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TOP 150
STANDINGS

COVER STORY: Denise Gifford

ON THE RISE: Tim Bowman

REALTOR® TO WATCH:

Michele Mamo

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

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DENISE GIFFORD



GETTING IT DONE & MAKING IT FUN!

Written by **Elizabeth McCabe**
Photo Credit: **Krista Silz** of Cincy Photo

Life is an adventure for those who are willing to embrace the journey. REALTOR® Denise Gifford became a REALTOR® 11 years ago and has made a name for herself in Cincinnati real estate. The team leader of the Gifford Team, Denise prides herself on “getting it done and making it fun.”

Her career volume is \$125 million, and she works with two other agents on her team, Lana Sprague and Chad Whitmore, and one licensed admin, Jenny White. She loves what she does, and it shows with her enthusiasm and passion.

LIFE BEFORE REAL ESTATE

Prior to real estate, Denise owned a figure skating program for 18 years. A talented figure skating coach, Denise built her own business with her expertise. She had been skating since age 7 competitively and continued throughout her years at Miami University.

“I was a competitive skater and a synchronized skater,” she says. “It’s like synchronized swimming on ice skates. Miami University is one of the few schools that has a varsity synchronized skating program.” Denise even had the honor of skating in the open and closing ceremonies for the Winter 2022 Olympics, a memory that she cherishes to this day. She had fire shooting out of one skate, carried the tail of a snake and even skated with Kiss and Sting!

Initially, Denise went into retail after graduating and started ice skating to stay in shape. She skated and played soccer at Sports Plus in Evendale before starting to work there in 1994. “I started coaching private lessons and eventually took over the figure skating program,” she explains. “I purchased the ice and resold it to competitive figure skaters.”

Soon Denise had one of the top 10 learn-to-skate programs in the nation (as far as numbers were concerned). She comments, “I attribute that to



Lana Sprague,
Denise Gifford,
Chad Whitmore
& Jenny White

having excellent coaches who could retain people and her marketing degree from Miami.”

Denise was married in 2003. She comments, “We started to run the program together. He had a good ice-hockey background.” They were a success until they went their separate ways in 2008 with a divorce. Denise decided to switch gears.

“I waited for two years after my divorce to figure out what to do,” she says. She was searching for a career that would compensate her for the effort that she invested into it. Owning another small business was what she decided, and the best option for her was real estate.

RISE IN REAL ESTATE

Denise’s interest in real estate dates back to her college days when she took a real estate financial course as part of her business degree. She comments, “Real estate isn’t about looking at pretty homes, but about systems and tools. I’m good at that.”

Denise got her real estate license 11 years ago and started with Sibcy Cline, becoming Rookie of the Year her first year. She comments, “Having two little ones full-time made it difficult with that much business. I transitioned to Coldwell Banker in 2014.” She figured out how to get an assistant, giving her more work-life balance.



•••

“In 2017, I came to Keller Williams because they looked at real estate differently — more as a business than as a hobby. I wanted to grow the business,” explains Denise.

She gained a “lot of information” from each brokerage and built great relationships. Denise comments, “I value having been at different brokerages, and I feel that my network is different. When you are exposed to more people, you learn more from every person that you meet.”

AN EVOLVING BUSINESS

Currently, Denise is evolving her business. She works on listings and buyers work with her teammates. By freeing up her time, Denise is able to pursue a new passion — coaching.

“I am training to begin MAPS Coaching at Keller Williams,” she smiles. “Starting in January, I will work with other Keller Williams agents across the nation who produce at a higher level and try to take them to the next level. I will help coach them through life events and work events.” By removing those ceilings that agents have, Denise will help them get to the next step in their careers.

“Coaching is what I love,” smiles Denise. “Both of my parents were teachers.” Whether coaching figure skaters, agents on her team or agents around that nation, Denise likes helping others and motivating them to greatness. She goes to various cities, doing speaking engagements on “how to love on your database” and making the people in her life feel special.

DENISE'S BACKGROUND

Originally from Oxford, Ohio, Denise feels lucky to have two professional and loving parents who were both professors at Miami University in marketing and management. She says, “That’s how I went to school with free tuition.” She attended Hondros College for her real estate training.

A lifelong learner, Denise likes to go to conferences and learn about different subjects. “Right now, I’m learning about hay,” she shares. “My significant other, Jason House, is a part-time hobby farmer and bales a lot of hay.” He has 36 acres. He and Denise live in Wetherington in West Chester. “I’m in charge of getting all the eggs from the chicken coop when I am there. We also have two peacocks — male and female — and we are hoping for babies.” Cows and lambs also roam around the family farm, which has a huge garden.

In addition to frequenting the family farm, Denise and Jason like camping by the creek and hunting for fossils to relax and unwind.

Although her father, her hero, passed away in 2019, Denise’s mother is “strong and doing awesome.” She is very active in the Oxford community, and Denise recently looked for a new house for her, which led to a whole other project.

“I am now working with a developer to build a little community of 86 homes in Oxford, Ohio,” she says. These homes are ranch homes that are maintenance-free. “They are next to the community park and will appeal to people like my mom or for those who want to age in place.” They are considered Lifestyle Homes by Todd Homes.

When not there, her mother likes to spend her summers in a small town on Lake Michigan. Denise raves, “That’s my favorite place to be. I’m usually there three to five times a year. Our success story is that my grandmother bought a house for my dad for \$20,000. Now it’s worth over a million dollars. It’s on the lake in a prime location.”



Left to right: Allyssa Mackey, Kyra Mackey, Denise Gifford, Jason House, Sarah Gifford (sister-in-law), Steve Gifford (brother) and Pat Gifford (mom)

Denise also has a brother and sister-in-law who live next door to her mom. “My brother has Parkinson’s and is very active in the Parkinson’s community,” she says. Her brother became a nature photographer and real estate photographer. “He’s the most kind and loyal person that people have ever met,” raves Denise. Her sister-in-law is a former librarian turned health coach.

When not working, it’s all about family for Denise. She is blessed with two daughters. Her oldest daughter, 24, is a hair stylist in Oakley and loves to color hair. She loves to travel, working for two weeks and then traveling the world for two weeks with her boyfriend. Recently, she visited Spain and Italy.

•••

COACHING IS WHAT I LOVE.



Denise's youngest daughter is a freshman at Miami University. "She's passionate about women's rights and is in a program called Women's Studies at Miami," says Denise proudly.

HELPING OTHERS

Everything in life can be used to benefit others. Denise took the lessons that she learned from being divorced and getting back on her feet again to help other people who are divorced.

She recalls the days after her divorce. She didn't qualify for food stamps because, ironically, you had to lose your home first before qualifying for assistance. Back in those days, Denise's parents would watch the kids so she could do real estate or coach skating. "That's how I had enough food for the week," she says.

Now she runs a charity for divorced people. Every Thursday night from 6:30 to 8, she helps people who are getting divorced find a way to move on. That may involve learning how to date again, helping with their resume or just moving forward.

"I have made lifelong friends through that," she says. "I feel like we can always donate money, but our time is more valuable to help other people." She holds four sessions each year in her office, a private, safe place for people to connect. It's always rewarding running into people years later who comment how her class has changed their lives.

FINAL THOUGHTS

"I am very lucky, happy, and life has just continued to get better," says Denise. Her favorite quote is simple: "There is no failure. You either win or you learn. Either is OK."

Denise is an inspiration with her hard work, resiliency and willingness to reinvent herself after her divorce. Her drive and determination have made her who she is today.



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By Shauna Osborne

Year-End GIVING

As the year comes to a close, it is the perfect time to think about year-end giving. Particularly in the aftermath of a years-long pandemic, we can help those in need – necessary every year but now crucial for many nonprofits struggling to balance increased demand and decreased support – and, meanwhile, save on taxes. Year-end giving is a win-win!



Don't let this holiday season pass you by without giving to those less fortunate.

Support Nonprofit Organizations

Charities and nonprofit organizations often rely solely on donations to fund their missions. Interestingly, according to Charity Navigator, half of all nonprofits in the U.S. receive the bulk of their funding during the last quarter of the year. Make the final months of the year count through giving; resolve to help feed the hungry, find cuddly animals new homes or support people without housing ... whatever cause is near and dear to your heart.

When you do, be sure to keep a record of your donation. Taxpayers must have a bank record or some sort of written

receipt from the charity, which has the organization's name, date and amount of the contribution. Other acceptable records include bank statements, credit card statements or canceled checks.

Additionally, the 2020 CARES Act allows you to take a \$300 deduction for cash donations to qualifying organizations, which must have a charitable, educational, religious, literary or scientific purpose and be classified by the Internal Revenue Service as tax-exempt, even if you don't itemize.

Donate Clothing and Household Items

Take time to clear the clutter and give

to others this holiday season. Do you have gently worn clothes or functional household appliances, furniture, furnishings or electronics that you no longer use and could benefit someone else? Why not donate them? If your charitable donation is worth \$250 or more, be sure to include a receipt (or written acknowledgment) from the charity, with a description of the items.

Don't let this holiday season pass you by without giving to those less fortunate. After all, **'tis the season to be generous!** Doing so will help others and help yourself when April 15 rolls around.

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TIM BOWMAN



▶ on the rise Written by Elizabeth McCabe
Photo Credit: Brenna Smith

Tim Bowman has always had a heart for others. Starting in his early days as a nurse, he put his patients first and cared for them as a hospice nurse. Tim's fire and passion for the health care industry burned out after 10 years of being overworked and underpaid. With little to no work-life balance, his personal and professional life suffered, and he was desperate for a change.

Following his career in the health care industry, he took a big leap of faith and sold cars for three years, helping people find the right car for their needs. He says, "The income was great, but I knew I was meant to do more, to help more people in a bigger way." It was apparent to him that the car industry was just a stepping stone in his journey. He craved to find his long-term career path. 2020 was a year of change for Tim. He left the car dealership and briefly worked in sales at a friend's vinyl graphics business to dip his toes

in new experiences. Shortly after, the COVID-19 pandemic hit, and he found himself at home with a lot of time on his hands to think about where his life was headed. Once the "stay at home" order was lifted, Tim started a new job running the daily operations of a local family business to make ends meet. Meanwhile, his wife convinced him to start attending real estate school online to earn his real estate license. He says, "At that time, she believed in me more than I believed in myself." So many changes in such a short amount of time, but now looking back, Tim believes it was necessary for his personal and professional growth.

Six months later, Tim finished his real estate schooling and started preparing for his state exam. That's when he got fired from his job. He comments, "They let me go. They told me that they believed a person couldn't be successful at more than one thing at a time, and they were helping me be 'successful in real

estate.' That's what they called it!" Thrown into real estate, it was either sink or swim for Tim. He chose to rise to the occasion and find a way to make it.

Starting real estate in January 2021, Tim has had \$6 million his first year and a total of 21 deals. He is on track to surpass that this year.

He comments, "I started at Keller Williams with a launch coach. I remember on the first day my coach telling me, 'This program is designed to teach you how to sell a house in four to six weeks.' That's when I responded, 'Sir, I have about four to six days, or I'm going to be out looking for another job, so we're going to need to speed this program up.'" Urging his launch coach to accelerate the program for him seemed to pay off. He got his first client under contract in three weeks. Tim recalls, "I was accidentally thrown into being full-time REALTOR®, and I had no choice but to figure it out."

...



EVERY DAY IS
DIFFERENT.
THAT'S WHAT
I LIKE ABOUT IT.

•••

He was disappointed in his first commission check. “They cut my commission so much I barely had any of it left. I didn’t want to work this hard to make other people rich.”

He capped out at Keller Williams in the first eight months and kept 100% of his earnings for the rest of the year. Tim says, “There has got to be a better way.” He found Key Realty and stayed with them for six months, capping shortly after the switch and then recently found his niche at Plum Tree. “I see myself staying here long term,” he says. “Plum Tree has all the support, CRMs and training that the other brokers do, but I get to keep more of my hard-earned money!”

Learning from Life

Tim is an asset to his clients, especially with his life experience before he became a REALTOR®.

He can relate to the challenges first-time homebuyers face. He comments, “I bought my first house at 22 years old. I was fresh out of college and moved from an apartment into a four-bedroom house. I had no furniture to fill it up, so I bought



furniture on credit cards.” When he lost his job a few months after closing on his new house, Tim struggled financially, even taking a hit to his credit score when he realized he increased his new living expenses way beyond his means.

“I spent a lot of time playing catch up and years repairing my credit,” he says. “Now I help younger first-time homebuyers understand how easy it is to get in way over your head. I give them the best direction that I can.” He worked extremely hard in his 20s to get to where he is today.

“You live in the payment, not in the house,” he tells his clients. “So make sure you budget your home purchase around your lifestyle and not your lifestyle around your mortgage.”

Loving Real Estate

Now Tim has a career that he truly loves. He comments, “Every day is different. That’s what I like about it.” Real estate is something that he is knowledgeable about and has experience in. “I look at different and unique houses and solve different and unique problems,” he says.

Tim absolutely loves multi-family real estate as well as real estate investing. Welcoming all deals, large or small, Tim has sold a \$5,000 house to a \$2.1-million apartment building.

“God has a lot of favor in this,” he says. “For God to do the ‘super,’ you have to do the ‘natural.’”

That doesn’t mean the road has always been easy. “It’s been a wild ride for the last two years,” he says. “I remember going to the office the first day unemployed and scared to death.” Now times have changed. “It’s such a blessing — thinking how far I have come,” he reflects.

Tim also takes time to build relationships within the business, build his brand on social media, and meets seasoned REALTORS® and learns from them to be the best that he can be. He plans to be an avid real estate investor. As one of Tim’s favorite speakers, Jim Rohn is quoted saying, “We sell houses, so we can afford to buy houses.”

Enjoying Life as Newlyweds

Tim and his wife, Erika, just got married a year ago in October in Orange Beach, AL, which happens to be one of his wife’s favorite vacation places. After marriage, they ended up buying a house and remodeling it through the winter. The house, which was built in 1955, remains a continuous work in progress for Tim and Erika. The heart of the home is now updated and gorgeous, with the original character still intact, at his wife’s request.

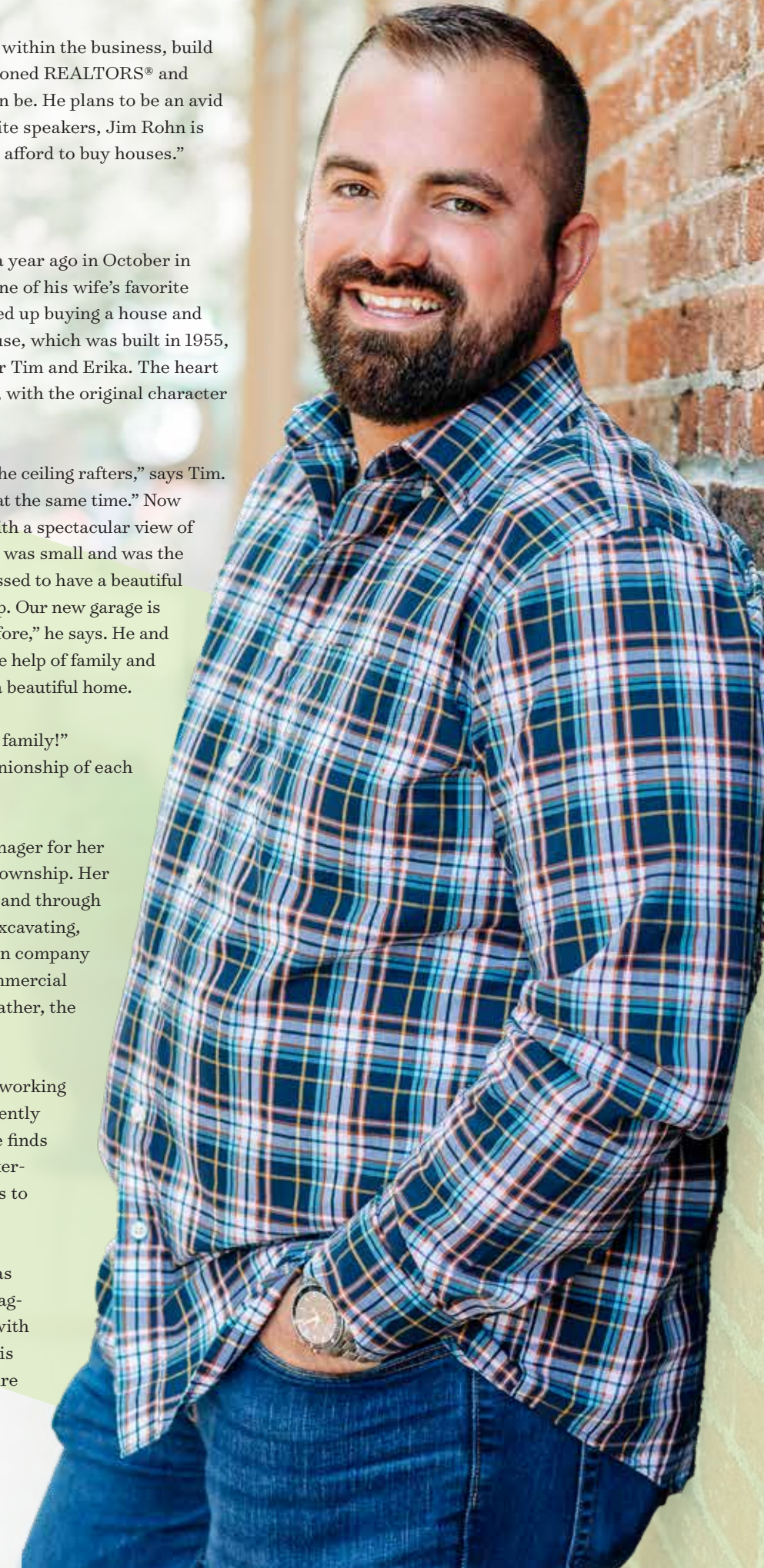
“I gutted the kitchen from the subfloor to the ceiling rafters,” says Tim. “You could see the basement and the attic at the same time.” Now he has a home office that he works from with a spectacular view of the Hamilton City Skyline. “Our last house was small and was the definition of humble beginnings. We’re blessed to have a beautiful property tucked away in Fairfield Township. Our new garage is bigger than the entire house we lived in before,” he says. He and Erika moved in this past April, and with the help of family and friends, their shell of a house has become a beautiful home.

What’s next for Tim? He says, “Starting a family!” Currently, they enjoy the constant companionship of each other and their pit bull, Chloe.

Erika stays busy working as the office manager for her family’s excavating business in Madison Township. Her grandfather started the company in 1956, and through the years, it has grown into a successful excavating, site development and aggregate production company serving the residential, industrial and commercial industries. Erika works closely with her father, the president of the company.

When not working, Tim enjoys traveling, working with his hands and life with Erika. He recently started Brazilian jiu-jitsu classes, which he finds are “fun and challenging, but also great exercise.” Tim is also a student pilot and wants to finish his training in the future.

Tim took a chance on real estate, and it has paid off in more ways than he can ever imagine. He loves what he does, and it shows with his enthusiasm, passion and devotion to his clients. We can’t wait to see what the future holds for him!





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MICHELE MAMO

When it comes to Northern Kentucky real estate, Michele Mamo, owner and team lead of the Dwell Well Group with eXp, has found her niche. She says, “I do most of my business in Northern Kentucky. It’s an area that is fabulous and growing so much. I’m excited to see all the growth along the river.”

Looking for the best view of Cincinnati? Michele notes that you’ll have to go to Northern Kentucky for that. Michele sells views of the Cincinnati skyline to her clients, which lights up the sky each night.

ROOTED IN REAL ESTATE

Michele started real estate 20 years ago. She comments, “I grew up as a very simple small-town girl in Southern West Virginia and went to the big city out of college.” She initially worked for the federal government before being recruited for real estate.

“My agent started his own company and told me, ‘You need to work with us.’ I was one of his first agents. Now he has 5,000 agents with Samson Properties.” Once Michele got into real estate, her passion grew and grew for helping others. She goes the extra mile for her clients, even staging her listings. After all, you never get a second chance to make a first impression.

•••



**TREAT REAL ESTATE AS A CAREER.
JUST DON'T GET INTO REAL ESTATE AND THINK
YOU'RE GOING TO SELL A HOUSE HERE & THERE.
BE PASSIONATE ABOUT IT.**

•••

COMING TO CINCINNATI

When Michele moved to Cincinnati 10 years ago, she faced a challenge — starting over. Building her clientele from scratch, becoming acclimated to the local area and finding her momentum in real estate again wasn't a challenge to be taken lightly.

"I had to restart my career after I was in real estate for 10 years," she comments. "That was a big turning point for me, and it showed me how much I really loved real estate and forming those relationships with other agents. I had done a lot of volume when I was in D.C., and I came here and had to start over." However, with her work ethic and passion, she soon realized that she could start over anywhere.

However, Michele now excels in Northern Kentucky real estate. The Dwell Well Group did 150 units at 60 million dollars last year, which is a testament to Michele's success. Her No. 1 source of business is agent referral.

HELPING AGENTS

To Michele, real estate isn't just about her success but also her agents' success. She shares, "I show other agents how to create a business — not just a job in selling real estate but how to become entrepreneurs. There are a lot of options for them, including buying houses to create personal wealth in real estate."

Michele also shares the mistakes that she has made in her real estate career so others can learn from them.

FOCUSED ON FAMILY

When Michele isn't selling homes, you can find her cherishing time with her family. She is married to her husband, Todd, and they have three kids together. Michele's son, Jared, attended the University of Kentucky and is currently a licensed Kentucky agent. He works for Michele as her field services manager. "I'm super proud of him," she smiles.

Her stepdaughter, Sydney, is a junior at the University of Kentucky. As for her youngest child,



Jordan, she is a senior in high school and will be attending the University of Kentucky for college. She helps the team with office work and staging.

"Our other child is Winston, our rescue dog. We love him," says Michele. "He is part terrier and part something. We're not sure."

All of Michele's three kids worked for her so they could learn to service other people. Her son used to mulch and pull weeds in his younger years. "It's learning how to be a responsible human," says Michele.

When not working, Michele is religious about working out and likes to travel, taking trips with her family. She also loves to eat dessert. She jokes, "I love dessert the most in the world. Buy me a box of Crumble cookies and I'll be happy."

WORDS OF WISDOM

Michele has some advice for other agents. She comments, "Stay humble and always hustle. Treat real estate as a career. Just don't get into real estate and think you're going to sell a house here and there. Be passionate about it."

She concludes, "Work hard in silence and let success make your noise."

Michele has overcome the odds, starting over here in Cincinnati with her resilience and work ethic. She is making a mark in Northern Kentucky real estate, one satisfied client at a time!

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Meet the Team!

Cross Country Mortgage | *The Sheil Team*

Jennifer Sheil

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- Loan wizard
- Team lead
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- Loves to change lives



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In the mortgage industry, there is no substitution for hard work, experience and expertise. Jennifer comments, "This is a business where you learn by experience." Jennifer has accumulated a wealth of knowledge through the years closing thousands of loans, making her rise to the top.

"True knowledge and experience come with years of success and failures that you learn from so you can improve every day," says Jennifer. When meeting a new client, The Sheil Team helps them from start to finish to purchase their dream homes. It is a team effort that includes four front end lead professionals (one who is bilingual in Spanish and three who are licensed), two dedicated processors handling the contract through closing, plus a marketing and gifting professional that caters to their clients and makes them feel special.

"In order to win contracts, the key is to put our clients in the best light to get approved," says Jennifer. "We lead clients through a process so they can get under contract quickly: confirming and vetting all information upfront required for full loan approval so the listing agents know that the clients offer is solid and will close." Jennifer's reputation is known for closing on time and seamlessly or she will do whatever it takes to get to the closing table.

LEADING THE WAY

Jennifer is proud to be one of Scotsman Guide's Top Originators for 2022. She

is listed in the Top 1% of Women Originators nationally. Ranked 1002 out of all women who applied to the program. In 2021 as a member of the Greater Cincinnati Mortgage Bankers Association, Jennifer was ranked in the Top 10 locally. She helped over 275 families last year finance their homes. As the market shifts, The Sheil Team continues to add more products and tools to their portfolio to help clients achieve their dreams.

CrossCountry Mortgage, headquartered in Cleveland, OH, is proud to be the #11 lender in the US. CrossCountry Mortgage funded over \$53 billion in loans in 2021 and was founded only 12 years ago. CCM is licensed in all 50 states so Jennifer and The Sheil Team is a one stop shop for mortgage financing for all your clients' needs.

When choosing to open her own branch in 2021, Jennifer recognized the potential in CrossCountry Mortgage. She explains, "I chose to partner with CCM because they were an Ohio-based company that had a lot to offer to the local market. I saw the opportunity to partner with a powerhouse mortgage company that had more products than any company I had been considering." Jennifer believes that if you have more products, better systems, and processes

...

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Written by Elizabeth McCabe
Photo Credit: Brenna Smith

...

that this will lead to more closings and happy referral partners. It takes time and commitment to design a business with the agents in mind, but the result is happy clients and great referral sources.

PUTTING CLIENTS FIRST

Treating clients well and building relationships is the most important part of Jennifer's business. "I treat every client's situation with detail and care, knowing every loan and client is unique. They trust us to walk through the process with them step by step and we honor that trust dearly," she says.

Creating a circle of trust with agents and their clients, Jennifer and The Sheil Team build rapport with their clients. They go above and beyond, including reaching out to the listing agent on properties to make sure their offer stands out. The Sheil Team has a reputation for getting deals done and closing quickly and seamlessly.

Jennifer and The Sheil Team enjoy partnering with REALTORS® and building long-standing relationships with them. "I am investing in their business' success just as much as they are investing in mine. Win win relationships are the goal; these are the types of relationships that



I've enjoyed throughout my career, and they continue to grow."

Currently, Jennifer is interested in partnering with more real estate teams looking for a lender partner. With a solid reputation in the mortgage industry, the ability to close in a timely fashion and being committed to their clients, The Sheil Team at CrossCountry Mortgage is a trusted name when it comes to mortgages.

They also have a variety of products to choose from so clients can find a loan that fits their needs. The options are endless with conventional loans, bank statement loans, USDA loans, construction loans, bridge loans, buy-downs, FHA, VA loans, down payment assistance and HECM/reverse mortgage loans, to name a few.

LOVING LIFE WITH FAMILY

When not working, Jennifer cherishes time with her family. She is married to her husband Rob, whom she met at Miami University, and both are Cincinnati natives. They celebrated their 25-year anniversary this past September.

Jennifer and Rob are blessed with two children, Maggie and Sarah, who are both students at Ursuline

Academy. They also enjoy the constant companionship of their four dogs.

To relax, Jennifer and her family like vacationing in Northern Michigan and in the Panhandle of Florida. She also enjoys watching movies, sipping great cocktails, and going to dinner with friends.

"I am grateful for the life that the mortgage and real estate industry has helped me design and I want to give back by helping others succeed. The gift of homeownership for our clients and the gift of a trusted partnership with our referral partners makes it so rewarding. Our region is such a great place to work, and I am proud to be part of the Greater Cincinnati real estate community," says Jennifer.

FOR MORE INFORMATION

Real Producers is proud to feature Jennifer Sheil of CrossCountry Mortgage in this month's issue. She found her passion in helping others finance real estate and build wealth and she is leading the way in mortgages.

The Sheil Team

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Sept. 30 as of October 13, 2022 at 11:20AM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	94	\$119,196,970
2	Scott A. Oyler	Coldwell Banker Realty	189	\$105,137,728
3	Rick J. Finn	Coldwell Banker Realty	164	\$71,451,029
4	Ragan McKinney	Ragan McKinney Real Estate	274	\$58,972,112
5	Megan S. Stacey	Coldwell Banker Realty	94	\$54,854,429
6	Heather R. Herr	Private Real Estate Collection	110	\$51,743,542
7	Kevin E. Hildebrand	eXp Realty	141	\$50,225,273
8	Adam G. Marit	Real Link	132	\$45,992,379
9	Michael C. Hinckley	Coldwell Banker Realty	56	\$45,890,200
10	Michael T. Maley	Comey & Shepherd	181	\$45,608,923
11	Andrew Gaydosh	eXp Realty	148	\$42,830,744
12	Walter B. Gibler	Coldwell Banker Realty	101	\$41,572,628
13	Bob Dorger	Comey & Shepherd	76	\$41,055,900
14	Andrea DeStefano	Sibcy Cline	67	\$40,219,124
15	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	102	\$39,956,125
16	Kimberly K. Mansfield	Keller Williams Advisors	140	\$39,646,294
17	Amy Hackett Roe	Coldwell Banker Realty	53	\$38,252,511
18	Peter D. Chabris	Keller Williams Seven Hills Re	122	\$37,418,362
19	Holly Finn	Coldwell Banker Realty	80	\$36,950,968
20	Shelley Miller Reed	Coldwell Banker Realty	48	\$34,645,000
21	Gina A. Dubell-Smith	eXp Realty	57	\$33,881,876
22	Brittney Frietch	BF Realty	99	\$33,647,144
23	Kimberly A. Price	Plum Tree Realty	132	\$33,133,045
24	Mike Hildebrand	eXp Realty	86	\$32,427,761
25	Julia Packer Wesselkamper	Coldwell Banker Realty	45	\$32,224,889
26	Ronald A. Bisher	Coldwell Banker Realty	116	\$31,711,949
27	Jack C. Hinckley	Coldwell Banker Realty	43	\$31,699,161
28	Molly E. Blenk	Comey & Shepherd	85	\$31,515,100
29	Daniel Baron	Keller Williams Advisors	105	\$31,025,683
30	Michael L. Vazquez	ERA Real Solutions Realty	88	\$30,917,575
31	Deborah A. Martin	Keller Williams Advisors	42	\$29,992,943
32	Sue S. Lewis	Sibcy Cline	63	\$29,938,100
33	Robbie Dorger	Comey & Shepherd	50	\$28,771,300
34	Sarah A. Woody	Keller Williams Advisors	89	\$28,131,250

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Rank	Name	Office	Total	Volume
35	Amy L. Markowski	REAL Brokerage Technologies	138	\$27,965,142
36	Scott T. Ferguson	Keller Williams Advisors	76	\$27,747,359
37	Sandra L. Peters	Comey & Shepherd	35	\$27,617,470
38	Linda T. Destefano	Sibcy Cline	43	\$27,192,358
39	Tina A. Burton	Sibcy Cline	81	\$26,891,310
40	Miranda Biedenbarn	Comey & Shepherd	148	\$26,171,550
41	Tom Deutsch Jr.	Coldwell Banker Realty	124	\$26,127,400
42	Sondra M. Parker	Comey & Shepherd	58	\$26,117,703
43	Daniel Watkins	Comey & Shepherd	96	\$25,875,374
44	Andrew H. Homan	Coldwell Banker Realty	49	\$25,839,600
45	Kelly Pear	Comey & Shepherd	46	\$25,826,378
46	Heather M. Stallmeyer	Coldwell Banker Realty	49	\$25,486,275
47	Tyler R. Minges	Huff Realty	76	\$25,071,349
48	Monika Deroussel	eXp Realty	71	\$24,938,363
49	Jackie Quigley	eXp Realty	49	\$24,813,662
50	Jill O. Ferguson	Keller Williams Advisors	67	\$24,632,359

Rank	Name	Office	Total	Volume
51	Cindy J. Shetterly	Keller Williams Distinctive Re	87	\$24,548,272
52	Jennifer L. Day	Re/Max Preferred Group	163	\$24,163,096
53	Chris R. Waits	Sibcy Cline	71	\$23,995,177
54	Helena F. Cameron	Sibcy Cline	50	\$23,865,790
55	Micha Gleisinger	Comey & Shepherd	38	\$23,813,953
56	Patrick J. Cagney	Coldwell Banker Realty	90	\$23,740,561
57	William Draznik	Coldwell Banker Realty	57	\$23,428,918
58	Flor D. McNally	Keller Williams Advisors	96	\$23,196,700
59	Sue Andrews Wahl	Comey & Shepherd	74	\$22,859,808
60	Anne V. Bedinghaus	Coldwell Banker Realty	86	\$22,760,788
61	Robert J. Mahoney	Sibcy Cline	32	\$22,469,357
62	Sue M. Miller	Comey & Shepherd	69	\$21,407,325
63	Jason Reynolds	Re/Max Alpha Real Estate	62	\$21,336,800
64	Zach Singler	Re/Max Local Experts	46	\$21,301,573
65	Larry L. Thinnes	Sibcy Cline	52	\$21,149,915
66	Rakesh Ram	Coldwell Banker Realty	63	\$21,127,850
67	John M. Bissman	Keller Williams Pinnacle Group	65	\$21,013,002
68	Maura K. Cagney-Tipton	Coldwell Banker Realty	77	\$21,000,300
69	Celia B. Carroll	Sibcy Cline	25	\$20,764,300
70	Lisa S. Morales	Coldwell Banker Realty	65	\$20,277,500
71	Anna S. Bisher	Coldwell Banker Realty	75	\$20,095,849
72	Mary Clare Baden	Coldwell Banker Realty	45	\$20,020,400
73	Robert R. Smith	Coldwell Banker Realty	71	\$19,960,815
74	Jon A. DeCurtins	ERA Real Solutions Realty	48	\$19,537,800
75	Oscar A. Asesyan	Sibcy Cline	47	\$19,516,700
76	Lynn M. Schwarber	Comey & Shepherd	45	\$19,279,128
77	Robert Hines	Coldwell Banker Realty	28	\$19,094,585
78	Jamie Rudy	Coldwell Banker Heritage	60	\$19,000,500
79	Erin P. Fay	Comey & Shepherd	51	\$18,903,350
80	Denise L. Gifford	Keller Williams Advisors	52	\$18,859,700
81	Cody M. Brownfield	Redfin Corporation	50	\$18,847,700
82	Keli S. Williams	Sibcy Cline	50	\$18,818,000
83	Jeanne M. Rieder	Hoeting, Realtors	70	\$18,747,400
84	Roy D. Webb	NavX Realty	105	\$18,688,730

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Sept. 30 as of October 13, 2022 at 11:20AM

Rank	Name	Office	Total	Volume
85	Kathy J. Kramer	Star One Real Estate	35	\$18,629,055
86	Michael P. Hines	Coldwell Banker Realty	21	\$18,488,329
87	Tiffany B. Allen-Zeuch	Sibcy Cline	40	\$18,316,152
88	Beth A. Brown Ciul	eXp Realty	66	\$18,201,152
89	Christopher Holtman	Real Link	48	\$18,197,113
90	Michelle E. Hudepohl	Coldwell Banker Realty	34	\$17,754,300
91	Jon L. Bowling	Re/Max Preferred Group	61	\$17,723,400
92	Lisa M. Phair	Coldwell Banker Realty	58	\$17,436,901
93	Teresa Johnson	Comey & Shepherd	52	\$17,363,896
94	Lee G. Robinson	Robinson Sotheby's Internat'l	23	\$17,315,300
95	Diane Tafuri	Sibcy Cline	27	\$17,271,400
96	Marc A. Cameron	Sibcy Cline	35	\$17,247,509
97	Brian P. Leisgang	Keller Williams Advisors	60	\$17,000,837
98	Elizabeth Waits	Sibcy Cline	50	\$16,985,530
99	Ingrid K. Likes	Coldwell Banker Realty	31	\$16,925,300
100	Alexander Schafers	Re/Max United Associates	58	\$16,856,650

Rank	Name	Office	Total	Volume
101	Steve Sylvester	Comey & Shepherd	27	\$16,775,953
102	Molly Eynon	Comey & Shepherd	42	\$16,666,180
103	James E. Pitzer III	Coldwell Banker Realty	53	\$16,405,000
104	Rebecca A. Messenger	Comey & Shepherd	32	\$15,943,177
105	Nikki M. Hayden	Private Real Estate Collection	36	\$15,933,390
106	Tyler A. Smith	Re/Max United Associates	41	\$15,918,551
107	Bishnu L. Kharel	Re/Max Preferred Group	49	\$15,879,679
108	Lesli D. Norris	Coldwell Banker Realty	52	\$15,866,791
109	Priya Sangtani	Comey & Shepherd	37	\$15,858,000
110	Lindsay Spears	Re/Max Incompass	73	\$15,842,749
111	Elizabeth R. Mahoney	Sibcy Cline	26	\$15,825,041
112	Richard Davey	Comey & Shepherd	51	\$15,778,946
113	May Xuemei Wu	Comey & Shepherd	34	\$15,774,545
114	Sara E. Limper	Coldwell Banker Realty	41	\$15,749,180
115	Jessica Bauer	Comey & Shepherd	48	\$15,613,142
116	Timothy J. Mahoney II	Sibcy Cline	18	\$15,608,479
117	Regina M. Hamilton	Sibcy Cline	49	\$15,452,815
118	Robert DiTomassi	Comey & Shepherd	41	\$15,415,300
119	Keith T. Taylor	Comey & Shepherd	50	\$15,212,946
120	Gregory J. Tassone	Coldwell Banker Realty	24	\$15,183,033
121	Courtne' C. Brass	Coldwell Banker Realty	44	\$15,137,515
122	Ryan Lara	eXp Realty	54	\$15,050,649
123	Michele Donovan	Comey & Shepherd	63	\$14,911,250
124	Lanxi J. Song J	Keller Williams Seven Hills Re	38	\$14,911,000
125	Beth Silber	Coldwell Banker Realty	44	\$14,886,739
126	Hossam Elsayed	Emerald Home Advisors	61	\$14,870,000
127	Jason J. Bowman	Re/Max Alliance Realty	47	\$14,699,855
128	Michael W. Jordan	Jordan Inc	50	\$14,498,594
129	Joel Lawrence	Entera Realty	43	\$14,464,937
130	Lauren E. Grote	Sibcy Cline	19	\$14,366,900
131	Tammy Thome	Century 21 Thacker & Assoc.	48	\$14,326,902
132	Janelle A. Sprandel	Comey & Shepherd	48	\$14,226,546
133	Brett A. Keppler	TREO Realtors	59	\$14,167,807
134	Heather Alley	Keller Williams Community Partners	33	\$14,153,557

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

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Sept. 30 as of October 13, 2022 at 11:20AM

Rank	Name	Office	Total	Volume
135	Myles Greely	Keller Williams Community Partners	48	\$14,079,100
136	Jamie Gabbard	Comey & Shepherd	51	\$14,064,450
137	Maryann D. Ries	Coldwell Banker Realty	28	\$13,965,978
138	Jeffrey Boyle	Keller Williams Advisors	51	\$13,918,053
139	Jason A. Sheppard	Comey & Shepherd	52	\$13,841,910
140	Missy B. Friede	Century 21 Thacker & Assoc.	46	\$13,827,494
141	Angelo M. Pusateri	Comey & Shepherd	23	\$13,785,507
142	Scott Baker	Coldwell Banker Realty	39	\$13,768,850
143	Rhonda H. Everitt	Comey & Shepherd	39	\$13,708,400
144	Mark Schupp	Star One Real Estate	59	\$13,706,800
145	Brynn Fossett	Comey & Shepherd	21	\$13,624,800
146	Robert F. Stephens	Comey & Shepherd	20	\$13,513,083
147	Rodney Muterspaw	Berkshire Hathaway HomeService	53	\$13,313,200
148	Kate J. Bridgman	Comey & Shepherd	45	\$13,301,500
149	Mike Wall	eXp Realty	51	\$13,236,000
150	Judy S. Recker	Sibcy Cline	6	\$13,202,500

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