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American Homeland Title Agency



Proudly Serving the Community Since 2004

Written by **Elizabeth McCabe** | Photos by **Brenna Smith**

American Homeland Title Agency, a full-service residential and commercial title company, has been proudly serving the community since 2004. American Homeland Title Agency handles real estate transactions in Ohio, Kentucky, West Virginia, and Florida. American Homeland Title Agency is solely owned by well-known local real estate attorney John Yonas.

Chief problem-solver, Yonas, states, “The secret to the company’s success is its people. I try my best to take care of my people. In return, I know our people will try their best to take care of our clients.”

“We strive to provide the best customer service as possible in a challenging real estate environment,” says Yonas. “Our General Manager, Jarrod Woods, is integral to the day-to-day running of our business helping our customers and clients navigate the entire process. Louis Breden is our Marketing Manager and Account Executive. Not only is he one of our closers, but helps to grow and expand the company by creating relationships.”

In addition to owning American Homeland Title Agency, Yonas also runs Yonas & Phillabaum Attorneys at Law. Four of the attorneys at the law firm support all of the legal needs of the clients of American Homeland Title Agency. The law firm also has attorneys practicing litigation, criminal defense, probate, estate planning and domestic relations. Having attorneys at American Homeland Title Agency is invaluable and sets them apart from their competition, which often doesn’t have attorneys on staff.

Going Above and Beyond

The dedicated team at American Homeland Title Agency stays on the cutting edge of technology in today’s digital age. Yonas explains, “We are constantly improving our overall processes and keeping up with technological advances that are becoming available in the real estate industry.”

Expect the best at American Homeland Title Agency. “We close transactions any time any place. We have more staff per transaction than anyone else in our industry by far,” says Yonas.

Don’t leave titles to chance. A bad closing experience could reflect badly upon the REALTOR®. Real estate professionals should choose the very best affiliate partners for their transactions. American Homeland Title Agency is the best at what they do in the local industry.

“In addition to everything else we offer, we have provided a library of informational videos to help educate consumers on some of the aspects of the real estate transaction process,” shares Yonas.

Thriving During the Pandemic

During the pandemic, American Homeland Title

Agency catered to their clients with innovative offerings and features, changing the real estate closing landscape.

Yonas explains, “One of the best innovations we brought, especially in the time of COVID, was our mobile closing office that we could bring to the customer when their coming to the office wasn’t an option. We can come to them!” Simplifying the closing process made it easier and more efficient, translating into a better experience for clients.

John Yonas’ Background

Originally from Brown County, Yonas graduated Western Brown High School. He is proud to be a graduate of The Ohio State University’s College of Business with a specialization in accounting. He then earned his J.D. from law school at The Ohio State University.

Following graduation, Yonas worked as a tax attorney for the first couple of years of his career to help Fortune 500 companies implement tax strategies to minimize their tax burden. In 2002, he jumped into real estate by taking a position with Frost Brown & Todd, a 400-attorney firm. After working there for a few years, Yonas started his own law firm and title company. He has been going strong for over 17 years.

Currently, Yonas resides in Clermont County with his family. When he’s not working, he likes making memories with his family and cherishing the time they spend together.

Giving Back

“We have created the American Homeland Title Community Foundation back in the beginning of 2020. Its purpose is to provide us with a vehicle to help us give back to our community,” points out Yonas.





We strive to provide the best customer service as possible in a challenging real estate environment.

With every transaction closed, a donation is made to their foundation, which provides for other not-for-profits to support the community. Since the beginning of 2020, the foundation has raised over \$80,000 for more

than 50 local charities. Some organizations they have supported include Cincinnati Association for the Blind, The Magnolia Resource, City Gospel Mission and the Emergency Shelter of NKY, just to name a few.

New Offerings for 2022

If you haven't tried American Homeland Title Agency, check them out! They are constantly striving to provide an excellent closing experience. In 2022, they are improving

their customer experience by assigning teams for each of their customers, allowing for a single point of contact.

Their main office is located on 9656 Cincinnati-Columbus Rd. in West

Chester and has since grown to seven area locations with offices also in Eastgate; Dayton; Downtown Wilder, KY; Cold Spring, KY; and Brown County, OH.

For more information on American Homeland Title Agency, check out their website, www.americanhomelandtitle.com.

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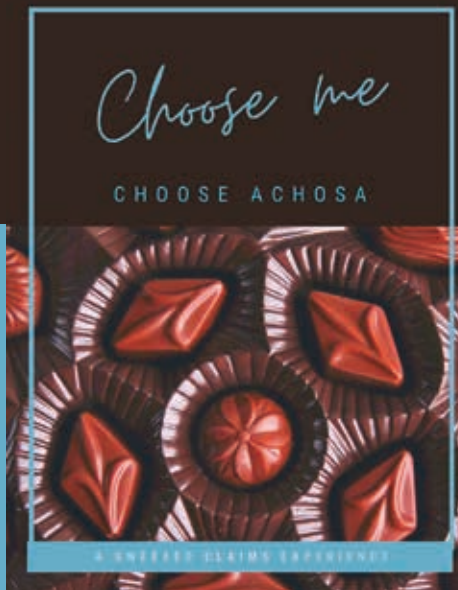
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nicole peters

▶▶ on the rise

By Elizabeth McCabe
Photos by Krista Silz

It was the best of times yet the worst of times to enter real estate for Nicole Peters. She launched into real estate in the middle of the pandemic on October 28, 2020, yet in the middle of a hot (although chaotic) market.

“I had been in property management for 10 years. I had been in the real estate world for a long time, yet I wasn’t licensed,” says Nicole, a REALTOR® with Key Realty.

Entering real estate was a natural progression for Nicole. She worked as a leasing agent in property management as a regional and district manager. Longing for more, she wanted long-lasting relationships with clients, rather than helping people for a year.

What was the scariest thing about starting real estate? “The unknown,” says Nicole. “It’s definitely different from rentals.” She adds, “Buying a house is a huge investment for people.” As time went on, Nicole grew in her self-confidence and trusted her ability to help her clients.

Interestingly, Nicole was led to real estate through another REALTOR® who helped her purchase a home. It left an impression upon her. Nicole explains, “No matter what our budget was, we were the most important to her when we were in front of her. She made us feel special every time we talk.”

Nicole got her start in real estate at RE/MAX Incompass. She raves, “That brokerage was such a blessing from the leadership to all of the agents. It’s a small brokerage and because it’s small, I didn’t get lost in the shuffle.” Whenever she had a question, other agents would be happy to answer, let her ride around in their car, and show her the ropes. In December, she switched to Key Realty and is excited for the next chapter of her real estate career.

Making Friends

Nicole has built long-term relationships in real estate. She says, “The people are my favorite part of real estate.” She has had some of the “most amazing people” come into her life since she started real estate.

“They blessed my family and were so kind and so giving,” explains Nicole. She has made some true lifetime friends who check on her and her family.

“My clients still this year have proven time and time again that there is good out there. The majority of the people are still good,” says Nicole.

She brings her clients gifts at the closing table, and they also bring her gifts, which has been very heartwarming for Nicole.

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Award-Winning REALTOR®

Nicole, who has a career volume just over \$5.5 million, is also an award-winning REALTOR®. She is proud to have made the President Sales Club in 2021. She has also earned the Level 2 Butler Warren Award. In August, she was the 45th agent out of the top 50 RE/MAX agents in Ohio for sales volume.

What's the secret to Nicole's success? "I'm successful because I care, maybe too much," she jokes. "Maybe too much. I look at every transaction as if it were mine. If it were my house, how would I want it to be handled. I'm in - emotionally, mentally, and physically for every transaction. I will be at people's inspections, appraisals, and closings."

Nicole has also been known to give closing gifts to her clients. She says, "I care a lot. Every transaction is a big deal for me. It's a big deal for them."

Fortunate for Family

Nicole, who has been with her husband, Tommy, for 10 years, credits him for her success. She raves, "He is a rockstar. I could not do whatever I do for my clients without him."

They are blessed with two kids, Tanner (10) and Lorelei (5). Nicole says, "They're wonderful kiddos." Nicole carves time out of their schedule to hang out with her kids at the pool in the summer, faithfully attends her son's football games, and puts her family first.

She describes Lorelei as a sassy ball of fire. "If you know her, you will

love her," smiles Nicole. Tanner is a free-spirited independent child with a heart of love inside.

"I'm truly blessed with the family I have," says Nicole.

When she isn't working, Nicole likes reading, online shopping, and playing with her kids. You can also find her playing board games with Tanner.

Optimistic Outlook

"I look forward to what next year brings. I learned a lot in 2021 and am excited to see what 2022 brings me. With new agent relationships and a new brokerage, I feel like 2022 has something up its sleeve. I'm figuring out what it has in store for us," concludes Nicole.



“My clients still this year have proven time and time again that there is good out there. The majority of the people still good.”



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▶▶ REALTOR® to watch

ANGIE SEXTON

HELPING “MOVE YOU THRU LIFE”

Written by Elizabeth McCabe | Photos by Brenna Smith

“I got my real estate license in 2003 but didn’t get started until 2008,” says REALTOR® Angie Sexton. When her life circumstances changed in 2008, she decided to launch into real estate and tasted sweet success in the process.

Prior to real estate, Angie owned and operated a residential cleaning business and cleaned houses for a living. She comments, “I did that for 10 years.” When she realized that there were limitations to her income, she found a new profession instead.

The idea of real estate came about from her childhood days. Her father was a custom home builder in Lexington. She grew up on a small farm in Central Kentucky. When she was 4 years old, she had a hammer in her hand and told she wasn’t allowed to miss the nail. Angie and her siblings framed houses for their father to “earn” their ski vacation. Little did she know that this experience would prepare her for her future career in real estate.

An entrepreneur, Angie wanted to own her own business, but it had to be in the right field. She was led to real estate through a friend at a baby shower, who



...



happened to be a Top Producer with Coldwell Banker, Ogle Annett.

“She encouraged me to think about real estate,” says Angie. Angie took her advice to heart and entered real estate, although it was challenging at first. “The whole thing was scary,” admits Angie, “just believing that I could do it. I came from cleaning houses for a living, but I knew I could run a business.”

Angie had a number of qualities that REALTORS® need, including a solid work ethic, being disciplined, and knowing how to do accounting and taxes. However, the change from Kentucky to Cincinnati was a challenge.

“I’m not from Cincinnati and Cincinnati is tough. I didn’t go to school here. I was cleaning houses for a living and didn’t have a large network. Real estate is about networking, and I learned how to build a network. It took some time though.”

Excelling in Real Estate

Angie genuinely enjoys her job. She comments, “I love how dynamic it is. No two clients are the same.” A competitive person by nature, Angie thrived on

the challenge of building her business, having goals and achieving them.

“I’m a very goal-oriented person,” she explains. She finds it exciting to meet goals.

To date, Angie has a career volume of \$125 million. She is also proud to earn the Coldwell Banker International Presidential Elite Award several times in addition to the Presidents Circle among other awards.

Angie has worked at Coldwell Banker since her start in real estate. She comments, “I chose Coldwell and Ogle was the main reason why. I also liked the global aspect of Coldwell Banker. They have been good to me. There’s not a better company out there than Coldwell Banker.” She has been loyal to them and they have been loyal to her.

Angie works with an assistant and recently had an agent join her, working underneath her. She started this past summer, and they might be a team in the future.

Moving You Thru Life

With a solid work ethic and as

stubborn as they come, Angie has done well for herself. When she first started real estate, she took several top agents to coffee and listened and learned from the very best. She comments, “I didn’t try to reinvent the wheel.” She found her niche in real estate. Not only does she find homes along bike trails, she also provides the information of why the connectivity of multi-use trails is powerful in neighborhoods and showcases homes near multi-use trails. Her tagline says it all – “moving you thru life.” “It’s a double entendre,” explains Angie.

An avid cyclist, Angie used to race and put a few thousand miles a year on her bike. She also likes backpacking and has backpacked around the world in many amazing places, including Peru, Chile, the Canadian Rockies, Iceland, and all around the United States.

An adventurous person, Angie loves scuba diving and skydiving. She jokes, “I don’t sit still much. That’s hard.”

We are honored to feature Angie Sexton as our REALTOR® to Watch. For more information, check out her website, movingyouthrulife.com.

“

I chose Coldwell and Ogle was the main reason why.

I also liked the global aspect of Coldwell Banker. They have been good to me.

There’s not a better company out there than Coldwell Banker.”





► cover story
Leann
Starks

Written by Elizabeth McCabe
Photos by Krista Silz

“Real estate runs in my family,” says REALTOR® Leann Starks. “My parents were REALTORS®, and I grew up in the business. My mom and stepdad were in the industry and had their own company, Edwards Realty. I was 18 years old when they sold it to Star One.”

Leann, who managed the Maisonette, La Normandie prior to real estate, got licensed in 2001. She started with Star One for eight years and was with RE/MAX Preferred Group for 13 years before transferring to ERA Real Solutions Realty.

Starting real estate wasn't easy. Leann felt the pressure of being the main breadwinner and relying on commission for income. She also had a 1-year-old daughter at the time. That pressure remains with Leann today.

She admits, “Even 20 years later, I worry sometimes, ‘Where will the business come from? What will that look like?’ I have three kids total now. My biggest tribute thus far was when my middle son looked at me

and said, ‘I don't know how you do it. Mom, you work so hard.’ That was a pivotal moment, realizing that in this industry you work hard if you want to stay relevant. I have shown my kids what life looks like through adversity, financial difficulty, being on top and not being on top, and never giving up. I have the ability to show that to my kids every single day.”

Treating Clients Like Family

Leann loves the rich rewards of real estate, especially with her clients who become her friends. She comments, “We say that we are your REALTORS® for life.” For Leann, that means treating her clients like family.

“Our Christmases and Thanksgivings are made up of not just our family but

the people we have come in contact with because of real estate. They are our chosen family,” she says.

Helping Others

Leann also has a heart for other agents, helping them whenever she can, even with the constant competition in real estate.

“The last four people I recruited were people on the other side of the deal,” she says. When they didn't know what to do during a transaction, Leann went above and beyond, walking them through it, holding their hand, and helping them with her years of experience in real estate.

“Oftentimes in real estate, we are compared to used car salesmen,” says Leann. She enjoys reaching out to help a peer.

Building a Team

Leann feels fortunate to work with the “most unbelievable group of people right now” at ERA Real Solutions Realty. She comments, “I came to ERA because they offered a model that was more palatable for me.” She likes doing the training yet they all still work together.

Leann was joined at ERA by a team of incredible agents who bring a tremendous amount of knowledge and professionalism. Regina Smith, who is in the fourth year of her real estate

“

Our Christmases and Thanksgivings are made up of not just our family but the people we have come in contact with because of real estate. They are our chosen family.

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career, is married to Elijah Smith, who is on his way to being licensed. They have a daughter and one on the way. Ashlee Ellis is new to the sales side of things, but brings great knowledge from her years of leasing experience. Ashley is a mother of three girls.

“Leading our NKY production are Michelle McKenney and her daughter Khadijah Brosky who work as a team! They are also known as #agentfam, a term they coined in recent years. In addition, new to our northern Kentucky office are Caitlin Campbell, her brother Devon Carnes, Sierra

Tucker, Lonetta Cottrell in Kentucky and Indiana, and Carie Chesser, who leads our Dayton group! We continue to grow and are preparing to open our new cafe office in Mainstrasse! Big things are ahead for ERA and this team of superstars!” says Leann.

“We built this amazing group of people,” she raves. One of the agents, a childhood friend, has really excelled in real estate. Leann comments, “This industry has provided something she couldn’t have had otherwise.”

Now Leann’s daughter Alexis is in the business, and Leann couldn’t be

more excited about her future. Not to mention Leann’s business partner and mother, Kay Edwards, who has been in real estate for the past 35 years. Kay is getting ready to be the President of the Cincinnati Area Board of REALTORS®. Leann says, “She inspired me to join the industry and taught me what I needed to know to be successful.”

Building a Brand

Leann bought a building, opening a cool café office in the middle of Mainstrasse in the middle of Covington. She will open a branch in Dayton and one in Florida.

“The opportunities that ERA has offered me don’t exist anywhere else,” says Leann. She sees positives all around her – for her individually as well as for the company. It’s not all about the commission; it’s about helping others.

An award-winning REALTOR®, Leann has earned the Circle of Excellence, the RE/MAX Hall of Fame Award, and is part of the Presidents Club.

An Innovative Model

Leann sets herself apart from the competition through implementing a different approach with her clients. She explains, “Doctor-patient relationships are kind of our model. When you go to a doctor, you don’t diagnose yourself in front of the doctor or make your own plans.” She approaches real estate with her clients the same way.

During their initial consultation, Leann asks her clients to tell them everything they think and feel. Leann then prescribes a plan that will accomplish all those things. As Leann has discovered, “What clients say they want isn’t what they need.” As a result, it’s challenging to find the right property. When the agent takes the lead after listening to the client, the client is more satisfied and finds what he or she is searching for.

Being Authentic

Leann, who had 20 million in her 2020 sales volume, credits her success to her ability to be authentic. She admits, “I have had just as many



failures as I have had successes.” She has worked tirelessly to become the go-to agent and sets expectations for her clients.

Family Focused

“I’m the luckiest woman alive,” says Leann. “I have three amazing children. My oldest is 21, Alexis, who is also my transaction coordinator right now.” She played collegiate basketball and is excited to see what the future holds for her.

Her son Chandler, 16, is a junior at Covington Catholic. Leann raves, “He’s an amazing basketball player.” Currently, he is going through the recruiting process. Last but not least is Griffin, 12, who is a student at St. Agnes.

Leann and her family reside in Anderson, and her children attend Kentucky schools.

To relax and unwind, Leann is a “huge podcast listener” and reader. “Those are my modes of relaxing,” she says. She also likes to kick back and relax at Bonita Springs. Overall, she says, “Basketball is our life – 24/7.” Her kids are 6-foot-6, 6-foot-7, and 6-foot-1. Leann jokes, “I am officially the runt of the family.”

Leann loves to travel, and her kids are all foodies. They enjoy family game nights and eating crab legs. “That’s something we do and love,” she says. They are currently planning a trip to Wyoming and are very excited.

“We also travel for basketball. In the spring, we are gone every weekend,” says Leann. Chandler was lucky enough to play with Bronny James, which was a dream come true for this avid basketball player.

Leann can’t imagine a better career than real estate. Her solid work ethic, coupled with her drive and determination, has given her a name in Cincinnati real estate.



“

I have shown my kids what life looks like through adversity, financial difficulty, being on top and not being on top, and never giving up. I have the ability to show that to my kids every single day.

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- Dec 31 as of Jan 6, 2022 at 1:22PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	121	\$125,623,124
2	Alice M Jones	Comey & Shepherd	430	\$113,096,745
3	Scott A Oyler	Coldwell Banker Realty	203	\$84,092,078
4	Daniel Watkins	Comey & Shepherd	328	\$82,155,844
5	Rick J Finn	Coldwell Banker Realty	199	\$78,113,471
6	Heather R Herr	Coldwell Banker Realty	150	\$69,961,361
7	Ragan R McKinney	Ragan McKinney Real Estate	343	\$69,688,650
8	Ellie D Kowalchik	Keller Williams Pinnacle Group	177	\$67,185,294
9	Megan S Stacey	Coldwell Banker Realty	128	\$60,310,227
10	Kevin E Hildebrand	eXp Realty	187	\$59,224,960
11	Andrew S Gaydosh	eXp Realty	233	\$59,138,188
12	Adam G Marit	Real Link	184	\$57,179,681
13	Bob Dorger	Comey & Shepherd	94	\$57,121,661
14	Walter B Gibler	Coldwell Banker Realty	152	\$53,352,675
15	Michael C Hinckley	Coldwell Banker Realty	91	\$51,339,471
16	Sandra L Peters	Comey & Shepherd	67	\$50,595,441
17	Shelley Miller Reed	Coldwell Banker Realty	81	\$50,267,161
18	Kim K Mansfield	Keller Williams Advisors	190	\$49,924,621
19	Amy Hackett Roe	Coldwell Banker Realty	80	\$49,537,361
20	Tom Deutsch Jr.	Coldwell Banker Realty	196	\$44,691,102
21	Sarah A Woody	Keller Williams Advisors	143	\$44,559,885
22	Holly Finn	Coldwell Banker Realty	116	\$44,222,406
23	Susan K Welsh	Real Link	138	\$43,847,747
24	Kimberly A Price	Plum Tree Realty	206	\$42,575,150
25	Lisa S Morales	Coldwell Banker Realty	140	\$42,540,265
26	Michael P Hines	Coldwell Banker Realty	79	\$42,451,674
27	Andrea DeStefano	Sibcy Cline	97	\$41,203,805
28	Mike Hildebrand	eXp Realty	130	\$40,892,588
29	Peter D Chabris	Keller Williams Seven Hills Re	154	\$40,808,049
30	Ron A Bisher	Coldwell Banker Realty	133	\$40,554,521
31	Robert Dorger	Comey & Shepherd	62	\$40,337,917
32	Rakesh Ram	Coldwell Banker Realty	129	\$38,429,592
33	Debi A Martin	Keller Williams Advisors	60	\$36,930,927
34	Daniel Baron	Keller Williams Advisors	127	\$36,903,214

TOP 150 STANDINGS

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Rank	Name	Office	Total	Volume
35	Amy L Markowski	Real Brokerage Technologies	180	\$36,834,170
36	Julia P Wesselkamper	Coldwell Banker Realty	73	\$36,629,610
37	Michael T Maley	Comey & Shepherd	147	\$36,384,805
38	Heather M Stallmeyer	Coldwell Banker Realty	82	\$34,991,184
39	Micha Gleisinger	Comey & Shepherd	59	\$33,873,697
40	Michael L Vazquez	ERA Real Solutions Realty	93	\$33,066,896
41	Jeffrey E Woken	Redefine Realty	122	\$32,795,350
42	Gina A Dubell-Smith	eXp Realty	70	\$32,785,397
43	Jackie Quigley	Comey & Shepherd	66	\$32,282,969
44	Jack C Hinckley	Coldwell Banker Realty	54	\$32,066,271
45	Tyler A Smith	Re/Max United Associates	77	\$31,649,773
46	Patrick J Cagney	Coldwell Banker Realty	131	\$31,331,278
47	Helena F Cameron	Sibcy Cline	68	\$31,245,667
48	Lynn M Schwarber	Comey & Shepherd	70	\$30,970,922
49	Cindy Shetterly	Keller Williams Distinctive Re	117	\$30,715,516
50	Kathy J Kramer	Star One Real Estate	70	\$30,380,515

Rank	Name	Office	Total	Volume
51	Molly E Blenk	Comey & Shepherd	87	\$30,119,693
52	Andrew H Homan	Coldwell Banker Realty	72	\$29,727,877
53	Sue S Lewis	Sibcy Cline	82	\$29,070,148
54	Kelly Pear	Comey & Shepherd	51	\$28,695,000
55	Alexander Schafers	Re/Max United Associates	96	\$28,658,300
56	DeeDee R Ollis	Re/Max Victory + Affiliates	104	\$28,240,400
57	Brittney Frietch	Re/Max Preferred Group	81	\$28,108,419
58	Maura K Cagney-Tipton	Coldwell Banker Realty	116	\$28,078,728
59	Linda T Destefano	Sibcy Cline	63	\$27,446,034
60	Anna S Bisher	Coldwell Banker Realty	83	\$27,273,504
61	Brian P Leisgang	Keller Williams Advisors	81	\$27,020,702
62	Tyler Minges	Huff Realty	117	\$26,915,556
63	Sue Wahl	Comey & Shepherd	93	\$26,879,500
64	Diane Tafuri	Sibcy Cline	45	\$26,421,950
65	Jamie R Gabbard	Comey & Shepherd	97	\$26,263,163
66	Lee G Robinson	Robinson Sotheby's Internat'l	37	\$25,978,125
67	Keli S Williams	Sibcy Cline	65	\$25,738,069
68	Tina A Burton	Sibcy Cline	93	\$25,538,622
69	Steve Sylvester	Comey & Shepherd	42	\$25,308,209
70	Sondra M Parker	Coldwell Banker Realty	61	\$24,752,174
71	Angelo M Pusateri	Comey & Shepherd	52	\$24,586,908
72	Sue M Miller	Comey & Shepherd	84	\$24,576,600
73	John M Bissman	Keller Williams Pinnacle Group	95	\$24,520,950
74	Monika Deroussel	eXp Realty	67	\$24,487,184
75	Steve S Early	Sibcy Cline	30	\$24,165,600
76	Denise L Gifford	Keller Williams Advisors	89	\$24,043,623
77	Regina M Hamilton	Sibcy Cline	90	\$23,985,750
78	Jeanne M Rieder	Hoeting, Realtors	105	\$23,650,200
79	Jon L Bowling	eXp Realty	64	\$23,331,817
80	Timothy J Mahoney II	Sibcy Cline	38	\$23,314,851
81	Tiffany B Allen-Zeuch	Sibcy Cline	54	\$23,290,525
82	Pam Steiner	Comey & Shepherd	32	\$23,220,716
83	Robert R Smith	Coldwell Banker Realty	101	\$22,980,713
84	Bishnu L Kharel	Re/Max Preferred Group	76	\$22,786,400

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- Dec 31 as of Jan 6, 2022 at 1:22PM

Rank	Name	Office	Total	Volume
85	Bobby F Stephens	Comey & Shepherd	37	\$22,715,662
86	Beau F Tuke	Sibcy Cline	38	\$22,712,100
87	Michael T Wiseman	ERA Real Solutions Realty	66	\$22,687,729
88	William Draznik	Coldwell Banker Realty	60	\$22,537,258
89	Lisa M Phair	Coldwell Banker Realty	81	\$22,502,300
90	Beth R Mahoney	Sibcy Cline	44	\$22,225,074
91	James E Pitzer III	Coldwell Banker Realty	84	\$22,193,662
92	Tyler McConnell	Comey & Shepherd	86	\$22,153,789
93	Scott T Ferguson	Keller Williams Advisors	74	\$21,828,974
94	Doug Spitz	Coldwell Banker Realty	60	\$21,469,187
95	Chris R Waits	Sibcy Cline	75	\$21,349,820
96	Molly Eynon	Coldwell Banker Realty	61	\$21,323,375
97	Sara E Limper	Coldwell Banker Realty	61	\$21,323,375
98	William Wall	eXp Realty	70	\$21,316,445
99	Tami Holmes	HER LLC	75	\$21,195,172
100	Lesli D Norris	Coldwell Banker Realty	63	\$20,824,875

Rank	Name	Office	Total	Volume
101	Jill O Ferguson	Keller Williams Advisors	67	\$20,645,859
102	Sandra L Burkhart-Williams	Huff Realty	66	\$20,566,334
103	Flor D McNally	Keller Williams Advisors	93	\$20,555,890
104	May Wu	Comey & Shepherd	50	\$20,341,322
105	Beth A Brown Ciul	Keller Williams Advisors	90	\$20,170,820
106	Michele Donovan	Comey & Shepherd	89	\$20,045,954
107	Jeffrey Boyle	Keller Williams Advisors	80	\$19,959,150
108	Robert DiTomassi	Comey & Shepherd	58	\$19,876,600
109	Laura M Faz	eXp Realty	57	\$19,845,983
110	Scott Fader	Josphe Walter Realty	62	\$19,818,100
111	Sarah E Close	Keller Williams Advisors	74	\$19,781,500
112	Bradley J Clements	Comey & Shepherd	76	\$19,744,450
113	Chris Dohrmann	Sibcy Cline	25	\$19,728,256
114	Mitchell Ram	Coldwell Banker Realty	62	\$19,698,225
115	Marc A Cameron	Sibcy Cline	47	\$19,623,723
116	Don M Johnson	Cutler Real Estate	74	\$19,613,635
117	Keith T Taylor	Comey & Shepherd	75	\$19,338,837
118	Barbara J Browning	Coldwell Banker Realty	52	\$19,290,550
119	Eric Lowry	eXp Realty	75	\$19,121,001
120	David D Dawson	Sibcy Cline	44	\$19,097,705
121	Erin P Fay	Comey & Shepherd	56	\$18,832,400
122	Lindsay Spears	Re/Max Incompass	88	\$18,571,785
123	Beth Silber	Coldwell Banker Realty	70	\$18,528,236
124	Pamela L Kurtz	Coldwell Banker Realty	58	\$18,496,740
125	Brendan S Morrissey	Sibcy Cline	67	\$18,477,620
126	Rich Davey	Comey & Shepherd	72	\$18,463,837
127	Brett A Keppler	TREO Realtors	70	\$18,331,600
128	Ingrid K Likes	Coldwell Banker Realty	41	\$18,257,700
129	Anne V Bedinghaus	Coldwell Banker Realty	87	\$18,148,017
130	Tammy K Thome	Century 21 Thacker & Associates	71	\$18,085,098
131	Heather S Kopf	Kopf Hunter Haas	38	\$17,764,050
132	Jon A DeCurtins	ERA Real Solutions Realty	53	\$17,702,050
133	Jessica Bauer	Comey & Shepherd	65	\$17,637,400
134	Bryan L Hoelzer	Coldwell Banker Realty	70	\$17,631,857

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TOP 150 STANDINGS

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135	Oscar A Asesyan	Sibcy Cline	47	\$17,613,976
136	Missy B Friede	Century 21 Thacker & Associates	74	\$17,549,000
137	Celia B Carroll	Sibcy Cline	33	\$17,318,630
138	Heather Alley	ERA Real Solutions Realty	45	\$17,272,299
139	Michelle E Hudepohl	Coldwell Banker Realty	33	\$17,260,920
140	Christy Jones	Coldwell Banker Realty	31	\$17,204,540
141	Susan B Rissover	Keller Williams Advisors	41	\$17,153,958
142	Jason J Bowman	Re/Max Alliance Realty	78	\$17,150,780
143	Angela M Sexton	Coldwell Banker Realty	39	\$17,094,950
144	Jason A Sheppard	Comey & Shepherd	66	\$17,057,530
145	Ben Freimuth	Re/Max United Associates	47	\$17,052,105
146	Michelle R Sloan	Re/Max Time	43	\$17,040,413
147	Kimberly A Mercurio	Re/Max United Associates	41	\$17,031,850
148	Angela M Apking	Sibcy Cline	35	\$16,857,294
149	Carol A Grubb	Comey & Shepherd	39	\$16,849,380
150	Tyler Dietz	Keller Williams Seven Hills Re	52	\$16,644,433

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