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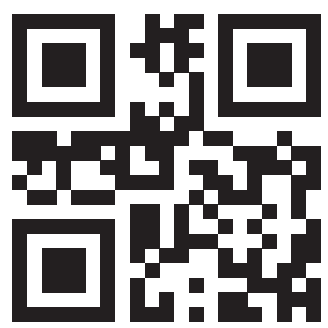


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Written by Elizabeth McCabe
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MEET **RICH**



— DAVEY

KEITH

TAYLOR OF THE TAYLOR DAVEY GROUP

“Sold is my favorite four letter word,” says REALTOR® Keith Taylor. He and REALTOR® Rich Davey of The Taylor/Davey Group say that word frequently to their clients.

Last year, their sales were 21 million dollars and they finished 2022 with even more sales than last year. They thank their clients every year, expressing their appreciation.

Each has his own story of how they decided upon real estate.

RICH'S BACKGROUND

Originally from Ohio, Rich grew up in Lima and attended Miami University. A Math and Statistics major, Rich worked as an actuary for a number of companies after graduation, including Allstate in Chicago.

When he came to Cincinnati, there weren't many jobs available as



an actuary. “I also wasn't particularly happy with where I was,” explains Rich. He decided he could make it in real estate and got his license in 2001. “I started with Coldwell Banker in the summer of 2001 and left at the end of 2019,” he says. Then he came to Comey & Shepherd in December 2019.”



His background in statistics and his love for numbers has helped him approach real estate from a slightly different perspective than others. “I'm fairly analytical by nature,” he explains. Rich says he gets excited when he knows they're meeting with an engineer, or an accountant. “I know I'll be talking their language.”

...
Interestingly, Spanish is Rich's first language. His father was a college Spanish professor and Rich is completely fluent in this romance language, but it doesn't compare to his love of numbers.

KEITH'S BACKGROUND

Born and raised in Cincinnati, Keith attended Oak Hills High School and graduated in 2001. He then attended Ohio University, graduating from the Scripps School of Journalism. Out of college, he worked for Channel 9 in production and as a sports reporter and producer in Birmingham, Alabama. It was down south where he got to travel across the country with teams like the Alabama Crimson Tide and Auburn Tigers.

"I traveled to events and championships," he explains. After being there for 2 years, he got homesick and returned home and got a job at Fox19 News as a news producer for 9 years.

"At the end of 2016, I knew I was unhappy in my current career. I know that if I wanted to make the change to real estate, now was the time to get my license," explains Keith. He became licensed in 2017, juggling a new baby, finishing his contract with Fox19, and starting a new career.

Keith started his career at Comey & Shepherd before going to Coldwell Banker, which is where he met Rich.

Real estate runs in Keith's blood and is always something he wanted to do. A natural people person, Keith enjoys helping others with the largest purchase of their life.

JOINING FORCES

When Rich and Keith noticed all the similarities that they had in conducting their business, they considered working together. "We treated people the

“
MY STRENGTHS COME FROM THE ANALYTICS AND EVALUATING INDIVIDUAL HOMES IN OUR MARKET.

- RICH

“
WE TREATED PEOPLE THE RIGHT WAY AND TOOK PRIDE IN OUR COMMUNICATION.

- KEITH

right way and took pride in our communication," says Keith. Despite an 11-year age gap, they saw themselves as better together. The Taylor/Davey Group was formed in late September 2020 and has a heart for the military, participating in an annual Stocking for Soldiers drive as well as Military on the Move.

SEPARATE BUT EQUAL

"We each have our own books of business and clients that we work with, particularly when working for buyers," says Rich. For sellers, they unite and come together as a package deal for any of their sellers.

It's best for their clients. Rich explains, "My strengths come from the analytics and evaluating individual homes in our market." He can gauge how much a house is going to sell for. Keith, however, has more of a big picture view.

"He sees it better from 25,000 feet," jokes Rich. "He is our overall market expert and sees how the market is moving as a whole and knows what is happening in specific communities."

EXCELLING IN COMMUNICATION

Both Rich and Keith are very personable, laid-back, and get along with others very well. They also place a very high value on their honesty with people.

Rich explains, "We occasionally have to tell people that while we may not be telling them what they WANT to hear, we are telling them what they NEED to hear." With their honest and transparent communication, they are an asset to their clients.

...



“We do a good job earning and winning their trust, especially when selling their house. You need to trust people who do that for you,” explains Keith.

A UNIFIED TEAM

Rich and Keith recently hired two new agents and are currently onboarding them for the next 2 months. The goal is to make sure that they are ready to go in January 2023. With a team of five, including an unlicensed assistant and a transaction coordinator, they found a combination that works for them.

FAMILY FIRST

“The flexibility that real estate offers me is priceless,” says Keith, who is married to Megan. He is blessed with three children, Sam (6), Jack (4), and Molly (9 months). Real estate gives him the flexibility to be there and not miss his children growing up.

Rich, who is married to his wife Susan for 18 ½ years. They are empty nesters with Rich’s stepdaughter in law school. He shares, “When I met my wife, she was a REALTOR® at Coldwell Banker, just as I was.” Ironically, her father’s name is Richard Davey, spelled exactly like Rich’s name. Interestingly, his father’s name is the same as her father’s father’s name. What are the odds?

HOBBIES

In their free time, both Keith and Rich like golf, which suits them to a tee. They try to get out

and play together as much as they can. Rich is also a runner and does triathlons and an Ironman in the past. A sports enthusiast, he likes basketball, tennis, and soccer.

To relax, Rich loves craft beer. “I consider myself as part of a beer snob and bourbon snob,” he jokes. He also likes animals and has a cat, a 4-year-old Corgi, and just got a new puppy in November.

As for Keith, he’s a big Ohio State fan. Other interests include investing in real estate and working on various projects around the house.

FINAL THOUGHTS

“We don’t take ourselves too seriously,” says Keith. “We want to do our job and do what we can for the clients, but have some fun at the same time. We strive to have good relationships with clients – not just while working with them – but a lot of them become personal friends with us when we are done.”

Rich adds, “We’re authentic. There’s nothing fancy about us. If we were in a fashion contest, we wouldn’t win. We’re blue collar and you know what you are going to get with us.”

Their transparency and authenticity have resonated with their clients, helping them have a bright future in real estate as the Taylor/Davey Group!

Their transparency and authenticity have resonated with their clients, helping them make a bright future in real estate as the Taylor Davey Group!



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WE WE DON’T
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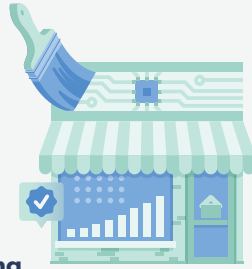
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Originally from Zionsville, IN, Olivia graduated high school in 2013 and went straight to Miami University. She double majored in Spanish and education, minoring in Latin American studies. She originally had three majors but decided to drop Latin American studies to a minor.

Upon graduation, she taught at St. Ursula Academy. Spanish came naturally to Olivia. She explains, “I was in a bilingual program in elementary school, and I’ve been speaking Spanish since I was 6. I’ve been fluent since I was probably 9. Spanish has always been a part of my life.”

Her plan was to get an education degree until she wanted to do something else. “I went into it knowing that I was not going to do this forever. Teaching Spanish was a skill that I turned into a career,” she says.

BLAZING HER OWN TRAIL
“I knew that I wouldn’t be a teacher forever. I wanted to make more money, be my own boss, and have the potential to grow a career. The pandemic sped up the whole process,” she says.

Faced with the pandemic during her third year of teaching at the age of 25, Olivia was eager to do something new. Her father, a commercial real estate agent at Coldwell Banker in Indianapolis, was an inspiration.



on the rise

Written by Elizabeth McCabe
Photo Credit: Tim Corbett-Spanagel



“
REAL ESTATE
IS MORE OF A
MENTAL GAME
THAN ANYTHING.
”



•••

With no ceiling for a career and the freedom to set her own schedule, Olivia decided to switch gears to real estate. She comments, “I knew going into my fourth year of teaching that it would be my last.” Initially, she pondered the idea of law school but didn’t want to be in school for several more years and have to pay debt. After taking the LSAT, she had a “good glimpse of what the future would look like.”

She earned her real estate license in May 2021 and has done really well. Her sales this year top 6 million dollars.

PURSUING HER PASSION

“The thing I’m most passionate about is how multi-faceted real estate is,” says Olivia. She had the opportunity to purchase and renovate a 1936 colonial house in Kennedy Heights this year, cherishing the entire process. Not only did she experience buying a house firsthand, but she also renovated it and transformed her house into a home.

“It was a great career experience that many younger agents don’t have,” says Olivia. “I’m so glad I did it.”

Now Olivia wants to help her clients achieve their real estate goals. “I like being the quarterback to help them reach a goal,” she says.

“What I love about my job is the relational equity you can build with people. That’s the most important asset — building relationships with people,” she comments. Connecting with others comes naturally to Olivia, who loves to entertain and use her gift of hospitality.



OVERCOMING OBSTACLES

Although Olivia has tasted sweet success in real estate, the road hasn’t been easy. “The first few months, I wasn’t sure if it was going to work out. But I hit the one-year mark and realized it had worked out, and my career is headed in the direction I had hoped for,” she comments. A single woman, Olivia had to provide for herself and not let fear get in the way.

“You have to want it more than you are afraid to fail,” she comments. She learned to shift her mindset and overcome her anxiety to achieve the life that she wanted. As she says, “Real estate is more of a mental game than anything.”

OUTDOOR ENTHUSIAST

When Olivia isn’t working, she loves “all things outdoors.” Camping and

hiking are how she enjoys spending her time. She also loves to explore and is just starting to plan her summer vacation of two weeks out West.

Other pastimes include hosting people, working out, and cooking for her friends. She recently welcomed a new puppy, a golden retriever, into her home. With her dog’s unconditional love and constant companionship, it’s been a perfect match.

Olivia also cherishes time with her family. Her parents reside on her great-grandparents’ land, which was made into a farm in 1936. She comments, “My dad worked the farm growing up and wanted to go back out there.” He now lives on 120 acres of farmland, and it brings back many childhood memories.

Olivia has one brother named Elliot, who got married a little over a year ago and resides in Southwest Michigan. Elliott, a barn builder, is married to Jaci, who is a nurse.

EMBRACING THE JOURNEY

Life is an adventure for those who embrace the journey. Olivia followed her heart into real estate and found a career that exceeded her expectations.

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MEET
SARAH CLOSE
 Operating Principal/Broker of Keller Williams Advisors Realty



During June 2021, Keller Williams Advisors Realty came together from three separate Keller Williams franchises, including Keller Williams Advantage Real Estate and Keller Williams Associate Partners Realty. As a result of the merger, they were able to create more efficient systems for agents.

“Our goal was to streamline our systems so that we could redirect our resources to provide a better agent experience instead of trying to run things in triplicate

with three sets of staff,” explains Sarah Close, operating principal and broker of Keller Williams Advisors Realty, who is in her 31st year in real estate.

With a team of business support professionals, including a technology director, marketing director, a trainer, and a transaction coordinator, resources didn’t have to be outsourced.

Keller Williams Advisors Realty operates brokerage services in Ohio, Kentucky, and Indiana.

They also have a dynamic leadership team in place to help any agent. Sarah explains, “We have assembled the best team leaders with complementary skills and expertise to deliver on-point, market-of-the-moment tactics to ensure every agent achieves their goals regardless of the dynamics of the marketplace.”

ABOUT KELLER WILLIAMS ADVISORS REALTY

The original office for Keller Williams Advisors Realty opened in December 2005, and they have locations in Columbia Tusculum, West Chester, and Kettering. Satellite offices are located in Mt Orab, Hillsboro, Mariemont, East Walnut Hills, West Side, Beavercreek, and Hamilton.

The brokerage consists of 570 agents who sold 5709 units last year with a volume just shy of \$1.5 billion.

“We are the brokerage of choice for professional agents of all production levels,” says Sarah. “Our environment is one of productivity, inclusion, professionalism, community and kaizen. Our community is a community of people who ‘Get It.’ People who do the right thing. People who win and win fairly. We take a holistic approach to business — we work with our agents to build a practice that supports their bottom line, maximizing the money THEY keep as a percentage of their gross sales. Gross sales volume doesn’t necessarily equate to financial goals — net profit does.”

By striving to know the aspirational goals of their associates, Sarah and the team leaders work to open doors and make connections in pursuit of those goals whenever they can. They



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



honor each agent's definition of professional success, working to support them in any way possible.

BETTER TOGETHER

The merger has been beneficial for all Keller Williams Advisors franchises with shared best practices. Since the merge in June 2021, they have implemented streamlined branding and curated an amazing talented "SEAL team" of business support professionals.

"We are able to offer a solo agent the same support experience that many agents look to find under a rainmaker team for no or very low cost," explains Sarah. By opening multiple fully equipped branch locations, agents can easily assist clients in the field in all areas of town.

From new agents to seasoned agents, Keller Williams Advisors Realty can serve all agents at a very high level. With access to a complete suite of resources, small groups and teams can get the best tools and training.

With four team leaders, operations run smoothly, and agents are supported.

FINAL THOUGHTS

"The benefits of the merge and our market-of-the-moment training will be amplified now that we are moving back from a speed-based market into a skills-based market," explains Sarah. Fortunately, at Keller Williams Advisors Realty, agents are ready for the market shift and ready to give advice and support their clients, creating a better experience from start to finish.



JOHN FICKLE

Team Leader for West Chester

Prior to entering the real estate field, John Fickle has 25 years of financial service experience with U.S. Bank. As a regional manager and consumer and business banking leader, he was responsible for up to \$7B balance sheet and \$125MM in pre-provision income. Not to mention, leading teams of up to 1,000 with 15 direct reports. With his leadership, he was able to lead 141 bank branch locations across the state of Ohio, even during the Great Recession and the recent pandemic.

Known for his business planning expertise and acumen, John is an asset to Keller Williams Advisors Realty. He has significant professional experience coaching and leading employees and business owners to success. With critical business thinking, he is able to assist agents when leading their business through a shifting market.

By developing and executing quality business

plans with each agent, complete with tactics and metrics, John helps them achieve their goals. He also facilitates training and tools while assisting agents in leveraging the most appropriate ones for their individual businesses. He also creates accountability in a positive fashion with agents, so they are effective and drive success within their business.

"We aim to be the market center of choice for all agents in our community," explains John. He drives success with all agents within the market center through education, leadership development and business acumen.

"I connect Keller Williams models, tools and resources to our agents in a way that positively impacts their business," he adds. The result is to provide the best experience for customers based on their agents' knowledge, passion and customer service.



LAURA PICARD

Team Leader for Columbia Tusculum

With seven years in the real estate industry, Laura is an asset to her agents with her heart for people.

"My natural love of people and helping them grow have been influenced by my bachelor's degree in psychology from the University of Cincinnati," she comments. She joined Keller Williams Advisors Realty in August of 2015, wearing many hats along the way, including director of first impressions, agent services, assistant team leader, market center administrator, director of operations, area operations director and team leader.

"My superpower is understanding people and helping them meet their goals," says Laura. She finds that Keller Williams Advisors Realty is a strong partnership for a real estate business. "From individual agents to an expansion team, we have the systems and models for each level and have top-notch staff willing to help and guide agents to their goals."

A resident of Cincinnati for 14 years, Laura loves everything about the city. She says, "In addition to hosting gatherings for friends and family, I enjoy reading, painting and visiting my father in Northern Maine."



DAVE SENKIER

Team Leader for Cincinnati and Dayton

Licensed in real estate for over 15 years, Dave has worked in leadership with multiple top brokerages for over 5 years. His real estate career began while studying at the University of Dayton and has taken him to many opportunities in Dayton, West Chester, and Cincinnati.

"My focus is bringing great people into the real estate industry and helping them build a foundation for long-term success. The first couple of years in real estate can be overwhelming, and that's why the failure rate is so high. It's our responsibility as a brokerage to share our experience with a new agent and then support that growth throughout their entire career. I truly believe the future of our business is in the hands of the agents we hire today. Keller

Williams Advisors has the training and systems in place at such a high level that we've grown brand new agents to become top producers within a few years' time and time again," says Dave.

With today's skills-based market, having the right training is more important than ever. Keller Williams Advisors is unique in that they offer all of the services of a traditional brokerage model, but agents can very quickly cap to full commission and make decisions on how they want to invest in their own businesses.

"I'm excited that our training and coaching programs have an impact on the lives of our agents and their clients, and that creates a tremendous amount of energy in our offices."



SHANNON LANDERS

Team Leader for Dayton

Shannon has 10 years of experience in real estate industry leadership. She has made a career out of building and creating relationships to connect people to their goals and dreams. "It truly is my passion to put people first and build connections to help anyone achieve their goals."

Sometimes called the resident therapist, Shannon spends her time coaching and developing real estate professionals to build lives worth living. Some say Shannon's superpower is her infectious, energetic personality, while others believe it's her ability to bring people together. Either way, Shannon has found her forever career of servant leadership and lives to bring as much value to the industry as possible.

"We are all in this together, and I believe there is much we can all learn from one another," she comments. Shannon will continue to expand her knowledge and looks forward to growing a market center filled with diversity and opportunities for all.

66

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BREON PRICE and His Team Join Forces

with UMortgage to Build a Better Future for Mortgage Brokers



Breon Price is excited to announce that he and his team at Motto Mortgage APEX are joining the UMortgage platform. UMortgage | Cincy marks the platform's first branch in the state of Ohio and signals plans for further growth while other companies in the mortgage industry scale down their workforce.

UMortgage's platform offers Loan Originators the resources available in retail lending with the autonomy and optionality available at a brokerage. This platform—which is headquartered in Philadelphia, PA—seeks to provide loan originators with all of the tools they need to deliver a best-in-class client experience and scale their businesses accordingly. UMortgage is licensed in 46 states and serves homebuyers and homeowners with a team of more than 250 Loan Originators located across the continental United States.

“We’re really excited to welcome Breon to our UMortgage family,” said Anthony Casa, President & CEO of UMortgage. “Time and time again, Breon has proved his talent as a loan originator. He’s established himself as one of the top up-and-coming names in the mortgage industry and our partnership will only help us continue to create life-changing opportunities through homeownership for prospective buyers across the country.”

Breon brings nearly 10 years of experience in the mortgage industry, including a background in loan production and underwriting earned at firms in Chicago, IL and Eugene, OR. After returning

to his hometown of Cincinnati, OH, he joined Motto Mortgage in 2018. Utilizing his personal experience as a homeowner to provide a client-centric approach to mortgage lending, he worked his way up to a Motto Mortgage managing partner in 2020.

Since joining Motto Mortgage, Breon brought his game to another level. He was ranked the #1 loan originator in the state of Ohio for units and volume with United Wholesale Mortgage (UWM) in 2019, 2020, and 2021. He also was Ohio's #1 purchase loan originator with UWM in 2019, 2020, and 2021. Outside of these individual accolades, his Brokerage ranked #1 in the state of Ohio for units and volume in the state of Ohio for 2021.

With all of this success already under his belt as a broker owner, why join UMortgage?

“The choice to join UMortgage was a no-brainer as I continue to scale my business,” said Price. “This innovative platform offers my branch growth opportunities through greater operations efficiency, access to a broad portfolio of loan products and lower rates, and greater control over how I’m able to operate my branch.”

From rapid home appreciation to volatile mortgage rate changes, Breon and his team are focused on how the mortgage industry continues to change and how those changes affect their buyers' homebuying goals. When combining this focus with UMortgage's

increased lender optionality and more competitive rates, Breon and his UMortgage | Cincy team will continue to provide a tailored homebuying experience for their borrowers.

Currently, UMortgage offers its loan originators a portfolio of more than 20 different lenders and those lenders' available loan products. This kind of robust optionality allows loan originators to shop around and find mortgage solutions that align with the best interest of their borrowers. A wide range of products, from jumbo loans to multiple types of temporary rate buydowns and plenty in between, enable UMortgage loan originators to serve prospective homebuyers from all walks of life.

While UMortgage's bespoke service courtesy of that lender optionality can get clients in the door, its operations support will keep those clients coming back whenever they're in the market for another home or looking to refinance their current properties. Following the hiring of Sabrina Lopez as Vice President of Operations, UMortgage prioritized the optimization of its operations processes.

These optimization initiatives saw immediate results. In December of 2022, UMortgage reported drastically improved operations cycle times with an average of 12.4 calendar days from application complete to clear to

close. This faster cycle time combined with UMortgage's industry-best 95.1 NPS score assures that UMortgage loan originators can focus on helping more clients rather than being stuck in the weeds of each loan file.

So, what will Breon and his team do with the greater freedom that's enabled by this operations support? “I'm really excited to be able to expand my network through real estate agent-focused events and training sessions,” says Breon.

UMortgage loan originators have an ever-expanding suite of custom slide decks at their fingertips to promote all of the products which can open the door for more prospective buyers to achieve their dreams of homeownership.

Breon and his team's move marks yet another big player within the mortgage industry making the leap to UMortgage's platform. The foundation of UMortgage | Cincy coincides with a momentous finish to 2022 for the Philly-based mortgage platform following the onboarding of Todd Bitter as Chief Sales Officer.

Price and Casa are excited to join forces with a united vision to build a better future for the mortgage industry. By being able to offer lower rates and originate a higher volume of loans, Price and his fellow UMortgage loan originators will be able to help an even larger number of individuals actualize their dreams of homeownership.



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.

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Nov 30 as of Dec 8, 2022 at 11:19AM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	111	\$137,412,470
2	Scott A. Oylar	Coldwell Banker Realty	219	\$121,512,337
3	Rick J. Finn	Coldwell Banker Realty	192	\$83,252,169
4	Ragan McKinney	Ragan McKinney Real Estate	319	\$67,000,412
5	Heather R. Herr	Private Real Estate Collection	125	\$57,892,442
6	Megan S. Stacey	Coldwell Banker Realty	101	\$57,276,329
7	Kevin E. Hildebrand	eXp Realty	156	\$55,313,673
8	Michael C. Hinckley	Coldwell Banker Realty	70	\$54,273,700
9	Andrew Gaydosh	eXp Realty	185	\$53,516,819
10	Adam G. Marit	Real Link	156	\$52,834,158
11	Bob Dorger	Comey & Shepherd	96	\$51,836,300
12	Kimberly K. Mansfield	Keller Williams Advisors	168	\$48,323,094
13	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	127	\$48,267,325
14	Peter D. Chabris	Keller Williams Seven Hills Re	155	\$46,638,204
15	Michael T. Maley	Comey & Shepherd	184	\$46,328,873
16	Andrea DeStefano	Sibcy Cline	76	\$45,595,206
17	Walter B. Gibler	Coldwell Banker Realty	112	\$44,691,428
18	Brittney Frietch	BF Realty	131	\$44,061,882
19	Holly Finn	Coldwell Banker Realty	94	\$42,947,563
20	Amy Hackett Roe	Coldwell Banker Realty	60	\$41,353,411
21	Julia Packer P. Wesselkamper	Coldwell Banker Realty	53	\$39,702,389
22	Jack C. Hinckley	Coldwell Banker Realty	57	\$39,574,436
23	Gina A. Dubell-Smith	eXp Realty	69	\$39,365,976
24	Ronald A. Bisher	Coldwell Banker Realty	133	\$37,545,599
25	Shelley Miller Reed	Coldwell Banker Realty	56	\$37,505,900
26	Daniel Baron	Keller Williams Advisors	125	\$37,435,783
27	Robbie Dorger	Comey & Shepherd	64	\$36,821,800
28	Molly E. Blenk	Comey & Shepherd	100	\$35,729,500
29	Mike Hildebrand	eXp Realty	93	\$35,155,161
30	Sarah A. Woody	Keller Williams Advisors	110	\$35,058,650
31	Michael L. Vazquez	ERA Real Solutions Realty	98	\$34,627,305
32	Kelly Pear	Comey & Shepherd	54	\$34,593,378
33	Kimberly A. Price	Plumtree Realty	136	\$33,831,045
34	Sue S. Lewis	Sibcy Cline	73	\$33,597,100

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Rank	Name	Office	Total	Volume
35	Deborah A. Martin	Keller Williams Advisors	49	\$32,949,439
36	Amy L. Markowski	Real Brokerage Technologies	157	\$32,900,992
37	Linda T. Destefano	Sibcy Cline	51	\$31,743,440
38	Jennifer L. Day	Re/Max Preferred Group	223	\$31,394,196
39	Tina A. Burton	Sibcy Cline	93	\$31,337,210
40	Sandra L. Peters	Comey & Shepherd	39	\$31,307,470
41	Miranda Biedenham	Comey & Shepherd	179	\$31,252,350
42	Tyler R. Minges	Huff Realty	97	\$30,715,249
43	Tom Deutsch Jr.	Coldwell Banker Realty	146	\$30,508,945
44	Scott T. Ferguson	Keller Williams Advisors	84	\$30,180,894
45	Micha Gleisinger	Comey & Shepherd	45	\$30,114,801
46	Rakesh Ram	Coldwell Banker Realty	91	\$29,952,900
47	Andrew H. Homan	Coldwell Banker Realty	59	\$29,881,000
48	Heather M. Stallmeyer	Coldwell Banker Realty	54	\$29,761,275
49	Anne V. Bedinghaus	Coldwell Banker Realty	111	\$29,148,963
50	Cindy J. Shetterly	Keller Williams Distinctive Re	103	\$28,840,794

Rank	Name	Office	Total	Volume
51	Sondra M. Parker	Coldwell Banker Realty	67	\$28,086,098
52	Tiffany B. Allen-Zeuch	Sibcy Cline	54	\$27,881,960
53	Helena F. Cameron	Sibcy Cline	58	\$27,413,590
54	Jill O. Ferguson	Keller Williams Advisors	75	\$27,065,894
55	Jackie Quigley	eXp Realty	57	\$26,963,162
56	John M. Bissman	Keller Williams Pinnacle Group	78	\$26,733,503
57	Monika Deroussel	eXp Realty	78	\$26,695,363
58	Patrick J. Cagney	Coldwell Banker Realty	100	\$26,527,821
59	Chris R. Waits	Sibcy Cline	77	\$25,907,077
60	Daniel Watkins	Comey & Shepherd	96	\$25,875,374
61	Sue Andrews Wahl	Comey & Shepherd	84	\$25,848,307
62	Flor D. McNally	Keller Williams Advisors	109	\$25,712,500
63	Lisa S. Morales	Coldwell Banker Realty	82	\$25,542,500
64	William Draznik	Coldwell Banker Realty	61	\$25,126,918
65	Celia B. Carroll	Sibcy Cline	32	\$24,821,000
66	Sue M. Miller	Comey & Shepherd	80	\$24,760,824
67	Robert J. Mahoney	Sibcy Cline	36	\$24,204,357
68	Anna S. Bisher	Coldwell Banker Realty	87	\$24,089,499
69	Jon A. DeCurtins	ERA Real Solutions Realty	61	\$24,082,300
70	Maura K. Cagney-Tipton	Coldwell Banker Realty	87	\$24,077,560
71	Lynn M. Schwarber	Comey & Shepherd	58	\$23,899,628
72	Zach Singler	Re/Max Local Experts	55	\$23,734,357
73	Kathy J. Kramer	Star One Real Estate	45	\$23,701,055
74	Mary Clare Baden	eXp Realty	54	\$23,688,400
75	Brian P. Leisgang	Keller Williams Advisors	73	\$23,472,237
76	Larry L. Thinnes	Sibcy Cline	57	\$22,682,470
77	Robert Hines	Coldwell Banker Realty	34	\$22,666,601
78	Jason Reynolds	Re/Max Alpha Real Estate	66	\$22,531,800
79	Jeanne M. Rieder	Hoeting, Realtors	81	\$22,258,000
80	Christopher Holtman	Real Link	65	\$22,126,013
81	Roy D. Webb	NavX Realty	124	\$21,958,430
82	Robert R. Smith	Coldwell Banker Realty	79	\$21,647,115
83	Keli S. Williams	Sibcy Cline	57	\$21,428,500
84	Denise L. Gifford	Keller Williams Advisors	60	\$21,320,300

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Nov 30 as of Dec 8, 2022 at 11:19AM

Rank	Name	Office	Total	Volume
85	Erin P. Fay	Comey & Shepherd	60	\$21,207,750
86	Beth A. Brown Ciul	eXp Realty	79	\$21,192,652
87	May Xuemei Wu	Comey & Shepherd	40	\$20,937,695
88	Steve Sylvester	Comey & Shepherd	31	\$20,771,801
89	Jamie Rudy	Coldwell Banker Heritage	67	\$20,750,450
90	Oscar A. Asesyan	Sibcy Cline	51	\$20,705,700
91	Molly Eynon	Coldwell Banker Realty	51	\$20,512,180
92	Cody M. Brownfield	Redfin Corporation	56	\$20,439,200
93	Alexander Schafers	Re/Max United Associates	71	\$20,438,150
94	Michael P. Hines	Coldwell Banker Realty	23	\$20,328,800
95	Ingrid K. Likes	Coldwell Banker Realty	38	\$20,136,800
96	Jon L. Bowling	Re/Max Preferred Group	70	\$20,129,076
97	G. Tyler McConnell	Comey & Shepherd	60	\$19,818,000
98	Keith T. Taylor	Comey & Shepherd	66	\$19,645,523
99	Sara E. Limper	Coldwell Banker Realty	50	\$19,595,180
100	Michelle E. Hudepohl	Coldwell Banker Realty	39	\$19,576,198

Rank	Name	Office	Total	Volume
101	Lisa M. Phair	Coldwell Banker Realty	66	\$19,546,201
102	Richard Davey	Comey & Shepherd	65	\$19,530,023
103	Marc A. Cameron	Sibcy Cline	40	\$19,281,895
104	Lesli D. Norris	Coldwell Banker Realty	62	\$19,204,691
105	James E. Pitzer III	Coldwell Banker Realty	65	\$19,197,300
106	Tyler A. Smith	Re/Max United Associates	48	\$19,061,051
107	Teresa Johnson	Comey & Shepherd	55	\$18,998,896
108	Timothy J. Mahoney II	Sibcy Cline	22	\$18,938,479
109	Myles Greeley	Keller Williams Community Part	63	\$18,933,800
110	Michael L. Murtland	Comey & Shepherd	62	\$18,910,600
111	Rebecca A. Messenger	Comey & Shepherd	36	\$18,855,177
112	Lindsay Spears	Re/Max Incompass	83	\$18,738,223
113	Lee G. Robinson	Robinson Sotheby's Internat'l	26	\$18,714,300
114	Angelo M. Pusateri	Comey & Shepherd	30	\$18,545,007
115	Courtne' C. Brass	Coldwell Banker Realty	54	\$18,353,515
116	Diane Tafuri	Sibcy Cline	29	\$18,305,400
117	Jessica Bauer	Comey & Shepherd	55	\$18,296,142
118	Nikki M. Hayden	Private Real Estate Collection	41	\$18,034,290
119	Elizabeth Waits	Sibcy Cline	54	\$17,938,430
120	Regina M. Hamilton	Sibcy Cline	56	\$17,920,315
121	Lanxi J. Song J	Keller Williams Seven Hills Re	45	\$17,798,900
122	Hossam Elsayed	Emerald Home Advisors	69	\$17,760,000
123	Janelle A. Sprandel	Comey & Shepherd	62	\$17,731,698
124	Michael W. Jordan	Jordan, Inc	60	\$17,655,644
125	Brett A. Keppler	Treo Realtors	70	\$17,489,707
126	Scott Baker	Coldwell Banker Realty	50	\$17,477,510
127	Jamie Gabbard	Comey & Shepherd	60	\$17,278,050
128	Priya Sangtani	Comey & Shepherd	40	\$17,178,101
129	Bishnu L. Kharel	Re/Max Preferred Group	53	\$17,176,179
130	Robert DiTomassi	Comey & Shepherd	45	\$17,167,800
131	Elizabeth R. Mahoney	Sibcy Cline	28	\$16,775,041
132	Mark Schupp	Star One Real Estate	72	\$16,767,000
133	Michele Donovan	Comey & Shepherd	69	\$16,459,650
134	Beth Silber	Coldwell Banker Realty	48	\$16,289,239

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Nov 30 as of Dec 8, 2022 at 11:19AM

Rank	Name	Office	Total	Volume
135	Jason A. Sheppard	Comey & Shepherd	60	\$16,276,910
136	Lauren E. Grote	Sibcy Cline	22	\$16,186,900
137	Jason J. Bowman	Re/Max Alliance Realty	54	\$16,119,655
138	Elizabeth Gerbus Akeley	Comey & Shepherd	43	\$15,955,284
139	Maryann D. Ries	Comey & Shepherd	32	\$15,942,978
140	Ryan Lara	eXp Realty	59	\$15,892,849
141	Gregory J. Tassone	Coldwell Banker Realty	26	\$15,798,033
142	Candace N. Burton	Sibcy Cline	45	\$15,723,525
143	Heather Alley	Keller Williams Community Part	39	\$15,717,557
144	Tyler Dietz	Keller Williams Seven Hills Re	55	\$15,681,255
145	Tammy Thome	Century 21 Thacker & Assoc.	52	\$15,389,302
146	Missy B. Friede	Century 21 Thacker & Assoc.	51	\$15,270,494
147	Nick G. Guetle	Cincinnati Boardwalk, Inc	63	\$15,255,050
148	Mike Wall	eXp Realty	59	\$15,064,800
149	Heather C. McColough	BF Realty	43	\$15,037,032
150	Roxanne B. Qualls	Sibcy Cline	29	\$14,983,087

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Branch address: 1246 Old State Route 74, Suite D, Batavia, OH 45103. *For a Conventional loan, the seller or buyer can pay for the buydown. For VA, FHA, USDA and Jumbo loans, only the seller can pay for the buydown. **This advertisement does not constitute tax advice. Please consult a tax advisor regarding your specific situation. Copyright©2022 Fairway Independent Mortgage Corporation. NMLS#22289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity. FW2040034

