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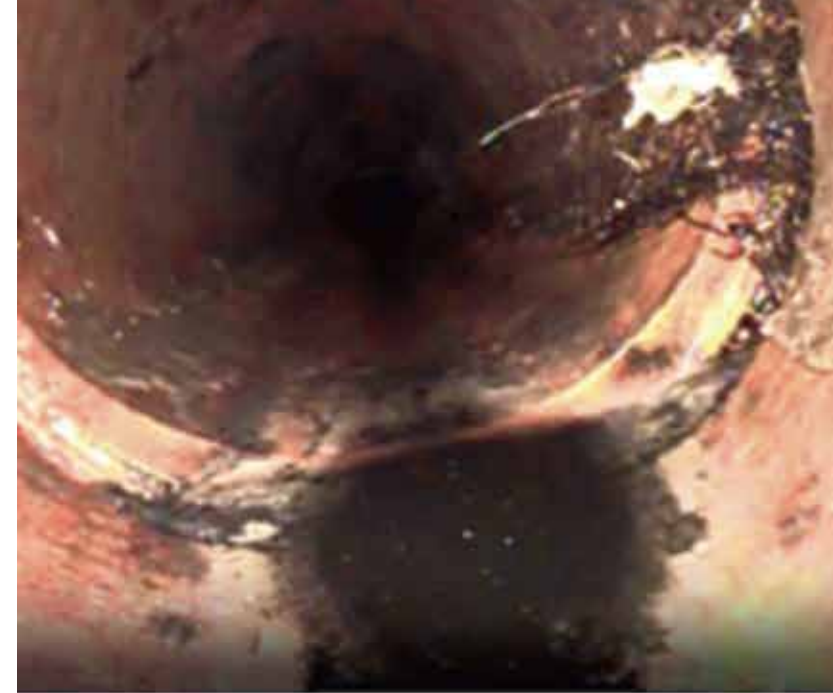


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meet

Courtne Brass

and the Brass Real Estate Team!



Tried. Tested. True. Courtne Brass has stood the test of time. This past August, she celebrated 20 years in real estate, although real estate wasn't her original plan.

"I went to the University of Cincinnati in the Linder Program to get my accounting degree," recalls Courtne. "During my internship in that program, I co-oped at the American Financial Group." The co-oping from that position paid for much of her schooling as Courtne worked her way through college debt free.

"Once I graduated from college, the American Financial Group hired me full time in their finance department," says Courtne. That's when she started investing in real estate, buying her first two-family home, living in one part and renting out the other half.

"I was very interested in the process, working with a really great REALTOR®, and asked her a million questions about the process. I knew right then and there what I wanted to do," smiles Courtne.

She went to school to get her real estate license, and the rest is history. Courtne has worked with Coldwell Banker ever since.

Launching into Real Estate

"When I first started real estate in 2001, it was a leap of faith. I was passionate about starting this new career and determined to succeed," says Courtne. She picked up her first buyer off the phone, met the buyer at the house, and was encouraged by their words, "Let's do it."

Courtne wrote the offer and closed on her first transaction. Her road to success continued from there. At the end of her first year in real estate, she was the Rookie of the Year for the company in units and volume.

Building a Team Strategically

Five years ago, Courtne started building





“WE HAVE OVER 90 PERCENT OF OUR BUSINESS FROM REFERRALS FROM PAST CLIENTS.”



her team strategically, handpicking people for her team. Office Manager Jenny Reichling came on board in 2015. Jenny is one of Courtne’s best friends from years ago, making for a great working relationship and a family setting.

We share the same work ethic, and we realize how important it is to take care of clients, work hard, and achieve our goals,” says Jenny. “We are invested in each other and have that connection.”

Jenny helps take care of the Brass Team’s clients from their pending transaction to after the sale.

Brittney Evans, a full-time buyer’s agent, was hired a couple years ago. She has the passion to help clients find the perfect home and has exclusive knowledge of Cincinnati neighborhoods. She’s also passionate about interior design, customer service, and has a stellar work ethic.

Marketing Coordinator Janelle Sellet is another valued part of the Brass Team. She’s been one of Courtne’s best friends since 7th grade.

Janelle specializes in marketing for the Brass Team, providing a cohesive tone for their marketing strategy. Janelle also follows up with our clients after their closing to check in with them to see if they need anything.

In 2020, the Brass Team took on the challenge to represent a builder to sell 55 new condos. Although it was supposed to be a project that lasted two years, the Brass Team sold them all in less than a year.

“With that opportunity, we learned how to represent a builder, new construction, and we look forward to future opportunities. We put our heart and soul into the project and also maintained our regular business,” says Courtne.

It was a rewarding challenge and the Brass Team feels grateful for the opportunity.

Excelling in Customer Service

“We have over 90 percent of our business from referrals from past clients,” says Courtne. Our personal past client referrals refer their family and friends to us.” Courtne has built her business, one satisfied client at a time.

“We like the process to be effortless for our clients,” says Courtne. “We like to answer our clients’ questions before they even have them.” Going above and beyond goes naturally to the Brass Team.

“We’ve got one shot to work with somebody,” comments Courtne. She makes sure they get it right, each and every

time. The reviews from the clients speak volumes of how happy they are with not just Courtne, but her entire team.

The Brass Team strives to provide the best service possible. “With today’s technology, buyers’ and sellers’ expectations are high,” says Courtne. “In a digital age, we have the capability to promptly answer our clients and we make sure to do this.”

Courtne and her team also like to celebrate their past clients by doing things throughout the year for them. Courtne comments, “We give away pies the week of Thanksgiving, hold movie events, host happy hours and drop off small gifts of appreciation to their homes when they are least expecting it.”

Helping Others

Courtne and her team are also dedicated to the community. They like working at Ronald McDonald House, volunteering at the soup kitchen, sponsoring families at Christmas, and holding coat drives at her office.

“Every year for my birthday, my children and I organize a charity event or volunteer at an organization,” says Courtne. As an example, one year, they wrote a letter to our entire neighborhood, organized a drive and collected items for the Delhi Food Pantry. Other years they have volunteered by taking canned goods and serving food to ones in need at various locations throughout the community.

Courtne is a familiar face at her children’s schools, helping out in the classroom, lunchroom or wherever is needed. She also provides a school calendar magnet to each family at the

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“ IN A DIGITAL AGE, WE HAVE THE CAPABILITY TO PROMPTLY ANSWER OUR CLIENTS AND WE MAKE SURE TO DO THIS.”

beginning of the school year with important dates to remember.

Courtne also enjoys volunteering as the President of the HOA in her neighborhood.

Recharging from Real Estate with Family

When Courtne isn't working, you can find her recharging with her family. She is blessed with four children, Katie (16), Ryan (15), Lydia (9), and Mason (6), and last but not least is the family dog, Duke. Courtne enjoys watching her children participate in events as well as spending time at home together.

From the beginning of Courtne's real estate career, they have all grown up going to her office, helping with her mailings and lending a hand while earning money. Whether putting a sign in the yard or stuffing envelopes, they love helping and being a part of Mom's fast-paced job.

When she is not working, Courtne likes to take long walks, go to concerts and spend time with family and friends. It gives her time to relax away from the hustle and bustle of real estate and take a well-deserved break.

Courtne is living her dreams as a REALTOR®. Building a successful team and building her referral network are the two secrets to her success. She truly believes "A Home is Where Your Story Begins."

For more information on this month's Cover Story, check out Courtne's website, thebrassteam.com.



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felicia huesman

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



▶▶ on the rise
Huff Realty

“I hit the ground running into real estate back in 2018,” says REALTOR® Felicia Huesman. She graduated from college and took on a corporate role in construction management.

“I’ve always done some form of property management,” says Felicia. She started doing that during college and followed in her family’s footsteps into real estate. Felicia’s mother-in-law did real estate as well as her aunt. “They kept telling me, you need to make the switch. I started doing it during school to provide additional income. It worked me out of my career very quickly.”

Felicia went from part-time to full-time. She explains, “I didn’t want to do anything without giving it 110 percent. My husband fully supported me, and I haven’t looked back since.”

Honest. Transparent. Persistent.

“I think I’m honest to a fault,” admits Felicia. Clients appreciate her honesty and transparency. “I didn’t understand why people said real estate was so difficult. I quickly learned those people were trying to sell real estate versus helping people in real estate.”

A natural at helping others, Felicia puts clients first, privileging people over transactions. Helping others is what it is all about for her instead of setting sales goals. “That has truly put me where I’m at right now,” she says.

Felicia admits that she has talked herself out of more sales than into sales. “But it has all worked out,” she says. “I can lay my head down at night in peace. I was raised with the fact that

the one thing that no one can take is your name. Once you lose that, there is no coming back.”

Being persistent and following up with people are also the hallmarks of her success. A homebuyer herself, Felicia is sure to remember the questions that she had as a client and answers those questions for her clients.

“I want people to feel aware of what is going on at all points of time,” she says. Those skills put her above other agents.

Felicia can also relate to the process of moving and purchasing a new home. No stranger to moving, Felicia has lived in five different states from New York to Florida. “There is no substitute for home. It’s such a crucial part of our identity. It’s a big deal,” says Felicia.

An optimist by nature, Felicia stresses that homeownership is a very attainable goal for people. She points out, “It’s not if they can purchase a home, but when can they purchase a home. There is nothing more fulfilling to me than someone who is skeptical about being able to own real estate and having that dream come to fruition. There is nothing more exciting than sitting at a closing table with a client.”

Work-Life Balance

As a busy REALTOR®, work-life balance is challenging to tackle. Felicia says, “I can now say that after 28 years of life, I love what I do. Although I am working 40 hours in one day, I love it. Every day is new again, and I genuinely want to help my clients.”

Her family is also happy that Felicia found a career that she absolutely loves. “My family sees me happy, and that radiates through my household.”

Felicia is married to her husband, Alex, an Army veteran who served our nation for over eight years. Felicia and Alex have two children, their daughter, Oaklee (4), and their son, Cohen (2). They also have a rescue dog and aquarium of fish.

“We reside in Northern Kentucky and own a farm southeast of us. We newly purchased our recreational farm this year. We will go and garden, hunt on the property, and are looking to fish there in the near future,” says Felicia. She is also hoping to host family functions and outings for friends there.

A self-described outdoorsy woman, Felicia loves to hunt, fish, and loves to exercise. She also likes giving back to others any and every way possible.

The Barracks Project

Founded in 2016 by Felicia, The Barracks Project (TBP) is a nonprofit volunteer organization with “a mission to serve and give back to current service members and honorably discharged veterans.” Felicia built her nonprofit with the mission to combat veteran homelessness but has been able to expand her services.

As stated on their website, “What started as a ‘crazy idea’ has quickly grown to be so much more than we could have ever imagined! We firmly believe in ‘supporting the lives that

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If you want to be successful and be a Top Producer, you have to set daily goals for yourself and manage your time.

fought for ours,' which means that every dollar donated to TBP goes 100% toward our mission of serving and helping our veterans, service members and their families.”

Services offered include transitional/temporary housing, emergency financial assistance, and care packages to deployed service members, and even yard work for veterans who are unable to do it themselves. TBP is currently getting ready to GIFT a mortgage-free, volunteer-renovated home to a local service member/veteran.

Final Thoughts

“As overwhelming as it is handling multiple clients at a time, all of us have the same 24 hours in a day,” says Felicia. She makes time for what is important.

“If you want to be successful and be a Top Producer, you have to set daily goals for yourself and manage your time. You have to hustle, get your name out there, and always stay a step ahead of the market.”





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KELLY GIBBS

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▶ REALTOR® to watch

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

“Put your client’s best interests before all else during a transaction, and the success will always follow,” says REALTOR® Kelly Gibbs, Senior Sales VP with Comey & Shepherd REALTORS®.

Kelly, who has always been in customer service-based industries, got her start in real estate in 2009. She gained invaluable experience working in management and client relations positions before launching into real estate.

“Essentially, I was a problem solver,” she says. “It wasn’t just about managing a location. It was managing an entire staff and ensuring customers had enjoyable experiences, which translates into my role as a REALTOR® as well. I had to juggle many different things at one time and wear many different hats.”

Real estate was something she was always interested in. Kelly explains, “I’ve grown up around the industry my entire life. My next-door neighbor was a builder. A family friend down the street was a REALTOR®. My dad was also in real estate at one point. I’ve always been around it and had an interest in all aspects of real estate.”

Go Big or Go Home

When her father passed away unexpectedly in 2007, Kelly decided to launch into real estate.

“After much consideration, I decided there was no better time to pursue a career that I have always been interested in. It was a bold move and a big risk, but I quit my 9-to-5 job in 2008 and went all in. I felt like if I was going to go into real estate, it was go big or go home. I had to put 100% into it or else I knew I wouldn’t be giving it a fair chance. It was all or nothing,” says Kelly, who was 26 years old at the time.

She started taking classes and setting up her business. She adds, “I never looked back. It was one of the best things I’ve ever done.”

Listening to Others

When it comes to real estate, Kelly is a natural when it comes to listening to others and honing in on what it is they are really looking for. Sometimes she figures it out with them, other times during the process she

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•••

realizes what it is they want and what will work for them before they do.

“Often clients will come to me with a wish list of ideas they want in their next home or ideas for a property to turn it into their dream home. It doesn’t always make sense. That’s when I work through those ideas with them to locate the right place,” says Kelly.

Passionate about Homes and Helping

“I’ve always been passionate about homes and design in general,” says Kelly. “I’ve always been a helper, not necessarily expecting something in return, even as a kid. I truly want to help people. It’s in my nature. Real estate allows me to combine all of those things.”

Kelly is passionate about helping people navigate the buying and selling process, she enjoys connecting people with others and helping them grow.

“I really enjoy that my clients come to me and look to me for advice during one of the largest financial decisions they may ever make. Buying a house is not like buying a sweater. There is no 30-day return policy. If it doesn’t fit, you can’t just take it back. Sellers want top dollar for their property, I work with them to come up with a plan on how to do that in the timeframe they need it to happen. There is a reason people typically don’t move to a new home every year. It’s stressful, and there are a lot of moving parts.”

Setting Boundaries

In a nonstop industry, setting boundaries is critical to achieving work-life balance.

“When you work in this industry, you’ll find that it is not a 9-to-5 kind of job; most of real estate is outside of those hours – evenings, weekends, early mornings, whatever it takes. The challenge is finding that balance, which can mean something different for everybody. It took time for me to figure out what that



balance looked like. I want to help people, but I’m not helping anyone if I spread myself too thin.”

How does Kelly achieve work-life balance? “You have to block time out for yourself and stick to it, just like making an appointment in your calendar. It’s okay to say no sometimes. Taking time for family and yourself is important. For me it looks different at different times of the year; it doesn’t have to be the same balance every day,” she says.

On weeknights during the school year, Kelly blocks out a set timeframe where the phone is off and emails paused so she can give her family her undivided attention. She says, “I don’t want them to feel like I’m choosing work over them. It allows me to hear about everyone’s day, help out with homework, and of course the never-ending debate of what’s for dinner.”

Kelly and her husband, Steve, are blessed with two children: their daughter, Mila (7), and their son, Declan (9).



“I’ve always been a helper, not necessarily expecting something in return, even as a kid. I truly want to help people.”

Outside interests include renovating homes. Kelly got started renovating a home in Hyde Park, one of the last projects she did with her dad, which got her into fixing things up. She comments, “I’m actually very handy and work on all kinds of different renovation projects.” She still buys homes, fixes them up, and rents them out. I’m always looking for projects. That’s my thing.” Recently, she did a beach renovation in Hilton Head, South Carolina, for a vacation rental.

Being Kind

“I’m always telling my kids to treat others with kindness. Be kind to those around you; you never know what someone else is going through.”

A big part of Kelly’s success comes from the fact that she treats everyone fairly and with kindness. “I treat this like a business, not a hobby,” she says. “At this point of my career, most of my business comes from my relationships with past clients and referrals. That makes a big difference and is a huge honor. I’m not chasing people down for a deal or a lead.” She has built her success, one happy client at a time, translating into a solid client base and a firm financial future.



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“THE KEY TO OUR FUTURE SUCCESS IS LOCATED AT THE INTERSECTION OF NEW TECHNOLOGY AND SERVICE.”

on technological trends, safety and environmental concerns. Our clients reap the greatest benefit in knowing that The Geiler Company provides state-of-the-art expertise in an industry where technological leaps are the rule.”

The Geiler Company’s motto is simple: “The key to our future success is located at the intersection of new technology and service.” It is with this focus that they are dedicated to improving the mechanical industry.

In addition to heating and cooling, the service technicians at The Geiler Company also provide duct cleaning and other IAQ services. Frank says, “One thing unique about our company is that we offer union-trained technicians. Also, we are one of the most experienced radon mitigation companies in the area.”

This company, which spans four generations, puts customer satisfaction as their top priority. They treat your family like their own. With 24-hour emergency service, customers depend on The Geiler Company to be there when they need them most.

Staying Current with New Technology
Frank Ferrarelli, Sales and Marketing Manager at The Geiler Company, comments, “We’re committed to continuing education and improvement. Our employees are grateful for the opportunity to stay current

Committed to the Community
The Geiler Company is also committed to the community. They support the arts, specifically Playhouse in the Park and other local charities as well as events. Frank adds, “We support local businesses in the area as well.”

To date, The Geiler Company has over 30,000 satisfied residential customers. The professionals at this local company are state-licensed and insured. All employees are fully trained in their trade, as well as safety trained. With honest and affordable service and installation, customers return to The Geiler Company again and again.

Part of the Fabric of Cincinnati
The Geiler Company is part of the rich fabric of Cincinnati with their long-standing history. Well-known Cincinnati landmarks, such as Riverfront Stadium, the original Dr. Albert B. Sabin Convention Center, and the 580 Building, “owe their construction to The Geiler Company and its technological advancements.”



► sponsor spotlight | Written by Elizabeth McCabe | Photography by Krista Silz

The Geiler Company

SERVING GREATER CINCINNATI SINCE 1885

The Geiler Company has stood the test of time. For over 135 years, this family-owned and operated company has faithfully served the plumbing, heating and cooling needs of the Cincinnati and Northern Kentucky area. Geiler established themselves through their stellar quality, providing prompt, friendly and professional services to their clients.



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The professionals at The Geiler Company are also dedicated to REALTORS®. With long-standing relationships with local real estate companies and agents, they have established themselves in the real estate industry. REALTORS® call upon them because of the service that they provide. They are also one of the few companies to offer radon service in addition to HVAC and plumbing.

“The Geiler Company’s combination of services saves time and money for everyone involved in the transaction. This in turn enhances the agents’ service to their clients,” says Frank. “Having a staff who provides the best possible customer experience is key to our success.” As Sales and Marketing Manager,

Frank oversees products, pricing, and technician training to continue to improve customer service.

Frank’s Background

Frank, who began his career as an installation and service technician, served in the distribution for HVAC for over 20 years. Frank explains, “I managed multi-branch operations and sales while working directly with contractors to enhance their ability to serve homeowners.”

Thriving on change, Frank comments, “There is something to learn each day that keeps this industry interesting. Having the opportunity to provide comfort and serve others (internal and external) is what gives me a sense of accomplishment. Working with a

core of teammates who don’t accept mediocrity keeps me inspired.”

We are honored to feature The Geiler Company in this month’s issue. Standing the test of time is proof of their success, establishing relationships with their clients and being a part of the fabric of Cincinnati speaks volumes of the quality of this local company. They are establishing a legacy in the Cincinnati area.

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1–July 31 as of August 16th, 2021 at 11:03PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	80	\$80,792,366
2	Ellie D Kowalchik	Keller Williams Pinnacle Group	115	\$45,284,719
3	Scott A Oylar	Coldwell Banker Realty	113	\$44,805,828
4	Daniel K Watkins	Comey & Shepherd	183	\$44,489,126
5	Rick J Finn	Coldwell Banker Realty	114	\$42,359,953
6	Ragan R McKinney	Ragan McKinney Real Estate	213	\$39,958,226
7	Shelley Miller Reed	Coldwell Banker Realty	54	\$38,109,011
8	Heather R Herr	Coldwell Banker Realty	80	\$37,538,850
9	Bob Dorger	Comey & Shepherd	60	\$37,387,838
10	Amy Hackett Roe	Coldwell Banker Realty	55	\$36,939,211
11	Andrew S Gaydosh	eXp Realty	141	\$36,025,472
12	Kevin E Hildebrand	eXp Realty	109	\$33,921,085
13	Megan S Stacey	Coldwell Banker Realty	74	\$33,121,222
14	Michael C Hinckley	Coldwell Banker Realty	60	\$32,944,870
15	Jeffrey E Woken	ReDefine Realty	121	\$32,495,350
16	Kim K Mansfield	Keller Williams Advisors Realty	119	\$30,892,021
17	Adam G Marit	Real Link	105	\$30,862,308
18	Sandra L Peters	Comey & Shepherd	39	\$30,606,357
19	Alice M Jones	Comey & Shepherd	125	\$29,809,170
20	Walter B Gibler	Coldwell Banker Realty	73	\$28,104,780
21	Rakesh Ram	Coldwell Banker Realty	87	\$25,802,334
22	Robert Dorger	Comey & Shepherd	38	\$25,776,000
23	Tom Deutsch Jr.	Coldwell Banker Realty	108	\$25,259,727
24	Sarah A Woody	Keller Williams Advisors Realty	81	\$25,161,285
25	Lisa S Morales	Coldwell Banker Realty	87	\$24,957,688
26	Michael P Hines	Coldwell Banker Realty	51	\$24,361,087
27	Ron A Bisher	Coldwell Banker Realty	72	\$23,616,285
28	Peter D Chabris	Keller Williams Seven Hills Re	94	\$23,464,893
29	Holly M Finn	Coldwell Banker Realty	65	\$23,348,453
30	Susan K Welsh	Real Link	76	\$22,796,517
31	Mike Hildebrand	eXp Realty	72	\$22,114,505
32	Andrea L DeStefano	Sibcy Cline	54	\$21,634,546
33	Sue S Lewis	Sibcy Cline	58	\$21,289,348
34	Kathy J Kramer	Star One Real Estate	49	\$21,013,163

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1–July 31 as of August 16th, 2021 at 11:03PM

Rank	Name	Office	Total	Volume
35	Gina A Dubell-Smith	eXp Realty	45	\$20,805,597
36	Tyler A Smith	Re/Max United Associates	45	\$20,482,650
37	Helena F Cameron	Sibcy Cline	44	\$20,227,060
38	Jackie Quigley	Comey & Shepherd	40	\$20,144,044
39	Diane Tafuri	Sibcy Cline	32	\$20,109,200
40	Sondra M Parker	Coldwell Banker Realty	48	\$20,074,574
41	Jack C Hinckley	Coldwell Banker Realty	33	\$19,800,670
42	Patrick J Cagney	Coldwell Banker Realty	84	\$19,689,828
43	Keli S Williams	Sibcy Cline	48	\$19,669,462
44	Heather M Stallmeyer	Coldwell Banker Realty	44	\$19,196,184
45	Julia Wesselkamper	Coldwell Banker Realty	44	\$19,046,800
46	Molly E Blenk	Comey & Shepherd	54	\$18,915,805
47	Michael T Maley	Comey & Shepherd	75	\$18,656,950
48	John M Bissman	Keller Williams Pinnacle Group	69	\$18,071,470
49	Lynn M Schwarber	Comey & Shepherd	37	\$17,881,528
50	Michael L Vazquez	ERA Real Solutions Realty	48	\$17,848,309

Rank	Name	Office	Total	Volume
51	Tiffany B Allen-Zeuch	Sibcy Cline	36	\$17,008,755
52	Andrew Homan	Coldwell Banker Realty	37	\$16,499,577
53	Amy L Markowski	Re/Max Preferred Group	84	\$16,091,160
54	Deborah A Martin	Keller Williams Advisors Realty	32	\$15,913,677
55	Maura K Cagney-Tipton	Coldwell Banker Realty	68	\$15,855,278
56	Alexander Schafers	Re/Max United Associates	53	\$15,728,766
57	Angelo M Pusateri	Comey & Shepherd	33	\$15,660,323
58	Micha Gleisinger	Comey & Shepherd	31	\$15,543,074
59	Linda T Destefano	Sibcy Cline	36	\$15,490,780
60	Bobby Stephens	Comey & Shepherd	23	\$15,486,762
61	Jeanne M Rieder	Hoeting, Realtors	69	\$15,472,400
62	Chris Dohrmann	Sibcy Cline	20	\$15,353,000
63	Jamie R Gabbard	Comey & Shepherd	56	\$15,330,713
64	Jon L Bowling	eXp Realty	37	\$15,095,846
65	Doug Spitz	Coldwell Banker Realty	40	\$15,016,872
66	Pam Steiner	Comey & Shepherd	17	\$14,946,716
67	Anna S Bisher	Coldwell Banker Realty	41	\$14,823,780
68	Monika Deroussel	eXp Realty	40	\$14,586,540
69	Michael T Wiseman	ERA Real Solutions Realty	43	\$14,559,428
70	Don W Smith	Real Estate Services	71	\$14,344,300
71	DeeDee R Ollis	Re/Max Victory + Affiliates	56	\$14,311,400
72	Brian P Leisgang	Coldwell Banker Realty	48	\$14,307,622
73	Timothy J Mahoney II	Sibcy Cline	26	\$14,303,250
74	Kimberly A Price	Plum Tree Realty	76	\$14,187,650
75	Shifali Rouse	Re/Max Preferred Group	32	\$14,169,418
76	Priya Sangtani	Comey & Shepherd	34	\$13,996,595
77	Steve S Early	Sibcy Cline	18	\$13,908,100
78	William Draznik	Coldwell Banker Realty	36	\$13,857,618
79	Beth R Mahoney	Sibcy Cline	27	\$13,748,574
80	Mitchell Ram	Coldwell Banker Realty	42	\$13,744,200
81	James E Pitzer III	Coldwell Banker Realty	52	\$13,732,162
82	Beau Tuke	Sibcy Cline	24	\$13,462,600
83	Lee G Robinson	Robinson Sotheby's Internat'l	21	\$13,440,300
84	Cindy Shetterly	Keller Williams Distinctive Real Estate	56	\$13,424,080

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1–July 31 as of August 16th, 2021 at 11:03PM

Rank	Name	Office	Total	Volume
85	Bishnu L Kharel	Re/Max Preferred Group	46	\$13,398,100
86	Regina M Hamilton	Sibcy Cline	55	\$13,312,400
87	Marc A Cameron	Sibcy Cline	32	\$13,294,000
88	Tina A Burton	Sibcy Cline	46	\$13,116,045
89	Tyler McConnell	Comey & Shepherd	51	\$13,083,489
90	Beth A Brown Ciul	Keller Williams Advisors Realty	53	\$12,995,545
91	Scott T Ferguson	Keller Williams Advisors Realty	44	\$12,923,144
92	Lisa M Phair	Coldwell Banker Realty	47	\$12,875,000
93	Angela M Sexton	Coldwell Banker Realty	26	\$12,847,100
94	David D Dawson	Sibcy Cline	29	\$12,843,150
95	Chris R Waits	Sibcy Cline	44	\$12,811,850
96	Sue Wahl	Comey & Shepherd	48	\$12,680,400
97	Angela M Apking	Sibcy Cline	25	\$12,610,194
98	Kelly Pear	Comey & Shepherd	29	\$12,608,500
99	Sue M Miller	Comey & Shepherd	45	\$12,577,100
100	Jill O Ferguson	Keller Williams Advisors Realty	40	\$12,561,244

Rank	Name	Office	Total	Volume
101	Tyler Minges	Huff Realty	57	\$12,542,600
102	Tami E Holmes	HER LLC	45	\$12,540,972
103	Missy B Friede	Century 21 Thacker & Associates	50	\$12,271,600
104	Lesli D Norris	Coldwell Banker Realty	36	\$12,075,075
105	Brittney Frietch	Re/Max Preferred Group	33	\$12,003,469
106	Jeffrey R Boyle	Keller Williams Advisors Realty	51	\$11,955,350
107	Celia B Carroll	Sibcy Cline	22	\$11,857,500
108	Michelle R Sloan	Re/Max Time	29	\$11,850,313
109	Erin P Fay	Comey & Shepherd	35	\$11,759,400
110	Laura M Faz	eXp Realty	32	\$11,691,512
111	Don M Johnson	Cutler Real Estate	45	\$11,664,130
112	Larry L Thinnes	Sibcy Cline	29	\$11,374,515
113	Pamela L Kurtz	Coldwell Banker Realty	37	\$11,373,040
114	Robert R Smith	Coldwell Banker Realty	53	\$11,361,613
115	Tammy K Thome	Century 21 Thacker & Associates	38	\$11,294,335
116	Andrea M Johnson	Re/Max Victory + Affiliates	33	\$11,290,774
117	Lindsay Spears	Re/Max Incompass	53	\$11,279,150
118	Ben Freimuth	Re/Max United Associates	26	\$11,253,000
119	Eric Lowry	eXp Realty	43	\$10,990,758
120	Carol A Grubb	Comey & Shepherd	26	\$10,974,500
121	Brendan S Morrissey	Sibcy Cline	40	\$10,831,400
122	Daniel Baron	Keller Williams Advisors Realty	34	\$10,814,050
123	Robert DiTomassi	Comey & Shepherd	32	\$10,781,900
124	Keith T Taylor	Comey & Shepherd	44	\$10,569,687
125	Patrick Gunning	Coldwell Banker Realty	17	\$10,502,645
126	Beth Silber	Coldwell Banker Realty	43	\$10,464,311
127	Jessica Bauer	Comey & Shepherd	38	\$10,409,900
128	Richard A Davey	Comey & Shepherd	43	\$10,401,687
129	Bob D Kugler	Bowling & Kugler Realty	48	\$10,396,978
130	Sandra L Burkhart-Williams	Huff Realty	29	\$10,364,100
131	Maryann D Ries	Coldwell Banker Realty	26	\$10,351,300
132	Molly Eynon	Coldwell Banker Realty	28	\$10,301,900
133	Judy S Recker	Sibcy Cline	11	\$10,167,500
134	Bryan L Hoelzer	Coldwell Banker Realty	36	\$10,127,158

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1–July 31 as of August 16th, 2021 at 11:03PM

Rank	Name	Office	Total	Volume
135	Jason A Reynolds	Re/Max Alpha Real Estate	36	\$10,079,165
136	Jason J Bowman	Re/Max Alliance Realty	49	\$10,076,880
137	Candace N Burton	Sibcy Cline	36	\$10,023,369
138	Kristen Carter	Keller Williams Advisors Realty	33	\$10,015,300
139	Heather R Alley	ERA Real Solutions Realty	23	\$9,959,550
140	Anne V Bedinghaus	Coldwell Banker Realty	52	\$9,947,825
141	Kimberly A Mercurio	Re/Max United Associates	22	\$9,903,050
142	Oscar Asesyan	Sibcy Cline	25	\$9,859,888
143	Jon A DeCurtins	ERA Real Solutions Realty	27	\$9,794,450
144	Maureen D Pippin	Sibcy Cline	8	\$9,788,000
145	Poonam Bhardwaj	Coldwell Banker Realty	26	\$9,721,324
146	Chris S Russell	Plum Tree Realty	30	\$9,719,200
147	Chris B Gerke	Comey & Shepherd	36	\$9,691,380
148	Denise M Taylor	Sibcy Cline	40	\$9,678,591
149	Denise L Gifford	Keller Williams Advisors Realty	36	\$9,658,422
150	Suzette E Waugh	Comey & Shepherd	24	\$9,652,012

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