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**BRITTNEY  
FRIETCH**

**BROKER-OWNER OF  
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**TOP 150  
STANDINGS**

**COVER STORY:**  
Brittney Frietch

**ON THE RISE:**  
Austin Long

**AGENT TO WATCH:**  
Jenny England

**SPONSOR SPOTLIGHT:**  
Big Blue Moving

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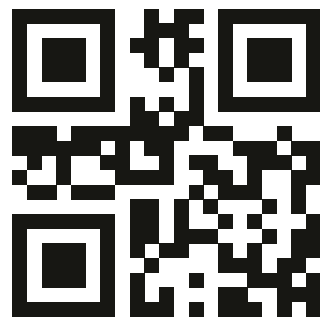
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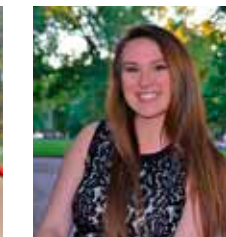
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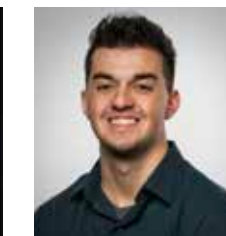
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Living  
Her Dreams  
in Real  
Estate!

cover story

Written by Elizabeth McCabe  
Photo Credit: Tim Corbett-Spanagel

MEET

# BRITTNEY FRIETCH

**BROKER-OWNER OF BF REALTY**

Born and raised in Kentucky, Brittney Frietch grew up shooting shotguns, swimming in her family's above-ground pool, and riding dirt bikes barefoot since she could walk. It was foundational to who she became as an individual of character and courage.

"Let's just say my childhood built a resounding amount of resilience and grit from an early age after losing my youngest brother to Leukemia, watching our family subsequently fall apart, and being moved across state lines unexpectedly on many occasions," points out Brittney.

"I always knew that whatever I did, I wanted to be the boss," Brittney jokes. She would share these aspirations with others, and they would laugh, telling her she would certainly have to get used to making coffee and watering the office plants before she ever even got into "management" of any kind. "Needless to say, I've only watered my own office plants, and entrepreneurship has fit that dream of 'being my own boss' in the best way possible," she smiles.

#### ROAD TO REAL ESTATE

Brittney's career in real estate began when she and her husband, Drew, used real estate as a means to get ahead in life. When she was just 19 years old, Brittney and Drew purchased their first home.

For 10 years, they bought and sold personal homes, invested, and flipped properties all while starting a family. Drew, the breadwinner, built a lucrative career as the vice president of a construction company, but became miserable after new ownership changed the business for the worse. "We discussed what made the most sense for us to get into, and real estate was the natural choice," says Brittney.



“

AS I'M SURE MOST ENTREPRENEURS WOULD ADMIT, IT WOULD HAVE BEEN NICE TO HAVE BEEN GIVEN THE ROAD MAP TO SUCCESS BEFORE STARTING OUR OWN BUSINESS.

”

Brittney earned a Bachelor's degree in Business Management from Northern Kentucky University and after many years of experience in buying and selling homes, she got her salesperson license in 2017, followed by her broker's license in 2020. She is proud to be the Broker-Owner of BF Realty, nestled in the heart of historic Loveland.

The road wasn't easy, but it was worth it. Brittney jokes, "As I'm sure most entrepreneurs would admit, it would have been nice to have been given the road map to success before starting our own business. A nice, cheat sheet of these are the hoops to jump through, this is the person to call for, and so on would've been very helpful, but certainly would've taken away from the adventure of building something on our own from the ground up!"

Seeing her dream come to a reality through her own brokerage was worth every ounce of effort. Best of all, she loves living in Loveland and all that it has to offer.

**A PERFECT MATCH**

As a visionary style entrepreneur, Brittney admits that at times the administrative side of things have been a burden on her abilities to go out doing what she does best. Her husband Drew was the perfect match for her skillset.



“Early on I made sure I married the right man who would complement my strengths, and ease my weaknesses. Without him, I’m sure the challenges of starting our own real estate brokerage would have been multiplied by one hundred, but he is certainly very skillful in all of the areas I am not,” says Brittney.

Through her career, Brittney aims to become the best version of herself, professionally and personally. Having an incredibly happy marriage to her very best friend, raising three incredible, happy, and healthy children, and making BF Realty a household name are her goals!

#### **FAMILY MATTERS**

Outside of work, Brittney enjoys spending time with her family and experiencing new and exciting things. She believes that her family is everything and without them, she wouldn’t be where she is today.

“They have not just supported me in everything I’ve done, they’ve actually been a part of every step along the way since day one,” she reflects. “Honestly, God knew what He was doing by blessing me with these four at a very young age, because had he not, I likely wouldn’t have been a family woman much less a businesswoman!”

Traveling, fishing out back, sitting around a table laughing and enjoying a meal, or playing a card game are all activities that she enjoys. Time together as a family is always well spent. Brittney

also has a heart of adventure. She comments, “I have a great interest in experiencing new and exciting things! It’s a big world out there; why not go explore it?”

#### **FUELED BY FAITH**

A woman of faith, Brittney will always opt to do what’s right versus what’s easy, and will fearlessly live out her purpose without apologies. Her faith and her family are of the utmost importance to her in the way that she lives and the decisions that she makes.

“I don’t make a single decision without thinking of them first. Our family business was built upon, not just walking in, but leaping into faith without fear. I hope that everyone gets to experience the level of trust and fearlessness that has been awarded to me in my life,” says Brittney.

#### **MAKING AN IMPACT**

Brittney Frietch is a successful entrepreneur who has built a thriving real estate brokerage with her husband, Drew. She has overcome challenges to have the life that she has always wanted through her hard work and ability to help others. Her family and faith are the pillars of her life, and she hopes to inspire others to live fearlessly and trust in their journey. We can’t wait to see what Brittney does in the months and years to come. This Top Producer is living her dreams in real estate and wouldn’t have it any other way!

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“IT’S A BIG WORLD OUT THERE;  
WHY NOT GO EXPLORE IT?”





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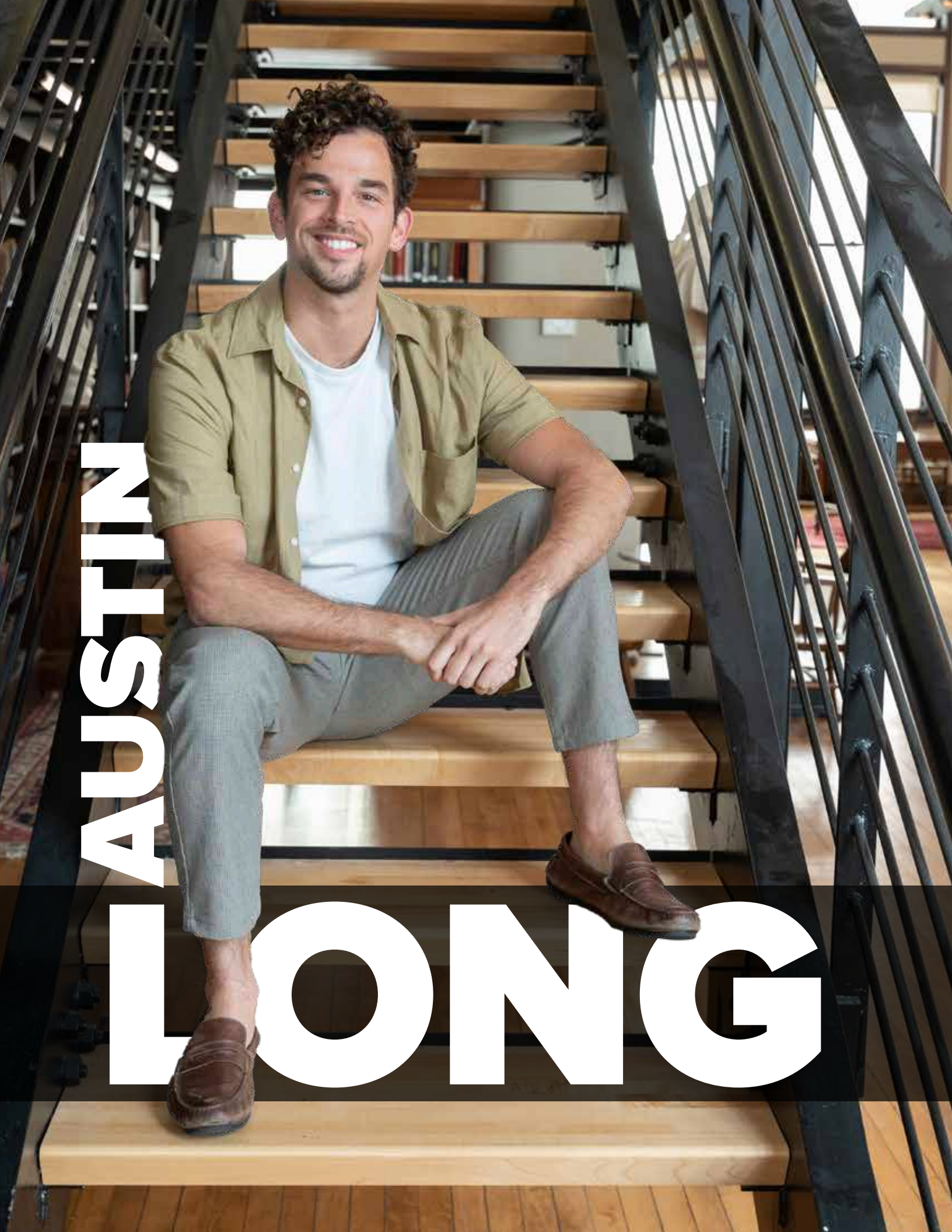


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# AUSTIN LONG

▶▶ on the rise

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

## FORMER TEACHER FINDS CAREER IN REAL ESTATE

**G**rowing up in Wisconsin, Austin Long had a heart full of dreams and longed for more than the rural lifestyle. “I was enthusiastic about life and pursuing it,” he comments. He knew that making money was the key to a better future and his ticket to a brighter tomorrow.

One thing that Austin had working in his favor was his gift of sales. He recalls, “My twin brothers and I would sell candy bars that we bought for three for a dollar at the Dollar Store and sold them for \$1.00 each.” Although he didn’t recognize his ability to sell as a child, it certainly came in handy as an adult.

He branched out of Wisconsin, moving to Los Angeles and working for a school after college, which fueled his desire to go into business for himself. Austin comments, “I had a long period of lower salaries, which motivated me to make money. I realized that I was working a lot of hours.” He knew he would do better in a commission-based job rather than being overworked in the educational system.



—“—  
I was enthusiastic  
about life and  
pursuing it.  
—”—

"I was looking at my savings account and realized that there was no way that I was going to get anywhere," he explains. Real estate – a career that he thought about in his high school days in Wisconsin – was always in the back of his mind.

During the pandemic, he made a radical shift by moving to Cincinnati and giving real estate a shot. The road wasn't easy. As Austin says, "The first 3 years are a grind. You have to make an investment into your future business and your future freedom." Not one to give up, Austin was driven and determined to make it. He says, "I get excited about helping others." When he realized that real estate is ultimately about helping others, he was able to soar.

#### REPUTATION FIRST

"Your reputation precedes you in real estate," says Austin, who works for Keller Williams Advisors in Cincinnati. He realized that it wasn't just about his customers, but also other agents and he had to build his reputation with them as well.

Now Austin is thriving. "I'm enthusiastic about what I do," he comments. This 31-year-old took his 20s to figure out his life and what he wanted to do. "I finally landed in real estate." He looks at his previous careers, including spending a year at a trucking company as invaluable preparation for what he does today.

"I found my match in real estate," he smiles. It has helped him establish his reputation, bolster his confidence, and increase his sales.

#### GOALS

"I want to double my business every year for the next 5 years," says Austin of the goals he has set for himself. "I also want to be an investor." In April, he closed on his first investment property and started building his investment portfolio.

"I also know that I want to build a team," he adds. "I came out of the 9-5 world and wasn't a salaried employee anymore." Austin found freedom while he saw his colleagues miserable in their careers. "I want to have a work culture that is fun and want to start a team for that reason."

—“—

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—”—

—“—

I want to double my business every year for the next 5 years. I also want to be an investor.

—”—





He is passionate about real estate, helping others, and building his team.

Another goal that Austin has is to have a city-wide scavenger hunt, where people could collect Easter eggs with cash in them. It's one of his big ideas that he is excited to bring to fruition someday.

**POPULAR PASTIMES**

When Austin isn't working, he loves to cook and actually considered a career in the culinary arts in his childhood days. Although he didn't pursue this passion professionally, he does enjoy making all sorts of delicious dishes in the kitchen.

He also likes going to the gym and did CrossFit for a while. "That was a blast," he reflects.

A man of faith, Austin attends Crossroads Church and is involved in a Bible study. You can also find him appearing on screen in some of their videos. He wants to serve more but often finds himself busy on the weekends with clients.

Austin also treasures time with his family, including his three siblings and his mother. He took after his mother with his entrepreneurial roots. His mother used to have a teacher supply store and went to local schools in a trailer to sell products. She also helped Austin start a candy business when they were growing up. Austin is still connected with his siblings today and they chat on the phone every day together.

**VISION**

Although Austin claims he's "not anything special," he is a man of passion, purpose and potential. He is passionate about real estate, helping others, and building his team. His goal is to sell 100 houses this year and he's eager to see this dream become a reality. He is eagerly building his career and investing in his future, all while living life to the fullest.

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

# Former Haircolorist Finds Career in **Real Estate**



**“When I was little I wanted to be an architect,”  
says Jenny England.**

She had childhood memories of drawing 3D homes on grid paper. Little did she know that she would become a real estate agent decades later.



**Jenny works tirelessly for her clients with her drive and determination and enjoys going the extra mile – literally.**



“

**I’m never satisfied with the amount of work I’m doing.**



Born in Toledo, Jenny moved to the Blue Ash area at the young age of 2 before settling in Lebanon and putting down roots in the community. She grew familiar with the local area as she attended grade school through high school before attending hair school. Soon after, her life unexpectedly led her back to the Toledo area.

#### **From Haircolorist to Real Estate Agent**

Jenny enjoyed a 16-year career as a haircolor specialist in Toledo and met her husband in the process. When he got a job down in Cincinnati, she happily moved back to Lebanon and decided to change careers.

“I had purchased and sold a house in Toledo,” she says. “I loved that whole process.” Instead of starting over in the hair industry and building her clientele from scratch in Cincinnati, she decided to launch into real estate. Her job as a haircolorist proved to be invaluable as Jenny knows how to cater to clients, converse with them, and genuinely cares.

“I got my license in 2015 and started with Coldwell Banker,” she comments. She is still with the same brokerage today and absolutely loves real estate. Jenny works tirelessly for her clients with her drive and determination and enjoys going the extra mile – literally.

A lot of her properties are in Warren County for homes on land and farmland. “I also sell all the way to Dayton and love that area as well,” she smiles. She isn’t your typical suburb real estate agent, but she wouldn’t have it any other way.

“I have to be productive to feel whole,” she admits. “Real estate is really hard work if you want to make anything of it. I didn’t close my first deal for 6 months. You have to put in consistent effort,” Jenny reflects.

She thrives on the variety of real estate that every day is different, and helping her clients get creative to achieve their real estate goals.

#### **Quest to Be Better**

“I’m never satisfied with the amount of work that I am doing,” Jenny candidly comments. “I could always do more. That’s what keeps me going.” Her stellar work ethic dates back to her teenage days when she started working when she was 14. “My parents wanted to teach me responsibility and I was glad that they did,” she says.

Jenny measures success by her level of client satisfaction. It’s all about putting quality deals together, rather than the quantity of deals. She is committed to her clients, something she learned from her career in the cosmetology industry. “The structure is similar to real estate,” says Jenny. Keeping her clients happy is what it is all about to this driven entrepreneur. Jenny comments, “I make friends with most of my clients and become very



“  
I would love  
to hike the  
Appalachian  
Trail one day.”



**A Supportive Family**

Jenny's family has been a huge support system for her, including her husband of 12 years, their son named Michael, and their two puggles named Camper and Hickory. "I've got a super supportive family. It is so important in this industry. I wouldn't be where I am today, without their unwavering support," raves Jenny.

**Final Thoughts**

Jenny England is a driven and focused real estate agent with a passion for quality deals and customer satisfaction. Her diverse background and strong work ethic have helped her overcome challenges and find success in her career. From being a haircolor specialist to becoming a real estate agent, she is committed to putting her clients first and exceeding their expectations. Jenny concludes, "I'm not happy unless I'm closing deals and exceeding my clients' expectations." That's what it's all about for this Agent to Watch.

close to them throughout the process. I have made many lifelong friendships."

**Hobbies**

When Jenny isn't working, she loves hiking. She comments, "My husband and I love hiking. We have gone on hiking trips to many national parks and taken a backpacking trip together. I would love to hike the Appalachian Trail one day." Setting aside three months to hike the trail might not be possible with her schedule, but she could do it in sections. Hiking is a pastime that she shares with her husband.

"That's one of the things we discovered we loved together," she smiles.

Other pastimes include weekly trivia nights with friends when her schedule permits. "I also used to build furniture and sell it too," she reminisces. "I absolutely loved doing it and would like to have more time to start that back up. Maybe that's the architecture side of me shining through." She loved piecing together furniture.

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# BIG BLUE MOVING



## ▶ sponsor spotlight

Written by **Elizabeth McCabe**  
Photo Credit: **Brenna Smith**

### Handling Heavy Lifting for Clients, One Satisfied Client at a Time!

**Dream it. Do it.** Evan and Nathan Thompson opened Big Blue Moving in 2018, making it the 14th branch of Wildcat Moving in Lexington. Launching a business that was warmly welcomed by the community was rewarding for this husband and wife.

The rave reviews from their loyal clientele speak volumes about the level of customer satisfaction who have given them over 4.9 stars with close to 1000 reviews to date. Customers notice the difference the professionals of Big Blue Moving make with every move.

This locally owned company prides itself on providing affordable and reliable moving services to the local community. Nathan is the Managing Partner of Big Blue Moving; Evan is the Marketing Director of Big Blue Moving as well as the Managing Partner for Big Blue Packing.

Big Blue Moving has grown exponentially since its inception, which is due to their exceptional customer service. The company started with just three trucks and has since grown to 16, with 75 employees in the summer and the capacity to handle up to 100 moves a week. Recently, Big Blue Moving completed construction of a new office on Dixie Highway in Florence, and is excited to have a larger facility to more effectively serve the community.



In addition to its core moving services, Big Blue Moving has also started several subsidiary companies, including Big Blue Packing, Big Blue Storage (with 125 storage units), Big Blue Pressure Washing, and Big Blue Clean Team, to offer customers additional services such as packing assistance, storage, pressure washing, and cleaning. Nathan explains, “We’ve moved to other services that can benefit someone with a new home or selling a home.” His customers couldn’t be happier about that.

#### Secrets to Success

What’s the secret to Big Blue Moving’s success? “Hard work,” says Nathan. His first year he put in 100 hours a week on average with only seven days off. “That had a huge part in getting us to where we are today.”

“Our employees also set us apart,” he says proudly. Big Blue Moving pays its employees more than any other moving company, which helps them recruit the very best movers in the area.

Customers also notice a difference in the professionalism of their employees as well as the affordable rates. Nathan says, “We have flat hourly rates that are prorated to the minutes. The only time customers are charged are when the movers are working for the customers.” There are also no hidden fees with Big Blue Moving, such as hidden fuel charges and an additional surcharge for over 50 boxes.



For more information, check out their website, [www.bigbluemovingky.com](http://www.bigbluemovingky.com).

“We are also a local company,” adds Nathan. “We live here and this is our community. We care about our reputation.” They are determined to do the best job possible for their customers and listen to feedback, positive and negative, to improve operations.

#### From the Fire Service to the Moving Industry

Nathan never thought he would own a moving company, but never say never. He was working for the Winchester Fire Department, east of Lexington, before changing careers. When he left to go to a different fire department, he decided to go into landscaping before being recruited to drive a truck for Wildcat Moving from his college friend, Raleigh Bruner.

“Two to three weeks turned into two to three months,” explains Nathan. “He talked me into a management position with Wildcat Moving and then a partnership position to start a moving company of my own.” Nathan couldn’t pass up the opportunity and has done remarkably well, surpassing the company’s projections. “We doubled every number that Raleigh gave me,” he says.

Now Nathan continues to support public service and military personnel. He comments, “We offer discounts for the fire departments, military personnel, and police departments. It’s always been my dream job to give back to the community.” Now he has the opportunity to do that.

Serving the public in the fire department has also shaped Nathan into the professional he is today. “I’ve taken a lot of pride in being able to be compassionate and empathetic to people in the fire service. Our job was to make the situation better and I was able to transfer that over to the moving industry and to our employees.” His employees approach moving with compassion, understanding that moving can be an incredibly stressful time and are polite,

personable and professional to all customers. His movers have even walked dogs, raked leaves, worked on cars (some movers are former mechanics), and helped out in any way that they could.

#### Partnering with Top Producers

Big Blue Moving also partners with 100 of the Top Producers in the Northern Kentucky and Cincinnati area. Nathan explains, “Anytime a real estate agent refers one of their clients to us, we give them a 10 percent discount off our hourly rate. We then send them the ‘A Team’ for the day. We send the best of the best crews.” Real estate agents also get priority scheduling.

Eager to expand their operations, Nathan and Evan are also looking for additional storage facilities in the Cincinnati and Northern Kentucky area that might be available for sale. If you know of any, please contact them at (859) 608-2583. They also plan on expanding Big Blue Moving to the Northern Cincinnati area with a satellite office in the near future.

#### For More Information

Big Blue Moving is a local success story that has grown from a small moving company to a major player in the moving industry with several subsidiary companies. The company’s success is due to its hard-working employees, transparent pricing policies, and commitment to giving back to the community. As the company continues to expand its services, it will undoubtedly continue to be a valued partner to the local community.

“What’s the secret to Big Blue Moving’s success? **HARD WORK.** That had a huge part in getting us to where we are today.”





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# TOP 150 STANDINGS

Individuals | By Volume Jan 1- April 30 as of May 3, 2023 at 10:31AM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	33	\$48,715,467
2	Scott A. Oyler	Coldwell Banker Realty	54	\$33,765,870
3	Brittney Frietch	BF Realty	53	\$19,176,248
4	Andrew Gaydosch	eXp Realty	56	\$18,840,600
5	Rick J. Finn	Coldwell Banker Realty	38	\$15,644,245
6	Ragan McKinney	Ragan McKinney Real Estate	73	\$15,290,895
7	Heather R. Herr	Private Real Estate Collection	40	\$15,156,700
8	Shelley Miller Reed	Coldwell Banker Realty	25	\$15,112,450
9	Walter B. Gibler	Coldwell Banker Realty	40	\$15,058,851
10	Peter D. Chabris	Keller Williams Seven Hills Re	62	\$14,092,655
11	Michael L. Murtland	Comey & Shepherd	30	\$13,658,472
12	Adam G. Marit	Real Link	41	\$13,592,277
13	Megan S. Stacey	Coldwell Banker Realty	29	\$13,179,358
14	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	35	\$13,033,530
15	Holly Finn	Coldwell Banker Realty	25	\$11,648,245
16	Amy Hackett Roe	Coldwell Banker Realty	20	\$11,476,850
17	Rakesh Ram	Coldwell Banker Realty	28	\$11,376,390
18	Tom Deutsch Jr.	Coldwell Banker Realty	51	\$11,260,301
19	Sue S. Lewis	Sibcy Cline	24	\$11,250,410
20	Andrea DeStefano	Sibcy Cline	18	\$11,209,359
21	Daniel Baron	Keller Williams Advisors	37	\$11,199,951
22	Cindy J. Shetterly	Keller Williams Distinctive RE	39	\$10,777,000
23	G. Tyler McConnell	Comey & Shepherd	27	\$10,672,472
24	Amy L. Markowski	Real Brokerage Technologies	46	\$10,591,885
25	Heather C. McColaugh	BF Realty	29	\$10,578,172
26	Kevin E. Hildebrand	eXp Realty	27	\$10,563,555
27	Angelo M. Pusateri	Comey & Shepherd	10	\$10,491,181
28	Linda T. Destefano	Sibcy Cline	16	\$9,268,690
29	Bob Dorger	Comey & Shepherd	13	\$8,788,431
30	Lee G. Robinson	Robinson Sotheby's Internat'l	8	\$8,675,000
31	Scott T. Ferguson	Keller Williams Advisors	27	\$8,673,200
32	Jennifer L. Day	Re/Max Preferred Group	63	\$8,536,193
33	Ryan Lara	eXp Realty	24	\$8,526,300
34	Robert Hines	Coldwell Banker Realty	13	\$8,286,220

Rank	Name	Office	Total	Volume
35	Kelly Pear	Comey & Shepherd	15	\$8,216,783
36	Robbie Dorger	Comey & Shepherd	11	\$8,166,931
37	Christopher Holtman	Real Link	25	\$8,164,415
38	Jack C. Hinckley	Coldwell Banker Realty	16	\$7,955,000
39	Deborah A. Martin	Keller Williams Advisors	12	\$7,913,106
40	Michael C. Hinckley	Coldwell Banker Realty	16	\$7,691,700
41	Ronald A. Bisher	Coldwell Banker Realty	22	\$7,479,300
42	Alexander Schafers	Re/Max United Associates	31	\$7,440,351
43	Jill O. Ferguson	Keller Williams Advisors	22	\$7,158,300
44	Suzette E. Waugh	Comey & Shepherd	8	\$7,135,431
45	Austin R. Castro	Coldwell Banker Heritage	16	\$7,001,500
46	Jack Vilaro	Huff Realty	5	\$6,930,000
47	Sue Andrews Wahl	Comey & Shepherd	25	\$6,908,550
48	Kimberly K. Mansfield	Keller Williams Advisors	27	\$6,759,750
49	John M. Bissman	Keller Williams Pinnacle Group	23	\$6,715,500
50	May Xuemei Wu	Comey & Shepherd	14	\$6,708,545

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# TOP 150 STANDINGS

Individuals | By Volume Jan 1- April 30 as of May 3, 2023 at 10:31AM

Rank	Name	Office	Total	Volume
51	Sue M. Miller	Comey & Shepherd	24	\$6,678,550
52	Helena F. Cameron	Sibcy Cline	15	\$6,529,500
53	Andrew H. Homan	Coldwell Banker Realty	13	\$6,482,900
54	Chris R. Waits	Sibcy Cline	18	\$6,365,785
55	Jamie Gabbard	Comey & Shepherd	21	\$6,281,600
56	Robert DiTomassi	Comey & Shepherd	11	\$6,209,824
57	Janelle A. Sprandel	Comey & Shepherd	18	\$6,137,613
58	William Draznik	Coldwell Banker Realty	18	\$6,127,291
59	Sarah A. Woody	Keller Williams Advisors	18	\$6,065,670
60	Regina M. Hamilton	Sibcy Cline	23	\$6,065,150
61	Michael W. Jordan	Jordan, Inc	16	\$5,912,000
62	Beth A. Brown Ciul	eXp Realty	18	\$5,888,300
63	Chris Nicholson	Comey & Shepherd	4	\$5,861,000
64	Flor D. McNally	Keller Williams Advisors	24	\$5,858,200
65	Mike Hildebrand	eXp Realty	17	\$5,851,005
66	Brice K. Allen	Coldwell Banker Realty	12	\$5,839,000
67	Amy Condorodis	Comey & Shepherd	5	\$5,823,038
68	Rick A. Hoeting	Hoeting, Realtors	11	\$5,801,900
69	Robert F. Stephens	Comey & Shepherd	7	\$5,755,000
70	Patrick J. Cagney	Coldwell Banker Realty	24	\$5,726,800
71	Lesli D. Norris	Coldwell Banker Realty	17	\$5,714,900
72	Kyria A. Graves I	Re/Max Preferred Group	19	\$5,696,235
73	Heather M. Stallmeyer	Coldwell Banker Realty	11	\$5,664,616
74	Elizabeth Gerbus Akeley	Comey & Shepherd	15	\$5,630,100
75	Gina A. Dubell-Smith	eXp Realty	11	\$5,608,000
76	Mitchell Ram	Coldwell Banker Realty	13	\$5,605,400
77	Mindy Baumann	eXp Realty	5	\$5,602,400
78	Evan Johnson	Cutler Real Estate	14	\$5,594,400
79	James Hurtubise	Keller Williams Advisors	25	\$5,541,650
80	Robert R. Smith	Coldwell Banker Realty	26	\$5,523,579
81	Mark Schupp	Star One Real Estate	20	\$5,512,700
82	Alicia J. Stoughton	Keller Williams Advisors	16	\$5,375,890
83	Barbara J. Browning	Coldwell Banker Realty	13	\$5,334,250
84	Donald M. Johnson	Cutler Real Estate	13	\$5,314,400

Rank	Name	Office	Total	Volume
85	Jon A. DeCurtins	ERA Real Solutions Realty	13	\$5,306,300
86	TJ J. Gausman	eXp Realty	15	\$5,283,000
87	Eric Surkamp	Comey & Shepherd	10	\$5,251,900
88	Patrick Lach	Sibcy Cline	3	\$5,250,000
89	Kristie Morris	Sibcy Cline	2	\$5,190,000
90	Laura Wogen	Coldwell Banker Realty	9	\$5,187,400
91	Rebecca A. Messenger	Comey & Shepherd	9	\$5,182,883
92	Lynn M. Schwarber	Comey & Shepherd	14	\$5,168,500
93	Darlene V. Todd	Comey & Shepherd	10	\$5,129,030
94	Brandi N. Howell	NavX Realty	23	\$5,106,349
95	Tina A. Burton	Sibcy Cline	15	\$4,991,050
96	Hossam Elsayed	Emerald Home Advisors	18	\$4,989,900
97	Robert J. Mahoney	Sibcy Cline	8	\$4,958,619
98	Ryan S. Riddell	Keller Williams Community Part	21	\$4,922,600
99	Anna S. Bisher	Coldwell Banker Realty	14	\$4,894,300
100	Michael L. Vazquez	ERA Real Solutions Realty	15	\$4,881,017

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# TOP 150 STANDINGS

Individuals | By Volume Jan 1- April 30 as of May 3, 2023 at 10:31AM

Rank	Name	Office	Total	Volume
101	Cheryl A. Ferry	Keller Williams Advisors	13	\$4,828,000
102	Monika Deroussel	eXp Realty	13	\$4,811,900
103	Amanda J. Pertuset	Coldwell Banker Realty	10	\$4,803,000
104	Marilyn J. Hines	Coldwell Banker Realty	1	\$4,750,000
105	Tiffany B. Allen-Zeuch	Sibcy Cline	11	\$4,725,000
106	Lanxi J. Song J	Keller Williams Seven Hills Re	14	\$4,714,400
107	Adam A. Schupp	Star One Real Estate	19	\$4,701,200
108	Heather Alley	Keller Williams Community Part	11	\$4,697,300
109	Debra LaFrance	Re/Max Preferred Group	9	\$4,693,500
110	Larry L. Thinner	Sibcy Cline	9	\$4,667,096
111	June M. Newman	Coldwell Banker Realty	7	\$4,659,900
112	Maura K. Cagney-Tipton	Coldwell Banker Realty	17	\$4,598,500
113	James E. Pitzer III	Coldwell Banker Realty	12	\$4,590,000
114	Tim Cottrill	Sibcy Cline	24	\$4,582,200
115	Lisa M. Phair	Coldwell Banker Realty	17	\$4,578,999
116	Amy D. Richard	Comey & Shepherd	24	\$4,565,700
117	Brynn Fossett	Comey & Shepherd	6	\$4,541,000
118	Jeri O'Brien-Lofgren	Sibcy Cline	11	\$4,539,400
119	Anne V. Bedinghaus	Coldwell Banker Realty	16	\$4,525,899
120	Nick G. Guetle	Cincinnati Boardwalk	14	\$4,493,900
121	Tyler R. Minges	Huff Realty	26	\$4,485,400
122	Poonam Bhardwaj	Coldwell Banker Realty	9	\$4,476,314
123	Nikki M. Hayden	Private Real Estate Collection	10	\$4,443,300
124	Brian P. Leisgang	Keller Williams Advisors	15	\$4,443,250
125	Scott Baker	Coldwell Banker Realty	9	\$4,436,141
126	Luke R. Luther	Keller Williams Seven Hills Re	4	\$4,374,959
127	Danny Bush	ERA Real Solutions Realty	12	\$4,366,500
128	Brett A. Keppler	TREO Realtors	16	\$4,359,300
129	Marc A. Cameron	Sibcy Cline	10	\$4,345,000
130	Lisa S. Morales	Coldwell Banker Realty	16	\$4,303,150
131	Ela Mildner-Shapiro	Sibcy Cline	6	\$4,275,000
132	Pam Steiner	Comey & Shepherd	7	\$4,267,500
133	Jeanne M. Rieder	Hoeting, Realtors	19	\$4,263,800
134	Ugandhar Garapati	ERA Real Solutions Realty	11	\$4,254,335

Rank	Name	Office	Total	Volume
135	David D. Dawson	Sibcy Cline	8	\$4,226,502
136	Jessica Bauer	Comey & Shepherd	15	\$4,204,700
137	Lindsay Spears	Re/Max Incompass	18	\$4,191,815
138	Cynthia Howard	Sibcy Cline	8	\$4,170,000
139	Jackie Quigley	eXp Realty	9	\$4,168,310
140	Brandi N. Srader Schildmeyer	Coldwell Banker Realty	7	\$4,146,750
141	Keith T. Taylor	Comey & Shepherd	15	\$4,134,700
142	Richard Davey	Comey & Shepherd	15	\$4,134,700
143	Patrick Gunning	Coldwell Banker Realty	6	\$4,104,250
144	Andrew D. Frietch	BF Realty	7	\$4,068,400
145	Tammy Thome	Century 21 Thacker & Assoc.	10	\$4,052,600
146	Carl F. Tuke	Sibcy Cline	5	\$4,029,900
147	Tami Holmes	Tami Holmes Realty	14	\$4,029,600
148	Nicole Holcomb	eXp Realty	14	\$4,026,800
149	Robert M. Collins	eXp Realty	12	\$4,025,322
150	Keli S. Williams	Sibcy Cline	9	\$4,025,000

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FAIRWAY  
Rate Rescue<sup>+</sup>



# Temporary Rate Buydowns

## A Powerful Option for Your Clients

With Fairway's Rate Rescue™, buyers can get a lower rate for the first one to three years of their mortgage. These seller- and/or buyer-funded\* interest rate buydowns can benefit both parties in the sale and purchase of a home.

### Benefits to the seller:

- Might mean less costs overall for the seller.
- May help avoid price reductions.
- May be a tax write-off.\*\*
- May foster goodwill in the process of selling the home.
- Makes the home more appealing to buyers.

### Benefits to the buyer:

- Save money up front when purchasing a home.
- A lower interest rate means a lower monthly mortgage payment.
- Use extra cash for other expenses.
- Unused funds will be applied as a loan principal reduction.

Contact us today to learn more.



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