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**TOP 150
STANDINGS**

COVER STORY:

Scott and Jill Ferguson
with Keller Williams Advisors

REALTOR[®] OF THE YEAR:

Andrew Hersey

ON THE RISE:

Sarah Crabtree

SPONSOR SPOTLIGHT:

Fairway Mortgage

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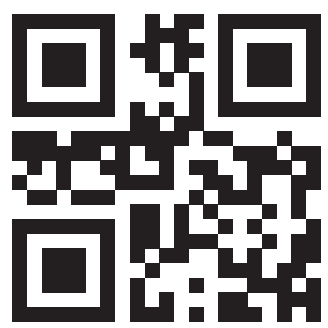
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meet **SCOTT** and **JILL** **FERGUSON** SPOUSES WHO SELL HOUSES WITH **KELLER WILLIAMS** **ADVISORS**

REAL ESTATE Is Their Second Career!

“I love meeting people, selling houses, and having fun,” says Scott Ferguson. He works with his wife Jill as Spouses Who Sell Houses with Keller Williams Advisors.

Following Their Dreams

Jill, who grew up in Oakwood in Dayton, originally wanted to be a tennis pro. “Sadly, I didn’t have the talent for that,” she says. At the age of 10, she decided to find a more traditional career path.

Interestingly, Jill’s father had a brokerage in the ‘70s and a mortgage company as well. In the ‘90s, Jill worked as a mortgage processor and operations supervisor after graduating from college. “I worked for a title company and was a loan officer as well,” she reflects. “Then I went into IT.”

A Clemson graduate, Jill served as a project manager for 20 years for large companies in Dayton and Cincinnati. Jill was looking for a change of pace. She turned to Scott, who led a desktop IT department at a leading hospital, for inspiration.

Jill explains, “Scott had been in real estate in the ‘90s for 5-6 years and always liked it. He talked about it and was getting burnt out by IT and the long hours.” He loved houses and decided to follow his passion.

A change of career was the logical next step. Scott transitioned to real estate in early 2016 with the encouragement of Jill. She followed in his footsteps 6 months later. Both had IT backgrounds, which was an asset in real estate.

“I never thought I would leave project management and go into real estate full-time,” admits Jill. But she was glad that she did. She transitioned by working in real estate on the nights and weekends before going full-time in June 2018. Marketing, branding, holding open houses, and showing clients potential homes were enjoyable for her and a welcome change of pace.

They credit their success to coaching with Tom Ferry, which enabled them to increase their business 10-fold. With coaching, they were able to overcome self-limiting beliefs and

emerge victorious. Jill says, “We worked with a coach and put together a plan to go full-time.” They haven’t looked back since.

“Never in a million years would I think I would go into this full-time,” admits Scott. “It was beyond our wildest dreams.”

Jill can attest to the power of coaching. “We strongly believe that no matter what level you are – beginner, advanced, or professional – you need a coach.” Through coaching, they were able to improve their mindsets, nail down their systems and processes, and achieve what appeared “impossible” before. Best of all, they are able to learn from other top agents across the country and implement those same techniques into

their business. That has been a game changer for this dynamic duo.

Setting Themselves Apart

In today’s digital age, it is essential to embrace cutting-edge technology. That’s where Spouses Who Sell Houses shine.

“One of the things we bring to the table is a strong background in technology,” says Scott. “We have no problem using new technology, which makes it better, easier, and faster for our clients.”

Complementing Each Other

“As a husband and wife team, we really focus on our strengths,” explains Jill. “Our strengths complement each other.” The things that Scott likes doing, Jill doesn’t like

doing and vice versa. Jill says, “Together, we make one really good real estate agent!”

Behind any good team is a strong support staff. Spouses Who Sell Houses are no exception. They are fortunate to have four support professionals who serve as a transaction coordinator, assistant / listing coordinator, an errand runner, and a social media professional. In 2022, they added to the team - Lori Parks is a showing partner and Paula Witt is a full-time agent.

With the growth of their team, Scott and Jill decided to keep their name, Spouses Who Sell Houses. “It became our brand,” explains Jill. “We do a lot of geo-farming in our neighborhood. Everyone knows us as ‘The Spouses.’” This happy couple got married on the beach in Hilton Head 11 years ago in August. Scott, who hails from



Photo Credit: Krista Silz



“
I LOVE meeting people, selling houses, and having fun.

the west side, moved to Monroe, a halfway point between Dayton and Scott’s hometown.

Spread the Word

If there was anything that Scott and Jill wish they had known before starting their careers in real estate, it would be to build their database. Jill comments, “When I entered real estate, I spent several months working on our database with friends and family, our sphere of influence, and gathering information, birthdates, and whatever else was missing.” She set them up on drip campaigns to send out birthday cards, text messages, and emails. It’s all about celebrating milestones in their lives.

Another means of building their business was reaching out to their neighbors. Scott and Jill, who live in a large subdivision that is still growing, are connected with their neighbors. Scott went out door knocking and Jill posted on Facebook about Spouses Who Sell Houses. Let’s just say it worked.

“Forty percent of our business is geo-farming,” reasons Scott. “Most people don’t do it because it takes a while to see results. We didn’t know any better.” They had no idea the “enormous impact” that their database and geo-farming would have.

They are an integral part of neighborhood activities, including the pumpkin patch in the fall and the Easter bunny in the spring. They also make sure that every house gets an American flag on the Fourth of July. When the neighbors see the flag waving in the breeze in front of their house, it means the world to them. Spreading patriotism goes a long way to unite a neighborhood and foster

feelings of happiness. Some neighbors keep their flags and put them in their landscaping. Small acts make a big difference, especially to veterans. People take to social media and take photos of the street lined with flags. “It just makes you feel good,” reflects Scott.

“We also host the coffee truck for our Yuletide gathering from Christmas,” adds Scott. Not to mention the Kona Ice truck. Scott and Jill are generous and it makes a world of difference to their neighbors; people notice their acts of service. As Jill says, “It’s not about real estate.” They simply sponsor events by Scott and Jill Ferguson.

Must Love Dogs and Bourbon

When not working, Jill and Scott enjoy giving back to several dog-related charities. They also love their two Labradors, Lemon and Remus, who are 2 and 3. Remus is a black Lab and Lemon is a yellow Lab. They are brother and sister and make their house a home with their playful antics and constant companionship.

A self-described big bourbon collector, Scott named Remus after the famous bourbon bootlegger. “I’ve got 400 bottles in my collection,” he comments. In his previous house, he had an “unbelievable bourbon bar” in his basement.

Does Jill drink bourbon? “I keep trying,” she jokes. “It just hasn’t clicked yet. It tastes like gasoline and I just don’t see the hype.” One thing that they both can agree on are bourbon trails. They’ve done a number of those.

Seeing New Sights

In their free time, Scott and Jill love to travel, especially to Cancun and St. Simon’s Island in Georgia. Last year, they took cruises to Canada and Alaska, which was absolutely breathtaking. Going to Alaska was “just gorgeous.” “It’s like nothing you see here,” they explain. On their Canadian cruise, they were able to stop by Newport, RI, and see all the sprawling mansions. Going away also gives them time to relax and recharge from real estate.

Driven and Dedicated

Scott and Jill love what they are doing. They are also delighted to become grandparents for the first time this past July. These two dedicated agents are living their best lives in real estate.

“We have fun and really enjoy it,” says Jill. “Everyone benefits from it.” They are living their dreams and have found that their second careers are much more rewarding than the first!



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Meet the CBR Rookie of the Year

Sarah

Crabtree

Interior Designer Turned
Real Estate Agent



▶▶ on the rise

Written by **Elizabeth McCabe**
Photo Credit: **Tim Corbett-Spanagel**

“I vividly remember telling friends in high school that I did not ever want to work a 9-5 desk job when I grew up,” jokes real estate agent Sarah Crabtree. “The joke is on me a bit here because now I work all the time, but I’m definitely not chained to a desk and I like that a lot.”

Born and raised in Wooster, a small town in Northeast Ohio with a population of about 20,000, Sarah grew up moving from one rental house to the next. She shares, “We had a lot of love, but not a lot of money. My Dad was older, not in great health, and retired. My Mom worked her tail off. She was the family breadwinner, the cook, the maid, the room mother. She did it all and she did it without complaint.” Such a remarkable background made Sarah the go-getter that she is today.

A Heart for the Arts

Growing up, Sarah was very interested in the arts. She spent her summers at the local art center taking drawing, painting, and pottery classes when my parents could afford it. In school, she devoured art history, architectural history, and photography classes.

“I started out as a fine arts major with a focus on photography at The College of Wooster, but eventually transferred to The University of Cincinnati’s School of Design, Architecture, Art & Planning (D.A.A.P.) where I received a Bachelor of Science in Design.”

A Sought-After Interior Designer

After graduation, Sarah worked as an Interior Designer for architectural firms in New York City and Cincinnati for several years. That part of her career was spent space planning, doing millwork drawings in AUTOCAD, and selecting finishes and furniture.

“I worked in the Hospitality division at FRCH here in Cincinnati on projects for Hilton Hotels, Marriott, and locally the Cincinnati Opera Offices in Music Hall. I remain passionate about architectural history and design and I feel that my education and experience as a designer have been very useful in the world of real estate,” she shares.

Shifting to Real Estate

Family comes first to Sarah. She comments, “I have twin 15-year-old sons and have spent the better part of the last 15 years focused on raising them and working part-time so that I could be an available and present Mom. As my babies have turned into teenagers, my focus has shifted from organizing playdates, to building a career for myself and building some generational wealth for my kids that will hopefully afford them some options in life that I didn’t have growing up.”

Her mother-in-law was a real estate agent back in Wooster, which left an impression on Sarah. She comments, “I was always so impressed with her business acumen, her drive, and her ability to provide for her family financially. With my kids embarking on junior high and high school, the idea of going back to school and learning a new skill myself became more and more appealing to me.”

Sarah’s design degree, knowledge of architectural and design history, and her practical experience with designing and building things have all proved to be huge assets as she transitioned to a full-time real estate agent. She works for Coldwell Banker Realty in Cincinnati, Ohio.

Balancing Act

Life is a balancing act for Sarah. She admits, “The biggest challenge for me when it comes to having a career is figuring out how to juggle Mom stuff and work stuff. In my experience, there is still sort of this unwritten rule in a lot of homes that the woman, the Mom, is going to take care of the main bulk of household and child-rearing responsibilities. And if she wants to have a career too, she’s going to have to figure out how to do all of it because no one is going to take over any of the other stuff for her.”

Figuring out how to do it all while learning a new set of skills and reacclimating herself to the business world after a 15-year hiatus has been really challenging. However, Sarah is up for the challenge. She says, “It’s a challenge I happily accept. I wouldn’t trade the kids or the new business adventure for anything.”

Her only regret about real estate? “I just wish I had started sooner,” she says.

To this Top Producer, success is a balancing act. As a mother, she wants to make sure that she is doing



— “ —
Above everything else,
I care about people
and I care about the
outcome for them.
— ” —



a good job of balancing quality time spent with her children and building a strong financial future for them. “If I can somehow do both, then I have succeeded,” she says.

The Next Chapter

The last year and a half have been the start of the next chapter for Sarah. She says, “I have spent the last 15 years being ‘Mom.’ I’m now focused on Sarah the ‘Businesswoman.’ I want to build a business and a name for myself that I am proud of and that my kids are proud of. I want to help people with their real estate needs from a place of integrity, honesty, and authenticity. Finally, my wildest dream is to build some generational wealth for my kids to build their own foundations on.”

Popular Pastimes

To relax, Sarah enjoys traveling to new places with her kids, rooting for the Bengals, and running. To date, she has run over 20 full marathons, close to 30 half marathons, 3 ultra marathons, and 1 Ironman. This avid runner joined the track team her freshman year in high school and immediately fell head over heels in love with the sport of running. Three decades later, she still looks forward to lacing up my running shoes daily.

A Heart for Humanity

Sarah has a heart for others. She concludes, “Above everything else, I care about people and I care about the

outcome for them. I did not get into this business to make a quick buck by selling people things they don’t want or need. I am a heart on my sleeve kind of person. If I am working with you/for you, then I am fully invested in your happiness and your needs. You will get the same amount of energy and focus from me that I bring to my kids and to every race I run.”

Sarah is an inspiration with her real estate story. With her heart to help others, coupled with her fierce loyalty to her family, she is living the best of both worlds. This mother and business leader wouldn’t have it any other way.

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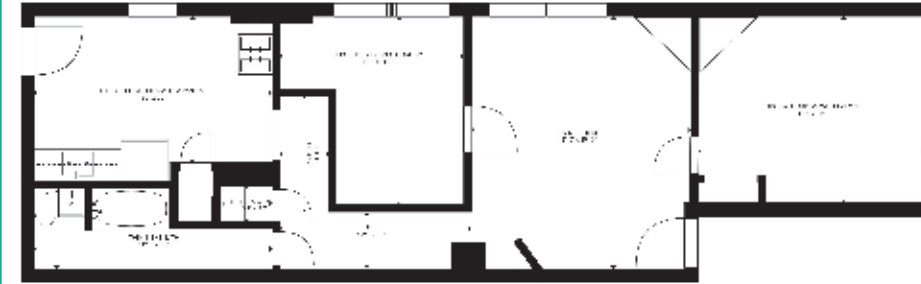


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▶ REALTOR® of the year

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

Andrew HERSEY

Former Bartender Finds Future in Real Estate

On February 9, Andrew Hersey was honored as the REALTOR® of the Year. This impressive accomplishment meant the world to Andrew, who celebrated with dinner with his parents, wife, and kids afterward.

Such an honor didn't come easily to this go-getter. This former bartender worked faithfully making drinks for patrons for 12 years. "Two of those years were after I started real estate to make ends meet," recalls Andrew. "I would bartend from 9 p.m. -3 a.m. so it wouldn't affect my business until I got on my feet."

His first year in real estate, he sold 11 houses with 12 houses the following year. Determined to be a success, Andrew continued to make phone calls, network, and get to know people. He leveraged his acquaintances and friends from the bar industry to pave his way to a thriving career in real estate.

"In all honesty, that experience let me be successful," he reflects. "I know how to handle objections and how to talk people off a cliff," says Andrew. He sharpened his people skills and learned how to interact with people with compassion. Hearing people's stories at pivotal points in their lives while gathered around a bar is similar to real estate. Andrew notes, "In real estate, you are adding the next chapter to their story." He regards this as a responsibility that he doesn't take lightly.

"Real estate transactions bring a roller coaster of emotions," he reflects. Talking to people, learning their story, and helping them find the right home comes naturally to Andrew. He explains, "I know how to read people and how to talk to them. That goes a long way in the real estate world."

Road to Real Estate

Andrew started his journey in real estate on a memorable day - his birthday - back on January 6, 2015. After discussing the industry with his wife, family, and parents, he jumped into real estate feet first.

Another influence in starting real estate was his neighbor, Patti Stehlin, at Star One Realtors. "She was my neighbor growing up and was like a mom to me," says Andrew. He had 4-5 meetings with her to learn about real estate. With no real estate background, Andrew was eager to learn more about real estate.

"I tried other sales jobs and I thought maybe I would be good at real estate," he reflects. Seeing the potential of real estate, he discovered that he could make it a career and was glad he made that leap of faith.

He joined Star One Realtors, where he has been for eight years, and his hard work and determination have made him who is today. His commitment to his clients sets him apart.

Committed to Clients and the Real Estate Community

"I really enjoy meeting new people all the time," says Andrew. He enjoys helping people achieve their goals and show them that homeownership is possible. "My favorite clients are those who never thought they could own a home. Most people are grateful and it's really rewarding to see that at the end of the transaction. Most of my clients are now my friends."

Andrew's success in the real estate industry can be attributed to his dedication to both his clients and the real estate community. He is actively involved in various committees and boards, including the RAGC Board of Directors, where he has been a member from 2022-2024, and the NAR Young



Professionals Network (YPN) Advisory Board, where he has been a member from 2022-2023. Last year, he took four trips to other YPNs to speak on branding and social media. This time-consuming endeavor was a labor of love for Andrew. He continues to serve on the YPN this year and is looking forward to going to Colorado and Billings, Montana for a YPN event.

"I'm also part of the REALTOR® Political Action Committee (RPAC), which protects homeowners' rights. It's very important to me and it should be for everyone else in this business. It protects our job, our homeowners, and our clients' rights as homeowners," explains Andrew. He has been a major investor for 4 years and Presidents' Circle for 3 years, which has opened a whole new world of networking opportunities.

In addition to his involvement in the community, Andrew has also received several professional designations, including ABR, SRS, AHWD, and C2EX, which shows his commitment to excellence in the field. Furthermore, he has used his experience to help other real estate agents by sharing his successes and failures and encouraging them to grow professionally.

Family Matters

When not working, Andrew enjoys spending time with his three kids. "My stepson is graduating high school this year and is very involved in theater," he says. "My daughter is really involved in sports. We are always going somewhere to do something," he jokes. Whether they are doing basketball or soccer, Andrew and his family are on the go. His youngest child doesn't like sports, but prefers art and drawing.

To relax, it's all about family time for Andrew. He adds, "We also love to travel."

Words of Wisdom

This REALTOR® of the Year has some words of wisdom for new agents. He says, "Don't give up. If you put the work in, you will be successful. It's the patience game. Most likely it won't happen right away. You're going to have to work your tail off to be successful."

A hard worker and a man who seeks results, Andrew overcame obstacles in real estate. Building his client base, leveraging his connections, and working his sphere of influence have paid off. Andrew's journey in real estate is a testament to the fact that hard work and determination can lead to success, and his commitment to his clients is an inspiration to others in the industry.



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MEET BEST FRIENDS TURNED CO-BRANCH MANAGERS,

BETHANY L. RITCHEY & MARCY KNUE

AT FAIRWAY MORTGAGE

It's not every day that two friends decide to go into business together, but Bethany Ritchey and Marcy Knue did. Their roots go back two decades and this dynamic duo makes people's dreams come true as co-branch managers at Fairway Independent Mortgage Corporation.

Living and Breathing Mortgages

"I've been doing mortgages for 21 years," smiles Marcy. "My whole career, I've never done anything other than mortgages." To date, Marcy has closed thousands of loans and made many homeowners' dreams come true.

"I couldn't see myself doing anything else," says Marcy. "This industry is a roller coaster ride with the ups and downs of the market, but it's something that I truly love. There is nothing else that I wish I would have done."

A mother of 10 children, ranging from 5-year-old twins to 23, Marcy knows the importance of home. It's a place where memories are made and dreams are realized.

Passionate about generational wealth building, Marcy realizes that wealth is built through real estate. "I'm blessed to help so many families on that journey." She especially loves helping first-time home buyers realize the dream of owning their own homes. Having worked in this industry for so long, some of Marcy's clients are coming back for their third or fourth house through her two decades of service.

When you accidentally find your passion!

"I'm from Cincinnati. I grew up here, went to college here and live here with my husband and son who is 7" says Bethany. "Cincinnati is a great city and has so many things to offer its residents!"

A graduate of the University of Cincinnati and a proud Bearcat, Bethany got her undergraduate degree in Business Administration before completing her Masters of Science in Quantitative Analysis. Marcy raves, "I'm so proud of her!"

Bethany explains, "I never knew that all those years ago that my love of numbers and analytics would serve me so well in mortgages. No one ever says, "I want to grow up and be a loan officer. We all accidentally find our way here. But my only regret is that I did not find this sooner."

After a lengthy corporate career in project management, Bethany's son was born in 2015. "He was



mortgage lenders that can be accessible and available. That's where Bethany and Marcy shine. With two mortgage lenders, or "mortgage planners" as they prefer to be called, expect full coverage. They answer their phone, navigate the market with confidence, and get deals to the closing table.

Bethany says, "It's really important to work with a loan officer who understands what is really happening in the market and not be swayed by the information in the headlines. Marcy and I are really excited about this year." They have an "extreme amount of optimism" for 2023 and have a great sense of confidence and calm about where the market is and where it is going.

Bethany and Marcy believe in partnering and teaming with the agents to enhance the buyers' experience with full support. They view agents as an extension of themselves and work alongside them with the transaction to support them and the buyer. In addition, they keep agents educated on market trends and rates and are actively involved in their marketing efforts. They offer co-marketing, co-hosting events, and holding classes to help agents connect with first-time homebuyers.

These two co-branch managers are focused on purchasing transactions and supporting the agents/buyers through them. Over 80% of their volume is purchase volume, even during the refi boom.

Bethany and Marcy are backed by a solid sales team, consisting of seven loan officers, and they have in-house processing, closing, and funding. They are licensed in Ohio, Kentucky, Tennessee, Florida, Arkansas, Georgia, Alabama, and Texas.

Community Involvement

Bethany and Marcy are also active in their community outreach efforts. They work with **Fairway Cares**, a nonprofit sponsored by employees at Fairway. For over 20 years, Fairway and its 8,000-plus nationwide employees have demonstrated a deep care

for the communities and the people they work with and serve.

Those who are facing a critical illness, have sustained physical trauma, and have lost a loved one benefit from Fairway Cares. By providing care, comfort and support, they make the world a brighter place. Not only do they send care packages, but they also provide financial assistance.

During 2022, 372 financial grants were given to families in need and over 2500 care packages were selected, hand-packed and sent to families. Bethany comments, "I have personally had grants and packages sent to several of my clients."

As their website states, "Currently, Fairway Cares is designed to meet the caring requests of Fairway employees. When someone in our family, our community, our office, or within our business circles is experiencing a loss or hardship, we are here to show our support."

Since 2016, they have provided 8,856 care packages and 1,603 approved financial grants. Here are several testimonials:

"Last December I lost my Dad a bit unexpectedly and the very day I came home from his service after planning, preparing, taking care of my mother, and doing the eulogy, I was wiped out. On my doorstep was a Fairway Cares package. I literally spent the entire next day wrapped in the softest blanket in the world wearing my fuzzy socks and watching Hallmark Christmas movies and healing. The blanket made me feel like I was wrapped in a big Fairway Hug." – Mary

"I cannot thank you all enough for the amazing care package! Everything was so thoughtful and perfect. It will be shared and appreciated by my entire family. The work you are doing is truly amazing!

Thank you so very much for helping my family get through these difficult times." – Judy, Missions, TX

Fairway Mortgage also educates, encourages, and inspires Americans to give back to the military through **American Warrior Initiative (AWI)**. Bethany says, "Veterans are so important to Fairway and we realize they are underserved in their medical, mental health and financial needs. We are trying to do everything we can to make sure they know Fairway is there for them."

From January 2016 – December 2022, funding for 300 service dogs was provided and training was funded. AWI has also assisted over 349 veterans, active-duty military and first responders with

financial assistance, family grants, small business grants, family retreats, funeral expenses and home repairs. In addition, \$550,500 was donated to other nonprofits that assist veterans and their families. Over \$100,000 in gift cards were granted to veterans and their families.

Fairway also has smile packages, which are hand-assembled care packages with handwritten notes to make someone smile. It's their way of making a difference and spreading happiness into the world.

Outside Interests

When not working, you can find Bethany enjoying life with her family including traveling, painting, and hiking. She comments, "My family and I love to visit the Cincinnati Nature Center, travel to National Parks, and spend a lot of time in our lake house in Tennessee."

Marcy prefers to travel to Florida and spend time at her home on the Emerald Coast. "We enjoy going to the parks and swimming." Her entire family enjoys the ocean, time at the beach and participating in sports.

Final Thoughts

When it comes to mortgages, choose two professionals that you can trust. With their friendship and business partnership, Bethany and Marcy work with agents as a natural extension of their business. Their accessibility and accessibility, coupled with their knowledge, make them an asset in today's industry.

For More Information:
Fairway Mortgage
1246 Old State Route 74, Suite D
Batavia, OH 45103
513-800-1744



extremely medically challenged, and I quit work to take care of him from 2015-2018. As things improved, I started to entertain returning to the workforce." While applying for a loan with Fairway and going through the process of buying a home, Marcy started talking about the opportunity to join the company and become a loan officer.

Thoroughly enjoying her experience with Fairway as a buyer, Bethany decided to come on board. What she thought was going to be very transactional and numbers-focused was very fulfilling and rewarding. "When lending is done right, it's an act of service," explains Bethany.

#Better Together

"It's not about the loans we do, but the people we serve," says Fairway Independent Mortgage Corporation CEO, Steve Jacobson.

What sets Fairway apart is its speed to respond. Known in the industry for the quickest turn times on closings, they are focused on making the transactions as smooth and quick as possible for everyone involved. Documents need to be ready early, files need to close on time and money needs to be ready for

closing a day ahead of time. You can do everything right, but if you cannot close well, that is all anyone remembers. "This is a non-negotiable for us!"

Consistently ranked as a top national lender in both units and volume, Fairway Independent Mortgage Corporation offers a wide range of products including Conventional, FHA, VA and USDA products among others. They also offer fixed and ARM products, physicians loan programs and financing for renovations, which enables buyers to explore more options in the market and customize a house to fit their desires. Not to mention offering Jumbo and reverse mortgage/HECM for purchase.

"Between our backgrounds and our knowledge of our programs, we make sure that we can come up with a creative solution to every opportunity," they explain.

The options are endless for those looking to get into a home. As Bethany says, "We utilize everything in our arsenal to get people into houses in this market. We make things happen!"

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- March 31 as of April 2, 2023 at 2:39PM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	24	\$38,597,334
2	Scott A. Oyler	Coldwell Banker Realty	34	\$21,602,870
3	Andrew Gaydosh	eXp Realty	36	\$12,513,700
4	Brittney Frietch	BF Realty	37	\$12,321,307
5	Heather R. Herr	Private Real Estate Collection	31	\$11,726,000
6	Ragan McKinney	Ragan McKinney Real Estate	55	\$11,405,195
7	Rick J. Finn	Coldwell Banker Realty	26	\$10,656,070
8	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	28	\$10,624,530
9	Adam G. Marit	Real Link	30	\$10,564,662
10	Michael L. Murtland	Comey & Shepherd	24	\$9,828,000
11	Walter B. Gibler	Coldwell Banker Realty	28	\$9,568,951
12	Andrea DeStefano	Sibcy Cline	15	\$9,478,959
13	Daniel Baron	Keller Williams Advisors	31	\$9,207,551
14	Shelley Miller Reed	Coldwell Banker Realty	15	\$9,083,450
15	G. Tyler McConnell	Comey & Shepherd	21	\$9,012,000
16	Peter D. Chabris	Keller Williams Seven Hills Re	43	\$8,642,655
17	Rakesh Ram	Coldwell Banker Realty	19	\$8,547,390
18	Tom Deutsch Jr.	Coldwell Banker Realty	35	\$8,503,600
19	Kevin E. Hildebrand	eXp Realty	21	\$7,981,555
20	Holly Finn	Coldwell Banker Realty	18	\$7,892,070
21	Linda T. Destefano	Sibcy Cline	14	\$7,848,690
22	Amy L. Markowski	Real Brokerage Technologies	34	\$7,472,310
23	Heather C. McColaugh	BF Realty	23	\$7,472,101
24	Angelo M. Pusateri	Comey & Shepherd	7	\$7,435,431
25	Jennifer L. Day	Re/Max Preferred Group	56	\$7,356,193
26	Deborah A. Martin	Keller Williams Advisors	10	\$7,304,606
27	Sue S. Lewis	Sibcy Cline	16	\$7,210,772
28	Bob Dorger	Comey & Shepherd	9	\$7,189,931
29	Megan S. Stacey	Coldwell Banker Realty	17	\$6,967,000
30	Robbie Dorger	Comey & Shepherd	8	\$6,730,931
31	Ryan Lara	eXp Realty	17	\$6,704,400
32	Ronald A. Bisher	Coldwell Banker Realty	18	\$6,658,800
33	Suzette E. Waugh	Comey & Shepherd	7	\$6,590,431
34	Cindy J. Shetterly	Keller Williams Distinctive RE	22	\$5,928,300

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Rank	Name	Office	Total	Volume
35	Kimberly K. Mansfield	Keller Williams Advisors	22	\$5,766,750
36	Robert F. Stephens	Comey & Shepherd	7	\$5,755,000
37	Mindy Baumann	eXp Realty	4	\$5,410,000
38	Mike Hildebrand	eXp Realty	14	\$5,267,005
39	Patrick Lach	Sibcy Cline	2	\$5,190,000
40	Kristie Morris	Sibcy Cline	2	\$5,190,000
41	Evan Johnson	Cutler Real Estate	12	\$5,016,900
42	Christopher Holtman	Real Link	14	\$4,937,800
43	May Xuemei Wu	Comey & Shepherd	10	\$4,886,495
44	Robert Hines	Coldwell Banker Realty	6	\$4,834,220
45	Lee G. Robinson	Robinson Sotheby's Internat'l	3	\$4,800,000
46	Marilyn J. Hines	Coldwell Banker Realty	1	\$4,750,000
47	John M. Bissman	Keller Williams Pinnacle Group	17	\$4,742,500
48	Chris R. Waits	Sibcy Cline	12	\$4,690,685
49	Monika Deroussel	eXp Realty	12	\$4,664,900
50	Eric Surkamp	Comey & Shepherd	8	\$4,649,900

Rank	Name	Office	Total	Volume
51	William Draznik	Coldwell Banker Realty	12	\$4,644,091
52	Donald M. Johnson	Cutler Real Estate	11	\$4,631,900
53	Mark Schupp	Star One Real Estate	15	\$4,605,200
54	Robert J. Mahoney	Sibcy Cline	7	\$4,491,619
55	Michael L. Vazquez	ERA Real Solutions Realty	13	\$4,484,717
56	Robert R. Smith	Coldwell Banker Realty	21	\$4,471,579
57	Austin R. Castro	Coldwell Banker Heritage	9	\$4,458,000
58	Jamie Gabbard	Comey & Shepherd	16	\$4,341,600
59	Brynn Fossett	Comey & Shepherd	5	\$4,326,000
60	Nikki M. Hayden	Private Real Estate Collection	9	\$4,234,600
61	Flor D. McNally	Keller Williams Advisors	18	\$4,227,700
62	Michael C. Hinckley	Coldwell Banker Realty	7	\$4,161,300
63	Anne V. Bedinghaus	Coldwell Banker Realty	15	\$4,150,899
64	Patrick Gunning	Coldwell Banker Realty	6	\$4,104,250
65	Janelle A. Sprandel	Comey & Shepherd	14	\$4,095,613
66	Anna S. Bisher	Coldwell Banker Realty	10	\$4,073,800
67	Scott T. Ferguson	Keller Williams Advisors	13	\$4,057,300
68	Brandi N. Howell	NavX Realty	18	\$4,054,100
69	Amy Hackett Roe	Coldwell Banker Realty	8	\$4,050,850
70	Beth A. Brown Ciul	eXp Realty	13	\$4,033,800
71	Mitchell Ram	Coldwell Banker Realty	8	\$4,019,900
72	Brett A. Keppler	TREO Realtors	14	\$4,016,300
73	Chris Nicholson	Comey & Shepherd	1	\$4,000,000
74	Kyria A. Graves I	Re/Max Preferred Group	14	\$3,988,035
75	Tiffany B. Allen-Zeuch	Sibcy Cline	9	\$3,960,000
76	Kelly Pear	Comey & Shepherd	8	\$3,948,883
77	Sarah A. Woody	Keller Williams Advisors	12	\$3,948,170
78	Adam A. Schupp	Star One Real Estate	15	\$3,913,200
79	Alexander Schafers	Re/Max United Associates	15	\$3,888,451
80	Jon A. DeCurtins	ERA Real Solutions Realty	8	\$3,872,800
81	Scott Baker	Coldwell Banker Realty	7	\$3,855,141
82	Lesli D. Norris	Coldwell Banker Realty	11	\$3,846,900
83	June M. Newman	Coldwell Banker Realty	5	\$3,840,000
84	Robert M. Collins	eXp Realty	11	\$3,834,322

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85	Jill O. Ferguson	Keller Williams Advisors	12	\$3,808,300
86	James Hurtubise	Keller Williams Advisors	18	\$3,797,750
87	Tina A. Burton	Sibcy Cline	11	\$3,785,050
88	Poonam Bhardwaj	Coldwell Banker Realty	7	\$3,755,314
89	Sue Andrews Wahl	Comey & Shepherd	14	\$3,704,250
90	Jenny Howard	Sibcy Cline	8	\$3,685,000
91	Jack C. Hinckley	Coldwell Banker Realty	7	\$3,675,600
92	Robert DiTomassi	Comey & Shepherd	8	\$3,620,500
93	Alicia J. Stoughton	Keller Williams Advisors	11	\$3,593,890
94	Laurie Simon Goldman	Sibcy Cline	8	\$3,572,500
95	Elizabeth Gerbus Akeley	Comey & Shepherd	10	\$3,567,600
96	Helena F. Cameron	Sibcy Cline	9	\$3,565,500
97	Regina M. Hamilton	Sibcy Cline	15	\$3,527,250
98	Jessica Bauer	Comey & Shepherd	12	\$3,521,200
99	Chase R. Rickey	Coldwell Banker Realty	10	\$3,504,400
100	Keith T. Taylor	Comey & Shepherd	12	\$3,488,900

Rank	Name	Office	Total	Volume
101	Richard Davey	Comey & Shepherd	12	\$3,488,900
102	Sue M. Miller	Comey & Shepherd	13	\$3,474,250
103	Steve L. Elbert	Around Town Realty	17	\$3,472,200
104	David D. Dawson	Sibcy Cline	6	\$3,424,500
105	Carl F. Tuke	Sibcy Cline	3	\$3,410,000
106	John W. Drake	Wyndham-Lyons Realty Services	8	\$3,401,000
107	Patrick J. Cagney	Coldwell Banker Realty	15	\$3,396,800
108	Amy D. Richard	Comey & Shepherd	17	\$3,387,800
109	Heather M. Stallmeyer	Coldwell Banker Realty	7	\$3,375,616
110	Sandra L. Burkhart-Williams	Huff Realty	11	\$3,372,200
111	Cheryl A. Ferry	Keller Williams Advisors	9	\$3,350,000
112	Vinni G. Brown	Coldwell Banker Realty	3	\$3,310,000
113	Tammy Thome	Century 21 Thacker & Associates	6	\$3,299,600
114	Tyler R. Minges	Huff Realty	16	\$3,259,400
115	Danny Bush	ERA Real Solutions Realty	8	\$3,211,000
116	Cynthia Howard	Sibcy Cline	6	\$3,205,000
117	TJ J. Gausman	eXp Realty	9	\$3,178,000
118	Tim Cottrill	Sibcy Cline	15	\$3,149,800
119	Kathy J. Kramer	Star One Real Estate	6	\$3,142,200
120	Heather Alley	Keller Williams Community Partners	6	\$3,088,400
121	Diane Tafuri	Sibcy Cline	4	\$3,068,798
122	Sandi N. Wethington	eXp Realty	13	\$3,040,915
123	Michael W. Jordan	Jordan, Inc	9	\$3,020,000
124	Lisa S. Morales	Coldwell Banker Realty	13	\$3,018,400
125	Elizabeth Waits	Sibcy Cline	8	\$3,013,685
126	Eric Sztanyo	Keller Williams Advisors	9	\$3,007,421
127	Lynn M. Schwarber	Comey & Shepherd	8	\$3,001,500
128	Pamela L. Kurtz	Coldwell Banker Realty	9	\$2,973,900
129	Lisa M. Phair	Coldwell Banker Realty	9	\$2,963,499
130	Hossam Elsayed	Emerald Home Advisors	11	\$2,959,900
131	Karen M. Casey	Re/Max Alliance Realty	12	\$2,922,503
132	Lindsay Spears	Re/Max Incompass	13	\$2,922,015
133	Carrie McVicker	Coldwell Banker Realty	10	\$2,920,000
134	Sydney Morales	Coldwell Banker Realty	11	\$2,918,100

Disclaimer: Information is based on reported numbers to the Cincinnati REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Cincinnati REALTORS® through the MLS within the date range listed are not included. Cincinnati REALTORS® are not responsible for submitting this information.



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TOP 150 STANDINGS

Individuals | By Volume Jan 1- March 31 as of April 2, 2023 at 2:39PM

Rank	Name	Office	Total	Volume
135	Micki Steinmetz	Coldwell Banker Realty	9	\$2,909,900
136	Laura Wogen	Coldwell Banker Realty	6	\$2,909,900
137	Sondra M. Parker	Coldwell Banker Realty	11	\$2,904,750
138	Nick G. Guetle	Cincinnati Boardwalk	9	\$2,869,000
139	Nicole Holcomb	eXp Realty	9	\$2,868,900
140	Beth Littlejohn	Coldwell Banker Realty	2	\$2,856,681
141	William E. Gabbard Jr.	Howard Hanna Real Estate	13	\$2,846,800
142	Elizabeth C. Heubi	Coldwell Banker Realty	4	\$2,839,000
143	Nat Comisar	Sibcy Cline	7	\$2,835,616
144	Edmund R. Ferrall	Comey & Shepherd	11	\$2,829,950
145	Sandra L. Peters	Comey & Shepherd	4	\$2,811,150
146	Michelle E. Hudepohl	Coldwell Banker Realty	7	\$2,807,000
147	Eric Lowry	eXp Realty	9	\$2,785,650
148	Sheryl D. Buechly	Key Realty	10	\$2,782,000
149	Ann M. Rigling	Coldwell Banker Realty	7	\$2,777,000
150	Todd R. Finch	Comey & Shepherd	7	\$2,742,000

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