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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).

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# Design to ▶▶ sponsor spotlight MARKET Home Staging

Photography by **Brenna Smith**  
Written by **Susie Gilbert**



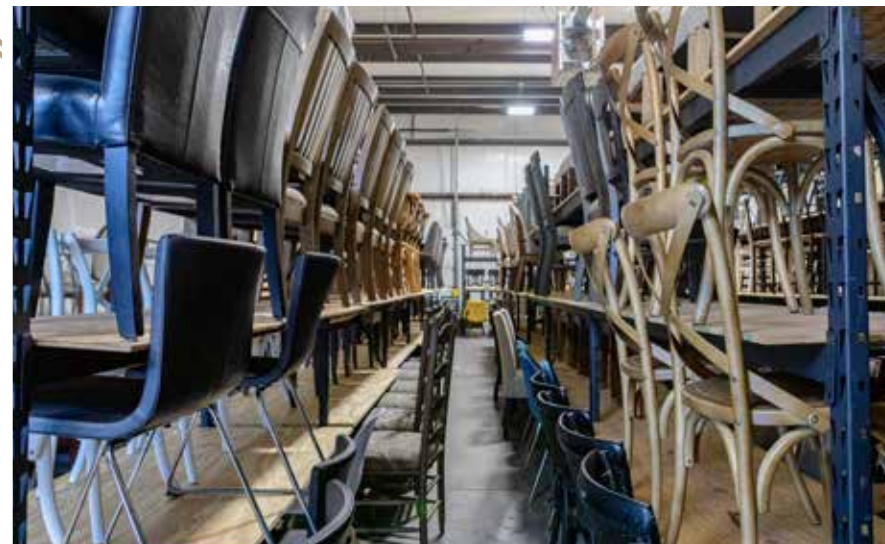
If the family is going to be living in the home during the time it is on the market, we try to be conservative with suggested changes while still making an impact. “With everyone inspired by home makeover shows today, staging is particularly important; much rides on first impressions. Buyers want to see a home that is current and well maintained.”



## STAGING PLAN

After the staging plan is reviewed and approved by the homeowner and REALTOR®, the staging team gets to work selecting furniture and accessories in the 17,000 square-foot Design to Market warehouse to complete the overall look.

On a typical morning, as many as three stagings can be heading out the door. Lisa and the stagers meet to do a final review of the



“Most properties offer nice things to work with.”

## DESIGN TO MARKET TEAM

As we head into 2021, home sellers are adjusting to a new normal when marketing their homes. With all of these changes, the Design to Market Team has incorporated ever-increasing agility into their staging process, while not missing a beat in assisting sellers to create the ideal environment for a quick and profitable sale.

Design to Market’s home staging services include vacant home staging, owner-occupied staging, new construction models, and homeowner consultations that can also include contractor coordination. The team works with real estate agents, homeowners, builders, investors, and developers to produce living spaces that do not disappoint. Eighty percent of their business is through referrals by real estate agents.

## CONSULTATION

Prior to the physical staging Jo Potvin and Lisa Mellott, owner and lead designer, or another member of the design staff will visit the property. A vacant property requires a walkthrough and a strategic plan for furnishings to best highlight the home’s features. An owner-occupied property often necessitates a more in-depth review with consideration of the owners existing furnishings and items such as condition, paint colors and lighting. In the current environment, study and workspaces have become an essential part of a homeowner’s lifestyle and creating that space is an important topic. “Most properties offer nice things to work with,” Lisa explains.

day's projects. The furniture and accessories have been selected from the vast array of style options included throughout "departments" ranging from upholstery, to rugs, to case goods, to bedding and decorative accessories.

Jo and Lisa travel to national furniture shows several times a year to assure that their vast inventory is on-trend and versatile enough to easily be

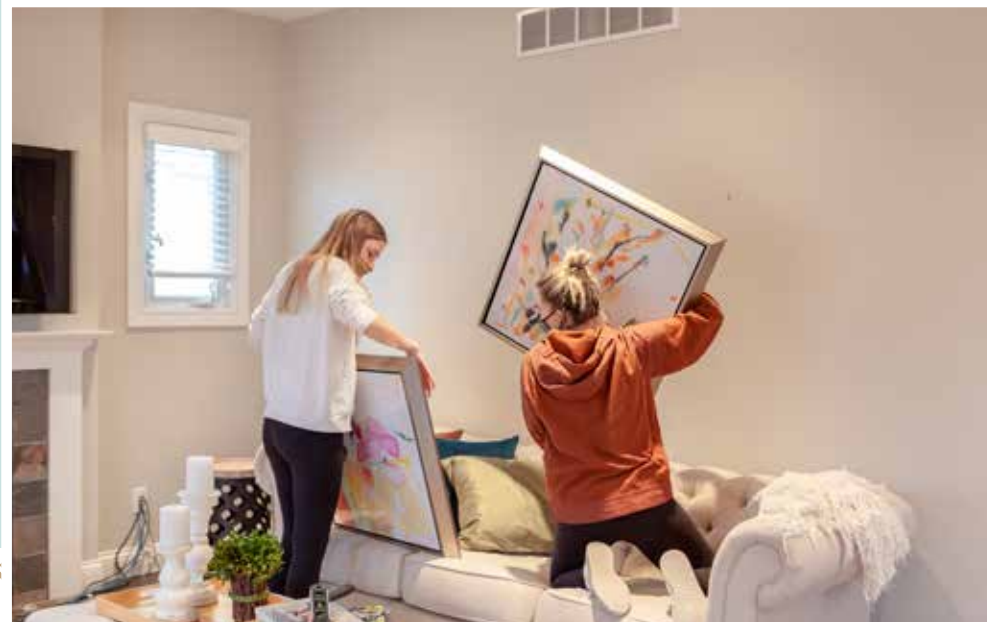
integrated into the thousands of homes that have been staged by the company. Every few weeks, new items arrive and items no longer current are donated to New Life Furniture which is a local non-profit furniture bank.

**ON THE ROAD TO STAGE**

The stagers and Design To Market's professional moving partners load the trucks and vans and head



“With everyone inspired by home makeover shows today, staging is particularly important; much rides on first impressions. Buyers want to see a home that is current and well maintained.”



out of the warehouse in a perfectly choreographed and practiced "dance" to complete what has become their daily routine. Staging up to 15 homes a week has been the result of Design to Market's collaboration of design expertise, methodical logistics, marketing, office management and a collaborative team that respects and enjoys working with each other.

Staging by Design to Market leads to that all-important "Wow! We've got to buy this house!" moment.

**TO LEARN MORE, VISIT [WWW.DESIGNTOMARKET.COM](http://WWW.DESIGNTOMARKET.COM), OR CALL 513-265-0952**

**WHY DO HUNDREDS OF REALTORS® RECOMMEND DESIGN TO MARKET?**

Design to Market LLC is an award-winning design firm and gets proven results. 30 percent of homes staged by Design To Market have an offer in seven days or less and 67 percent have an offer in 30 days or less. The company won the People's Choice Award for Decorating in the 2020 HOMEARAMA and the 2019 and 2017 CiTiRAMA's. They were also named the Board of REALTORS'® Affiliate of the Year in 2015.



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# GOSHEN

## Goshen

Located 30 miles east of Cincinnati, in between Milford and Blanchester, Goshen is a growing rural community of over 17,500 residents. Take a drive down Goshen Road and you'll get a glimpse at the majority of the restaurants and small businesses that the area has to offer. In addition to its growing number of residents, the local farms and state parks attract visitors from all over the region.

## Schools:

Goshen has its own public school system available to its residents. Although no private schools are within the township limits, a handful of private schools are available within a 20-mile radius. The Goshen Public Schools include:

- Marr/Cook Elementary (Pre-K-2)
- Spaulding Elementary School (Grades 3-5)
- Goshen Middle School (6-8)
- Goshen High School (9-12)

## Good Eats:

In addition to the chain restaurants that you'd find in most communities, Goshen offers a handful of local favorites. The Goshen Grind building is a bank-turned-coffee shop. With over 200 five star reviews, Goshen Grind is a well-loved coffee

shop and bakery – even offering a handful of Paleo options for health conscience residents and a drive-through when you're in a hurry. Although only open seasonally, Sprinkles Soft Serve & Tasty Treats is a welcome destination on a hot summer day. Other local favorites include:

- Critter's Tavern
- Lori's American Grille
- BBQ Highlife & Hang

## Shopping & Entertainment:

Being that Goshen is a rural area, there are a handful of outdoor activities to fill up your weekends. The most well-known spot for hiking, fishing, kayaking, canoeing, and camping is by far Stonelick Lake State Park. The area is known for its clean campsite and quaint views. Close by Stonelick is Pringles Orchard – a local family-owned farm, providing homegrown produce to its patrons. Whether you're there to pick up a few pumpkins in October or snap an outdoorsy shot for Instagram – you won't be disappointed. The third local favorite is Alpaca Paradise Farm. Open to the public on Fridays and Saturdays, you can enjoy a visit with the alpacas, or purchase one of your own! For additional options for yourself, family, or friends, a short drive to Milford, Loveland, or Mason is all you need.



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# SUE LEWIS

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Trusted. Tried. True. Sue Lewis has been a REALTOR® for 36 years. Her resilience, coupled with her drive and determination, have helped her climb to the top. The road, however, wasn't always smooth.

▶▶ featured producer

Photography by **Tim Spanagel** | Written by **Elizabeth McCabe**

"I started real estate in my 20s," recalls Sue. "I had just given birth to my daughter, who was then 6 months old, and had a bit of a challenge with another real estate agent. I told her I

easy feat. Going to Columbus and taking classes was "quite a sacrifice with two kids at home." Sue notes, "Once I got my license, my husband said, 'You should try to sell a house or two to

REALTOR® who purchased the home that Sue had her eye on, "we became very good friends and confidantes in the business over time," says Sue.

One successful sale soon led to another. Through the years, she has secured many repeat clients. Even clients she has helped 24 years ago still call her today to buy or sell a home.

### Putting Up the Numbers

When asked about her career volume, Sue had to call MLS. After all, they didn't record volume decades ago! Her career volume tops 600 million, which speaks volumes of her dedication and work ethic. In addition, Sue has earned many awards from the city, various publications and CABR while selling over 100 homes a year.



In the last 10 years, she has been ranked among the top agents in the state of Ohio and Sibcy Cline's Westside leader for the past 27 years. In 2020, despite the pandemic, Sue ended up with over 26 million dollars in sales with a staggering 77 transactions.

### Real Estate is Life-Changing

"I only entered real estate to find my own house. This decision revolutionized my life," says Sue. She reflects on the challenges and rewards over the past four decades, which has shaped her as a person.

When she was younger, Sue had two small children and couldn't devote herself to work full-time. She recalls, "My manager was so smart. She told me not to worry about work, the sales will come, but time with a young

was buying a home and she undercut my efforts by buying it herself before my husband and I were able to finalize the contract."

Dismayed and disheartened, Sue felt defeated. She didn't know much about real estate, including that you needed a written contract to finalize the deal. Sue quickly found out that an oral agreement between friends is not binding. However, what could have made her bitter propelled her into the real estate business and actually transformed her life for the better.

"I got my real estate license because of that," says Sue. Three decades ago, getting a real estate license was no

help out with the family expenses." With that thought in mind, Sue decided to get to work.

"When you start off, no one wants to use you," she says. "You're just kind of out there taking it all in." She held an open house for Tim Mahoney, one of the managers at the Montgomery office, which was purchased by a minister and his family. This is where Sue's luck in real estate began to emerge.

"The minister and his wife took me under their wing," recalls Sue. "Because of the deals I would close for members of that minister's congregation, I became top 50 in the company 36 years ago." As for the

“Because of the deals I would close for members of that minister’s congregation, I became top 50 in the company 36 years ago.”

family is the most important. It took me two years after I got my license before I started to work full time in 1987. In 1992, I was number one for the company. It was so unique for a newer agent to be the top seller in the company so quickly that Sibcy sent me on a speaking engagement to REALTORS® in the Boston market to chronicle my success.”

Work was also Sue’s refuge. Seeking solace after the death of her mother, Sue found that work was therapeutic. Sue admits, “I was so distraught that I ended up working all the time. That’s why I became number one in the company and number two in Ohio for that year.”

Her life has changed dramatically from when she was a buyer for Shilito’s (prior to it becoming Macy’s). In those days, Sue purchased for the

china, luggage, and crystal departments. Now she helps others make the purchases of their dreams.

#### **A Heart for Wyoming**

Prior to real estate, Sue worked at a dental office for her father-in-law in Wyoming. In the process, she got to know many Wyoming residents and it served as a great way to segue to serve people in the community. They also liked her personality combined with her professionalism.

“With me, what you see is what you get,” says Sue. “People like transparency.”

Her down-to-earth nature resonated with the residents of Wyoming, causing her to be number one in Wyoming for 35 years. Sue does 20% of the volume for the city, which is impressive. She credits these years



of involvement to more than 10 civic organizations in Wyoming.

Currently, she still stays active in the community with Garden Club, Wyoming Women’s Club, Annual Report and Wyoming Presbyterian Church. Sue adds, “I’m also on a committee called Promote Wyoming; we think of unique ways to make Wyoming more marketable and fun for the public.” One such event is Yappy Hour, taking dogs downtown in a fenced area while their parents enjoy cocktails. Every month has events that residents enjoy. Sue’s citywide involvement includes Valley Food and Clothing where she chairs the Sharing Tree that provides 180 families gifts for the holidays. She is also involved in the advisory board for the Lindner

Center of HOPE and the Cincinnati Women’s Club where she has chaired Membership and Civics.

“My main goal is community and family service,” says Sue. She orders her priorities as God first, family second, followed by community service.”

#### **Fortunate for Family and Her Team**

Sue is married to her husband Greg, who retired as an attorney for Cincinnati Financial two years ago after 38 years. Greg is a hidden asset to Sue’s career as he was a very hands-on father who was available when Sue’s schedule became hectic. They are blessed with two children, George Lewis, who joined her in the real estate business and a daughter, Lindsey Morton. Sue also works with

an assistant, Meredith Gorentz, who is a valuable member of her team.

“With me changing gears and not working as many hours, both Meredith and George are getting much more involved in my business every year,” smiles Sue. Meredith has been in real estate for 12 years and serves as an office administrator who assists with marketing, arranges closings, and prepares competitive market analysis. George is a licensed agent who has served at Sue’s side for a decade and is the proud father to a new baby, Madison. He and his wife Caroline also have a daughter, Blakely, who is 4.

Her daughter is a Senior Brand Manager of Hair Care Innovation at KAO Brands. Her husband Adam is partner and wealth manager at Constellation Wealth Advisors. They have a new baby, Minnie, who is 9 months old.

Now Sue is becoming passionate about inspiring the next generation of leaders. She led a class over Zoom during the pandemic for Miami University. She says, “They wanted to know the ins and outs of the real profession and I was glad to convey the highs and lows.” Sue also serves on the Women’s Steering Committee for Miami University.

In her free time, Sue likes spending time at their second home in Michigan, playing the piano, and reading. She also savors time with her grandchildren, including a standing commitment to babysit Minnie on Wednesdays.

#### **Loving Sibcy Cline**

Sue has been with Sibcy Cline with her entire career. She can’t imagine working with anyone else. “I am grateful I chose Sibcy Cline to work with,” says Sue. “It’s been wonderful.”



She adds, "Sibcy Cline offers so many services to their agents and our clients in terms of education, marketing, support, and dedicated photography department."

Sue is also grateful for her manager Beth Hiltz. "We have worked together for over 35 years. She is one of my best friends and always there to support me. Every REALTOR® has their ups and downs and she always has the right words to say to help me stay centered."

Robin Sheakley, Rob Sibcy and Pam Sibcy have been extremely supportive of Sue. "They make me feel like a family," she smiles. "My loyalty has always been with them."

I'm also on a committee called Promote Wyoming; we think of unique ways to make Wyoming more marketable and fun for the public.

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BRIAN BOURNE

▶ on the rise

Photography by Brenna Smith | Written by Elizabeth McCabe

# From Restaurants to Real Estate

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Brian Bourne was in need of a career change and was exploring the best possibilities. What started as a question soon emerged as the answer to an amazing start to the next chapters of his life.

Originally from the hospitality industry, Brian managed restaurants and bars for 25 years. He comments, “I loved the hospitality industry. I managed an Irish pub for 20 years and loved it.” But when he wanted to get married and have a child, he realized the restaurant industry wasn’t conducive to family life with nights, weekends, and late hours. “It was time to make a career change,” he says.

“At that time, I was selling my house and buying a new home. Great friends of mine, Heather and Pete Kopf, sold me a home. I saw how busy they were and got a glimpse of the inside part of the real estate business through the process of buying and selling with them. I said to Pete, who was OAR President at that time, ‘Do you want me to get my Real Estate license to help you out? You’re incredibly busy!’ The answer was ‘that would be awesome!’”

Brian went on to get his license in May 2018 and joined Kopf Hunter & Haas. He was thrilled to be a part of

this family-owned brokerage. He says, “It’s home. We have a great support system and a great staff.”

To date, Brian has a career volume just shy of 12 million dollars. He did remarkably well during 2020 with a volume just shy of 9 million dollars, which is when his career took off. He also earned the Circle of Excellence in 2019 and 2020.

What’s the secret to his success? It stems from his restaurant days. Brian explains, “The restaurant business prepared me really well for real estate. Real estate is as much of a people business as it is a house business. You’re taking care of people, identifying needs, and at the most basic part – helping people.”

Just as the hospitality business consists of helping people at its core, a heart for others is the core of real estate too. Brian continues, “When I was behind a bar, I was listening to people and helping them have a better day. Real estate is just a different scale. My goal is to help my clients end up in the best place they can be with a home.”

Restaurants also gave Brian a crash course in dealing with dynamic personalities. As a former bartender,

“Right now, I’m passionate about growing my business and finding ways to contribute to the community.”



he has seen personalities of all sorts. The experience wasn’t wasted on him. He says, “It helped me in terms of being able to relate to so many different clients.” Working with people for decades also helped him hone his people skills.

#### Giving 110%

“The most important people are my clients,” says Brian. “My clients are my lifeblood. They are the people who make my business go. I have such a passion for taking good care of them.”

How has Brian been able to transition to real estate successfully? “It’s the trust that people have in me,” says Brian. “I look out for their best interests and give them 110%. The feedback and reviews I receive are very gratifying. Clients feel like I’m there 110%. I truly care about my clients – that’s my first thought in a real estate transaction is the well being of my clients.”

#### Community Focused

“Right now, I’m passionate about growing my business and finding ways to contribute to the community,” says Brian. At the onset, he found that real estate was a lot to manage as it is a multi-faceted profession. Now that he has mastered the nuts and bolts of real estate, he wants to make a genuine difference in the community.

Prior to 2021, Brian gave a portion of his earnings to causes close to his heart. An animal lover, he donated to Save the Animals Foundation and Cincinnati Lab Rescue. “I’m a real dog person,” he smiles.

Freestore Foodbank was another nonprofit that Brian contributed to. He explains, “A lot of people had hard times in 2020.” Helping people have enough food to eat (especially with decades in the restaurant business) is important to this trusted REALTOR®.

What’s next for Brian? “I’m comfortable taking on more challenges, getting involved in the community more, and possibly joining committees with the CABR.”

#### Driven to Succeed

What appeals to Brian about real estate is being an entrepreneur. Working on commission was “scary yet rewarding” at the same time. He enjoys being his own boss and making his own way. “Fortunately, I have the personality and drive to do that,” he says. “I’ve always pushed myself. I never needed anyone to do that.”

Letting go of a steady job with the hospitality business and leaping into real estate was a leap of faith. As Brian says, “Once you get rolling, it’s not that bad.” Managing the big

picture with marketing, developing clients, staying in touch with people, and finding work-life balance can be challenging, but Brian has succeeded.

#### A New Baby

Brian, who just got married three years ago to Brittani, is proud to be a new father.

“We have a little boy, Cruz, who is 8 months old. He’s just a peach. He’s such a sweet boy. We couldn’t be happier about having Cruz,” says Brian.

A family-focused man, Brian stays close to his parents who reside in Columbus. He comments, “My wife has a big family. That is one of the factors in us getting married. I love her family. They’re caring, loving, and passionate. I always wanted a big family. I’ve got a huge family now.”

#### Outdoor Pursuits

When Brian isn’t working, he likes to get outside as much as possible. A resident of Evendale, he likes to go to Sharon Woods and walk as much as he can. Interestingly, Cruz loves the outdoors too. Even though he isn’t a year old yet, he simply likes being outside.

Brian also likes seeing the world and traveling as much as he can. “I look forward to doing that with Cruz,” he says. A trip to the beach is in the plans for the near future for the family of three.

Brian concludes, “I’m genuinely happy doing what I’m doing. Life has been good to me for a long time. Kopf Hunter & Haas is a fantastic place to be.” From restaurants to real estate, Brian is living his dreams as a successful entrepreneur.

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# Marcus Parrish

## WITH KELLER WILLIAMS ADVISORS!

It only takes one person to create change in the world. Marcus Parrish is one such individual.

Licensed since 2009, Marcus became a full-time REALTOR® in 2016. Now he works with Keller Williams Advisors Realty, helping countless clients and taking an active role in the profession that has given him so much.

### **National Association of Real Estate Brokers (NAREB)**

“I’m a member of the National Association of Real Estate Brokers (NAREB),” says Marcus. “Our goal is to secure equal housing for all Americans regardless of race, creed, or color. Through the years, we have done a lot of events for first-time homebuyers. Last year, we did a few events virtually.”

Formed on July 29, 1947, the NAREB is proud to be the “oldest minority trade association in America.”

According to their website, “NAREB was established by African-American real estate professionals as an alternative for African-Americans who were excluded from the National Association of REALTORS®.”

Why is the NAREB a cause close to Marcus’ heart? He explains, “One of the main things is the SHIBA Report – the State of Housing In Black America.” This report, produced

annually, documents the disparities, analyzes results, and recommends solutions that support Black homeownership. Despite COVID-19, solutions do exist to help make the dream of homeownership a reality.

As Donnell Williams, President of NAREB, states, “This 2020 report offers a comprehensive look not only at the systemic impediments to Black American dreams of homeownership but also the necessary public policy interventions and intricate mortgage market adjustments needed to build Black wealth through homeownership. We provide insights into the everyday experiences of a Black homebuyer pursuing wealth through homeownership – from the historical barriers that result in Black mortgage applicants being twice as likely to have their applications rejected, to current credit score practices and piloted models that may skew, or even widen, the gap between Black and non-Hispanic White borrowers.”

Marcus says, “In comparison with different nationalities, Black Americans have the lowest numbers when it comes to homeownership.” Fortunately, Marcus is looking to change all of that through his role as 2021 Vice President of Greater Cincinnati Realist Association.

“In 2019, 44.6 percent of African Americans were homeowners.

In the second quarter, that number increased to 47 percent,” says Marcus. “Our goal is to get above 50 percent this year.”

How does Marcus make the dream of homeownership a reality? He says, “It’s about spreading the word and through education. A lot of people don’t understand the process of buying a home or think they don’t qualify so it’s important to go through the process with them.” With education, people’s mindsets about homeownership can change, which is the first step in becoming a homeowner.

Want to get involved? The Greater Cincinnati Realist Association has meetings the third Friday of the month at 11:00 a.m. Check out their website to become a member or for additional information: [www.greatercincinnati Realtist Association.com](http://www.greatercincinnati Realtist Association.com).

Prior to being Vice President, Marcus served as Secretary for the last four years. He enjoys leading the community and taking a stand, paving the way for equal homeownership.

### **Life Before Real Estate**

Prior to real estate, Marcus worked as a processing assistant under an area manager at Amazon. He says, “I stumbled across real estate when I purchased my first house at age 26. I lived there two years and then turned it into a rental.” That turned into a

“It’s about spreading the word and through education.”



few more properties becoming rentals prior to 2009. Working with a friend, Marcus fixed and flipped properties before the market crashed.

“I knew I wanted to stay in real estate,” says Marcus. He got his license and has been successful ever since. His career volume exceeds 51 million dollars.

Best of all, Marcus loves what he does. He enjoys meeting different people from all walks of life on a daily basis. He comments, “Each day is something new.” From looking at properties, fixing and flipping properties, or working with first-time buyers, he loves it.

“I’ve never met a stranger,” adds Marcus. He genuinely enjoys working with people, educating them about homeownership, and helping people secure what is often the largest financial purchase of their lives.

#### Family First

Newly married, Marcus married his wife on September 7, 2019, and their two families became one. They have a blended family with a total of six children with four boys and two girls, ranging from 13-19. Their youngest is a 7th grader and the oldest is a freshman at Wright State.

When not working, Marcus enjoys spending time with his family, whether on yearly vacations or watching his kids’ sports activities. Marcus also likes staying in shape and going to the gym three times a week and reading to relax and unwind.

Other pastimes include being on the Association Leadership Council (ALC) for Keller Williams. Marcus says, “We make leadership decisions that make the office more productive.” He also serves as the senior warden for the Masons at St. John’s #3 and does many community events.



#### Community Involvement

Marcus is also a member of I-Rise (weareirise.com), an investment group of 25 African American men with focus on investing resources into successful endeavors for the purpose of building wealth, community and legacy. They currently have investments in two real estate development projects with also investments in the financial market.

Marcus adds, “I am also a committee member for the Keller Williams Social Equity Task Force in the Ohio Valley Region. The goal is to develop and promote strategies and best practices within the realms of racial, social, sexual, gender, age, disability, socio-economic, and religious diversity for the betterment of Keller

Williams culture. I have served on this committee since the start of it last year.”

Marcus is also a recent graduate of ULI REAL (Real Estate Accelerator Lab) Program in 2019.

He is proud to be an alumnus for the first graduating class. The REAL Program is to expand the diversity of race, ethnicity and gender represented in real estate development.

We are honored to feature Marcus in this month’s issue and thank him for helping make homeownership a reality for all Americans, regardless of race, creed, or color. For more information on NAREB or to view the SHIBA Report, check out narbeb.com.

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# MEET Barbie & Matt WOEHRMYER

with Comey & Shepherd Realtors

Two REALTORS® are better than one. Juggling buyers and sellers, listing appointments, and closing can be challenging. Fortunately, with a husband-wife team, real estate becomes easier and clients can be catered to accordingly. Barbie and Matt Woehrmyer are one such team.

Their local ties resonate with their clients. Both Barbie and Matt graduated from Lebanon High School before attending college. Married for 19 years, they met during Barbie's sophomore year at the University of Cincinnati.

"I went to the U.S. Naval Academy. I was an Intelligence Officer in the Marines from '02-'08," says Matt. Matt has a heart of service and was proud to serve our nation. Little did he know that his desire to help others would be invaluable in real estate.

Barbie entered real estate eight years ago and Matt watched as his wife took flight in real estate. He explains, "As her business kept picking up, we decided two sets of hands were better than one. So I followed her lead into real estate."

"We would get calls from people we didn't know," says Barbie. "I would show the house. Matt and the four kids would be in the car to make sure nothing happened." By Matt getting his real estate license, it helped Barbie in more ways than one.

Barbie launched into real estate after their 10th move in 10 years for Matt's service in the Marines. She says, "Every year we got transferred somewhere else. It opened my eyes to see what real estate was all about. I bought and sold many different homes in many different states. After our ninth move to Illinois, I realized that this is what I should be doing when we got into an area where we would be staying longer."

The experience of moving countless times helped Barbie and Matt to relate with their clients. "Your perspective changes," says Barbie. "When you're living with the stress if you're going to sell and if the closing is going to happen ... We got a better understanding of what goes on in the clients' eyes."

#### Making Dreams Happen

To Barbie and Matt, real estate is all about their clients. Barbie says, "Having been in their shoes so many times, we strive for the best customer service. We make sure that our clients' needs are in the forefront of our minds. We know how stressful all those moving parts (of real estate) are. If we can remove any of that stress, that is what we want to do."

"We have a lot of repeat clients," says Matt. He understands the challenges of moving too. He recalls, "After the moves we personally did, I was often emailing her from a deployed area. Barbie was

...



pregnant, moving to a different state, and trying to figure things out.” It’s with compassion and empathy that he views his clients today.

Barbie and Matt agree, “We have been very blessed in this career choice.” They have a career volume that tops 50 million with 15.1 million for 2020.

“We realize that when someone is buying a home, for 99% of our clients, it will be their biggest purchase,” says Matt. When challenges arise, they shield those problems from their clients whenever possible, aiming for a smooth transaction from start to finish.

“We work as one,” adds Barbie. “We don’t have separate transactions or separate calendars. We have structured this business to be hands-on for the both of us.” They each operate in their areas of strengths and have streamlined the process for their clients, giving them confidence in the process.

#### Navigating Challenges

What is Barbie and Matt’s biggest challenge? “The uneducated real estate agent is our biggest problem,” admits Barbie. “When you become an expert for your clients, negotiating with their best interests at heart, doing your due diligence to make sure everything is done the correct way, (it can be frustrating) when we come across agents who don’t take time to complete a purchase contract in its entirety.” If agents did the job they were supposed to be doing, Barbie notes that it would be easier for all parties involved.

When Barbie got her real estate license, Matt often reminded her, “Anybody can get their license.” Becoming a Top Producer isn’t for the faint of heart and the road isn’t always easy. Navigating those challenges and overcoming obstacles is critical in rising to the top.



#### Committed to the Community

“Being home means that we give back to the community,” says Matt. Lebanon has a special place in their hearts and they like supporting it in any way that they can.

They partner with Joshua’s Place and The Captain Matthew Freeman Project. Joshua’s Place supports local families in need which is very important to Barbie. “Captain Matthew Freeman Project is always on my mind,” says Matt. “My classmate was killed in action and his mom started this. They hand-sew teddy bears from the uniforms of KIA moms, dads, brothers, sisters ... for their kids.”

Other community endeavors that they support include Lebanon sports organizations and LUMP/K, a local youth Pre-K school. Not to mention sponsoring kids for swim lessons at Countryside YMCA and also supporting the Warren County Child Advocacy Center.

#### Relaxing from Real Estate

Real estate is a demanding profession. Taking time to relax and recharge is important. “We are big Jimmy Buffet fans.” You can catch Barbie and Matt at his concerts in the summer.

A self-described “beach family,” any time that they can, you will find Barbie and Matt and their children soaking in the sun at the beach. Their love for the sandy beaches and warm water stems from Matt’s last duty in Beaufort, South Carolina. They go back every year to visit.

Another way to relax from real estate is by supporting their kids in all of their sporting events and activities. With four kids – Bray (17), Acey (15), Bryce (12), and Brody (10) – there are plenty of sporting events to attend. Each child is blazing his or her own way in life.

Bray and Acey (who is her freshman class president) started a nonprofit,



Varsity4Veterans. This start-up community project is dedicated to local veterans, helping them with fall and spring cleanup of their properties if they are unable to do that themselves. They did their first home this fall and are looking forward to doing many more in the months to come. It’s a way to thank veterans for their service. Partnering with the Warren County Veterans Services provides them names of people who may need a helping hand.

Matt and Barbie also stay actively involved in their children’s lives. Barbie coached cheer for six years and Matt coached football and

lacrosse for the Lebanon Youth Program for 11 years.

Other pastimes include Women’s Bible Study for her church (Antioch) and managing their rental properties in South Carolina, for Barbie. Matt enjoys serving on the Service Academy Review Board for Congressman Steve Chabot for interested applicants who want to go to West Point, the Air Force Academy, and the Naval Academy.

“Achieving work-life balance is hard with real estate,” admits Barbie. “One way that has helped is that we have included all of our four kids

– we are really a team of six. Our kids are part of what we do. They put out signs, pass out flyers, and calendars. Bringing them into real estate has helped their perspective on what we do. We have figured out a way to make it work. We can also anticipate when downtimes are and plan vacations.”

#### Final Thoughts

“We feel lucky that we live in an area that we love so much,” says Barbie. They can’t imagine living in any other place besides Lebanon. Matt adds, “It’s nice to be home.”

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1 - Jan. 31 As Of Feb. 15, 2021 at 3:56PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	11	\$13,231,500
2	Scott A Oyler	Coldwell Banker Realty	16	\$6,048,400
3	Kim K Mansfield	Keller Williams Advisors	18	\$4,622,732
4	Jeffrey E Woken	Jeffrey E Woken Realty	17	\$4,233,500
5	Sondra M Parker	Coldwell Banker Realty	9	\$4,199,075
6	John M Bissman	Keller Williams Pinnacle Group	12	\$3,982,550
7	Andrew S Gaydosh	eXp Realty	21	\$3,948,700
8	Jeff D Dickey	The Dickey Group Inc, Realtors	9	\$3,768,000
9	Michael T Maley	Comey & Shepherd	15	\$3,758,200
10	Rick J Finn	Coldwell Banker Realty	10	\$3,473,400
11	Adam G Marit	Real Link	13	\$3,147,925
12	Ellie D Kowalchik	Keller Williams Pinnacle Group	10	\$3,146,000
13	Heather M Stallmeyer	Coldwell Banker Realty	8	\$3,130,000
14	Mitchell Ram	Coldwell Banker Realty	10	\$3,123,700
15	Sandra L Peters	Comey & Shepherd	6	\$3,074,000
16	Rakesh Ram	Coldwell Banker Realty	13	\$2,775,200
17	Denise Y Koesterman	Keller Williams Advisors	4	\$2,707,000
18	Judy S Recker	Sibcy Cline	2	\$2,657,500
19	Michael C Hinckley	Coldwell Banker Realty	6	\$2,644,000
20	David L Isgrig	Sibcy Cline	3	\$2,544,000
21	Angela M Sexton	Coldwell Banker Realty	5	\$2,497,200
22	Ragan R McKinney	Ragan McKinney Real Estate	15	\$2,378,500
23	Peter D Chabris	Keller Williams Seven Hills Re	10	\$2,352,294
24	Chris Dohrmann	Sibcy Cline	2	\$2,325,000
25	Jack C Hinckley	Coldwell Banker Realty	5	\$2,291,000
26	Lisa Anderson	Coldwell Banker Realty	8	\$2,279,500
27	Michael P Hines	Coldwell Banker Realty	6	\$2,253,000
28	Angelo M Pusateri	Comey & Shepherd	4	\$2,226,000
29	David D Dawson	Sibcy Cline	6	\$2,194,800
30	Drew M Mahoney	Sibcy Cline	5	\$2,143,892
31	Steve L Elbert	Around Town Realty	10	\$2,059,500
32	Patrick J Cagney	Coldwell Banker Realty	9	\$2,035,728
33	Brittney Frietch	RE/MAX Preferred Group	4	\$2,031,000
34	Holly M Finn	Coldwell Banker Realty	7	\$1,989,900

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Individuals | By Volume Closed date from Jan. 1 - Jan. 31 As Of Feb. 15, 2021 at 3:56PM

Rank	Name	Office	Total	Volume
35	Helena F Cameron	Sibcy Cline	5	\$1,978,805
36	Tom Deutsch Jr.	Coldwell Banker Realty	12	\$1,965,400
37	Jeff Honnerlaw	Honnerlaw Real Estate Services	3	\$1,965,000
38	Beau Tuke	Sibcy Cline	5	\$1,956,200
39	Chris B Gerke	Comey & Shepherd	6	\$1,955,404
40	Walter B Gibler	Coldwell Banker Realty	7	\$1,953,500
41	Bob Hines	Coldwell Banker Realty	4	\$1,940,000
42	Alexander Schafers	RE/MAX United Associates	6	\$1,909,316
43	Susan K Welsh	Real Link	9	\$1,881,000
44	Catherine M Mueller	Sibcy Cline	5	\$1,856,427
45	Javaria Usmani	Plum Tree Realty	2	\$1,855,000
46	Bob Dorger	Comey & Shepherd	4	\$1,793,900
47	Sue S Lewis	Sibcy Cline	6	\$1,753,000
48	Micha Gleisinger	Comey & Shepherd	4	\$1,748,575
49	John R Gillespie	Sibcy Cline	1	\$1,725,000
50	Anthony L Pope	Country Mile Realtors	3	\$1,714,900

Rank	Name	Office	Total	Volume
51	Brian Bazeley	Hoeting, Realtors	4	\$1,703,250
52	Tracy Sunderhaus	Hand In Hand Realty	6	\$1,702,800
53	Lesli D Norris	Coldwell Banker Realty	5	\$1,694,900
54	Richard Pratt	Keller Williams Seven Hills Re	1	\$1,693,000
55	Sue M Miller	Comey & Shepherd	5	\$1,682,100
56	Chhabi L Neopaney	Key Realty	6	\$1,681,901
57	Jeanne M Rieder	Hoeting, Realtors	6	\$1,678,900
58	Sheryl D Buechly	Key Realty	5	\$1,669,900
59	Sarah A Woody	Keller Williams Advisors	6	\$1,657,900
60	Lyndsey Jackson	Huff Realty	5	\$1,652,000
61	Andrew D Frietch	RE/MAX Preferred Group	3	\$1,650,000
62	Robert Dorger	Comey & Shepherd	3	\$1,613,900
63	Julia Wesselkamper	Coldwell Banker Realty	2	\$1,607,400
64	Sharon I Packer	Coldwell Banker Realty	2	\$1,607,400
65	Wendy Geiger	Coldwell Banker Realty	6	\$1,604,400
66	Renie L Dohrmann	Sibcy Cline	1	\$1,600,000
67	Derek L Tye	eXp Realty	5	\$1,564,000
68	Shelley Miller Reed	Coldwell Banker Realty	2	\$1,550,000
69	Jamie R Gabbard	Comey & Shepherd	7	\$1,539,000
70	Teresa V Durbin	Sibcy Cline	7	\$1,532,245
71	Molly E Blenk	Comey & Shepherd	5	\$1,531,500
72	Beth Bokon Onthank	Sibcy Cline	2	\$1,530,424
73	Steve S Early	Sibcy Cline	2	\$1,530,000
74	Lisa S Morales	Coldwell Banker Realty	5	\$1,512,900
75	Nicole M Gulick	Reign Realty	4	\$1,512,000
76	Sue Wahl	Comey & Shepherd	5	\$1,501,600
77	Michael W Jennings	Infocus Real Estate Group	7	\$1,494,500
78	Amanda Pertuset	Coldwell Banker Realty	3	\$1,489,900
79	Jason J Bowman	RE/MAX Elite	7	\$1,476,000
80	Tyler A Smith	RE/MAX United Associates	4	\$1,475,000
81	Kim M Vincent	Sibcy Cline	1	\$1,475,000
82	Deborah A Martin	Keller Williams Advisors	4	\$1,459,900
83	Holly S Maloney	eXp Realty	8	\$1,455,000
84	Lindsay Spears	RE/MAX Incompass	7	\$1,450,955

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1 - Jan. 31 As Of Feb. 15, 2021 at 3:56PM

Rank	Name	Office	Total	Volume
85	Shifali Rouse	RE/MAX Preferred Group	4	\$1,450,864
86	Brian Clark	Century 21 Thacker & Assoc.	3	\$1,445,500
87	Michael Alford	Coldwell Banker Realty	7	\$1,416,000
88	Bishnu L Kharel	RE/MAX Preferred Group	5	\$1,413,000
89	Richard A Davey	Comey & Shepherd	5	\$1,404,000
90	Keith T Taylor	Comey & Shepherd	5	\$1,404,000
91	Nicole L Isgrig	Sibcy Cline	2	\$1,400,000
92	Robert R Smith	Coldwell Banker Realty	6	\$1,398,800
93	Daniel Baron	Keller Williams Advisors	5	\$1,372,400
94	Andrew Homan	Coldwell Banker Realty	5	\$1,368,000
95	Jerry Marks	Keller Williams Pinnacle Group	4	\$1,364,850
96	Michele Donovan	Comey & Shepherd	8	\$1,359,400
97	Brett A Keppler	TREO Realtors	4	\$1,352,500
98	James E Pitzer III	Coldwell Banker Realty	5	\$1,342,300
99	Maureen D Pippin	Sibcy Cline	2	\$1,328,000
100	Susan Rose	Sibcy Cline	6	\$1,323,630

Rank	Name	Office	Total	Volume
101	Mike S Wright	Hoeting, Realtors	5	\$1,306,000
102	Barbara Browning	Coldwell Banker Realty	3	\$1,298,000
103	Adam J Hayhow	Coldwell Banker Realty	5	\$1,296,500
104	Cindy Shetterly	Keller Williams Distinctive Re	5	\$1,296,500
105	Skip J Koesterman	Keller Williams Advisors	2	\$1,295,000
106	Basam Akkawi	Plum Tree Realty	7	\$1,294,900
107	Bryan L Hoelzer	Coldwell Banker Realty	4	\$1,291,500
108	Carol A Grubb	Comey & Shepherd	3	\$1,285,500
109	Larry L Thinner	Sibcy Cline	3	\$1,283,000
110	Steve Sylvester	Comey & Shepherd	2	\$1,269,075
111	Kimberly A Price	Plum Tree Realty	7	\$1,258,500
112	Keli S Williams	Sibcy Cline	4	\$1,256,000
113	May Wu	Comey & Shepherd	3	\$1,255,000
114	Dede G Persson	Sibcy Cline	3	\$1,250,000
115	Carol S Dorsey	Coldwell Banker Heritage	3	\$1,250,000
116	Tony J Mancini Jr.	Coldwell Banker Realty	4	\$1,248,900
117	Kurt J Lamping	Star One Real Estate	7	\$1,248,000
118	James D May Jr	Keller Williams Community Part	10	\$1,243,700
119	Kathy M Bryant	Weichert Realtors- R.E 1790	4	\$1,240,000
120	Joseph A Cornwell	Ownerland Realty	4	\$1,237,900
121	Jenni McCauley	Sibcy Cline	2	\$1,235,500
122	Heather R Herr	Coldwell Banker Realty	4	\$1,228,000
123	Kevin E Hildebrand	eXp Realty	5	\$1,223,400
124	Susan Dudek	Comey & Shepherd	3	\$1,220,000
125	Angie S Layne	Keller Williams Pinnacle Group	2	\$1,215,000
126	DeeDee R Ollis	RE/MAX Victory	5	\$1,207,750
127	Lisa M Phair	Coldwell Banker Realty	5	\$1,178,500
128	Robert F Sheil IV	eXp Realty	4	\$1,175,000
129	Sandy L Smith	Real Link	4	\$1,174,900
130	Greg C Coolidge II	Keller Williams Advisors	5	\$1,168,161
131	Bev K Scott	Sibcy Cline	2	\$1,159,000
132	Cheryl A Brun	Sibcy Cline	6	\$1,152,618
133	Ron A Bisher	Coldwell Banker Realty	4	\$1,140,530
134	Devan V Hafle	Keller Williams Community Part	8	\$1,122,300

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan. 1 - Jan. 31 As Of Feb. 15, 2021 at 3:56PM

Rank	Name	Office	Total	Volume
135	Jens H Persson	Sibcy Cline	2	\$1,120,000
136	Steven M Douglass	RE/MAX Time	4	\$1,116,000
137	Doug Manzler	Keller Williams Advisors	3	\$1,105,900
138	Michelle Coldiron	Plum Tree Realty	2	\$1,104,900
139	Penny L Worley	Keller Williams Pinnacle Group	2	\$1,100,000
140	Catie VanDerVelde	Huff Realty	4	\$1,094,400
141	Michel C Minella	Keller Williams Pinnacle Group	3	\$1,091,645
142	Shawn Baker	Comey & Shepherd	2	\$1,090,000
143	Michael E Teggart	Comey & Shepherd	2	\$1,090,000
144	Joseph W Campbell	Valley Real Estate Services	4	\$1,088,842
145	Dale L Lutz	Cornerstone Realty	4	\$1,082,500
146	Marc A Cameron	Sibcy Cline	3	\$1,081,000
147	Julz Brown	Comey & Shepherd	3	\$1,080,326
148	Candace N Burton	Sibcy Cline	4	\$1,078,900
149	Brett P Stern	Keller Williams Advisors	3	\$1,070,500
150	Janelle A Sprandel	Comey & Shepherd	6	\$1,068,813

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