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If you are interested in contributing or nominating Realtors for certain stories, please email us at [patrick.braddick@realproducersmag.com](mailto:patrick.braddick@realproducersmag.com).

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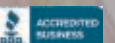
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Written by **Elizabeth McCabe**  
Photos by **Brenna Smith**

# Ocusell

Modernizing the Listing Process  
for Real Estate Professionals



Ready to simplify your listing workflow? What if there was an MLS integrated listing software that would make your life easier? What if you could save hours of time spent on inputting data? Or effortlessly create and manage listings in a collaborative, easy-to-use interface? Now you can with Ocusell, the only MLS integrated listing software built for REALTORS®.

This all-in-one listing solution simplifies the work for today's busy agents. Ocusell, which was launched in October 2021, was the brainchild of co-founders Alex Taylor and Hayden Rieveschl. Alex serves as the Chief Revenue Officer, and Hayden is the CEO.

"Hayden and I were introduced by the former co-founder of Dotloop two years ago," explains Alex, the first Director of Sales at Dotloop and owner of the Oval Room Group. Alex adds, "We were working on similar real estate tech, and we realized that the listing process for residential real estate agents is the only phase that has not been 'disrupted' by technology. So, we wanted to create a modernized and streamlined listing platform for agents."

With 650+ MLSs in the United States, listing a property is an "extremely antiquated and fractured process." Hayden and Alex saw a better way with a uniform listing platform through Ocusell.

"We are integrated with the Cincinnati MLS and coming soon in Northern Kentucky. However, we plan to expand throughout the state of Ohio and eventually across the country," explains Alex.

#### An Answer to A Long-Standing Need

Ocusell came about because of a long-standing need for REALTORS® to integrate systems seamlessly. Alex explains, "We have spoken to numerous brokerages across the state of Ohio who were searching for a solution to the listing problem. Agents have come to accept the way it has always been done and even toyed with the idea of creating something like this on their own. They have had an overwhelmingly positive response to Ocusell, which changes the way that home listings are created and managed."

The Ohio Association of REALTORS® was also trying to find new technology to help boost the 33 MLSs that they



support. They aimed to create a better environment that was a tremendous benefit for their members.

Ocusell saves time and money for today's busy REALTORS®. Although certain agents have transaction coordinators, Alex

•••

explains, “You could free up those folks to be an additional resource for the brokerage team versus inputting data into a box,” says Alex.

“We sit on the same side as agents,” points out Alex. “We are looking to be a partner with agents. Our goal is not to align with Zillow or Trulia

or any large-scale platform to solicit agents to be a lead source for them. We want to be on the same team as the agent to execute business more efficiently and effectively.”

#### How It Works

The process of generating a listing is simple. Ocusell has a “first of its kind”

integration into the MLS. Ocusell allows agents to generate a listing from a single platform, manage the listing content on an ongoing basis, collaborate with an agent’s team or their brokerage, and source visual media providers. Once the listing is created, it is published completely to the MLS and social media platforms



days for a listing to be complete from finding an agent to a listing hitting the market. With Ocusell, that time is considerably shortened.

“We have a visual media marketplace, and real estate agents could hire a photographer in the platform for the same day or the very next day,” says Alex. This will expedite the process for photography and get listings on the market even sooner.

For more information on Ocusell, check out their website, [ocusell.com](http://ocusell.com). Simplify the way that you list properties!

through the click of a button. In essence, Ocusell aims to generate, manage, and integrate the entire listing workflow!

“We are in the process of onboarding a very reputable midsize brokerage in Cincinnati and getting their agents on board,” says Alex. Currently, they have a handful of beta testers and are excited for sales to kick off more in the days ahead.

#### Services Provided

By modernizing and streamlining the MLS, REALTORS® no longer have to fill out fractured online listing forms that are not logically grouped. Why do more work than necessary? Instead of communicating via text, email, and phone calls about a listing, communicate on a streamlined platform. It pales in comparison to populating every listing separately on the MLS, social media, and various websites.

“For every listing that is created in our system, we have AI algorithm that produces a stunning marketing website at no additional cost,” explains Alex. It simplifies the process for REALTORS®. According to the National Association of REALTORS®, it can take up to 14

“

We are looking to be a partner with agents. Our goal is not to align with Zillow or Trulia or any large-scale platform to solicit agents to be a lead source for them. We want to be on the same team as the agent to execute business more efficiently and effectively.



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# amber

## FORMER DENTAL HYGIENIST TURNED REALTOR®

At every end is a new beginning. Former dental hygienist Amber Allred was looking for a new career after 13 years in the dental field. She enjoyed her work, liked her patients, but the physical demands of the job were too taxing on her shoulder and neck, prompting a visit to a surgeon.

“What am I going to do?” Amber asked herself after seeing the results of her MRI. Living on Ibuprofen wasn’t the answer. A new career was.

“I gave a really long notice,” explains Amber. “I needed time to figure out my next step, and I wanted to tell my patients in person that I was leaving.” Her answer to a new career came from an unexpected source – the listing REALTOR® who sold Amber her first house years ago. When he asked her if she had ever thought about real estate, Amber started seriously considering it.

“Houses always interested me, but I never thought I would pursue real

estate as a career,” says Amber. She jumped into real estate five years ago and is grateful that she did.

“Now my shoulder doesn’t hurt,” she smiles. “I still keep my hands in the dental profession. I teach part-time at UC and sub at dental offices here and there.”

Interestingly, there are a lot of parallels between dentistry and real estate. Amber notes, “It’s relationship-based healthcare. The whole family goes to the dentist, and you see them every three or six months. A lot of my business comes from former patients and coworkers.”

Just as in dentistry, Amber builds relationships with her clients. Her first deal came from a former patient. Amber sent out postcards after she got her real estate license. Her former patients welcomed her with open arms. Her first deal was helping the mother of one of her patients move from California to Cincinnati.

Amber works for Keller Williams Advisors and loves what she does.

### Embracing the Journey

“No one buys a house just for fun,” notes Amber. “Houses are connected to a life event; maybe it’s getting married, having kids, or kids going off to college, etc. People need help navigating that big leap. It’s another part of their journey, and I like being part of it. I enjoy helping them navigate through that and being their advocate.”

A genuine people person, Amber embraces the Golden Rule treating people how they want to be treated. Although she admits that her business and life are ever-evolving, her values are steadfast.

### Hometown Roots

Originally from Cincinnati, Amber grew up in Madisonville. The majority of her family still lives there. Amber loves the fact that she was able to purchase her grandfather’s home and do her photoshoot there.

on the rise  
Written by Elizabeth McCabe | Photos by Brenna Smith



Steeped in history, this “big old house” was built in 1907. It still has the original tile roof and has sentimental value to Amber and her family. Amber, who grew up across the street from it, now rents out the property to offset the maintenance cost.

“It’s really a cool house,” says Amber. “I wouldn’t have had the opportunity to purchase it had I not gone into real estate.” Her entire family has lived in this historic home, including her brother, her son, cousins, and herself! Her grandfather lived in the house until he passed away at the age of 97. Thanks to the layout and setup, he was able to age in place there. “It’s such a cool and unique property,” she says.

Nicknamed the “Mayor’s Mansion,” this home earned its nickname after Amber’s grandpa ran for the mayor of Cincinnati when he was 85 years old. Amber recalls, “He got 129 votes. If he won, he didn’t need to move because he already lived in a mansion.” Her grandpa was the “unofficial mayor of Madisonville.” And although he didn’t win the election, both Amber’s grandma and grandpa were an integral part of the neighborhood because of their years of avid involvement in the community.

Amber recalls that when her grandpa died, there were five generations alive in the family. She says, “My granddaughter had the chance to know her great, great grandfather.” That’s a memory that Amber will forever cherish.

### Family Focused

When Amber isn’t working, she enjoys



...  
spending time with her husband, Chris, their two kids, and her granddaughter.

To relax and unwind, Amber enjoys traveling, walking her dog, reading, and trying out new restaurants with friends. She has learned to adapt to the busy lifestyle of real estate, trading in her days at the dentist with meetings with clients.

#### Words of Wisdom

“Healthcare is very much a team effort,” she says. “You’re working with other people to make it work. In real estate, you can be on your own island, and at times it can feel lonely.”

What’s the answer to overcoming loneliness? “Get off your island or invite people TO your island,” says Amber. “If you’re a social person, you need that community to support and guide you. Make connections within your field, and always be willing to learn from others. That’s what helps us grow and become professionals.”

Amber has beaten the odds of starting a second career later in life. She loves what she does, which is evident in her passion and enthusiasm for real estate. We are honored to feature her in this month’s issue! Be sure to follow Amber on Facebook at Amber Allred – Realtor – Keller Williams Realty.

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**Houses are connected to a life event;**

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» cover story

# Lynn

SCHWARBER

By **Elizabeth McCabe**  
Professional photos by **Krista Silz**

*Originally from Philadelphia, Lynn Schwarber was raised by a single mom. A latchkey kid, her mother struggled to make ends meet for her and her sister.*



"I lived in apartments most of my life," recalls Lynn. "I moved 10 times from birth to college as my mother lived paycheck to paycheck."

The importance of hard work was instilled in Lynn at an early age. She wanted to create a better way of life for herself and her future family.

Lynn shares, "Since I was a little girl, I dreamt of an actual home of my own, not an apartment. When my husband and I made an offer on our

first home in 1999 in West Chester, I remember crying and being so emotional because it meant so much to me." Seeing her dreams come true was heartwarming and left an everlasting impression upon her.

#### **From Broadcast Journalism to Real Estate**

Lynn worked at Channel 9 as a television reporter and anchor, finding her footing in life. She comments, "I loved being in journalism, working on deadlines, and the big stories." She came to

Cincinnati in 1994, where she met her husband. She was Lynn Giroud back then, her maiden name.

"Twenty-seven years and four kids later, I'm still here!" says Lynn. She went through fertility treatments and was on bed rest, where she cultivated a love for HGTV.

"I fell in love with Ty Pennington of *Trading Spaces*," smiles Lynn. "That may or may not be why I named one of my boys Tyler!" The triplets, Tommy,

**"Buying a home is such an emotional and personal decision, and I feel honored to go on that journey with my clients."**





Tyler and Trevor were born in November of 2002, and the fertility drugs worked so well that a year and a day later, she gave birth to her daughter.

When the boys turned 2, Lynn returned to Channel 9 part-time. She admits, “I had a harder time covering the depressing stories.” Although she was a seasoned journalist, she grew tired of being on the scene of fires, murders, and winter weather conditions.

“My love for real estate blossomed, and I re-evaluated priorities after my babies were born. My mom moved to town, and we bought a duplex in Oakley. Buying investment property

was something that I always wanted to do,” says Lynn.

In 2009, during the Great Recession, Lynn got her real estate license. Looking back, she reflects, “That was the worst time to start a new career in real estate, but I learned so much during that time.” She worked with foreclosures and with sellers whose homes were underwater.

“I worked really hard to get a sale back then,” says Lynn. “I worked with Sandra Peters when she was at Sibcy Cline from the time I started in 2009 through 2011.” Lynn went out on her own and joined Comey & Shepherd back in 2011. She had a brief stint at

ReMax Preferred Group, but returned to Comey and has been there at their West Chester office ever since.

“I went into real estate thinking I would work part-time and have a flexible schedule with the kids. Once I got busy, it became harder and harder to do. It became more than full-time with nights, weekends, and having no life. Working alone got bland and boring. I wanted to bounce ideas off people, and I wanted to do more social media, bringing my TV background to real estate and do informational videos on social media. But as my career got busier and busier, it was hard to find that balance,” says Lynn.

Her answer to improved work-life balance and being able to do more social media was having a team, which she runs like a newsroom.

“I roll in the big whiteboard, and we have meetings on Monday. I also do a weekly video series called ‘Realtors on the Road.’ Every Friday, we take you to all the places that make this such a great place to live. We’ve been to farmers’ markets, festivals, coffee shops, horse barns, and more.” Throughout the holidays in November/December, Lynn and her team promote local charities and nonprofits. It takes several hours of work every week to produce each 3-minute segment.

“The reason I do the videos is because I’m passionate about supporting small

businesses and celebrating our local area,” says Lynn. She wants to make connections and make the community even stronger. You can find ‘Realtors on the Road’ every Friday on Facebook and Instagram.

“I meet fascinating people,” says Lynn. She meets entrepreneurs who are running small businesses and making a difference here in Cincinnati. “It’s so rewarding and fun,” she adds. It also gives Lynn a creative outlet.

**Grateful for Her Team**

Lynn is most grateful for her team. One of her best friends, Julie Stratman, is an asset to her team. They’ve been friends for about 19 years, meeting just after they both

had triplets just months apart. Julie joined Lynn four years ago when she first got her license. Shortly after she got her license, Julie’s son Matt died after a lacrosse game at Lakota West High School due to arteriovenous malformation (AVM). He was in the hospital in a coma for a month. “His loss was indescribably devastating for all of us,” Lynn says.

“Seeing how the community came together to support the Stratman family was so inspiring,” says Lynn. “We live in such a wonderful community and Julie has been so strong through it. I feel lucky to be working with such an amazing partner and great friend.”

Other agents on Lynn’s team include lifelong Cincinnati Tom Volker,



Julie and her husband, Tommy, and their kids (Tommy, Tyler, Trevor, and Katie), along with their dog, Ripley



Julie and Lynn

“My love for real estate blossomed, and I re-evaluated priorities after my babies were born.”

•••

who has more than 20 years of sales experience. Kathy Grace is another valued agent on the team, who moved here from Chicago a year ago. “She’s a fast learner and is great to work with,” says Lynn.

Alex Fuller (21) is Lynn’s connection to the millennial generation. He has a background in photography, videography, and drones. Lynn comments, “We’re excited to see what he can bring to the team with more experience.”

“I’m hoping to grow the team in the coming years. My plan is to get my broker’s license down the road,” says Lynn. She wants to continue producing ‘Realtors on the Road’ and expanding into doing more in the future.

**Fortunate for Family**

When Lynn isn’t working, she savors time with her family. Tommy, Tyler, and Trevor are all in their first year of college at Ohio State and University of Cincinnati. Her daughter, Katie,

is a senior at Lakota West, looking forward to college next year.

“My husband, Tom, and I will be empty nesters, which will be a tough transition,” says Lynn.

“Buying a home is such an emotional and personal decision, and I feel honored to go on that journey with my clients,” concludes Lynn. Just as she was overjoyed when she purchased her first home in 1999, she loves helping clients achieve their dreams of homeownership as well.

## REALTORS ON THE ROAD



Tom Volker at Jackson Family Farm in Middletown



Julie Stratman at Liberty Equestrian Center in Liberty Twp.



Cathy Grace at The Renaissance Festival in Waynesville



Lynn Schwarber at Neal's BBQ Cafe in Hamilton



▶ featured REALTOR®

Written by Elizabeth McCabe | Photos by Tim Spanagel

# MICHAEL ALFORD



**M**ichael Alford is passionate about Milford. Born and raised in what he calls the best place to live in America, Michael has fond memories of growing up in this charming town. He knows the people who make up the fabric of the community and likes everything that Milford has to offer.

Michael attended Milford Christian Academy before attending college at the University of Cincinnati, where he studied finance and then switched to speech-language pathology.

“While I was at UC, I worked at the bank as a teller and started working at FedEx at the 3:30–8:00 a.m. shift before class. It was tough, but I learned how to work. It definitely helped me grow,” recalls Michael.

Through working at the bank, Michael’s eyes were opened to the promise and potential of real estate. He explains, “When I was at the bank, I had a new manager who had just transitioned out of a very successful career in real estate. He informed me about his path and career in real estate.

Instead of settling for a career that he wasn’t passionate about, Michael made a radical life change to pursue a new direction. An entrepreneur at

heart, he had always wanted to start his own business. His senior year of college, he dropped out of UC and went to Hondros College to get his real estate license.

It wasn’t a decision that he took lightly. Michael explains, “As a teller, several of my customers were real estate agents. I interviewed them as to how they liked the business, what the good and bad aspects of the industry were, and which brokerage they would recommend.”

Taking one of his customer’s advice to heart, Michael went to work at Coldwell Banker in 2014. Now Michael works for Cincinnati Suburban Homes Group at Coldwell Banker Realty. He has two ladies on his team, partners Sharon Hickcox and Karen Scherer.

#### Connecting with Clients

“I wanted to create an experience for clients that I would want myself,” says Michael. “What drew me to real estate is the personal connection with each client and the variety of needs that have to be met. I like the challenge. It’s a neat aspect of the business.”

To Michael, real estate isn’t about sales; it’s about relationships. He

understands the emotions that come along with each transaction.

“You’ve got people selling a home that they have lived in for 20-30 years. There are a lot of emotions involved with those. I like being there for people in those moments. I take a lot of pride in being a listening ear and being that person to lean on. These are the moments that I’ve grown to appreciate,” comments Michael.

This trusted REALTOR® likes being there for first-time homebuyers, reliving the excitement that purchasing a home brings. Being a cheerleader for his clients, Michael is there every step of the way.

He sold his childhood home a few years ago, which was an emotional experience. This gave him renewed appreciation for the emotions that sellers might feel. He says, “A house is more than a place to sleep. It’s a place of memories. It’s important as real estate agents that we realize that. Selling my childhood home was a big change for me.”

#### Building His Business

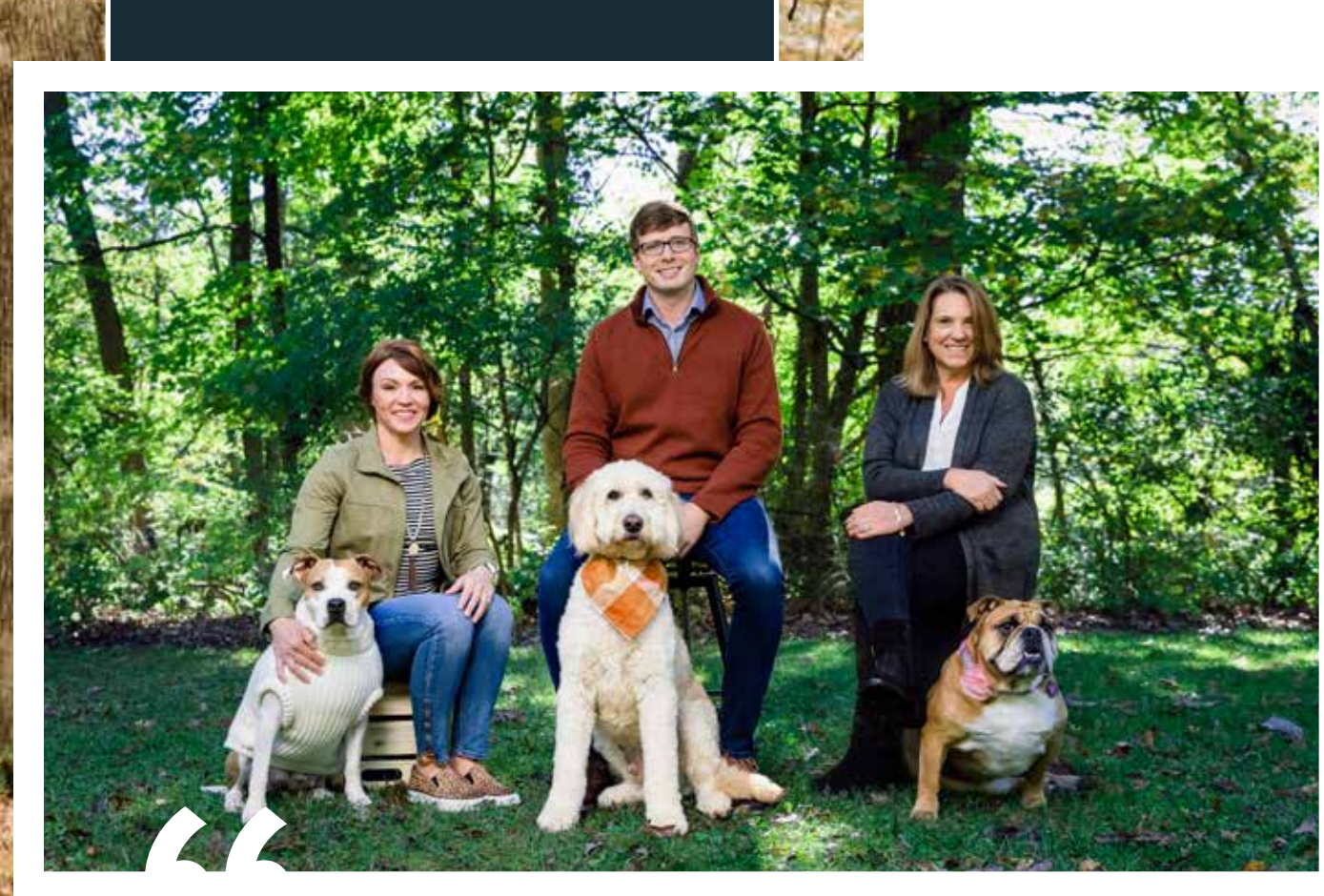
The road in real estate wasn’t easy, but Michael was up for the challenge.

“I struggled to find my way my first year. I figured out what it took to be productive in this business. My first year, I did real estate for 40 hours a week and also did landscaping,” recalls Michael. He also started hand-writing letters to potential clients, eager to earn their business.

“I only sold two houses, and I made enough to pay my real estate fees my first year,” he says.

When times were tough, Michael leaned on the support of other agents. He credits Robert Smith for being an incredible example, for his listening ear, and giving honest, sincere answers to his heartfelt questions. It was then that Michael realized that he had to





WHAT DREW ME TO REAL ESTATE IS THE PERSONAL CONNECTION WITH EACH CLIENT AND THE VARIETY OF NEEDS THAT HAVE TO BE MET. I LIKE THE CHALLENGE. IT'S A NEAT ASPECT OF THE BUSINESS.

... rely on the relationship side of the business. He comments, "You're not going to build relationships writing letters and getting sympathy sales."

In his second year of real estate, Michael took a new approach. He focused on getting in front of people and connecting with them on a relationship level. He understood that business was going to come down the road as a byproduct of connections.

"People have to understand that I am trustworthy, a friend, and that I will be there when they need me. It took a lot

to gain that confidence, especially since I am naturally an introvert," he says. Stepping out of his comfort zone and making sincere relationships with people was essential to building his brand.

He was inspired by the words of his father: "A wise person is willing to postpone short-term gratification for long-term satisfaction." Consistency and hard work pay off.

**Passionate about Milford**

"I'm the biggest fan of my hometown, Milford," comments Michael. "I wouldn't have the passion for it if

I didn't understand what this community was all about. Being a small business owner in Milford enabled me to connect with other small business owners and learn from those people."

Michael likes having his office on Main Street in Milford, where he has been for four years. He also takes the time to serve the community. Currently, he serves on the board of the local Chamber of Commerce as well as the board of the Milford Kiwanis Club.

"Our mission is to meet the needs of our kids in the community and help

out their parents as much as possible. Getting involved has been such a cool experience," comments Michael. He is in charge of their eyeglass program and connecting with teachers in local schools.

"If we find out about a child with vision issues, we sponsor them with free eyeglasses from our partners at LensCrafters. We have the privilege of helping many people," he says.

Michael also hosts a community Christmas party every year and a spring litter cleanup with the city.

Making a difference in Milford is a cause close to his heart. He comments, "When I was talking to other business owners, I realized that we rely on the community to support us, but we need to be the biggest supporters of growing the community. That was a big transition in my mindset – what it means to be real estate and a business owner."

**Relaxing from Real Estate**

When Michael isn't working, he enjoys spending time with his wife, Ami, who works in the medical field. They like hiking and backpacking at

Red River Gorge to disconnect from the hustle and bustle of life.

"I also play sand volleyball throughout the week, and I really enjoy running as well," adds Michael. He and his wife have also decided to start traveling more, making more time for themselves for work-life balance.

Michael comes from a tight-knit family and is one of six kids with three brothers and two sisters. Everyone lives locally and they like spending time together.

"I've got a really neat support network," comments Michael. "My first sale was to my sister and her husband to purchase their first home."

Michael loves real estate and can't imagine a better place than Milford to grow his business and support the community. For more information on this Featured REALTOR®, check out his website, [movingmilford.com](http://movingmilford.com), or his Facebook page at Cincinnati Suburban Homes.

# Mortgage Brokers Are Going PUBLIC NYSE

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- Nov 30 As Of Dec. 8th, 2021 at 10:02PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	118	\$122,633,138
2	Alice M Jones	Comey & Shepherd	396	\$103,951,095
3	Daniel K Watkins	Comey & Shepherd	324	\$81,381,072
4	Scott A Oyler	Coldwell Banker Realty	190	\$77,619,078
5	Rick J Finn	Coldwell Banker Realty	185	\$72,525,971
6	Ragan R McKinney	Ragan McKinney Real Estate	313	\$63,311,750
7	Ellie D Kowalchik	Keller Williams Pinnacle Group	162	\$62,341,269
8	Heather R Herr	Coldwell Banker Realty	131	\$59,418,121
9	Kevin E Hildebrand	eXp Realty	179	\$56,118,560
10	Megan S Stacey	Coldwell Banker Realty	115	\$53,170,832
11	Adam G Marit	Real Link	171	\$53,027,022
12	Andrew S Gaydosh	eXp Realty	208	\$53,000,378
13	Bob Dorger	Comey & Shepherd	82	\$52,096,761
14	Michael C Hinckley	Coldwell Banker Realty	88	\$49,585,471
15	Walter B Gibler	Coldwell Banker Realty	137	\$49,379,475
16	Shelley Miller Reed	Coldwell Banker Realty	74	\$47,351,111
17	Sandra L Peters	Comey & Shepherd	63	\$47,250,441
18	Kim K Mansfield	Keller Williams Advisors	178	\$46,679,321
19	Amy Hackett Roe	Coldwell Banker Realty	73	\$46,210,311
20	Holly M Finn	Coldwell Banker Realty	111	\$42,317,906
21	Michael P Hines	Coldwell Banker Realty	77	\$41,185,896
22	Susan K Welsh	Real Link	126	\$40,034,747
23	Tom Deutsch Jr.	Coldwell Banker Realty	174	\$39,903,402
24	Sarah A Woody	Keller Williams Advisors	128	\$39,514,485
25	Mike Hildebrand	eXp Realty	124	\$39,097,188
26	Robert Dorger	Comey & Shepherd	55	\$37,560,017
27	Lisa S Morales	Coldwell Banker Realty	126	\$37,459,165
28	Peter D Chabris	Keller Williams Seven Hills Re	142	\$37,281,709
29	Kimberly A Price	Plum Tree Realty	179	\$36,701,750
30	Andrea L DeStefano	Sibcy Cline	86	\$36,606,281
31	Rakesh Ram	Coldwell Banker Realty	122	\$36,427,692
32	Ron A Bisher	Coldwell Banker Realty	116	\$34,686,022
33	Deborah A Martin	Keller Williams Advisors	56	\$32,940,427
34	Amy L Markowski	RE/MAX Preferred Group	159	\$32,917,030

# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- Nov 30 As Of Dec. 8th, 2021 at 10:02PM

Rank	Name	Office	Total	Volume
35	Jeffrey E Woken	Redefine Realty	122	\$32,795,350
36	Heather M Stallmeyer	Coldwell Banker Realty	76	\$32,006,784
37	Michael T Maley	Comey & Shepherd	127	\$31,759,205
38	Jack C Hinckley	Coldwell Banker Realty	53	\$31,416,271
39	Julia Wesselkamper	Coldwell Banker Realty	65	\$31,381,410
40	Gina A Dubell-Smith	eXp Realty	65	\$31,258,297
41	Helena F Cameron	Sibcy Cline	65	\$30,265,667
42	Michael L Vazquez	ERA Real Solutions Realty	84	\$30,143,096
43	Patrick J Cagney	Coldwell Banker Realty	127	\$29,951,778
44	Jackie Quigley	Comey & Shepherd	61	\$29,601,444
45	Lynn M Schwarber	Comey & Shepherd	66	\$29,420,422
46	Tyler A Smith	RE/MAX United Associates	70	\$29,075,073
47	Kathy J Kramer	Star One Real Estate	66	\$28,901,615
48	Molly E Blenk	Comey & Shepherd	81	\$28,120,805
49	Sue S Lewis	Sibcy Cline	79	\$28,049,148
50	Andrew Homan	Coldwell Banker Realty	67	\$27,914,077

Rank	Name	Office	Total	Volume
51	Maura K Cagney-Tipton	Coldwell Banker Realty	113	\$27,128,728
52	Alexander Schafers	RE/MAX United Associates	92	\$27,123,400
53	DeeDee R Ollis	RE/MAX Victory + Affiliates	98	\$26,646,900
54	Micha Gleisinger	Comey & Shepherd	51	\$26,218,136
55	Diane Tafuri	Sibcy Cline	43	\$25,966,950
56	Brian P Leisgang	Keller Williams Advisors	77	\$25,851,702
57	Cindy Shetterly	Keller Williams Distinctive Re	98	\$25,655,306
58	Sue Wahl	Comey & Shepherd	88	\$25,364,600
59	Linda T Destefano	Sibcy Cline	57	\$25,283,534
60	Tyler Minges	Huff Realty	109	\$25,067,156
61	Keli S Williams	Sibcy Cline	63	\$25,063,069
62	Brittney Frietch	RE/MAX Preferred Group	72	\$24,927,398
63	Lee G Robinson	Robinson Sotheby's Internat'l	34	\$24,735,225
64	Angelo M Pusateri	Comey & Shepherd	50	\$23,796,908
65	Jamie R Gabbard	Comey & Shepherd	88	\$23,644,163
66	Tina A Burton	Sibcy Cline	86	\$23,550,624
67	Daniel Baron	Keller Williams Advisors	77	\$23,491,140
68	Monika Deroussel	eXp Realty	63	\$23,409,184
69	John M Bissman	Keller Williams Pinnacle Group	89	\$23,231,449
70	Sue M Miller	Comey & Shepherd	79	\$23,061,700
71	Kelly Pear	Comey & Shepherd	44	\$22,908,000
72	Jeanne M Rieder	Hoeting, Realtors	100	\$22,681,600
73	Regina M Hamilton	Sibcy Cline	85	\$22,675,250
74	Anna S Bisher	Coldwell Banker Realty	70	\$22,519,005
75	Sondra M Parker	Coldwell Banker Realty	55	\$22,484,574
76	Pam Steiner	Comey & Shepherd	30	\$22,403,716
77	Bishnu L Kharel	RE/MAX Preferred Group	74	\$22,291,000
78	Bobby Stephens	Comey & Shepherd	35	\$22,222,162
79	Tiffany B Allen-Zeuch	Sibcy Cline	50	\$21,966,525
80	Steve S Early	Sibcy Cline	27	\$21,855,600
81	Michael T Wiseman	ERA Real Solutions Realty	62	\$21,502,829
82	William Draznik	Coldwell Banker Realty	57	\$21,106,018
83	Beau Tuke	Sibcy Cline	35	\$21,104,600
84	Robert R Smith	Coldwell Banker Realty	90	\$20,985,213

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- Nov 30 As Of Dec. 8th, 2021 at 10:02PM

Rank	Name	Office	Total	Volume
85	James E Pitzer III	Coldwell Banker Realty	78	\$20,939,162
86	Jon L Bowling	eXp Realty	56	\$20,934,817
87	Tyler McConnell	Comey & Shepherd	80	\$20,928,789
88	Beth R Mahoney	Sibcy Cline	41	\$20,890,074
89	Denise L Gifford	Keller Williams Advisors	78	\$20,752,622
90	William Wall	eXp Realty	68	\$20,716,445
91	Doug Spitz	Coldwell Banker Realty	56	\$20,314,187
92	Flor D McNally	Keller Williams Advisors	91	\$20,289,890
93	Timothy J Mahoney II	Sibcy Cline	36	\$20,264,851
94	Lisa M Phair	Coldwell Banker Realty	74	\$20,027,700
95	Tami E Holmes	HER LLC	70	\$19,947,172
96	Lesli D Norris	Coldwell Banker Realty	61	\$19,866,875
97	Sara E Limper	Coldwell Banker Realty	58	\$19,828,375
98	Molly Eynon	Coldwell Banker Realty	58	\$19,828,375
99	Chris R Waits	Sibcy Cline	69	\$19,816,962
100	Marc A Cameron	Sibcy Cline	47	\$19,623,723

Rank	Name	Office	Total	Volume
101	Robert DiTomassi	Comey & Shepherd	55	\$19,238,600
102	May Wu	Comey & Shepherd	46	\$19,033,822
103	Scott T Ferguson	Keller Williams Advisors	64	\$18,886,074
104	Scott Fader	Joseph Walter Realty	58	\$18,821,100
105	Chris Dohrmann	Sibcy Cline	23	\$18,549,601
106	Sarah E Close	Keller Williams Advisors	67	\$18,532,700
107	Jeffrey R Boyle	Keller Williams Advisors	75	\$18,477,650
108	David D Dawson	Sibcy Cline	42	\$18,407,705
109	Steve Sylvester	Comey & Shepherd	35	\$18,392,648
110	Beth A Brown Ciul	Keller Williams Advisors	82	\$18,319,320
111	Keith T Taylor	Comey & Shepherd	70	\$18,223,837
112	Sandra L Burkhart-Williams	Huff Realty	61	\$18,198,334
113	Mitchell Ram	Coldwell Banker Realty	57	\$18,047,325
114	Jill O Ferguson	Keller Williams Advisors	58	\$17,887,959
115	Erin P Fay	Comey & Shepherd	53	\$17,842,400
116	Pamela L Kurtz	Coldwell Banker Realty	56	\$17,831,740
117	Brendan S Morrissey	Sibcy Cline	64	\$17,782,670
118	Tammy K Thome	Century 21 Thacker & Associates	68	\$17,654,498
119	Michele Donovan	Comey & Shepherd	80	\$17,633,954
120	Laura M Faz	eXp Realty	50	\$17,548,983
121	Anne V Bedinghaus	Coldwell Banker Realty	84	\$17,400,517
122	Richard A Davey	Comey & Shepherd	67	\$17,348,837
123	Ingrid K Likes	Coldwell Banker Realty	38	\$17,238,900
124	Oscar Asesyan	Sibcy Cline	46	\$17,233,976
125	Beth Silber	Coldwell Banker Realty	65	\$17,223,336
126	Heather S Kopf	Kopf Hunter Haas	36	\$17,039,050
127	Michelle E Hudepohl	Coldwell Banker Realty	32	\$16,935,920
128	Barbara Browning	Coldwell Banker Realty	49	\$16,878,050
129	Eric Lowry	eXp Realty	66	\$16,875,601
130	Brett A Keppler	TREO Realtors	65	\$16,864,700
131	Lindsay Spears	RE/MAX Incompass	78	\$16,833,205
132	Bryan L Hoelzer	Coldwell Banker Realty	64	\$16,802,658
133	Celia B Carroll	Sibcy Cline	32	\$16,793,630
134	Angela M Apking	Sibcy Cline	34	\$16,772,294

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135	Jessica Bauer	Comey & Shepherd	61	\$16,677,400
136	Rebecca A Messenger	Comey & Shepherd	33	\$16,407,500
137	Missy B Friede	Century 21 Thacker & Associates	67	\$16,362,000
138	Maryann D Ries	Coldwell Banker Realty	40	\$16,301,318
139	Michelle R Sloan	RE/MAX Time	41	\$16,185,413
140	Ben Freimuth	RE/MAX United Associates	44	\$16,132,105
141	Angela M Sexton	Coldwell Banker Realty	37	\$16,129,950
142	Carol A Grubb	Comey & Shepherd	37	\$16,113,480
143	Jason J Bowman	RE/MAX Alliance Realty	74	\$16,029,780
144	James C Harris	Keller Williams Seven Hills Re	56	\$16,014,278
145	Don M Johnson	Cutler Real Estate	64	\$15,866,835
146	Shifali Rouse	Coldwell Banker Realty	37	\$15,848,397
147	Jon A DeCurtins	ERA Real Solutions Realty	46	\$15,672,050
148	Patti Sibcy	Sibcy Cline	24	\$15,670,000
149	Kimberly A Mercurio	RE/MAX United Associates	37	\$15,638,950
150	Maureen D Pippin	Sibcy Cline	15	\$15,530,000

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