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ON THE RISE:

Leah Slicer
with Coldwell Banker Realty

ONE TO WATCH:

Jean Raga
with eXp Realty -
Main Street

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TOP 150 STANDINGS

CINDY SHETTERLY

**AT KELLER WILLIAMS
DISTINCTIVE RE**

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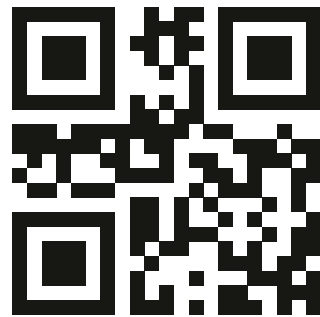
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TABLE OF CONTENTS

	<p>08 Preferred Partners</p>		<p>10 Cover Story: Cindy Shetterly at Keller Williams</p>		<p>18 One To Watch: Jean Raga with eXp Realty - Main Street</p>
	<p>24 On The Rise: Leah Slicer with Coldwell Banker Realty</p>		<p>32 Sponsor Spotlight: Hanson Audio Video</p>		<p>39 Top 150 Standings (Volume)</p>

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meet Cindy Shetterly

AT KELLER WILLIAMS

SOARING HIGH IN REAL ESTATE AFTER A SUCCESSFUL CAREER AS A FLIGHT ATTENDANT

Life is an adventure for those who embrace the journey. From a flight attendant to soaring in residential real estate, Cindy Shetterly is an inspiration to others. Fascinatingly, being a Delta flight attendant prepared her perfectly for real estate. Learning to anticipate problems before they arise is essential in working in real estate. Not to mention excelling in top-notch service to clients, lessons learned while in the air catering to passengers at 12,000 feet. Lastly, their extensive training in empathy and effective communication, particularly when working for airlines like Delta, makes them skilled at understanding and meeting the needs of their clients. She also knows how to stay calm in pressure, equally important when moving deals to the closing table.

cover story

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





A Dream Takes Off: From Flight Attendant to Real Estate Agent

Cindy's career in real estate began in 2005 when she retired from her 17-year stint as a flight attendant. Back in 2004, she and her husband Andy were pondering their first flip project. At the end of 2005, Cindy decided to obtain her real estate license and start building her own real estate business. Her husband, Andy, was a DHL cargo pilot and a body-worker, working as a massage therapist and sports therapist for the UK Basketball Team.

Cindy's leap into real estate coincided with the growing demand for her expertise. She began her career with Sibcy Cline in 2005. "The first year in real estate, Andy said that DHL was going to go under so I went full force into real estate," she comments. Her drive and dedication paid off.

In 2006, Cindy sold 27 houses and built her business, one client at a time. It wasn't until 2011 that Andy was laid off from his job. By that time, Cindy was very well established in her career. She spent a decade at Sibcy Cline before moving to Keller Williams in 2016, doubling her production from \$21 million in 2015 to an impressive \$44 million in 2016.

How did she do it? Cindy attributes her success to following the principles outlined in "The Million Dollar Real Estate Book." She meticulously implemented the steps, which included putting the

right organizational structure in place. She hired skilled individuals to fill various roles, ensuring everyone was working to their strengths. Her team now consists of 12 members, including eight buyers' agents, a listing specialist, a director of operations, an internal sales agent in Honduras, and a transaction coordinator. Cindy's goal is to work her way out of production and have another listing agent handle that aspect.

The Rainmaker

Cindy is often referred to as "The Rainmaker" because of her outstanding track record in closing transactions. Not only is Cindy the number one agent in Northern Kentucky, but also number one in the state of Kentucky for the past two years. Not to mention staying in the Top 25 REALTORS® in Cincinnati as well.

What she loves most about her job is the profound impact she has on people's lives. Real estate allows her to be part of significant moments such as a family's first home, a move due to a birth, death, or divorce, and so much more. Her relationships with clients often last a lifetime, and she cherishes the opportunity to be a part of their journeys.

"I make one person's dream come true, one house at a time," she smiles. She loves being a part of her clients' lives. Whether going to high school graduation or weddings of her clients' children, it's super rewarding. "That's definitely my favorite part of real estate."



THE FIRST YEAR IN REAL ESTATE, ANDY SAID THAT DHL WAS GOING TO GO UNDER

SO I WENT FULL FORCE INTO REAL ESTATE.

Challenges and Values

Cindy's commitment to her team's success is unwavering. Her biggest challenge is growing the team while maintaining the same integrity and values that have been the cornerstone of her career. She has taken the principle of "hiring slow and firing fast" to heart, resulting in a low turnover rate. Her team members have been with her for many years, which is a testament to the strong alignment and shared values within the group.

Family First

Apart from her professional achievements, Cindy is also a wife and mother. She's been married to her husband, Andy, for 25 years, who owns Peak Performance Sports Therapy in Blue Ash. They have a daughter named Mikhayla, who resides in Scottsdale, Arizona.

As empty nesters, they enjoy their time with their two dogs, Bennie and Irene. "Irene, a chihuahua, is my sidekick and she goes to work with me," says Cindy.

When not working, Cindy finds joy in traveling, and her family takes five big trips each year to explore new places and create lasting memories. Cindy shares, "We just went to Red River Gorge, where my husband did a half marathon." It was breathtakingly beautiful in the autumn. This past summer, they went to Italy and enjoyed every moment. Other trips in the works include Florida this winter and visiting Colorado, where Cindy is from.

A Heart of Gratitude

Cindy has a heart of gratitude for her career and for the success that she has achieved in life. She never imagined that she would be in real estate, but she couldn't be happier where she is today. A successful career, an exceptional team, a happy family, and a wealth of life experiences have made her the Top Producer that she is today. This former flight attendant wouldn't have it any other way.



“““

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Jean RAGA

Executive Sales Vice
President and Team
Leader at eXp Realty -
Main Street

▶▶ one to watch

By Elizabeth McCabe
Photo Credit: Tim Corbett-Spanagel

“I got into real estate 22 years ago,” recalls Jean Raga, Executive Sales Vice President / Team Leader at eXp Realty. Through the years, she has weathered the Great Recession, the market frenzy during the pandemic, and the rising interest rates. Her resilience, coupled with her heart for others, makes her stand out in local real estate.

Life Before Real Estate

“I’m a Clinical Chemist by background,” explains Jean. She built a successful career in the healthcare field. “When we moved to the Cincinnati area, they wanted me to go back to nights and weekends and cut my pay so I retired.”

A savvy entrepreneur, Jean started a cleaning business. When she found out that she was pregnant, she sold it to a partner. She then started doing faux finishings when it was all the rage before expanding the business and selling it.

When her husband transitioned from the private sector to the public sector as an elected official, Jean decided it was time for her to re-enter the workforce. She joined Sibcy Cline, a renowned real estate company, where she spent two decades both selling and managing for the company.

Building a Team and a Community Legacy

After two decades with Sibcy Cline, Jean decided she wanted to build a team. She comments, “I looked at all the business models and decided that eXp was the best fit.” Jean started her team in 2022. Her vision was clear: to establish a strong presence in her hometown of Mason/Deerfield Twp, Ohio, and she launched eXp Realty - Main Street on Main Street in Mason with seven real estate professionals.

The Mason/Deerfield Twp community is where Jean calls home, and she is deeply committed to giving back to her community. She’s passionate about creating a lasting legacy, and in 2024, through the Rotary Club of Mason and Deerfield, she is the Chair of a new fundraiser that involves local businesses and the community. The fundraiser includes a Christmas tree auction and display that

will be open to the public for two weeks at the Mason Community Center. The kick off for the tree auction will be a black tie dinner with live music, a casino, and a cigar bar. Her inspiration for community involvement comes from her husband’s long-standing political career and their shared commitment to being active community members.

“When my husband Tom and I were young in our 30s, we got involved in the community. It’s been a part of us since then,” she comments.

Jean is also actively involved in organizations like The Mason Deerfield Chamber, Rotary and has a vision for bringing positive change to her community.



“I’ve been very fortunate in my life for great health and a great family and great community,” she comments. “When my Operations Coordinator, Barb O’Brien, came on board we made a pact to give back, not just to the community in Mason / Deerfield, but also to the Mason/Deerfield real estate community.”

This past December, Jean sponsored a national speaker, Mike Gandolfo, for a two day seminar of “The 12-Week Year.” The seminar was based on the book “The 12 Week Year” focusing on goal setting. She will be sponsoring the speaker this December as well. It is free and Jean reaches out to other real estate professionals to attend.

Jean also has another community outreach project in the works this holiday season. Be sure to check out the carolers on the front porch of her business on Main Street during rush hour on Wednesday evenings in December. Forget about traffic as you hear the carolers sing festive Christmas carols, bringing joy to all who hear.



“
I’ve been very fortunate
in my life for great
health and a great family
and great community.”

A Passion for Real Estate and Giving Back

Jean’s real estate journey is driven by her passion for helping people achieve their dreams. She’s a strong believer in relationship-based selling and serving her clients as if they were her friends.

“I love people. I love being part of families, their dreams, and their goals,” she comments. She adds, “I really enjoy being a problem solver and helping people find their homes.” She is able to tackle challenges head on during transactions. “I love figuring out those problems to make the best case scenario for my clients as well as being fair to the people on the other side of the transaction.”

In Jean’s words, “every market has been a challenge,” and she has faced the ups and downs of the real estate industry with resilience. She knows the importance of learning to pivot, especially in times of change. Jean’s dedication to embracing change echoes the sentiment of Olympic champion Apolo Ohno: “Hard Pivot: Embrace Change. Find Purpose. Show Up Fully.”

Family First

When not working, Jean enjoys spending time with her husband of 32 years. Tom works for AES Ohio, the parent company that runs Dayton Power & Light and Indiana Power & Light.

Tom, the former President of Dayton Power & Light, was also the previous Vice President of Sinclair College. He was involved in getting the Sinclair campus to come to Mason. Tom grew up in Madeira and attended Moeller High School while Jean is originally from Rochester, New York.



Jean and Tom are blessed with two grown children, Colleen and Rick, who both live and work in Manhattan. “We also have a rescue puppy named Lucy.” When their last child left home for college, their lab mix named Lucy filled their hearts with happiness.

In her free time, Jean loves cooking and entertaining, reading, and playing golf (sometimes), which suits her to a tee.

Final Thoughts

From being a chemist to making her mark in local real estate, Jean’s hard-working nature and concern for her clients and the community have made her a favorite real estate professional. She genuinely cares about her clients. Putting them first has been the secret to her success. With her multi-faceted background and passion for community involvement, she is undoubtedly one to watch in the world of real estate and beyond.



“I really enjoy being a problem solver and helping people find their homes.”



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In the competitive world of real estate, some stars rise brighter and faster than others, and Leah Slicer is undoubtedly one of those ascending stars. Since stepping out as a solo agent in 2021, Leah's career trajectory has been nothing short of remarkable, and demonstrates what passion, hard work, and a commitment to quality can achieve.

▶▶ on the rise

Written by Elizabeth McCabe
Photo Credit: Brenna Smith

In 2021, Leah accomplished sales totaling \$5,576,900, and that was just the beginning. The following year saw her sales skyrocket to an impressive \$8,995,233.00, and in 2023, her success knows no bounds, with sales to date reaching \$13,053,950, and an additional \$1.3 million pending! Her journey has been nothing short of incredible, and the future looks even brighter.

Early Beginnings: A Foundation of Family and Values

Leah's journey into real estate can be traced back to her roots on the West Side of Cincinnati, where she grew up in neighborhoods like Westwood and Monfort Heights. Her family has deep ties to the West Side, and her childhood was nothing short of magical. Leah is the oldest of four siblings, and her parents were their biggest cheerleaders.

"Growing up we played all the sports, went on family lake vacations every year and always made time to have dinner together each night," she recalls. "My parents instilled from a very early age that our immediate family was the number one priority. Everything else was secondary."

Childhood Dreams: A Doctor at Heart

In her youth, Leah envisioned herself as a doctor. She initially pursued pre-med but changed course when she realized the extensive schooling required. Her driving force behind wanting to become a doctor was the desire to help people. Building relationships and connecting with others has always been a passion of hers. In real estate, Leah carries this passion with her, as she deeply listens to her clients' goals and seeks to understand the 'why' behind their next move. Behind every real estate transaction are life events, and Leah feels honored each time a client entrusts her to guide them through their journey.

The Road to Real Estate: A Love for People and Properties

Leah's journey into real estate began in 2018 when she and her husband started flipping investment properties. In 2019, she obtained her real estate license to facilitate those transactions. Initially, her goal was to work with a few clients while focusing mainly on their investment business. However, Leah's love for working with people quickly took over, and she fell in love with assisting clients on their real estate journeys. After joining a team, Leah took a leap of faith in 2021, breaking out on her own with Coldwell Banker Realty.

She is relentless when helping her clients. Leah explains, "If a client has the will to purchase a home, I will do everything in my power to find a way."

Challenges and Achieving Balance

Leah acknowledges one of her primary challenges in life – achieving balance. As a highly driven individual, she has a tendency to let work consume her because she genuinely loves what she does. She constantly re-evaluates where her priorities lie to maintain a healthy balance in life. Leah and her husband have implemented a beautiful daily ritual. Every day, from 3:30pm to 4:30pm, they put their phones on silent when their kids return from school. It's a special "welcome home" hour where they sit with their children, offering snacks and listening to their stories. It's an hour dedicated solely to their kids, a cherished time in their day.

Lessons Learned:

The Value of Boundaries

If there's one thing Leah wishes she had known before embarking on her real estate career, it's the importance of boundaries.



"It's not a badge of honor to work 24/7," she cautions. "This hustle culture that surrounds us is causing burnout and is actually counterproductive! One of the greatest aspects of being self-employed is the ability to have full control over my schedule."

As a self-employed professional, she's learned to take full advantage of her flexible schedule and ensure her family is the primary beneficiary.

Defining Success: Balancing Professional and Personal Achievements

For Leah, success in her career means having a well-oiled system that continues to thrive when she's away.

"I'm working to ensure I have strong pillars surrounding me to keep my business pushing forward while I'm away doing other things like vacation with my family, helping out at the kids' school and playing a round of golf," she says.

She aims to sponsor various events in her neighborhood, whether they're school fundraisers, community events, or charity fundraisers. Success is also giving back to the communities that have supported her family and business. In her personal life, success is all about being present for her family's special moments, from Sunday night dinners to coaching her kids' sports teams, date nights, and bonfires with neighbors.

6699
If a client has the will to purchase a home, I will do everything in my power to find a way.

“”

This hustle culture that surrounds us is causing burn out and is actually counterproductive!



Future Aspirations: Building a Team and Traveling

Leah's career goals include building a real estate team while maintaining exceptional service for her clients. On a personal note, her goal is to travel as much as possible with her family and she is planning a family trip to Hawaii in 2024. She treasures her role as a wife and a mother, which are near and dear to her heart.

Beyond her work, Leah enjoys reading, traveling, golfing, all things Ohio State, cooking, and indulging in sappy Netflix series.

The Role of Family: A Driving Force in Life

Leah's journey was influenced significantly by her family. She stepped away from her medical career to stay at home full-time when expecting her second

child. Her days were filled with raising her children and running the household for six years, a period she cherishes. The itch to return to a professional career led her back to work when her third child was 1.5 years old, marking a significant adjustment for her family. Balancing her career with family life is something they work on every day.

Leah's parents, who started their own business when she was nine years old, made her who she is today. She observed their sacrifices, determination, and commitment, ultimately shaping her perspective on what it takes to be a successful business owner. She is proud of her parents and incredibly grateful to be their daughter.

The True You: An Advocate for Community and Inclusion

Leah's commitment to relationships

and community is deeply ingrained in her. She champions the underdog, values deep friendships over casual acquaintances, and strives to create an inclusive environment both professionally and personally. At her core, Leah is a wife and mother, roles she treasures above all else.

In Leah Slicer, we find a real estate agent who is more than just about transactions; she's about building relationships, championing her clients, and fostering communities. Her journey is a testament to the power of connections, the importance of balance, and the immense impact one person can have in their community. Leah Slicer is undoubtedly a rising star in the world of real estate, and her future is as bright as her past is inspiring.



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Written by Elizabeth McCabe

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MEDIA ROOMS, HOME THEATERS AND ENTERTAINMENT SPACES

Media rooms, Home Theaters and entertainment spaces can be designed to cater to today's homeowners. Listening, watching, and gathering – multiple activities can come together in a shared space.

Troy Hanson, owner of Hanson Audio Video, comments, "Play life-sized video games, stream music as you shoot pool, initiate a family video call and maximize every experience with multiple big screens. This is today's carefully designed entertainment space where all the fun merges beautifully. And high-style media furniture provides personalized storage while simultaneously creating a show-stopping centerpiece. With the increase in first-run movie options along with Netflix, Prime Video, HBO Max, Disney, Apple, etc. that are now available for streaming. Having a big screen in the home makes for a great entertainment option. Done right, the experience exceeds that of most commercial theaters. If space allows, golf simulators have become very popular and provide for year-round play in the privacy of your own home. Other games can be played on the simulator as well such as baseball, football, soccer and even Zombie Dodgeball which is a favorite with the kids. And, spending time outdoors enjoying nice weather and clean air with music playing through all-weather landscape speakers or by watching the Reds or a favorite show on a weatherproof TV is a great way to spend a relaxing day. Party, relax, enjoy – it's all at your command from an easy-to-use remote, touchscreen or smart device."

HOME TECHNOLOGY TO ENHANCE THE LIVING SPACE ENVIRONMENT

Transform spaces effortlessly with home technology. Beautiful art can function as artwork during the day and magically turn into a TV at night. Or choose a custom mirror that mysteriously transforms into a television. Or choose to conceal your television with recessed mounting and sliding cabinetry.

These days, people are spending more time at home than ever before. Remote learning and working from home has brought about changes to make those experiences better but has also provided more focus on home improvements and enhancing the way we spend our overall time at home. Since 1999, Hanson Audio Video has been helping homeowners improve their home time, both for work and the more enjoyable things we like to do as well as the environment we do them in. Whether it's indoor or outdoor, Hanson has some great lifestyle technology improvements that can easily be added to a home and make the time there much more enjoyable for the entire family.



Revolutionary speakers can be heard but never seen. Wires are a thing of the past. Best of all, control your home's settings from an elegant wall panel that can display family photos when off or recognizes you, turning on to accommodate your personal preferences. Sleek, architectural keypads can be made to match any décor.

Create the home of your dreams with world-class lighting. The options are truly endless, whether highlighting artwork, dimming lights for evening, or creating a party atmosphere with multi-colored lights. Choose a collaborative environment at a shared workspace or a media room. Change the color temperature of a room to enhance furnishings, create a soothing ambiance, or get ready to retire for the evening.

Hanson Audio Video has a wide variety of lighting options that enables them to automate the lighting in the home that simulates the lighting that occurs during the day in a natural environment, starting with a brighter light in the morning and transitioning throughout the day to a softer yellow-orange light in the evening.

Light can be designed to best suit each client, changing throughout the day. Lighting scenes can also be programmed into a smartphone and changed at the touch of a button.

The professionals at Hanson Audio Video can design lighting to take into account how

people live, the things they want to accent, and the mood they want to create. Some of the lighting is controlled by chips in the light bulbs, which can be individually controlled. Dimming lights down to 1 percent expands the options available for homeowners; generally, many LED fixtures only dim to 25 percent before they start to flicker. Not to mention the energy savings as a result of this low voltage, LED technology.

Designer shade options that can synchronize with the day, the season or your command, controlled from anywhere using remotes, keypads or panels can greatly enhance the living spaces in the home.

Lighting and shades are changing for the better with advanced technology. Light switches on the wall can be a thing of the past. With a push of a button, lights can dim and shades can lower, transforming an environment. Music can also be programmed to play, changing the ambiance in a home.

Hanson Audio Video has greatly expanded their lighting and shade options which has become much more important to homeowners, lighting designers, architects, builders, and REALTORS®.

TRY IT BEFORE YOU BUY IT

Try it before you buy it. That principle drove Hanson Audio Video to create an experience like no other with a state-of-the-art showroom, enabling people to walk in

and see the latest home theater, high-performance audio, and smart home automation products for themselves.

People walk in and experience a house within a house – living room, bedroom, home theater, kitchen, family room, outdoors – all equipped with the latest in-home technology. Hear exceptional audio; watch climate control outdoor television; control temperature, lighting, blinds and security cameras through home automation; or see the latest options in home theater and media rooms. See how technology can simplify your life with the touch of a button.

Their award-winning showroom is the proud recipient of the 2018 CEDIA Best Showroom of the Year Award for North and South America. Walking through their showroom, you can also see numerous awards and credentials from industry groups and vendors that nationally recognize Hanson as a premier supplier of their products and services.

Troy comments, “Our objective was to create a unique experience center. The design criteria had to include ways to educate and inform our various



OUR PHILOSOPHY IS THAT WE
DON'T SELL THINGS TO PEOPLE.
WE HELP PEOPLE BUY THINGS.

stakeholders (REALTORS®, customers, builders, designers, architects, etc.) about brand quality, as well as what makes our key manufacturers and partners the best in the world. We wanted to provide effective product education, demonstrate features and compare key brands in a live environment to help clients understand product differences – and have some fun doing it.”

Troy and the dedicated team at Hanson Audio Video has a simple philosophy. Troy explains, “Our philosophy is that we don't sell things to people. We help people buy things.” He adds, “A showroom is just a bigger opportunity for us to highlight what all of these products can do together, or speak to an audience that might not normally go into AV stores.”

Hanson Audio Video has grown to two locations, one on Montgomery Road and one in Dayton. They offer home theater, high-performance audio, and smart home technology.

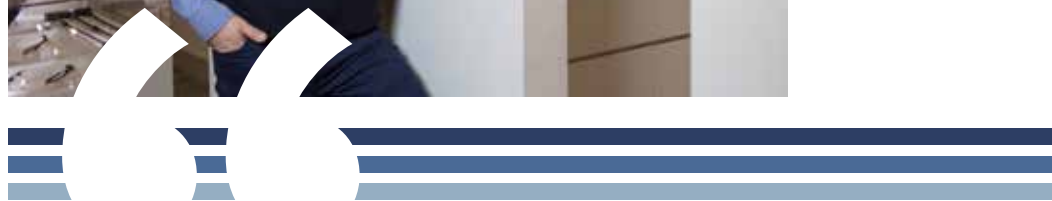
Potential buyers also turn to Hanson Audio Video as a consultant to show them what possible enhancements could be made to their prospective new home. Key areas addressed are home networks and wi-fi, whole-house music and TV entertainment options to start. There are also great living space improvements for lighting, blinds, security cameras, outdoor entertainment that would appeal to a new homeowner's lifestyle.

Clients love the freedom of controlling their house with a swipe of their phone, tablet, wall switch, in-wall display or simply through voice commands. It's all about convenience. The options are endless with over 13,500 third-party consumer devices that can be controlled remotely through home automation – all on a single application.

What's great about Hanson Audio Video is their reliability and dependability. With their dedicated employees, they are equipped to provide the initial installation and ongoing service levels to support their rapidly growing customer base. They even have a service department with 24-hour service available 365 days a year for those who select this option.

Troy adds, "Our installed devices can be equipped so we can remotely diagnose most issues that can occur with today's electronics. We can solve 80% of the problems without ever having to go to the house." Hanson Audio Video is one of the few in the nation with this cutting-edge service.

We are honored to feature Hanson Audio Video in our Sponsor Spotlight in this month's issue. For more information, check out their website, hansonav.com or visit them at 10800 Montgomery Road, next to Eddie Merlot Restaurant.



WE CAN SOLVE **80% OF THE PROBLEMS** WITHOUT EVER HAVING TO GO TO THE HOUSE.



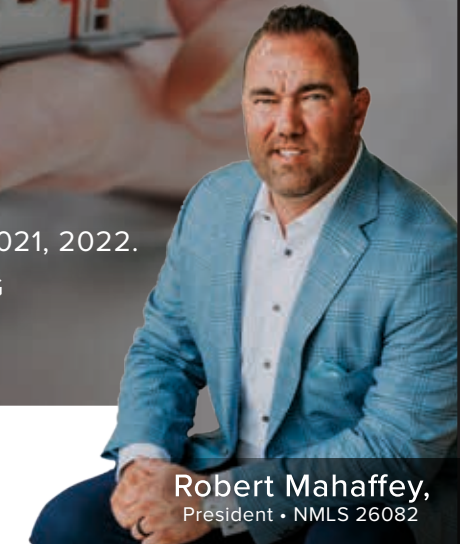
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TOP 150 STANDINGS

Individuals | By Volume Jan 1- August 8th as of Sept. 7th, 2023 at 8:45AM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	61	\$86,541,279
2	Scott A. Oylar	Coldwell Banker Realty	136	\$84,099,447
3	Brittney Frietch	BF Realty	120	\$44,957,340
4	Andrew Gaydosh	eXp Realty	111	\$38,132,921
5	Ragan McKinney	Ragan McKinney Real Estate	167	\$37,437,549
6	Megan S. Stacey	Coldwell Banker Realty	66	\$37,081,393
7	Shelley Miller Reed	Coldwell Banker Realty	49	\$33,313,450
8	Walter B. Gibler	Coldwell Banker Realty	83	\$32,987,751
9	Rick J. Finn	Coldwell Banker Realty	83	\$32,961,080
10	Heather R. Herr	Private Real Estate Collection	75	\$32,823,012
11	Adam G. Marit	Real Link	88	\$31,418,773
12	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	69	\$29,529,780
13	Amy Hackett Roe	Coldwell Banker Realty	46	\$29,311,350
14	Peter D. Chabris	Keller Williams Seven Hills Re	118	\$28,685,555
15	Andrea DeStefano	Sibcy Cline	43	\$27,799,254
16	Cindy J. Shetterly	Keller Williams Community Part	80	\$25,500,700
17	Rakesh Ram	Coldwell Banker Realty	60	\$25,466,890
18	Daniel Baron	Keller Williams Advisors	80	\$25,218,243
19	Kevin E. Hildebrand	eXp Realty	66	\$24,887,655
20	Bob Dorger	Comey & Shepherd	34	\$23,280,631
21	Amy L. Markowski	Real Brokerage Technologies	95	\$23,154,370
22	Linda T. Destefano	Sibcy Cline	35	\$23,112,648
23	Michael C. Hinckley	Coldwell Banker Realty	40	\$22,854,638
24	Kelly Pear	Comey & Shepherd	32	\$21,980,515
25	Heather C. McColaugh	BF Realty	57	\$21,708,514
26	Lynn M. Schwarber	Comey & Shepherd	43	\$21,555,030
27	Timothy J. Mahoney II	Sibcy Cline	19	\$21,368,588
28	Holly Finn	Coldwell Banker Realty	49	\$21,145,945
29	Sue S. Lewis	Sibcy Cline	45	\$20,931,310
30	Alexander Schafers	Re/Max United Associates	70	\$20,173,636
31	Tiffany B. Allen-Zeuch	Sibcy Cline	35	\$20,166,167
32	Robbie Dorger	Comey & Shepherd	26	\$19,803,231
33	Michael L. Murtland	Comey & Shepherd	50	\$19,775,972
34	Jack C. Hinckley	Coldwell Banker Realty	35	\$19,674,094

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- July 31 as of August 9th, 2023 at 12:32AM

Rank	Name	Office	Total	Volume
35	Robert Hines	Coldwell Banker Realty	27	\$19,391,767
36	Ronald A. Bisher	Coldwell Banker Realty	53	\$18,983,275
37	Christopher Holtman	Real Link	55	\$18,866,921
38	Deborah A. Martin	Keller Williams Advisors	25	\$18,637,006
39	Chris R. Waits	Sibcy Cline	50	\$18,560,485
40	Jason Reynolds	Re/Max Alpha Real Estate	47	\$18,273,742
41	Sandra L. Peters	Comey & Shepherd	15	\$17,015,486
42	Tom Deutsch Jr.	Coldwell Banker Realty	73	\$16,574,801
43	Heather M. Stallmeyer	Coldwell Banker Realty	30	\$16,437,116
44	G. Tyler McConnell	Comey & Shepherd	43	\$15,816,972
45	Ryan Lara	eXp Realty	48	\$15,495,200
46	Angelo M. Pusateri	Comey & Shepherd	19	\$15,386,081
47	Flor D. McNally	Keller Williams Advisors	63	\$15,316,465
48	Molly Eynon	Coldwell Banker Realty	38	\$15,260,690
49	Mary Clare Baden	eXp Realty	37	\$15,204,052
50	John M. Bissman	Keller Williams Pinnacle Group	45	\$14,996,501

Rank	Name	Office	Total	Volume
51	Sara E. Limper	Coldwell Banker Realty	37	\$14,934,690
52	Andrew H. Homan	Coldwell Banker Realty	25	\$14,840,900
53	Robert J. Mahoney	Sibcy Cline	22	\$14,834,001
54	Gina A. Dubell-Smith	eXp Realty	28	\$14,721,095
55	Lee G. Robinson	Robinson Sotheby's Internat'l	16	\$14,689,400
56	Micha Gleisinger	Comey & Shepherd	25	\$14,560,350
57	Anna S. Bisher	Coldwell Banker Realty	35	\$14,368,000
58	Kimberly K. Mansfield	Keller Williams Advisors	54	\$14,308,261
59	Jon A. DeCurtins	ERA Real Solutions Real Estate	28	\$14,218,800
60	May Xuemei Wu	Comey & Shepherd	28	\$14,175,295
61	Mike Hildebrand	eXp Realty	40	\$14,026,705
62	Jennifer L. Day	Re/Max Preferred Group	96	\$13,826,193
63	Tina A. Burton	Sibcy Cline	37	\$13,799,950
64	Robert F. Stephens	Comey & Shepherd	17	\$13,752,358
65	Laura Wogen	Coldwell Banker Realty	18	\$13,428,400
66	Julia Packer P. Wesselkamper	Coldwell Banker Realty	28	\$13,413,090
67	Patrick J. Cagney	Coldwell Banker Realty	44	\$13,399,300
68	Brian P. Leisgang	Keller Williams Advisors	37	\$13,312,875
69	Jessica K. Lieberman Jones	Sibcy Cline	8	\$13,227,000
70	Helena F. Cameron	Sibcy Cline	33	\$13,131,327
71	Christopher Dohrmann	Sibcy Cline	13	\$13,115,000
72	Jamie Gabbard	Comey & Shepherd	43	\$13,095,611
73	Maura K. Cagney-Tipton	Coldwell Banker Realty	41	\$12,933,050
74	Jon L. Bowling	Re/Max Preferred Group	37	\$12,890,841
75	Molly E. Blenk	Comey & Shepherd	38	\$12,684,534
76	Janelle A. Sprandel	Comey & Shepherd	36	\$12,672,772
77	Sue Andrews Wahl	Comey & Shepherd	44	\$12,624,850
78	Scott T. Ferguson	Keller Williams Advisors	37	\$12,369,200
79	Heather Alley	Keller Williams Community Part	24	\$12,327,300
80	Robert DiTomassi	Comey & Shepherd	23	\$12,324,824
81	Ingrid K. Likes	Coldwell Banker Realty	22	\$12,200,300
82	Sue M. Miller	Comey & Shepherd	41	\$11,994,850
83	Rebecca A. Messenger	Comey & Shepherd	19	\$11,990,095
84	James E. Pitzer III	Coldwell Banker Realty	32	\$11,903,200

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- July 31 as of August 9th, 2023 at 12:32AM

Rank	Name	Office	Total	Volume
85	Sarah A. Woody	Keller Williams Community Part	33	\$11,855,470
86	Michelle E. Hudepohl	Coldwell Banker Realty	22	\$11,850,128
87	Austin R. Castro	Coldwell Banker Heritage	28	\$11,786,800
88	Keith T. Taylor	Comey & Shepherd	37	\$11,786,600
89	Richard Davey	Comey & Shepherd	37	\$11,786,600
90	Beth A. Bokon Onthank	Sibcy Cline	15	\$11,779,300
91	Jackie Quigley	eXp Realty	23	\$11,769,933
92	Lanxi J. Song J	Keller Williams Seven Hills Re	29	\$11,685,675
93	Lesli D. Norris	Coldwell Banker Realty	37	\$11,675,100
94	Elizabeth Gerbus Akeley	Comey & Shepherd	28	\$11,665,000
95	Oscar A. Asesyan	Coldwell Banker Realty	24	\$11,635,900
96	Robert R. Smith	Coldwell Banker Realty	56	\$11,562,374
97	Missy B. Friede	Century 21 Thacker & Assoc.	33	\$11,523,500
98	Heather S. Kopf	Kopf Hunter Haas	19	\$11,508,858
99	Elizabeth Waits	Sibcy Cline	33	\$11,501,785
100	Nikki M. Hayden	Private Real Estate Collection	22	\$11,496,100

Rank	Name	Office	Total	Volume
101	Tyler R. Minges	Huff Realty	55	\$11,457,600
102	Diane Tafuri	Sibcy Cline	20	\$11,427,298
103	Paige von Hoffmann	Coldwell Banker Realty	15	\$11,404,000
104	Evan Johnson	Cutler Real Estate	31	\$11,363,900
105	Tim Cottrill	Sibcy Cline	65	\$11,283,914
106	Chris Nicholson	Comey & Shepherd	8	\$11,195,000
107	Jason J. Bowman	Re/Max Alliance Realty	40	\$11,125,100
108	Nick G. Guetle	Cincinnati Boardwalk, Inc	36	\$11,037,250
109	Donald M. Johnson	Cutler Real Estate	30	\$10,942,800
110	Monika Deroussel	eXp Realty	30	\$10,728,300
111	Jeri O'Brien-Lofgren	Sibcy Cline	25	\$10,727,000
112	Kathy J. Kramer	Star One Real Estate	19	\$10,659,500
113	Sheryl D. Buechly	Key Realty	29	\$10,648,900
114	Regina M. Hamilton	Sibcy Cline	37	\$10,622,700
115	Courtne' C. Brass	Coldwell Banker Realty	27	\$10,533,815
116	James Hurtubise	Keller Williams Advisors	42	\$10,526,150
117	Brandi N. Howell	NavX Realty	40	\$10,509,100
118	Elizabeth C. Heubi	Coldwell Banker Realty	16	\$10,505,500
119	Robert M. Collins	eXp Realty	33	\$10,412,222
120	Ryan S. Riddell	Keller Williams Community Part	43	\$10,404,500
121	William Draznik	Coldwell Banker Realty	29	\$10,366,170
122	John M. Durso	Comey & Shepherd	34	\$10,341,850
123	Maureen D. Pippin	Sibcy Cline	7	\$10,297,000
124	Jason A. Sheppard	Comey & Shepherd	34	\$10,287,500
125	Mitchell Ram	Coldwell Banker Realty	21	\$10,245,900
126	Eric Surkamp	Comey & Shepherd	18	\$10,225,413
127	Denise L. Gifford	Keller Williams Advisors	34	\$10,095,750
128	Jill O. Ferguson	Keller Williams Advisors	29	\$10,082,300
129	Sondra M. Parker	Coldwell Banker Realty	25	\$9,981,850
130	Lindsay Spears	Re/Max Incompass	39	\$9,885,915
131	Traci S. Nestheide	Coldwell Banker Realty	14	\$9,881,750
132	Lisa McCarthy	Coldwell Banker Realty	37	\$9,838,354
133	Beth A. Brown Ciul	eXp Realty	31	\$9,798,300
134	Sandra L. Burkhart-Williams	Huff Realty	24	\$9,728,700

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

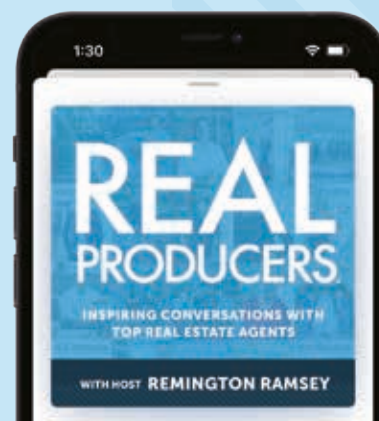
Individuals | By Volume Jan 1- July 31 as of August 9th, 2023 at 12:32AM

Rank	Name	Office	Total	Volume
135	Mark Schupp	Star One Real Estate	35	\$9,611,650
136	Michael L. Vazquez	ERA Real Solutions Real Estate	27	\$9,555,792
137	Hossam Elsayed	Emerald Home Advisors	29	\$9,536,800
138	Nadine M. Catalano	Sibcy Cline	14	\$9,521,687
139	Suzette E. Waugh	Comey & Shepherd	13	\$9,385,331
140	Tami Holmes	Tami Holmes Realty	33	\$9,342,900
141	Brandi N. Srader Schildmeyer	Coldwell Banker Realty	21	\$9,338,050
142	Denise Y. Koesterman	Keller Williams Advisors	22	\$9,323,720
143	Rick A. Hoeting	Hoeting, Realtors	25	\$9,311,109
144	David D. Dawson	Sibcy Cline	15	\$9,292,502
145	Debra LaFrance	Re/Max Preferred Group	18	\$9,292,311
146	Marsha Bennett	Coldwell Banker Heritage	34	\$9,269,491
147	Scott Baker	Coldwell Banker Realty	23	\$9,264,841
148	Patrick Lach	Sibcy Cline	12	\$9,167,000
149	Celia B. Carroll	Sibcy Cline	15	\$9,162,885
150	Jeanne M. Rieder	Hoeting, Realtors	38	\$9,117,200

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- May foster goodwill in the process of selling the home.
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