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MEET NICK MOTZ:

He's Not Your Average Broker

ON THE RISE: Christiaan Minella

BUSINESS PARTNER SPOTLIGHT:

Meet Rosie Harris, General Manager of
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If you are interested in contributing or nominating Realtors for certain stories, please email us at patrick.braddick@realproducersmag.com.

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Lesli Norris

▶ cover story

Written by Elizabeth McCabe
Photos by Tim Corbett-Spanagel

“Put your blinders on and focus on your own path. This is what I learned the minute I stuck my toe into the sales industry,” says REALTOR® Lesli Norris of the Norris Group with Coldwell Banker Realty.

Taking her own advice to heart has served Lesli well. She had just shy of over \$28 million in her sales volume last year. Instead of looking around at other salespeople and what they are doing, she is in competition with herself.

From Banking To Real Estate

“I started my career in banking,” says Lesli. “First in the retail side of banking, where I helped people with their deposits and was an assistant manager. Then I moved into training as I saw a need to create a training program for new employees. From there, I went into the mortgage side of banking and was working with loan originators, underwriters,



processors, closers, appraisers and created training programs for this side of banking, loving the idea of helping people be able to purchase a home.”

After 10 years in the banking industry, she started a family and decided to stay home to raise her two beautiful daughters. Since she could never sit still, she decided to take a leadership role in my church as a volunteer children’s director and was involved in the elementary school as PTO president and assisted in the classroom, all while staying at home with her kids.

“I also started a side business with a company called Arbonne International, where I focused on building relationships and educating on what we put on and in our bodies, as Arbonne is a vegan, natural products company,” adds Lesli.

When her girls were 10 and 12, she decided to get back into the business of helping people reach their real estate



goals as a REALTOR®. Lesli says, “I have loved it ever since!”

With her background in finance and building relationships, becoming a REALTOR® was the culmination of all her experience. Best of all, it is a rewarding profession.

Making Dreams Come True

“Seeing the joy on a seller’s face as they realize the equity in the largest

investment they have made in their life, or seeing the joy on the face of a buyer who is so excited to move into their new home, is a goal I have with every person I help and is the reward I value at the close of each transaction,” smiles Lesli.

She works with Terri Cofskey, who is proud to be the Norris Group Buyer Specialist.

“About three years into my real estate career, I felt that in order to provide the service and attention my clients deserved, I needed to add support,” explains Lesli. “It is important that each person I work with feel they are well represented, communicated with, supported and able to reach me when they need to.”

In order to meet this expectation, she added an admin who also helped with marketing and helped ensure any buyers could see the properties that they desired. Terri has been with her now for three years and does a great job.



“It is important that each person I work with feel they are well **represented, communicated** with, **supported** and able to reach me when they need to.”

“She helps the majority of our buyers understand the market, helps them understand the process through buyer counseling sessions and sets aside the majority of her time to be ready and able to go and show properties as soon as they come on the market. Terri has been a great asset to my business and offered the additional hands and feet to ensure our clients do not miss out. She joined me in the business with experience in appraising and also as a teacher. This gave her the real estate knowledge and the communication skills to help our clients feel confident in making a move,” explains Lesli.

Striving to Improve

One notable quality about Lesli is that she is always trying to improve — to do better than she did the day before, the month before or the year before.

How does she get there? Reading, researching, testing and growing! “At the end of the day, you need to be like the racehorse,” she says. “As you come up to the gate, you put your blinders on, see the path before you and run your best race.” When she starts wavering and begins questioning herself and her business, this is exactly what she does.

A Cincinnati Through and Through

A born and raised Cincinnati, Lesli grew up in the small town of Milford in the ‘70s in a family who valued God, family, respect and hard work.

•••

“My dad was a car salesman, and my mom was a stay-at-home mom. We loved family camping vacations, Sunday mornings with family and friends at church and lunch at my Nannie’s every Sunday. This is where home was for me growing up,” reminisces Lesli. “I was not one with big ideas of exploring, traveling and the desire for lots of things, but rather focused on traditions and being surrounded by family and friends. Things like quality versus quantity, integrity, honesty, transparency and respect were values I surrounded myself with and what built the foundation on how I ventured into each new opportunity and how I run my business today.”



God is first in Lesli’s life, a foundational belief that she credits to church camp or neighborhood Bible studies.

“From a young age through today in my 50s, knowing that when I put God in the center of my business, my business becomes His business and blessings flow,” she shares. “Honestly, I had no intention of becoming a REALTOR®,” she admits, “but one night, I woke up, sat straight up in bed and turned to my husband and said, I am going to real estate school. I signed up for school that week and never looked back. I believe that the calling that night has led to our family being able to give generously to our church, family, organizations, those in need, to give my girls options for education and continue to bless our family and beyond.”

Lesli married her high school sweetheart, Tom Norris, 25 years ago. Their story started at 17 and 18 and then took a pause while they grew up a bit as he went off to the Air Force in Desert Storm and then to college at University of Cincinnati, and she went off to college.

They got married in August 1997 and then welcomed Emma in 1999 and Ellie in 2002. Both their girls are Cincinnati Hills Christian Academy graduates.

“Emma took the path to the University of Cincinnati in pre-med and is looking to further her education in physicians’ assistant school. Ellie found her creativity outlet at the Aveda School of Cosmetology and is now loving being a stylist at Alba Salon and Spa in Oakley,” says Lesli.

As a family, they have continued the generational love of God, family and friends. They enjoy going to Rivers Crossing each Sunday morning and having family lunch and get-togethers. Lesli adds, “We love to travel together as well. This came more from my husband’s interest as he traveled the world for 31 years with the Air Force. He said it is more fun to experience life than to read about it!”

When Lesli isn’t working, she and her husband reside on 5 acres in Lebanon. She shares, “When there is a short break in helping people with their real estate goals, I love to garden and be outside. Sitting outside in the swing, overlooking the creek and woods with a good book in hand, is always a good way to take a break as well.”

A self-described introvert, Lesli prefers one-on-one, small gatherings, getting to know people on a deeper level than big parties, knowing lots of people on the surface and working a room.

Despite her introverted nature, she has performed in worship bands as a vocalist and keyboardist. Interestingly, she went to college 30 years ago to be a teacher. Now she is living her best life as a REALTOR®.

Words of Wisdom

In the competitive world of real estate, Lesli encourages people, “Just be you. Uncover what makes you special, what your value is, and work from there. Don’t compare yourself to everyone else. Be the person God created you to be!”

This top producer has followed her own advice, creating a bright future for herself, her family and her clients in Cincinnati real estate.

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NICK

meet

MOTZ

HE'S NOT YOUR AVERAGE BROKER

Written by Elizabeth McCabe • Photos by Brenna Smith

Meeet “Chicken Nick.” He’s not your average broker. Growing up alongside the river, this longtime Anderson/Mt. Washington resident earned his nickname during his childhood days. He brought his father and owner of Motz Poultry Co., Matthew Motz Sr., to elementary school for show and tell. Wearing big rubber boots, a white T-shirt and carrying a crate of clucking chickens, his father left quite an impression upon Nick’s classmates, who cackled with delight. Nick’s nickname has stuck ever since.

A man with a heart for the community, Nick has always wanted to leave a positive impression. He has changed the East End, one building at a time. With his tenacity and vision, he has been able to transform the area into what it is today. This 53-year-old has evolved into being a property owner, REALTOR® and builder.

His efforts date back to 2008. Converting a small 1935 Kroger store into an office space for his wife’s graphic design business was his first venture. This successful effort was soon followed four years later by attracting Eli’s BBQ to the area. In 2017, Nick built out the Hi-Mark Roadhouse for the Lang Thang Group. EMMA Wine has been self-serving fine wine since 2019, and most recently, Fulton Yards Coffee

Shop just opened in Cincinnati’s East End. Next on his “to-do” list? Revitalize the abandoned Todi Toy’s Buildings — just East of Eli’s BBQ.

“I’m very actively involved in the East End, Columbia Tusculum and Linwood communities,” says Nick. He also served eight years on the East End Community Council board before helping found, grow and now serve as president of the 3 East Community Development Corp.

Rise in Real Estate

“I originally got into the investment side of real estate for myself,” recalls Nick. “Out of college, I decided I was going to buy four properties — one a year for four years while working in the family business. I was either going to stop at that point or go into it deeper.”

As life would have it, Nick really liked real estate. He ended up jumping into it full-time, purchasing, rehabbing and mostly holding properties along with a couple of flips over the years.

In 2000, he got his real estate license. Nick remembers the moment fondly: “I was cherry-picking rehab projects, and I was just ready to start the next one. I went rollerblading, fell and broke my wrist the week before. There was no way I could do the project. That’s when I looked up to my wife, Mary Beth, and she asked me, ‘Why don’t you use this time and get your real estate license?’”





...
Taking her advice to heart, Nick got his real estate license and started a new chapter of his life. He says, "Initially, in regards to sales, I took them as they came — from family and friends, coworkers and my own deals. During those years, I worked with a Hyde Park mom-and-pop brokerage, Michael Kelly Realty. They were doing the same thing I was — and it was a great fit. Mike and Elva were like parents to me!" He worked for them for 10 years before deciding to get his broker's license and start his own brokerage, Motz Real Estate.

"That's when I started focusing more on consumer sales and small commercial sales, rather than rehab and construction," says Nick. He even did a small test of property management, only to discover that it wasn't one of his favorite things.

"I have my finger in all aspects of real estate," he says. (As the "Chicken Man," he is careful not to put all his eggs in one basket.)

"I just love real estate in general — there are so many different ways that you can slice it." He found his niche five years ago, though. That's when he decided to focus 100% on sales instead of construction and property management.

"I had four agents in the brokerage and started creating passive income," he says. Soon he realized that was a "whole other beast in and of itself," pulling him away from sales. After hiring a real estate coach, Monica Weekly, he came to the realization that it didn't make sense to continue having four agents. As Nick says, "I could sell two houses and make the same amount of money."

...
That's the time eXp landed here in Cincinnati and started to get a foothold. Nick comments, "I looked into it, and that was exactly what I was trying to achieve with my own brokerage — creating passive income. I wanted agents without the headache. I made the jump right then and brought the brokerage over. One by one, the agents got out of real estate (for their own personal reasons). I was suddenly back to ground zero with my agents. But, in hindsight, it was the best thing that I did in a while!"

Currently, Nick is in his fourth year at eXp and credits it for allowing him to grow "quite a bit." He is able to increase his sales and have fun while doing it. His younger brother, Matt, got his real estate license four years ago, and they cover each other when they need to. Nick also has an admin person who runs all of his contracts to close, which has worked out really well for him.

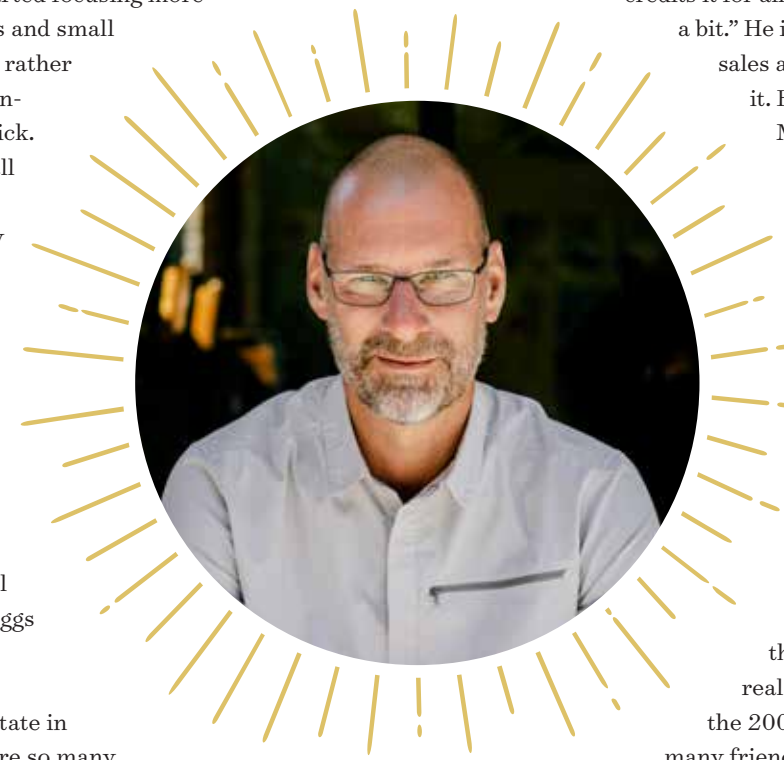
Nick has built his business to last and safeguarded himself in the uncertain world of real estate. He learned from the 2008 recession after seeing many friends "crash and burn." He and his wife, Mary Beth, lost both their incomes at the same time.

"We literally survived on rental income for quite a while. We got through it. But we lived very tight for a few years. Every day had some new challenges. But what day doesn't?" he reflects.

Future of Cincinnati Real Estate

"The Cincinnati market has a nice long run in front of it," says Nick. "I'm watching all kinds of eyes go to the Midwest from the coastal parts of the United States and other parts of the country. It's reasonably priced."

...



...
**I HAVE MY
 FINGER IN ALL
 ASPECTS OF
 REAL ESTATE.**

Plus, Nick knows that Cincinnati is a great place to live, a great place to work and a great place to invest. “We have decades ahead of us,” he says.

Nick loves what he does. He comments, “I’m focused on really listening to clients, no matter who they are. In real estate, you have to be more of a listener to get people through the transaction.” Nick excels at keeping transactions together. A calm and collected individual, he walks people through the transaction. “I’m focused on the meaningful aspect of what is happening and not the nitty-gritty,” he comments.

Popular Pastimes

When Nick isn’t working, he likes to spend time with Mary Beth.

“My wife and I are big boaters. She was born and raised on the water, along the Ohio River in Kentucky and Warsaw. I was in New Richmond.” Interestingly, instead of an engagement ring, Nick purchased his wife a boat. Mary Beth wasn’t a jewelry person, as she told him. So Nick bought

a ski boat to propose, and they named it the *Merry Me*. On their 10th wedding anniversary, Mary Beth mentioned that her engagement ring was “getting a little tight.” Together, they decided on upgrading the ring to a classic Lyman boat and named her *Diamond Lyman*. Their love for the water continues to this day.

Nick also enjoys bicycling and has taken two cycling trips, spanning the length of the nation in 1993 and also down the coast of Australia in 1999. The experience was priceless. Zig-zagging across the United States for two months, logging 5,500 miles, was the “best trip ever.”

And more recently, Nick discovered and named Cincinnati’s newest and only island — Chicken Island. This island, which has been formed by the confluence of the Little Miami River and the Ohio River, is a 2-acre white, sandy beach. Nick is unofficially known as the supreme chancellor of Chicken Island and has whimsically named the land “The People’s Republic of Chicken Island.” This boating destination location boasts picnic areas, overnight camping and a bonfire pit.

Final Thoughts

“Stay determined,” says Nick. “So many agents come and think that real estate will be an easy business. You have to ride the waves.” Nick has heeded his own advice and come out on top.



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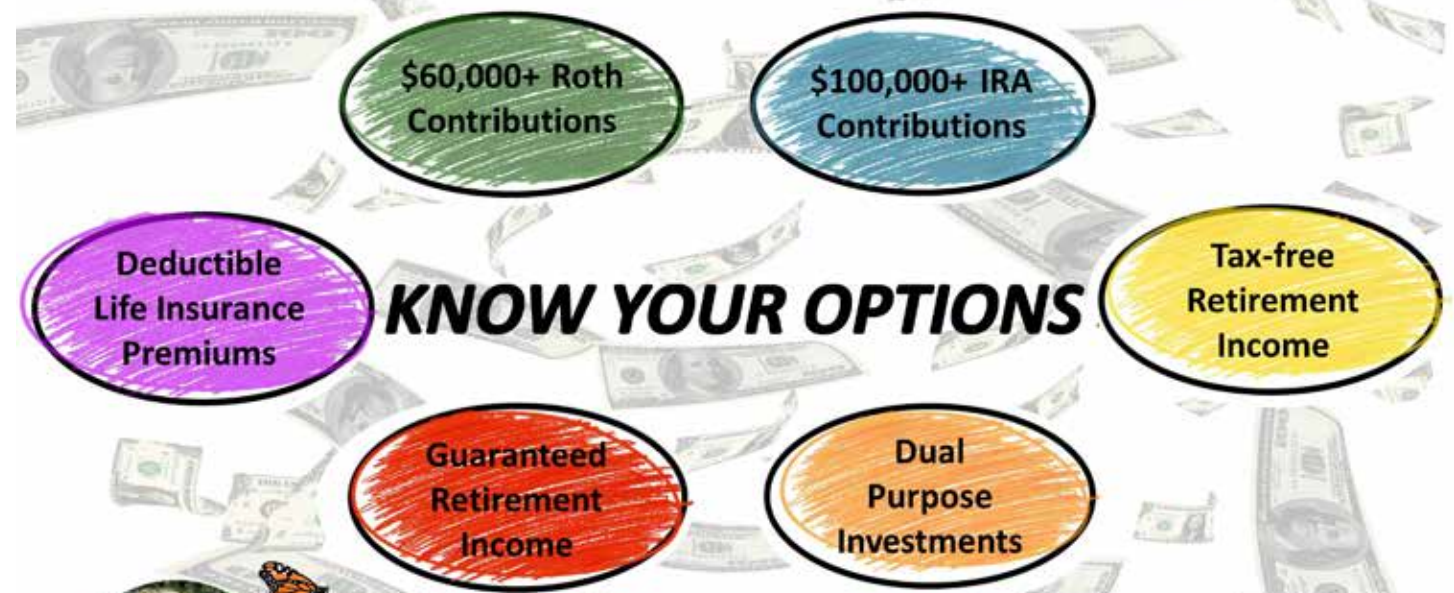
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NEXT STEPS

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CHRISTIAAN MINELLA



▶▶ on the rise
Written by Elizabeth McCabe
Photos by Krista Silz

“I’ve always been interested in real estate and houses in general since I was younger,” says REALTOR® Christiaan Minella with Keller Williams Pinnacle Group.

He decided to get his real estate license in the summer of 2013 before making the official transition in 2017 following a seven-year professional hockey career. Interestingly, hockey has made Christiaan who he is today.

Determined and Driven

“I have gained a lot from my experience in sports,” says Christiaan. “Sports have been a big part of my life. I started playing hockey at 3 years old. I never considered myself to be the best at anything, but I was always one of the hardest-working players. The one thing you can control is your work ethic. It was instilled in me since I was 3 that as long as I work hard, I could achieve whatever I set my mind to.”

Taking that advice to heart, Christiaan excelled on the ice. As a result, he was able to earn a four-year scholarship to the University of Notre Dame, excelling both academically and athletically.

“I have loved Notre Dame since I was 3 years old. At that age, I did not know about academic qualifications needed in order to be accepted at elite colleges and universities like Notre Dame. I thought you could choose wherever you wanted to go to school. I told my parents at 4 years

old that I wanted to go to Notre Dame, and they took it with a grain of salt.” Christiaan would go on to receive offers from West Point Military Academy, the United States Air Force Academy, and Princeton University. However, when the University of Notre Dame offered him an athletic scholarship to play hockey, the decision was easy.

Having a hardworking mentality was a big reason why Christiaan was successful. He explains, “Even at Notre Dame, I wasn’t the best player on the team. In order to improve, I would meet with my assistant coach every Tuesday morning at 6 a.m. during the season to work on skills that he believed I needed to improve. That’s what I believed I needed to do to stay in the lineup the first couple of years in school.” All his practice and hard work throughout the years paid off, resulting in a seven-year professional career as a part of the NHL Pittsburgh Penguins organization, playing for the Wilkes-Barre/Scranton Penguins and with the Cincinnati Cyclones, a part of the NHL Nashville Predators organization.

Although Christiaan retired from hockey at the age of 32, he cherishes the memories that he made and the relationships that he formed in the locker





room. "Sports took sacrifice, for myself and my parents." This included moving away from home when he was 16 to play in Iowa for a league that was the pathway to college hockey.

"I met some great people in Iowa and the University of Notre Dame," he reflects. "We were extremely close in school and remain close today. I believe that was a big reason for our success throughout our four years. We were fortunate enough to win two league championships, play in the NCAA National Championship game my

sophomore year, and be ranked No. 1 in the country each year. Even to this day, we get together as much as we can during the summer."

Hockey also opened doors for Christiaan, including taking him to Europe and Australia. "I was fortunate enough to have the opportunity to play in Sweden when I was in high school. In the summer of 2015, I was also invited to play in Australia for a month by a hockey legend, Wayne Gretzky, playing exhibition games to help grow the sport down there," he says.

Why did he retire? When Christiaan suffered multiple season-ending injuries requiring major surgeries, he had no choice but to hang up his skates and find a new career. Real estate is what he wanted to do. "Real estate requires discipline and holding myself accountable but also allows freedom and flexibility," he explains.

Helping Others

"I like to help people," says Christiaan. "Hockey provided a lot of opportunities to give back. I enjoyed that aspect just as much as the competition. Real estate allows me the opportunity to help people in

a different capacity. It's not about the money. It's more so about the competition and being able to help my clients. Real estate is a lucrative business if you're successful. At the end of the day, the paycheck doesn't drive me. I like people to have trust in me. They are willing to trust me with the biggest financial decision that they are going to make." He doesn't take that fact lightly. Seeing people happy is gratifying to Christiaan.

What you see is what you get with Christiaan. As he says, "I'm real. I'm compassionate, and I put my clients' needs over mine. I'm hardworking and do whatever is in their best interest." He always has the clients' best interests in mind.

When he got into real estate, he knew he'd be successful if he put in the hard work. "It's not a get-rich-quick industry to pursue," he says. "It took me months to get my first sale. It takes time to build up your business, and you have to be OK with rejection. I've never failed at anything I put the work in for." He was willing to put the work in to be successful, just as he had done with hockey. Door knocking and connecting with others was essential to building



his business. It certainly wasn't glamorous, but it needed to be done in order to reach his goals.

"Everything traces back to sports and my work ethic, but at times it came at a hefty price," he says. "I played hockey for 30 years, resulting in seven major surgeries, a ruptured spleen, broken hip and broken pelvis. Bouncing back from every setback required setting goals and putting the work into getting me back on the ice. These skills and a determined mindset translated into real estate. I set goals and objectives and do whatever I have to in order to achieve those goals.

That's the big thing that I have taken from sports, athletics and school."

Christiaan has a career volume of \$26 million and climbing. He stays in contact with past clients. He comments, "Right now, real estate is very competitive with low inventory. I want to be top of mind with past clients when they choose to buy a home again."

Outside Interests

When Christiaan isn't working, he loves to spend time with his wife, Andrea. They recently celebrated their one-year anniversary on June 4. To relax and unwind, Christiaan enjoys golfing, which suits him to a tee.

"My wife and I are extremely close with our parents. We enjoy going to dinner, Kings' Island, and having cookouts," comments Christiaan. You can also find them spending time with their two dogs, Stewart and Vivian. They enjoy taking them downtown to the park in the warmer months.

Christiaan loves real estate. He concludes, "I like the freedom that real estate gives me. I like the fact that I am my own boss, and there's no ceiling. I can choose to be as busy and as successful as I want, and I can also take time off if I want to. The harder I work for my clients, the more successful I am."



CARING TRANSITIONS CINCINNATI WEST

OFFERING SENIOR RELOCATION, DOWNSIZING AND ESTATE SALES

▶▶ business partner spotlight

Written by Elizabeth McCabe
Photos by Brenna Smith



When seniors must move and downsize, it is a process that requires great care and consideration to ensure a smooth and comfortable experience. That's exactly what Rosie Harris, general manager of the Cincinnati West Caring Transitions franchise, strives to provide for every client. Rosie's team makes it their mission to approach each client compassionately with a customized plan to help them get to their next chapter.

"We are passionate about helping people in this important transition, handling their belongings with the respect they deserve," says Rosie. Her parents, Tim and Lisa McKinney, own the Cincinnati West franchise. This locally, family-owned-and-operated business has helped countless seniors and their families since its inception in August 2016.

Rosie and her highly experienced, empathetic team help seniors and their families get through the move, whether it be to a senior living community or elsewhere, and then take care of unwanted items with ease. Their organized approach is a relief to clients who may feel overwhelmed or unsure of where to begin, especially when their family may not live locally or if they are alone in the process. She shares, "We help seniors sort through their years of possessions, decide what to take and help them plan for their new space appropriately. We want them to take the things that they love." The team tries to keep everything consistent with their previous living environment, so things are familiar and feel like home. This can be essential for clients who are dealing with memory issues or medical impairments to ease the transition. Preserving memories and caring for possessions with dignity is what Caring Transitions does best.



ABOUT ROSIE

Rosie has been operating the Cincinnati West branch of Caring Transitions since her family opened the business in 2016. With a retail merchandising background, Rosie believes she is an asset when it comes to liquidating homes because she enjoys creating a customized plan for each situation that often has many moving parts. She and her husband are raising three young children on the west side of Cincinnati. Growing up in a small town in Indiana, she knows the value of family and honoring traditions that have been celebrated for generations. "This business is about helping families in a time of need. They can focus on the well-being of their loved one while we take care of the rest."

Rosie's goal is to create a personal experience for clients while providing her referral partners, such as real estate agents or estate attorneys, with a reliable professional resource that will enhance the overall experience of moving or clearing a home.





•••

Caring Transitions has over 200 offices nationwide handling senior moves, downsizing, estate sales, liquidations and cleanouts. If the client is moving out of town or out of state, there is a good chance that there is a Caring Transitions where they are moving, and they can easily coordinate with franchise partners in other cities to ensure a smooth transition on both ends. Rosie also works with various trusted local partners to provide other necessary services such as real estate agents, senior living placement agencies, shredding or junk removal.

HELPING BUYERS AND SELLERS

Many clients are transitioning seniors moving from their family home to a condo or independent or assisted living and need help with the logistics of everything, including space planning, move management, packing, unpacking and resettling after the move. “This can be incredibly stressful for our clients, and we can confidently walk alongside them as they navigate the process. They are relieved to know they are not alone as they make these big decisions,” Rosie explains.

Along with senior clients, Caring Transitions also works directly with families as they handle an estate when a loved one has passed. Rosie’s team specializes in sorting through belongings and deciding if they need to be sold, donated or discarded. “We work with the family to make sure that they have what they want to keep, then deal with the rest. It’s important to recognize that the biggest asset that they have is the sale of the home, and they are often left with a huge job of what to do with the stuff to get the house ready to be sold.”

The online auctions and estate sale events that Caring Transitions hosts are a great resource for people looking to purchase furniture, household items or unique treasures. “Our buyers know they have the opportunity to find quality items with interesting stories behind them.” CTBIDS, the online auction site utilized by Caring Transitions, reaches people all over the country, making it an



attractive option for clients to sell their items. Rosie states, “We are able to rehome items that were really important to our clients and give these items new life and the opportunity to be admired and cared for.”

A PERSONAL TOUCH

Caring Transitions offers a personal touch to moving and downsizing. When

clients are overwhelmed with the process, they lend a helping hand and offer a listening ear. “Most people don’t want to sort through belongings by themselves. People often have an attachment to their physical possessions, and it can be too overwhelming, time-consuming and emotional.” Rosie’s team helps families focus on what they need and to let go of unnecessary items that can hinder their moving process.

“Our team knows that this is not just a job, but a critical role in serving the senior population that often goes unnoticed or ignored. We work with purpose and intention, treating our clients with the same care and dignity that we would want our own families treated. I am so proud of the respect

and concern that they show both the people and the possessions, no matter the circumstances.”

“We try to focus on the things that really matter to a client. They don’t need to be burdened by items that no longer serve them, but we know this can be a complicated process. We try to give them as much control as possible in a time when they often feel like control is being taken away from them. We will honor you, respect your situation and help you get to the other side,” says Rosie.

Caring Transitions is the total solution for providing peace of mind and minimizing the stress associated with moving or handling an estate

FOR MORE INFORMATION ON CARING TRANSITIONS, CHECK OUT THEIR WEBSITE, CARINGTRANSITIONSCINCYWEST.COM, OR CALL 513-619-7906. TO SEE ITEMS AVAILABLE TO PURCHASE, CHECK OUT CTBIDS.COM.

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- June 30, 2022 as of July 6th, 2022 at 10:10PM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	54	\$69,779,758
2	Scott A. Oylar	Coldwall Banker Realty	115	\$65,886,833
3	Rick J. Finn	Coldwall Banker Realty	111	\$50,625,908
4	Michael T. Maley	Comey & Shepherd	175	\$44,271,523
5	Ragan McKinney	Ragan McKinney Real Estate	199	\$42,460,112
6	Heather R. Herr	Private Real Estate Collection	83	\$36,739,567
7	Megan S. Stacey	Coldwall Banker Realty	63	\$36,200,310
8	Kevin E. Hildebrand	eXp Realty	94	\$31,833,367
9	Adam G. Marit	Real Link	90	\$31,050,542
10	Amy Hackett Roe	Coldwall Banker Realty	38	\$28,999,511
11	Walter B. Gibler	Coldwall Banker Realty	72	\$28,669,828
12	Kimberly A. Price	Plum Tree Realty	115	\$28,659,145
13	Kimberly K. Mansfield	Keller Williams Advisors	98	\$27,639,439
14	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	67	\$26,942,975
15	Andrew Gaydosh	eXp Realty	92	\$26,296,000
16	Holly Finn	Coldwall Banker Realty	53	\$26,242,768
17	Andrea DeStefano	Sibcy Cline	47	\$25,616,485
18	Daniel Watkins	Comey & Shepherd	94	\$25,330,474
19	Michael C. Hinckley	Coldwall Banker Realty	32	\$24,512,800
20	Shelley Miller Reed	Coldwall Banker Realty	32	\$22,354,000
21	Daniel Baron	Keller Williams Advisors	71	\$21,365,915
22	Ronald A. Bisher	Coldwall Banker Realty	72	\$20,981,499
23	Peter D. Chabris	Keller Williams Seven Hills Re	75	\$20,920,202
24	Sandra L. Peters	Comey & Shepherd	24	\$19,966,324
25	Sue S. Lewis	Sibcy Cline	43	\$19,488,900
26	Bob Dorger	Comey & Shepherd	36	\$19,298,400
27	Tom Deutsch Jr.	Coldwall Banker Realty	94	\$19,244,000
28	Deborah A. Martin	Keller Williams Advisors	24	\$19,057,643
29	Mike Hildebrand	eXp Realty	55	\$18,858,561
30	Molly E. Blenk	Comey & Shepherd	50	\$18,734,100
31	Scott T. Ferguson	Keller Williams Advisors	51	\$18,434,635
32	Brittney Frietch	BF Realty	55	\$18,158,810
33	Sondra M. Parker	Coldwall Banker Realty	42	\$18,073,953
34	Michael L. Vazquez	ERA Real Solutions Realty	52	\$17,938,220

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Individuals | By Volume Jan 1- June 30, 2022 as of July 6th, 2022 at 10:10PM

Rank	Name	Office	Total	Volume
35	Robert J. Mahoney	Sibcy Cline	26	\$17,894,041
36	Amy L. Markowski	Real Brokerage Technology	85	\$17,298,880
37	Julia Packer P. Wesselkamper	Coldwall Banker Realty	25	\$17,168,510
38	Jill O. Ferguson	Keller Williams Advisors	47	\$16,823,635
39	Helena F. Cameron	Sibcy Cline	31	\$16,739,660
40	Heather M. Stallmeyer	Coldwall Banker Realty	31	\$16,717,775
41	Linda T. Destefano	Sibcy Cline	28	\$16,705,855
42	Zach Singler	Re/Max Local Experts	29	\$16,478,801
43	Sarah A. Woody	Keller Williams Advisors	58	\$16,470,000
44	Jack C. Hinckley	Coldwall Banker Realty	26	\$16,283,661
45	Monika Deroussel	eXp Realty	46	\$16,221,000
46	Tiffany B. Allen-Zeuch	Sibcy Cline	35	\$15,885,901
47	Larry L. Thinnes	Sibcy Cline	38	\$15,622,205
48	Celia B. Carroll	Sibcy Cline	17	\$15,617,400
49	Michael P. Hines	Coldwall Banker Realty	18	\$15,512,864
50	Cindy J. Shetterly	Keller Williams Distinctive Re	56	\$15,488,172

Rank	Name	Office	Total	Volume
51	Jackie Quigley	eXp Realty	32	\$15,239,447
52	William Draznik	Coldwall Banker Realty	39	\$15,231,918
53	Chris R. Waits	Sibcy Cline	48	\$15,221,777
54	Anne V. Bedinghaus	Coldwall Banker Realty	54	\$14,543,888
55	Jennifer L. Day	Re/Max Preferred Group	89	\$14,294,056
56	Andrew H. Homan	Coldwall Banker Realty	31	\$14,293,200
57	Patrick J. Cagney	Coldwall Banker Realty	51	\$14,218,161
58	Miranda Biedenbarn	Comey & Shepherd	78	\$13,912,400
59	Mary Clare Baden	Coldwall Banker Realty	31	\$13,618,900
60	Anna S. Bisher	Coldwall Banker Realty	47	\$13,508,999
61	Lynn M. Schwarber	Comey & Shepherd	29	\$13,352,500
62	Kelly Pear	Comey & Shepherd	24	\$13,197,000
63	Robert R. Smith	Coldwall Banker Realty	49	\$13,098,465
64	Teresa Johnson	Comey & Shepherd	39	\$13,090,551
65	Maura K. Cagney-Tipton	Coldwall Banker Realty	48	\$13,087,800
66	Elizabeth R. Mahoney	Sibcy Cline	22	\$13,087,041
67	Gina A. Dubell-Smith	eXp Realty	34	\$13,048,110
68	Kathy J. Kramer	Star One Real Estate	21	\$13,041,555
69	Cody M. Brownfield	Redfin Corporation	33	\$12,844,300
70	Sue Andrews Wahl	Comey & Shepherd	43	\$12,831,383
71	Erin P. Fay	Comey & Shepherd	36	\$12,792,350
72	Jon A. DeCurtins	ERA Real Solutions Realty	31	\$12,729,800
73	Gregory J. Tassone	Coldwall Banker Realty	18	\$12,692,533
74	Nikki M. Hayden	Private Real Estate Collection	30	\$12,654,190
75	Marc A. Cameron	Sibcy Cline	23	\$12,629,500
76	Tina A. Burton	Sibcy Cline	35	\$12,536,692
77	Micha Gleisinger	Comey & Shepherd	21	\$12,516,283
78	Beth A. Brown Ciul	eXp Realty	46	\$12,498,152
79	Robbie Dorger	Comey & Shepherd	22	\$12,481,500
80	Lisa S. Morales	Coldwall Banker Realty	42	\$12,416,300
81	Rakesh Ram	Coldwall Banker Realty	42	\$12,400,950
82	John M. Bissman	Keller Williams Pinnacle Group	39	\$11,974,851
83	Sue M. Miller	Comey & Shepherd	39	\$11,896,900
84	Oscar A. Asesyan	Sibcy Cline	30	\$11,863,200

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Individuals | By Volume Jan 1- June 30, 2022 as of July 6th, 2022 at 10:10PM

Rank	Name	Office	Total	Volume
85	Lindsay Spears	Re/Max Incompass	55	\$11,758,349
86	Flor D. McNally	eXp Realty	53	\$11,667,400
87	Hossam Elsayed	Emerald Home Advisors	47	\$11,643,500
88	Molly Eynon	Coldwall Banker Realty	29	\$11,627,280
89	Jeanne M. Rieder	Hoeting, Realtors	45	\$11,611,500
90	Diane Tafuri	Sibcy Cline	18	\$11,592,900
91	Robert F. Stephens	Comey & Shepherd	15	\$11,468,500
92	Denise L. Gifford	Keller Williams Advisors	33	\$11,416,200
93	Lisa M. Phair	Coldwall Banker Realty	38	\$11,347,001
94	Tyler A. Smith	Re/Max United Associates	27	\$11,277,051
95	Tammy Thome	Century 21 Thacker & Assoc.	39	\$11,248,102
96	Heather Alley	Keller Williams Community Part.	24	\$10,967,057
97	Jason Reynolds	Re/Max Alpha Real Estate	33	\$10,715,500
98	M. Doug Spitz	Coldwall Banker Realty	24	\$10,507,942
99	Sara E. Limper	Coldwall Banker Realty	27	\$10,445,280
100	Holly S. Maloney	eXp Realty	40	\$10,423,788

Rank	Name	Office	Total	Volume
101	Lanxi J. Song J	Keller Williams Seven Hills Re	28	\$10,394,500
102	Robert Hines	Coldwall Banker Realty	16	\$10,329,585
103	Beth Silber	Coldwall Banker Realty	30	\$10,263,500
104	Roy D. Webb	Key Realty	57	\$10,192,530
105	Courtne' C. Brass	Coldwall Banker Realty	28	\$10,153,665
106	Michele Donovan	Comey & Shepherd	42	\$10,136,000
107	Maryann D. Ries	Coldwall Banker Realty	19	\$10,075,478
108	Janelle A. Sprandel	Comey & Shepherd	32	\$10,046,345
109	William Wall	eXp Realty	34	\$10,034,300
110	Ingrid K. Likes	Coldwall Banker Realty	21	\$10,030,900
111	Mark Schupp	Star One Real Estate	41	\$9,943,500
112	Richard Davey	Comey & Shepherd	32	\$9,938,086
113	Lesli D. Norris	Coldwall Banker Realty	31	\$9,897,500
114	Brynn Fossett	Comey & Shepherd	16	\$9,884,300
115	Keith T. Taylor	Comey & Shepherd	32	\$9,878,446
116	Priya Sangtani	Comey & Shepherd	23	\$9,731,000
117	Keli S. Williams	Sibcy Cline	27	\$9,728,000
118	Elizabeth Waits	Sibcy Cline	31	\$9,724,630
119	Perrin G. March IV	Robinson Sotheby's Internat'l	5	\$9,718,500
120	Brett A. Keppler	Treo Realtors	43	\$9,689,507
121	Alexander Schafers	Re/Max United Associates	35	\$9,667,650
122	Roxanne B. Qualls	Sibcy Cline	18	\$9,607,087
123	Elizabeth Gerbus Akeley	Comey & Shepherd	23	\$9,560,884
124	Robert DiTomassi	Comey & Shepherd	29	\$9,514,900
125	Tyler R. Minges	Huff Realty	41	\$9,459,418
126	Rebecca A. Messenger	Comey & Shepherd	19	\$9,455,900
127	Brian P. Leisgang	Keller Williams Advisors	35	\$9,347,612
128	Bishnu L. Kharel	Re/Max Preferred Group	30	\$9,340,078
129	Jamie Rudy	Coldwell Banker Heritage	32	\$9,313,000
130	Jennifer H. Lightcap	Sibcy Cline	13	\$9,312,773
131	Lee G. Robinson	Robinson Sotheby's Internat'l	13	\$9,240,400
132	Regina M. Hamilton	Sibcy Cline	25	\$9,205,449
133	Donald M. Johnson	Cutler Real Estate	39	\$9,186,900
134	Angelo M. Pusateri	Comey & Shepherd	15	\$9,157,007

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Rank	Name	Office	Total	Volume
135	Pamela L. Kurtz	Coldwell Banker Realty	20	\$9,141,300
136	Douglas Manzler	Keller Williams Advisors	15	\$9,100,657
137	Jamie Gabbard	Comey & Shepherd	33	\$9,038,450
138	Tyler Dietz	Keller Williams Seven Hills Re	33	\$8,898,595
139	Jeffrey Boyle	Keller Williams Advisors	32	\$8,847,685
140	Evan Johnson	Cutler Real Estate	32	\$8,670,900
141	Marsha Bennett	Coldwell Banker Heritage	31	\$8,655,898
142	Jon L. Bowling	Re/Max Preferred Group	30	\$8,622,139
143	Varun Varma	Coldwell Banker Realty	24	\$8,603,919
144	Jacqueline L. Patrick	Star One Real Estate	21	\$8,583,900
145	Christopher Holtman	Real Link	21	\$8,557,413
146	Jessica Bauer	Comey & Shepherd	27	\$8,513,542
147	Nick G. Guetle	Cincinnati Boardwalk	35	\$8,405,150
148	Rodney Muterspaw	Berkshire Hathaway Home Service	39	\$8,353,500
149	James E. Pitzer III	Coldwell Banker Realty	28	\$8,326,200
150	Ryan Lara	eXp Realty	30	\$8,301,899

DISCLAIMER: Information is based on reported numbers to the Cincinnati REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Cincinnati REALTORS® through the MLS within the date range listed are not included. Cincinnati REALTORS® are not responsible for submitting this information.

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