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On The Rise: Andrew Maloney

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REALTOR[®] to Watch: Zack Ferrell

TOP 150
STANDINGS

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 If you are interested in contributing or nominating Realtors for certain stories, please email us at patrick.braddick@realproducersmag.com.

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ANDREW MALONEY



 on the rise
Written by Elizabeth McCabe
Photos by Brenna Smith





“
 I treat people like they are part of my family. My marketing skills – coming from the marketing world for so long – are great for listings.”

The pandemic had a silver lining for Andrew Maloney. When he found himself laid off from his job in the marketing world in August 2020, the next chapter in life unfurled for him. Having taken real estate classes seven years ago, Andrew’s mom, Holly Maloney, had some words of wisdom.

“Your classes are still good for three more years at this point,” she told him. “Take your test.”

Heeding his mother’s instruction, Andrew took the test several days later and passed. “My mom has been in the industry for 20 years,” says Andrew. He was excited to join her team.

Andrew works with his parents, Holly and Tom, and is honored to be a part of the Maloney Group. Ruthie Ober is also part of the team and together they cover Ohio, Kentucky, and Indiana.

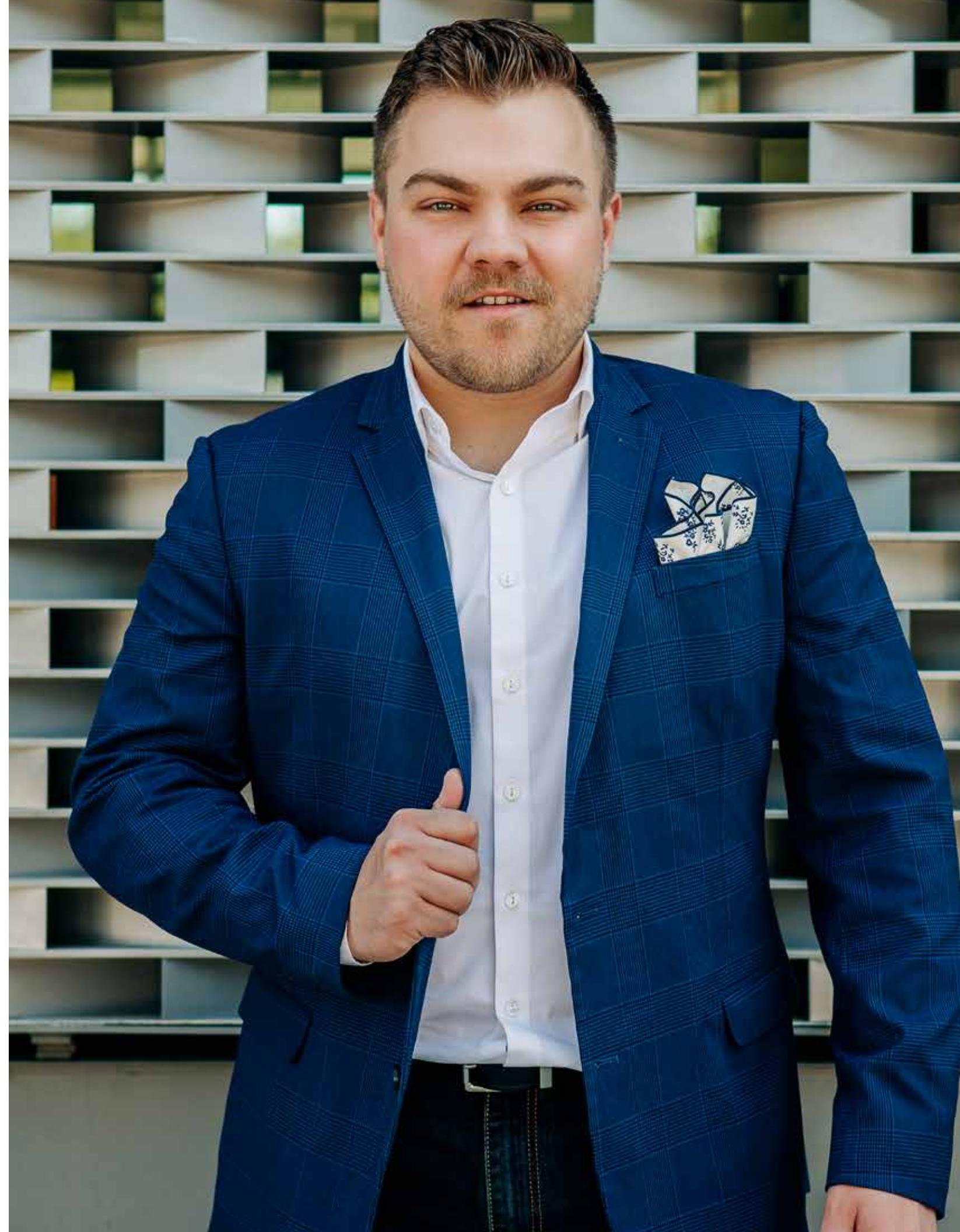
Life Before Real Estate

Originally from the West Side, Andrew attended Elder and Northern Kentucky University where he earned his Bachelor of Fine Arts Degree in Musical Theatre. He’s proud to be from Cincinnati and is extremely knowledgeable about it.

After graduation, Andrew worked at Taste of Belgium for nine years earning a position in their corporate office doing marketing, before

working for AGAR, an Experiential Marketing Agency in OTR. “I created experiences for a living,” explains Andrew. His notable accomplishments with AGAR included an activation at The 2020 NBA All-Star Game in Chicago, an event for a Japanese Airline in NYC and traveling doing activations for clients at high-profile events around the USA.

No stranger to the stage, Andrew goes to New York City often for auditions. He has been called back for Broadway and National Tours multiple times, including numerous callbacks for *Billy Elliot* and *The Book of Mormon!* He also made his international debut in 2011, playing Action in *West Side Story* at





the Teatro Nacional Sucre in Quito, Ecuador. Although he hasn't been on stage for three years, Andrew still "performs," whether through events, his social media, or TikTok videos.

"I have to have a creative outlet," he says. "I make sure my marketing reflects that." He is proud to be a member of the Actors' Equity Association, The Union for Stage Managers and Actors, and has been to Washington, D.C. advocating for The National Endowment for the Arts.

Theater taught Andrew the importance of perseverance. "Theater is just like real estate. You may hear a million nos before you hear a yes, but your goal is to never give up!" he says.

Three In One

"I get to blend my three former careers with theater, hospitality and events," says Andrew, "and hone in on treating my clients like one of my family. That's the biggest thing I love about real estate. I get to help people in a big life moment."

With theater, Andrew learned that his performance could change someone's life and give them hope. The hospitality profession added that white-glove service Andrew brings to his clients and allowed for a flexible schedule so Andrew could still perform.

"I really get to do that with real estate. I'm part of someone's life at a big

moment and get to help them, whether someone passed away, welcoming a new baby, or getting married. It's usually a big life chapter that pushes people to buy and sell real estate, and I get to be a part of that."

Andrew excels in catering to his clients. He says, "I treat people like they are part of my family. My marketing skills – coming from the marketing world for so long – are great for listings." His compassion and kindness were instilled in him by his parents. Being open and communicative with his clients and colleagues makes a difference in the world of real estate.

"I love people," explains Andrew. "I like communicating with people. In theater, it's all about making people happy and changing people's lives and being kind to one another in this crazy world, and I think we can use more of that in our industry, especially in this market."

Andrew's career volume this year is \$7 million in sales, and things are only climbing for him.

Making An Impact

"I'm not afraid to put myself out there," says Andrew. This performer at heart can hold an audience. He also reaches out to others and mentors other agents in real estate as well as on social media.

Andrew is able to be a great mentor because he has had an excellent mentor himself – his mother! He comments, "In 2019, my mother got the CABB REALTOR® of the Year. That really

pushed me to not only sell real estate but also get involved in the industry."

Andrew is proud to be the Vice Chair of the Young Professionals Network and is also the Membership Director for the Women's Council of REALTORS® for Cincinnati.

Family Focused

One of five kids, Andrew is the second oldest child in his family. He comments, "It's a lot of fun. We have a diverse family and very eclectic in our careers, including working at a brewery, being a real estate agent, a hairdresser, a service member, and a researcher. We run the gamut on different careers. It's a testament to my mom and dad that we could be ourselves when growing up. They allowed us to follow our passions in life."

To relax and unwind from work, Andrew enjoys sports. He is proud to be a season-ticket holder to FC Cincinnati as well as a season-ticket holder for the Bengals. "I also attend about 40 Reds games a year!" adds Andrew. Shared experiences with others are cherished by him.

"I like music too," he adds. Going to concerts and theatrical performances provides human connection. "Sporting events are a shared human experience," he says. One moment that he treasures is the World Cup Qualifier between Mexico and The United States at TQL Stadium. When The USMNT won, that collective energy made an everlasting impression upon him.

"That's something that I will never forget," he says.

From theater to real estate, anything is possible for those who believe in the power of perseverance. Overcoming rejection and continuing to press on has made Andrew who he is today, making an impact on the Cincinnati real estate world.



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▶▶ REALTOR® to watch

ZACK FERRELL



Written by Elizabeth McCabe | Photos by Tim Corbett-Spanagel

“My passion with real estate is about the people I get to know,” says REALTOR® Zack Ferrell with Keller Williams Realty. “I’ve tried not to make it about myself. I try to touch each person and get to know about them and their families, the things they are interested in, and how to help them in life in general.”

Zack actually entered real estate at the advice of his mother. Born and raised in Middletown, Zack has developed roots in the community through the years. He comments, “My mom was always in and out of real estate. In college, I didn’t know what I wanted to do with my life. My mom asked me, ‘Why don’t you get your real estate license?’”

Although Zack didn’t sell a single house for the first few months, he soon discovered success in real estate. He explains, “I stopped making it about myself and started making it about other people. People have always paid me back way more than I have ever given to them. As much as I give, I receive more in return.”

Nine years ago, Zack entered real estate and hasn’t looked back. He had a choice to make when launching into his career – finish college or help

people find homes. He chose the latter and it has rewarded him more than he ever thought possible.

“Now I throw customer-appreciation parties and give away vacations,” says Zack. “I saw a former client of mine at dinner and picked up their check. I try to do what everyone else does but try to do it bigger and better.”

To date, Zack has sold over 1,000 houses. Last year, he and his team – The Ferrell Team – did just over 142 sales, totaling 30 million. Approximately 60% of that volume was Zack’s. He has two other agents and a full-time administrator.

“Ironically, my business partner is Spencer Ferrell,” he says. “We have the same name, but there is no relation, and we’re not married.”

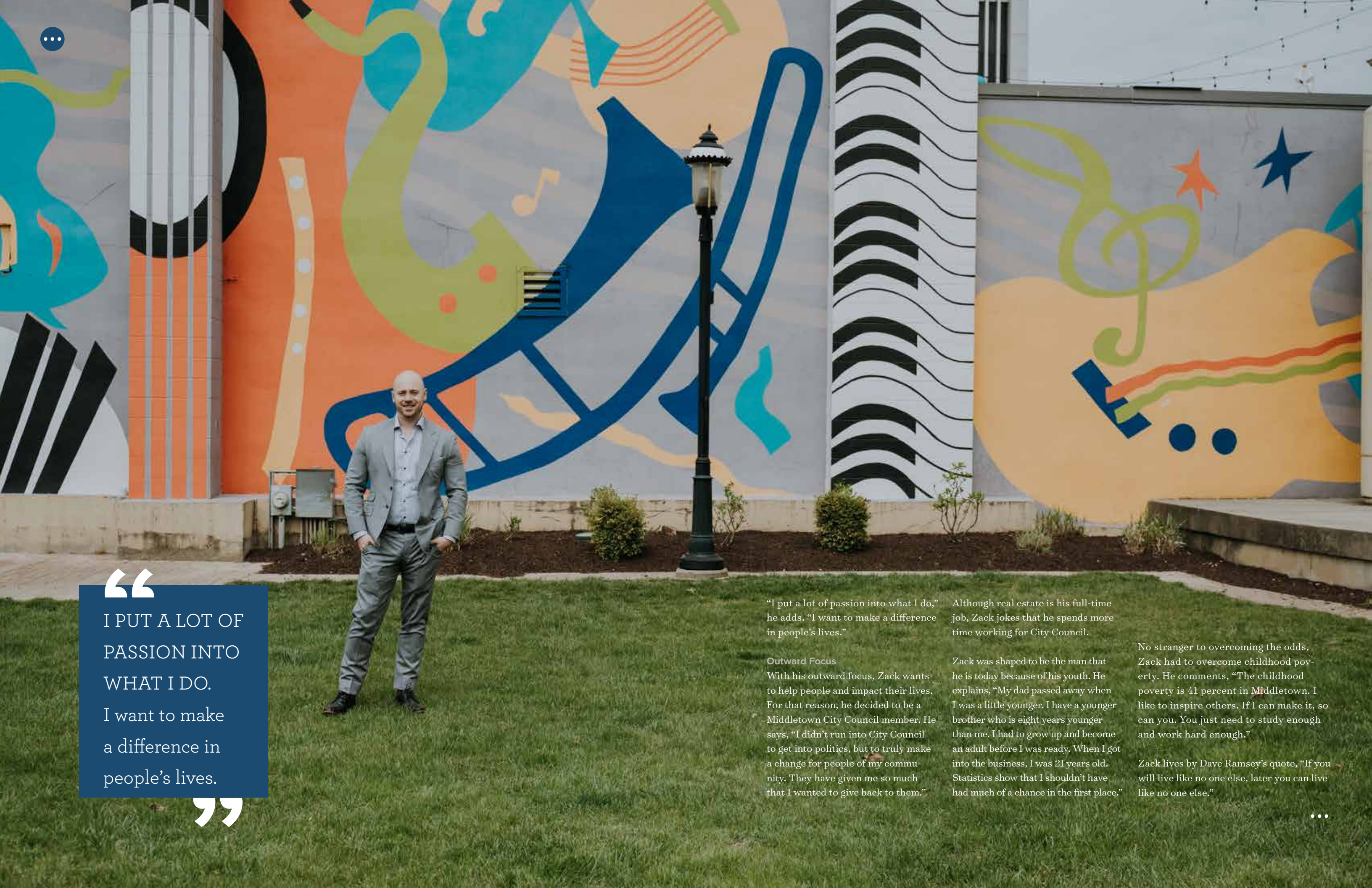
Investing in Real Estate

In addition to being a REALTOR®, Zack also invests in real estate. He comments, “I own 57 rental units and have flipped roughly 25 homes. I have an investor’s mindset. How can I go into a situation and make it better?”

Zack also helps people get investment properties who might not have considered doing so. “This creates generational wealth for themselves,” he says. “I helped people when the market wasn’t so great.”

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I PUT A LOT OF
PASSION INTO
WHAT I DO.
I want to make
a difference in
people's lives.



"I put a lot of passion into what I do," he adds. "I want to make a difference in people's lives."

Outward Focus

With his outward focus, Zack wants to help people and impact their lives. For that reason, he decided to be a Middletown City Council member. He says, "I didn't run into City Council to get into politics, but to truly make a change for people of my community. They have given me so much that I wanted to give back to them."

Although real estate is his full-time job, Zack jokes that he spends more time working for City Council.

Zack was shaped to be the man that he is today because of his youth. He explains, "My dad passed away when I was a little younger. I have a younger brother who is eight years younger than me. I had to grow up and become an adult before I was ready. When I got into the business, I was 21 years old. Statistics show that I shouldn't have had much of a chance in the first place."

No stranger to overcoming the odds, Zack had to overcome childhood poverty. He comments, "The childhood poverty is 41 percent in Middletown. I like to inspire others. If I can make it, so can you. You just need to study enough and work hard enough."

Zack lives by Dave Ramsey's quote, "If you will live like no one else, later you can live like no one else."



•••

A Real Estate Family

One thing that makes Zack unique is that he comes from a real estate family. He says, "My mom manages all of my rentals for real estate. My brother, 22, works for Domino's Pizza and is in the middle of flipping this third house. I've never given him a dollar to flip a house. Real estate runs in my whole family's blood. I lift everyone up through real estate."

In his free time, Zack likes working out every day, attending sporting events, and playing basketball. He owns a boat and likes to go to Norris Lake in Tennessee and Caesar's Creek as well as Brookview Lake.

Final Thoughts

"Real estate has given me so much," says Zack with a heart of gratitude. Real estate isn't just a job; it's a calling. "It has created a family and a community for me." Zack's mission is simple. He concludes, "I try to give back to others what they have given to me."

We are honored to feature Zack in this month's REALTOR® to Watch!



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JULIA WESSELKAMPER

cover story

Written by Elizabeth McCabe | Photos by Krista Silz

Julia Wesselkamper's name has become synonymous with luxury real estate in Greater Cincinnati. For more than 30 years, the award-winning REALTOR® has been bringing together high-end homeowners and discerning buyers — negotiating the sales and purchases of some of the region's most recognized, admired, and beloved properties.

Julia is uniquely qualified to serve the city's high-end home market. In addition to being a Coldwell Banker Global Luxury® specialist, she holds the prestigious Certified Luxury Home Marketing Specialist (CLHMS™) designation, recognized around the globe as the gold standard. The long list of Julia's certifications, accreditations, accolades, and industry awards fills pages. There is no doubt that she shines "on paper," but Julia's personality and professionalism are what attract clients and keep them coming back to her with each new move.

Recipe for Success

Julia lives by these words by Mother Teresa — in her personal life and in her interactions with clients and colleagues: *"Spread love wherever you go. Let no one ever come to you without leaving happier."* Julia explains, "The minute I heard the quote, it made an impact, and I adopted it as the way I want to go through life and the mark I want to leave."

Kindness, compassion, and acceptance are hallmarks of any conversation with Julia. Quick with a compliment and a ready listener, she is one of those rare people who makes others immediately comfortable — a quality appreciated by clients facing the sometimes stressful process of moving. Julia combines her empathetic nature with extraordinary competence and old-fashioned "roll-up-your-sleeves" hard work. It is the "secret recipe" that has propelled her to the top of her profession.

...





Road to the Top

Julia started working at the age of 10 as a neighborhood babysitter. In her teens, she worked at the Arby's fast-food restaurant in Kenwood, managing her work shifts around school and sports. She was a student-athlete at Indian Hill High School, where she played on the Girls' Varsity Soccer team.

Julia grew up in a loving and supportive home, the oldest of three children. "Our mom sewed our clothes, and our dad coached my soccer and softball teams," she recalls. "I was very close to all four of my grandparents. They inspire me to this day, as they all were amazing people with exceptional moral codes and incredible work ethics."

Julia's parents, Ed and Sharon Packer, encouraged each of their children to follow his or her own path. Both were well regarded

Cincinnati REALTORS® — he serving as a manager and she in both sales and administration. It was at their suggestion that Julia pursued real estate. "My parents suggested that no matter what I did after high school, I get my real estate license, and always have that as part of my education and pursuits," she says.

Julia secured her license in 1987 and started making a name for herself in the industry. "My father was my first manager," says Julia. "He taught me how to take the best care of clients and to always operate with integrity." Mom Sharon started her professional partnership with Julia ten years into Julia's career with the arrival of Julia's son and the need to balance motherhood and career. "Twenty-four years ago, my mom became my partner and team member. She turned 75 this past year, and now functions

as my Dotloop (real estate transaction management software) liaison and biggest cheerleader," Julia says.

Always Adapting. Always Growing.

Julia has helped more than 1,500 clients and has sold more than \$500 million worth of real estate. Someone else might rest on those laurels, but Julia ascribes to the philosophy that REALTORS® need to stay curious, keep learning, and keep growing to deliver the very best experiences for their clients.

Julia was a trailblazer in home staging, developing her own techniques for showcasing a home's features long before home staging was a profession. She is an Accredited Staging Professional (ASP), member of the Real Estate Staging Association (RESA), and CEO of *Stage It! by Julia*, a full-service home staging company.





Julia offers her listing clients complimentary staging services, a value-add that distinguishes her in the market. “I always enjoyed organizing and creating special spaces. I painted, decorated, curated, and essentially staged my bedroom in the 8th grade and took pictures of it!” she laughs. “I would hang out in my room designed by me! For me, my passion for real estate started with my love of architecture, design, and energy of a space, then translated into how that all works to give people a feeling of safety, peace, and a place to recharge.”

Last year, Julia made another inspired move when she joined her team with The Megan Stacey Group — a visionary alliance and

powerhouse partnership between two top-producing teams at Coldwell Banker Realty. “Megan and I are friends and we had worked together, which helped in our decision to grow our businesses through partnership,” Julia explains. “We hold similar values and philosophies on doing business — producing an excellent job for our clients with an emphasis on honesty, integrity, and unparalleled service. We are the highest-ranking all-female team in the company, which is important to me as a testimony to female empowerment.”

Home Sweet Cincinnati

“While I love to travel, Cincinnati is home,” says Julia. Her love of community is evident in her long resume

of volunteer and philanthropic endeavors that spans decades and includes many of the Queen City’s most highly regarded advocacy, help, and arts organizations.

Julia is passionate about The Human Rights Campaign and is a past co-chair of the advocacy group’s annual gala. She has shared her time, talents and treasure on gala committees benefitting the Cincinnati Opera, Cincinnati Zoo and Botanical Garden (Zoofari), and The Children’s Home of Cincinnati (Rockin’ Lobster Party).

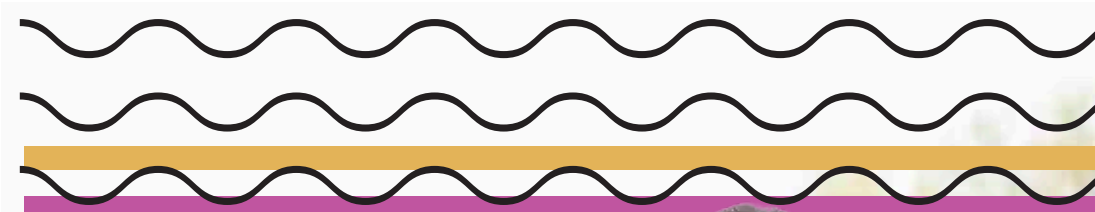
Julia’s commitment to improving lives in her hometown has included volunteerism and committee appointments with Habitat for Humanity of Greater

Cincinnati, Lighthouse Youth and Family Services, and Kindervelt. She is a member of the Cincinnati Playhouse in the Park Board of Trustees, who served as co-chair of the theater’s Playhouse Pride event, as well as a committee member for ArtsWave Pride.

Partner, Parent, and Pet-Lover

Julia is a resident of Indian Hill. She shares her life with her partner of nearly 10 years and spouse Julie Johnson, a retired Cincinnati Police Department Sergeant and Public Information Officer who oversees accounting and administration at *Stage It! by Julia*. Son Chad Wesselkamper is the couple’s pride and joy. A recent graduate of Rice University’s top-rated Shepherd School of Music, Chad lives in Houston, where he is a performer, composer, and recording artist with plans to pursue graduate-level music studies. The couple’s three other great loves are a trio of adorable dogs: Yoshi (Akita), Zuri (French Bulldog) and Beaux (French Bulldog). Julia and Julie also treasure time spent with their large extended family. “We are blessed to have three of our parents living, my mom and dad and Julie’s father, plus a host of siblings, cousins, aunts, and uncles. We are very fortunate that almost everyone lives here in Cincinnati.”

“ Spread **LOVE** wherever you go. Let no one ever come to you without leaving happier.”





» sponsor spotlight

CUTCO

CLOSING GIFTS

ARE A CUT ABOVE THE REST!

Written by **Elizabeth McCabe**
Photography by **Kim Kalo**

Want to be remembered long after a real estate closing? Consider giving clients a gift that will last for years to come. Emmi Abel-Rutter, a sales representative of Cutco Closing Gifts, offers closing gifts that are a cut above the rest.

“Real estate agents should have a system in place to appreciate and engage their clients. A lot of people don’t think about it,” says Emmi. Instead of giving a consumable gift – such as a bottle of wine or a gift card – why not give them a gift that they can cherish for years to come?

Cutco is proud to have a Forever Guarantee, ensuring that their knives will always cut like new. A household name in cutlery, Cutco has been in existence since 1949 with over 16 million customers. With exceptional craftsmanship, these knives were built to last.

Emmi, who has been with Cutco for almost nine years, has seen her clients have success with closing gifts. She comments, “It’s a very interesting niche. There really aren’t any closing gift companies approaching REALTORS® the same way that we are.”

Leave An Impression

The average American uses a knife 200+ times per year, regardless of whether they describe themselves as someone who “cooks,” which helps



...



one-piece set, such as the Santoku-Style Trimmer or a Traditional Cheese Knife. Or consider the Welcome Home Set or the Shear Prep Set, which clients will love. Emmi reassures clients, “You can’t go wrong with anything.”

Improve client retention and generate referrals through Cutco Closing Gifts.

Emmi shares, “I have talked to a lot of people who are on the receiving end of closing gifts.” She emphasizes that those who received consumable gifts, or no gift at all, combined with not

been around for decades, but they hold up better than the competition. Additionally, everything with a cutting edge is American-made.

“I love the company and the products. I value our customer service, how high-quality everything is, and the guarantee that stands behind it.” Emmi even sharpens knives for free for those who have Cutco knives, which is part of their guarantee.

Emmi encourages real estate agents to get a client appreciation system and program in place. She is happy to talk to real estate agents to help them formulate a plan to honor their clients. As for gifting, she encourages agents to give a gift two to four weeks after closing to make the most impact on their clients.

Affordable Options

Real estate agents will find Cutco products affordable, especially since this isn’t a new expense for most agents. Instead, it’s reallocating money already being spent on consumable items and “swag” to high quality gifts that get a better long-term return. They can split the cost into six or 12 payments, interest-free. Most agents stock up on a six- or 12-month supply of gifts that fit their budget and their business, making their gifting a decision that they only have to make once or twice a year, versus before each individual transaction.

Emmi is also happy to go into office meetings of REALTORS® and teach them about branding, client retention, and gifting strategy to help their businesses long-term.

For more information, check out Emmi’s website, www.cuttingedgemmi.com, or the Cutco Closing Gifts website, www.cutcoclosinggifts.com. She can also be reached by email, eabelrutter@gmail.com, or phone at 513.687.0635.

keep their real estate agent top of mind. As Emmi says, “For someone who cooks often, that can generate over 300 touches. Cutco is the lowest cost per touch as opposed to wine or a gift card.”

Emmi adds, “When you are in a competitive industry like real estate, branding should be prioritized as an element of your gifting.” With Cutco, real estate agents can have their name and logo engraved on the face of the knife.

Best of all, branded gifts are 100% tax-deductible as advertising for real estate agents. Knives will also help REALTORS® stand out above their competition.

What Cutco products does Emmi recommend? The Santoku Shear Utility Set is a very popular product, says Emmi. Those who are looking for a lower price point can choose a

receiving any value-based or relationship-building communications after their transaction, barely remember their REALTOR® unless they had a close personal relationship with them prior to working together. “We put something in their clients’ hands that they can use and interact with every single day.”

Emmi compares an engraved Cutco knife to a business card in a client’s house. She explains, “Imagine standing in front a client multiple times a day and handing them a business card.” That’s what Cutco knives do for people.

“The kitchen is the most important room in the house. Knives are used every day,” she says. All the more reason to purchase Cutco Closing Gifts.

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-April 30 as of May 9, 2022 at 1:17PM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	30	\$35,586,758
2	Michael T. Maley	Comey & Shepherd	135	\$33,488,935
3	Ragan McKinney	Ragan McKinney Real Estate	134	\$29,482,492
4	Rick J. Finn	Coldwell Banker Realty	66	\$27,619,590
5	Daniel Watkins	Comey & Shepherd	93	\$25,205,474
6	Scott A. Oylar	Coldwell Banker Realty	48	\$22,899,967
7	Heather R. Herr	Coldwell Banker Realty	53	\$22,767,302
8	Kevin E. Hildebrand	eXp Realty	57	\$18,595,906
9	Walter B. Gibler	Coldwell Banker Realty	44	\$17,701,578
10	Megan S. Stacey	Coldwell Banker Realty	34	\$17,690,610
11	Kimberly A. Price	Plum Tree Realty	74	\$17,375,895
12	Holly Finn	Coldwell Banker Realty	35	\$17,312,968
13	Andrew Gaydosh	eXp Realty	59	\$16,469,700
14	Kimberly K. Mansfield	Keller Williams Advisors	62	\$16,209,216
15	Amy Hackett Roe	Coldwell Banker Realty	21	\$15,612,000
16	Adam G. Marit	Real Link	49	\$14,853,178
17	Ellie D. Kowalchik	Keller Williams Pinnacle Group	37	\$13,704,950
18	Peter D. Chabris	Keller Williams Seven Hills Re	47	\$13,566,202
19	Shelley Miller Reed	Coldwell Banker Realty	17	\$13,159,000
20	Amy L. Markowski	Real Brokerage Technologies	62	\$13,044,169
21	Ronald A. Bisher	Coldwell Banker Realty	45	\$12,663,299
22	Sue S. Lewis	Sibcy Cline	26	\$12,546,900
23	Andrea DeStefano	Sibcy Cline	28	\$12,268,043
24	Daniel Baron	Keller Williams Advisors	42	\$11,372,015
25	Bob Dorger	Comey & Shepherd	18	\$11,104,400
26	Helena F. Cameron	Sibcy Cline	18	\$10,975,160
27	Cindy J. Shetterly	Keller Williams Distinctive Re	41	\$10,907,800
28	Deborah A. Martin	Keller Williams Advisors	13	\$10,675,494
29	Tom Deutsch Jr.	Coldwell Banker Realty	54	\$10,477,000
30	Mike Hildebrand	eXp Realty	33	\$9,846,206
31	Andrew H. Homan	Coldwell Banker Realty	21	\$9,788,500
32	Celia B. Carroll	Sibcy Cline	9	\$9,769,000
33	Perrin G. March IV	Robinson Sotheby's Internat'l	5	\$9,718,500
34	Scott T. Ferguson	Keller Williams Advisors	31	\$9,691,435

TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-April 30 as of May 9, 2022 at 1:17PM

Rank	Name	Office	Total	Volume
35	Jill O. Ferguson	Keller Williams Advisors	30	\$9,441,435
36	Zach Singler	Re/Max Local Experts	16	\$9,432,801
37	Michael L. Vazquez	ERA Real Solutions Realty	28	\$9,332,160
38	Michael C. Hinckley	Coldwell Banker Realty	15	\$9,312,000
39	Beth A. Brown Ciul	eXp Realty	34	\$8,947,152
40	Anna S. Bisher	Coldwell Banker Realty	33	\$8,942,699
41	Gregory J. Tassone	Coldwell Banker Realty	13	\$8,903,500
42	Larry L. Thinnes	Sibcy Cline	24	\$8,882,189
43	Jackie Quigley	Comey & Shepherd	16	\$8,853,000
44	Sarah A. Woody	Keller Williams Advisors	33	\$8,826,000
45	Nikki M. Hayden	Coldwell Banker Realty	22	\$8,620,200
46	Monika Deroussel	eXp Realty	30	\$8,512,300
47	Maura K. Cagney-Tipton	Coldwell Banker Realty	32	\$8,507,700
48	Patrick J. Cagney	Coldwell Banker Realty	32	\$8,494,348
49	Sondra M. Parker	Coldwell Banker Realty	18	\$8,402,800
50	Denise L. Gifford	Keller Williams Advisors	23	\$8,384,300

Rank	Name	Office	Total	Volume
51	Kelly Pear	Comey & Shepherd	15	\$8,310,500
52	Molly Eynon	Coldwell Banker Realty	22	\$8,237,000
53	Brittney Frietch	Re/Max Preferred Group	26	\$8,136,405
54	Molly E. Blenk	Comey & Shepherd	23	\$8,129,600
55	Robbie Dorger	Comey & Shepherd	13	\$8,086,500
56	Jennifer L. Day	Re/Max Preferred Group	48	\$8,011,556
57	Michael P. Hines	Coldwell Banker Realty	12	\$7,968,797
58	Julia Packer P. Wesselkamper	Coldwell Banker Realty	14	\$7,946,210
59	Linda T. Destefano	Sibcy Cline	17	\$7,894,240
60	Tammy Thome	Century 21 Thacker & Assoc.	23	\$7,884,302
61	Teresa Johnson	Comey & Shepherd	26	\$7,809,051
62	Roxanne B. Qualls	Sibcy Cline	15	\$7,727,087
63	Sara E. Limper	Coldwell Banker Realty	22	\$7,685,000
64	Ingrid K. Likes	Coldwell Banker Realty	15	\$7,610,900
65	Jon A. DeCurtins	ERA Real Solutions Realty	18	\$7,576,900
66	Diane Tafuri	Sibcy Cline	12	\$7,574,900
67	Rakesh Ram	Coldwell Banker Realty	25	\$7,495,550
68	Lindsay Spears	Re/Max Incompass	36	\$7,472,800
69	Hossam Elsayed	Emerald Home Advisors	33	\$7,457,700
70	Micha Gleisinger	Comey & Shepherd	12	\$7,437,119
71	Sue Andrews Wahl	Comey & Shepherd	27	\$7,436,283
72	Lee G. Robinson	Robinson Sotheby's Internat'l	10	\$7,365,400
73	Regina M. Hamilton	Sibcy Cline	17	\$7,270,299
74	Tami Holmes	HER LLC	25	\$7,269,560
75	Robert J. Mahoney	Sibcy Cline	14	\$7,243,041
76	Marc A. Cameron	Sibcy Cline	15	\$7,205,500
77	Gina A. Dubell-Smith	eXp Realty	18	\$7,164,610
78	Mary Clare Baden	Coldwell Banker Realty	17	\$7,074,400
79	Richard Davey	Comey & Shepherd	23	\$7,032,928
80	Keith T. Taylor	Comey & Shepherd	23	\$7,032,928
81	Jeanne M. Rieder	Hoeting, Realtors	26	\$6,963,500
82	Jamie Rudy	Coldwell Banker Realty	23	\$6,931,000
83	Jack C. Hinckley	Coldwell Banker Realty	13	\$6,919,761
84	Courtne' C. Brass	Coldwell Banker Realty	17	\$6,914,099

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TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1-April 30 as of May 9, 2022 at 1:17PM

Rank	Name	Office	Total	Volume
85	Maryann D. Ries	Coldwell Banker Realty	13	\$6,852,900
86	Alexander Schafers	Re/Max United Associates	25	\$6,824,750
87	Mark Schupp	Star One Real Estate	31	\$6,752,700
88	Sue M. Miller	Comey & Shepherd	24	\$6,719,300
89	Lisa S. Morales	Coldwell Banker Realty	26	\$6,714,300
90	Cody M. Brownfield	Redfin Corporation	16	\$6,711,900
91	Rachel A. Silverman	Coldwell Banker Realty	6	\$6,650,904
92	Tina A. Burton	Sibcy Cline	17	\$6,621,192
93	M. Doug Spitz	Coldwell Banker Realty	17	\$6,613,942
94	Rebecca A. Messenger	Comey & Shepherd	13	\$6,558,500
95	Robert R. Smith	Coldwell Banker Realty	27	\$6,528,367
96	Jason Reynolds	Re/Max Alpha Real Estate	20	\$6,520,000
97	Tiffany B. Allen-Zeuch	Sibcy Cline	18	\$6,408,401
98	Donald M. Johnson	Cutler Real Estate	30	\$6,337,900
99	Lesli D. Norris	Coldwell Banker Realty	20	\$6,283,500
100	Anne V. Bedinghaus	Coldwell Banker Realty	26	\$6,275,900

Rank	Name	Office	Total	Volume
101	Tyler A. Smith	Re/Max United Associates	19	\$6,273,550
102	Toni K. Louis	Re/Max Preferred Group	14	\$6,198,700
103	Lanxi J. Song J	Keller Williams Seven Hills Re	17	\$6,157,500
104	Judy S. Recker	Sibcy Cline	3	\$6,107,500
105	Robert DiTomassi	Comey & Shepherd	19	\$6,003,000
106	Jonathan V. Price	Coldwell Banker Realty	21	\$5,959,950
107	Timothy J. Mahoney II	Sibcy Cline	5	\$5,880,000
108	Heather M. Stallmeyer	Coldwell Banker Realty	12	\$5,852,500
109	Beth Silber	old	18	\$5,841,000
110	Alice M. Jones	Comey & Shepherd	20	\$5,790,355
111	Elizabeth R. Mahoney	Sibcy Cline	13	\$5,786,041
112	Eric Gross	Keller Williams Pinnacle Group	17	\$5,771,300
113	Holly S. Maloney	eXp Realty	23	\$5,748,788
114	John M. Bissman	Keller Williams Pinnacle Group	20	\$5,712,851
115	Dana Lynn Atti	eXp Realty	14	\$5,705,675
116	Brett A. Keppler	TREO Realtors	23	\$5,673,651
117	William Wall	eXp Realty	20	\$5,644,400
118	Brendan S. Morrissey	Sibcy Cline	17	\$5,603,600
119	Erin P. Fay	Comey & Shepherd	18	\$5,537,350
120	Sandra L. Peters	Comey & Shepherd	10	\$5,515,092
121	Nick G. Guetle	Cincinnati Boardwalk	23	\$5,513,700
122	Peter J. Duffy	Comey & Shepherd	18	\$5,500,204
123	Janelle A. Sprandel	Comey & Shepherd	17	\$5,498,845
124	Tyler R. Minges	Huff Realty	21	\$5,492,518
125	Brian P. Leisgang	Keller Williams Advisors	21	\$5,433,500
126	Michele Donovan	Comey & Shepherd	21	\$5,409,350
127	Varun Varma	Coldwell Banker Realty	15	\$5,371,419
128	Elizabeth Gerbus Akeley	Comey & Shepherd	14	\$5,371,024
129	Kassandra L. Faugno	Red 1 Realty	18	\$5,334,000
130	Flor D. McNally	Keller Williams Advisors	27	\$5,330,000
131	Lisa M. Phair	Coldwell Banker Realty	17	\$5,325,001
132	Ron Garland	Comey & Shepherd	18	\$5,312,000
133	Jacqueline L. Patrick	Star One Real Estate	12	\$5,210,500
134	Tammy Girdler	Sibcy Cline	3	\$5,199,900

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Rank	Name	Office	Total	Volume
135	William Draznik	Coldwell Banker Realty	20	\$5,195,600
136	Bishnu L. Kharel	Re/Max Preferred Group	17	\$5,191,374
137	Poonam Bhardwaj	Coldwell Banker Realty	12	\$5,168,800
138	Diane T. March	Robinson Sotheby's Internat'l	3	\$5,158,500
139	Chris R. Waits	Sibcy Cline	21	\$5,148,175
140	Oscar A. Asesyan	Sibcy Cline	14	\$5,069,200
141	Jessica Bauer	Comey & Shepherd	18	\$5,041,042
142	Marsha Bennett	Coldwell Banker Heritage	21	\$5,018,648
143	Jeanette Clifton	Peelle, Lundy & Clifton Realty	27	\$5,007,000
144	Brad Felblinger	Redfin Corporation	15	\$5,003,100
145	Evan Johnson	Cutler Real Estate	21	\$5,001,400
146	Dustin R. Hensley	Keller Williams Pinnacle Group	16	\$4,989,900
147	Jon L. Bowling	Re/Max Preferred Group	18	\$4,951,039
148	James Hurtubise	Keller Williams Advisors	18	\$4,945,500
149	Andrew M. Hersey	Star One Real Estate	15	\$4,916,900
150	G. Shifali Rouse	Coldwell Banker Realty	9	\$4,884,000

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