

CINCINNATI

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

Bill Draznik

COLDWELL BANKER REALTY

William and Amber Huff,
Re/Max Incompass



Photography by
Krista Silz

SPONSOR SPOTLIGHT

Monarch Financial Advisors

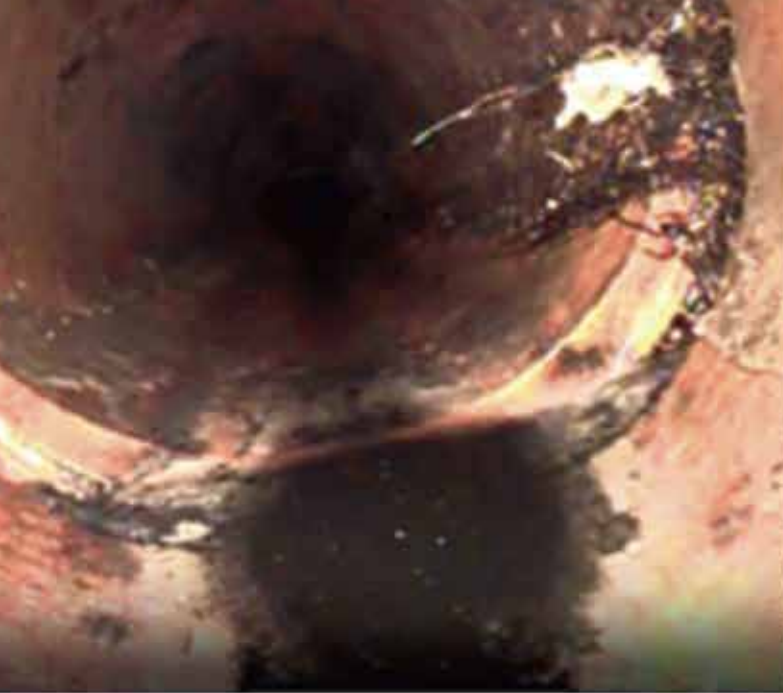
REALTOR TO WATCH

Mark Rankin, Keller Williams Seven Hills

NEIGHBORHOOD FOCUS

Glendale

OCTOBER 2021



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

Each office is independently owned and operated.



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
Neighborhood Focus:
Glendale



12
On the Rise:
William and
Amber Huff



18
Featured
Producer:
Bill Draznik,
Coldwell
Banker
Realty



24
Sponsor
Spotlight:
Monarch
Financial
Advisors



28
REALTOR®
To Watch:
Mark
Rankin,
Keller
Williams
Seven Hills



33
Top 150
Standings
(Volume)



If you are interested in contributing or nominating Realtors for certain stories, please email us at 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



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!

CLOSING GIFTS

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

CUSTOM FRAMING

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

DIGITAL RESOURCES

Ocusell LLC
(504) 458-9208
www.ocusell.com

ESTATE SALES

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

FINANCIAL ADVISORS

Monarch Financial Advisors
(513) 502-2637
Monarchfinancialadvisors.com

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

HOME INSPECTION

IPA Inspections
(513) 379-7988
lpa inspections.com

Pillar to Post

Home Inspectors-
The Capuano Team
(513) 771-6689
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

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 Phillabaum LLC

(513) 427-6100
www.cincinnatiattorney.com

MORTGAGE LENDER

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

Annie Mac Home Mortgage

(513) 769-2071
tony-annie-mac.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/

MORTGAGES

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

MOVING COMPANY

Big Blue Moving
(859) 608-2583

Black Tie Moving

(614) 347-9007

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

TITLE AGENCY

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

American Homeland

Title Agency
(513) 863-9100
www.americanhomeland title.com

Prodigy Title

(513) 870-9070
myprodigytitle.com

New contract? No problem.

At Stockton Mortgage, we pride ourselves in helping you get your customers to the closing table on time. Where other lenders may struggle to meet the new contract timelines, we're pacesetters in our industry. If you aren't satisfied with the contract timelines you're getting currently, let us help.



Let's talk.

Cody Coomer

Branch Manager, NMLS: 1019463

Mobile: 513.479.4630
Office: 513.486.4133
Fax: 513.445.3109
ccoomer@stockton.com

The Stockton Advantage

Expedience

It's what we're known for. Our average Clear-to-Close time is 17 business days.

Communication

Our automated in-process milestone emails keep everyone involved in the transaction current on what's happening, from intent to proceed, to conditional approval, all the way to clear-to-close!

Legacy

For 20 years, we've been finessing a streamlined process which means we worry about the behind-the-scenes work so you and your customers don't have to.

Stockton Mortgage NMLS: 8259 | Equal Housing Lender | nmlsconsumeraccess.org

OLD REPUBLIC HOME PROTECTION

THE STARS ALIGN
when Real Producers work together!

You're committed to your clients, and we're committed to you!
Add ORHP's home warranty to your winning team today.

Call or email me today to learn more!

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.

\$99
NEW MOVE-IN SPECIAL
Heating and Cooling Maintenance
Work to be performed during normal business hours. Not valid with any other offers.
Expires 12/31/2021

bryant
Heating & Cooling Systems

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

BBB

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



Your search is over!

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

513-563-0199 • www.aqtitle.com

11137 Main St. Sharonville, OH 45241



Robertson & Associates of Ohio, LLC

Helping you plan for those you love

513-563-6161

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



Want to save more for retirement?
Interested in reducing your business taxes?
Looking for a personalized, understandable financial plan?

WE CAN HELP.

As independent advisors, our one and only focus is on YOU, and helping you achieve your goals, your objectives, and your dreams.

With over 30 years of experience, we can help you and your business thrive, no matter what the future brings.

Today is the perfect day to plan for your future.



Monarch Financial Advisors, LLC

Sue Burnett, FSA, EA, QKA
Investment Advisor Representative
www.MonarchFinancialAdvisors.com
monarchfinancialadvisors@gmail.com
513.502.2637



Woman Owned Business of the Year 2020

* Investment advisory services are offered by Core Investment Group, LLC

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

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
jennifer.hamad@nexteraenergy.com
513-919-8498

For more information, please contact Jennifer Hamad or visit: 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.

▶ neighborhood focus

By Emmi Abel-Rutter

Glendale



The Village of Glendale is conveniently located off of I-75 and surrounded by Sharonville, Woodlawn, and Springdale. Although this Cincinnati pocket is only 1.7 square miles, it's home to over 2,000 residents and rich in history. With the help of the Glendale Heritage Preservation Organization, many of the homes and buildings built in the 1850s, when the village was founded, are still intact today. In fact, the Village's Historic District has been declared a National Historic Landmark District. To learn more about the Glendale community, check out the "This Is Glendale" web series run by two local residents, Bett and Joe – all videos can be found on the Village's website or on Youtube.

Schools

The Village of Glendale resides within the Princeton City School District. There are five public and private schools in the vicinity that tend to attract most of the residents. They are as follows:

- Bethany School (Private)
- St. Gabriel School (Private)
- Glendale Elementary
- Princeton Middle School
- Princeton High School

Good Eats

Although Glendale is almost exclusively home to American restaurants, what they lack in variety, they make up for in quality. All of the restaurants in the area average 4.5+ stars on Google Reviews. To find these beloved local eateries, take a walk along E Sharon Rd and you'll run into all of them. They include:

- Grande Finale
- Friendly Stop Bar & Grill
- Meritage
- Bluebird (Coffee Shop)
- Cock & Bull Public House
- Piccolo Wine Bar

Shopping and Entertainment

Evident by the number of events hosted by this community, it's apparent that the Village and its Chamber of Commerce work hard every year to provide entertainment for its residents. Annually, the Chamber of Commerce hosts the "Street Fair," Antique Auto Show and the "Christmas in the Square" holiday celebration. Even on Memorial Day, Glendale is decked out in red, white and blue for its annual parade. Aside from JackRabbit, the local running store, you're better off venturing to one of the neighboring cities when you need to go shopping.

ACHOSA IS A GAME CHANGER...

Finally, a home warranty that provides a better claims experience by allowing the homeowner to use their own service provider.

Jenna Wheeler
Senior Sales Executive

937.474.1866
E: jennaw@achosahw.com
www.achosahw.com

Restoring Your Faith in Home Warranties!

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

Safe Start
HOME INSPECTIONS, LLC
INTERNACHI CERTIFIED

SAFE START HOME INSPECTIONS OFFERS:

- ▶ Full residential and commercial inspections
- ▶ State licensed Wood Destroying Insect Inspections
- ▶ State licensed Radon testing

We understand not everyone is in need of a full home inspection and can customize to fit your needs. Whether it is to just look in a crawlspace or inspect the plumbing we can customize an inspection to fit your needs.

Office: 513-968-4311 | Mobile: 937-321-7479
nwessel@safestarthi.com | www.SafeStarthi.com

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!

WILLIAM & AMBER HUFF

▶▶ on the rise

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



...

Every REALTOR® has their own story of how they entered real estate. Married couple William (Billy) and Amber Huff, part of The Huff Team with ReMax Incompass, is no exception.

Billy worked in the insurance industry prior to real estate, getting his license in March 2018. He graduated college in 2014 with a bachelor's degree in business. He found stability in his role at Liberty Mutual but never quite felt fulfilled by the work he was doing. When his mother passed away, it was futile to sacrifice his entire paycheck for day-care, and Billy became a stay-at-home father to their 6-month-old daughter.

Billy was currently serving as a youth pastor during this time. When the opportunity arose to make a career change, he naturally thought that education was the route he was supposed to take. After working as a substitute teacher for one day, he realized that yet again, it didn't feel right. Amber initially encouraged Billy to try real estate. The flexibility of the schedule, in combination with the opportunity to meet new people, seemed like it might be the perfect fit.

Amber, who is a nurse, got her real estate license in March 2019. She

quickly fell in love with the role after first supporting Billy during his journey as a new agent. She continues to work in hospice care and is going to school full time, studying to be a nurse practitioner, and feels called to work in palliative care. With her love of real estate and nursing, Amber has the best of both worlds, getting to play a vital role in someone's life, in various ways.

Working Together

Amber and Billy work well together and are an asset to their clients. Amber jokes, "It's great that there are two of us. We have the ability to divide and conquer based on our individual strengths." Billy excels being the "face" of the business, communicating between agents and clients. Amber, being detail-driven, handles most of the back-office tasks, ensuring that paperwork is completed and timelines are on track.

Billy is impressed with Amber's ability to find houses for clients. "She can almost snap her finger and find properties for people," he says. She has a natural gift to know what a family wants, even before they do. Billy enjoys communicating and negotiating with people. Together, they are a dynamic duo in real estate.

Big-Hearted People

Billy and Amber, who are both "big-hearted people," genuinely care about their clients. Amber says, "Problem-solving is one of the most important roles of an agent. We are responsible for easing the stress that comes along with buying a house." Their hearts of compassion resonate with their clients. Amber



“IT'S GREAT THAT THERE ARE TWO OF US. We have the ability to divide and conquer based on our individual strengths.”



explains, "When their offers aren't accepted, it affects us as much as it does them. We have allowed ourselves to take our business personally; we are emotionally invested."

Billy and Amber are both down-to-earth and relate well to their clients.

"We genuinely care about families and where they end up," explains Amber. Billy also adds, "Sometimes helping a client realize that a particular home isn't the right one for their family, becomes just as rewarding." "For some of our clients, closing day has been years after our initial interaction, but we stay invested, and also help them to not lose hope. These are some of the best closing days," Amber says.

They also give back to their clients. Each Christmas, they visit all of their clients and give them a Christmas ornament. Billy says, "We let people know that they are there for them. We like to make friendships and relationships beyond the closing table." He and Amber feel fortunate that they get to play a part in the largest financial purchase of most families' lives. "We feel blessed that we are a part of that."

This year, they are on track to close out 80+ transactions.

Billy and Amber also stay in contact with the clients and families they have helped. Billy is known for his "goofy videos" on social media and

always looks for an opportunity to spread joy. "We are an open book as to how our family functions," explains Billy. "How we appear on our videos and social media accounts is how we appear in real life."

Faith

Devoted to their faith, Billy and Amber are involved in their church. Billy initially went to college at Ohio Christian University to do ministry full time. Real estate has given him an opportunity to take part in ministry, outside of the walls of a church.

"Not every move is a happy move," says Amber. "People face financial struggles, separations, and the loss of loved ones that may lead them to move before they were expecting to. We have personally been there, which allows us to relate to the emotions that come along with it. We approach each situation with care, patience, and understanding."

Family

Outside of work, Amber and Billy love spending time with their family. They are blessed with two children, Laura (5) and Kathryn (2). Kathryn is affectionately known as "Kate the Great." Both girls have different personalities. Laura is very outspoken, and Kate is more reserved. "We're very blessed to have them," says Billy. "They are really smart girls."

Laura likes to "show" houses to clients too. She has picked up the lingo with "finished basement" and "look how beautiful the kitchen is." Will she follow in her parents' footsteps into real estate? Time will tell.

Fun

Outside of work, Billy and Amber are diehard Bengals fans.

"It was a requirement of my husband. He had to be a Bengals fan," says Amber. Amber's love for the

Bengals came from her father. She was raised to have unwavering loyalty to the orange and black stripes. Billy checked off all of her boxes and then some. "He could win a trivia contest. He knows every player, the college they went to, and what round they were drafted." Their love for the Bengals has only continued to grow. They also like to travel to different beaches for fun in the sun. Someday they hope to live on or close to a beach, especially during the chilly Ohio winters.

Other interests include giving back to the community. The Huffs feel that one of the best ways they can share their appreciation for their success is to give back to others. Billy and Amber have organized backpack drives, coat drives, and have organized drop-off stations for Operation Christmas Child.

Billy and Amber also support local small businesses in Trenton, where they live. Both Billy and Amber are Edgewood alumni and now continue to raise their children as Edgewood Cougars. Trenton has been the home base of both of their families for more than 60 years.

"Small businesses are the backbone of our community," says Billy. He and Amber like giving small businesses shoutouts, frequenting local restaurants, and making a difference for small business owners.

Life is an adventure for those willing to embark on the journey. Although Billy and Amber never imagined themselves in real estate, they are the perfect fit with their integrity, down-to-earth nature, and putting others first. Matching clients with their dream homes is a dream job for these dedicated REALTORS®.

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

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



BOOMERS HAVE HOUSING NEEDS - NOT WANTS!



Mutual of Omaha MORTGAGE

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.NMLS.CONSUMERACCESS.ORG

The 360 Booth is available now!



Looking for a unique and interactive experience to wow your guests? The 360 Booth places its participants at the epicenter of the party while capturing every angle of the room. The customized video with logo overlays is instantly sharable right from the booth's command center. A perfect entertainment addition to any event and endless branding opportunities!

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

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



State Farm
3218 Madison Rd., Ste. A
Cincinnati, OH 45209

PROVIDING INSURANCE & FINANCIAL SERVICES
State Farm Home Office, Bloomington, IL

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



CUTCO
CLOSING GIFTS

513.687.0635
eabelrutter@gmail.com
www.360BusinessGrowth.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



HorizonPoint
INSPECTIONS

Chris Heywood, Owner



CRT
CERTIFIED RESIDENTIAL THERMOGRAPHER
NON-IONIZING INFRARED TECHNOLOGY

513-831-1200 • www.inspecthorizon.com

▶▶ featured producer

Written by Elizabeth McCabe
Photography by Krista Silz

Bill

DRAZNIK



EXCELLING IN CINCINNATI REAL ESTATE!



“ I love the tangible aspect of real estate.”

Born and raised in Cincinnati, Bill Draznik graduated from St. Xavier High School before going to Dartmouth College.

“I traded the cold New Hampshire winters for sunny San Diego,” says Bill. For two years, he worked for a luxury fishing yacht company before working for a large apartment owner. Bill explains, “I managed two of their larger apartment complexes in north San Diego. That’s when I got my first real estate experience. I moved home in 2005.” He missed home and wanted to return to his Cincinnati roots.

Emerging onto the real estate scene in Cincinnati, Bill worked for a multi-family brokerage, helping

people buy and sell apartment buildings. He excelled in cold calling and learned on his feet how to sell real estate. After working there for one and a half years, he worked for a developer based in OTR.

“I did a lot of apartment development and condo development,” explains Bill. He worked as a project manager, writing applications for people to receive tax credits. He gained invaluable experience managing the construction process and serving as people’s real estate agent.

Bill became an expert in OTR before its renaissance and recalls the opening of Lavomatic. He jokes, “I threw my own birthday party in

OTR to convince friends to come down. It’s amazing to see where the neighborhood has been and where it has come. OTR is a national model for neighborhood revitalization. I’m very proud to be an early advocate for the neighborhood.”

Loving Real Estate

Bill became a REALTOR® with Coldwell Banker Realty in 2012 and is licensed in Ohio and Kentucky. He says, “I love the tangible aspect of real estate. You can admire its beauty, touch and feel it, yet it still provides an investment vehicle for growth and diversification.”

Bill also enjoys helping first-time home buyers and those who are

interested in purchasing investment properties. He comments, “It’s the biggest financial decision that people will make. I take a lot of pride in being entrusted with that responsibility.”

He also likes Cincinnati with its huge collection of historic buildings and homes. Bill says, “What makes Cincinnati great is that it has all the amenities of a large city while retaining small-town charm. I pride myself on being a champion of Cincinnati in all 52 different neighborhoods.

When I work with a client, I listen to them and their needs and find the specific neighborhood and home they are looking for. Cincinnati is truly special because we have such a diversity of home styles.”

With major sports stadiums, the arts, and the best dining in the country, Cincinnati has much to offer those relocating to the area and discovering it for the first time. In addition to a thriving city life, you can also travel 30 minutes and experience the country.

“I haven’t experienced a lot of other cities with those options,” says Bill. “I’ve lived on the East Coast and the West Coast. What makes Cincinnati truly great is that it is the best of both worlds.”

Building a Team

One of the best pieces of advice that Bill received was from his real estate coach to build his own team. Bill says, “For the first 10 years of having my real estate license, it was just me. I would work six and a half days a week and wasn’t able to spend enough time with my family and friends. My coach told me to hire an assistant in 2016.”

Bill started The Draznik Team and hired four additional people. Now he is able to provide clients with the highest level of service while still being the best father, husband, and friend.

“I would not be where I am today without my team,” says Bill.

Team Manager Sarah Felix, who was Bill’s buyer’s agent, is now his right hand. She helps with daily operations, lead generation, and keeps tabs on everything that is going on. Bill says, “That allows me to focus on doing what I do best, networking and meeting new people and generating new business.”

Bill’s sister, REALTOR® Katie Draznik Schell, is also an asset to Bill’s team, especially with her experience in commercial leasing for an OTR developer. Eli Collins is another valued member of the team, helping buyers and sellers to find the properties of their dreams. Marketing

Coordinator Diane Romelli also works on the Draznik Team, fueling the team’s vision with her creativity and expertise.

Secrets to Success

Bill has a career volume that tops \$140 million with \$25.5 million in 2020. He enjoys the more personal side of residential real estate, making the process as easy and smooth as possible.

What’s the secret to his success? “I try to treat my clients and vendors with the utmost respect,” says Bill. “It comes back to you tenfold. I try to be calm and collected. Buying and selling real estate can be very emotional. You have to be the rock that people depend on. That’s our role as agents to sail the ship as smoothly as possible.”



...

Bill values other people's time. He takes the words of his old football coach to heart, "If you are five minutes early, you are on time. If you're on time, you're late, and if you're late, you're dead." Bill is always early for everything he does. It's how he shows respect for his clients.

Savoring Time with Family

When not working, Bill enjoys spending time with his wife Nicole and their 11-month-old son Ronan, who was born during the pandemic.

"That was the silver lining of the pandemic," says Bill. "I was able to work from home and spend time with my wife and my son for the six months of his life. It was truly a blessing, although it was very challenging.

Fatherhood has been the greatest gift that I could have ever received."

Bill and Nicole, a communications executive at P&G, recently celebrated their fourth wedding anniversary. In addition to their son, they also love their 4-year-old Bernedoodle named Dolly, who makes their house a home. She's adorable.

Outside of work, Bill enjoys Italian cooking. You can find him curing meats, making sausage, and grilling. He also loves to golf, which he enjoys with his wife. "I get to spend four hours outside in nature and unplug," he says.

Bill is also part of the Advancement Committee at St. Xavier High School, which helps to promote the school's

mission. Bill comments, "I wouldn't be where I am without life lessons that I received from St. X, so I try to promote their mission as much as possible."

This top REALTOR® is living his best life in real estate. Bill, who has Midwestern values, sees how much Cincinnati has to offer and is eager to share his enthusiasm with others.

"One of the things that I truly love about my job is being in Cincinnati," he concludes. "It's a large city with the best dining in the world and has a vibrant art scene while maintaining that small-town charm."

For more information on this month's Team Leader, check out Bill's website, draznikgroup.com.



YONAS & PHILLABAUM
LLC
Attorneys At Law

**CRIMINAL DEFENSE
ESTATE PLANNING
FAMILY LAW
PROBATE LAW
REAL ESTATE LAW**

NOW ACCEPTING NEW CLIENTS

513.427.6100 | www.yppattorneys.com

“It's the biggest financial decision that people will make. I take a lot of pride in being entrusted with that responsibility.”



"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
GEILER
PLUMBING, HEATING, AIR, RADON MITIGATION
513-574-0025
www.Geiler.com

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...

PRODIGY
TITLE AGENCY LLC.

Results You Can Trust

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

▶▶ sponsor spotlight

Written by Elizabeth McCabe
Photography by Brenna Smith



WE HELP PEOPLE
WITH THEIR
RETIREMENT,
INVESTMENTS
AND INSURANCE.

MEET
Sue
Burnett

Founder and CEO
of Monarch Financial Advisors

“Everyone has a dream for their future. We can help to make it a reality,” says Sue Burnett, Founder and CEO of Monarch Financial Advisors.

“We help people with their retirement, investments and insurance,” explains Sue, “by making sure they know, and understand, all of the options that are available to them.” Sue, with her experience and expertise, is able to help high-income business owners (such as REALTORS®) in many ways.

“Business owners have so many more financial opportunities than individuals, especially when it comes to tax deductions, and unfortunately they may not know what’s out there. Do they know they can contribute more than \$58,000 to a pre-tax account? Or that they can deduct a portion, or potentially all, of their life insurance premiums? Or that some products can be used for both life insurance as well as college funding or retirement savings?” Sue shrugs, and says,

“These are just a few strategies that we’ve seen, and there are so many more!”

Every strategy is personalized to their clients. “There are no cookie-cutter solutions,” explains Sue. “We focus solely on the business owner’s goals and objectives. Every person is unique, with their own story, their own priorities, and their own financial worries. Maybe they’ve just started a new business, or they’re worried about upcoming college expenses, or they’re considering retirement and don’t know if they have enough saved. We look holistically at their finances, and create a strategy that’s in alignment with their short-term and long-term priorities.”

When it comes to financial and retirement planning, protecting today is just as important as planning for tomorrow. “Successful business owners are often the primary earner in the family, and there would be a significant impact if something unexpected were to happen. We make sure that the family, and the business, is financially secure, regardless of what the future brings,” says Sue.

Being an independent advisor is one of the keys to their success. “Being independent gives us so many options – we aren’t tied down to one group of funds, or one insurance company. With such a wide array of choices, we can really find the best investments, the best insurance, and the best retirement strategy for you.”



Even when clients already have financial advisors, Sue has been able to work with them to fill in any potential financial gaps that the advisor can’t service. She also gives free second opinions on someone’s current investments or insurance, providing a high-level, objective review. Sue points out, “People don’t think twice about getting a second opinion for medical issues. It’s certainly worth it to get a second opinion for your finances as well!”

Sue’s Background

Sue has 30 years of experience with tax-deductible retirement plans, starting out with Fortune 500 companies, but moving to small businesses seven years ago. She comments, “I love working with small business owners such as REALTORS® and ER doctors! They can focus where they want to – on their business! – and I can focus on the rest.”

Sue became an investment advisor representative with Core Investment Group, LLC 2 years ago, which provides her with access to thousands of different investment choices for her clients. She is also licensed to provide life insurance and fixed indexed annuities in multiple states.

Sue started Monarch Financial Advisors in 2019 and was awarded the 2020 Woman-Owned Business of the Year by the Little Miami River Chamber Alliance. “I was nominated by a client – I still don’t know who it was! – and received so many wonderful references from other clients once they knew about my nomination. It was such a surprise, and an honor, to receive the award after only being in business for a year!”

Advice for REALTORS®

“There are so many options available to you that you, or your

advisors, may not realize are out there,” explains Sue. “Because of the variety of services that we offer, we can provide you with these options. Even if you decide not to move forward, at least you know what’s out there – you’ll know what’s possible.”



“Knowing your options is critical – but having confidence, and excitement, about your financial strategy is just as important.” Sue makes sure that each client understands all of the pieces of their financial strategy, and how it fits into their goals and objectives. “Education is such a major piece of what we do. We don’t want to just be advisors – we want to be partners, working together every step of the way.”

The Monarch Difference

“At the end of the day, I want people to be excited about what we’re working towards, and confident in what they currently have,” Sue explains. “I’m a mom at heart, and my goal is to make all of my clients just as excited about their future as I am.”

Her childhood experiences in upstate New York, and her close relationship with her own mom, was instrumental in the naming of her business.

“My mom was widowed with five children when I was very young, and her focus went into raising us – we were her top priority. I still don’t quite know how she did it – she’s truly the strongest person I know.”

Sue had many fond memories of her childhood, including hatching Monarch caterpillars into butterflies every summer. “When the butterflies first came out of their chrysalis, the wings would be too wet for them to fly,” recalls Sue. “We would be able to hold them while they were stretching and drying their wings, until they flew away. It was pretty magical.”

Sue visited her mom right before starting her business and was trying to come up with a business name. That year was a banner year for the monarchs, and when she saw so many butterflies in the backyard, she knew Monarch was a perfect fit. “Monarch is definitely not just a business name; it’s so much more than that,” smiles Sue. “Every time I see a butterfly, I think about Mom, and it makes me smile.”



Sue is married and has two sons, one working on a Ph.D. in Microbiology at Michigan State University, and another studying biomedical engineering at The Ohio State University. “I couldn’t have done this without them,” she says. “They are my never-ending support, my sounding boards, and my cheerleaders.”

Her dog, Copley, is often in her pictures and videos and is her running companion.

Sue also gives back to the community, co-sponsoring quarterly fun-runs in Loveland that benefit local nonprofits and charities, and is a pacer for the Flying Pig Half Marathon.

“I love helping people reach their goals, whether it’s running, their finances, or getting to retirement.”

Sue’s definition of success? “Helping someone else get to where they want to be.”

For More Information:

Sue Burnett, FSA, EA, QKA

Investment Advisor Representative

(513) 502-2637

MonarchFinancialAdvisors@gmail.com

www.MonarchFinancialAdvisors.com



ALMS PARK

Mark Rankin

▶▶ realtor® to watch
Written by Elizabeth McCabe
Photography by Brenna Smith

From Law Enforcement TO REAL ESTATE



If there is any REALTOR® who handles stress well, it's Mark Rankin. Coming from 30 years in law enforcement, there is nothing he hasn't seen.

"I've been shot at. I've had knives pulled on me. I've kicked doors in on murder suspects. I've run SWAT teams when I protected presidents," explains Mark. "I don't get stressed out. I've seen more stress in my life than others see in their entire career."

Serving Others in Law Enforcement
Mark worked as a police officer with the City of Norwood Police Department from July 9, 1990, to July 10, 2021, before retirement.

He comments, "I have seen the very worst in people through my career as a patrol officer, shift supervisor and patrol shift commander, law enforcement trainer, to running an undercover drug and vice crime unit to over 20 years of a tactical officer, team leader, then commander of a multi-jurisdictional SWAT team." As Mark advanced in his career, he was promoted to administrative lieutenant in charge of a 911 Communications Center.

Reflecting on a career that spans three decades, Mark says, "I have seen the very worst in life from violent

domestic abuse, to missing children, to hostage barricades to homicides." This training has helped him learn how to read people, detect negative body language, and discern a person's tone to help him in real estate transactions, helping them go smoother by working with all parties involved to achieve win-win solutions.

Launching to Real Estate
Mark got into real estate in 2006 after the MLS became agent-only access. Initially, Mark wanted to invest in real estate for his daughters to help them build a future. He also thought it would be a great second career.

Without the demands of law enforcement, Mark has been able to focus solely on his real estate business. With two out of three daughters in college and one at home, life has become much more at ease.

"I discovered my love of helping clients buy, sell, and invest in real estate," says Mark. "I loved helping people through law enforcement. I guess it was an easy transition from helping people with the serious issues involved in law enforcement to helping folks navigate the complexities and stresses of likely the greatest financial decisions of their lives."

Caring for Others
Whether in law enforcement or real estate, Mark has a heart of compassion for others. He comments, "I would have to say my secret to success is to treat everyone as my most important client. I truly care for each and every one of my clients and work hard to help them obtain their real estate dreams. It is never about my success but what is most important for my clients. I am blessed to be a part of their incredible real estate journey."



cat named Spazz, and well his name is very fitting. Lastly, we have an African Sideneck turtle named Leonardo.”

With his love of learning, Mark is eager to become the best he can be. He says, “A wonderful gift of learning is teaching, and I love teaching. I taught basic law enforcement to new officers and advanced training to seasoned officers in many topics for years so it was an easy transition to teaching real estate.”

Mark, who works for Keller Williams Seven Hills Realty, enjoys instructing others in real estate. With his unique background as an officer, he helps other REALTORS® stay safe. Helping agents learn as well as educating buyers, sellers, and investors in real estate is a passion that has helped both his personal growth as well as his business.

As his tagline goes, Mark is known for his “Truly ReMARKable Service.” Mark, who has a career volume just shy of \$25 million, excels in customer service. He says, “I love helping folks and it is very difficult for me to say no.”

Community Involvement

Mark is committed to the community. He currently serves on a Cincinnati Area Board of REALTORS® Committee (CABR) currently named “CPR+AED=Lifesavers,” formally known as “REALTORS® With Heart.”

“We have trained over 2000 people in how to perform CPR and how to use

an AED. We advocate for awareness, training and raise funds to purchase AEDs and place them in high traffic areas for public use in the event of a cardiac emergency. Our goal is to make AEDs widely accessible to the public. Of the almost 400,000 cardiac emergencies each year outside of a hospital, almost 90% of those are fatal. AED use within 3-4 minutes can save 60% of cardiac victims. This is an amazing program, and I love the amount of folks trained and that we have placed so many AEDs throughout the Greater Cincinnati area,” says Mark.

Family Man

A single father, Mark savors his time with his three amazing daughters.

“These three young ladies have filled my heart with joy each and every day. We do everything together, and they are my world. When they take a break from Dad, I like riding my Harley motorcycle, golfing, reading, and traveling (but this always involves my daughters) as often as possible,” says Mark.

He and his daughters enjoy the constant companionship of their German Shepherd, Chase M. Rankin (a bit of a cop play on his name). Mark adds, “We have a cocker spaniel named Hallie who reminds me of what Jerry Garcia would look like if he stayed out way too late and, well, was a dog. We have a

Both of Mark’s parents are alive, and he and his daughters are blessed to have them in their lives daily. They are great role models, and he and his family are honored to spend time with them. Currently, Mark is purchasing a house by the beach for his parents in Florida.

Future Plans

What’s next for Mark? He plans on getting his license in Florida and working out of Key West while his kids are in college. He hopes to build a team with his daughters and have teams in Florida as well in Ohio.

A go-getter, Mark is living proof that it is never too late to change careers. Although he no longer works in law enforcement, he has continued to serve others in a new capacity. Enjoying a more relaxed pace of life while helping the community makes every day rewarding for this dedicated and driven REALTOR®.



Mortgage Brokers Are Going PUBLIC NYSE

*Projected average savings based on a 30-year loan of \$320,000 with 0.08% interest rate savings and 1% closing cost savings utilizing wholesale channel.

Mortgage Brokers are going PUBLIC. In celebration of the occasion, Breon Price was chosen to represent Motto Mortgage Apex in the closing of the NYSE with UWMC.

Independent Mortgage Brokers, like Motto Mortgage, save their clients on average, \$3,700. So, in honor of National Mortgage Brokers Day, allow us to acknowledge all that you do to help homebuyers find the best possible mortgage for their dream home. Though COVID may have restricted our distance, it has not restricted our business. We are here for you.

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



Breon Price
Managing Partner
NMLS# 938631
Office: 513-204-9587
Breon.Price@mottomortgage.com
www.applywithapex.com



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



TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- August 31, as of Sept 13, 2021 at 4:12PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	89	\$94,127,138
2	Daniel K Watkins	Comey & Shepherd	254	\$62,839,629
3	Scott A Oylar	Coldwell Banker Realty	140	\$58,405,978
4	Rick J Finn	Coldwell Banker Realty	135	\$51,013,418
5	Ellie D Kowalchik	Keller Williams Pinnacle Group	120	\$46,755,719
6	Ragan R McKinney	Ragan McKinney Real Estate	231	\$44,840,176
7	Bob Dorger	Comey & Shepherd	69	\$43,604,838
8	Shelley Miller Reed	Coldwell Banker Realty	62	\$43,284,011
9	Amy Hackett Roe	Coldwell Banker Realty	62	\$41,669,211
10	Kevin E Hildebrand	eXp Realty	130	\$40,800,485
11	Andrew S Gaydosh	eXp Realty	156	\$40,433,272
12	Heather R Herr	Coldwell Banker Realty	87	\$40,289,545
13	Sandra L Peters	Comey & Shepherd	51	\$39,305,641
14	Adam G Marit	Real Link	130	\$38,929,648
15	Alice M Jones	Comey & Shepherd	150	\$36,251,116
16	Megan S Stacey	Coldwell Banker Realty	82	\$36,092,122
17	Michael C Hinckley	Coldwell Banker Realty	65	\$35,381,370
18	Kim K Mansfield	Keller Williams Advisors Realty	133	\$34,970,821
19	Jeffrey E Woken	Redefine Realty	122	\$32,795,350
20	Walter B Gibler	Coldwell Banker Realty	87	\$32,150,580
21	Robert Dorger	Comey & Shepherd	45	\$31,111,000
22	Holly M Finn	Coldwell Banker Realty	82	\$30,320,753
23	Susan K Welsh	Real Link	95	\$29,120,017
24	Lisa S Morales	Coldwell Banker Realty	101	\$29,086,188
25	Ron A Bisher	Coldwell Banker Realty	90	\$28,039,010
26	Rakesh Ram	Coldwell Banker Realty	95	\$27,918,734
27	Sarah A Woody	Keller Williams Advisors Realty	89	\$27,763,085
28	Michael P Hines	Coldwell Banker Realty	56	\$27,433,587
29	Mike Hildebrand	eXp Realty	87	\$26,962,505
30	Tom Deutsch Jr.	Coldwell Banker Realty	117	\$26,956,627
31	Peter D Chabris	Keller Williams Seven Hills Re	106	\$26,484,459
32	Andrea L DeStefano	Sibcy Cline	61	\$24,572,546
33	Michael L Vazquez	ERA Real Solutions Realty	67	\$24,375,009
34	Tyler A Smith	Re/Max United Associates	54	\$24,180,273

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- August 31, as of Sept 13, 2021 at 4:12PM

Rank	Name	Office	Total	Volume
35	Helena F Cameron	Sibcy Cline	51	\$24,080,560
36	Sue S Lewis	Sibcy Cline	66	\$23,966,348
37	Heather M Stallmeyer	Coldwell Banker Realty	54	\$23,525,184
38	Patrick J Cagney	Coldwell Banker Realty	98	\$22,910,878
39	Lynn M Schwarber	Comey & Shepherd	48	\$22,829,289
40	Jackie Quigley	Comey & Shepherd	47	\$22,532,444
41	Deborah A Martin	Keller Williams Advisors Realty	41	\$22,511,102
42	Diane Tafuri	Sibcy Cline	36	\$22,266,550
43	Gina A Dubell-Smith	eXp Realty	48	\$22,231,547
44	Julia Wesselkamper	Coldwell Banker Realty	51	\$22,060,600
45	Jack C Hinckley	Coldwell Banker Realty	37	\$21,957,170
46	Molly E Blenk	Comey & Shepherd	60	\$21,475,305
47	Kathy J Kramer	Star One Real Estate	49	\$21,013,163
48	Keli S Williams	Sibcy Cline	51	\$20,678,462
49	Michael T Maley	Comey & Shepherd	81	\$20,560,250
50	Sondra M Parker	Coldwell Banker Realty	49	\$20,304,574

Rank	Name	Office	Total	Volume
51	Maura K Cagney-Tipton	Coldwell Banker Realty	84	\$20,036,328
52	Alexander Schafers	Re/Max United Associates	67	\$19,789,566
53	Amy L Markowski	Re/Max Preferred Group	103	\$19,739,610
54	Tiffany B Allen-Zeuch	Sibcy Cline	43	\$19,301,525
55	Kimberly A Price	Plum Tree Realty	101	\$19,271,850
56	Micha Gleisinger	Comey & Shepherd	36	\$18,569,327
57	Andrew Homan	Coldwell Banker Realty	44	\$18,543,577
58	John M Bissman	Keller Williams Pinnacle Group	71	\$18,466,470
59	Lee G Robinson	Robinson Sotheby's Internat'l	25	\$18,337,925
60	Regina M Hamilton	Sibcy Cline	66	\$18,006,100
61	Timothy J Mahoney II	Sibcy Cline	31	\$17,986,851
62	Chris Dohrmann	Sibcy Cline	22	\$17,984,601
63	Anna S Bisher	Coldwell Banker Realty	53	\$17,965,505
64	Angelo M Pusateri	Comey & Shepherd	39	\$17,661,823
65	Monika Deroussel	eXp Realty	46	\$17,612,440
66	DeeDee R Ollis	Re/Max Victory + Affiliates	67	\$17,571,400
67	Jamie R Gabbard	Comey & Shepherd	64	\$17,570,213
68	Kelly Pear	Comey & Shepherd	34	\$17,313,500
69	Linda T Destefano	Sibcy Cline	40	\$17,168,780
70	Marc A Cameron	Sibcy Cline	39	\$17,164,400
71	Cindy Shetterly	Keller Williams Distinctive Real Estate	68	\$17,133,372
72	Michael T Wiseman	ERA Real Solutions Realty	50	\$17,127,928
73	Pam Steiner	Comey & Shepherd	20	\$16,921,716
74	Bishnu L Kharel	Re/Max Preferred Group	57	\$16,884,100
75	Bobby Stephens	Comey & Shepherd	25	\$16,870,262
76	Jon L Bowling	eXp Realty	43	\$16,580,246
77	James E Pitzer III	Coldwell Banker Realty	61	\$16,245,662
78	Jeanne M Rieder	Hoeting, Realtors	74	\$16,238,700
79	Beth R Mahoney	Sibcy Cline	32	\$16,065,074
80	Lesli D Norris	Coldwell Banker Realty	46	\$15,835,075
81	Brian P Leisgang	Coldwell Banker Realty	52	\$15,694,622
82	Tyler Minges	Huff Realty	69	\$15,691,600
83	Beth A Brown Ciul	Keller Williams Advisors Realty	67	\$15,660,845
84	Brittney Frietch	Re/Max Preferred Group	44	\$15,496,969

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.

Creating a Stress Free Moving Experience

BLACK TIE MOVING

CBUS TOP PICKS 2019

Forbes realtor.com

ACCREDITED BUSINESS BBB

GIVE US A RING (614) 347-9007

www.blacktiemoving.com

AMERICA'S FASTEST-GROWING PRIVATE COMPANIES Inc. 500

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- August 31, as of Sept 13, 2021 at 4:12PM

Rank	Name	Office	Total	Volume
85	William Draznik	Coldwell Banker Realty	42	\$15,464,118
86	Lisa M Phair	Coldwell Banker Realty	56	\$15,411,800
87	Doug Spitz	Coldwell Banker Realty	40	\$15,016,872
88	Tina A Burton	Sibcy Cline	53	\$14,848,795
89	Celia B Carroll	Sibcy Cline	27	\$14,787,430
90	Chris R Waits	Sibcy Cline	51	\$14,550,350
91	Steve S Early	Sibcy Cline	19	\$14,523,100
92	Missy B Friede	Century 21 Thacker & Associates	58	\$14,501,600
93	Shifali Rouse	Re/Max Preferred Group	33	\$14,467,418
94	Priya Sangtani	Comey & Shepherd	35	\$14,466,595
95	Daniel Baron	Keller Williams Advisors Realty	47	\$14,399,250
96	Scott T Ferguson	Keller Williams Advisors Realty	49	\$14,333,644
97	David D Dawson	Sibcy Cline	33	\$14,332,950
98	Sue Wahl	Comey & Shepherd	53	\$14,306,400
99	Sue M Miller	Comey & Shepherd	50	\$14,270,600
100	Robert DiTomassi	Comey & Shepherd	39	\$14,095,800

Rank	Name	Office	Total	Volume
101	Robert R Smith	Coldwell Banker Realty	62	\$13,990,513
102	Jill O Ferguson	Keller Williams Advisors Realty	45	\$13,971,744
103	Tami E Holmes	HER LLC	50	\$13,891,972
104	Beau Tuke	Sibcy Cline	25	\$13,882,600
105	Eric Lowry	eXp Realty	52	\$13,853,158
106	Denise L Gifford	Keller Williams Advisors Realty	51	\$13,823,222
107	Carol A Grubb	Comey & Shepherd	31	\$13,810,540
108	Mitchell Ram	Coldwell Banker Realty	42	\$13,744,200
109	Keith T Taylor	Comey & Shepherd	54	\$13,650,937
110	Jeffrey R Boyle	Keller Williams Advisors Realty	55	\$13,575,850
111	Beth Silber	Coldwell Banker Realty	51	\$13,463,436
112	Angela M Apking	Sibcy Cline	26	\$13,410,194
113	Doug Manzler	Keller Williams Advisors Realty	28	\$13,403,150
114	Tammy K Thome	Century 21 Thacker & Associates	48	\$13,280,098
115	Laura M Faz	eXp Realty	38	\$13,219,412
116	Jason A Reynolds	Re/Max Alpha Real Estate	46	\$13,171,165
117	Richard A Davey	Comey & Shepherd	52	\$13,047,937
118	Jon A DeCurtins	ERA Real Solutions Realty	37	\$13,045,150
119	Angela M Sexton	Coldwell Banker Realty	27	\$13,040,450
120	Erin P Fay	Comey & Shepherd	38	\$12,967,900
121	Lindsay Spears	Re/Max Incompass	61	\$12,947,950
122	Brett A Keppler	TREO Realtors	45	\$12,835,200
123	Brendan S Morrissey	Sibcy Cline	46	\$12,811,170
124	Pamela L Kurtz	Coldwell Banker Realty	41	\$12,747,840
125	Jessica Bauer	Comey & Shepherd	46	\$12,746,400
126	Ben Freimuth	Re/Max United Associates	32	\$12,599,000
127	Larry L Thinnis	Sibcy Cline	32	\$12,584,661
128	Scott Fader	Joseph Walter Realty	35	\$12,521,300
129	Sandra L Burkhart-Williams	Huff Realty	36	\$12,508,500
130	Bryan L Hoelzer	Coldwell Banker Realty	46	\$12,335,158
131	Rebecca A Messenger	Comey & Shepherd	27	\$12,332,500
132	Andrea M Johnson	Re/Max Victory + Affiliates	36	\$12,229,274
133	William Wall	eXp Realty	42	\$12,200,200
134	Steve Sylvester	Comey & Shepherd	23	\$12,108,839

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- August 31, as of Sept 13, 2021 at 4:12PM

Rank	Name	Office	Total	Volume
135	Judy S Recker	Sibcy Cline	13	\$12,057,500
136	Don M Johnson	Culter Real Estate	48	\$12,041,630
137	Michelle R Sloan	Re/Max Time	30	\$12,036,813
138	Maureen D Pippin	Sibcy Cline	10	\$11,988,000
139	Sarah E Close	Keller Williams Advisors Realty	51	\$11,956,700
140	Jason J Bowman	Re/Max Alliance Realty	57	\$11,850,380
141	Flor D McNally	Keller Williams Advisors Realty	56	\$11,806,900
142	Chris S Russell	Plum Tree Realty	36	\$11,637,700
143	Anne V Bedinghaus	Coldwell Banker Realty	59	\$11,563,725
144	Patrick Gunning	Coldwell Banker Realty	19	\$11,474,734
145	Zachary Ferrell	Keller Williams Community Partners	55	\$11,460,201
146	Suzette E Waugh	Comey & Shepherd	29	\$11,431,012
147	Rob J Mahoney	Sibcy Cline	23	\$11,292,474
148	Brad Strunk	Comey & Shepherd	43	\$11,210,841
149	Heather S Kopf	Kopf Hunter Haas	26	\$11,127,250
150	Candace N Burton	Sibcy Cline	40	\$11,116,119

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.



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!

Set your clients up for success

the Erdmann Group | guaranteedRate

Ron Erdmann, SVP of Mortgage Lending

O: (513) 609-4484
2101 Grandin Rd., Suite B, Cincinnati, OH 45208

EQUAL HOUSING LENDER R. Erdmann NMLS #728342 | Guaranteed Rate, Inc.; NMLS #2611; For licensing information visit nmlsconsumeraccess.org. • OH: MB.804160, 3940 N. Ravenswood Ave., Chicago, IL 60613



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.

NOW SERVING OHIO

PROVIDING QUALITY PACKING AND MOVING SERVICES TO KY AND OH



FLAT HOURLY RATES THAT IS PRORATED TO THE MINUTE - NO ROUNDING UP!
 OPEN 7 DAYS A WEEK.
 LICENSED AND INSURED MOVING COMPANY
 COMMERCIAL AND RESIDENTIAL MOVING
 LOCAL AND LONG DISTANCE MOVING
LOCALLY OWNED AND OPERATED



859.608.BLUE (2583) | WWW.BIGBLUEMOVINGKY.COM



EVERY THING

BUT THE HOUSE



Modernizing the listing process.

The MLS of Greater Cincinnati is excited to partner with Ocusell. Their listing technology will bring great value to our members who adopt their product & enhance their real estate business goals.

Sharon A Chard
 Executive Director, MLS of Greater Cincinnati, Inc

ocusell.com | 833-OCUSELL | info@ocusell.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 • 10800 MONTGOMERY RD • CINCINNATI

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



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



Ruoff Mortgage Company, Inc., d/b/a Ruoff Home Mortgage, is an Indiana corporation licensed by the Indiana Department of Financial Institutions (DFI). For complete licensing information visit: <http://www.rmfconsumeraccess.org/EntityDetails.aspx?COMPANY/141968>
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. NMLS#141868 01052020

