,800
46	Mike Hildebrand	eXp Realty	43	\$11,645,875
47	Monika Deroussel	eXp Realty	29	\$10,935,640
48	Kathy J Kramer	Star One Real Estate	26	\$10,793,292
49	Sue S Lewis	Sibcy Cline	36	\$10,732,398
50	James E Pitzer III	Coldwell Banker Realty	38	\$10,715,251

Rank	Name	Office	Total	Volume
51	Timothy J Mahoney II	Sibcy Cline	17	\$10,625,000
52	Jeanne M Rieder	Hoeting, Realtors	44	\$10,349,000
53	Mitchell Ram	Coldwell Banker Realty	32	\$10,306,150
54	Heather M Stallmeyer	Coldwell Banker Realty	27	\$10,103,334
55	Jamie R Gabbard	Comey & Shepherd	39	\$9,998,386
56	Alexander Schafers	RE/MAX United Associates	36	\$9,912,766
57	Michael L Vazquez	ERA Real Solutions Realty	26	\$9,842,194
58	Tiffany B Allen-Zeuch	Sibcy Cline	20	\$9,765,360
59	Marc A Cameron	Sibcy Cline	23	\$9,754,500
60	Michelle R Sloan	RE/MAX Time	22	\$9,739,813
61	Regina M Hamilton	Sibcy Cline	39	\$9,701,350
62	Doug Spitz	Coldwell Banker Realty	25	\$9,693,311
63	Angelo M Pusateri	Comey & Shepherd	19	\$9,692,223
64	Jon L Bowling	eXp Realty	21	\$9,690,233
65	Pam Steiner	Comey & Shepherd	11	\$9,678,000
66	Bobby Stephens	Comey & Shepherd	16	\$9,637,762
67	Keli S Williams	Sibcy Cline	28	\$9,552,890
68	Deborah A Martin	Keller Williams Advisors	21	\$9,541,600
69	William Draznik	Coldwell Banker Realty	26	\$9,504,118
70	DeeDee R Ollis	RE/MAX Victory	39	\$9,204,500
71	Amy L Markowski	RE/MAX Preferred Group	49	\$9,184,160
72	Jackie Quigley	Comey & Shepherd	23	\$9,148,044
73	Robert R Smith	Coldwell Banker Realty	42	\$9,143,863
74	Larry L Thinner	Sibcy Cline	21	\$9,118,499
75	Steve S Early	Sibcy Cline	10	\$9,053,000
76	Linda T Destefano	Sibcy Cline	20	\$8,780,780
77	Beth R Mahoney	Sibcy Cline	18	\$8,711,074
78	Maura K Cagney-Tipton	Coldwell Banker Realty	41	\$8,699,678
79	Michael T Wiseman	ERA Real Solutions Realty	26	\$8,646,828
80	Kimberly A Price	Plum Tree Realty	46	\$8,414,750
81	Bishnu L Kharel	RE/MAX Preferred Group	28	\$8,223,300
82	Lisa M Phair	Coldwell Banker Realty	27	\$8,219,500
83	Beau Tuke	Sibcy Cline	16	\$8,175,700
84	Missy B Friede	Century 21 Thacker & Assoc.	35	\$8,172,100

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Rank	Name	Office	Total	Volume
85	Eric Lowry	eXp Realty	33	\$8,048,458
86	Scott T Ferguson	Keller Williams Realty Assoc.	28	\$8,025,400
87	Andrea M Johnson	RE/MAX Victory	22	\$7,939,774
88	Shifali Rouse	RE/MAX Preferred Group	19	\$7,937,717
89	Micha Gleisinger	Comey & Shepherd	18	\$7,920,074
90	Tina A Burton	Sibcy Cline	29	\$7,908,145
91	Anna S Bisher	Coldwell Banker Realty	24	\$7,854,905
92	Janelle A Sprandel	Comey & Shepherd	23	\$7,829,646
93	Jill O Ferguson	Keller Williams Realty Assoc.	24	\$7,663,500
94	Jeffrey R Boyle	Keller Williams Realty Assoc.	35	\$7,614,450
95	Tyler Minges	Huff Realty	35	\$7,573,300
96	Maureen D Pippin	Sibcy Cline	6	\$7,528,000
97	Judy S Recker	Sibcy Cline	8	\$7,522,500
98	Kathy M Bryant	Weichert, Realtors- R.E 1790	17	\$7,429,250
99	Deb LaFrance	RE/MAX Preferred Group	18	\$7,422,877
100	Jennifer Sarver	Comey & Shepherd	12	\$7,411,500

Rank	Name	Office	Total	Volume
101	Sue Wahl	Comey & Shepherd	31	\$7,294,100
102	Priya Sangtani	Comey & Shepherd	19	\$7,268,892
103	Lindsay Spears	RE/MAX Incompass	35	\$7,200,655
104	Patrick Gunning	Coldwell Banker Realty	12	\$7,179,245
105	Susan B Rissover	Keller Williams Advisors	18	\$7,165,500
106	Chris R Waits	Sibcy Cline	26	\$7,154,450
107	Denise M Taylor	Sibcy Cline	30	\$7,098,091
108	Candace N Burton	Sibcy Cline	26	\$7,088,969
109	Beth Bokon Onthank	Sibcy Cline	12	\$6,952,282
110	Brendan S Morrissey	Sibcy Cline	26	\$6,897,400
111	Mark J Peebles	Nav X Realty	8	\$6,833,700
112	Steve L Elbert	Around Town Realty	31	\$6,828,101
113	Laura M Faz	eXp Realty	20	\$6,807,500
114	Don M Johnson	Cutler Real Estate	28	\$6,746,500
115	Jeff D Dickey	The Dickey Group Inc. Realtors	32	\$6,719,800
116	Andrew Homan	Coldwell Banker Realty	19	\$6,679,000
117	Scott Marvin	Team Results Realty	17	\$6,660,899
118	Oscar Asesyan	Sibcy Cline	17	\$6,620,888
119	Brian P Leisgang	Coldwell Banker Realty	27	\$6,575,204
120	Bob D Kugler	Bowling & Kugler Realty	33	\$6,563,478
121	Carol A Grubb	Comey & Shepherd	17	\$6,558,500
122	Cindy Shetterly	Keller Williams Distinctive Re	27	\$6,552,400
123	Sue M Miller	Comey & Shepherd	27	\$6,551,300
124	Anne V Bedinghaus	Coldwell Banker Realty	36	\$6,524,425
125	Catherine M Mueller	Sibcy Cline	19	\$6,515,927
126	Denise L Gifford	Keller Williams Realty Assoc.	24	\$6,508,922
127	Jaime Thinnis-Neumaier	Sibcy Cline	15	\$6,502,455
128	Liz Lemon	Comey & Shepherd	22	\$6,500,610
129	Thomas L Canning	Comey & Shepherd	12	\$6,493,700
130	Karen S Kelley	Comey & Shepherd	10	\$6,487,000
131	Ben Freimuth	RE/MAX United Associates	16	\$6,381,500
132	Angela M Sexton	Coldwell Banker Realty	13	\$6,379,100
133	Beth Silber	Coldwell Banker Realty	28	\$6,369,411
134	James C Harris	Keller Williams Seven Hills	25	\$6,368,500


**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

Individuals | By Volume Closed date from Jan 1- May 31 as of June 3, 2021 at 3:50PM

Rank	Name	Office	Total	Volume
135	Tammy K Thome	Century 21 Thacker & Assoc.	22	\$6,354,650
136	Chris B Gerke	Comey & Shepherd	23	\$6,277,980
137	Heather R Alley	ERA Real Solutions Realty	16	\$6,275,800
138	David D Dawson	Sibcy Cline	14	\$6,251,550
139	Tami E Holmes	HER LLC	25	\$6,232,372
140	Brian T Revalee	RE/MAX Alpha Real Estate	18	\$6,223,500
141	Michele Donovan	Comey & Shepherd	26	\$6,193,929
142	Diane R Wiesmann	eXp Realty	24	\$6,174,823
143	Jason A Sheppard	Comey & Shepherd	25	\$6,170,900
144	Rob J Mahoney	Sibcy Cline	13	\$6,169,974
145	Jason J Bowman	RE/MAX Alliance Realty	32	\$6,168,950
146	Lesli D Norris	Coldwell Banker Realty	20	\$6,151,217
147	Tyler Dietz	Keller Williams Seven Hills	19	\$6,145,543
148	Angela M Apking	Sibcy Cline	12	\$6,134,189
149	Richard A Davey	Comey & Shepherd	26	\$6,108,000
150	Pete Kopf	Kopf Hunter Haas	13	\$6,103,700

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