

CINCINNATI

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



THE JACKIE QUIGLEY TEAM

Photo Credit: Krista Silz

TOP PRODUCER: Jackie Quigley

REALTOR[®] TO WATCH: Eric Lowry

ON THE RISE: Johnny Meade

SPONSOR SPOTLIGHT:

Tony Autullo of
AnnieMac Home Mortgage

TOP 150
STANDINGS

SEPTEMBER 2022



Visit ZickaHomes.com

ZICKA H O M E S



Elevated Elegance.

Surround yourself in luxurious living with the elegance of a custom Zicka home. Zicka Homes collaborates with you to design and build a home that's aesthetically pleasing and functionally comfortable at every turn.

We take your vision and build it into reality with an unrivaled attention to detail. It's more than just a home, it's a work of lifestyle art.

Zicka Homes can build to your specifications on your current lot or within any of our developments in Mason, Loveland and Anderson. We'd love to hear what you envision for your home environment and help you attain it. With over five decades of experience and numerous awards in our background, we're confident we can get you there. Please give us a call 513.247.3500 or visit our website at www.ZickaHomes.com



AMERICAN HOMELAND
T I T L E A G E N C Y

YOUR KEY TO A *Successful* CLOSING



513.863.9100
@americanhomelandtitle
americanhomelandtitle.com

**7 AREA LOCATIONS
PLUS A MOBILE OFFICE**

TABLE OF CONTENTS



06
Preferred Partners



08
Top Producer:
Jackie Quigley



16
REALTOR®
To Watch:
Eric Lowry



22
On The Rise:
Johnny Meade



28
Sponsor Spotlight:
Tony Autullo of AnnieMac Home Mortgage



35
Top 150 Standings (Volume)

"You can trust the Geiler Company because they have been doing it right for 3 generations."
- Gary Sullivan Talk Show Host At Home with Gary Sullivan I Heart Media

You need it done **fast**.
You want it done **right**. That's what we do and we've been doing it for 130 years

Since 1885

GEILER

PLUMBING, HEATING, AIR, RADON MITIGATION
513-574-0025
www.Geiler.com



Put Cutting-Edge Technology to Work for You!

Architectural and Interior Photography
Floorplan Creation • 3D Virtual Tours • Virtual Staging
Video • Google Street View • iGuide
Matterport • Social Media Marketing
Aerial Video and Photography



Judy Gehrich
Media Group
513-432-8788
gehlichjudy@gmail.com

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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Cincinnati Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

NOMINATE A COVER STORY

CINCINNATI
REAL PRODUCERS.

Please send all nominations to
patrick.braddick@realproducersmag.com



Why work with us:

- We have been servicing the Greater Cincinnati and Northern Kentucky region for over 30 years.
- With our flexibility, we are able to close transactions on nights & weekends at no extra charge.
- Keeping our clients in mind, we are willing to travel to the most convenient location for each closing.



A Trustworthy Partner

Who Understands YOU.



Leah Grote
(513)-554-3000
leah@leogrotelpa.com
<https://leogrotelpa.com/>

When it comes to one of the most important transactions of your life, we sweat the small stuff so you don't have to!

PROVIDING QUALITY PACKING AND MOVING SERVICES IN NORTHERN KENTUCKY AND SOUTHERN OHIO.

Northern Kentucky's #1 Moving Company

BIG BLUE MOVING

859-608-1999

Flat hourly rates that is prorated to the minute - no rounding up! Open 7 days a week.
Licensed and insured moving company • Commercial and residential moving
Local and long distance moving • Locally Owned and Operated

BIG BLUE PACKING **BIG BLUE MOVING**

VOTED BEST NKY REALTOR

859.608.BLUE (2583) | WWW.BIGBLUEMOVINGKY.COM



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING GIFTS

Cutco Cutlery
(513) 687-0635
www.cuttingedgeemmi.com

CUSTOM FRAMING

ASM Custom Framing
(513) 763-9373
www.asmcustomframing.com

CUSTOM HOMES

Zicka Homes
(513) 477-2317

DIGITAL RESOURCES

Ocusell LLC
(504) 458-9208
www.ocusell.com

ESTATE SALES

Caring Transitions
Cincinnati West
Rosie Harris
(513) 206-8988
cincywest.ctbids.com

FINANCIAL ADVISORS

Monarch Financial Advisors
(513) 502-2637
Monarchfinancialadvisors.com

FURNITURE BANK

New Life Furniture
(513) 247-3054
www.nlfurniture.org

HEATING/ AIR CONDITIONING

Greater Comfort Heating and Air Conditioning
(859) 491-4915
greatercomfort.com

HOME INSPECTION

Horizon Point Inspections
(513) 831-1200
www.inspecthorizon.com

IPA Inspections

(513) 379-7988
ipainspections.com

Pillar to Post

Home Inspectors-The Capuano Team
(513) 771-6689
cincinnati.pillartopost.com/

Safe Start Home Inspections

Nathan Wessel
(513) 968-4311
www.safestarthi.com

HOME RENOVATION

Renovation Sells
(513) 646-5974

HOME STAGING

Design To Market LLC
Jo Potvin
(513) 265-0952
www.designtomarket.com

HOME THEATER/ HOME AUTOMATION TECHNOLOGY

Hanson Audio Video
(513) 563-0444

INSURANCE

Edwin O. Young III --
State Farm Ins.
(513) 631-6699
www.oakleyinsurance.net

LAW FIRM

Leo Grote LPA
(513) 554-3000
leogrotelpa.com

Yonas and Phillabaum LLC

(513) 427-6100
www.cincinnatiattorney.com

MORTGAGE LENDER

3rd Street Financial
Robert Mahaffey
(513) 769-4111

Annie Mac Home Mortgage

(513) 769-2071
tony-annie-mac.com

Guaranteed Rate

(513) 609-4484
www.rate.com/ronerdmann

Mercantile Bank

(513) 253-3558
www.mercbank.com/locations/cincinnati-branch

Motto Mortgage

(419) 906-2082

Ruoff Mortgage

Cody Coomer
(513) 479-4630

Ruoff Home Mortgage

Dave Scully
(513) 633-8476

MOVING COMPANY

Big Blue Moving
(859) 608-2583

Black Tie Moving

(614) 347-9007

PHOTOGRAPHY

Cincy Photo Pro
(513) 912-0022
cincyphotopro.com

Judy Gehrlich Media Group, LLC

(513) 432-8788
www.judygehrlichmediagroup.com

PHOTOGRAPHY AND VIDEO SERVICES

Tim Spanagel Photo & Video

Tim Spanagel
(513) 374-8656

RADON MITIGATION

Geiler Company
(513) 574-0025
www.geiler.com

TITLE AGENCY

American Homeland Title Agency
(513) 863-9100
www.americanhomelandtitle.com

MEET THE
CINCINNATI
REAL PRODUCERS TEAM



Patrick Braddick
Publisher



Sandy Taylor
Ad Manager



Beth McCabe
Senior Writer



Emmi Abel-Rutter
Writer



Krista Silz
Photographer



Brenna Smith
Photographer



Geneva Eilertson
Reprint Coordinator



Alexander Regueiro
Social Media Director

Interested in custom reprints? Contact Geneva for details: geneva@realproducersmag.com

E

top producer

K

C

A

J

QUIGLEY

SHE HAS
A **HEART**
TO HELP
OTHERS!

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

“In the market we have been in, it is so easy to feel rushed to get everything done. Everything is amplified — I need to get this offer in right now. It’s times like this when emotions are high, details are missed, and mistakes happen,” says Top Producer Jackie Quigley with the Quigley Team, brokered by eXp Realty.

“The Quigley Team takes the time to listen and consult with our clients to get it right from the first meeting. We sweat the details so that we don’t have to feel rushed when the pressure is on. It’s our jobs as professional REALTORS® to take the crazy out of these crazy times.”

Jackie learned early on the importance of prioritizing those things that are important in life.

After earning her education degree from the University of Dayton, she moved to Chicago to start her teaching career. Two years into her career, she was diagnosed with Stage 3a Hodgkin’s Disease, a cancer of the lymph nodes.

“I’ll never forget that day; I was diagnosed three weeks before our wedding,” she shares. “Talk about instant reality for a 23-year-old. I had to be strong, stay positive, and commit to beating this. I was looking at eight months of chemotherapy and two months of radiation, not to mention being there for

...





...

my kindergarten class every day. I became very focused, took on a great attitude, and learned how to prioritize what was important. These principles helped me beat cancer and carried through to my success and approach to real estate and life in general.”

ROAD TO REAL ESTATE

While battling through her own treatment, one of Jackie’s kindergarten students was diagnosed with an inoperable brain tumor. She developed a unique bond with the child and his family that only another chemo patient could forge. They were inseparable. He died later that year. Jackie was nominated that year for the prestigious Golden Apple Award – the highest honor for an educator. Over the next three school years, Jackie had a girl with leukemia and a boy whose mother was diagnosed with a terminal brain tumor who had been homeschooled all his life, join her class. After seven lucky years of giving everything emotionally to her students and families, Jackie’s husband gave her some words of wisdom, “I think you should give yourself a year sabbatical.”

The next steps in life unfolded before her. She got into real estate in February 2013. Interestingly, the profession found her.

“My husband was recruited to a job in Seattle. So we sold our home in Mason, bought a home in Seattle, were transferred back a year later, so we sold our home in Seattle, rented back in Loveland, to buy and build a home back to Mason – all in



“ I immediately saw the opportunity to help people during one of life’s biggest emotional decisions. I could leverage my passion to teach, to build relationships, and having a positive outlook to bring my style of real estate to my future clients.



two years. Talk about a crash course in real estate.” In parallel to all this, she met her REALTOR® Kevin Hildebrand in 1997. Not only did Kevin sell Jackie her first house, she continued to work with him through all these transactions and became intrigued with real estate.

“The fire was ignited. The process and ups and downs of real estate was exciting to me. I immediately saw the opportunity to help people during one of life’s biggest emotional decisions. I could leverage my passion to teach, to build relationships, and having a positive outlook to bring my style of real estate to my future clients,” reflects Jackie.

RISE IN REAL ESTATE

Jackie found her purpose and passion in real estate. Last year, The Quigley Team did \$30 million across 60 transactions. Jackie has built a team along with two other agents who service the Cincinnati real estate market.

What is her why? “I do real estate primarily to help people and to build life-lasting relationships,” she says. With her heart to help others, Jackie finds the motivation to be a Top Producer in Cincinnati. She especially likes helping first-time homebuyers and helping her team provide top-notch quality service to her clients.

Jackie describes herself as a “listener, relationship builder, a giver, and positive all the time.” She aims to make a difference for others with real estate and beyond by giving back. One of the many causes near and dear to her heart is the Common Ground Playground in Mason.

MAKING A DIFFERENCE

The Common Ground Playground at Makino Park has been warmly welcomed by the community. The big idea started with Rachel Kopfler and was designed in consultation with local parents of children with disabilities, therapists and an inclusive playground manufacturer. This special playground is a place for children to play regardless of their special needs, sensory concerns, or mobility issues. The project needed grassroots funding for it to become a reality.

“With every closing, The Quigley Team donated money to the Common Ground Playground,” Jackie shares. When she visited the playground and saw a man in a wheelchair being able to play with his children for the first time on the playground, her heart was touched. “It is our job as REALTORS® to give back and make a difference to the communities we serve.”

...





Now that the playground is complete, Jackie and The Quigley Team are donating to a new cause, the Adaptive Baseball Fields at Makino Park. Currently, there is a campaign to raise \$2.1 million for the construction of two baseball fields for athletes with a variety of disabilities. Those who have autism, Down syndrome, hearing and visual impairments, and other developmental and physical disabilities will benefit from these special ballfields.

Jackie is excited for the day when she can go watch the Challenger Baseball League play on those fields. Children with all sorts of challenges will be able to come together and play baseball. "That is a true definition of a field of dreams," reflects Jackie.

OUTSIDE INTERESTS

When Jackie isn't working, you can find her with her family. She is married to her husband of 31

years, Patrick. Together, they have two beautiful children, Brennan and Ryan. Brennan, 25, works in Cleveland as a business analytics professional at Progressive Insurance. Ryan is in his fourth year at the University of Cincinnati, studying Cyber Security.

Jackie enjoys time with friends and family when she is not helping her clients. She also likes raising money for the Leukemia and Lymphoma Society. To date, she has participated in six marathons to support the fundraising for Team in Training as a cancer survivor. She loves giving back and helping others.

Jackie didn't let a few curveballs early in life get in her way. She took those experiences and her positive outlook and turned them into life lessons. An overcomer, she is a 31-year survivor. Now she is making a difference with her heart to help others!



I do real estate primarily to help people and to build life-lasting relationships.



Mortgage options to fit your lifestyle!

Whether you're buying, building or refinancing, I will work with you through the entire process. I provide personalized service to help you find a mortgage program best suited for your home buying goals.

- Fast & easy loan process, apply online, by phone or in person
- Wide array of mortgage products
- Low down payment, fixed and adjustable rate options



Aaron Williams
Mortgage Lender
awilliams@mercantilebank.com
NMLS #520724



 Mercantile Bank® 

Let's find your happy place.

Loan products subject to additional terms and conditions and subject to change. Please consult a Loan Officer for complete details. All loans subject to approval.

YONAS & PHILLABAUM
LLC
Attorneys At Law

CRIMINAL DEFENSE ESTATE PLANNING FAMILY LAW PROBATE LAW REAL ESTATE LAW

NOW ACCEPTING NEW CLIENTS

513.427.6100 | www.yppattorneys.com

Your Cincinnati Real Estate Insurance Partner!

Edwin Young III

Agent

513-631-6699

edwin@oakleyinsurance.net
www.oakleyinsurance.net

- Homeowner Insurance
- Condominium Insurance
- Renters Insurance
- Rental Property Insurance
- Commercial Building Insurance



 **State Farm**
3218 Madison Rd., Ste. A
Cincinnati, OH 45209

PROVIDING INSURANCE & FINANCIAL SERVICES

State Farm Home Office, Bloomington, IL

ASM
custom framing



GOT JERSEYS? BRING THEM IN!

WE ARE THE *Best* AT COMMEMORATING YOUR SPORTING ACHIEVEMENTS

513.763.9363
@ASMCUSTOMFRAMING
9654 CINCINNATI COLUMBUS RD CINCINNATI, OH 45241

Continuing in our mission to provide a full-service experience

HORIZON POINT MOLD SERVICES

- Air Quality Testing
- Visual Inspection
- Swab Sampling – Results in 48 Hours
- Personalized Agent Scheduling App
- Packages Available Designed with the Clients in Mind
- Full Mold Service Discounted \$50 with Basic Inspection Package
- Family-Owned and Operated by Retired Firefighter




Chris Heywood, Owner




513-831-1200 • www.inspecthorizon.com

▶▶ REALTOR® to watch

By Elizabeth McCabe
Photo Credit: Tim Corbett-Spanagel

eric
LOWRY

CEO AND TEAM LEADER OF THE LOWRY TEAM

“I always wanted to be a real estate agent,” says Eric Lowry. When he came out of high school, he was told he was too young and that no one would buy a home from him. “I listened and went in another direction with my career.” He worked as a regional manager for a grocery store chain. However, in 1998, he had an opportunity to make a career change, and he seized it!

Leading the Way

Now Eric is proud to be the CEO/Team Leader of The Lowry Team, brokered by eXp Realty. Eric says, “My wife, Lisa, is the Director of Operations for the team. She runs everything on the administrative side of our business, which means she keeps everything running.”

The Lowry Team has agent partners that cover the Cincinnati metro area, the Dayton metro area, the Miami/Shelby County area and now the Northern Kentucky area. Currently, they have 17 team members, including their staff.

Overcoming the Odds

The road in real estate wasn't easy. Eric admits, “I have overcome a lot of things in this journey of building a real estate business. The first was just getting started and “making it.” Having just moved to the area, I didn't have a sphere of influence to rely on in getting started.”

Eric worked like crazy to find business. He worked For Sale By Owners, did two open houses every week, and did everything he could to find business. Fortunately, his efforts paid off!

Eric adds, “I have also overcome all of the challenges of learning to build a team. Building and running a team is completely different from being a top salesperson. Now my challenge is building/scaling my business to the next level which means we have to continue to find great agents to partner with. I have to become a better leader and provide the tools and systems and training to power our agents' success.”





“
I have to become a better leader and provide the tools and systems and training to power our agents' success.
”

...

A Grateful Heart

Through the years, Eric has looked up to many people. He comments, “I am super grateful for all of the people who have allowed me to get where I am today. I do believe that if you are really on a path of personal and business growth, you have to continually be seeking out people who have done what you desire to do and then modeling them, meaning putting into place the systems, actions, structure, whatever it is and then taking immediate action. You cannot simply keep doing the same things over and over and expecting a different result. The same is true of your relationships in business; they have to keep growing and evolving.”

“I’m a real estate agent at heart. I believe in the real estate agent; we are the heart of the real estate industry. Not the broker, not the online portals,” he says. “The real estate agent drives everything.”

“Not everyone agrees with that. Many brokers believe that their agents are successful because of them; that’s just not true. Agents drive this industry and always will. We have the relationships with the consumer. We are the ones out there making things happen.”

Memorable Moments

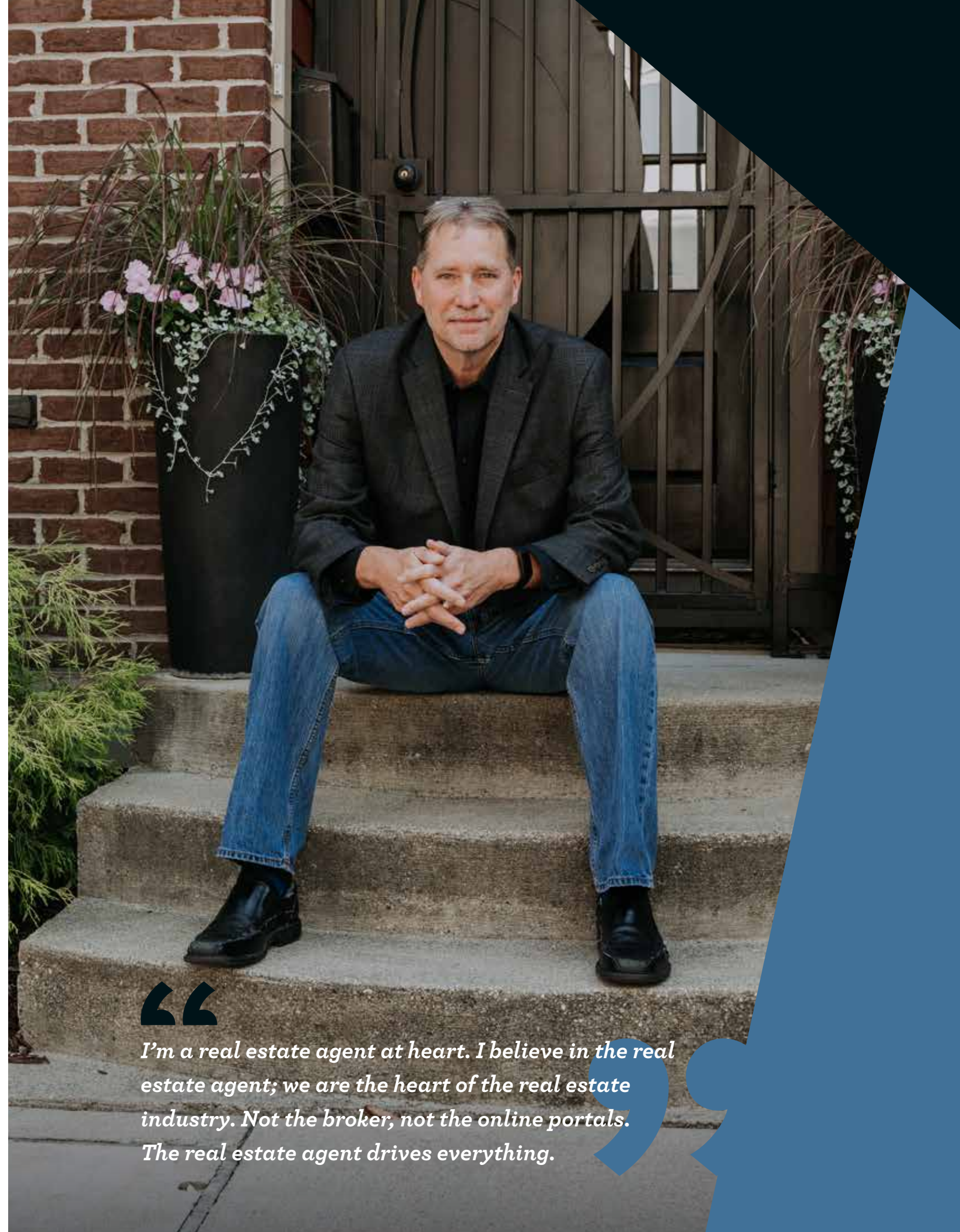
When Eric isn’t working, he savors time with his family. He and Lisa have two adult children, both married, and three amazing grandchildren who they love to spend time with.

In his free time, Eric loves college football and NFL football. Eric and Lisa also love to travel.

Top Tips

Want to excel in real estate? Don’t take shortcuts in your personal development. Eric says, “Make sure that you are setting aside time every week to ‘work on’ your business and time every week to focus on personal development. Your business will only grow to the extent that you do!”

Eric is an inspiration. He followed his dream to enter real estate, and it has paid off more than he ever could have imagined.



“
I’m a real estate agent at heart. I believe in the real estate agent; we are the heart of the real estate industry. Not the broker, not the online portals. The real estate agent drives everything.
”

WHEN IT COMES TO RETIREMENT ...

KNOW YOUR OPTIONS

- \$60,000+ Roth Contributions
- \$100,000+ IRA Contributions
- Deductible Life Insurance Premiums
- Tax-free Retirement Income
- Guaranteed Retirement Income
- Dual Purpose Investments

Monarch Financial Advisors, LLC
 Sue Burnett, FSA, EA, QKA
 Investment Advisor Representative
www.MonarchFinancialAdvisors.com
monarchfinancialadvisors@gmail.com
 513.502.2637

** Investment advisory services are offered by Core Investment Group, LLC*

RUOFF TECHNOLOGY

With industry leading technology, we make sure your loan process moves swiftly so you can close quickly and settle in sooner.

Digital Closing Experience

- Avoid hand-signing page after page at closing.
- Apply your digital signature to nearly all your documents in seconds.
- Use a computer, mobile phone, or tablet.
- Know your signature is secure with special encryption and extra layers of security.

Cody Coomer
 Senior Loan Officer
 NMLS: 1019463 OH: MLO.042319.001
 c: 513.479.4630
cody.coomer@ruoff.com

Ruoff Mortgage Company, Inc., d/b/a Ruoff Home Mortgage, is an Indiana corporation licensed by the Indiana Department of Financial Institutions (DFI). For complete licensing information visit: <http://www.rmfconsumersaccess.org/EntityDetails.aspx?COMPANY/141968>. This is not an offer for extension of credit or a commitment to lend. All loans must satisfy company underwriting guidelines. Information and pricing are subject to change at any time and without notice. Equal Housing Lender. NMLS# 41868 01082020

BACK TO SCHOOL

Everything you need for students!

Gently used desks, dressers, beds, lamps, rugs, clothing, decor & more!

The Sharonville Plaza
 12037 Lebanon Road, Sharonville

More information at nlfurniture.org

We Make Giving Easy. SCHEDULE A PICKUP ONLINE WE PICK UP THE FURNITURE FROM YOUR HOME

Schedule your furniture pickup today at nlfurniture.org

We will inspect your client's home as if we were purchasing the property for our own family!

*"I feel much more comfortable knowing Ian has looked through a house because his work is so meticulous. He explains all of the results of his inspection, and didn't mind me nosing around and asking questions while he worked. His reports are prompt and easy to understand, complete with clearly labeled pictures. I recommend him without reservation."
 ~ Emily*

IPAA
 INSPECTION ASSURANCE

Contact **Ian Trefzger**
 (513) 379-7988
IpaInspections.com

85% OF PEOPLE

say that they would use their Realtor again, but less than 9% actually do...

Why? They can't remember your name!

Cutco Closing Gifts Are:

- 100% Tax Deductible
- High Quality
- Branded Client Retention Tools
- American Made
- Forever Guaranteed

513.687.0635
eabelrutter@gmail.com
www.360BusinessGrowth.com

▶ on the rise

JOHNNY MEADE

Written by Elizabeth McCabe | Photo Credit: Brenna Smith



“I’m closing in on my second year of real estate,” says Johnny Meade. He started real estate in October 2020 and started blazing his own trail.

Johnny has been in the “Million Dollar Club” at Keller Williams in half of the months he’s been practicing. To date, his career volume tops 20 million with over 60 transactions. He is now licensed in Ohio and Kentucky, working with commercial, investment and residential real estate.

Life Before Real Estate

Prior to real estate, Johnny worked as a massage therapist and then for an IT company, training doctors and nurses across the country on how to implement electronic medical records (EMR). Although he liked getting to travel, he desired a career with more excitement and quickly realized he is not the sitting-behind-a desk type.

“Real estate is a breath of fresh air,” he says. He learned patience in training medical professionals how to use a whole new system and processes for documentation. Although it was an

uphill battle for some professionals to convert to a digital age, it was invaluable in getting him ready for his next chapter – real estate.

Interestingly, Johnny found parallels between the two jobs. Working at someone else’s pace – versus his own – was important to become client-focused. Some buyers and sellers understand the real estate market quickly and other clients work on their own timeline or need more hand holding. Sometimes it takes weeks or months to find their dream home just as many physicians needed time and support switching to EMR.

A New Chapter

The pandemic proved to be a gamechanger for Johnny. He explains, “When Covid hit, doctors had to scale back, and I was offered a lateral move. It was slower paced and very office oriented. Working 9 to 5 wasn’t who I am at all.”

Eager for a change, he started looking at careers that were doing well during the pandemic. Real estate was one of those opportunities.

“It was a calculated risk that I had to take,” says Johnny. “I had one child at the time, and we were expecting our second. We owned a home, had a mortgage to pay and mouths to feed, so it was kind of scary.”





Recognizing that he had a knack for sales, Johnny decided to take the leap. He started taking classes and prayed for the right opportunity.

After getting through the classes as quickly as possible in a month and a half, Johnny started to interview with different teams and brokers around the city. It is no surprise that Johnny was introduced to the Baron Group from a mutual friend. The Baron Group's real estate success is primarily from the trust and referrals of existing relationships. Johnny was the third person to join the group, and it was the perfect fit. He likes the freedom to do things his own way within the structure of strong leadership and a fun team. Today the Baron Group is ranked in the top 1% in the Tri-State.

In comparison to working in the IT field, real estate was much more rewarding for Johnny.

MY FAITH HAS CARRIED ME THROUGH A LOT OF STRUGGLES.

Local Roots

Johnny is passionate about Cincinnati because he's lived here his entire life. A local expert, he can help clients with all their real estate needs. Best of all, he knows the area inside and out.

"I grew up in the country on a farm in Lebanon, which was more of a petting zoo," he admits.



I LOVE EDUCATING, SHARING, NEGOTIATING AND BEING A CRUCIAL PART OF MY CLIENT'S JOURNEY.



"My dad was a veterinarian and had a practice on the same property the house was on. We had 12 dogs, a bunch of sheep, pigs, horses and a bull." Johnny's dad ran the Lebanon Animal Hospital, which his brother now owns. His other brother is an attorney, and his sister has a master's degree in Special Education. Growing up they witnessed firsthand their dad creating a successful practice and working hard to master his work and build client relationships. "With that upbringing, we have each found the most rewarding careers, where we have built a path for ourselves."

Faith and Family

When Johnny isn't working, you can find him creating memories with his family. He is married to his wife, Jen, and they just celebrated their five-year anniversary.

"Jennifer is an amazing woman," smiles Johnny. He met her at one of his cousin's get-togethers. "I have 50 first cousins, and Jennifer has 150 first cousins. The first thing I did was make sure that we weren't related."

They joked around the night they met and texted for a while. It was a match. Johnny says, "We started talking about family and more meaningful things. Our values completely align. Who we are on the surface is very similar." They dated for two years, were engaged for three months and then got married, starting their new life together and quickly adding to the mix.

Now they have three children: Lucas (4), Nora (2) and Ellis (1).

Johnny savors time with his kids. Going to the zoo with them, taking them to the park, and dropping them off at school is important to them. He says, "Once you have children, they become your 'why.' I want to leave them a legacy, provide a wonderful life for them and teach them how to do the same, just like I saw growing up."

They reside in Mason, which is where Johnny graduated from Mason High School in 2005.

"My faith has carried me through a lot of struggles," points out Johnny. His faith helped him with the trials and tribulations he went through trying to find himself through high school, college and a few career changes. There were years of feeling unfulfilled and discontent. Real estate has brought a newness to his life. It allows him to be flexible, manage his own schedule and be a part of some of the biggest and most rewarding purchases in a person's life — buying and selling their homes. "It is a very personal thing, to let go of a home you have invested time and memories in and to make a new purchase leading to the next chapter in people's lives. It's a blast. There is a ton of joy on the backend of buying and selling, but to get to closing there are countless questions, dozens of signatures and major decisions to be made. I love educating, sharing, negotiating and being a crucial part of my client's journey."

Turning Point

Johnny is the proud recipient of a Certificate of Valor for outstanding heroism and courage to John D. MacArthur Beach State Park in North Palm Beach, FL, after saving someone from drowning in a rip tide on May 3, 2018. This was a turning point for him when his career was taking a turn, and he knew he needed to find a profession that would bring more meaning to his and others' lives.

In his free time, you can find Johnny traveling, exploring Red River Gorge, and enjoying sporting events.

Johnny took a leap of faith into real estate and it paid off more than he could have imagined! He is blazing his own trail and finding his passion in the process.

We offer everything you need to market properties!

Drone • HD Photos
3D tours • Virtual staging
...And More!

Packages start at \$150

Ask how we can help you
display your images!



Contact info@Cincyphotopro.com or book online cincyphotopro.com/real-estate

SMARTER HOME & ENTERTAINMENT

HANSON

HOME THEATER • HI-FI AUDIO • HOME AUTOMATION



- Certified Control 4 Showroom for Smart Home Automation
- Home Theater - Whole Home Audio - Security
- Smart Lighting - Automated Shades - Climate Control
- TV's - Theater Seating - Furniture
- Streaming Audio - High Performance Audio - Headphones
- Custom Design, Installation and Support
- Free In-Home or Office Consultation

Visit Us & Educate Your Home Buyers

(513) 563-0444 • HANSONAV.COM • 10800 MONTGOMERY RD • CINCINNATI



Save Time, Boost Exposure

with Ocusell's Robust Social Media Dashboard



Promote listings on social, launch campaigns, manage comments, and track performance - all from a single platform.

Ocusell.com

833-OCUSELL

info@ocusell.com

You Can Put That Fan Away! Depend on us to keep them cool with our ***Comfort Plan**

*1-year plan which includes 2 visits on Preventative Maintenance

31-Point Inspection • 10% Discount on all service repairs
5% Discount on all accessories • Priority Scheduling



GREATER COMFORT
HEATING & AIR CONDITIONING, INC.

www.greatercomfort.com

859-491-4915

#KYM4107



Safe Start

HOME INSPECTIONS, LLC
INTERNACHI • CERTIFIED

SAFE START HOME INSPECTIONS OFFERS:

- ▶ Full residential and commercial inspections
- ▶ State licensed Wood Destroying Insect Inspections
- ▶ State licensed Radon testing

We understand not everyone is in need of a full home inspection and can customize to fit your needs. Whether it is to just look in a crawlspace or inspect the plumbing we can customize an inspection to fit your needs.

Office: 513-968-4311 | Mobile: 937-321-7479
nwessel@safestarthi.com | www.SafeStarthi.com

SPECIALIZING IN CUSTOMIZING MORTGAGE SOLUTIONS FOR BOTH PURCHASE AND REFINANCE TRANSACTIONS.

TOP 1% MORTGAGE ORIGINATOR

- 24/7 PREAPPROVAL SERVICE
- ZERO LOANS DECLINED ONCE SUBMITTED
- LOANS DOWN TO 580 CREDIT SCORE
- PRIMARY, VACATION, & INVESTMENT LOANS
- EXPERT IN ALL PURCHASE TRANSACTIONS, ESPECIALLY FIRST TIME HOMEBUYERS
- ALL REFINANCING OPTIONS AVAILABLE. CONV, FHA, VA, USDA



(513) 769-4111 • WWW.ROBERT.MORTGAGE
6964 TYLERSVILLE RD., STE. B • WEST CHESTER, OH 45069

Robert Mahaffey,
President • NMLS 26082

Trusted.
Tried.
True.

▶ sponsor spotlight

Written by Elizabeth McCabe
Photo Credit: Brenna Smith



Meet Tony Autullo

Area Manager of AnnieMac Home Mortgage

Trusted. Tried. True. Tony Autullo, Area Manager of AnnieMac Home Mortgage, has stood the test of time in the mortgage industry. He will be celebrating his 20-year mortgage anniversary in May of 2023.

“I jumped into the mortgage profession immediately after graduating with a finance degree from Miami University in 2003,” he says. Through the years, Tony has worked at various mortgage companies, including First Metropolitan Mortgage, Flagship Mortgage, and Residential Finance, ultimately leading him to one of the most rewarding career moves he’s ever made.



Tony explains, “We made a transition in 2012. We were more of a refinance company prior to that. We were re-building our pipeline each month but never actually building a business. I managed a staff of 10 Loan Officers and had taken myself out of producing loans. When the market started to shift in 2012 and interest rates began to rise, I needed to change our business model and become a purchase-based mortgage company. I started building relationships with REALTORS® and finding other referral sources like CPAs and Financial Advisors across the city. This change re-energized me, and I found a newfound passion in my career.”

In November 2013, Tony opened the doors of AnnieMac Home Mortgage. Tony says, “I was looking for a company that was purchase-oriented and offered a platform that I

could use to grow my referral network and offer benefits to referral partners that would make them better and directly help them grow their business.” He’s been making the world a happier place ever since.

SERVICES OFFERED

AnnieMac provides mortgages for any residential property for up to four units. Tony says, “In terms of products, we’re the closest thing to a one-stop shop in the city, in my opinion. In addition to the basic products most lenders provide (Conventional, FHA, VA, and USDA), we have aggressive programs for first-time home buyers in terms of a low down payment and grant options, flexible credit score and debt to income ratio requirements, as well as a wide array of products like renovation lending and construction to perm.”



IN TERMS OF PRODUCTS, WE'RE THE CLOSEST THING TO A ONE-STOP SHOP IN THE CITY, IN MY OPINION.

Tony and his qualified team can do it all. They know and understand that not everyone has perfect credit and that's ok. They are willing to work with their clients and coach them on things to do to help with their credit scores. Whether it's a quick fix or a long journey, they are willing to be there every step of the way to help that client become a homeowner.

BECOMING BETTER

"I'm passionate about always finding ways to get better," says Tony. "We want to provide the best possible experience for our clients and referral partners. No matter how well we think we're doing,

we always need to continue to adapt and be open to doing new things to continue to improve."

Tony truly loves what he does. He explains, "I love seeing homebuyers' dreams come true and feeling like we played a role in their overall success."

Whether it's a buyer purchasing their sixth house or a long-term credit repair client, Tony and his team strive to provide the same level of exceptional service and communication throughout their journey.

"I encourage our team to go deeper with our clients," adds Tony. What drives them? Why are they

purchasing? "I love watching relationships form with our buyers and our support team to where they know the client's children on a first name basis and I see them discussing last night's sporting even over email together. That's what it's all about for us."

Clients aren't transactional. "They are clients for life, and we want to be there each and every time they go through their next real estate transaction."

EXCEPTIONAL COMMUNICATION

When it comes to closing loans on time, Tony understands the importance of communicating proactively and efficiently.

"We believe that the home-buying experience can be a great one, not one that's overwhelming. We know that people already are dealing with a tremendous amount of stress with an upcoming move, packing, switching utilities, and sometimes also juggling the sale of a house so it's our mission to make the process seamless and stress-free for our clients and referral partners," says Tony.

Clients will deal with a few different team members at various stages of their purchase, and everyone on Tony's team shares the same goal to make a lasting impression with an end goal of creating a Raving Fan.

"We know that we are a direct reflection on our referral partner, so the better we do, the better they look to their client. "

With a terrific product mix, lightning-fast turn times, and competitive rates and costs, it's Tony's service and passion that set him apart from his competitors.

EMBRACING TECHNOLOGY

When it comes to technology, AnnieMac Home Mortgage is ahead of the game. Their app, CRM and platforms (Worx, Sales Match, Sales Boomerang, among many others) are continually being updated.

"When we receive a referral from a REALTOR®, we link that agent to that borrower and all marketing that will ever go out to that borrower will be co-branded with that agent. Some of this includes birthday cards/emails, home anniversary cards/emails, market updates, social survey requests, and others," explains Tony.

EXPECT A SHIFT

Tony has some advice for Top Producers, especially regarding the changing market.

"The market has changed a great deal over the past two years, and then again just in the past six months," explains Tony. "Adapting in any career is necessary, and those who are established, disciplined, and willing to work will always thrive. I think home prices will finally start to stabilize, and we'll go back to seeing 3-5% annual appreciation versus what we've seen the past two years. This is healthy for our market and will give first-time homebuyers and FHA and VA buyers a chance."

He encourages REALTORS® to make sure their clients be ready to purchase a home very early in the process versus waiting until a weekend when they've already found a home.

"Time is extremely important, so if there's an issue on their credit or if we can have ample time to review their income, it's going to be much more beneficial for that client long term," says Tony.

COMMITTED TO THE COMMUNITY

Tony supports as many local communities and charities as he can.

"My children were in the Kings School District, so admittedly, I probably do more for Kings than other districts. We were super excited to be Kings Red Helmet Club corporate sponsors last year. This meant a sizable donation went to the

athletic department to be able to assist a student-athlete with an academic scholarship," he explains.

As a company, AnnieMac recently raised over \$92,000 for Freedom Service Dogs of America at their annual Fetch the Ball Golf Tournament. "We successfully matched three client-dog teams," says Tony.

FAMILY FOCUSED

When Tony isn't working, it's all about family. Originally from Columbus, he has lived in Cincinnati since May 2003, when he met his wife, Erin, and they married in 2007. They put down roots in the community with the birth of their first child, Aiden, in 2008. Blessed with two other children, Tony and Erin have an 11-year-old daughter, Adalyn, and a 7-year-old son, Aston.

"They are my why," says Tony. "They are the reason I put in these long hours."

Outside of work, Tony loves to travel. He says, "You have to blow off steam sometimes, whether it's a long weekend or taking a week-long vacation." Recently, he took up fishing and has always enjoyed playing co-ed softball and sand volleyball with his wife.

Other favorite pastimes include Ohio State football, country music and Fantasy Football.

Partnering with agents, helping buyers, and making dreams come true is what it is all about for Tony. The mortgage industry has been a conduit for him to help others and build a wonderful life for his family.

FOR MORE INFORMATION:

Tony Autullo
513-461-9321
tautullo@annie-mac.com
tony.annie-mac.com

AnnieMac Home Mortgage
11385 Montgomery Road, Ste. 210
Cincinnati, Ohio 45249

Is your client's home far from market-ready?

We are your total solution partner.

- Relocation
- Decluttering
- Liquidation
- Clean-Out
- Home Ready to Sell



Rosie Harris
(513)619-7906
rharris@caringtransitions.com



TIM SPANAGEL PHOTO+VIDEO
513.374.8656
tspanagel@gmail.com
Instagram- @timspanagelphoto

- Interior and Exterior Photography
- Twilight Photography and Videography
- Video Walkthroughs
- Drone Photography and Videography
- Next Evening Delivery on Photos and Videos
- FAA 107 Certified
- Zillow Certified Videographer

Over 3000
Properties Photographed!



The Ultimate Home Inspection ExperienceSM

INCLUDED WITH PREMIUM AND PRESTIGE PACKAGES:

PTP360[®]

Interactive 360° Visual Inspection Summary

- Brings the inspection report to life
- Includes every room and the exterior
- Accessible any time



PTPFloorPlan

An accurate floor plan of the entire home

- Use to determine furniture fit and placement
- Share dimensions with contractors for estimating



PTPEstimates[®]

Powered by PunchList

Cost estimate for inspection Summary items

- Learn what recommended repairs will cost
- Estimate based on local costs
- Request an estimate with just a click



PTPHomeManual

Powered by Cartrig

The digital owner's manual for the home

- Download user manuals/warranty information
- Find safety recalls on appliances
- Indicates age and useful remaining life of systems



Presale Updates in Just 3 Weeks

Financing Available



RENOVATIONSELLS.COM/CINCINNATI



\$18k



We handle everything so you don't have to.

DESIGN | MATERIALS | CONSTRUCTION



LISA MASYS
LISA@RENOVATIONSELLS.COM
(513) 669 7851
@RENOVATIONSELLS



N2 GIVES

\$3 MILLION

DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.

The N2 Company – the company behind this publication and 850+ others like it – is financially committed to end human trafficking.

FOR EVERY AD WE SELL, N2 DONATES ENOUGH MONEY TO FREE 2 SLAVES FROM CAPTIVITY.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

A GIVING PROGRAM BY THE N2 COMPANY



Visit n2gives.com to learn more about our giving program.



The Capuano Team
513-771-6689
cincinnati@pillartopost.com
pillartopost.com/cincinnati
Serving the Cincinnati area

PILLARTOPOST[®]
HOME INSPECTORS

LEARN MORE HERE >



Experience The Ultimate Home Inspection Today!™

*Where available. Not all services are offered by every office. Each office is independently owned and operated.

Mortgage Brokers Are Going PUBLIC NYSE

*Projected average savings based on a 30-year loan of \$320,000 with 0.08% interest rate savings and 1% closing cost savings utilizing wholesale channel.

Mortgage Brokers are going PUBLIC. In celebration of the occasion, Breon Price was chosen to represent Motto Mortgage Apex in the closing of the NYSE with UWMC.

Independent Mortgage Brokers, like Motto Mortgage, save their clients on average, \$3,700. So, in honor of National Mortgage Brokers Day, allow us to acknowledge all that you do to help homebuyers find the best possible mortgage for their dream home. Though COVID may have restricted our distance, it has not restricted our business. We are here for you.

**Let's find the right loan option for your client.
Give me a call to get started today.**



Breon Price
Managing Partner
NMLS# 938631
Office: 513-204-9587
Breon.Price@mottomortgage.com
www.applywithapex.com



Motto Mortgage Apex NMLS ID #1817844
Each office is independently owned, operated, and licensed.



TOP 150 STANDINGS

Individuals | By Volume Jan 1- July 31, 2022 as of August 1st, 2022 at 9:42PM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	102	\$117,541,658
2	Scott A. Oyler	Coldwell Banker Realty	150	\$85,535,733
3	Rick J. Finn	Coldwell Banker Realty	136	\$60,911,319
4	Ragan McKinney	Ragan McKinney Real Estate	260	\$54,891,012
5	Andrea DeStefano	Sibcy Cline	103	\$50,412,278
6	Adam G. Marit	Real Link	135	\$46,681,191
7	Michael T. Maley	Comey & Shepherd	178	\$45,109,023
8	Kevin E. Hildebrand	eXp Realty	121	\$43,227,423
9	Heather R. Herr	Private Real Estate Collection	94	\$42,542,567
10	Linda T. Destefano	Sibcy Cline	62	\$38,704,148
11	Megan S. Stacey	Coldwell Banker Realty	67	\$38,595,810
12	Deborah A. Martin	Keller Williams Advisors	47	\$38,587,643
13	Michael P. Hines	Coldwell Banker Realty	41	\$38,180,264
14	Andrew Gaydosh	eXp Realty	127	\$37,607,344
15	Sandra L. Peters	Comey & Shepherd	41	\$35,931,470
16	Walter B. Gibler	Coldwell Banker Realty	86	\$34,505,728
17	Amy Hackett Roe	Coldwell Banker Realty	47	\$34,337,511
18	Michael C. Hinckley	Coldwell Banker Realty	42	\$34,172,800
19	Holly Finn	Coldwell Banker Realty	66	\$32,106,368
20	Kimberly K. Mansfield	Keller Williams Advisors	117	\$31,469,839
21	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	78	\$31,018,975
22	Kimberly A. Price	Plum Tree Realty	122	\$30,585,145
23	Bob Dorger	Comey & Shepherd	54	\$28,149,400
24	John M. Bissman	Keller Williams Pinnacle Group	65	\$27,595,351
25	Mike Hildebrand	eXp Realty	70	\$26,824,961
26	Daniel Baron	Keller Williams Advisors	88	\$26,403,815
27	Ronald A. Bisher	Coldwell Banker Realty	92	\$26,388,009
28	Shelley Miller Reed	Coldwell Banker Realty	39	\$26,035,000
29	Peter D. Chabris	Keller Williams Seven Hills Re	89	\$25,509,802
30	Sue S. Lewis	Sibcy Cline	53	\$25,476,700
31	Lee G. Robinson	Robinson Sotheby's Internat'l	26	\$25,392,200
32	Daniel Watkins	Comey & Shepherd	94	\$25,330,474
33	Heather M. Stallmeyer	Coldwell Banker Realty	44	\$25,163,775
34	Michael L. Vazquez	ERA Real Solutions Realty	52	\$17,938,220

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- July 31, 2022 as of August 1st, 2022 at 9:42PM

Rank	Name	Office	Total	Volume
35	Jennifer L. Day	Re/Max Preferred Group	160	\$24,227,056
36	Zach Singler	Re/Max Local Experts	49	\$23,933,201
37	Sarah A. Woody	Keller Williams Advisors	77	\$23,874,400
38	Michael L. Vazquez	ERA Real Solutions Realty	67	\$23,684,220
39	Micha Gleisinger	Comey & Shepherd	34	\$23,525,483
40	Tom Deutsch Jr.	Coldwell Banker Realty	115	\$23,512,700
41	Scott T. Ferguson	Keller Williams Advisors	65	\$23,110,359
42	Gina A. Dubell-Smith	eXp Realty	46	\$22,873,260
43	Brittney Frietch	BF Realty	70	\$22,359,544
44	Molly E. Blenk	Comey & Shepherd	59	\$22,060,100
45	Judy S. Recker	Sibcy Cline	7	\$21,756,500
46	Robert J. Mahoney	Sibcy Cline	30	\$21,683,441
47	Larry L. Thinnes	Sibcy Cline	60	\$20,946,705
48	Sondra M. Parker	Coldwell Banker Realty	49	\$20,842,853
49	Julia Packer P. Wesselkamper	Coldwell Banker Realty	31	\$20,559,312
50	Cindy J. Shetterly	Keller Williams Distinctive Re	56	\$15,488,172

Rank	Name	Office	Total	Volume
51	Luke R. Luther	Keller Williams Seven Hills Re	22	\$20,504,792
52	Helena F. Cameron	Sibcy Cline	40	\$20,422,590
53	Robbie Dorger	Comey & Shepherd	35	\$20,384,800
54	Jill O. Ferguson	Keller Williams Advisors	57	\$20,349,359
55	Monika Deroussel	eXp Realty	60	\$20,285,900
56	Tiffany B. Allen-Zeuch	Sibcy Cline	40	\$19,739,652
57	Chris R. Waits	Sibcy Cline	58	\$19,545,177
58	Robert Hines	Coldwell Banker Realty	27	\$19,460,985
59	Celia B. Carroll	Sibcy Cline	23	\$19,354,300
60	Cindy J. Shetterly	Keller Williams Distinctive Re	68	\$19,318,272
61	Kelly Pear	Comey & Shepherd	36	\$19,317,000
62	Andrew H. Homan	Coldwell Banker Realty	38	\$18,865,100
63	Mary Clare Baden	Coldwell Banker Realty	40	\$18,856,900
64	William Draznik	Coldwell Banker Realty	49	\$18,817,918
65	Angelo M. Pusateri	Comey & Shepherd	25	\$18,585,807
66	Robert F. Stephens	Comey & Shepherd	22	\$18,126,082
67	Patrick J. Cagney	Coldwell Banker Realty	68	\$18,081,061
68	Jon A. DeCurtins	ERA Real Solutions Realty	46	\$17,881,500
69	Anne V. Bedinghaus	Coldwell Banker Realty	72	\$17,787,888
70	Jason Reynolds	Re/Max Alpha Real Estate	56	\$17,786,800
71	Jackie Quigley	eXp Realty	39	\$17,724,697
72	Rakesh Ram	Coldwell Banker Realty	51	\$17,700,650
73	Anna S. Bisher	Coldwell Banker Realty	62	\$17,505,309
74	Perrin G. March IV	Robinson Sotheby's Internat'l	8	\$17,216,500
75	Elizabeth R. Mahoney	Sibcy Cline	26	\$16,876,441
76	Sue Andrews Wahl	Comey & Shepherd	57	\$16,769,608
77	Lynn M. Schwarber	Comey & Shepherd	36	\$16,604,500
78	Tina A. Burton	Sibcy Cline	46	\$16,513,090
79	Kathy J. Kramer	Star One Real Estate	27	\$16,405,055
80	Cody M. Brownfield	Redfin Corporation	42	\$16,364,200
81	Maura K. Cagney-Tipton	Coldwell Banker Realty	60	\$16,315,800
82	Jeffrey F. Bennett	Coldwell Banker Heritage	7	\$16,261,105
83	Steve Sylvester	Comey & Shepherd	24	\$16,212,983
84	Miranda Biedenbarn	Comey & Shepherd	96	\$16,049,990

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.



Ron Erdmann the Erdmann Group | guaranteedRate®

ron.erdmann@rate.com
2101 Grandin Road, Suite B, Cincinnati, OH 45208

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information. EQUAL HOUSING LENDER Ron Erdmann NMLS ID: 728342; OH - MLO 043288.000 Guaranteed Rate, Inc.; NMLS #2611; For licensing information visit nmlsconsumeraccess.org. OH: MS 804360

TOP 150 STANDINGS

Individuals | By Volume Jan 1- July 31, 2022 as of August 1st, 2022 at 9:42PM

Rank	Name	Office	Total	Volume
85	Christopher Holtman	Real Link	42	\$15,857,813
86	Jon L. Bowling	Re/Max Preferred Group	50	\$15,832,699
87	Lisa S. Morales	cold	52	\$15,740,300
88	Marc A. Cameron	Sibcy Cline	31	\$15,706,965
89	Diane Tafuri	Sibcy Cline	29	\$15,689,900
90	Sue M. Miller	Comey & Shepherd	53	\$15,495,125
91	Jeanne M. Rieder	Hoeting Realtors	59	\$15,367,700
92	Tyler A. Smith	Re/Max United Associates	35	\$15,115,351
93	Beth A. Brown Ciul	eXp Realty	55	\$15,075,152
94	Teresa Johnson	Comey & Shepherd	44	\$15,060,551
95	Erin P. Fay	Comey & Shepherd	42	\$14,983,850
96	Robert R. Smith	Coldwell Banker Realty	55	\$14,794,465
97	Leonard E. Koogler	Koogler-Eyre Realtors	28	\$14,719,299
98	Hossam Elsayed	Emerald Home Advisors	63	\$14,525,800
99	Jamie Rudy	Coldwell Banker Heritage	53	\$14,460,650
100	Flor D. McNally	eXp Realty	65	\$14,304,800

Rank	Name	Office	Total	Volume
101	Kathy M. Bryant	Weichert, Realtors- R.E 1790	30	\$14,280,400
102	Nikki M. Hayden	Private Real Estate Collection	33	\$14,194,190
103	M. Doug Spitz	Coldwell Banker Realty	32	\$14,123,442
104	Keli S. Williams	Sibcy Cline	39	\$14,101,600
105	G. Tyler McConnell	Comey & Shepherd	47	\$14,082,500
106	Lindsay Spears	Re/Max Incompass	66	\$14,082,149
107	Denise L. Gifford	Keller Williams Advisors	41	\$13,986,200
108	Gregory J. Tassone	Coldwell Banker Realty	22	\$13,985,033
109	Brett A. Keppler	TREO Realtors	54	\$13,931,607
110	Ingrid K. Likes	Coldwell Banker Realty	26	\$13,790,800
111	Maria Walley	Comey & Shepherd	23	\$13,621,500
112	Michael W. Jordan	Jordan, Inc	39	\$13,598,094
113	Elizabeth Waits	Sibcy Cline	40	\$13,463,030
114	John B. Trautmann	J.A Trautman Realty	17	\$13,361,000
115	Michele Donovan	Comey & Shepherd	47	\$13,355,900
116	Bishnu L. Kharel	Re/Max Preferred Group	42	\$13,331,079
117	Tyler R. Minges	Huff Realty	55	\$13,291,718
118	Regina M. Hamilton	Sibcy Cline	41	\$13,247,015
119	Oscar A. Asesyan	Sibcy Cline	33	\$13,240,700
120	Jonathan V. Price	Coldwell Banker Realty	34	\$13,239,350
121	Robert DiTomassi	Comey & Shepherd	37	\$13,154,300
122	Roy D. Webb	Key Realty	74	\$13,036,930
123	Myles Greely	Keller Williams Community Part	43	\$12,952,400
124	Alexander Schafers	Re/Max United Associates	45	\$12,935,950
125	Jessica Bauer	Comey & Shepherd	39	\$12,896,042
126	Lesli D. Norris	Coldwell Banker Realty	41	\$12,871,891
127	Jamie Gabbard	Comey & Shepherd	42	\$12,868,350
128	Lisa M. Phair	Coldwell Banker Realty	43	\$12,867,001
129	Jaime R. Thinnis-Neumaier	Sibcy Cline	41	\$12,819,122
130	Heather Alley	Keller Williams Community Part	29	\$12,678,557
131	Diane T. March	Robinson Sotheby's Internat'l	6	\$12,656,500
132	Brian P. Leisgang	Keller Williams Advisors	47	\$12,615,812
133	Mark Schupp	Star One Real Estate	53	\$12,538,100
134	Toni K. Louis	Re/Max Preferred Group	24	\$12,492,400

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.



Staging Works!
Home purchases are motivated by positive first impressions. Home staging is a cost-effective way to create a competitive advantage. Call Design to Market today at 513-265-0952.
We create first impressions that sell homes.

DESIGN TO MARKET
HOME STAGING
designtomarket.com

TOP 150 STANDINGS

Individuals | By Volume Jan 1- July 31, 2022 as of August 1st, 2022 at 9:42PM

Rank	Name	Office	Total	Volume
135	Tammy Thome	Century 21 Thacker & Assoc.	41	\$12,468,102
136	Jeff A. Rosa	Weichert, Realtors- R.E 1790	26	\$12,348,900
137	William E. Gabbard Jr.	Howard Hanna Real Estate Serv	51	\$12,186,100
138	William Wall	eXp Realty	43	\$12,177,200
139	Rebecca A. Messenger	Comey & Shepherd	25	\$12,175,900
140	Jason J. Bowman	Re/Max Alliance Realty	35	\$12,107,225
141	Courtne' C. Brass	Coldwell Banker Realty	34	\$12,104,665
142	Molly Eynon	Coldwell Banker Realty	30	\$12,041,280
143	Rodney Muterspaw	Berkshire Hathaway HomeService	47	\$11,983,000
144	Jason A. Sheppard	Comey & Shepherd	41	\$11,980,510
145	Ryan Lara	eXp Realty	43	\$11,970,399
146	Roxanne B. Qualls	Sibcy Cline	20	\$11,947,087
147	Richard Davey	Comey & Shepherd	37	\$11,943,446
148	Keith T. Taylor	Comey & Shepherd	37	\$11,943,446
149	Lanxi J. Song J	Keller Williams Seven Hills Re	32	\$11,760,500
150	Scott S. Baker	Coldwell Banker Realty	34	\$11,739,600

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.

Creating a Stress Free Moving Experience

BLACK TIE MOVING

CBUS TOP PICKS 2019

Forbes realtor.com

GIVE US A RING (614) 347-9007

www.blacktiemoving.com

AMERICA'S FASTEST-GROWING PRIVATE COMPANIES Inc. 500

ACCREDITED BUSINESS BBB

Are Your Clients Looking to Make a Winning Offer on Their Dream Home?

BLOW AWAY the COMPETITION with CASH!



If you want their offer on the home they REALLY love to stand out from the pack, there's nothing more effective than making it **ALL-CASH**. AnnieMac Home Mortgage along with our affiliate AnnieMac Cash2Keys now offers **TWO cash programs** designed to help them land the home of their dreams:

Cash Offer

Nothing impresses sellers like a strong cash bid. Our affiliate, AnnieMac Cash2Keys, places a cash offer on the home your client would like to buy. If the offer is accepted, us or the lender of their choosing, will work with your client to secure the financing to purchase the house back from AnnieMac Cash2Keys!

Buy Now Sell Later

Buy a new home before selling their old one. Our affiliate, AnnieMac Cash2Keys, purchases the house. Your client moves right in and purchases the new home back once their former home is sold – easy.

Contact Me Today To Learn More!



Tony Autullo
Area Manager
NMLS#: 20232
Phone: (513) 769-2071
Cell: (513) 461-9321
tautullo@annie-mac.com
tony.annie-mac.com



AnnieMac Home Mortgage 11385 Montgomery Road Suite 210, Cincinnati, OH 45249
Cash Offer and Buy Now, Sell Later programs are fulfilled by AnnieMac Private Equity Cash2Keys, an affiliate of AnnieMac Home Mortgage. AnnieMac Private Equity Cash2Keys is not a financial institution and does not originate or issue loan commitments. AnnieMac Home Mortgage provides the mortgage financing to the customer who will purchase the property back from AnnieMac Private Equity Cash2Keys. Terms and conditions of program can be found at Anmac.me/cash. This is a business-to-business communication directed only to professionals employed in the residential mortgage industry and their commercial associates. It is not intended for distribution to consumers or the general public. It is not an "advertisement" as defined in Section 1026.2(a)(2) of the Truth-in-Lending Act. Information contained herein is subject to change without notice. ©AnnieMac Home Mortgage. NMLS #338923. All rights reserved. Products may not be available in all states and/or counties. Please contact us to confirm availability.



RUOFF TECHNOLOGY

With industry leading technology, we make sure your loan process moves swiftly so you can close quickly and settle in sooner.



Digital Closing
Experience

- Avoid hand-signing page after page at closing.
- Apply your digital signature to nearly all your documents in seconds.
- Use a computer, mobile phone, or tablet.
- Know your signature is secure with special encryption and extra layers of security.



Dave Scully
SVP, Area Manager
NMLS: 757304 | MLO-OH.757304

513.633.8476
dave.scully@ruoff.com



Ruoff Mortgage Company, Inc., d/b/a Ruoff Home Mortgage, is an Indiana corporation licensed by the Indiana Department of Financial Institutions (DFI). For complete licensing information visit: <http://www.rmfconsumeraccess.org/EntityDetails.aspx?COMPANY/141968>
This is not an offer for extension of credit or a commitment to lend. All loans must satisfy company underwriting guidelines. Information and pricing are subject to change at any time and without notice. Equal Housing Lender. NMLS#141868 01052020

