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*Parker Rich Group with
Coldwell Banker Realty*

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with Coldwell Banker Realty

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with Comey & Shepherd, Mason

ON THE RISE: Emily Hatfield on
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SPONSOR SPOTLIGHT: Ken Schaub,
Owner of Firehouse Insurance

**TOP 150
STANDINGS**

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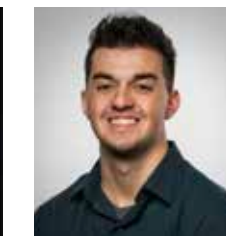
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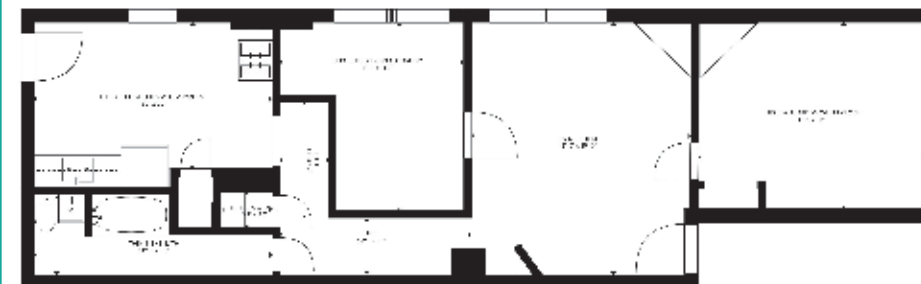
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meet the ▶▶ cover story Parker Rich Group with Coldwell Banker

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

**Seek first to UNDERSTAND ... not to be UNDERSTOOD.
Approach your business with a Servant's Heart
Work ON your business, not just IN your business.**

Husband-Wife Duo Finds Purpose and Passion Serving Others!

These are the top three tips that Jay Rich and Sondra Parker follow, leading them to an incredible career in real estate. This husband-and-wife team have both been licensed for 30 years, working together as a dynamic duo for 23 years.

“We were business partners before marriage partners,” says Sondra. “If we can work together, we thought marriage would be a piece of cake.” They were right! Jay is the Team Manager of the Parker Rich Group and handles training agents, lead generation, and keeps everything organized. Sondra is the Team Leader and handles listings and buyer clients while assisting team members with their clients.

Life Before Real Estate

Prior to real estate, Sondra worked for a local builder (Zicka Homes) as a sales assistant which she says “was a great experience.” She shares, “I was a stay-at-home mom for several years and saw an opportunity for a golf course community in our area. “I began working with them, but 18 months into working all my weekends, I decided to get licensed to have more flexibility and time to spend with family.”

As for Jay, he was a high school math teacher before real estate. He taught everything from General Math to A.P. Calculus in his math career. Not to mention being a basketball coach. Both roles Jay chalks up to being a “tremendous experience.”

Why did he switch careers? “I still ‘loved’ teaching and coaching but did not want to start ‘going through the motions,’” he explains. One trip to the mall changed his life.

“I passed a kiosk in Eastgate Mall and a gentleman offered me a brochure,” he shares. “I met with Eileen Thomas of Coldwell Banker and it took off from there.”

#Better Together

Both had solo careers in real estate, both earning Rookie of the Year their first year in real estate, with Jay at Coldwell Banker and Sondra at Sibcy Cline. In 2001, they purchased a

RE/MAX franchise together with partners Bob Neal and Pete Duffy. “We opened our office on 9/11,” says Jay. “It was strange and confusing.”

Through the years, they have earned numerous awards, including the Circle of Excellence with the Realtor Alliance of Greater Cincinnati (RAGC), for over 30 years. In addition, they were the first Team to be awarded for top sales in SouthWest Ohio by the Southern Ohio Area Real Estate Board (SOAR). Recently, they were awarded the Coldwell Banker International President’s Award, an honor reserved for the top 6 percent of Coldwell Banker agents worldwide.

The road in real estate hasn’t always been easy, especially overcoming the worst real estate market in their lifetime in 2008 with the Great Recession. Jay says, “Sondra and I were able to overcome and prosper because we stayed real with each other, and we were surrounded and supported by

tremendous loving family, friends and clients.” They also credit their office for having the “most wonderful experienced and amazing agents” who worked with them.

A New Chapter

“We developed the Parker Rich Group when we came

“
We were business partners before marriage partners. If we can work together, we thought marriage would be a piece of cake.”



I had faith and trust in him as a coach and a teacher his whole life that he would make it happen and he did.

to Coldwell Banker in 2013,” says Sondra. “After meeting with Joe King, President, we knew this was the right place to build a successful team.”

“When we started our career at Coldwell Banker, Jay and I were sitting in the conference room and he said, ‘I want to build our team to 100 transactions a year. I almost had a heart attack,’” jokes Sondra.

“I had faith and trust in him as a coach and a teacher his whole life that he would make it happen and he did. Last year, we did 120 transactions and 44 million dollars in volume at Coldwell Banker,” says Sondra. She credits their “fabulous team” for their success.

A Talented Team

Starting with 2 buyer agents, the team has grown and evolved to buying and listing agents. Emma Warren started as our team administrator (formerly agent support for Coldwell Banker) is now fully licensed in both Ohio and Kentucky. Scott Ackerman came to us with a banking background and is both a listing and buyer agent handling “hot leads” for the team. Jeff Kenney, a retired P&G executive, handles both buyers and listings and is a Level 6 martial artist. Sondra laughs, “We call him our team security.”

The Parker Rich Group also has a full-time administrator as well as three closing transaction coordinators who all do the critical work of getting our deals closed and keeping our clients happy. Other agents include Ashley Wake an experienced property manager, Krista Beyrer a UC professor and real estate investor, and April Breedlove has a background in Senior Services. Dave Bavis handles community development projects.

“We believe that real leadership is helping our agents become all they can be and they become the stars,” says Jay. “The same with our clients. We are relationship based through and through and extremely proud of our amazing team and the diverse talents they bring.

Relationship Based

Through the years we have developed strong relationships with lenders, title companies and contractors who are vital to the success of our team. “We know when we can count on them and that our clients will have a good experience.” Coldwell Banker’s outstanding management team continues to provide services so we can focus on our clients,” says Sondra.

Family Focused

When not working, it’s all about making memories with family for Jay and Sondra. With five children and five grandchildren, they enjoy spending time with them.

Sondra, a proud grandmother, treasures time with her grandchildren.

“Our family and grandchildren are the most enjoyable part of our lives,” explains Jay, “and a huge part of Sondra’s life.” Sondra says, “I feel so blessed that four of our grandchildren are here and one is in Denver.” With the flexibility that real estate provides, she is able to be available for her grandchildren, especially with their children’s demanding jobs. Two work at P&G; one runs a national non-profit and another works for Meta.

Sondra is also very active in community service, helping out needy families through local charities. Purchasing clothes (year round), school supplies and household items for families with children makes a world of difference to those struggling. During Christmas, our Team participates in purchasing and delivering gifts to local families providing a Christmas they wouldn’t have.



Left to right: Krista Beyrer, Scott Ackerman, Jay Rich, Sondra Parker, April Breedlove – behind: Ashley Wake, Jeff Kenney, Emma Warren

Coldwell Banker Anderson
Office Manager: Tina Mattix



Team Administrator: Nicole Watkins; Closing Coordinators: Carolyn Kenney, Cindy Foley, Debbi Hill

Outside Interests

In his free time, Jay enjoys seeing how Quantum Physics threads through our everyday lives as a Math and Physics enthusiast. He sees how people can create their own paths by what they think about and focus on.

Jay is also excited to share with others and has started to put notes together to write a book. "It's about coaching, physics, and real estate and how it all became one," he comments. "Things that seem so different actually fit together so well."

Forever Young

Life is better done together. Jay Rich and Sondra Parker have achieved a wonderful life through real estate. With over three decades in the industry, they have stood the test of time, helping countless clients and helping their agents be the best that they can be.

Jay concludes with the words of his favorite verse, "Forever Young":

May God bless and keep you always.
May your wishes all come true
May you always do for others
And let others do for you
May you build a ladder to the stars
And climb on every rung
And may you stay
Forever young.



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~ Emily

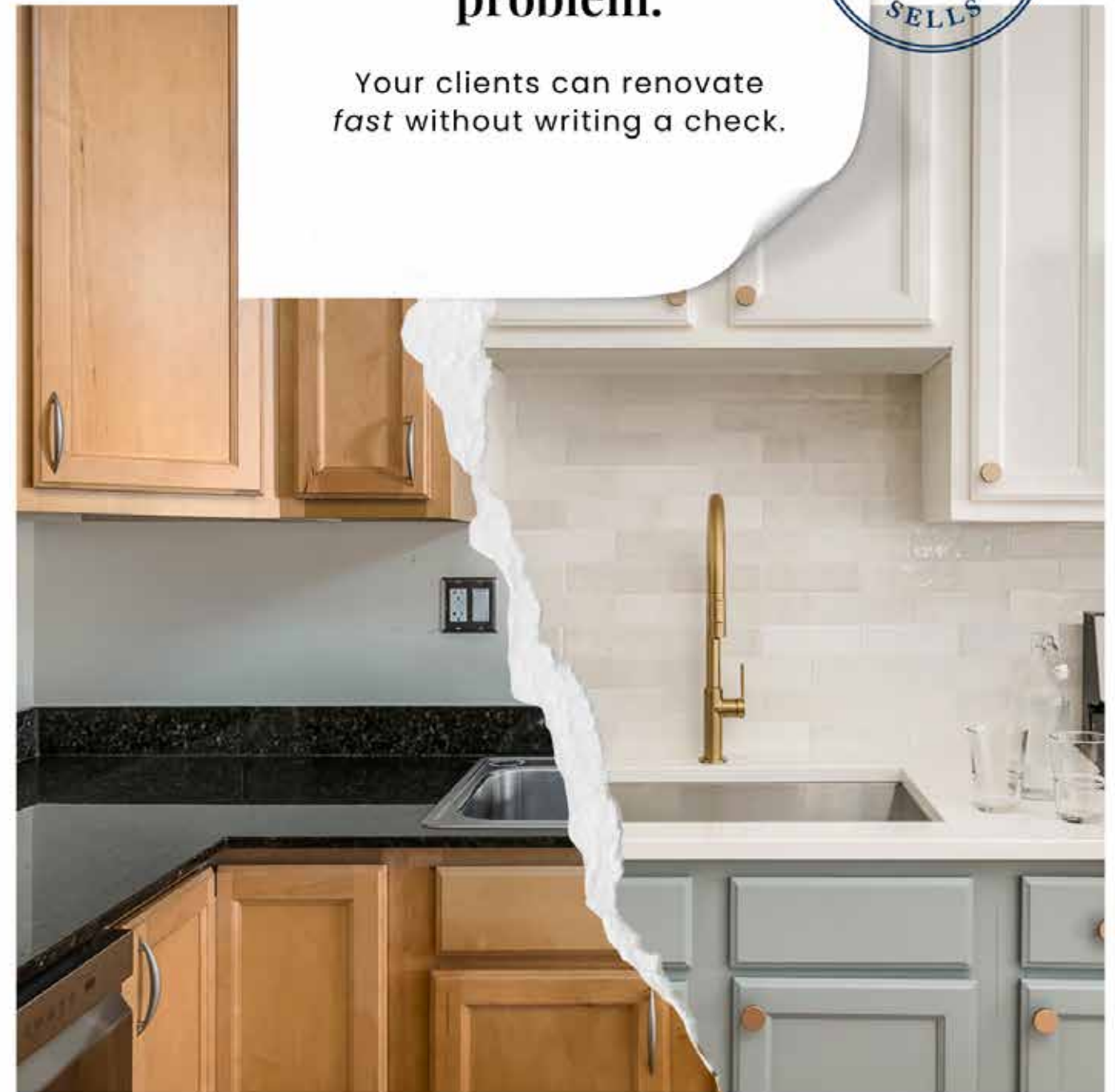


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▶▶ agent to watch

Written by Elizabeth McCabe
Photo Credit: Brenna Smith

WITH COMEY &
SHEPHERD, MASON

Fun-Loving Engineer FINDS FUTURE IN REAL ESTATE

“I am quite the adventurer,” admits Jessica Mills. “I love to travel the world to discover new places and meet the locals. In 2019 I decided to push myself past my boundaries and accomplish at least one challenging adventure a year. Each adventure encourages me to reassess the important things in life, develop mental toughness, and build humility, compassion and confidence.”

This go-getter has taken her first ever four-day backpacking trip to hike the entire Inca Trail in Peru to Machu Picchu. This is one of many adventures she has experienced.

In 2020, she section backpacked the entire 343 miles of Kentucky’s Long Trail, The Sheltolee Trace from Morehead, KY to Burnt Mill Bridge, TN. The following year, she backpacked and climbed Half Dome in Yosemite. Not to mention hiking 30 miles in one day, at the TVT Challenge in 2022!

What’s her latest feat? Climbing the third highest peak in North America at 18,500’, Pico de Orizaba in Veracruz, Mexico. With that accomplished, Jessica was able to check two things off her “life list,” climb a mountain and ice climbing.

“I’m trying to figure out what could possibly top the last 5 years of adventures for 2024,” she jokes. “I keep myself fit and busy locally with trail running, hiking, cycling and kayaking.”

Launching in Real Estate

Jessica’s quest for adventure translates well into real estate. As of August, she will be in her 19th year of real estate with a career volume topping 142 million dollars and counting.

Prior to real estate, she was a design engineer in the medical field. At one of her engineering positions, she designed orthopedic bracing and devices. “I was lucky



enough to be named as an inventor on 28 US and international patents during my tenure.”

Little did she know that her past experience in engineering would be essential in real estate. With her critical eye, self-discipline and careful follow-through in each step of the

buying and selling process, real estate runs smoothly from start to finish.

In 1999, Jessica started investing in real estate. She explains, “My agent was also a retired engineer, so we really clicked and worked well together. Sadly he passed away, so I decided to get my license to continue to pursue purchasing investment

property. Not soon after I got my license, my friends started asking me to help them with their real estate needs. So I decided to quit engineering to become a full-time agent, and haven't looked back. It has allowed me more freedom to do the things I most enjoy in life, make a great living and be able to meet new people while helping them accomplish their real estate goals."

Jessica's background in engineering, coupled with her adrenaline-loving personality, makes her an asset in real estate. Her passion for adventure and love of the outdoors also allows her to connect with clients on a personal level, sharing stories and experiences that build trust and rapport.

Blazing Her Own Trail

In 2011, Comey & Shepherd approached her about opening a satellite office in Mason.

"I was to the moon excited," she raves. "I could have my own office and stay close to most of my clients I service in the Northeast suburbs. I really enjoy having a workspace in which I can be 100% myself and organize exactly how I need and want. Being in my own office environment, I tend to be more creative and productive, which enables me to better serve my clients on a daily basis. And the added bonus of a good entertainment space for client appreciation parties, and you can't beat the 8 foot by 6 foot office window/billboard with my name on it for the viewing pleasure of downtown Mason, Main Street traffic at rush hour."

Connecting with Clients

Real estate is definitely a job, but it is a fun job if you go about it correctly. Jessica enjoys engaging with clients, prospects and referral sources with fun drop-offs to their homes or place of business.



"I have enjoyed giving back and letting my people know I am thinking about them and appreciate them," she shares. For example, she drops off a Bundtlet from Nothing Bundt Cakes for birthdays, and these are quite a hit. For home closing anniversaries, she usually drops off a nice outdoor flower pot. She also loves to do special drop-offs for holidays like Valentine's, St Patrick's Day, Easter and other fun

holidays. "It is a great little adventure to drive around the city and deliver surprises to people; it makes me happy to know I made them happy."

Her work mission statement says it all - Dedicated to improving the lives of others, by providing experience and exceptional service; empowering people to make informed decisions about buying and selling real estate.



people, he has never met a stranger, and the other local businesses love bringing him snacks. He loves to go for walks and hiking in the woods is his favorite," says Jessica.

A Heart of Gratitude

Jessica, who was born in Colorado and raised in Southern Michigan, has a heart of gratitude for her single mom, grandmother, and great grandmother.

"My mom worked several jobs and went back to college during my elementary school days. I learned from her what it means to work hard, be independent and always strive to be better than you were the day before," she shares.

With her upbringing, Jessica learned how to be resilient. She recalls moving to Centerville, Ohio a week before high school started. She admits, "That was a little rough, being a freshman and the new girl in a very large school. However I made friends quickly, joined the track team and became a cheerleader, big surprise!" She laughs. She continued her educational journey by attending the University of Cincinnati, earning her undergraduate degree in Materials Engineering, completing all coursework for her Masters in Biomedical Engineering

Must Love Dogs

When not working, you can find Jessica with her fun-loving dog named Remington, who is part of the family. This 5-year-old, 125-pound blue Great Dane is a delight. Expect to find him at the Mason Comey & Shepherd satellite office.

"He has a fancy bed, toys and treats to keep him occupied at the office. He loves going to the office to greet

before switching careers in 2004 to become a full-time real estate agent.

Her resilience, tenacity and discipline are demonstrated by her care for her clients and her ability to overcome challenges in real estate. Her mother is a shining example in her life and a formative influence that has made her who she is today.

Final Thoughts

Jessica is One To Watch in real estate. She thrives on adventure and uses her competitive edge to succeed with her clients. She concludes with her favorite quote, "Life is short. If you're not having fun, it's not worth doing or you're doing it wrong!"



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MEET Emily HATFIELD

on The Spears Team at RE/MAX Incompass

STAY-AT-HOME MOM TURNED REALTOR®

Written by Elizabeth McCabe | Photo Credit: Tim Corbett-Spanagel

“Work in silence. Let success be your noise.” – Frank Ocean

Emily Hatfield lives by those words. A hard worker by nature, she has given real estate her all and it has paid off in more ways than she could have imagined. She earned her license in December 2017 and had a total volume in 2022 just shy of 20 million!

This stay-at-home Mom turned REALTOR® is an inspiration to others with her work ethic and concern for other people. Just as mothers tirelessly care for their children, Emily cares for her clients, eager to exceed their expectations.

“Before I had my son, I was always in a commission based sales position,” she smiles. Her skills in sales and relating to others comes naturally to Emily.

Flexibility in Real Estate

A lot of REALTORS® go into real estate because of the work-life flexibility. Emily says, “My interest in real estate started when we moved to Maryland. I didn’t know a whole lot of people, but I wanted a career where I could set my own hours and have flexibility.”

Real estate looked promising to her. Her fiancée worked second shift and Emily cared for her son during the day. She took all of the classes, and then learned they would be moving back home. She then excelled in her real estate classes here, passed the exam, and launched her career after moving back to Cincinnati.

She jokes, “I thought it was something where I could choose

my own hours and make my own schedule. I soon learned that wasn’t the case.” She laughs. “I’m glad I didn’t know then what I know now.” She had no idea how much work it would truly be. With 64 million in her career volume since December 2017, she is a bustling REALTOR®.

Joining The Spears Team

Emily found her niche with the Lindsay Spears Team in February 2020. She explains, “When I came to





the brokerage, I met Lindsay through a mutual friend.” They met and Emily made the switch.

“Lindsay is someone that I look up to very much. She helped me tremendously. I liked the way that she did things and I looked to her for guidance,” smiles Emily.

What motivates Emily is her son. She is eager to be an example for him.

A Role Model for Her Son

Prior to considering real estate, Emily was actually thinking about being an

early childhood teacher. “That’s not my calling,” she jokes.

Her path in life was illuminated when she had her son. “Having a son changed everything,” she points out. “I had a desire to do better myself, to teach him, and show him hard work. I had to get out of my comfort zone. I was in a bubble and had to overcome a lot of things.”

Becoming more self-confident was the key to her success. Her clients relate to her with Emily’s warmth, authenticity, and dependability. With her

“

I had a desire to do better myself, to teach him, and show him hard work. I had to get out of my comfort zone. I was in a bubble and had to overcome a lot of things.

”

skillset, purchasing a house comes easily for her clients.

“I’m passionate about my clients and extremely passionate about the team I’m on,” says Emily.

Mom Extraordinaire

Emily’s son Zachary just turned 8 in February and he is her pride and joy. She is engaged to Jake, Zachary’s father, and they’ve been together for over 10 years.

“Jake and Zachary have made me a better and stronger person,” she reflects.

Outside of work, Emily enjoys spending time with family, friends, and having downtime. She also likes playing games, giving a break from the hustle and bustle of real estate.

Empowering Others

“I take real estate day by day,” says Emily. She aims for consistency and appreciates the support that The Spears Team provides her. This stay-at-home mother turned REALTOR® is an inspiration to others. Emily is On The Rise and is destined for big things in real estate and beyond.



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Meet Ken Schaub

Owner of Firehouse Insurance

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

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operating out of an historical firehouse in Mariemont, has been warmly welcomed by the community who turns to them for their insurance needs.

They currently have 35 carriers at their disposal to help clients find the absolute best rates on the market. With more

carriers, there are more options to help people find affordable coverage.

Owners Ken Schaub, Chelsae Schaub, Vinny Pfirrmann and Tanner Journey opened their business in April 2020 in the midst of the pandemic. “It was a tough time for everyone, but we



took a leap of faith and bet on ourselves,” they commented. They connect with clients and Referral Partners on social media, building their brand in a digital age.

“We specialize in real estate transactions,” says Ken. “We provide home insurance for the clients.” With home insurance, people get peace of mind as they know their largest asset is safe and secure.

“We are real-estate based,” explains Vinny. “It’s our main focus and we try to make the transactions really smooth.” With their expertise, they have mastered the process. As Ken

says, “I don’t know another agency that does a better job than we do. We get the best deal and make sure that clients are covered.” Deals go smoothly

from start to finish in a seamless process. The team also works with Top Real Estate Producers to get things done quickly and easily. “We do what is best for the client,” Chelsae says.

“WE DO WHAT IS BEST FOR THE CLIENT.”

The team also works with Top Real Estate Producers to get things done quickly and easily. “We do what is best for the client,” Chelsae says.

Commercial Insurance
The professionals at Firehouse insurance also specialize in investors and commercial insurance. Not all insurance agents are knowledgeable about these facets of insurance, but Firehouse Insurance prides themselves on their knowledge and ability to help others. That’s why they have perfect five-star reviews on Google with over 430 reviews!



“
WE ALL LOVE WHAT WE DO AND WORKING WITH EACH OTHER. IT REALLY IS ABOUT HELPING PEOPLE AND MAKING SURE THAT THEY HAVE THE BEST DEAL.

helping people and making sure that they have the best deal,” says Ken. “We are relationship-based.” Their loyalty resides with their clients and partners rather than a specific insurance carrier, which is better for everyone.

A Growing Business

Firehouse Insurance is also expanding their operations to Dayton, eager to change the industry for the better. Ken explains, “We see knowledge is lacking in the industry.” Not only does

Firehouse want to fix this, but they strive to change the industry by doing what they do best.

Save Money

“We guarantee that people get the best deal every time,” says Ken. Excellent coverage, affordable rates, superior service – all of these things have helped Firehouse Insurance become the success story it is today.

For More Information:
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A Dedicated Team Helping Others

Ken works with his wife Chelsae Schaub, who excels as an Executive Agent and Business Development Director. Ken, Chelsae, Tanner, and Vinny were best friends at their previous insurance company before forming a once in a lifetime business together.

“I came from finance, Chelsae worked as a medical device rep, and Vinny had a sales hall of fame background,” explains Ken. They came together and created Firehouse Insurance, eager to help their clients.

With Ken being the agency principal, the rest of the Firehouse team consists of not only best friends, but family as well. Ken’s sister, Maddie Schaub, also came on as an agent in this family-owned business. They also have Vinny Pfirmman (Executive Agent, Owner), Tanner Journey (Executive

Agent, Owner) Sam Weddle (Lead Insurance Advisor), Rachel Vlaskovich (Insurance Advisor), and Landon Watts (Senior Insurance Advisor). Sir Dukington, a four-legged friend, is the Captain of Barkerations and King Louie is the Chief of Cuddles. Firehouse prides themselves on not only helping the client, but also helping their agents by providing the highest level of innovation, technology, and to support their relentless pursuit of success.

“We all love what we do and working with each other. It really is about

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Feb 28 as of March 8, 2023 at 11:04AM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	12	\$22,559,462
2	Ragan McKinney	Ragan Mckinney Real Estate	45	\$9,622,195
3	Scott A. Oyler	Coldwell Banker Realty	16	\$8,934,620
4	Andrew Gaydosh	eXp Realty	25	\$8,306,800
5	Heather R. Herr	Private Real Estate Collection	21	\$8,098,000
6	Michael L. Murtland	Comey & Shepherd	12	\$6,285,000
7	Andrea DeStefano	Sibcy Cline	7	\$6,125,959
8	Adam G. Marit	Real Link	16	\$5,924,487
9	Bob Dorger	Comey & Shepherd	5	\$5,795,931
10	Mindy Baumann	eXp Realty	4	\$5,410,000
11	Brittney Frietch	BF Realty	16	\$5,327,606
12	Rakesh Ram	Coldwell Banker Realty	11	\$5,116,890
13	Tom Deutsch Jr.	Coldwell Banker Realty	22	\$5,040,600
14	Walter B. Gibler	Coldwell Banker Realty	13	\$4,993,400
15	Marilyn J. Hines	Coldwell Banker Realty	1	\$4,750,000
16	Patrick Lach	Sibcy Cline	1	\$4,750,000
17	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	11	\$4,387,380
18	Cindy J. Shetterly	Keller Williams Distinctive RE	17	\$4,339,300
19	Ryan Lara	eXp Realty	5	\$4,317,000
20	Monika Deroussel	eXp Realty	11	\$4,132,400
21	Kevin E. Hildebrand	eXp Realty	14	\$4,120,550
22	Jennifer L. Day	Re/Max Preferred Group	28	\$4,050,750
23	Chris Nicholson	Comey & Shepherd	1	\$4,000,000
24	Shelley Miller Reed	Coldwell Banker Realty	6	\$3,799,250
25	Michael L. Vazquez	ERA Real Solutions Realty	10	\$3,585,448
26	Angelo M. Pusateri	Comey & Shepherd	4	\$3,575,431
27	Amy L. Markowski	Real Brokerage Technologies	17	\$3,523,910
28	Carl F. Tuke	Sibcy Cline	3	\$3,410,000
29	May Xuemei Wu	Comey & Shepherd	6	\$3,394,000
30	Kimberly K. Mansfield	Keller Williams Advisors	11	\$3,160,850
31	Scott T. Ferguson	Keller Williams Advisors	10	\$3,159,300
32	Scott Baker	Coldwell Banker Realty	5	\$3,122,941
33	Jamie Gabbard	Comey & Shepherd	12	\$2,948,000
34	John M. Bissman	Keller Williams Pinnacle Group	9	\$2,875,500

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Feb 28 as of March 8, 2023 at 11:04AM

Rank	Name	Office	Total	Volume
35	Heather Alley	Keller Williams Community Part	5	\$2,847,500
36	Beth A. Brown Ciul	eXp Realty	9	\$2,839,900
37	Nathan Comisar	Sibcy Cline	7	\$2,835,616
38	Alexander Schafers	Re/Max United Associates	10	\$2,742,451
39	Robert J. Mahoney	Sibcy Cline	5	\$2,695,000
40	Diane Tafuri	Sibcy Cline	3	\$2,606,298
41	Sandra L. Peters	Comey & Shepherd	3	\$2,564,250
42	Tina A. Burton	Sibcy Cline	7	\$2,526,150
43	Robert R. Smith	Coldwell Banker Realty	14	\$2,522,579
44	Flor D. McNally	Keller Williams Advisors	10	\$2,414,700
45	TJ J. Gausman	eXp Realty	7	\$2,381,000
46	Austin R. Castro	Coldwell Banker Heritage	6	\$2,331,000
47	Sandra L. Burkhart-Williams	Huff Realty	8	\$2,302,800
48	Janelle A. Sprandel	Comey & Shepherd	9	\$2,288,713
49	Pamela L. Kurtz	Coldwell Banker Realty	7	\$2,285,000
50	Tammy Thome	Century 21 Thacker & Assoc.	3	\$2,281,600

Rank	Name	Office	Total	Volume
51	Brett A. Keppler	TREO Realtors	8	\$2,266,800
52	Rick J. Finn	Coldwell Banker Realty	9	\$2,265,000
53	Lisa M. Speer	Coldwell Banker Realty	5	\$2,234,000
54	Deborah A. Martin	Keller Williams Advisors	4	\$2,215,000
55	G. Tyler McConnell	Comey & Shepherd	4	\$2,206,000
56	John W. Drake	Wyndham-Lyons Realty Services	3	\$2,204,000
57	Monica Weakley	eXp Realty	3	\$2,203,000
58	Tiffany B. Allen-Zeuch	Sibcy Cline	5	\$2,185,000
59	Regina M. Hamilton	Sibcy Cline	8	\$2,171,900
60	Celia B. Carroll	Sibcy Cline	2	\$2,155,000
61	Laurie Simon Goldman	Sibcy Cline	5	\$2,136,500
62	Kathy J. Kramer	Star One Real Estate	4	\$2,129,700
63	Ronald A. Bisher	Coldwell Banker Realty	8	\$2,114,900
64	Tim Cottrill	Sibcy Cline	7	\$2,109,250
65	Eric Sztanyo	Keller Williams Advisors	7	\$2,072,421
66	Jessica Bauer	Comey & Shepherd	6	\$2,071,500
67	Daniel C. Braun	Comey & Shepherd	7	\$2,061,500
68	Kelly Pear	Comey & Shepherd	4	\$2,040,883
69	Steve L. Elbert	Around Town Realty	8	\$2,033,900
70	Robert M. Collins	eXp Realty	6	\$2,020,922
71	Eric Lowry	eXp Realty	7	\$2,020,650
72	Shane Ogden	Re/Max Local Experts	10	\$1,998,300
73	Alicia J. Stoughton	Keller Williams Advisors	5	\$1,994,250
74	Andrew J. Childs	Coldwell Banker Realty	6	\$1,986,800
75	Ryan S. Riddell	Keller Williams Community Part	10	\$1,975,400
76	Dawnitta R. Ollis	Plum Tree Realty	5	\$1,895,491
77	Shawn Bosse	Coldwell Banker Realty	7	\$1,881,500
78	Carrie McVicker	Coldwell Banker Realty	8	\$1,880,000
79	Beth Littlejohn	Coldwell Banker Realty	1	\$1,870,000
80	Jessica R. Bush	ERA Real Solutions Realty	4	\$1,865,500
81	Tyler Dietz	Keller Williams Seven Hills Re	10	\$1,847,750
82	Rodney Muterspaw	Berkshire Hathaway HomeService	7	\$1,791,400
83	Robert DiTomassi	Comey & Shepherd	4	\$1,790,500
84	Sue S. Lewis	Sibcy Cline	5	\$1,786,622

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Rank	Name	Office	Total	Volume
85	Kristina Raby	ERA Real Solutions Realty	2	\$1,780,000
86	Daniel Baron	Keller Williams Advisors	5	\$1,774,000
87	Lanxi J. Song J	Keller Williams Seven Hills Re	6	\$1,768,500
88	Michael C. Hinckley	Coldwell Banker Realty	2	\$1,765,000
89	Michelle Meenach	Star One Real Estate	3	\$1,764,500
90	William Draznik	Coldwell Banker Realty	3	\$1,764,452
91	Tyler R. Minges	Huff Realty	9	\$1,759,500
92	Marcia Greenwald	Sibcy Cline	6	\$1,756,000
93	Mike Wall	eXp Realty	8	\$1,747,000
94	Anne V. Bedinghaus	Coldwell Banker Realty	6	\$1,744,900
95	Todd R. Finch	Comey & Shepherd	4	\$1,743,500
96	Larry L. Thinnes	Sibcy Cline	4	\$1,741,062
97	Steve S. Early	Sibcy Cline	2	\$1,740,000
98	Eric Surkamp	Comey & Shepherd	4	\$1,719,900
99	Vicki M. Sylvestre	Keller Williams Advisors	3	\$1,719,000
100	Megan S. Stacey	Coldwell Banker Realty	3	\$1,717,000

Rank	Name	Office	Total	Volume
101	June M. Newman	Coldwell Banker Realty	1	\$1,700,000
102	Linda A. Litschgi	Star One Indiana	10	\$1,696,400
103	Cory D. Behm	Keller Williams Distinctive RE	6	\$1,685,000
104	Cheryl A. Ferry	Keller Williams Advisors	4	\$1,670,000
105	Micki Steinmetz	Coldwell Banker Realty	5	\$1,659,900
106	Molly E. Blenk	Comey & Shepherd	5	\$1,654,000
107	Sheryl D. Buechly	Key Realty	6	\$1,647,000
108	Teresa Johnson	Comey & Shepherd	7	\$1,642,500
109	Doris Kitchen	Re/Max Results Plus	2	\$1,640,000
110	Brittney Lovdal	Keller Williams Advisors	6	\$1,639,500
111	Patrick J. Cagney	Coldwell Banker Realty	6	\$1,631,400
112	Melissa R. Stone	eXp Realty	6	\$1,626,500
113	Andrew J. Buckley	Star One Real Estate	3	\$1,625,000
114	Michele Donovan	Comey & Shepherd	5	\$1,620,900
115	Amy D. Richard	Comey & Shepherd	6	\$1,597,500
116	Michael W. Jordan	Jordan, Inc	4	\$1,562,000
117	Carmen D. Baird	Huff Realty	5	\$1,557,400
118	Zach Singler	Re/Max Local Experts	7	\$1,541,000
119	Jason Smith	eXp Realty	4	\$1,537,435
120	Maryann D. Ries	Comey & Shepherd	4	\$1,536,000
121	Mark Schupp	Star One Real Estate	4	\$1,535,800
122	Raul Pulido	Re/Max Preferred Group	8	\$1,530,300
123	Laura Wogen	Coldwell Banker Realty	2	\$1,530,000
124	Evan Johnson	Cutler Real Estate	3	\$1,523,000
125	Robert F. Stephens	Comey & Shepherd	3	\$1,520,000
126	Patrick Gunning	Coldwell Banker Realty	3	\$1,514,800
127	Judith R. McCoy	Comey & Shepherd	4	\$1,489,900
128	Sarah Poe	eXp Realty	6	\$1,481,900
129	Paige von Hoffmann	Coldwell Banker Realty	4	\$1,480,000
130	Andrew M. Hersey	Star One Real Estate	4	\$1,470,000
131	Lisa S. Morales	Coldwell Banker Realty	8	\$1,451,400
132	Carol A. Grubb	Comey & Shepherd	4	\$1,447,980
133	Luke R. Luther	Keller Williams Seven Hills Re	1	\$1,445,959
134	Adam Sanregret	Keller Williams Advisors	4	\$1,434,000

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Individuals | By Volume Jan 1- Feb 28 as of March 8, 2023 at 11:04AM

Rank	Name	Office	Total	Volume
135	Erin E. Harper	Comey & Shepherd	4	\$1,432,500
136	Elisa R. Ibold	Hoeting, Realtors	6	\$1,431,500
137	Lesli D. Norris	Coldwell Banker Realty	4	\$1,420,000
138	Hossam Elsayed	Emerald Home Advisors	4	\$1,416,400
139	Dania Barazi	The Barazi Group	3	\$1,415,200
140	Amy Condorodis	Comey & Shepherd	3	\$1,414,951
141	Helena F. Cameron	Sibcy Cline	3	\$1,403,500
142	Jennifer L. Shinn	Coldwell Banker Realty	2	\$1,399,500
143	Deborah Harmer	eXp Realty	4	\$1,395,500
144	Michael Sturgis	Coldwell Banker Realty	5	\$1,389,800
145	Michael D. Weghorst	Coldwell Banker Realty	5	\$1,387,500
146	Poonam Bhardwaj	Coldwell Banker Realty	2	\$1,386,840
147	Jacqueline R. Ober	eXp Realty	6	\$1,379,400
148	Peter J. Duffy	Comey & Shepherd	3	\$1,369,900
149	Teresa L. Hall	Keller Williams Community Part	6	\$1,362,700
150	Sue Andrews Wahl	Comey & Shepherd	5	\$1,360,100

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

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