

CINCINNATI

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.



**TOP 150**  
STANDINGS

## Jeanne Reider Hoeting Realtors

**ON THE RISE: BRIAN THOMAS,  
COLDWELL BANKER REALTY**

Photo by Tim Spanagel

SPONSOR SPOTLIGHT

Everything But The House

REALTOR<sup>®</sup> TO WATCH

Chris Gerke, Comey & Shepherd

NEIGHBORHOOD FOCUS

Reading

JUNE 2021



*Help your clients see their future.*

**ZICKA  
REMODELING**



Zicka Remodeling  
C&W Custom Woodworking

As you work with clients to place them in their next home, you now have another powerful offering. If you and your clients discover an existing home, be sure to share the creative wonders of Zicka Remodeling with them. This incredible resource can enhance a home's current layout or build onto it. Maybe a new kitchen is in order. Or a breathtaking great room helps seal the deal.

Here's how it works. Zicka Remodeling's award-winning interior designers spec the look and style your clients desire. Once the client is satisfied, Zicka Remodeling make it all happen. Based on client-approved CAD renderings, the artisans build out the space and bring the transformation to fruition.

This complementary resource opens a new door for closing more deals.

Contact Zicka Remodeling at 513.247.3500 or via email at [juliez@zickahomes.com](mailto:juliez@zickahomes.com).



**AMERICAN HOMELAND  
TITLE AGENCY**

**YOUR KEY TO A  
*Successful*  
CLOSING**



*513.863.9100*  
*@americanhomelandtitle*  
*americanhomelandtitle.com*

**7 AREA LOCATIONS  
PLUS A MOBILE OFFICE**

# TABLE OF CONTENTS



**10**  
REALTOR®  
To Watch:  
Chris Gerke,  
Comey &  
Shepherd



**16**  
Neighbor-  
hood Focus:  
Reading



**18**  
Cover Story:  
The Jeanne  
Rieder  
Group



**26**  
Sponsor  
Spotlight:  
Everything  
But The  
House



**34**  
On the Rise:  
Brian  
Thomas,  
Coldwell  
Banker  
Realty



**41**  
Top 150  
Standings  
(Volume)



If you are interested in contributing or nominating Realtors for certain stories, please email us at [patrick.braddick@realproducersmag.com](mailto:patrick.braddick@realproducersmag.com).

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event and they may be used in this publication.



TR WISE HAS HELPED HIS CLIENTS SAVE THOUSANDS OF DOLLARS ON THE PURCHASE OR REFINANCE OF THEIR BIGGEST INVESTMENT – THEIR HOME!

## NOMINATE A COVER STORY

CINCINNATI  
**REAL PRODUCERS.**

Please send all nominations to

[patrick.braddick@realproducersmag.com](mailto:patrick.braddick@realproducersmag.com)



## TR WISE

**Senior Mortgage Loan Officer**

**513-238-0999**

**TRWise@Bankwith1st.com**

**7451 Mason Montgomery Road**

**Mason, Ohio 45040**

**NMLS #132687**

- Local Processing and Underwriting
- Close your purchase within 15 days
- Daily Interest Rate Specials to save you on your interest rate and closing costs
- Great Loan Products





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**CARPET CARE**

Cincinnati Dry  
Carpet Cleaning  
Charlie Stout  
(513) 503-0797

**CLOSING GIFTS**

Cutco Cutlery  
(513) 687-0635  
www.cuttingedgeemmi.com

**CUSTOM FRAMING**

ASM Custom Framing  
(513) 763-9373  
www.asmcustom  
framing.com

**CUSTOM HOME BUILDERS**

Ashford Homes  
(513) 445-1800  
ashfordhomesohio.com

Zicka Homes  
(513) 247-3500  
zickahomes.com

**ESTATE SALES**

Everything But The House  
Shannon Dager  
(888) 862-8750  
ebth.com

**FURNITURE BANK**

New Life Furniture Bank  
(513) 313-0530  
www.nlfurniture.org

**HEATING/ AIR  
CONDITIONING**

Greater Comfort Heating  
and Air Conditioning  
(859) 491-4915  
greatercomfort.com

**HOME INSPECTION**

Horizon Point Inspections  
(513) 831-1200  
www.inspecthorizon.com

**IPA Inspections**

(513) 379-7988  
lpaInspections.com

**Pillar to Post**

Home Inspectors-  
The Capuano Team  
(513) 771-6689  
https://cincinnati.  
pillartopost.com/

**Safe Start Home Inspections**

Nathan Wessel  
(513) 968-4311  
www.safestarthi.com

**HOME STAGING**

Design To Market LLC  
Jo Potvin  
(513) 265-0952  
www.designtomarket.com

**Eye 4 Design Interiors**

Sharon Colvill  
(513) 916-0500  
www.eye4design  
interiors.net

**HOME THEATER/  
HOME AUTOMATION  
TECHNOLOGY**

Hanson Audio Video  
(513) 563-0444

**HOME WARRANTY**

Achosa Home Warranty  
Jenna Wheeler  
(937) 474-1866  
www.achosahw.com

**FPL Nextera Home**

www.nexterahome.com

**Old Republic  
Home Protection**

Deana Hayes  
(513) 305-9179  
www.ORHP.com

**INSURANCE**

Edwin O. Young III --  
State Farm Ins.  
(513) 631-6699  
www.oakleyinsurance.net

**LAW FIRM**

Leo Grote LPA  
(513) 554-3000  
leogrotelpa.com

**Yonas and Rink LLC**

(513) 427-6100  
www.cincinnatiattorney.com

**MORTGAGE LENDER**

1st National Bank  
TR Wise  
(513) 238-0999

AmeriFirst Home Mortgage  
(513) 985-3000  
www.amerifirst.com

Annie Mac Home Mortgage  
(513) 769-2071  
tony-annie-mac.com

C4 Residential  
Rick Ruehlmann  
(513) 247-7859  
www.c4residential.com

Guaranteed Rate  
(513) 609-4484  
www.rate.com/ronerdmann

Motto Mortgage  
(419) 906-2082

Mutual of Omaha Mortgage  
Mike Bowers  
(800) 589-8430 x310

Ruoff Home Mortgage  
Dave Scully  
(513) 633-8476  
www.ruoff.com/davescully

Stockton Mortgage  
(513) 486-4133  
stockton.com/cody-coomer/

**MOVING COMPANY**

Big Blue Moving  
(859) 608-2583

**PHOTO BOOTH/EVENT  
ENTERTAINMENT**

Signature Photo Booth LLC  
(513) 443-2050  
www.signaturephoto  
booth.com

**PHOTOGRAPHY &  
VIDEOGRAPHY**

Tim Spanagel Photo  
& Video  
(513) 374-8656  
timspanagel.com

**RADON GAS TESTING**

Geiler Company  
(513) 574-0025  
www.geiler.com

**RESTORATION**

Dry Effect  
(513) 463-2121  
www.dryeffect.com

**TITLE AGENCY**

AllQuest Title Agency LLC  
(513) 563-6161  
www.aqtitle.com

American Homeland  
Title Agency  
(513) 863-9100  
www.americanhome  
landtitle.com

CS Title Agency  
(740) 335-6645  
cstitleagency.com

Prodigy Title  
(513) 870-9070  
myprodigytitle.com

**WINDOW AND  
GLASS REPAIR**

Burkhardt Pro Hardware  
Anthony Wilkerson  
(513) 821-3475

*Now Serving Southern Ohio*

Find us on  
Facebook

**LOWEST RATES OF ANY PROFESSIONAL, LICENSED AND INSURED MOVING COMPANY • OPEN 7 DAYS A WEEK**

**COMMERCIAL AND RESIDENTIAL MOVING • LOCAL AND LONG DISTANCE MOVING • PACKING/UNPACKING • REARRANGING  
PIANO AND GUN SAFE MOVING • FURNITURE ASSEMBLY/DISASSEMBLY • TRUCK, POD AND ABF TRAILER LOADING AND UNLOADING**

(859) 608-BLUE (2583)

WWW.BIGBLUEMOVINGKY.COM

LOCALLY OWNED AND OPERATED

## MEET THE CINCINNATI REAL PRODUCERS TEAM



**Patrick Braddick**  
Publisher



**Sandy Taylor**  
Ad Manager



**Beth McCabe**  
Senior Writer



**Emmi Abel-Rutter**  
Writer



**Krista Silz**  
Photographer



**Brenna Smith**  
Photographer



**Geneva Eilertson**  
Reprint Coordinator

Interested in custom reprints? Contact Geneva for details: [geneva@realproducersmag.com](mailto:geneva@realproducersmag.com)



**TIM SPANAGEL**  
PHOTO • VIDEO

513.374.8656  
tspanagel@gmail.com  
Instagram- @timspanagelphoto

Interior and Exterior Photography

- Video Walkthroughs
- Drone Photography and Videography
- Next Evening Delivery on Photos and Videos








FASTEST GROWING HOME BUILDER IN GREATER CINCINNATI

Homes Now Available



Montgomery | 9659 Zig Zag Rd. | 2,903 Sq. Ft. | 4 Beds/3.5 Baths | \$885,000



Crooked Tree/Mason | 3440 Magnolia Grove Ln | 3,700 Sq. Ft. | 4 Beds/4 Bath | \$965,000



East Walnut Hills | 2616 Hackberry St | 2,386 Sq. Ft. | 3 Beds/2.5 Bath | \$499,000



O'Byronville | 3029 Cinnamon St. | 1,900 Sq. Ft. | 3 Baths/2.5 Bath | \$499,000



Mt. Lookout | 3518 Kroger Ave. | 2,991 Sq. Ft. | 4 Beds/3.5 Baths | \$865,000



Clough Chase /Anderson | 2 Story | 3,533 Sq. Ft. | 4 Bedrooms/3.5 bath | Starting at 659,000

Visit our newest development, Clough Chase, in Anderson. [ChoughChase.com](http://ChoughChase.com)  
15 wooded homesites offering customizable floor plans to fit your lifestyle.



**Patrick Gunning**  
Coldwell Banker Agent  
**513-300-6929**

**CLOUGH CHASE**  
**Cathy Hall**  
Ashford Homes Sales Consultant  
**513-442-5555**



# Meet Chris Gerke

WITH COMEY & SHEPHERD

Written by Elizabeth McCabe | Photography by Brenna Smith | Photography by Brandy Hopkins

REALTOR® to watch



“Real estate has always been my passion,” says REALTOR® Chris Gerke with Comey & Shepherd. “As soon as I got licensed, I just loved everything about it. As I started in the business, I enjoyed it even more.”

Real estate is the perfect fit for Chris. “I have an appreciation for homes in general,” he says. “I love the architecture, the fast-paced negotiations and the excitement that goes along with it. I love working with first-time home buyers and sharing in their first home experience.”

Assessing a home’s value and staging homes come naturally for Chris. He loves the challenge. In addition, Chris likes working with investors to build their financial portfolios. Assessing investment properties, including estimated repair costs, is also what Chris does best.

Interestingly, real estate wasn’t the original plan for Chris. A fourth-generation electrician, he got into the electricians’ union out of high school. He comments, “It was easy for me to do. I didn’t know what I wanted out of high school, so I got a trade to lead on.”

He was hired at General Electric in their electrical maintenance department in 2001.

He then got licensed in real estate in 2002. Chris comments, “It was a slow-paced job, but that enabled me to take some time and learn the business.”

Chris’ wife Jessica almost got her real estate license before he got his. Pregnant with her first child, Jessica and Chris purchased their first home. They were both interested in real estate and Jessica attended school to get her license. By the time she finished her classes, she wanted to stay home with their first-born child.

“I decided to go get my license,” says Chris. “I started class right away and got my license in 2002.” He did real estate part-time until he went full-time in the middle of 2012.

“Going full-time as a REALTOR® was always my dream,” admits Chris. “We were young. I was 24 when I got my license. With a mortgage and a new baby, I dove in.” He overcame the fear of a steady income and a guaranteed paycheck each week to launch into real estate.

With a career volume of approximately 100 million dollars, Chris has tasted sweet success in real estate. Eighty million dollars of his volume has been achieved since 2012. He has built his own team and achieved the Circle of Excellence, Presidents’ Club, and was the proud recipient of the HomeSnap Excellence in Customer Service Award for 2020.

## Overcoming Obstacles

Chris overcame numerous obstacles in his quest to succeed in real estate. Looking back, he comments, “Being married, having a house payment, starting in the business at the young age of 24 as a sole income proprietor was challenging. I had a new baby and a new family. When I started in the business it was a lot more difficult to generate business, especially for someone in their 20s. I didn’t have a big sphere of influence in buying houses and I didn’t have a lot of connections. I had to work phone time.”

Chris also worked Internet leads that he got when he started his real estate career. Although they were few and far between, Chris didn’t give up. He persevered. With his patience and persistence, he built a career and a name for himself in real estate.

Three years ago, he started a team and has an assistant, Jessie Roberts. His buyer’s agent is Alex Bramer with another buyer’s agent starting soon. A mentor to younger agents, Chris also likes teaching new agents.

...



“I’m in the second phase of my career,” says Chris. Mentoring others is something I know I enjoy a lot.”

**Committed to the Community**

When Chris isn’t working, he likes remaining active in the community.

“I’ve been coaching youth sports for 13 years,” he comments. “I’ve coached soccer, basketball, and am currently coaching volleyball. I really enjoy volunteering in that regard. It gives me time to spend with my kids but also helps me to positively impact other kids.”

To Chris, there is nothing more rewarding than coaching children when they didn’t think they could make the goal, score the point, or do a skill. “I love the excitement and joy that comes from them,” says Chris. “I’ve always enjoyed that.”

A kid at heart, Chris’s wife told him (while discussing things people didn’t know about him in preparation for this article), “You can’t pass up a hotdog.” Chris admits, “It’s true. If I see a hotdog at

a gas station or if I go into a store and they’re grilling...I’ve never not bought a hotdog. I can’t go to the ballpark without getting a hotdog.” Even on vacation, when there is a hotdog on the menu, you better believe that Chris orders it.

**On the Go**

“We’re a pretty active family,” says Chris. “There’s always something going on.” Chris has been married to his wife for 21 years and they are blessed with five daughters: Isabella (20), Arielle (17), Stella (11), Gigi (10), and Annie (9).

**36 I’m in the second phase of my career.**  
Mentoring others is something I know I enjoy a lot.



Chris and his family love to travel. Chris loves seeing wildlife in their natural environment.

“I’m kind of mesmerized by it,” he says. “It’s one of my favorite things. When we go on family trips – anytime we can go do things – I love seeing wildlife in their own habitat. It’s pretty amazing to me.”

Chris also likes the next generation. He comments, “I really like children, not just my own, but children in general. I’ve done a lot of coaching and coached my kids over the years. I really enjoy kids.”

To relax from being on the go, Chris enjoys unwinding with yardwork, working out in the yard, and having a nightcap with his wife. “We sit around and talk about our day and what’s going on in the world, our plans, and our future,” he says.

From being an electrician to a successful REALTOR®, Chris is living his best life helping others. He’s an inspiration with his work ethic, drive and determination. Without being willing to make the leap of faith to real estate, he would never be where he is today.



# LOOKING TO PURCHASE A HOME?

- **FAST, FREE** pre-approvals & advice
- Primary, vacation, & investment loans available
- Loans down to **580** credit score
- Fannie Mae, Freddie Mac, FHA, VA & USDA Direct Lender
- First-time homebuyer & **\$0 DOWN** payment programs

## We also offer Refinancing Options:

- Lower Your Interest Rate
- Lower Monthly Payments
- Eliminate PMI or Cash out
- Renovation Loans Available

CONTACT ME TODAY!



**TONY AUTULLO**  
BRANCH  
MANAGER  
NMLS# 20232  
Phone: 513-769-2071  
Cell: 513-461-9321  
TAutullo@Annie-Mac.com  
tony.annie-mac.com



AnnieMac Home Mortgage, 11385 Montgomery Road, Suite 210, Cincinnati, OH 45249. Ohio License #MB.804128.000 and License #SM.501901.000.

**SIGNATURE  
PHOTOBOOTH**  
WWW.SIGNATUREPHOTOBOOTH.COM

TOUCH  
TO START

Contact us for a quote for your next event:  
**(513) 443-2050**  
rental@Signaturephotobooth.com

**bryant**  
Heating & Cooling Systems

**\$99**  
NEW MOVE-IN SPECIAL  
Heating and Cooling Maintenance  
Work to be performed during normal business hours. Not valid with any other offers.  
Expires 6-30-2021

THE PERFECT COMFORT ZONE FOR A FAMILY PILLOW FIGHT.

**GREATER COMFORT**  
HEATING & AIR CONDITIONING, INC.

859-491-4915 / greatercomfort.com  
License #: KYMO4107, KYB1493, OHMO45158, OHBC4781

OLD REPUBLIC HOME PROTECTION

**It's not too late!**

Did your buyers close without a home warranty?  
They can still get industry-leading coverage after closing.

Contact me for more details!

**Deana Hayes**  
Senior Account Executive  
800.282.7131 Ext. 1230  
C: 513.305.9179  
DeanaH@orhp.com  
my.orhp.com/deanahayes

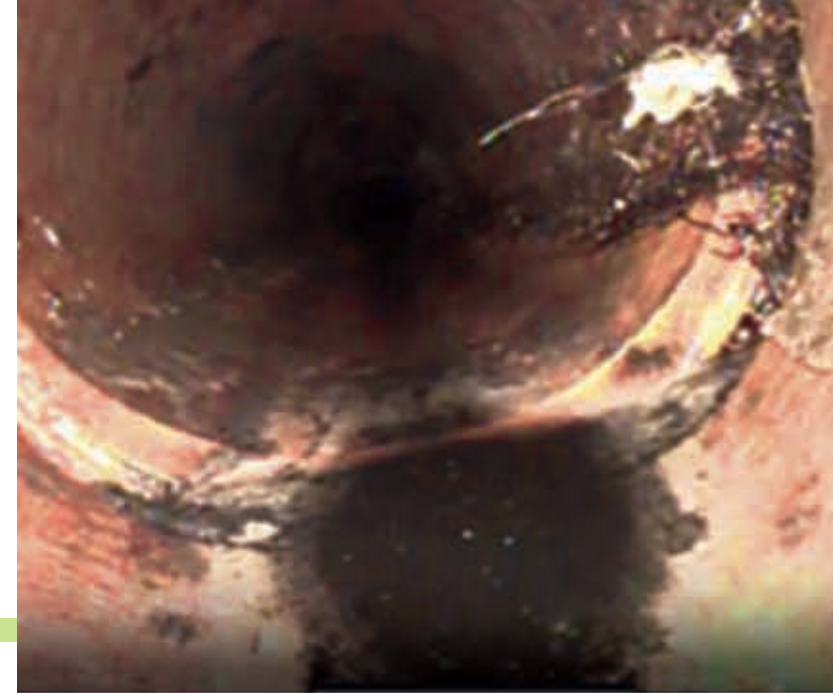
People Helping People

This is a paid advertisement.

» neighborhood focus

By Emmi Abel-Rutter

# READING



## Sandwiched between Ronald

Reagan and I-75, and surrounded by Sharonville, Wyoming, Amberley, and Blue Ash, Reading is home to over 10,000 Cincinnatians. Within less than 3 square miles, the city contains six schools, small businesses and restaurants on both sides of Reading Road, and a few outdoor areas. The city is well-known to many around Cincinnati for its “Bridal District” along Benson St. To get a glimpse of Reading charm, grab lunch at Strongs Brick Oven Pizzeria, a dessert at Tres Belle, and take the family to Voorhees Park.

## Schools:

The Reading Community City School District has six local schools, which comprises three public schools and three private schools. The public school district has over 1,500 students from PK-12, and ranks in the top 30% of Ohio Schools for diversity, safety,

and athletics. Reading is also home to Mt. Notre Dame High School - one of a handful of well-known and respected private all-girls schools in Cincinnati.

## The schools include:

- Central Elementary School
- Hilltop Elementary School
- Reading Senior High School
- St. Peter and Paul Academy
- St. Nicholas Academy
- Mt. Notre Dame High School

## Good Eats:

With few exceptions, you’ll find the majority of local eateries along your drive down Reading Road. Although you’ll run into many fast-food chains, there are a handful of local favorites with raving customer reviews. A few to put on your list are:

- Benson’s Tavern
- Gabby’s Cafe
- The Lounge

- Strongs Brick Oven Pizzeria
- Foleys Irish Pub
- Bridge House Restaurant
- Don’s Creamy Whip
- Reading Beer Drive-Thru
- Tres Belle Cakes
- Bittersweet

## Shopping & Entertainment:

The area draws in thousands of brides every year - if you take a stroll down Benson St., you’ll understand why. The area claims to be North America’s Largest Bridal District, as it’s home to 44+ wedding-related businesses within a 2-mile radius.

If you’re not planning a wedding, you’ll find a handful of activities and stores along Reading Road. Some of which include:

- Gorman Heritage Farm
- Etter’s Golf Center
- Grand Antique Mall
- Voorhees Park



# Sewer Scope

How and why scheduling a sewer scope can help your clients.

Expert, professional sewer scoping by the Pillar To Post Capuano Team will help your clients understand the condition of one of the key systems of their home.

- Sewer inspection can be scheduled to take place during the home inspection.
- Stand-alone sewer inspections are also available.
- One call to Pillar To Post Home Inspectors will schedule your home inspection, sewer scope, radon, mold testing and much more.

Contact us for more information or to schedule all of your inspections with one call.



The Capuano Team  
513-771-6689  
cincinnati@pillartopost.com  
Serving the Cincinnati area



LEARN MORE  
HERE



[pillartopost.com/cincinnati](http://pillartopost.com/cincinnati)

Each office is independently owned and operated.



**HOETING** Realtors

6048

Meet The  
**RIEDER TEAM**  
at Hoeting Realtors

Trusted. Tried. True. The Rieder Team at Hoeting Realtors has stood the test of time.

Jeanne Rieder entered into real estate 30 years ago, starting her team in 1996. Her two daughters, Tina Rieder and Maria Nicolls, followed in her footsteps. Tina has been a REALTOR® for 25 years and Maria entered real estate 17 years ago. Together, The Rieder Team has over 75 years of experience, which is remarkable.

With a career volume of 500 million dollars, The Rieder Team has tasted sweet success in real estate. Even during the pandemic in 2020, they exceeded expectations with a total sales volume of 28 million dollars.

**Life Before Real Estate**

“Back in the 1960s, I did what most of my contemporaries did. I began working as a secretary after business school, married, and started a family. After a few years of not being in the working world and having two children, I re-entered the business world,” says Jeanne.

In 1967, she and her husband Frank started a sales training and distribution center for a national cosmetic firm, and later a jewelry firm within home party plan selling, all commission-based. “My job was recruiting, training and managing a large statewide sales force of women. Those 24 years of experience I gained were immeasurable. It was the ideal foundation for my entry into the real estate world, although selling real estate was foreign to me at the time,” explains Jeanne.

**An Answer To Prayer**

“By 1991, I was ready for a change in business. I had prayed for some time about what direction I should go. My prayers were answered. It was truly a godsend that I would become a REALTOR® with Hoeting Realtors,” smiles Jeanne.

...

▶▶ featured producer

Written by Elizabeth McCabe  
Photography by Tim Spanagel

**EXPERTS IN  
RESIDENTIAL  
REAL ESTATE**



Jeanne's brother, Jack Hoeting, had opened Hoeting Realtors just prior to her joining them in 1991. He had been a vital part of Grady Realtors himself since 1960, starting in business when he was about 22 and Jeanne was a mere 17-year-old! When Grady Realtors was sold in the early '90s, Jack opened Hoeting Realtors shortly thereafter with a talented salesforce joining him.

"At age 48, I was starting a new career! We never know what the future holds, but we do know who holds the future," says Jeanne.

She continues, "Being under the guiding wing of Hoeting Realtors was very helpful to me. Teamwork is still Hoeting Realtors' trademark. That is why the company has been so successful all these years. We have hands-on management, great interoffice communications, help when help is needed, team meetings ... and a fine office where all of our business needs are met. This meant a lot to me when I started and remains important to me now."

Coming from a direct sales background, Jeanne knew well there was no elevator to success. She says, "I'd have to take the stairs one at a time in real estate as well, but I had little time to waste in getting things moving." She started full-time, applying what she knew and everything she was learning. She listened to training materials oftentimes between appointments for self-motivation and to internalize how she needed to think and work.

#### Building Her Business

While starting her new career, Jeanne pretty much worked seven days a week, causing her business to take off after about 3-6 months. She feels fortunate that she had prior sales experience before the introduction of technology.

"Thirty years ago there was very little technology available in the real estate world," explains Jeanne. "Email was non-existent! Homes were marketed in catalog form ... and for the most part, we had to actually pick up keys

from other offices to show properties. Lockboxes were just starting to be implemented ... and everyone's code was SPI. Our 'cell phones' were installed in our cars ... there were no portable cell phones. I could hardly handle that waste of time! It is hilarious to think about this now!"

Rather than "passive" prospecting, waiting for people to call her, Jeanne did "active" prospecting. She explains, "I needed to know my territory. I needed to see people. Consequently, I knocked on many doors to generate business besides other traditional avenues." There is no fast track to success, but with drive and discipline, Jeanne built her business.

#### Building Her Team

The Rieder Team started in 1996 when Jeanne's daughter, Tina Rieder, agreed to work with her. At that time, she was working with a title company while finishing college.

Jeanne recalls, "I was in dire need of help because I only have 24 hours in my

day. Tina is, by nature, a people person. She's always been a 'match maker' with her friends and she has certainly used that attribute in this business!"

A diligent outstanding REALTOR®, well versed in both the Cincinnati and Northern Kentucky markets, clients trust Tina's knowledge and business acumen because she stays on top of every situation, always doing what's best for her clients! Highly technologically skilled, Tina is a treasured partner to The Rieder Team.

"Our business continued to grow, and yes, we sure needed more help! Maria Rieder Nicolls, another one of my six daughters, working in another city in the insurance field, decided to move back to Cincinnati with her family and join The Rieder Team in 2004.

How fortunate could one mother be!" says Jeanne.

A fast learner, Maria's matter-of-fact common sense approach to her business endears her to her clients. They know they can trust her sound advice. Jeanne adds, "She tackles every problem ... and solves it! Period! Clients become friends and they refer their friends to her. Equally skilled with technology, we rely on Maria to keep us up to speed! Additionally, Maria has been a wonderful advisor and mentor to new agents in our office. She's my second partner and I cannot be without her."

Developing a team was not an instantaneous accomplishment. It evolves as needs arise and as the market changes. Jeanne explains,

**Consistency is the earmark** of a professional with consistent prospecting, consistent appointments, consistent contracts, consistent closings, and handling all these things in between to make this happen.



...

“When inventory was high and we needed to manage over 70 listings, Maria took charge of it. Tina was the closing coordinator. With technology advances, our team rearranged responsibilities. We all work together. Although we each pretty much handle our individual clients, if one cannot be available for something, one of the team members jumps in. I have benefited greatly in having two very technology-minded team members!”

**Consistency is Key**

With changing times, one constant is consistency, which is the greatest challenge for a REALTOR®. Jeanne notes, “Consistency is the earmark of a professional with consistent prospecting, consistent appointments, consistent contracts, consistent closings, and handling all these things in between to make this happen.”

Distraction also hinders consistency. Jeanne explains, “In this day of technology, even though cell phones are essential, they can also be a major time-eating distraction. Before I know it, I can be entrapped in interesting but non-productive, time-eating cell phone activity. It takes discipline to decide how to use time.”

Writing things down in an appointment book and adhering to it is invaluable for Jeanne. She comments, “One does not get distracted so easily using and abiding by an appointment book. Set goals, write them down, then make your goals propel your actions.” Jeanne also makes sure that she is accountable to herself on a daily basis. That includes tracking her numbers on a monthly basis. “It makes the business exciting when tracking one’s success,” she says.

**Family Focused**

“Family is everything to me and my husband,” smiles Jeanne. “We have

**There are people everywhere** wanting to make changes in their lives. We are the catalyst in helping them make those changes. ”

been blessed with nine children, Ken, Karen, Julie, Maria, Jeff, Tina, Jackie, Paul and Melissa. We now have 28 grandchildren and two great-grandchildren. Indeed, I had to stay focused on what was required of me with family as well as business.”

To maximize her time, TV and outside leisure activities were not part of Jeanne’s schedule. She also learned to delegate responsibilities long ago.

Watching Jeanne and her husband run a business taught their children a strong work ethic. They started jobs at an early age, adding to their knowledge of the working world.

“We are so very proud of each of them as they have tackled many challenges in developing their own businesses, building their careers while raising their families and being

involved to make this a better world,” says Jeanne.

**Future Plans**

Hoeting Realtors is growing and Jeanne feels privileged to be a part of this growth. Their newest satellite office at 9122 Montgomery Road by Ronald Regan Highway, conveniently located for their east side agents, clients and title companies.

“There are people everywhere wanting to make changes in their lives. We are the catalyst in helping them make those changes. Most business problems can be solved by talking to more people and seeing more people. I’m grateful for the opportunity. That is my job as a REALTOR®,” concludes Jeanne.

*For more information on The Rieder Team at Hoeting Realtors, check out their website, [www.riederteam.com](http://www.riederteam.com).*



**EVERY THING BUT THE HOUSE**

**LET US TAKE CARE OF EVERYTHING**

Personalized full service consignment services whether you are looking to sell a few items, downsize or manage a complete estate.

**EBTH.com**

**(888) 862-8750 ▪ [contact@ebth.com](mailto:contact@ebth.com)**

# Give Hope with Furniture Donations

We gladly pick up essential furniture items including:

- Mattresses
- Box Springs
- Tables
- Chairs
- Dressers
- Housewares
- Sofas
- New Pillows

Furniture and mattresses must be in good condition, free of stains, tears and pet hair.



Furniture collected is used to furnish the empty homes of families in the Greater Cincinnati area transitioning out of homelessness, escaping abuse, and other devastating circumstances.

## We Make Giving Easy.

YOUR CLIENTS CAN REACH US AT (513) 313-0530

WE PICK UP THE FURNITURE FROM DONORS

WE FURNISH THE HOMES OF FAMILIES IN NEED

Visit [nlfurniture.org/realtors](http://nlfurniture.org/realtors) for more information

LET CINCY PHOTO PRO HELP GROW YOUR BUSINESS!



### REAL ESTATE

Ready to attract your ideal buyer? Quality photos that will impress and help sell your listing fast!

### AERIAL PHOTO & VIDEO

Want a complete view of your home or business? Aerial images and video get the full picture!

### COMMERCIAL PORTRAITS

Create a lasting impression for your business! Professional portraits that tell a story and help you look your best!

Krista Silz

513.912.0022 (o)

513.324.4206 (c)

CincyPhotoPro.com

krista@cincyPhotoPro.com



## How does a 10 minute closing meeting sound?

Our Hybrid e-Closing\* allows the borrower to sign many of the loan documents in advance. Some documents must be signed in person but not too many— reducing the time to close.

### How it works:

1. The loan is cleared to close.
2. The loan closing is scheduled.
3. Several closing documents, including procedural documents and disclosures, are sent securely to the borrower, via an email link.
4. The borrower will e-sign all included documents through the online portal.
5. At the closing with an in-person notary, the borrower will wet sign the mortgage, promissory note, and other required documents.

Do you want to save your buyers and yourself some serious time? Do you think they'll appreciate fewer signature induced hand cramps? I thought so! Let's get your loan started and your e-closing scheduled! Give me a call.

\*Not all loans are eligible. The e-closing must be requested by the borrower 48 hours prior to closing.

Cody Coomer

Branch Manager NMLS 1019483

513.479.4630

ccoomer@stockton.com

stockton.com

SMC NMLS 8259 Equal Housing Lender



### Why work with us:

- We have been servicing the Greater Cincinnati and Northern Kentucky region for over 30 years.
- With our flexibility, we are able to close transactions on nights & weekends at no extra charge.
- Keeping our clients in mind, we are willing to travel to the most convenient location for each closing.



A Trustworthy Partner

Who Understands YOU.



Leah Grote

(513)-554-3000

leah@leogrotelpa.com

<https://leogrotelpa.com/>

When it comes to one of the most important transactions of your life, we sweat the small stuff so you don't have to!

## Introducing home warranty plans to help keep life running.



Home warranty plans\* offered by NextEra Home have a one-hour limited service guarantee, so your clients could have their homes up and running faster than they can do their next load of laundry. See terms and conditions for details.



Jennifer Hamad

@nexteraenergy.com

513-919-8498

For more information, please contact Jennifer Hamad or visit: [www.NextEraHome.com/realtor](http://www.NextEraHome.com/realtor)

\*Plans are offered and provided by NextEra Home, NextEra Home, 700 Universe Boulevard, Juno Beach, Florida 33408. The home warranty plans are service plans and not warranties.

▶ sponsor spotlight  
Written by Elizabeth McCabe

# EVERYTHING But The HOUSE

“

One of the things I love about EBTH is that from an agent and a broker perspective, we partner with offices and agents to take the stress and worry off their clients by offering a full-service package.



“I have been an agent for a long time,” says Shannon Dager, Vice President of Sales at Everything But The House (EBTH). “If I had heard about this company before working here, I would have thought you would have to have an entire household of goods to sell and wouldn’t have realized the ability to select certain pieces for consignment or the different options for assistance in helping my clients with their moving needs.” Fortunately, EBTH offers personalized services to assist sellers of all sorts of items.

Everything But The House partners with agents to help their clients let go of items, supporting them every step of the way. “We work to build relationships with REALTORS®, working with them to best assist their clients in the way that they need, in a way that is unique with every seller,” adds Shannon.

An online auction site, EBTH dates back to 2008. Jacquie Denny and Brian Graves were the original co-founders. Headquartered in Cincinnati, this leading company grew from its inception. The co-founders gave up the reins for a while before retaking the helm again in 2019.

Michael Palmer, Vice President of Brand Marketing, notes, “We have been growing steadily over the

do-it-yourself and home improvement boom, which has been good for the company. In the past one and a half years, we have brought on new shoppers, new consignors, and have 2.2 million registered users on the site.”

Everything But The House has new inventory on their site every single day with thousands of items up for auction. With a global audience of shoppers, EBTH functions as an auction marketplace with consignments coming from homeowners, dealers, and industry specialists, such as artists and jewelers. “That’s how we bring in our unique inventory,” says Michael.

Expect vintage, uncommon items that you can’t find in other places. This online platform allows inventory to be sold quickly at top market value. Shoppers visit the site often, follow items and place bids, so they don’t miss out. EBTH provides a new life to an item that a seller has put up on the site, allowing a new home and purpose for the product.

**Estate Services**

REALTORS® will be happy to know that estate services have been at EBTH’s core since it began; through the years the company has evolved into a more complete two-way marketplace.

“Estate sales are the core of what we do,” says Michael. “We love gathering

inventory and working with homeowners, people going through transitions, and acquiring items.”

Shannon adds, “One of the things I love about EBTH is that from an agent and a broker perspective, we partner with offices and agents to take the stress and worry off their clients by offering a full-service package. One of the things that we do in every home that we go into is to assist with the decision to declutter and to help maximize value from the sale. That’s our specialty – we can act as a buffer between the agent and the client, providing suggestions on items in the house that are valuable, sentimental, or donations. We can craft a plan that allows for selling items and also assist with donations either directly or by providing trusted resources.

We can help the client with one of the most stressful experiences in life – buying and selling a house.”

“We really love helping people work through these transitions,” adds Michael. Our relationships are the core of what we do and we care about the entire experience from consultation to close.

Everything But The House has a new series featured on HGTV, starring Jacquie Denny and Lara Spencer. Whether helping a family



downsize or relocate, this TV show illustrates how beneficial their service is for people. The first season just aired on HGTV, check listings or look for it on demand.

**Setting Themselves Apart**

Everything But The House has set themselves apart from their competition with representatives across the country.

“We have sold everything from a Kitchen Aid mixer to an airplane,” says Michael, “in every price point as well. We recently sold a very rare Rolex for half a million dollars.”

They also sell lots of décor, art, rugs, and much more. Many times, sellers and homeowners are unaware of the value they may have hidden away. What they see as useless or weird, EBTH sees as wonderful. They aren’t able to accept everything. Michael explains, “It has to be stuff

that our audience is going to look for and spend on.”

If you’re looking for authentic items, you won’t be disappointed with EBTH. Shannon says, “What sets us apart is that we authenticate everything that is on our site. If you have something with a brand name that people are seeking, we have a team of curators and gemologists on staff who can verify it. We stand behind everything we sell, whether it be diamonds, Cartier watches, Chanel bags, or anything else. We have spent the time to research and authenticate it; therefore, we offer an Uncommon Promise: *We promise that everything on our platform is authenticated or validated, presented clearly and accurately, and is handled with the utmost care.*”

**Working with REALTORS®**

The dedicated staff at EBTH loves to

work with brokerages, whether an entire office or one on one. They have a sales team who provides consultations in a client’s home and are happy to come and host classes or do a presentation for an office. During a consultation, the sales team spends time identifying the needs of the seller, setting expectations, explaining costs, and how the consignment process works. If items don’t have enough value, they can help find donation options and help with removal.

For estate sales, the entire home can be packed and processed and put on the auction site. For smaller consignments, they offer more flexible options like phone consultations and mailing labels for smaller easy to ship items.

“Every single appointment and client are unique,” says Shannon.





**Accurate and affordable  
glass replacement and window repair.**

**When you need a PRO,  
give Burkhardt's a go!**



**Anthony Wilkerson**  
7110 Vine Street Cincinnati OH, 45216  
513-821-3475

The process is full service, EBTH photographs items and writes up full descriptions for auction. "The comprehensive services provide added value to the seller during these busy transitions," explains Shannon.

A dashboard on the back end enables sellers to see where their items are in the process as well as oversee the performance of their auction. All items start at \$1 and auctions generally last five days. All items sell and because of the large global audience of shoppers on the website, EBTH often achieves values that are much higher than your traditional estate sale. The emotional and competitive nature of bidding can often bring even more value to an item than anticipated.

Everything But The House can be a lifesaver for agents. Simplify your life by having professionals deal with estate sales, unwanted items, and decluttering.

**For More Information:**  
**Everything But The House**  
6000 Creek Rd  
Blue Ash, OH 45242  
ebth.com  
(888) 862-8750

**IN TODAY'S ENVIRONMENT HOME  
IS MORE IMPORTANT THAN EVER!  
DON'T LET BOOMER PROSPECTS  
BECOME LOST OPPORTUNITIES!**



**BOOMERS HAVE HOUSING NEEDS - NOT WANTS!**



**LEARN HOW I CAN GUIDE YOU TO MORE LISTINGS  
AND MORE SALES AT HIGHER PRICE POINTS!**

**CALL ME: MIKE BOWERS, NMLS: 61535**  
**OFFICE: 800-589-8430 | CELL: 513-680-6168**

MUTUAL OF OMAHA MORTGAGE NMLS# 1025894, 3131 CAMINO DEL RIO N 190, SAN DIEGO, CA 92108. THESE MATERIALS ARE NOT FROM HUD OR FHA AND THE DOCUMENT WAS NOT APPROVED BY HUD, FHA OR ANY GOVERNMENT AGENCY. SUBJECT TO CREDIT APPROVAL. WWW.NMLESCONSUMERACCESS.ORG

**ASM**  
custom framing

**GOT  
JERSEYS?**  
BRING THEM IN!



WE ARE THE *Best* AT COMMEMORATING  
YOUR SPORTING ACHIEVEMENTS

513.763.9363  
@ASMCUSTOMFRAMING

9654 CINCINNATI COLUMBUS RD CINCINNATI, OH 45241

**CINCINNATI  
DRY CARPET CLEANING**



**CHARLIE STOUT- OWNER**  
**(513)503-0797**  
CINCINNATIDRYCARPETCLEANING.COM

# LET HORIZON *Point* YOU IN THE RIGHT DIRECTION

- Your personal Horizon Point Scheduling App
- Create and Send your Repair Request Addendum within our report software
- \$600 worth of repair coupons from our trusted contractors
- In-House Infrared, Radon and Termite Services
- \$25 Discount for Police, Fire, and Military



Chris Heywood, Owner



513-831-1200 • [www.inspecthorizon.com](http://www.inspecthorizon.com)

# STAGING...

One of the most effective marketing tools when selling homes



513.916.0500  
[www.eye4designinteriors.net](http://www.eye4designinteriors.net)

# RUOFF TECHNOLOGY

With industry leading technology, we make sure your loan process moves swiftly so you can close quickly and settle in sooner.



Digital Closing Experience

- Avoid hand-signing page after page at closing.
- Apply your digital signature to nearly all your documents in seconds.
- Use a computer, mobile phone, or tablet.
- Know your signature is secure with special encryption and extra layers of security.



**Dave Scully**  
SVP, Area Manager  
NMLS: 757304 | MLO-OH.757304  
**513.633.8476**  
[dave.scully@ruoff.com](mailto:dave.scully@ruoff.com)

Ruoff Mortgage Company, Inc. dba Ruoff Home Mortgage, is an Indiana corporation licensed by the Indiana Department of Financial Institutions (DFI). For complete licensing information visit: <http://www.ruoffconsumeraccess.org/EntityDetails.aspx?COMPANY/141568>. This is not an offer for extension of credit or a commitment to lend. All loans must satisfy company underwriting guidelines. Information and pricing are subject to change at any time and without notice. Equal Housing Lender. NMLSR#141568 01/05/2020

BE COOL.  
LIKE US.

ACHOSA lets you pick the HVAC guy who can fix it NOW.



"The Power to Choose Home Warranty Company"

Jenna Wheeler  
Senior Sales Executive  
**937.474.1866**

E: [jennaw@achosahw.com](mailto:jennaw@achosahw.com)



## SMARTER HOME & ENTERTAINMENT

HANSON  
HOME THEATER • HI-FI AUDIO • HOME AUTOMATION



- Certified Control 4 Showroom for Smart Home Automation
- Home Theater - Whole Home Audio - Security
- Smart Lighting - Automated Shades - Climate Control
- TV's - Theater Seating - Furniture
- Streaming Audio - High Performance Audio - Headphones
- Custom Design, Installation and Support
- Free In-Home or Office Consultation

Visit Us & Educate Your Home Buyers

(513) 563-0444 • [HANSONAV.COM](http://HANSONAV.COM) • 10800 MONTGOMERY RD • CINCINNATI

» on the rise

Photography by Krista Silz  
Written by Elizabeth McCabe

meet

# Brian Thomas

WITH COLDWELL BANKER REALTY



**Named One  
of Coldwell  
Banker's 2019  
Top 30 Under  
30 Agents in  
the World!**

**E**ach REALTOR® has their own story of how they entered real estate. Brian Thomas, a REALTOR® with Coldwell Banker, is no exception.

“I was investing in real estate prior to becoming an agent,” he comments. He originally set out to be a lawyer after college, drawn to courtroom cases. After shadowing a lawyer and realizing that 95% of cases are settled, he had a change of heart.

“I took a month to travel before purchasing my first property, a condo in Hyde Park at the Grasmoor House. I lived there for three to four months before deciding to rent it out. I was interested in being a landlord,” says Brian.

The idea of being a landlord originated from Brian's college days at Miami University, where he studied political science and economics. Living in fraternity house Kappa Alpha with his housemates, Brian calculated how much each of them was paying for rent, lining the pockets of their landlord in Kentucky. Brian told his housemates, “I have to get in on this.”

Real estate wasn't entirely new to Brian. He comments, “My family was always in real estate in some capacity. My grandfather built some houses after retiring from P&G and was in land development.”

Brian essentially followed in his footsteps, starting by renting out his Grasmoor condo while working in Chicago for two years for a labor subcontractor working with Siemens among other companies. Advancing through the ranks, Brian became a manager and managed people twice his age. Although earning a six-figure income, he wasn't happy. Real estate was his great escape.

At the advice of his mother, Brian earned his license on July 8, 2016. His career volume is just shy of 34 million dollars with a 2020 sales volume topping 8.5 million dollars.

Prior to becoming a full-fledged agent, Brian continued to purchase rental properties, including a property in Clifton from the original owner, who

...

was there for 88 years. Soon a new idea was born – home renovation.

“The bones of the house were great,” says Brian. “I renovated my first property.” He became a licensed general contractor and began flipping properties in addition to owning rental properties.

“I’ve gotten better,” reflects Brian. “I learned from my first ones. I know the inner workings of a house from top to bottom, which offers me a unique perspective as a real estate agent. I can walk through and tell you what to look for.”

**Excelling in Real Estate**

“I had a great first year,” says Brian. “I had some dumb luck. A guy at my open house was a cash buyer and moving in from out of state.” From there, Brian was named to the Coldwell Banker Rookie Team.

The past three years, Brian has made the Coldwell Banker Presidents’ Club. Real estate has also opened up doors for Brian. He comments, “I was on an episode of House Hunters once. That was pretty cool.” Brian was also named one of Coldwell Banker’s Top 30 Under 30 Agents in the world in 2019, which is remarkable.

Thriving on the unpredictability of real estate, Brian loves that no two days are the same. “There’s always a surprise,” he comments. He loves the challenges of his job. “When I was in college, I watched the economic crash of 2008. I never thought that we would reach this level of shortage in inventory and price hikes. When I first started investing in real estate, there were big booms in Dallas and Denver. I was told that Cincinnati was on that path too, but I didn’t believe it. For Cincinnati to experience that right now is the biggest surprise to me.”



**Building Relationships**

Brian sees real estate as less of a sales job and more of a project management job, guiding everyone in the process.

“I’m passionate about growing my business and maintaining quality service as well. Building relationships is important to me. My clients are repeat clients,” says Brian.

Brian, who admits that he is “honest to a fault” with his clients, is always straightforward to them. If he doesn’t see a property appreciating, he will tell his clients. If the sale doesn’t make financial sense or isn’t a good deal, he will protect his clients from the wrong choices.

“I want to see my clients build wealth on their largest asset,” says Brian.

“ I’M PASSIONATE ABOUT GROWING MY BUSINESS AND MAINTAINING QUALITY SERVICE AS WELL. BUILDING RELATIONSHIPS IS IMPORTANT TO ME.

**The Need for Speed**

When Brian isn’t selling homes, he feels the need for speed.

“I really love cars,” he smiles. “I’ve always had a fast car. I know that it’s a depreciating asset but I will spend money on it because I like it so much.” Currently, Brian is on the hunt for a fun car again after selling his last one.

**A New Chapter**

Wedding bells will soon be ringing for Brian. He is engaged to his fiancé, who is currently getting her real estate license. Opposites attract. He explains, “My fiancé’s mother manages the Sibcy Cline office in Kenwood. That’s been a talking point at our house.” His fiancé will work with her mother in the Kenwood office.

Brian will be getting married on September 4, 2021. He’s been engaged for one and a half years. “We got engaged before quarantine was announced,” he says. They are eager to begin their new life together.

Although he doesn’t have children, Brian does have two dogs. He says, “I consider them my children. They’re fantastic. He has a giant dog named Gibson, a rescue, and Oreo, a miniature Aussiedoodle.”

Other interests include traveling, working on houses, and going out to eat at restaurants and frequenting bars. “We’ve got a lot of trips lined up this year,” says Brian. He and his fiancé are eager to start traveling again, experiencing everything the world has to offer.

“I’m excited for this year,” concludes Brian. “It’s shaping up to be my best year. I’m really excited about that.”

# 85% OF PEOPLE

say that they would use their Realtor again, but less than 9% actually do...

Why? They can't remember your name!

## Cutco Closing Gifts Are:

- 100% Tax Deductible
- High Quality
- Branded Client Retention Tools
- American Made
- Forever Guaranteed



513.687.0635

eabelrutter@gmail.com

www.360BusinessGrowth.com

"You can trust the Geiler Company because they have been doing it right for 3 generations."  
- Gary Sullivan Talk Show Host  
At Home with Gary Sullivan  
I Heart Media



You need it done **fast**. You want it done **right**. That's what we do and we've been doing it for 130 years

Since 1885



PLUMBING, HEATING, AIR, RADON MITIGATION  
513-574-0025

www.Geiler.com



YONAS & RINK, LLC  
ATTORNEYS AT LAW

CRIMINAL DEFENSE  
ESTATE PLANNING  
FAMILY LAW  
PROBATE LAW  
REAL ESTATE LAW



NOW ACCEPTING NEW CLIENTS

513.427.6100 | www.yandrlaw.com

We Give Your Buyers the Security They Deserve!



"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 working 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!" ~Molly



Contact  
**Ian Trefzger**  
(513) 379-7988

Your Cincinnati Real Estate Insurance Partner!

**Edwin Young III**  
Agent

513-631-6699

edwin@oakleyinsurance.net  
www.oakleyinsurance.net

- Homeowner Insurance
- Condominium Insurance
- Renters Insurance
- Rental Property Insurance
- Commercial Building Insurance



PROVIDING INSURANCE & FINANCIAL SERVICES

State Farm Home Office, Bloomington, IL



Why is your choice for a Title Company vital to your success?

Because... it is the last impression your client has of you. Select a Title Company you can trust to finish smooth and strong. At Prodigy Title Agency, we offer:

Quick Turnaround on Numbers

Resolution of Title Issues

15 Years minimum Experience for our Staff

Experienced and Professional Closers

On-Staff Attorney Support

Make your job easier... PICK US...



Results You Can Trust

8080 Beckett Center Dr. - West Chester, Ohio 45069 - (513)870-9070

YOU SELL IT... WE FINANCE IT!

Cincinnati's  
— Commercial & Residential —  
Real Estate Lending  
Specialists



C4 FINANCIAL  
CAPITAL MARKETS GROUP



C4 RESIDENTIAL  
MORTGAGE GROUP

6355 E. Kemper Rd. Cincinnati, OH 45241

513-247-7859



Their Dream.  
**Our** Expertise.

As a real estate expert, you help turn your clients' dreams into a reality. As a loan originator with Motto Mortgage Apex, I have the same goal.

Day in and day out, I strive to deliver competitive rates and strong loan options for each client through our wholesale lender network. It's not just about customer service-- it IS customer service. "One size fits all" loans don't fit everyone which is why I work diligently to find the right options for each borrower.

**Let's find the right loan option for your client.**  
**Give me a call to get started today.**



**Breon Price**  
Operations Manager  
NMLS# 938631  
Office: 513-204-9587  
Breon.Price@mottomortgage.com  
www.applywithapex.com



Motto Mortgage Apex NMLS ID #1817844  
Each office is independently owner, operated, and licensed.

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1 - April 30 As Of May 4, 2021 at 9:57PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	35	\$35,838,306
2	Jeffrey E Woken	Redefine Realty	96	\$25,187,050
3	Ellie D Kowalchik	Keller Williams Pinnacle Group	62	\$24,308,094
4	Scott A Oyler	Coldwell Banker Realty	62	\$21,703,964
5	Shelley Miller Reed	Coldwell Banker Realty	27	\$20,594,711
6	Amy Hackett Roe	Coldwell Banker Realty	26	\$18,993,711
7	Donna Franke	Sibcy Cline	39	\$18,934,762
8	Rick J Finn	Coldwell Banker Realty	49	\$18,198,950
9	Andrew S Gaydosh	eXp Realty	75	\$17,266,650
10	Ragan R McKinney	Ragan McKinney Real Estate	93	\$16,378,189
11	Adam G Marit	Real Link	59	\$16,347,208
12	Heather R Herr	Coldwell Banker Realty	36	\$16,056,650
13	Bob Dorger	Comey & Shepherd	30	\$15,685,413
14	Kim K Mansfield	Keller Williams Advisors	59	\$15,378,882
15	Michael C Hinckley	Coldwell Banker Realty	23	\$13,680,813
16	Kevin E Hildebrand	eXp Realty	49	\$13,635,860
17	Megan S Stacey	Coldwell Banker Realty	27	\$13,616,750
18	Sandra L Peters	Comey & Shepherd	20	\$13,367,250
19	Tom Deutsch Jr.	Coldwell Banker Realty	58	\$12,962,913
20	Daniel K Watkins	Comey & Shepherd	57	\$12,823,300
21	Michael T Maley	Comey & Shepherd	51	\$12,442,200
22	Gina A Dubell-Smith	eXp Realty	21	\$12,429,697
23	Susan K Welsh	Real Link	45	\$12,344,417
24	Rakesh Ram	Coldwell Banker Realty	51	\$11,593,250
25	Peter D Chabris	Keller Williams Seven Hills Re	51	\$11,526,793
26	Michael P Hines	Coldwell Banker Realty	23	\$11,159,337
27	Walter B Gibler	Coldwell Banker Realty	33	\$10,903,680
28	Ron A Bisher	Coldwell Banker Realty	32	\$10,439,110
29	Holly M Finn	Coldwell Banker Realty	28	\$10,382,050
30	Jack C Hinckley	Coldwell Banker Realty	18	\$10,379,813
31	Lisa S Morales	Coldwell Banker Realty	37	\$10,328,338
32	Sondra M Parker	Coldwell Banker Realty	29	\$10,319,394
33	Tyler A Smith	RE/MAX United Associates	24	\$10,304,500
34	John M Bissman	Keller Williams Pinnacle Group	39	\$10,214,968

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1 - April 30 As Of May 4, 2021 at 9:57PM

Rank	Name	Office	Total	Volume
35	Alice M Jones	Comey & Shepherd	43	\$9,574,090
36	Heather M Stallmeyer	Coldwell Banker Realty	25	\$9,089,300
37	Tyler McConnell	Comey & Shepherd	37	\$9,023,489
38	Pam Steiner	Comey & Shepherd	9	\$9,003,000
39	Michelle R Sloan	RE/MAX Time	19	\$8,976,613
40	Patrick J Cagney	Coldwell Banker Realty	39	\$8,791,628
41	Helena F Cameron	Sibcy Cline	20	\$8,788,641
42	Larry L Thinnes	Sibcy Cline	20	\$8,734,999
43	Jeanne M Rieder	Hoeting, Realtors	34	\$8,729,600
44	Jon L Bowling	RE/MAX Preferred Group	18	\$8,618,900
45	Keli S Williams	Sibcy Cline	25	\$8,580,300
46	Diane Tafuri	Sibcy Cline	13	\$8,414,700
47	Monika Deroussel	eXp Realty	22	\$8,201,621
48	Sarah A Woody	Keller Williams Advisors	32	\$8,200,400
49	James E Pitzer III	Coldwell Banker Realty	28	\$8,142,251
50	Molly E Blenk	Comey & Shepherd	26	\$8,138,405

Rank	Name	Office	Total	Volume
51	Regina M Hamilton	Sibcy Cline	32	\$8,064,050
52	Bobby Stephens	Comey & Shepherd	13	\$7,910,500
53	Mitchell Ram	Coldwell Banker Realty	26	\$7,754,150
54	Jamie R Gabbard	Comey & Shepherd	29	\$7,672,886
55	Sue S Lewis	Sibcy Cline	26	\$7,627,500
56	Mike Hildebrand	eXp Realty	29	\$7,560,000
57	Maureen D Pippin	Sibcy Cline	6	\$7,528,000
58	Alexander Schafers	RE/MAX United Associates	28	\$7,499,216
59	Kathy J Kramer	Star One Real Estate	16	\$7,275,050
60	Robert R Smith	Coldwell Banker Realty	31	\$7,068,364
61	Beth R Mahoney	Sibcy Cline	14	\$7,066,074
62	Julia Wesselkamper	Coldwell Banker Realty	16	\$7,063,600
63	Marc A Cameron	Sibcy Cline	15	\$6,936,500
64	Mark J Peebles	Nav X Realty	8	\$6,833,700
65	Doug Spitz	Coldwell Banker Realty	19	\$6,770,411
66	Angelo M Pusateri	Comey & Shepherd	11	\$6,712,123
67	Maura K Cagney-Tipton	Coldwell Banker Realty	31	\$6,667,878
68	Judy S Recker	Sibcy Cline	7	\$6,622,500
69	Tiffany B Allen-Zeuch	Sibcy Cline	14	\$6,580,235
70	Amy L Markowski	RE/MAX Preferred Group	37	\$6,574,160
71	Tina A Burton	Sibcy Cline	23	\$6,565,963
72	Lisa M Phair	Coldwell Banker Realty	22	\$6,490,500
73	Tyler Minges	Huff Realty	32	\$6,397,300
74	Kimberly A Price	Plum Tree Realty	34	\$6,394,000
75	Catherine M Mueller	Sibcy Cline	18	\$6,369,927
76	Lynn M Schwarber	Comey & Shepherd	16	\$6,355,300
77	Anna S Bisher	Coldwell Banker Realty	17	\$6,346,005
78	Jeffrey R Boyle	Keller Williams Realty Assoc.	29	\$6,283,450
79	Laura M Faz	RE/MAX Preferred Group	18	\$6,242,500
80	Shifali Rouse	RE/MAX Preferred Group	15	\$6,225,933
81	Robert Dorger	Comey & Shepherd	11	\$6,219,900
82	Eric Lowry	eXp Realty	27	\$6,193,530
83	Michael L Vazquez	ERA Real Solutions Realty	18	\$6,184,194
84	Michael T Wiseman	ERA Real Solutions Realty	19	\$6,154,928


**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.

*Close with Confidence!*



**CS Title Agency Inc**  
Joni Merritt & Mark Pitstick Co-Owners  
 224 N. Fayette St, Washington C.H., OH 4316  
 (p) 740-335-6645 (f) 740-335-5718  
 correspondence@cs-title.com  
 www.cs-titleagency.com

*Don't Hesitate!  
Say Hello!*



# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1 - April 30 As Of May 4, 2021 at 9:57PM

Rank	Name	Office	Total	Volume
85	Jaime Thinnis-Neumaier	Sibcy Cline	14	\$6,118,955
86	Bishnu L Kharel	RE/MAX Preferred Group	22	\$6,104,400
87	Lindsay Spears	RE/MAX Incompass	28	\$6,084,255
88	Patrick Gunning	Coldwell Banker Realty	9	\$6,022,834
89	Jeff D Dickey	The Dickey Group Inc, Realtors	27	\$5,972,000
90	Deb LaFrance	RE/MAX Preferred Group	13	\$5,842,977
91	Deborah A Martin	Keller Williams Advisors	12	\$5,707,400
92	Chris B Gerke	Comey & Shepherd	20	\$5,584,980
93	Steve L Elbert	Around Town Realty	25	\$5,583,801
94	Chris R Waits	Sibcy Cline	21	\$5,555,550
95	Micha Gleisinger	Comey & Shepherd	12	\$5,531,586
96	Sheryl D Buechly	Key Realty	17	\$5,508,900
97	Janelle A Sprandel	Comey & Shepherd	15	\$5,501,271
98	Beth Silber	Coldwell Banker Realty	25	\$5,484,411
99	William Wall	eXp Realty	15	\$5,472,900
100	Andrea M Johnson	RE/MAX Victory	15	\$5,420,874

Rank	Name	Office	Total	Volume
101	Jackie Quigley	Comey & Shepherd	14	\$5,415,044
102	Jessica R Bush	ERA Real Solutions Realty	16	\$5,403,623
103	Thomas L Canning	Comey & Shepherd	9	\$5,398,700
104	Missy B Friede	Century 21 Thacker& Assoc.	21	\$5,390,700
105	Derek L Tye	eXp Realty	16	\$5,319,000
106	Candace N Burton	Sibcy Cline	19	\$5,306,969
107	William Draznik	Coldwell Banker Realty	15	\$5,238,820
108	James C Harris	Keller Williams Seven Hills Re	22	\$5,203,500
109	Brian T Revallee	RE/MAX Alpha Real Estate	13	\$5,183,700
110	Angela M Apking	Sibcy Cline	9	\$5,179,289
111	Richard A Davey	Comey & Shepherd	21	\$5,177,500
112	Brendan S Morrissey	Sibcy Cline	20	\$5,168,900
113	Jessica Bauer	Comey & Shepherd	18	\$5,143,400
114	DeeDee R Ollis	RE/MAX Victory	22	\$5,122,600
115	Kathy M Bryant	Weichert Realtors R.E. 1790	14	\$5,109,250
116	Jason J Bowman	RE/MAX Elite	27	\$5,062,050
117	Ben Freimuth	Robinson Sotheby's Internat'l	13	\$5,046,500
118	Andrea L DeStefano	Sibcy Cline	13	\$4,994,500
119	David D Dawson	Sibcy Cline	11	\$4,991,800
120	Oscar Asesyan	Sibcy Cline	12	\$4,973,627
121	Lesli D Norris	Coldwell Banker Realty	15	\$4,939,217
122	Roy D Webb	Key Realty	31	\$4,930,288
123	Emily A Foobar	Huff Realty	10	\$4,927,000
124	Denise L Gifford	Keller Williams Realty Assoc.	16	\$4,914,700
125	Scott T Ferguson	Keller Williams Realty Assoc.	20	\$4,890,400
126	Keith T Taylor	Comey & Shepherd	21	\$4,875,500
127	Michele Donovan	Comey & Shepherd	22	\$4,872,400
128	Jason R Beebe	Comey & Shepherd	18	\$4,852,800
129	Sandra L Lettie	RE/MAX Preferred Group	12	\$4,850,500
130	Sarah E Close	Keller Williams Advisors	26	\$4,841,800
131	Kate J Dawson	Keller Williams Advisors	21	\$4,831,396
132	Brian P Leisgang	Coldwell Banker Realty	19	\$4,786,504
133	Jason A Sheppard	Comey & Shepherd	19	\$4,728,900
134	Brittney Frietch	RE/MAX Preferred Group	13	\$4,711,390

**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.

**Staging Works!**  
Home purchases are motivated by positive first impressions. Home staging is a cost-effective way to create a competitive advantage. 66% of homes staged by Design to Market have received an offer in 30 days or less! Call today, 513-265-0952.

**DESIGN TO MARKET**  
HOME STAGING  
designtomarket.com



We create first impressions that sell homes.

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1 - April 30 As Of May 4, 2021 at 9:57PM

Rank	Name	Office	Total	Volume
135	Pamela L Kurtz	Coldwell Banker Realty	19	\$4,696,200
136	Jessica Lieberman Jones	Sibcy Cline	4	\$4,678,000
137	Sue Wahl	Comey & Shepherd	20	\$4,659,100
138	Angela M Sexton	Coldwell Banker Realty	8	\$4,604,600
139	Jerry Marks	Keller Williams Pinnacle Group	19	\$4,598,950
140	Chase R Rickey	Coldwell Banker Realty	17	\$4,596,400
141	Heather S Kopf	Kopf Hunter Haas	10	\$4,589,050
142	Cody M Brownfield	Redfin Corporation	12	\$4,587,000
143	Michael Alford	Coldwell Banker Realty	20	\$4,580,500
144	Carol A Grubb	Comey & Shepherd	11	\$4,565,500
145	Holly S Maloney	eXp Realty	22	\$4,560,300
146	Jill O Ferguson	Keller Williams Realty Assoc.	16	\$4,528,500
147	Chris Dohrmann	Sibcy Cline	4	\$4,525,000
148	Rob J Mahoney	Sibcy Cline	9	\$4,524,974
149	Sue M Miller	Comey & Shepherd	18	\$4,521,800
150	Bob D Kugler	Bowling & Kugler Realty	23	\$4,486,478

**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.



# DRYEFFECT

RESTORATION SERVICES



HAVING TROUBLE  
SELLING THAT HOME?

the Erdmann Group | guaranteedRate

Proud to partner with the best Realtors® in Cincinnati.

O: (513) 609-4484 Rate.com/RonErdmann  
2101 Grandin Road Suite B, Cincinnati, OH 45208

EQUAL HOUSING LENDER Ron Erdmann NMLS ID: 728342 LO# OH - LO, MLD 043288 - MB, 804160 • NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • OH - Lic #MB.0804160 & Lic #SM.501367 - 3940 N. Ravenswood Ave., Chicago, IL 60613

**A FRESH KIND OF CLEAN UP!**

Mold Inspection/Testing · Mold Removal  
Mold Remediation · Water/ Flood Mitigation  
Basement Waterproofing · Foundation Crack Repair

**513-763-2121**

1045 Hopkins St. Cincinnati, OH 45203  
www.dryeffect.com

# Your partner in home loans.

**WHEN YOU WORK WITH OUR TEAM,  
YOU'LL FEEL THE DIFFERENCE.**

At Amerifirst, we're raising expectations for what the lending experience should be. Our goal is to help you take care of your client, give them a smooth experience, and make sure the loan closes on time.

Between your team and ours, there's nothing we can't accomplish.

**Let's get started.**



**John Insko**

Branch Manager/Loan Originator  
NMLS #218071

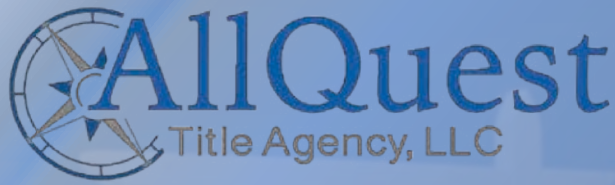
[jjnsco@amerifirst.com](mailto:jjnsco@amerifirst.com)

☎ 513.702.9249

📞 513.985.3000 x 11705



**amerifirst** HOME MORTGAGE



# Your search is over!

Title Searches & Analysis • Hybrid Closings • Small-town Service

513-563-0199 • [www.aqtitle.com](http://www.aqtitle.com)



11137 Main St. Sharonville, OH 45241

**Robertson  
& Associates  
of Ohio, LLC**

**Helping you plan for  
those you love**

Real Estate & Small Business Law • Estate Planning  
& Elder Law • Wills, Trusts, Powers of Attorney

513-563-6161

