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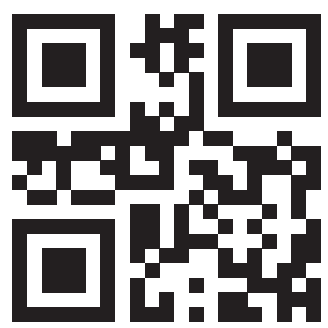


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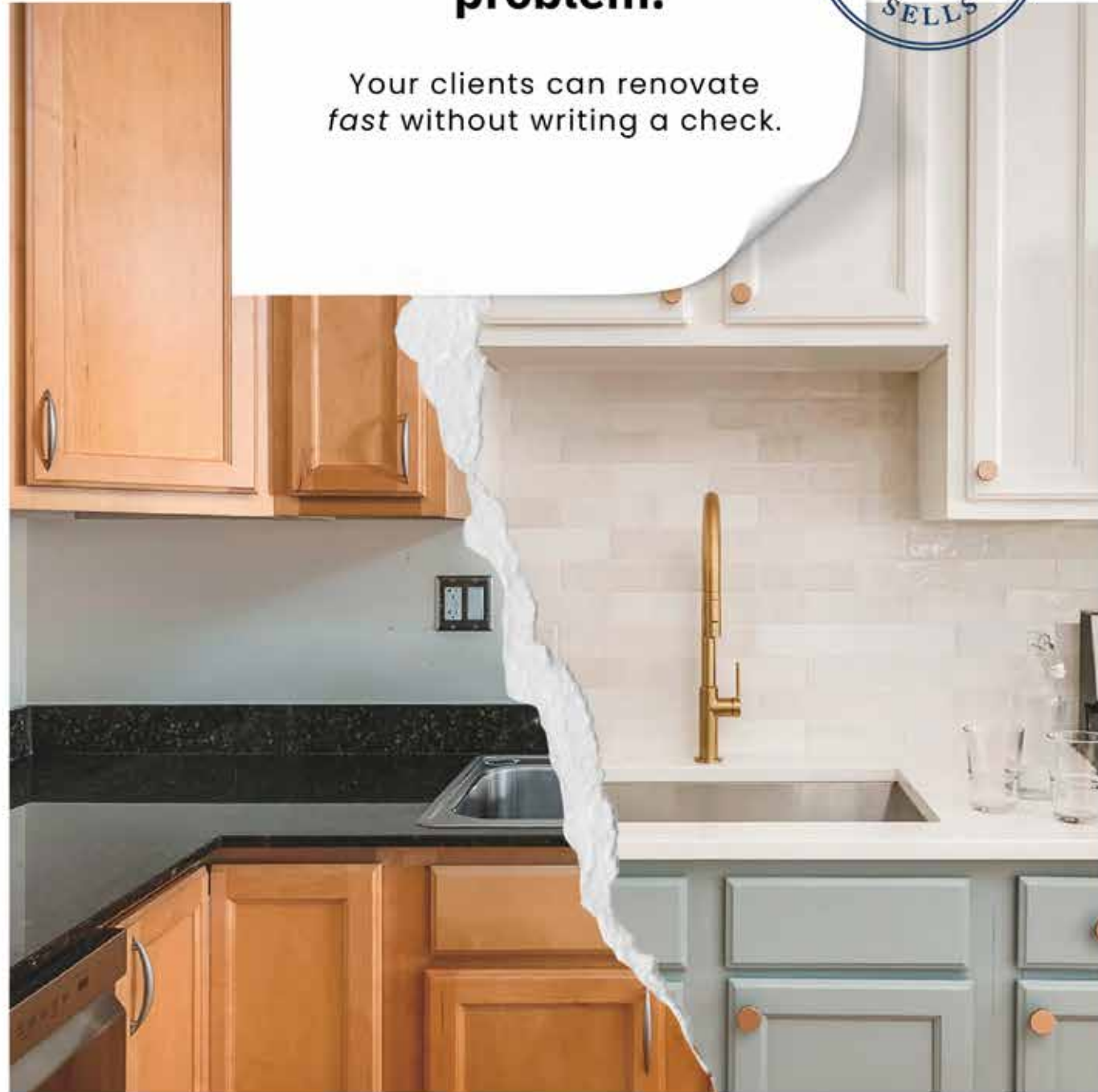
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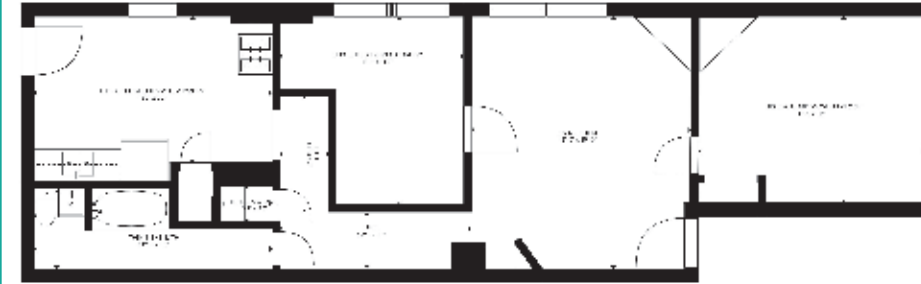
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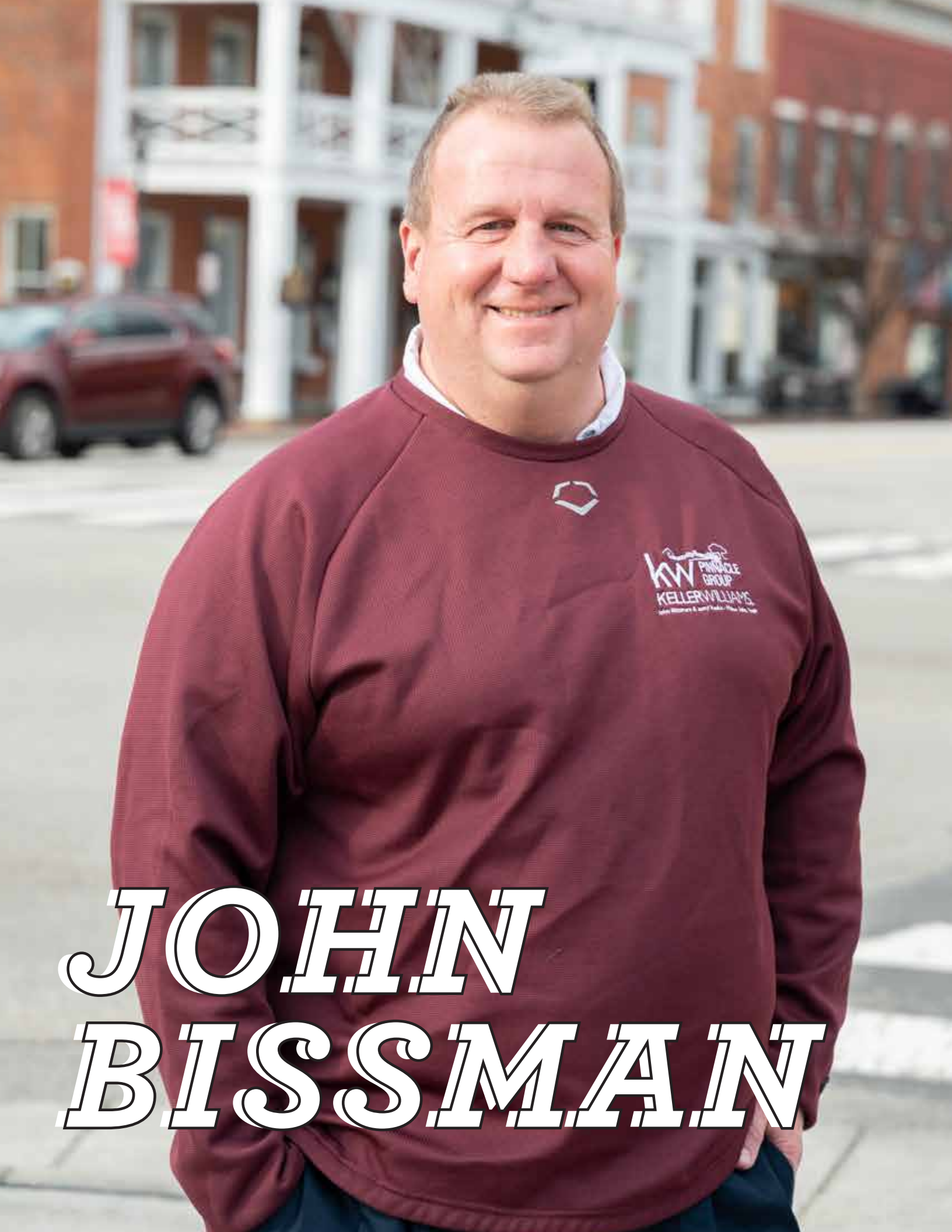
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JOHN BISSMAN



▶▶ cover story

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PLANTING SEEDS THROUGH REAL ESTATE

John Bissman has seen God’s hand at work throughout his life, leading him to a successful career running a real estate team. A hometown native, he grew up in Loveland, Ohio and has many fond memories of growing up in Cincinnati. He pursued a triple major in Finance, Marketing, and Accounting at the University of Cincinnati, where he met his wife.

After graduation, John worked at ADP at Bank One and was then hired at a computer training product company where he excelled. “I had unbelievable success,” says John. He grew that territory and was promoted and became an e-learning expert traveling across the US and working for various technology companies during the dotcom bubble.

After achieving considerable success in the corporate world, he felt God’s leading him to pursue a new path as a youth pastor at his church. Giving up a six-figure plus salary, John stepped out in faith after a mission trip, trusting that God would provide for his family including his new baby and wife. “God asked me to jump so I did,” he says.

“I served in youth ministry for over 6 years and developed a dedicated team and supportive infrastructure,” John recalls. Despite his desire to leave when changes took place in his church, he felt a strong sense that God was not yet releasing him from the role. However, six months later after a particularly difficult day, he found himself watching T.D. Jakes on TV and felt a clear message from God that it was

time to move on. The following day, John wrote his letter of resignation.

Not sure what was next, he started a web consulting and marketing company. God provided by selling a domain name he had purchased a while ago for \$25,000.

Later, a client recruited him to work as an e-commerce manager where he honed his online marketing skills. John went on to work for Wholesale Marine in Cincinnati and increased the company’s revenue from \$8 million to \$15 million within a year. A healthcare company soon came knocking and John saw it as a chance he “couldn’t pass up.”

Nine years ago, John was divinely warned that a change was coming and





“ THE CHALLENGE I HAVE IS A VISION TO GIVE AWAY A MILLION DOLLARS A YEAR. ”

was reminded of the parable of the sower, which he had frequently taught in the past. Despite being unsure of its significance, he was soon faced with a devastating loss. His father-in-law suffered a massive heart attack and, after a difficult decision, chose to turn off life support. During his final days, John's father-in-law was able to gracefully say farewell to those he loved and impart his blessings upon his family. At the moment of his passing, John observed his father-in-law's eyes lighting up as he saw Jesus.

The day after his father-in-law's passing, John had to be on a 9 a.m. conference call, where he learned that his job at the healthcare company had been eliminated due to downsizing. Despite the unexpected turn of events, John felt a sense of peace knowing that God was in control. He recalls God telling him, "You trusted Me before, I've got this."

During the time of his father-in-law's visitation, John's oldest son spoke about how his grandfather "planted a lot of seeds." This struck a chord with John, who recognized that his father-in-law was always sowing seeds of kindness and generosity, whether it was by offering Juicy Fruit gum or giving coins from his pocket.

Uncertain about his future, John was worried about how he would support his family. The suggestion to enter real estate came from several people, but John wasn't fully convinced. Despite the affirmations from others, he was still searching for a clear confirmation. Real estate is a challenging industry, with no benefits and a 100% commission structure. After much contemplation, John finally received the confirmation he was seeking. "My wife wasn't looking for a job and a recruiter for a Fortune 500 company came calling," he recalls. She was able

to work two days out of the home and one day at the office, with full health care! This confirmation offered a steady income and benefits for John's family, enabling him to concentrate on growing his real estate business.

John is a member of the Keller Williams Pinnacle Group and runs the Community Home Sales Team. John chose Pinnacle Group because his broker is a good friend and employee from the learning company days. Jeff Marmer was key to John's success, answering a relentless amount of questions, and providing encouragement and coaching. John succeeded as a single agent, but really wanted to find a better work-life balance and realized a partner could help facilitate that.

In 2015, the Community Homes Sales Team was co-founded with veteran agent Jerry Marks. Together, John and Jerry aimed to create a team

model that accommodated both full-time and part-time agents, while still allowing for a balanced personal life. Their vision was to create a team in which agents could run their own business within the larger team business and adapt to each agent's individual business plan. This concept proved successful, and their business grew rapidly, leading John to expand into commercial real estate and become the leading KWLand agent in the region. In 2022, Jerry retired from the running of the business, but is still an agent on the team. John notes that Jerry was a crucial factor in the team's success and a valuable source of ideas and input.

Bountiful Blessings

"I never expected to be where I am," admits John. Owning multiple properties including the Bissman Building where the real estate team resides, and having the success that he has now is one of God's blessings. In everything I do, the goal is to "plant seeds" and help others. To that end, we have been able to host first responder cookouts, sponsor local events and teams and offer our moving truck to ministries including delivering over 500 turkeys this Thanksgiving!

"My main drive is to help people," says John. "I achieve this through my team, and I am passionate about helping real estate agents succeed. Additionally, I have the opportunity to do the same for small businesses."

John is quick to offer to pray with people including his clients, agents, and business owners, an action that God put on his heart. Now many agents on his team have followed in his footsteps, praying with clients. It touches his heart every time. "We get to serve people and serve God."

The Bissman Building serves as a hub for many local businesses that contribute to the community. Its flagship tenant is Coffee Caravan, which provides coffee while employing adults with special needs. John has also attracted other real estate-related companies such as lenders, vendors, insurance agents, and sign



companies to work in the building, creating a synergistic environment.

John currently manages a team of 12 agents, with 6 more in the process of obtaining their licenses. Together, they completed over 150 transactions last year. Tiffany Bruning serves as the Director of Operations and Team Leader, while John's oldest son, John Thomas Bissman, is in the process of getting his real estate license and serves as the Director of Social Media and Database Marketing.

Family Focused

When John isn't working, it's all about family. He is married to his wife Melinda and they recently celebrated their 30 years of marriage. They are blessed with three children, John Thomas, Ryan, and Alexandra.

In his free time, John enjoys skiing, sailing, and boating. He says, "I love doing whatever God asks us to do." He and his wife are active at church, love to travel, and love to help people. He loves to work hard and play hard.

John currently serves on the board at Lebanon Christian Schools and for A Child's Hope International.

What's next for John? "The challenge I have is a vision to give away a million dollars a year. I don't even make that much money," he says. However, he is working on a creative way to make that a reality through tithing and tax deductions, encouraging other members of his team and business owners to do the same. Impact is what John is all about and he's doing that each and every day as a Top Producer.

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▶ REALTORS® to watch | Written by Elizabeth McCabe | Photo Credit: Tim Corbett-Spanagel

“He who is not courageous enough to take risks will accomplish nothing in life.” – Muhammad Ali

“Every rich man started in real estate,” says REALTOR® Firas Asha. He works with his business partner Nicole Holcomb on The Bold Real Estate Team with eXp Realty.

Firas got his start investing in real estate, building a nice portfolio, and owning a few businesses. When he had so many deals waiting for real estate agents, he decided to become a REALTOR® himself. He also likes to help people achieve their home ownership goals.

“I like to start people on the journey,” he says. He also helps investors start to build wealth by purchasing investment property.

Nicole had a different path to real estate. She shares, “I was a professional athlete until Covid.” When Covid put everything on hold, she switched from being a Crossfit athlete (competing internationally) to real estate. Before switching careers, Nicole was scheduled to compete in Germany. Not competing put a halt to her career, especially since she was supported through sponsorships. “I was in my 30s,” she says. She recognized it as her time to start a new chapter in life.

Starting on a team for a year, she learned a lot about investment properties and rehabs. “I learned as much as I could,” she says. A year ago, she joined forces

with Firas to form The Bold Real Estate Team. United by their drive, determination, and love of fitness, Firas and Nicole are a dynamic duo.

Last year, they had a sales volume topping 16 million dollars with more to come this year.

Blazing Their Own Trail

Firas, who has been a REALTOR® since 2019, enjoys that real estate is his own business. He enjoys being his own boss. He excels in negotiating and getting the best value



•••

for the money for his clients. Nicole enjoys doing tasks and gets them done with precision and accuracy.

“I’m really into investor relations, managing properties while people are away,” she explains. She has connections with contractors and uses her network to help her clients. For first-time home buyers, she enjoys teaching them about the process with her care and concern.

Thriving under Pressure

Both Firas and Nicole are passionate about real estate. Firas says, “I thrive on deals. That’s what keeps me alive. It gives me a different kind of energy.” Nicole adds, “Firas thrives under pressure.” In the investment side of real estate, things move quickly. Stopping what you are doing to show houses, write contracts, and negotiate is what it’s all about for Firas and Nicole.

With a lot of money on the table, it can be stressful. Their clients trust them to get it done. “It’s a lot of pressure, but we both thrive under pressure,” says Firas. After a year working together, they have decided to focus on the investment world to cater to their clients.

“We both came to the understanding that this is the direction that we want to take our company,” says Nicole. They have half of their clients focusing on investment property with several repeat clients doing multiple deals, whether in a month or a year. As Firas says, “When you go for Firas or Nicole, you always come back.”

Exceeding Expectations

When it comes to exceeding expectations, The Bold Real Estate Team delivers. Nicole says, “We offer really great customer service from start to finish.” From helping source contractors to having knowledge about

investment properties, Firas and Nicole help their customers in any way that they can.

They build long-term relationships with their customers, stand up for their best interests in transactions, and also excel behind the scenes. They run as smoothly as possible, never missing a deadline with their attention to detail.

Outside Interests

When not working, Firas enjoys spending time with his two children, Lillian (13) and Sarah (6). As for Nicole, she enjoys spending time with her partner. “Her name is Sam and we have two wonderful puppies, Ted and Groot.”



“ I THRIVE ON DEALS. THAT’S WHAT KEEPS ME ALIVE. IT GIVES ME A DIFFERENT KIND OF ENERGY. ”

“ I’M REALLY INTO INVESTOR RELATIONS, MANAGING PROPERTIES WHILE PEOPLE ARE AWAY. ”

”



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Both Firas and Nicole have a passion for working out. Nicole, who used to take phone calls while walking or pedaling on a bike, thrives on an active lifestyle. “To focus, I have to move,” she says. She also likes nutrition and eats as healthy as possible.

Together, they work on their first Airbnb, which will be launching in the beginning of the spring. Nicole spends a lot of her time there, getting it ready for guests.

Staying Motivated

“If you want something you have never had, you have to do something you’ve never done before,” says Firas. Nicole, who is used to training 8 hours a day as an athlete, uses that same mentality in real estate. She pushes through obstacles to arrive at the closing table. She and Firas genuinely love what they do, making real estate an ideal job for this dynamic duo. They are making clients’ dreams come true, one home at a time in Cincinnati.



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▶ on the rise REALTOR®

Heather MCCOLAUGH

Written by Elizabeth McCabe
Photo Credit: Brenna Smith

Never give up. REALTOR® Heather McColaugh knows the value of perseverance.

“I have had some giant hurdles to overcome in my life,” she says. “The doctors told my parents to abort me - my mom had taken a lot of vaccines to move overseas to Japan and didn’t know she was pregnant with me.”

Heather overcame the odds, a theme that resonates throughout her life. She struggled with infertility and lost three possible placements in the adoption process. She then went through a divorce and was a single mom for a while.

“I’ve been through a lot and there isn’t a day that I’m not thankful for my three kids, two stepkids and an amazing husband,” smiles Heather. “In the Bible there is a verse that I think embodies the past 5 years of my life. It is the Aramaic phrase Jesus said when He caused a little girl to rise from what her parents thought was death. He said ‘Talitha Koum’ and it means ‘rise up, little girl.’ I think this has defined how I have lived through my divorce and career change - get off your feet, get your big girl pants on and do the thing.”

Sensational in Sales

Sales come naturally to Heather. She comments,

“I have been in sales for 23 years since I graduated from Indiana University

Kelley School of Business in 2000. I have sold everything from copiers and fax machines to pharmaceuticals and earned the use of a pink Cadillac as a Mary Kay Sales Director.”

Why not sell homes? After all, Heather has always been interested in all things interior design.

Her love for homes was only one factor that led her to real estate. “I also have two boys with special needs who require a special flexible lifestyle,” says Heather. This Top Producer has always been obsessed with all things home décor, even having a decorating business for about 3 years that she did on the side.

A New Beginning

“After coming out of my divorce 5 years ago, I realized I was a force to be reckoned with and with the support of my (new) husband Justin, I catapulted myself into this industry and haven’t glanced back since,” explains Heather.

Heather got her real estate license about 10 days after she returned from her honeymoon. A go-getter,



•••

she was studying for her test on the elliptical each morning in the Dominican Republic, and she got her license in August 2021 when she started her new adventure with the Brittney Frietch team and has been there ever since.

Brittany got her broker's license in the summer of 2022 and Heather picked up speed even more since the birth of BF Realty in downtown Loveland. Part of Heather's ability to perform at this level is knowing Brittney and Drew support her in all she does and in turn, her loyalty will never waver. Heather exudes joy in having such a tremendous partnership with them - her commitment to them and the brokerage is steadfast.

"In fact, I sort of hired myself," she adds. "Brittney and Drew were on a family vacation in Alaska and I called Brittney while she was on top of a glacier and told her I was joining her team." When Heather wants something, it is no longer a dream or a goal. "It is my new reality," she says.

Heather describes herself as a bulldog. She explains, "Once I get an idea or a plan, there is literally no shaking it out of me. Like a dog won't let go of his bone, I will not back down until I see it through."

Making Her Mark

Through January 2023, Heather has closed 28.5 million dollars with 19.5 million dollars in 2022.

What's the secret to her success? "I don't do anything small," smiles Heather. "When I get into something, I'm obsessed with it."

She has high hopes for 2023. "My goal is 35 million in 2023 and I want to help 100 families buy and sell homes. I also want to be in the top 100 producers in Cincinnati," she says.

"This past year has been all about establishing who I am and how I'm different from the other 7700 agents in the Cincinnati area," explains Heather. She specializes not necessarily in geography, but in life situations. Most people know that she loves to represent women in the midst of a divorce. "I love walking her through the process and getting her to the other side. Building her confidence and being able to empathize motivates me so much," she shares.

Heather also has an SRES designation and is passionate about helping seniors move from one chapter of life to the next. Given her experience in pharmaceuticals and hospice, Heather understands all the layers of complexity seniors are facing and has a heart to help them in the midst of life's transitions. "I love to help the family move their loved one from their home into a location that is better able to support them as they age," she says.



Making Memories with Family

Family comes first to Heather. She says, "I was blessed to adopt my three children at birth and they are the greatest loves of my life. We now have a blended family and my husband Justin and I together raise five children and two crazy dogs in Loveland."

Heather has three children, Will (13), Caroline (11) and Parker (9), and Justin has two children as well, Lily (13) and Rocco (9). "We have a revolving door at our home and I am happiest when they are all under our roof at the same time," she says.

Although they realize that life is never calm, Heather jokes that they have learned to thrive on total chaos. "I love that we are both self-employed and can schedule our professional lives around our kids and the needs and activities they have," she says.

Heather's parents reside in Fishers, Indiana and Justin's mom lives in Xenia. "We are blessed to have them relatively close to us and take every opportunity we can to spend time with them," says Heather.

Popular Pastimes

When not working, Heather likes to unwind by running. Every morning since she was 19, she wakes up and runs 8 miles. "This allows me to think, pray, and the hum of the treadmill puts me into a zone that allows me to relax. I have ADHD and my brain is constantly moving ... when I run, I am able to calm my mind. My family knows not to even try and have an important conversation with me until I've had my 'me' time," she says.

Other pastimes include shopping and hunting for good deals. Heather loves a good clearance sale and digging around shelves at Hobby Lobby and Home Goods makes her so happy. "I am also completely obsessed with Clothes Mentor; it's the only place I go to shop. I go into another orbit and just start throwing dresses into my cart ... it is one of the most therapeutic ways for me to spend an hour," jokes Heather.

This Top Producer is as real as it gets. A genuine individual, Heather has no problem letting people see her in the throes of disciplining her kids without a trace of makeup on and hair in a messy bun in the middle of the toothpaste aisle at Target. She laughs as she thinks of all the times her youngest has caused great commotion in that store.

She has never met a stranger and takes life by the horns. "I still use a paper daytime planner," says Heather.



“
Once I get an idea or a plan, there is literally no shaking it out of me.”

“If it's not written down in front of my face, I will never possibly remember it.”

A Bright Future

Heather has overcome the odds, rising above her circumstances and making a name for herself in Cincinnati real estate. Her future looks bright with her drive, determination, and optimistic outlook.



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Do you ever wish you had more hours in your day? Or do you dream of someone else handling your paperwork so you can focus on your clients? Or perhaps you want to go on vacation and relax, knowing that all your transactions are handled. If so, be sure to consider Agents Plus 1. This local company has been helping REALTORS® for the past 2 years, making their lives easier so they can maximize their productivity.

“I fell into the business by accident,” says Maria Carmosino, owner of Agents Plus 1. “I was newly licensed and my friend was also newly licensed.” When her friend asked for help with the transaction and agreed to pay for it, Maria said yes. As she says, “Selling houses is the hard part, but this is the easy part.” Little did she know that this was the birth of her business.

“Another REALTOR® that we worked with – a mentor – was also in need of some help as well,” recalls Maria.

“ WE SAY YES UNTIL WE CAN'T SAY NO. OUR BIGGEST ASSET IS OUR ATTITUDE. ”

•••

“The business snowballed from there. I fell in love with this side of it.”

About the Business

Agents Plus 1 is full-service transaction coordination for REALTORS®, doing everything from open to close. Maria works with two other transaction coordinators (with soon to be three) and an operations manager.

Maria and her team cater to their clients with their attention to detail, ability to get the job done, and their desire to help REALTORS®. She explains,

“We say yes until we can’t say no. Our biggest asset is our attitude. We are in the business to make the lives of our REALTORS® easy.”

The professionals at Agents Plus 1 do everything they can to help REALTORS® reach their goals. As Maria says, “It’s not a transaction; it’s a relationship, and we strive to keep our relationship strong.”

A Simple Process

The process of working with Agents Plus 1 begins with a simple phone call. Learn about what Agents

Plus 1 has to offer and how they can make your life easier. “We also talk about what we need from them – next steps – and see if they have anything personalized to their business, such as signatures or templates,” explains Maria.

Once a property goes under contract, Maria and her team put all the information in their system and notify all parties, including the title company and everyone involved in the contract. After sending out email notifications, compliance paperwork then takes place.

They review contracts and paperwork, coordinate with all parties, relay updates and track progress, and securely handle and deliver documents.

Save Time

What makes Agents Plus 1 popular with agents is that by utilizing their services, they can save valuable time. Maria says, “When



...

you bring a transaction coordinator into the picture, you are initiating opportunity and possibly new clients as well. Research shows that when you have a transaction coordinator, you're saving 10-15 hours per transaction."

Instead of doing paperwork, REALTORS® can work with their clients, secure new listings, or just enjoy more work-life balance. They also enjoy less stress.

"It makes my entire day when someone tells me, 'I don't know how we did this without you.' People don't know how much they need us until they have us," explains Maria. REALTORS® don't have to worry about sending documents, keeping everyone informed about the status of a transaction, or more.

"We work with teams and individual agents. Some agents prefer their own in-house TC but what they don't realize is that we can take on that additional expense and time of managing the TC," says Maria. Let Agents Plus 1 do the training, the managing, and the paycheck. "We can dedicate one single TC to their business so they have a TC with no worry about payroll or management or hiring or firing."

Agents Plus 1 also does vacation coverage. REALTORS® can relax, knowing that Agents Plus 1 has everything covered.

Going Above and Beyond
Agents Plus 1 goes above and beyond for their clients. They have been known to go to closings, pick up closing gifts, and more. As Maria says, "It's not just submitting paperwork to the broker for compliance." Our goal is to be a



“IT MAKES MY ENTIRE DAY WHEN SOMEONE TELLS ME, ‘I DON’T KNOW HOW WE DID THIS WITHOUT YOU.’”

one-stop shop for our agents. We have packages that can extend into social media posts and email campaigns. "We can help with Instagram and Facebook," explains Maria. They also have database management, including uploading files and tagging prospects which can be added for an additional fee if needed.

Tasting Sweet Success

"I just love helping people succeed," smiles Maria. Knowing people's goals and helping them accomplish them is very gratifying. This entrepreneur found her passion and heart's desire to help others, loving every second of it.

For More Information:
Agents Plus 1
<https://agentsplus1.com/>



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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Jan 31 as of February 1, 2023 at 1:26PM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	7	\$12,618,962
2	Andrew Gaydosh	eXp Realty	13	\$5,044,300
3	Ryan Lara	eXp Realty	5	\$4,482,900
4	Andrea DeStefano	Sibcy Cline	5	\$4,073,959
5	Chris Nicholson	Comey & Shepherd	1	\$4,000,000
6	Rakesh Ram	Coldwell Banker Realty	8	\$3,982,390
7	Jennifer L. Day	Re/Max Preferred Group	26	\$3,462,593
8	Tom Deutsch Jr.	Coldwell Banker Realty	15	\$3,258,700
9	Heather R. Herr	Private Real Estate Collection	11	\$3,255,400
10	Ragan McKinney	Ragan McKinney Real Estate	17	\$3,203,800
11	Brittney Frietch	BF Realty	7	\$2,972,400
12	Scott A. Oyler	Coldwell Banker Realty	6	\$2,789,455
13	Monika Deroussel	eXp Realty	7	\$2,564,900
14	Daniel Baron	Keller Williams Advisors	8	\$2,495,500
15	Walter B. Gibler	Coldwell Banker Realty	6	\$2,426,500
16	Jamie Gabbard	Comey & Shepherd	9	\$2,307,000
17	Peter D. Chabris	Keller Williams Seven Hills Re	11	\$2,226,750
18	Deborah A. Martin	Keller Williams Advisors	3	\$2,175,000
19	Celia B. Carroll	Sibcy Cline	2	\$2,155,000
20	Sandra L. Burkhart-Williams	Huff Realty	6	\$2,132,800
21	Heather C. McColaugh	BF Realty	5	\$2,100,900
22	Tina A. Burton	Sibcy Cline	6	\$2,061,250
23	Lisa M. Speer	Coldwell Banker Realty	4	\$2,004,000
24	Cindy J. Shetterly	Keller Williams Distinctive Re	9	\$1,966,300
25	Monica Weakley	eXp Realty	2	\$1,960,000
26	Bob Dorger	Comey & Shepherd	2	\$1,935,500
27	Micki Steinmetz	Coldwell Banker Realty	5	\$1,869,900
28	Janelle A. Sprandel	Comey & Shepherd	7	\$1,855,900
29	Kevin E. Hildebrand	eXp Realty	7	\$1,829,200
30	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	4	\$1,812,380
31	Marcia Greenwald	Sibcy Cline	4	\$1,740,000
32	Doris Kitchen	Re/Max Results Plus	2	\$1,640,000
33	Shane Ogden	Re/Max Local Experts	6	\$1,617,900
34	Sue Andrews Wahl	Comey & Shepherd	7	\$1,612,500

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Rank	Name	Office	Total	Volume
35	Michael W. Jordan	Jordan, Inc.	3	\$1,595,000
36	Mitchell Ram	Coldwell Banker Realty	3	\$1,539,900
37	Mark Schupp	Star One Real Estate	4	\$1,535,800
38	Beth A. Brown Ciul	eXp Realty	3	\$1,535,000
39	Nathan Comisar	Sibcy Cline	4	\$1,524,500
40	Eric Lowry	eXp Realty	5	\$1,497,300
41	Adam M. Wald	eXp Realty	5	\$1,497,300
42	Jon A. DeCurtins	ERA Real Solutions Realty	4	\$1,453,500
43	Luke R. Luther	Keller Williams Seven Hills Re	1	\$1,445,959
44	Gregg Russell	Paul Howe Realty	5	\$1,399,500
45	Carmen D. Baird	Huff Realty	4	\$1,387,500
46	Sue M. Miller	Comey & Shepherd	6	\$1,382,500
47	Dawnitta R. Ollis	Plum Tree Realty	4	\$1,375,491
48	Patrick J. Cagney	Coldwell Banker Realty	5	\$1,371,400
49	Pamela S. Socha	Keller Williams Pinnacle Group	4	\$1,353,000
50	Diane Tafuri	Sibcy Cline	1	\$1,330,000

Rank	Name	Office	Total	Volume
51	Chip S. Browne	eXp Realty	3	\$1,316,190
52	James E. McNally III	Keller Williams Advisors	5	\$1,314,900
53	Flor D. McNally	Keller Williams Advisors	5	\$1,314,900
54	Regina M. Hamilton	Sibcy Cline	4	\$1,306,500
55	Kristin Steinmetz	Coldwell Banker Realty	4	\$1,280,000
56	Paddy A. Ward	Comey & Shepherd	2	\$1,263,500
57	Hillary Justice	Private Real Estate Collection	3	\$1,254,000
58	Deborah Harmer	eXp Realty	3	\$1,250,000
59	Ronald A. Bisher	Coldwell Banker Realty	4	\$1,245,000
60	Kelly Pear	Comey & Shepherd	3	\$1,235,718
61	Melissa B. Hilvert	Comey & Shepherd	3	\$1,225,000
62	Bishnu L. Kharel	Re/Max Preferred Group	6	\$1,206,500
63	Rodney Muterspaw	Berkshire Hathaway HomeService	5	\$1,204,400
64	Erica Monahan	Comey & Shepherd	4	\$1,189,950
65	Chris R. Waits	Sibcy Cline	3	\$1,179,685
66	Raul Pulido	Re/Max Preferred Group	6	\$1,170,300
67	Andrew J. Buckley	Star One Real Estate	2	\$1,170,000
68	Brittney Lovdal	Keller Williams Advisors	4	\$1,139,500
69	Lynn M. Schwarber	Comey & Shepherd	3	\$1,137,500
70	Megan S. Stacey	Coldwell Banker Realty	4	\$1,131,000
71	Jillian Seiler-Kaminski	Comey & Shepherd	3	\$1,125,000
72	William Draznik	Coldwell Banker Realty	5	\$1,124,000
73	Amy M. Broghamer	eXp Realty	4	\$1,115,000
74	Larry L. Thinnes	Sibcy Cline	3	\$1,104,066
75	Brittany Bush	Comey & Shepherd	2	\$1,100,000
76	Timothy M. Dirr	Re/Max Preferred Group	2	\$1,100,000
77	Ela Mildner-Shapiro	Sibcy Cline	1	\$1,100,000
78	Candace N. Burton	Sibcy Cline	3	\$1,092,000
79	Wayne R. Milam	eXp Realty	3	\$1,090,000
80	Christopher J. Hoffman	Re/Max Results Plus	2	\$1,090,000
81	Christina L. Krieger	Alegna Realty	4	\$1,085,000
82	Angela M. Ford	Alegna Realty	4	\$1,085,000
83	Leah Slicer	Coldwell Banker Realty	4	\$1,082,700
84	Austin R. Castro	Coldwell Banker Heritage	2	\$1,068,000

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Rank	Name	Office	Total	Volume
85	Andrew J. Childs	Coldwell Banker Realty	3	\$1,063,800
86	Priya Sangtani	Comey & Shepherd	3	\$1,057,000
87	Carrie McVicker	Coldwell Banker Realty	4	\$1,055,000
88	Tom Canning	Comey & Shepherd	3	\$1,047,000
89	Sarah Poe	eXp Realty	4	\$1,045,000
90	Shawn Bosse	Coldwell Banker Realty	4	\$1,042,500
91	Annette M. Pegis	Comey & Shepherd	3	\$1,038,000
92	Jacqueline R. Ober	eXp Realty	4	\$1,034,500
93	Gina A. Dubell-Smith	eXp Realty	4	\$1,028,000
94	Sandra L. Peters	Comey & Shepherd	1	\$1,025,000
95	Crystal G. Johnson	Huff Realty	1	\$1,025,000
96	G. Tyler McConnell	Comey & Shepherd	4	\$1,020,000
97	Tammy Girdler	Sibcy Cline	2	\$1,010,000
98	Stefanie A. Creech	Comey & Shepherd	3	\$1,008,515
99	Joseph Weiner	Coldwell Banker Realty	2	\$1,004,000
100	Mike Wall	eXp Realty	5	\$1,002,000

Rank	Name	Office	Total	Volume
101	John J. Harrison	Endurance Realty & Investments	2	\$1,000,000
102	Nancy C. Stewart	Jordan, Inc.	1	\$1,000,000
103	E. Anne Haye	Agora Realty Group	2	\$995,000
104	Maura K. Cagney-Tipton	Coldwell Banker Realty	4	\$992,400
105	Carolyn Loewenstein	Re/Max Preferred Group	2	\$980,000
106	Michael Sturgis	Coldwell Banker Realty	3	\$979,900
107	Tressa K. Ellis	Keller Williams Advisors	3	\$979,300
108	Daniel M. Hendricks	Keller Williams Advisors	4	\$948,000
109	Robin N. Glace	Berkshire Hathaway HomeService	3	\$946,500
110	Gregory R. Unthank	eXp Realty	4	\$945,000
111	Kimberly A. Mercurio	Re/Max United Associates	2	\$941,500
112	Robert Brocker III	Huff Realty	2	\$940,000
113	Christina Grooms	Coldwell Banker Realty	4	\$936,900
114	Mike Hildebrand	eXp Realty	4	\$936,200
115	Kyria A. Graves I	Re/Max Preferred Group	4	\$933,000
116	Laurie M. Marra	eXp Realty	4	\$926,000
117	Kelly Gabbard	Coldwell Banker Realty	1	\$924,900
118	Dawn Isenhower	Sibcy Cline	4	\$922,700
119	Debi L. Gerbus	Comey & Shepherd	4	\$915,600
120	Elizabeth Gerbus Akeley	Comey & Shepherd	4	\$915,600
121	Robert Hines	Coldwell Banker Realty	1	\$915,055
122	Robbie S. Schlager	Sibcy Cline	1	\$915,055
123	Lisa M. Phair	Coldwell Banker Realty	3	\$915,000
124	Tim Cottrill	Sibcy Cline	3	\$894,500
125	London N. Dewey	Coldwell Banker Realty	3	\$894,000
126	Nicholas Binkley	Comey & Shepherd	1	\$890,500
127	Kelly Weir	Keller Williams Pinnacle Group	2	\$885,000
128	Douglas C. Hunter	Blue Vista Realty	4	\$884,300
129	Kathie L. Smith	Sibcy Cline	2	\$883,800
130	Tyler Dietz	Keller Williams Seven Hills Re	5	\$877,750
131	Terri Glenn	Century 21 Thacker & Assoc.	2	\$877,400
132	Andrew H. Homan	Coldwell Banker Realty	3	\$877,100
133	Christopher Parker	Re/Max Incompass	3	\$876,700
134	Jessica Bauer	Comey & Shepherd	2	\$870,000

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Jan 31 as of February 1, 2023 at 1:26PM

Rank	Name	Office	Total	Volume
135	Amy Hackett Roe	Coldwell Banker Realty	3	\$868,250
136	Sandy Carter Hall	Sibcy Cline	2	\$865,000
137	Julie Stratman	Comey & Shepherd	2	\$862,500
138	William E. Gabbard Jr.	Howard Hanna Real Estate Serv.	5	\$855,000
139	Kathy Clapp	Coldwell Banker College R.E	3	\$855,000
140	Debra Wright	Re/Max Preferred Group	1	\$850,000
141	Brendan S. Morrissey	Sibcy Cline	1	\$850,000
142	Greg Morgan	Comey & Shepherd	5	\$849,800
143	Brian Revallee	Re/Max Alpha Real Estate	3	\$848,000
144	Melissa R. Stone	eXp Realty	3	\$845,000
145	Matthew Sadler	Keller Williams Community Part.	2	\$845,000
146	Mary L. Johnson	Realty First	3	\$843,750
147	Victor C. Godbey Jr.	Sibcy Cline	6	\$840,000
148	Jen D. Hemmelgarn	Sibcy Cline	3	\$836,000
149	Michael L. Murtland	Comey & Shepherd	3	\$835,000
150	Ray E. Collier Jr	Comey & Shepherd	2	\$832,000



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The Capuano Team is proudly celebrating 25 years of serving the real estate community, home buyers and sellers in the Cincinnati area. Our commitment to ensuring confident home ownership inspires the work we do every day. It's a true privilege to have earned your trust and we will always work to maintain it.

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513-771-6689
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Bethany L. Ritchey
Branch Manager • NMLS 1809077
513-520-1594
bethany.ritchey@fairwaymc.com



Marcy Knue
Branch Manager • NMLS 201497
513-344-5653
marcy.knue@fairwaymc.com

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