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## MEET THE CK GROUP

### WHAT'S INSIDE:

**COVER STORY:** The CK Group  
Getting to Know the Board of Directors of the  
REALTOR<sup>®</sup> Alliance of Greater Cincinnati

**ON THE RISE:** Aubrey Ballinger

**SPONSOR SPOTLIGHT:** Robert S. Mahaffey,  
President of 3rd Street Financial Corp

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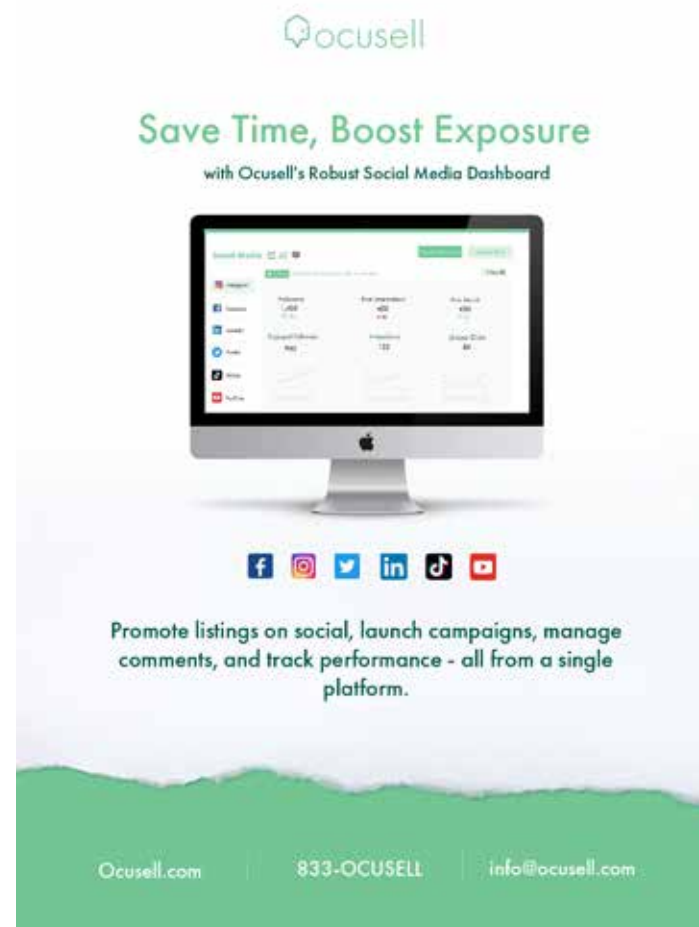
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# THE CK GROUP

MEET THE CK GROUP WITH COMEY & SHEPHERD REALTORS®. FORMED IN 2016 BY CAROL HARRIS AND KELLY PEAR, THIS GROUP OF FOUR WOMEN IS KNOWLEDGEABLE, APPROACHABLE, COLLABORATIVE, AND COMMUNICATIVE. REBECCA MESSENGER JOINED IN 2017 AND JILLIAN SEILER KAMINSKI JOINED IN 2021.

## The Start of the CK Group

The CK Group was formed when Carol was looking for someone to help her in her business. Kelly explains, “My mom and Carol played tennis together, and I had expressed interest in looking into real estate. Carol and I sat down for coffee, and I loved her professionalism, authenticity, and grace. I immediately knew that she was somebody that I wanted to model my career after. When she later asked me to be her business partner, it was a very easy answer.” The rest is history.

Real estate was the perfect solution for Kelly, who was looking for something outside of her more traditional desk job at Macy’s, where she had worked for five years on the customer experience team. A Mariemont resident and a graduate of Miami University in Oxford, Kelly was looking for something more in her career. She longed for a career where she

could genuinely help others. With her interest in homes and design, there was no better match than real estate.

Carol shares that from the first meeting with Kelly, she knew that Kelly was going to be a great real estate agent. “Kelly is a lovely young lady with style and grace. She is a true professional with a genuine care for others and will always go the extra mile for her customers. Every once in a while, you meet someone and say to yourself – I want to work with her! That was Kelly from the moment we met. I am so grateful and blessed to have her as my business partner, friend, and colleague.”

## Working Mothers

“One of the things that we pride ourselves on is that we are all working mothers. We all have children, and Rebecca, Jillian, and I all have young children. That’s one reason we all work well together as a

...



...

team. We understand where each of us is coming from. We allow one another to be the mothers we want to be and the professionals we want to be. If someone has a birthday party, a soccer game, or a ballet recital they want to attend, we make it happen,” says Kelly.

With the convenience of a shared calendar for personal and professional appointments, everyone can master the art of work-life balance with the help of others.

“We operate a little differently than other teams,” adds Kelly. “We don’t have specific roles. We all operate as agents (instead of having a buyer’s agent and a listing agent) and help one another. We all have our secondary roles, based upon our own individual talents.”

One asset of the CK Group is that they are a multi-generational team, and everyone comes from a different background. Carol has been in real estate

since the early ‘90s and is an expert that everyone can trust with her years of experience. Rebecca worked as an attorney for 15 years before becoming a REALTOR®. Her legal background, particularly her focus on real estate law, is an asset for others. As for Jillian, she worked in sales and marketing prior to becoming a REALTOR®. Jillian grew up watching her entrepreneurial father, Jim Seiler of Seiler’s Landscaping, create a flourishing business designing landscaping for some of Cincinnati’s finest homes. The business is now owned by her brother, Will Seiler. “Growing up in this family business has given me an appreciation for beautiful homes, but more importantly, always providing exceptional service to your clients,” Jillian says.

Carol adds, “The team continues to grow, and I am extremely proud of Kelly, Rebecca, and Jillian – and the chance to share, mentor, and work alongside such an outstanding group of women. You won’t find a group of more knowledgeable, professional, ethical, and caring ladies.”

#### A New Image

Currently, the CK Group is rebranding and is excited to reveal their new image. With new marketing material and a new website, they are eager to put their best foot forward in a digital age.

One thing that won’t change is their commitment to their clients. Kelly explains, “If you focus on your relationships and your clients and do a good job for them, they will help you grow your business.” The CK Group continues to look to improve their service to clients, whether they are looking for homes or after they purchase a home.

“We are a good network for people,” says Rebecca. “We value the relationships we have with our clients and wish to build upon those relationships even after the conclusion of the transaction. We host valuable information sessions and client appreciation events which is an opportunity for us to connect with



**IF YOU FOCUS ON YOUR RELATIONSHIPS AND YOUR CLIENTS AND DO A GOOD JOB FOR THEM, THEY WILL HELP YOU GROW YOUR BUSINESS.**

our clients and for them to meet one another and have fun.”

#### Family First

Despite their demands of real estate, family comes first. Kelly has been married to her husband Clay and they are celebrating seven years of marriage this summer. They are blessed with two daughters, Charlie (who will be 4 in July) and Caroline (who turns 2 in September). Kelly adds, “We also have our dog, Henry, who is our first baby.” When not working, they love getting together with friends, including their neighbors once or twice a week. “We are also enjoying watching our girls grow and introducing them to new experiences in sports, art, and school.”

To relax, Kelly enjoys reading and is in a book club. During the winter months, she likes playing paddle tennis. Traveling is another pastime of hers as well as trying new restaurants. “Right now, it’s survival,” says this busy mother of two. Her why are two daughters and being a good role model for them.

Jillian is married to attorney Andy Kaminski and enjoys being a mother to her new baby boy, Owen, who was born on New Year’s Day of this year. “I am fortunate to have this incredible group of strong working mothers to guide me as I balance my new family and this exciting career.” As for Rebecca, she has been married to her husband and well-known Sports Club trainer, Brad,

...



Carol



Kelly

for seven years. They enjoy traveling, spending time exploring the city, and participating in community events with their son, Alex (who is 2), their foster daughter, Toni (who is 7 months old) and their dog, Emma. Carol is married to Jim Coddington, and between them, they have five children and five grandchildren. Being a grandmother is one of her greatest joys in life.

**Giving Back**

The CK Group is outwardly focused and likes to give back to the community. Kelly and Rebecca are passionate about the



Jillian

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Rebecca

Ronald McDonald House and have supported it for many years. Jillian and her husband are involved in Melanoma Know More, an organization that is very near and dear to their family.

**Closing Comments**

When becoming successful in real estate, there is no fast track. Kelly explains, "Everyone wants to be successful right away, but it takes some time." She encourages others to surround themselves with people who make them feel good, confident, and will lift them up. That's what the CK Group is all about — women helping women. It's the secret to their success.

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If you know Aubrey, then you know that whatever she does, she puts her total excitement and energy into it! Aubrey has been a REALTOR for 7 years making the jump into a full time business after spending 2 years as a part-time agent. With a career volume topping 17 million as a solo agent, dreams of real estate weren't even on her radar before she made the move into selling houses.

Prior to real estate, Aubrey spent her time working in horticulture and the landscaping industry. Working at the Cincinnati Zoo, various greenhouses, and even a retail catalog for gardening supplies, Aubrey was a talented landscape designer and loved helping her clients' homes achieve that "wow" curb appeal. But, she still felt like there was more out there for her.

Growing up in apartments her whole life, real estate was a foreign concept for Aubrey. "What I don't know, I dive into" she explains. "I didn't know anything about real estate, but I knew that I wanted to create a life where I could carve out my own path. Real estate felt like a good fit."

Horticulture is still a passion and she loves helping friends and family, but now she could help them with a bigger dream; homeownership. Real estate was the answer to a brighter tomorrow. She's found the profession she loves.

#### TURNING OVER A NEW LEAF

Originally from Fairfield, Aubrey resides in Hamilton and works for eXp Realty and absolutely loves it. She encourages other agents, "Don't be afraid to reach out to other agents even if they are or are not at your brokerage or you think they are untouchable. Find out what lifestyle you want and align yourself and learn from the people who are living that out. Don't be

...

# AUBREY BAILINGER

@realproducers



on the rise

Written by Elizabeth McCabe  
Photos by Brenna Smith



“ The next thing I’m going to do is get a designation to sell **FARMLAND.** ”

••• afraid to move or switch brokerages. For the longest time, I didn’t want to be that person who kept jumping. I jumped twice and am now at the place where I am the happiest, eXp.”

Aubrey found her clarity and built her business around what she wanted. Her mission with her clients is to always be honest with them and herself. Through leveraging her resources to assist her clients, she is able to provide a stress-free engagement to help them achieve their homeownership goals.

**A HEART FOR FARMS**

“I’m a sucker for the farm life,” admits Aubrey. “I love wide open spaces and nature. In my first career, I thought I was going to get into all of that.” Instead she has found a way to merge her passion for real estate with farms.

“The next thing I’m setting my sights on is getting my designation in selling farmland,” she smiles. “It is a sensitive subject for the families who have been farming for generations and I want to do that with compassion.”

Although Aubrey doesn’t live on a farm right now (never say never), with her love for landscapes and horticulture, she could find herself in a wide open space in the future.

**FRIENDS AND FAMILY**

When Aubrey isn’t working, you can find her with her friends and family. She grew up an only child, however, she has a half-brother and a half-sister,

four nieces, two nephews, and many cousins. Her half-brother, Nick Ballinger, is a REALTOR® in Cincinnati. Aubrey also credits her mother for always having her back and not letting her give up, and is fortunate for her support in launching into real estate.

“My mom helped me along the way,” she remarks. “I had no savings. No nothing. It was now or never for real estate.” Her mother was a great support and was instrumental in helping her to live her dreams.

“I also looked up to my grandparents. Their kindness, generosity and steadfastness were so admirable.” Aubrey has applied these principles to her business as a REALTOR®. With her compassion and dedication, Aubrey is an asset to her clients.

Fortunate to have such great friends, you can find them all going out to dinner, having bonfire parties in her backyard, exploring downtown Cincinnati. She adds, “My friends are my family.” She loves meeting new people and learning all about them. Spending time with her dog Leela helps her to relax and recharge.

You can also find Aubrey out in her yard. “I just bought a house last May and I like working in my yard. It’s been fun watching it transform over the past year.” Another pastime she enjoys is trap shooting, which involves hitting orange clay pigeons with a shotgun.

“You can’t put me in a box,” says Aubrey. “I love my country life and the downtown scene.” She appreciates and enjoys the best of both worlds.

**FINAL THOUGHTS**

A self-described wild child, Aubrey was eager to take charge of her life. “I carved my own path out of sheer determination and stubbornness,” she says. Finding out that she had ADHD in her mid 30’s helped her to understand why things had always been such a struggle up to that point. Realizing she wasn’t “broken or unintelligent,” she was able to get the help she needed, build her confidence, and blaze a trail in real estate. She has made her dream a reality with her hard work, determination, and drive.



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# meet Robert S. Mahaffey

PRESIDENT OF 3RD  
STREET FINANCIAL CORP

▶ sponsor spotlight

By Elizabeth McCabe  
Photos by Tim Corbett-Spanagel

“I got into the mortgage industry at the end of 2003, after transitioning from a career in IT sales,” says Robert S. Mahaffey, President of 3rd Street Financial Corp.

“I’ve always had the aspiration of owning a business and being on my own,” says Robert. He worked for a large national mortgage broker for three years before taking over 3rd Street Financial Corp, purchasing it from a previous manager who was leaving the mortgage business.

“It gave me the opportunity to build the business from scratch, which is what I wanted to do,” adds Robert. Although he purchased the business on January 1, 2007 – the worst possible time to get into the mortgage industry – his drive and determination enabled him to survive the Great Recession.

“I ran the business very lean for two to three years and then brought on my first person, a processor. Over the last 15 years, we have grown and now have 12 people. Good controlled growth is what I’m comfortable with,” he says.

#### ABOUT 3RD STREET FINANCIAL

What’s great about 3rd Street Financial is that they operate as a mortgage broker and a correspondent lender, which provides more flexibility to the client.

“As a broker, we have the ability to shop for the borrower,” explains Robert. When a borrower comes to them, they set up parameters and shop for the best possible deal with their lenders. The results speak for themselves.

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A LOT OF TIME  
TO PREAPPROVE  
SOMEONE THE  
RIGHT WAY  
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“As a broker, we are very lean and don’t have a lot of overhead. The lenders that we work with give us the raw interest rate without a lot of extra margin,” says Robert.

3rd Street Financial is also extremely referral-based and relationship-based. Robert comments, “We don’t buy leads from the Internet or from national lead providers.

Everything that we do is grown organically through relationships with our referral partners – financial planners, builders, accountants, real estate agents, and past clients.”

An award-winning originator, Robert has been recognized by the Scotsman’s Guide as a Top 1 Percent Originator in the United States for the last four years. In addition, 3rd Street Financial has received the Fast 55 Award as one of the fastest-growing private companies in Cincinnati for five years in a row.

“It’s a huge honor for us,” says Robert.

Best of all, Robert loves what he does. He comments, “For the two and a half years that I was in IT sales, I worked for a publicly traded company. I dealt with large corporations and their spending budget on what they could use and not use. Some of my frustration was that we would run up against spending freezes. They spent too much in a year. With mortgages, I deal with people’s personal budgets and what they can afford from a monthly perspective. I structure and plan the mortgage for them and save them money.”

In the process, he helps first-time homebuyers buy homes, helps clients refinance when interest rates are good, and finds the best deals for his clients for their home purchase. Dealing with a personal budget rather than a corporate budget is a lot more rewarding for Robert. “Mortgages are not commodities, and

**PASSIONATE ABOUT HIS PROFESSION**

they shouldn’t be treated that way,” says Robert. We strive to make the experience personal.

**HELPING REALTORS®**

Robert Mahaffey and his team are very relationship-based and help REALTORS® and their clients during the transaction through providing automatic updates. Manual updates are also provided by phone, email, and text.

“The biggest thing is communication,” says Robert. “Not only with communication but the trust that things are going to happen. One of the things I advertise and tout through my preapproval letters is that when I pre-approve a file, it is going to close.” To this date, he has not had a preapproval get declined in underwriting. “I take a lot of time to preapprove someone the right way upfront,” he comments.

“One of the biggest things that frustrates REALTORS® is not knowing what is happening in their transaction. The real estate agents that we work with regularly have that confidence from us,” says Robert. They know about the progress being made and rest assured that Robert will get things done in a timely manner.

As a broker, Robert and his team are always available nights and weekends. They also have a cutting-edge preapproval platform and the agent can actually change the preapproval letter themselves to be specific as they want. Another thing that makes Robert unique is the Winning Offer Strategy he uses when his clients are writing an offer. “This is a tough market to get offers accepted,” says Robert. We want to give our clients every advantage.

“It’s fantastic,” smiles Robert. “I’m a father of three and a husband. I have hobbies. This allowed me to be there and present for my kids. It also gives real estate agents the ability to generate the letter that they need.”

3rd Street Financial Corp is licensed in Ohio, Indiana,

Kentucky, Florida, North Carolina, and South Carolina.


**OUTSIDE INTERESTS**

When Robert isn’t working, he likes spending time with his family and golfing. His wife is a teacher in the Lakota School System, and together they strive to give back to the community. Robert serves as a trustee at his alma mater and participates in various national mortgage-related organizations. He also works as a professional sales coach with a company that coaches mortgage originators all over the United States.

We are honored to feature Robert Mahaffey and 3rd Street Financial Corp in this month’s issue.

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# getting to know



## the **BOARD** of directors

By Anne Uchtman  
Photos by Krista Silz

### Of The Realtor® Alliance Of Greater Cincinnati

The Multiple Listing Service of Greater Cincinnati and the REALTOR® Alliance of Greater Cincinnati (formerly known as the Cincinnati Area Board of REALTORS®) have undergone a few changes over the last 18 months. Some of these include: hiring a new Association Executive in late 2020, forming a new Strategic Plan, updating the constitution and governing policies, selecting Perchwell as its next MLS vendor, and most recently merging with the Butler-Warren Association of REALTORS®

At the helm of both organizations is a Board of Directors comprised of 20 members, ranging in age, tenure, brokerage size, geographic location, and expertise. There are seven members on the Executive Committee: President Kay Edwards, President-Elect Anne Uchtman, Treasurer Tracy Dunne, Immediate Past President Stephanie Sudbrack-Busam, and three at-large members — Denise Taylor, Daryl Dunn, and Mary Jo Hoffman.

“I’m glad to have this opportunity to bring some awareness to what the Board of Directors actually does and who we are,” said Edwards, who is in her sixth month as

President and fifth year as a Director. “One of my goals for this year is to provide more transparency to the membership in how we are working for them. I want them to know we do not take our roles lightly. No decision is made without an immense amount of due diligence.”

Edwards is celebrating 37 years in real estate. “It’s easy to remember,” she said. “It’s the same number of years I’ve been married to my husband, Ray.” Edwards started her career on the lending side. She and Ray met at a trade show when he was a REALTOR®, and they ended up being stationed next to each other at their respective booths. “I went over and introduced myself, and that was the beginning of the end!” she laughed. Edwards still actively sells real estate and has a team of REALTORS® supporting her, including her daughter, Leann Starks.

She is no stranger to leadership roles within the industry. Having previously served as a Director for the Southern Ohio Association of REALTORS® (SOAR) and being the recipient of Cincinnati’s Real Estate

Salesperson of the Year in 2016, she felt pursuing a role as a Director for RAGC was a natural progression. “I have decades of knowledge and experience that I bring to the table,” she explained, “and I also felt like I was a welcoming presence that could help engage the membership and hopefully provide more transparency than we’re typically accustomed to.”

RAGC’s new mission statement says, “We champion real estate and enhance the success of those we serve by focusing on Connections, Advocacy, and Professionalism.” Edwards is partly responsible for ensuring that the Alliance and Board of Directors make decisions that align with this mission and are in the best interest of the membership. “Advocacy protects the REALTOR® members and the consumer,” she explained. “Professionalism is the name of the game — this is a profession and not just a job. And when our connections are stronger among each other and also in the community, we all win.”

Ultimately, Edwards has thoroughly enjoyed the opportunity to serve as President of RAGC. “I have also learned so much in my time here. We as REALTORS® have so many groups advocating for us, from RPAC to the local boards, to Ohio REALTORS®, and the National Association of REALTORS®. This is invaluable. I want everyone to know how fortunate we are.”

As for the future of RAGC, Edwards says there are great things coming, including a new building in a new location. “We have a task force devoted to the building search and they have been hard at work surveying members and looking into options,” she said. “I hope in our future we can also continue to grow regionally and become an even stronger Alliance. We will continue to listen to our members and see what it is they need and want from us.” She also would like to encourage others to consider being more involved and serving on a committee. “I would love to see new faces and gain some new perspectives.”



Committee sign-ups are in the fall. Information on Committees can be found at [www.cabr.org](http://www.cabr.org) or for members, [portal.cabr.org](http://portal.cabr.org).

Fun Fact: Kay describes herself as a “basketball junkie” and in recent years has enjoyed following her grandchildren in their school and AAU basketball careers.

#### Executive Committee Members:

##### Anne Uchtman, President-Elect

Anne Uchtman has been a licensed REALTOR® for 16 years and has served on the Board of Directors for four years. She will be installed as President on January 11, 2023. Uchtman has previously served on the Executive Committee as First Vice President.

“I’ve always gravitated toward leadership opportunities,” she said. “I love leading and love serving.” Uchtman has a background in Learning and Development and currently works in a management capacity in that field for her brokerage while still selling full-time.

“I’ve worked for both a large international brokerage and also a smaller, locally owned brokerage, so I have a good grasp on what is best for our membership as a whole, and I consider all perspectives when making decisions,” said Uchtman. “Aside from that, I think my approach tends to be friendly, sometimes with a little humor added, but also serious when I need to be. Without sounding cliché, I think I’m ‘real.’ I’m relatable, I’m pragmatic, often direct and I like to get things done.”

...

•••

Fun Fact: She performs stand-up comedy on occasion at open mic nights and has performed at the Funny Bone in Liberty Township for Women's Council of REALTORS® Last REALTOR® Standing competition, which she won in 2018.

**Stephanie Sudbrack-Busam, Immediate Past-President**

Stephanie Sudbrack-Busam served as the President of the Cincinnati Area Board of REALTORS® for 2021 and is currently serving as a member of the Executive Committee as the Immediate Past-President. She has been on the Board of Directors for six years, this year being her last.

"I've been a licensed REALTOR® since 1978," she said. "I come from a long line of REALTORS® and am proud to continue the legacy." Sudbrack-Busam is the only person in Ohio who has had four family members serve as a local association president.

Sudbrack-Busam currently serves in a management role at her brokerage, so serving on the Board of Directors and eventually as President felt like a natural progression for her. "Along with 44 years of experience in this industry, I think I bring a lot of energy to the board, along with an open mind," she said.

Fun Fact: Stephanie has been to Bermuda 25 times and most recently spent time in London and Scotland. She's expecting her first grandchild this year.

**Tracy Dunne, Treasurer**

Tracy Dunne started her career in real estate 19 years ago as an unlicensed assistant. She has been licensed for 17 years and has been a Director for three years, currently serving as Treasurer. This will be her last year as a Director unless she decides to run President-Elect, extending her term by three more years.

"I think I bring a valuable perspective," said Dunne, "having worked in every role in this industry from Unlicensed Assistant to Managing Broker. I am able to see many points of view, and I always have an open mind."

Dunne currently serves in a management capacity for her brokerage and was excited to welcome her son, Christopher, to the brokerage when he obtained his real estate license in 2020.

Fun Fact: Dunne loves to travel. Her favorite place is "anywhere I haven't been!" Dunne enjoys Aruba, but has never been to Europe and is looking forward to a tour of Europe she is planning for 2023.

**Denise Taylor, At-Large Member**

Denise Taylor has been a licensed REALTOR® for 19 years and a Director for two and a half years. She is currently in her last year on the Board of Directors, where she serves as an At-Large Member of the Executive Committee.

Having worked in a management capacity for several years, Taylor has been full-time in sales for the past almost two years. She makes up one half of "The Taylor Team," her husband, Steven Taylor, being the other half. She also serves as President of Women's Council of REALTORS® for the state of Ohio. "I think my experience at various levels of the business, along with my work on Women's Council and chairing committees, I was an ideal candidate for a Director position," she said. "I also have a desire to give back to the industry that has given so much me and to be a part of the positive change that happens at the board."

Fun Fact: While Taylor is an avid runner and can be seen competing in races across the tri-state, she also boasts a blue belt in Tae Kwon Do.



Daryl Dunn

**Daryl Dunn, At-Large Member**

Daryl A. Dunn has been a licensed REALTOR® since 1993 and obtained his broker license in 2003. Dunn came from the Butler-Warren Association of REALTORS® and after the recent merger, transitioned onto the Board of Directors for RAGC,

where he serves as an At-Large Member of the Executive Committee. While this is his first year with RAGC, he has previously served 12 years as a Director and two terms as President of other local boards (Warren County and Butler-Warren).

"I enjoy serving and, along with 29 years of experience, think I bring a calm demeanor," said Dunn. "I am a listener. I like to listen more than I like to speak."

Fun Fact: Daryl is a crossword puzzle enthusiast.



Mary Jo Hoffman

**Mary Jo Hoffman, At-Large Member**

Mary Jo Hoffman has been in real estate 31 years and is no stranger to the Board of Directors. She served as a director and member of the Executive Committee from 2017-2019 and was re-elected in 2021. Now serving the second year of her second term, Hoffman was recently elected to fill a vacant role of At-Large Member on the Executive Committee.

"I bring a working knowledge of what it's like to be a full-time REALTOR®," she said. "Over the last 31 years, I have helped many clients navigate through the changing markets. I understand the highs and lows."

Hoffman is also big on advocacy and keeping abreast of the national,

state, and local issues that pertain to the industry. "I feel I'm here to be an advocate for our members and for our profession as a whole," she said.

Fun Fact: Mary Jo absolutely hated working out until about four years ago and now she absolutely loves it and it has become her favorite hobby.

# charlie FOSTER

▶▶ a life well lived

By Anne Uchtman



It was a quiet Thursday as the Board of Directors of the REALTOR® Alliance of Greater Cincinnati (RAGC) walked into the boardroom for their monthly meeting. The directors greeted each other and exchanged laughs as coffee was poured and seats were taken. One seat toward the front remained empty – that of Charlie Foster, who passed away unexpectedly the week prior.

Foster was most recently on his third stint as a Director and was serving as Treasurer on the Executive Committee. He started his career 43 years ago and had been at Steele REALTORS® for the last 20. “He was in college for Architecture,” said his son, Chase Foster, “and at some point, he started getting his real estate license and realized that’s where he wanted to be.”

Aside from selling real estate, Charlie was maybe most known for teaching. He taught pre-licensing classes at Hondros College of Real Estate from 1990 to 2014. In addition, he was an instructor for the local association and worked as a private tutor for new graduates who were preparing for their real estate exam. Friend and former Director Debi Gerbus said, “Everyone knew Charlie from teaching. He taught my licensing courses and then taught my daughter, Beth, 20 years after!”

Charlie’s legacy is not just felt locally in Cincinnati. He was serving as one of two District Vice Presidents for Ohio REALTORS® District 5, which made him a member of the Ohio REALTORS® Executive Committee. He was also famously the first male president of Women’s Council of REALTORS® in the state of Ohio and locally in Cincinnati. He continued to serve as a Women’s Council member, attending events and assisting the state and local groups where needed. “For my dad, it was all about relationships,” said Chase. “Giving back and serving others is just who he was.”

Charlie was married to his wife, Laura, for 43 years until she passed on March 26, 2022. Together they have two children – Elizabeth Foster, who currently lives in Atlanta; and Chase Foster, who lives in Cleveland with his wife, Sarah, and their son, Nathan. According to Chase, Charlie served in other volunteer capacities also. “Dad just always wanted to be a helper. He volunteered everywhere – at band camp, he drove the truck when I went on a band trip, coached us in sports, helped at his church and in the community...”

When speaking with those who knew Charlie best and worked with him in the industry, there is a resounding theme that he was a kind, gentleman who was a friend to all. His health had suffered over the last few years, leaving him in a wheelchair for a period of time and more recently with a walker; *but he always showed up*. Charlie was at every event, supporting every organization and committee, no matter how badly he was feeling or what he was going through personally.

“I think my dad would want his legacy to be that he was always there for other people,” said Chase. “Yes, he was a teacher. Yes, he was a REALTOR®. But it was those in-between moments of getting to know someone and figuring out how he could be there for them that really showcased who he was as a person.”

As the meeting of the Board of Directors wrapped up, there was one last piece of business to tend to. The Directors voted unanimously to start The Charlie Foster Memorial Scholarship Fund at RAGC. The details of the scholarship are still being determined, but it seemed the most fitting way to continue the legacy of a man who gave so much to the industry through education.



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## TOP 150 STANDINGS

Individuals | By Volume Jan 1- June 1, 2022 as of June 1 at 11:59AM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	43	\$57,569,758
2	Michael T. Maley	Comey & Shepherd	164	\$41,500,124
3	Ragan McKinney	Ragan McKinney Real Estate	163	\$36,387,692
4	Rick J. Finn	Coldwell Banker Realty	82	\$36,005,490
5	Scott A. Oyler	Coldwell Banker Realty	73	\$35,079,342
6	Heather R. Herr	Coldwell Banker Realty	69	\$30,408,177
7	Kevin E. Hildebrand	eXp Realty	75	\$25,865,406
8	Daniel Watkins	Comey & Shepherd	93	\$25,205,474
9	Megan S. Stacey	Coldwell Banker Realty	45	\$22,733,110
10	Kimberly A. Price	Plum Tree Realty	93	\$22,513,145
11	Kimberly K. Mansfield	Keller Williams Advisors	80	\$21,971,639
12	Holly Finn	Coldwell Banker Realty	44	\$21,898,968
13	Walter B. Gibler	Coldwell Banker Realty	56	\$21,642,228
14	Adam G. Marit	Real Link	66	\$21,184,278
15	Andrew Gaydosh	eXp Realty	78	\$20,717,400
16	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	50	\$19,670,975
17	Peter D. Chabris	Keller Williams Seven Hills Re	65	\$18,250,702
18	Daniel Baron	Keller Williams Advisors	57	\$16,778,015
19	Amy Hackett Roe	Coldwell Banker Realty	22	\$15,972,000
20	Shelley Miller Reed	Coldwell Banker Realty	22	\$15,678,000
21	Andrea DeStefano	Sibcy Cline	35	\$15,398,043
22	Ronald A. Bisher	Coldwell Banker Realty	53	\$15,271,599
23	Sandra L. Peters	Comey & Shepherd	18	\$14,803,092
24	Tom Deutsch Jr.	Coldwell Banker Realty	71	\$14,751,500
25	Amy L. Markowski	Real Brokerage Technologies	70	\$14,721,880
26	Michael C. Hinckley	Coldwell Banker Realty	23	\$14,625,900
27	Larry L. Thinner	Sibcy Cline	35	\$14,510,567
28	Michael L. Vazquez	ERA Real Solutions Realty	42	\$14,284,860
29	Zach Singler	Re/Max Local Experts	22	\$14,190,801
30	Sue S. Lewis	Sibcy Cline	31	\$13,999,900
31	Bob Dorger	Comey & Shepherd	23	\$13,589,400
32	Mike Hildebrand	eXp Realty	42	\$13,558,606
33	Helena F. Cameron	Sibcy Cline	24	\$13,325,160
34	Molly E. Blenk	Comey & Shepherd	34	\$13,144,100

**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.

# TOP 150 STANDINGS

Individuals | By Volume Jan 1- June 1, 2022 as of June 1 at 11:59AM

Rank	Name	Office	Total	Volume
35	Sondra M. Parker	Coldwell Banker Realty	30	\$13,066,700
36	Scott T. Ferguson	Keller Williams Advisors	39	\$12,925,435
37	Jill O. Ferguson	Keller Williams Advisors	38	\$12,675,435
38	Sarah A. Woody	Keller Williams Advisors	48	\$12,592,000
39	Jackie Quigley	Comey & Shepherd	24	\$12,223,000
40	Brittney Frietch	BF Realty	38	\$12,087,297
41	Cindy J. Shetterly	Keller Williams Distinctive Re	45	\$11,812,400
42	Deborah A. Martin	Keller Williams Advisors	15	\$11,652,843
43	Tiffany B. Allen-Zeuch	Sibcy Cline	26	\$11,305,401
44	Teresa Johnson	Comey & Shepherd	35	\$11,292,551
45	Mary Clare Baden	Coldwell Banker Realty	25	\$11,212,900
46	Monika Deroussel	eXp Realty	37	\$11,189,300
47	Jennifer L. Day	Re/Max Preferred Group	65	\$11,099,056
48	Tina A. Burton	Sibcy Cline	30	\$10,928,692
49	Patrick J. Cagney	Coldwell Banker Realty	39	\$10,796,661
50	Celia B. Carroll	Sibcy Cline	11	\$10,781,500

Rank	Name	Office	Total	Volume
51	Linda T. Destefano	Sibcy Cline	22	\$10,769,240
52	Maura K. Cagney-Tipton	Coldwell Banker Realty	40	\$10,743,300
53	Gina A. Dubell-Smith	eXp Realty	26	\$10,711,110
54	Anna S. Bisher	Coldwell Banker Realty	38	\$10,689,999
55	Heather M. Stallmeyer	Coldwell Banker Realty	20	\$10,667,775
56	Michael P. Hines	Coldwell Banker Realty	16	\$10,530,964
57	Andrew H. Homan	Coldwell Banker Realty	22	\$10,418,500
58	Jeanne M. Rieder	Hoeting, Realtors	39	\$10,366,500
59	Rakesh Ram	Coldwell Banker Realty	34	\$10,314,550
60	Kelly Pear	Comey & Shepherd	18	\$10,307,500
61	Jon A. DeCurtins	ERA Real Solutions Realty	24	\$10,229,800
62	Beth A. Brown Ciul	eXp Realty	38	\$10,128,152
63	Anne V. Bedinghaus	Coldwell Banker Realty	39	\$10,077,538
64	Cody M. Brownfield	Redfin	24	\$9,804,300
65	Gregory J. Tassone	Coldwell Banker Realty	15	\$9,732,500
66	Perrin G. March IV	Robinson Sotheby's Internat'l	5	\$9,718,500
67	Nikki M. Hayden	Coldwell Banker Realty	25	\$9,704,200
68	William Draznik	Coldwell Banker Realty	30	\$9,654,600
69	Molly Eynon	Coldwell Banker Realty	26	\$9,612,280
70	Robbie Dorger	Comey & Shepherd	16	\$9,606,500
71	Hossam Elsayed	Emerald Home Advisors	41	\$9,516,600
72	Erin P. Fay	Comey & Shepherd	27	\$9,387,350
73	Sue Andrews Wahl	Comey & Shepherd	34	\$9,302,383
74	Lesli D. Norris	Coldwell Banker Realty	29	\$9,298,500
75	Lindsay Spears	Re/Max Incompass	42	\$9,135,099
76	Lynn M. Schwarber	Comey & Shepherd	21	\$9,002,500
77	Denise L. Gifford	Keller Williams Advisors	25	\$8,965,200
78	Tammy Thome	Century 21 Thacker & Assoc.	30	\$8,950,102
79	Mark Schupp	Star One Real Estate	38	\$8,888,700
80	Beth Silber	Coldwell Banker Realty	25	\$8,849,000
81	Roxanne B. Qualls	Sibcy Cline	17	\$8,832,087
82	Marsha Bennett	Coldwell Banker Heritage	31	\$8,655,898
83	Robert J. Mahoney	Sibcy Cline	16	\$8,633,041
84	William Wall	eXp Realty	28	\$8,615,300

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# TOP 150 STANDINGS

Individuals | By Volume Jan 1- June 1, 2022 as of June 1 at 11:59AM

Rank	Name	Office	Total	Volume
85	Robert DiTomassi	Comey & Shepherd	27	\$8,549,000
86	Marc A. Cameron	Sibcy Cline	17	\$8,475,500
87	Sara E. Limper	Coldwell Banker Realty	24	\$8,430,280
88	Courtne' C. Brass	Coldwell Banker Realty	22	\$8,376,439
89	Sue M. Miller	Comey & Shepherd	30	\$8,367,900
90	Micha Gleisinger	Comey & Shepherd	15	\$8,319,619
91	Julia Packer P. Wesselkamper	Coldwell Banker Realty	15	\$8,281,210
92	Ingrid K. Likes	Coldwell Banker Realty	16	\$8,240,900
93	M. Doug Spitz	Coldwell Banker Realty	21	\$8,227,942
94	Robert R. Smith	Coldwell Banker Realty	32	\$8,206,365
95	Janelle A. Sprandel	Comey & Shepherd	27	\$8,198,845
96	Jack C. Hinckley	Coldwell Banker Realty	17	\$8,178,661
97	Brett A. Keppler	TREO Realtors	34	\$8,152,607
98	Maryann D. Ries	Coldwell Banker Realty	16	\$8,068,400
99	Alexander Schafers	Re/Max United Associates	29	\$8,051,750
100	Diane Tafuri	Sibcy Cline	14	\$8,001,900

Rank	Name	Office	Total	Volume
101	Brian P. Leisgang	Keller Williams Advisors	29	\$7,979,712
102	Jennifer H. Lightcap	Sibcy Cline	11	\$7,977,773
103	Michele Donovan	Comey & Shepherd	33	\$7,963,000
104	Lisa S. Morales	Coldwell Banker Realty	31	\$7,939,300
105	Holly S. Maloney	eXp Realty	31	\$7,906,288
106	Elizabeth Gerbus Akeley	Comey & Shepherd	18	\$7,863,984
107	Keith T. Taylor	Comey & Shepherd	25	\$7,852,928
108	Tami Holmes	Corcoran Global Living	27	\$7,844,360
109	Jamie Rudy	Coldwell Banker Heritage	26	\$7,814,000
110	Jacqueline L. Patrick	Star One Real Estate	17	\$7,809,000
111	John M. Bissman	Keller Williams Pinnacle Group	27	\$7,786,851
112	Miranda Biedenbarn	Comey & Shepherd	48	\$7,746,800
113	Regina M. Hamilton	Sibcy Cline	19	\$7,717,299
114	Lanxi J. Song J	Keller Williams Seven Hills Re	22	\$7,692,500
115	Tyler A. Smith	Re/Max United Associates	23	\$7,656,327
116	Robert Hines	Coldwell Banker Realty	12	\$7,544,036
117	Richard Davey	Comey & Shepherd	24	\$7,537,928
118	Toni K. Louis	Re/Max Preferred Group	16	\$7,373,700
119	Lee G. Robinson	Robinson Sotheby's Internat'l	10	\$7,365,400
120	Donald M. Johnson	Cutler Real Estate	32	\$7,359,900
121	Chris R. Waits	Sibcy Cline	28	\$7,326,477
122	Oscar A. Asesyan	Sibcy Cline	19	\$7,320,200
123	Flor D. McNally	Keller Williams Advisors	34	\$7,315,000
124	Jason Reynolds	Re/Max Alpha Real Estate	23	\$7,249,000
125	Rebecca A. Messenger	Comey & Shepherd	14	\$7,233,500
126	Eric Gross	Keller Williams Pinnacle Group	22	\$7,209,300
127	Elizabeth R. Mahoney	Sibcy Cline	15	\$7,176,041
128	Nick G. Guetle	Cincinnati Boardwalk	31	\$7,172,250
129	Tyler Dietz	Keller Williams Seven Hills Re	27	\$7,071,595
130	Tyler R. Minges	Huff Realty	28	\$7,042,518
131	Bishnu L. Kharel	Re/Max Preferred Group	23	\$6,988,574
132	Timothy J. Mahoney II	Sibcy Cline	7	\$6,945,000
133	Myles Greely	Keller Williams Community Part	24	\$6,919,700
134	Kathy J. Kramer	Star One Real Estate	12	\$6,906,555

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# TOP 150 STANDINGS

Individuals | By Volume Jan 1- June 1, 2022 as of June 1 at 11:59AM

Rank	Name	Office	Total	Volume
135	Jaime R. Thinnis-Neumaier	Sibcy Cline	17	\$6,836,303
136	Dustin R. Hensley	Keller Williams Pinnacle Group	21	\$6,819,900
137	Lisa M. Phair	Coldwell Banker Realty	24	\$6,767,001
138	Missy B. Friede	Century 21 Thacker & Assoc.	24	\$6,684,400
139	Jon L. Bowling	Re/Max Preferred Group	23	\$6,656,039
140	Varun Varma	Coldwell Banker Realty	18	\$6,641,419
141	Brad Felblinger	Redfin	20	\$6,630,600
142	Heather S. Kopf	Kopf, Hunter, Haas	13	\$6,601,500
143	James Hurtubise	Keller Williams Advisors	24	\$6,555,456
144	Pamela L. Kurtz	Coldwell Banker Realty	15	\$6,468,900
145	Peter J. Duffy	Comey & Shepherd	22	\$6,456,704
146	Christy Jones	Coldwell Banker Realty	13	\$6,451,500
147	Olga A. McPhee	Re/Max Time	12	\$6,447,022
148	Ron Garland	Comey & Shepherd	22	\$6,424,900
149	Jonathan V. Price	Coldwell Banker Realty	23	\$6,370,950
150	Kassandra L. Faugno	Red 1 Realty	21	\$6,320,900

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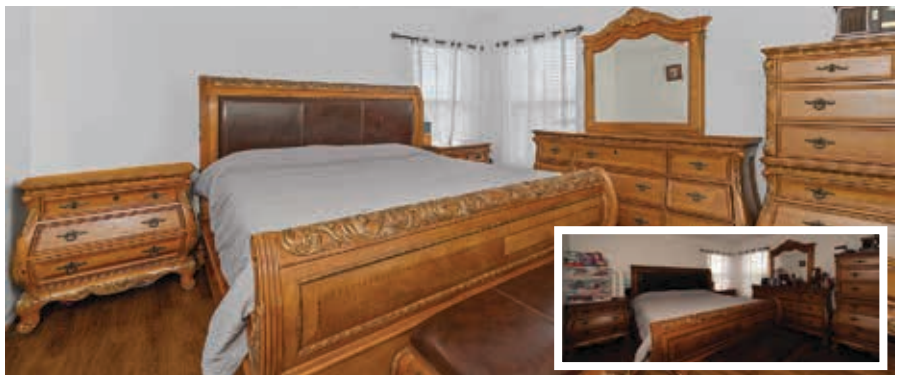


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