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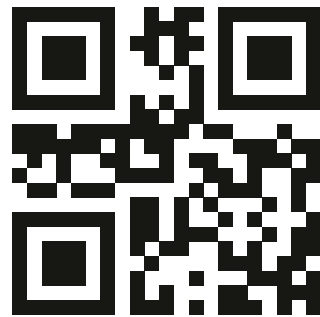
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THE BLENK TEAM

A FORMIDABLE FORCE IN RESIDENTIAL REAL ESTATE



cover story

Written by Elizabeth McCabe
Photo Credit: Tim Corbett-Spanagel

With a career volume surpassing \$250 million and a total volume of \$41 million last year, the Blenk Team has established themselves as a formidable force in the real estate market. Their unwavering commitment to their clients' best interests and their ability to navigate the complexities of the industry set them apart.

Road to Real Estate

Together, The Blenk Team uses their experience and expertise to help others. Molly Blenk has been a real estate agent for 13 years now. She comments, "It has been an incredible journey since August 2010." Erin Fay adds, "I've been in the real estate industry for 12 years." She loves her profession.

Before venturing into real estate, Molly had an impressive career in education. She taught at Northern Kentucky University for a decade, but a turning point came when she was told she needed a doctorate to continue teaching full-time. Molly recalls, "I loved teaching, but with two young children at the time, pursuing a doctorate wasn't feasible. That's when I considered a career change."

Becoming a real estate agent was not an obvious choice for Molly initially. She shares, "People often told me I should get into sales, which I didn't initially view as a

compliment. But I soon realized that their perception of sales was based on my drive and genuine desire to help others. These qualities align perfectly with being a real estate agent, where my sole focus is always on the client and their best interests."

Erin Fay's background in education also played a significant role in her decision to pursue a career in real estate. With a degree in education and a deep fascination for every aspect of the home buying process, Erin found her passion in helping buyers make informed decisions. She explains, "I enjoy the educational aspect of real estate." She finds it rewarding to guide buyers through the process and provide them with the knowledge they need to make the right choices.

For Erick Blenk, being a real estate agent was a natural progression. Being married to Molly and witnessing her dedication to the profession up close, Erick had a solid understanding of the demands and rewards of real estate. He joined the family business in 2015, bringing his market analysis, graphic design, and marketing skills to the table. Erick wanted to ensure the success of the business and contribute in meaningful ways. "We often dub Erick our Business Manager, a title which brings with it more than meets the eye."



#Better Together

Why be an independent agent when you can partner with another? Molly comments, “Erin and I actually started off as ‘friendly rivals.’ We both have a connection to Pleasant Ridge and nearby communities. Joining forces in 2020 made sense, largely because we share many of the same values: we are both very community minded, participate in volunteer work and love to be of service.”

They are experts in their respective neighborhoods of Amberley Village and Pleasant Ridge but also sell all over Cincinnati and the tri-state. Erin and Molly are very different in approaches and styles. “It is something we recognize and often joke about,” comments Molly. Molly will find out the dog’s birthday during a meeting and Erin will stay focused on the business at hand. “Like much of life, we believe our differences equate to our strength. Our partnership is a strong one and we respect each other very much. And our business thrives because of it,” says Erin.

With Erick on their team, this talented trio works in collaboration with one another to achieve the best results for their clients. Three are better than two; two are better than one. When clients work with The Blenk Team, they get the benefit of working with three real estate professionals, which is an asset.

The Blenk Team wouldn’t be where they are today without their support staff. Christina Von Handorf is the “most amazing Licensed Assistant and Transaction Coordinator.” Molly raves, “Christina is the central nervous system of our business. She takes care of all the small details, and paperwork (she actually likes it!).” In addition, Christina knows what needs to be done and just does it. Molly adds, “We were without Christina for a few months towards the end of 2022 and the beginning of 2023 and it felt like we were missing an appendage. We are so happy she is back!” They appreciate Christina’s honesty and conducting business with integrity.

The newest member of The Blenk Team is Courtney Fraher, the newest member of The Blenk Team. Erin raves, “We struck gold when we were connected to Courtney in January of this year. Courtney handles all things social media and she is known for her creative spirit and ability to zhuzh up our stories and experiences. Courtney adds color to the world and we have found ourselves brightening up our own selves lately based upon her impact.”

Taking Risks and Overcoming Obstacles

The Blenk Team’s journey has been shaped by defining moments and personal growth. Molly reflects, “I have always trusted my gut instinct, even when I wasn’t sure if the path I chose was the right one.” Taking risks has led her to where she is today, and she is grateful for every step of this journey. Making a career change wasn’t for the faint of heart. Fortunately, the timing of her decision, the availability of the real estate classes, and the full support of her husband made her dream a reality. “Erick has been my





biggest cheerleader from the start," she smiles.

Having a work-life balance can be challenging, but Molly tackled that problem with courage and confidence. She says, "In 2015, I had been licensed for 5 years and the business was growing by leaps and bounds. So much so that my husband Erick was finishing up getting his own real estate license to join me. And then surprise, we found out we were expecting a baby!" Their youngest child has been one of the best surprises that they've ever received. "The early days were tough, but because I believed in myself and

because I had the support of my family, I was actually able to grow my business in a meaningful way."

Passion

Passion drives The Blenk Team's approach to their business. In today's challenging real estate market, they work harder and smarter to create positive outcomes. They ride the waves of change while remaining focused on their clients' best interests. Their commitment to integrity and kindness shines through every transaction.

Fortunate for Family

Outside of their professional lives, the Blenk family finds solace

and joy in spending quality time together. Molly and Erick are blessed with three children, Abby (22), Conor (20), and Fiona (7.5). Abby just graduated from Mizzou and Conor is proud to be an incoming junior at Ohio University. As for Fiona, she is an incoming second grader. Everyone loves the constant companionship of their 3-year-old amazing dog named Jaeger.

Expect to find the Blenk family doing puzzles, playing games, and enjoying their new swimming pool any chance they get. Molly adds, "We also love to spend time discovering community gems throughout the city - restaurants, breweries - and regularly take the dog for a walk by the river. A special love is our hunt for new (or new to us) ice cream places!"

Molly also loves to root for her favorite team, the Bills! She's a proud Buffalo, New York native and isn't afraid to show it. She also has a love of learning, commenting, "I am completely fascinated by Enneagram and love learning as much as I can about it. Our whole team really uses this as a way for us to better interact with each other and our clients."

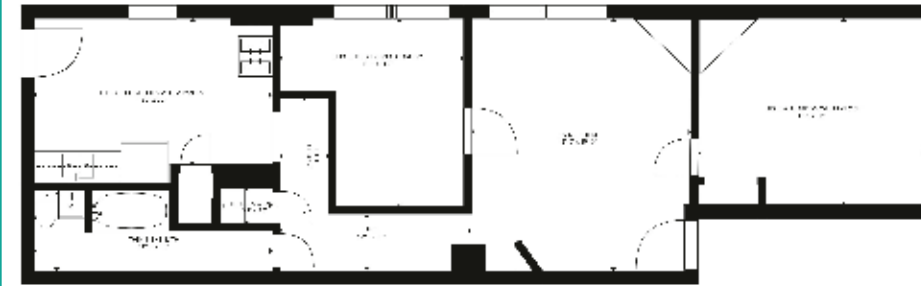
Final Thoughts

Looking ahead, The Blenk Team remains determined to navigate the ever-changing real estate landscape. They understand the importance of hard work, lasting connections, and building strong relationships with clients and industry professionals.

As The Blenk Team forges ahead, their dedication to their clients and their unwavering commitment to excellence will undoubtedly leave a lasting impact. Their success story serves as an inspiration to aspiring Top Producers and reminds us all that with drive, determination, and a genuine passion for helping others, anything is possible.

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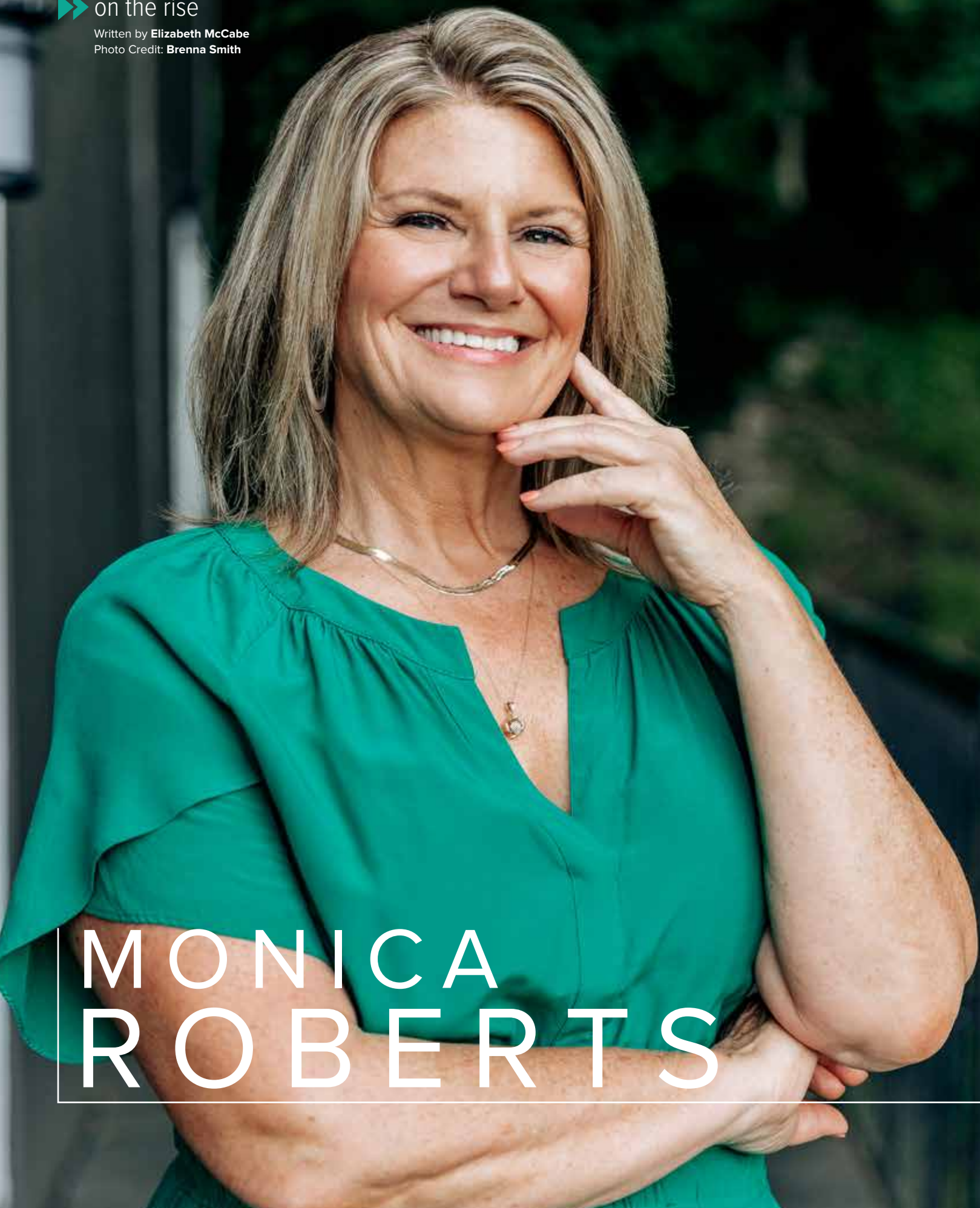
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MONICA ROBERTS

A RISING STAR IN REAL ESTATE, LEADING WITH PASSION & COMPASSION

Meet Monica Roberts, a real estate agent with Coldwell Banker Realty who is making waves in the industry. Monica's journey began in Indianapolis, where she grew up as a Midwestern girl. In 1992, she relocated to Cincinnati and instantly felt a sense of belonging, considering it her adopted hometown. Monica fondly recalls her childhood, being raised in a big Catholic family with dozens of cousins, aunts, uncles, and grandparents. Growing up in such a vibrant and bustling family instilled in her a love for community and a desire to make a difference.

She feels fortunate to have married her high school sweetheart, Jeff. "We're still happily married after 37 years," she smiles.

ENTREPRENEURIAL ROOTS + EDUCATION

"My dad sold cars," she comments. "It might have been inevitable that I found myself in sales at some point." Little did she know that she would excel in real estate years later.

Monica graduated from Anderson University in Anderson, Indiana for her college education. Years later, she attended Mount Saint Joseph University where she got a master's degree in organizational leadership in 2019.

A HEART TO HELP

Before becoming a realtor, Monica served as the executive director of a non-profit organization called The Healing Center with Vineyard Cincinnati Church for more than a decade. Even to this day, she continues to volunteer there, as she has a deep love for serving her community.

Overcoming the challenges of leading the organization through the COVID-19 pandemic was no easy feat, but Monica's ability to switch gears and fully immerse herself in whatever task is at hand helped her navigate the difficult times.

"Working at The Healing Center gave me the opportunity to interact with lots of different types of



people. I heard their stories, the same as I do in real estate," she says. Just as she helped people secure food, jobs, and clothing at The Healing Center, she now helps people achieve their real estate goals.

Monica's passion lies in helping people navigate the current housing market, especially those who may believe they aren't able to buy a house. She takes pride in equipping buyers with the knowledge and confidence they need to make informed decisions, and experiencing the joy of sitting with them at closing is incredibly rewarding.



“
IT’S OK TO GET DISCOURAGED.
JUST DON’T GIVE UP.”

Connecticut. Griffin is in New York City.

Traveling to see them and enjoying meals together here with Cincinnati favorites (think Skyline, Dewey’s

Pizza, and Graeter’s) creates cherished moments and strengthens their bond. Monica also finds joy in entertaining friends, reading, cooking, riding her Peloton, and hanging out with loved ones.”I also love working in my yard,” she smiles. “I love the smell of mulch. To me, mulch smells like summer and that makes me happy.”

She and Jeff also like to relax and recharge at their home in Norris Lake, Tennessee, where they own a couple of short-term rentals. “We love wakeboarding and enjoying time together on the lake,” says Monica.

A dog lover, she also enjoys the constant companionship of her dog Murphy, a giant Newfoundland Poodle mix. “We got him the Christmas before Covid and he was our emotional support dog.” This adorable dog goes everywhere with them.

A BIG SOFTIE

A self-described “big softie,” she is always the last to leave and the first to arrive at any party. She admits to being a crier, a side of her that most people wouldn’t expect. With her open-book mentality, Monica doesn’t hold any secrets and gladly shares her experiences and advice with

others. She believes in paying forward the help she received from fellow agents when she was starting and encourages new agents to persevere and seek support when needed. As she says, “It’s OK to get discouraged. Just don’t give up.”

Monica’s favorite quote reflects her optimistic and problem-solving mindset: “Don’t freak out. It is fixable.” This philosophy guides her approach to challenges, reminding her that with determination and a level head, any obstacle can be overcome.

A BRIGHT FUTURE

Monica Roberts is undoubtedly an agent to watch in the real estate industry. Her dedication, compassion, and drive to help others make her a valuable asset to her clients and a role model for aspiring Top Producers.



ROAD TO REAL ESTATE

The pandemic opened a new door for Monica – the door to real estate. She says, “I was ready to challenge myself in a new way.” With extra time on her hands, she decided to get her real estate license.

The road to real estate wasn’t entirely new for her, however. Together with Jeff, they embarked on various real estate ventures, starting as hobbyists with short-term and long-term rentals. However, it was during the COVID-19 pandemic that

Monica decided to pursue her real estate license, realizing that it was an opportune time to cut out the middleman and take control of their real estate endeavors.

With the support and encouragement of her friend Tom Sturm at Coldwell Banker, Monica took the plunge and joined the Tom Sturm Group in 2021. Her competitive nature drove her to establish her own name in the industry and be recognized for her contributions. In 2022, as part of the Tom Sturm Group, Monica had a

great year, selling real estate full-time and achieving a volume of \$8 million. Now, in 2023, Monica has taken the leap to work independently while still affiliated with Coldwell Banker, driven by her desire for autonomy and to blaze her own trail.

FAMILY + FUN

Outside of her business, Monica cherishes spending time with her family. She and Jeff have two adult children, Megan and Griffin, who live in different cities. Megan, who just graduated from Yale, resides in New Haven,



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Laura Benza Wogen

*Making People's
Dreams Come
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Laura Benza Wogen, a dedicated and experienced real estate agent at Oyler Hines Coldwell Banker Realty, has built an impressive career in the real estate industry. Born and raised in Cincinnati, Laura had a typical childhood growing up in Indian Hill. She was an avid sports player and had a particular passion for equestrian activities, a passion she still pursues today. Laura's early life was filled with energy and activity. As she says, "You name it - I played it."

both licensed agents at the time, encouraged her to obtain her real estate license. Little did she know that this career change would shape her future.

"I never wanted to grow up and be a real estate agent," she admits. However, it was better than being confined to a cubicle after being in procurement at GE during 9/11. "It was way too intense for my 20-year-old self," she says.

The allure of flexibility and the belief that real estate offered a more flexible and lucrative job drew her into the industry. Although she never aspired to be a real estate agent, the career change worked out well for her. She has been with Coldwell Banker Realty for eight years, after previously working at other brokerages.

Laura is known for her vibrant personality and engaging approach. She brings nearly two decades of real estate experience to Oyler Hines Coldwell Banker Realty, always ensuring her clients are well-informed and involved throughout the home buying process. Laura's dedication to providing excellent customer service is evident in her accessibility, responsiveness, and commitment to client satisfaction.

When reflecting on her younger years, Laura initially envisioned a different career path. She considered attending law school or pursuing child psychology to become a school guidance counselor. However, life had other plans for her.

After working at General Electric (GE) for two years post college, she made the decision not to pursue further education and instead obtained her real estate license in 2004. Her father and stepmother,





“I am blatantly honest,” says Laura. She’s also very relaxed and super efficient. Not to mention being easy to work with, excelling in relationships with other agents in the market.

“My biggest competition is myself,” she jokes. She doesn’t worry about comparing herself to others.

Guarding Her Time

Reflecting on her career, Laura emphasizes the importance of protecting her schedule and time. She comments, “I’ve gotten really good at protecting my schedule and time blocking. It’s important to guard your time. Real estate is a career where people try to monopolize your time – all the time.”

To relax and recharge, she believes in the importance of self-care. “They joke that I am the queen of self-care,” she laughs. “It’s important to have hobbies that I want to do. I horseback ride competitively.” Recently, she sold her beloved horse named Victor and is looking for a new horse which will allow her to continue being a competitive equestrian.

“Horse shopping is way worse than house shopping,” she jokes. Other pastimes include hiking and kayaking, reading, and traveling. With her active interests, Laura understands the value of a well-rounded life outside of work. A voracious reader, you can often find Laura with her nose in a book.

Redefining Success

Success, for Laura, is a dynamic concept that evolves over time. She defines success as a personal challenge to improve and grow,



competing with herself rather than comparing herself to others. Striving for work-life balance has become a priority for her. Looking ahead, Laura intends to continue serving more people in the real estate industry while maintaining a healthy balance with her family.



“
My biggest
competition
is myself.”

Family Matters

Family plays a significant role in Laura’s life. She is happily married to her supportive husband, Justin, and they have two young boys named Henry and Jack. Laura’s family life revolves around their children’s school and sports activities.

When she’s not assisting clients, Laura enjoys spending quality time with her family. Whether engaging in outdoor activities or traveling to new places, she likes making memories with them.

Set for Success

Laura Benza Wogen is a wife, mother, equine extraordinaire, straight shooter, and self-care specialist. With her impressive track record and commitment to serving her clients, Laura is set to continue making a lasting impact in the real estate industry with no plans of slowing down. She concludes, “I think I will stay in real estate forever.”

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

IS YOUR GIFT GAME A

CUT ABOVE THE REST?

LEAVE A LASTING IMPRESSION WITH YOUR SHARPEST FRIEND

Want to be remembered long after a real estate closing? Consider giving clients a gift that will last for years to come. Emmi Abel-Rutter, a sales representative with Cutco Closing Gifts, offers closing gifts that are a cut above the rest.

“We recommend that REALTORS have a grab-and-go gift system in place that saves them time, in addition to engaging and appreciating their clients,” says Emmi. Instead of giving a consumable gift – such as a bottle of wine or a gift card – why not give them a gift they can cherish for years to come? “Get a gift system in place that moves the needle in your client retention and referral generation.”

A household name in cutlery, Cutco has been in existence since 1949 with over 16 million customers. With exceptional craftsmanship, these knives were built to last.

Have you ever had a knife with a broken tip or a melted handle? Cutco is proud

to have a Forever Guarantee, which includes free sharpening services and replacements for any damaged products. Emmi has personally sharpened thousands of her clients’ knives in the past decade, all offered as a free service. She even hosts private Sharpening & Sales Events for clients to bring their products in to be sharpened and take advantage of event specials.

“In the last decade, I’ve seen anything from a \$1,600 set burned in a house fire to a knife tip breaking off from being dropped on a tile floor, all replaced for free because of the Forever Guarantee,” she says.

She believes in the product and has even visited their factory in Olean, New York three times. “They’re all union workers, and during COVID the factory was shut down for 6 weeks. Our company paid everyone in the factory full wages for those 6 weeks, and not a single person was laid off. I get

asked all the time why I’m still selling knives, and why I don’t sell something with higher commissions...that’s why. The people, the product, and the service is a unique experience.”

Leave An Impression

The average American uses a knife 200+ times per year, regardless of whether they describe themselves as someone who “cooks.” They brand the knives with the agents’ logo, tagline, and name, which helps keep them top of mind for years to come. As Emmi says, “for someone who cooks often, that can generate over 300 touches every single year. Our agents are paying for advertising ONCE that lasts for the lifetime of their client. That’s wild.”

In addition to staying top of mind, branded gifts are 100% tax deductible as advertising for real estate agents, as opposed to the \$25 Gift Deduction on non-branded items allowed by the IRS.





What Cutco products does Emmi recommend? The Santoku Shear Utility Set is a very popular product, says Emmi. Those who are looking in the \$100-150 price point can choose a one-piece set, such as the Santoku-Style Trimmer or 5" Santoku Chef Knife. Emmi reassures clients, "We've picked out the six most popular Cutco knives, that have space for your branding, and are used the MOST by the average person, and those are what the majority of our 1-2 Piece Gift Sets consist of. You can't go wrong with anything."

Improve Client Retention and Generate Referrals through Cutco Closing Gifts.

The results speak for themselves. Emmi says, "A client gave an engraved knife to a seller who moved to California. Seven years later her job moved her back, and she called the same agent to buy a home. The agent asked her client how she remembered her name, since her marketing admittedly hadn't been awesome, and she said, 'You've been in my kitchen with me every day for the past 7 years.' Commission from retaining that ONE client, paid for 3 years worth of her closing gifts."

"The kitchen is the most used room in the home, and knives are used every day," she says. "What gift is going to be brought out and actively used at summer barbecues, Thanksgiving Dinner, and Taco Tuesday?"

Emmi recalls one REALTOR's client who reached out to her, "She had received the gift from her REALTOR 2 years prior and called me about Christmas gifts for her kids. Cutco is now her go-to gift for Christmas, weddings and showers," says Emmi.

Cutco Knives also stand the test of time while business and postcards cards often do not. "One of my REALTOR's client's friends asked for a REALTOR referral, and the client sent her friend a picture of the knife branded with the REALTOR's name and number," she laughs. "Your business card is going to get lost, but your knife is always in the kitchen."

Working with Top Producers

Emmi consistently works with Top Producers in Cincinnati to help them with their closing and referral gifts. Their clients remember their agent long after the sale. At the Cincinnati Home & Garden Show this year, Emmi ran into

Julie Carter's client who had received two knives from her. "She absolutely loved them, was impressed with the quality, and remembered Julie's name right away," says Emmi.

She is grateful to agents like Jill and Scott Ferguson with Spouses Who Sell Houses. Emmi comments, "They have an amazing gift system in place for their clients, that's organized and systematic - we've planned out tiered gifts for subsequent transactions, as well as referral gifts. And they have been incredible to work with!"

She also works with lenders like Rob Young at VanDyk Mortgage who has been consistently giving their gifts for years. "I've had many agents reach out to me who have worked with Rob, because he brought a better gift to closing than they did," smiles Emmi.

Other area Top Producers that Emmi works with include Holly Maloney, Holly Styrcula, Varun Varma, Alex & Dave Woellert, and Kelli Roberts. "It's been so rewarding to work with people who understand the value of client retention, but more than that, they understand the value in connecting with and appreciating people."





Affordable Options

Real estate agents will find Cutco products affordable, especially since this isn't a new expense for most agents. Instead, they're reallocating money already being spent on consumable items and "swag" to high quality gifts that get a better long-term return.

Most agents stock up with a 6 or 12 month supply of gifts that fit their budget and their business, making their gifting a decision that they only have to make once or twice a year, versus before each individual transaction. They can split the cost into 6 or 12 payments, interest free, so they have all their gifts on hand and ready, but they don't have to pay for them all upfront.

A New Chapter

Emmi has some exciting news to share. She comments, "I'm moving to Australia on June 19th! I'll be there for at least 6 months, and I'm keeping life completely open after that. While



I'm there, I'll be running my business remotely. I'm kicking myself out of the nest to figure out how to sustainably run a traditionally in-person sales role to be fully remote. I'll be creating content, honing my social media presence, and continuing to add value to Cincinnati offices and agents."

Thanks to her great relationships with her past clients and consistent repeat business, she is able to "take the leap." She loves working with past clients,

which is "truly the best." Continuing to develop those relationships has opened incredible doors for her.

Let's Connect!

Emmi has created a "Gift Script" to make giving your Closing Gift more impactful and less awkward - whether you gift with her or not, email or text Emmi at Emmi@YourSharpestFriend.com, 513.687.0635 with the words, "Gift Script" to get a copy!

To save Emmi's contact information, set up a meeting, view gift options, or connect with her local referral partners, go to www.YourSharpestFriend.com.

Emmi concludes, "Woah! You're still here?! Amazing. As a "thank you!" For taking the time to read this article, reach out this month and mention you read this article, and I'll buy you an extra closing gift with your order!"

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- May 31 as of June 2, 2023 at 3:22PM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	38	\$55,303,467
2	Scott A. Oyler	Coldwell Banker Realty	72	\$45,139,006
3	Brittney Frietch	BF Realty	76	\$29,533,948
4	Andrew Gaydosch	eXp Realty	80	\$27,600,800
5	Shelley Miller Reed	Coldwell Banker Realty	37	\$25,352,450
6	Rick J. Finn	Coldwell Banker Realty	59	\$23,589,780
7	Amy Hackett Roe	Coldwell Banker Realty	34	\$22,285,350
8	Heather R. Herr	Private Real Estate Collection	54	\$21,572,012
9	Walter B. Gibling	Coldwell Banker Realty	54	\$20,188,851
10	Peter D. Chabris	Keller Williams Seven Hills Re	86	\$19,824,455
11	Ragan McKinney	Ragan McKinney Real Estate	91	\$19,574,895
12	Megan S. Stacey	Coldwell Banker Realty	39	\$18,444,993
13	Adam G. Marit	Real Link	54	\$18,091,467
14	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	44	\$16,383,030
15	Michael L. Murtland	Comey & Shepherd	38	\$16,274,472
16	Andrea DeStefano	Sibcy Cline	25	\$15,909,817
17	Heather C. McColaugh	BF Realty	40	\$15,810,522
18	Holly Finn	Coldwell Banker Realty	36	\$15,793,645
19	Daniel Baron	Keller Williams Advisors	48	\$14,648,451
20	Kevin E. Hildebrand	eXp Realty	38	\$14,493,555
21	Sue S. Lewis	Sibcy Cline	31	\$14,275,910
22	Lynn M. Schwarber	Comey & Shepherd	27	\$14,076,890
23	Linda T. Destefano	Sibcy Cline	22	\$13,472,648
24	Rakesh Ram	Coldwell Banker Realty	35	\$13,313,390
25	Bob Dorger	Comey & Shepherd	18	\$13,168,431
26	Amy L. Markowski	Real Brokerage Technologies	56	\$13,063,235
27	Tiffany B. Allen-Zeuch	Sibcy Cline	21	\$12,733,915
28	Tom Deutsch Jr.	Coldwell Banker Realty	59	\$12,697,701
29	Cindy J. Shetterly	Keller Williams Distinctive Re	48	\$12,661,000
30	G. Tyler McConnell	Comey & Shepherd	32	\$12,328,472
31	Robbie Dorger	Comey & Shepherd	15	\$12,246,931
32	Alexander Schafers	Re/Max United Associates	43	\$11,680,136
33	Lee G. Robinson	Robinson Sotheby's Internat'l	12	\$11,347,900
34	Christopher Holtman	Real Link	34	\$10,970,415

Rank	Name	Office	Total	Volume
35	Angelo M. Pusateri	Comey & Shepherd	12	\$10,946,181
36	John M. Bissman	Keller Williams Pinnacle Group	33	\$10,732,500
37	Ronald A. Bisher	Coldwell Banker Realty	31	\$10,502,075
38	Jennifer L. Day	Re/Max Preferred Group	76	\$10,489,193
39	Michael C. Hinckley	Coldwell Banker Realty	20	\$10,412,450
40	Scott T. Ferguson	Keller Williams Advisors	31	\$10,350,200
41	Ryan Lara	eXp Realty	30	\$10,185,300
42	Deborah A. Martin	Keller Williams Advisors	16	\$10,183,106
43	Kimberly K. Mansfield	Keller Williams Advisors	37	\$9,923,750
44	Jack C. Hinckley	Coldwell Banker Realty	18	\$9,675,000
45	Patrick J. Cagney	Coldwell Banker Realty	33	\$9,618,800
46	Robert Hines	Coldwell Banker Realty	15	\$9,602,356
47	Maura K. Cagney-Tipton	Coldwell Banker Realty	29	\$9,362,250
48	Donald M. Johnson	Cutler Real Estate	25	\$9,317,800
49	Chris R. Waits	Sibcy Cline	27	\$9,294,585
50	Heather M. Stallmeyer	Coldwell Banker Realty	17	\$9,291,616

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- May 31 as of June 2, 2023 at 3:22PM

Rank	Name	Office	Total	Volume
51	Kelly Pear	Comey & Shepherd	17	\$9,181,783
52	Flor D. McNally	Keller Williams Advisors	36	\$8,886,700
53	Jill O. Ferguson	Keller Williams Advisors	26	\$8,835,300
54	William Draznik	Coldwell Banker Realty	24	\$8,743,170
55	Sue Andrews Wahl	Comey & Shepherd	32	\$8,728,350
56	Jon A. DeCurtins	ERA Real Solutions Realty	20	\$8,582,800
57	Missy B. Friede	Century 21 Thacker & Assoc.	25	\$8,529,550
58	Lesli D. Norris	Coldwell Banker Realty	26	\$8,500,400
59	Evan Johnson	Cutler Real Estate	23	\$8,477,900
60	Jamie Gabbard	Comey & Shepherd	26	\$8,357,600
61	Robert DiTomassi	Comey & Shepherd	14	\$8,274,824
62	Keith T. Taylor	Comey & Shepherd	26	\$8,267,700
63	Richard Davey	Comey & Shepherd	26	\$8,267,700
64	Heather Alley	Keller Williams Community Part	17	\$8,215,800
65	Brian P. Leisgang	Keller Williams Advisors	23	\$8,163,675
66	Sue M. Miller	Comey & Shepherd	29	\$8,098,350
67	May Xuemei Wu	Comey & Shepherd	16	\$7,943,545
68	Molly Eynon	Coldwell Banker Realty	20	\$7,819,800
69	Mike Hildebrand	eXp Realty	24	\$7,727,005
70	Robert R. Smith	Coldwell Banker Realty	37	\$7,705,377
71	Jason Reynolds	Re/Max Alpha Real Estate	21	\$7,693,400
72	Helena F. Cameron	Sibcy Cline	17	\$7,564,400
73	Janelle A. Sprandel	Comey & Shepherd	23	\$7,516,113
74	Austin R. Castro	Coldwell Banker Heritage	18	\$7,511,500
75	Tina A. Burton	Sibcy Cline	23	\$7,509,600
76	Sara E. Limper	Coldwell Banker Realty	19	\$7,493,800
77	Andrew H. Homan	Coldwell Banker Realty	15	\$7,463,900
78	Jackie Quigley	eXp Realty	13	\$7,335,933
79	James Hurtubise	Keller Williams Advisors	32	\$7,329,650
80	Regina M. Hamilton	Sibcy Cline	27	\$7,294,350
81	Denise L. Gifford	Keller Williams Advisors	25	\$7,237,750
82	Debra LaFrance	Re/Max Preferred Group	12	\$7,198,500
83	Chris Nicholson	Comey & Shepherd	6	\$7,175,000
84	James E. Pitzer III	Coldwell Banker Realty	19	\$7,160,300

Rank	Name	Office	Total	Volume
85	Sandra L. Peters	Comey & Shepherd	8	\$7,156,150
86	Eric Surkamp	Comey & Shepherd	14	\$7,153,413
87	Sarah A. Woody	Keller Williams Advisors	21	\$7,137,570
88	Suzette E. Waugh	Comey & Shepherd	8	\$7,135,431
89	Maureen Lintz	Coldwell Banker Realty	15	\$7,072,616
90	Lanxi J. Song J	Keller Williams Seven Hills Re	19	\$6,982,900
91	Jack Vilardo	Huff Realty	5	\$6,930,000
92	Mindy Baumann	eXp Realty	9	\$6,926,400
93	Elizabeth Gerbus Akeley	Comey & Shepherd	18	\$6,925,100
94	Ela Mildner-Shapiro	Sibcy Cline	9	\$6,894,000
95	Nikki M. Hayden	Private Real Estate Collection	15	\$6,831,700
96	Anna S. Bisher	Coldwell Banker Realty	18	\$6,829,300
97	Mark Schupp	Star One Real Estate	26	\$6,826,200
98	Tim Cottrill	Sibcy Cline	39	\$6,821,400
99	Robert F. Stephens	Comey & Shepherd	9	\$6,815,000
100	Alicia J. Stoughton	Keller Williams Advisors	20	\$6,802,890

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- May 31 as of June 2, 2023 at 3:22PM

Rank	Name	Office	Total	Volume
101	Michael W. Jordan	Jordan, Inc.	19	\$6,734,900
102	Gina A. Dubell-Smith	eXp Realty	14	\$6,725,000
103	Tyler R. Minges	Huff Realty	39	\$6,707,800
104	Barbara J. Browning	Coldwell Banker Realty	16	\$6,644,250
105	Jeri O'Brien-Lofgren	Sibcy Cline	17	\$6,619,400
106	Rebecca A. Messenger	Comey & Shepherd	11	\$6,597,895
107	Anne V. Bedinghaus	Coldwell Banker Realty	23	\$6,568,699
108	Mary Clare Baden	eXp Realty	18	\$6,556,500
109	Rick A. Hoeting	Hoeting, Realtors	15	\$6,506,209
110	Michelle E. Hudepohl	Coldwell Banker Realty	11	\$6,425,000
111	June M. Newman	Coldwell Banker Realty	11	\$6,381,716
112	Beth A. Brown Ciul	eXp Realty	19	\$6,378,300
113	Patrick Lach	Sibcy Cline	6	\$6,360,000
114	Kyria A. Graves I	Re/Max Preferred Group	23	\$6,280,235
115	Monika Deroussel	eXp Realty	16	\$6,231,900
116	Susan B. Rissover	Keller Williams Advisors	7	\$6,225,000
117	Nick G. Guetle	Cincinnati Boardwalk, Inc	20	\$6,196,200
118	Jeanne M. Rieder	Hoeting, Realtors	27	\$6,157,800
119	Ryan S. Riddell	Keller Williams Community Part	28	\$6,153,600
120	Celia B. Carroll	Sibcy Cline	9	\$6,139,985
121	Hossam Elsayed	Emerald Home Advisors	20	\$6,109,800
122	Robert M. Collins	eXp Realty	18	\$6,088,222
123	Amy D. Richard	Comey & Shepherd	29	\$6,082,025
124	Brice K. Allen	Coldwell Banker Realty	13	\$6,049,000
125	Brett A. Keppler	TREO Realtors	20	\$6,048,300
126	Angela M. Kemp	Sibcy Cline	7	\$6,042,000
127	Tami Holmes	Tami Holmes Realty	20	\$5,974,000
128	Lisa M. Phair	Coldwell Banker Realty	21	\$5,967,999
129	Arlen R. Rissover	Keller Williams Advisors	6	\$5,840,000
130	Jessica K. Lieberman Jones	Sibcy Cline	4	\$5,825,000
131	Adam A. Schupp	Star One Real Estate	24	\$5,824,700
132	Amy Condorodis	Comey & Shepherd	5	\$5,823,038
133	Molly E. Blenk	Comey & Shepherd	18	\$5,817,400
134	Tammy Thome	Century 21 Thacker & Assoc.	15	\$5,808,000

Rank	Name	Office	Total	Volume
135	Kristie Morris	Sibcy Cline	4	\$5,795,000
136	TJ J. Gausman	eXp Realty	17	\$5,767,000
137	Micha Gleisinger	Comey & Shepherd	11	\$5,763,500
138	Sheryl D. Buechly	Key Realty	17	\$5,720,400
139	Dawnitta R. Ollis	Plum Tree Realty	19	\$5,709,991
140	Robert J. Mahoney	Sibcy Cline	9	\$5,686,119
141	Carl F. Tuke	Sibcy Cline	9	\$5,684,900
142	Cheryl A. Ferry	Keller Williams Advisors	15	\$5,672,250
143	Jon L. Bowling	Re/Max Preferred Group	18	\$5,626,841
144	Miranda Biedenbarn	Comey & Shepherd	43	\$5,609,800
145	Mitchell Ram	Coldwell Banker Realty	13	\$5,605,400
146	Kathy J. Kramer	Star One Real Estate	10	\$5,592,200
147	Pam Steiner	Comey & Shepherd	10	\$5,591,500
148	Jason J. Bowman	Re/Max Alliance Realty	24	\$5,583,900
149	Marc A. Cameron	Sibcy Cline	13	\$5,579,800
150	Brandi N. Howell	NavX Realty	25	\$5,566,849

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