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**COVER STORY:**

Lisa McCarthy with Coldwell  
Banker Realty

**TOP PRODUCER:**

Meet Ruthie Ober with eXp Realty

**BROKER SPOTLIGHT:**

Andrew Lohmiller, Broker of  
Lohmiller Real Estate

**SPONSOR SPOTLIGHT:**

Ron Erdmann at Guaranteed Rate

**TOP 150 STANDINGS**

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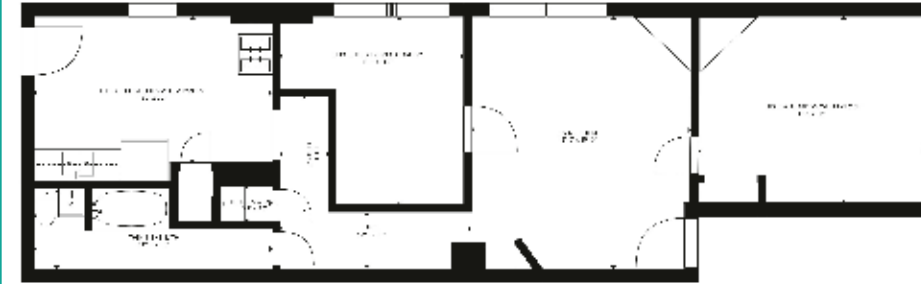


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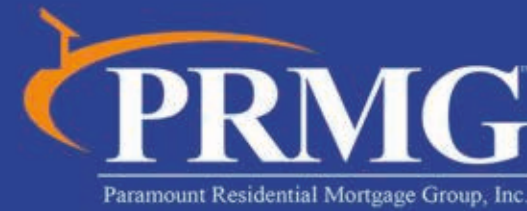


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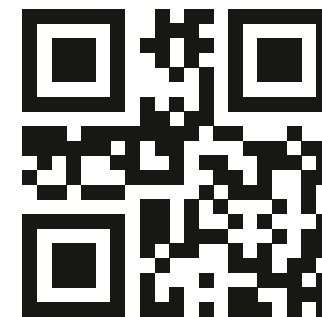


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▶ cover story  
Written by Elizabeth McCabe  
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# Lisa McCarthy

with Coldwell Banker Realty

REAL ESTATE PROVIDED HER A BETTER WAY OF LIFE!

“I have always loved sales,” says Lisa McCarthy. Prior to real estate, she worked in retail advertising sales at *The Cincinnati Enquirer* newspaper until the late ‘90s. Her last job at *The Cincinnati Enquirer* was working on a project to see if and how much an advertiser would spend to take out an ad on the “World Wide Web.”

“*The Enquirer* was getting ready to launch Cincinnati.com. This was the start of online advertising at the time. I laughed when I think about how many times that I had to ask the techies, ‘How do I log on to the WWW?’”

She became a stay-at-home mom in the early 2000s before transitioning to real estate in 2005 to support her family. Determined to beat the odds of starting a new career, this go-getter wasn’t going to let any naysayer stop her.

“I became a real estate agent after my divorce to take care of my four children. I can remember when I talked to Guy Cagney about getting in the business and he said, ‘This is a tough business, not sure you’re going to make it with four kids...’ I said, ‘Watch me!’ I have every other weekend free and two nights a week,” she says.

With her tenacity and strength, Lisa started gaining traction in real estate. She realized that she could do anything that she put her mind to. After laying the seeds for 5-6 years, the referrals started to come. “I have not looked back since,” she smiles. “This career has worked well for my family and my very understanding husband.” With a career volume just shy of \$123 million, she knows how to hustle. She is proud to be the founder of the Lisa McCarthy Group.



This fearless Top Producer also knows how to “fake it until you make it,” which is Lisa’s favorite quote. She shares, “Never show anyone you don’t know what you’re doing in business. I used this when I was first licensed. I just acted like I knew what I was doing so that the client would be able to trust me.” It paid off!

### Finding Serenity in Life's Storms

After 8 years in real estate, Lisa was diagnosed with breast cancer and found out she had the BRCA gene. Sadly, her brother who had passed from prostate cancer and a sister who passed away from breast cancer.

"My biggest worry was what was going to happen to my business," she admits. "I remember talking to another agent who has multiple cancers who told me, 'Just take one day at a time.'"

His advice to look at doctor's appointments and treatments as just another appointment, like a showing or listing appointment, was priceless.

"I will never forget that! It made me approach my diagnosis head on... one day at a time," she smiles. As of 2023, she is completely cancer free! She relied on her faith in God and found solace in The Serenity Prayer, "God grant me the serenity to accept the things I cannot change, courage to change the things I can, and wisdom to know the difference."

The same overcoming spirit that Lisa had in beating cancer is the same spirit that has made her the success she is today.

### Competitive Drive

"I am very competitive and love to get recognition for my achievements," says Lisa. Each month, she strives to make the top 10 Individual Agent list for Coldwell Banker.

Although she doesn't have a team, she does credit her unlicensed assistant Krista Miniard for her success. "She and I are like Yin and Yang. We contradict and complement each other well. As a previous coach used to say, 'She takes care of the

details, and you make it rain!' She is very detail oriented and takes care of the transactions from contract to close." Lisa doesn't know where she would be without Krista's support.

### Helping Clients

What makes Lisa an excellent real estate professional is her heart to help others. She loves educating and helping new buyers through the process to find the home of their dreams. Meeting with sellers to advise them of what needs to be done to list their home is also fun for her. "Seeing the progress they make before we list is very rewarding," she comments.

### Fueled by Family

When Lisa isn't selling homes, you can find her at her own house with her children. The tenth of eleven children, family has been near and dear to her heart. Lisa is married to her second husband, Tom Mary, and Lisa has four children: Lindsay, Katie, Joey, and JP.

Lindsay, who works in Human Resources, is married to Joe and lives in Columbus. "They have my first grandchild Mac who was born in September 2021," smiles Lisa. Katie resides in Chicago, working in marketing for Grail. "I have two sons, Joey, who is a professional golfer and lives in West Palm Beach, Florida and JP, who is the sous chef at the National Exemplar," adds Lisa.

Tom has a daughter Shawna and her husband Rob, along with a granddaughter Kayla who has two children, Bentley and Tatum.

As a family, everyone likes to travel, although it is challenging to get everyone together. For fun, everyone loves to hang out at the pool, golf or have dinner. To Lisa, it's all about "quality time," which is her love language.



“  
Never show anyone you don't know what you're doing in business.  
”

“  
I am very competitive and love to get recognition for my achievements.”  
”



To relax, Lisa enjoys pickleball and golf. “I love to golf and would love to find more time to play more,” she reflects. Pickleball is also her passion, playing once a week at Sawyer Point in Downtown Cincinnati. “I also find as much free time as possible to pick up additional games,” she says. “It’s a great sport that has taken off, especially in Cincinnati. The best thing about it is you can show up at any court in town, paddle in hand and join a game.”

**An Inspiration**  
Lisa is an inspiration. Her story is a tale of triumph over adversity and a story of turning challenges into opportunities. Her dedication, tenacity, and resilience have transformed her into a top-producing real estate agent, an inspiration to peers and newcomers alike. As Lisa continues to guide dreams and build relationships, her legacy shines brightly as a beacon of empowerment and unwavering dedication in the world of real estate.

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# MEET **RON** ERDMANN

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In mortgage lending, where financial transactions meet dreams of homeownership, Ron Erdmann rises above the rest, not only for his impressive accomplishments but also for his dedication to service, collaboration, and fostering growth within the industry. As the Regional Manager and Senior Vice President of Mortgage Lending at Guaranteed Rate, Ron Erdmann's journey has been defined by his commitment to clients, REALTORS®, and his team.

### **A Track Record of Excellence**

Ron's track record as one of the top 1% of Mortgage Originators in America since 2011 speaks volumes of his unwavering commitment to excellence. Closing over \$230 million in funded loans in 2020 alone, he has consistently demonstrated his expertise and dedication in an ever-changing financial landscape.

### **A Family Tradition**

For Ron, the mortgage industry is a family affair, with his father serving as a veteran of the industry for over 30 years. "My father was an originator up in Toledo," he explains. Seeing his connections in the community left an impression upon Ron. He recalls his father running into his clients at the grocery store, knowing of their names, their kids' names, and their families.

Inspired by his father's footsteps, Ron embarked on his own journey, carving a path of success that would see him become one of the most successful Loan Officers in Ohio. Growing up listening to his father's stories at the dinner table and witnessing his deep relationships with clients, Ron understood the significance of building genuine connections in the industry.

"What I am most proud of the last 19 years in business is working with REALTORS® and other local professionals to help them grow their business in any way that I can," he comments. He enjoys seeing new real estate agents grow their business and become Top Producers years later.

ELEVATING THE MORTGAGE INDUSTRY THROUGH SERVICE AND COLLABORATION



“  
What I am most proud of the last 19 years in business is working with REALTORS® and other local professionals to help them grow their business in any way that I can.  
”

sponsor spotlight ◀◀

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

### A Collaborative Approach

Ron's philosophy centers around collaboration and partnership. He finds true fulfillment in helping real estate agents and local professionals grow their businesses. Ron's dedication to his clients extends beyond the transactional aspect; he strives to make the mortgage lending experience "transparent and fun," delivering on promises when moments matter most. Through effective systems, shared lead generation, constant communication, and client appreciation events, he builds strong and lasting relationships that lead to mutual success.

### Guiding Through Challenges

Ron's journey hasn't been without its challenges. Transitioning from managing warehouse operations to working in the mortgage industry decades ago, he faced the need to build relationships, a task where he now thrives. In a slow market, he emphasizes the importance of implementing better systems to ensure success in both tough and flourishing conditions. Those who are successful in a slow market will be successful in a thriving market.

### A Collaborative Team

Ron's success is not solitary—it's



a team effort. Alison, Lauren and Nathan, his dedicated processors; Kelly, his business development partner; and Spencer and Bryan, his sales assistants (available seven days a week), all play integral roles in ensuring a seamless mortgage lending experience for clients and partners alike. Ron believes that collaboration within his talented team is essential to success. With seven offices, it's a lot to handle for one person, but his team makes it possible.

### A Fulfilling Personal Life

Beyond his professional endeavors, Ron leads a fulfilling personal life as well. With a family of four children, including two adopted kids, Ron continues the tradition of love and acceptance that his parents instilled in him. Adoption is near and dear to his heart, especially since his father was adopted.

In his free time, he lives an active lifestyle full of outdoor activities. From water sports to skiing, hiking, mountain biking and traveling, Ron simply likes to have fun, often sharing these adventures with his children.

### A Positive Impact

Ron's rise in the mortgage industry illustrates the power of service, collaboration, and growth. Through his dedication to clients, real estate agents, and his team, he has elevated the mortgage lending experience, creating a positive impact that extends beyond financial transactions. With a legacy built on integrity, relationships, and exceptional service, Ron is a shining example of what it means to make a difference in the lives of others.

### For More Information:

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## From Printing and Advertising to Real Estate

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Every end is a new beginning. Every exit is also an entrance to somewhere new. When Ruthie Ober lost her job in the printing and advertising industry, it gave her the opportunity to try a new career.

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“In May of 2017, my career at the ad agency came to an unexpected end. After almost 25 years of working for the agency, I was reduced to a name on a spreadsheet. I was 50 years old and had a good salary. Corporate downsizing changed my life forever,” recalls Ruthie.

At the time, she didn’t know what to do. Feeling like she was never going to recover, Ruthie realized that it was “truly a blessing in disguise.” With her father terminally ill, she took time to reevaluate her career path. Real estate kept coming to the surface.

“I’d always wanted to be a REALTOR®,” she says, “but when our children were young, I didn’t think it was possible. After all, I carried the family’s health insurance most of the

time and didn’t know if I could do the ‘schedule’ everyone thinks of in real estate. I took the ‘safe route.’”

### Finding Her Footing

In late summer of 2017, Ruthie met with Tom and Holly Maloney to talk about the possibility of becoming a real estate agent. “Tom and I had known each other during our previous life, aka the printing and advertising business,” she explains. “It was just natural to reach out to them and ask questions and see if real estate was a viable option for me.”

When she discovered the answers to her questions, Ruthie took the plunge and got her Ohio real estate license. “I have never looked back,” she smiles. One year later, she got her Indiana real estate license.



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## WITH EXP REALTY

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▶▶ top producer

By Elizabeth McCabe  
Photo Credit: Brenna Smith

“  
Corporate  
downsizing  
changed my  
**LIFE FOREVER.**

”



Real estate was the answer she needed for work-life balance. “What real estate allowed me to do immediately was to be available for my dad in ways that the corporate world would have never allowed me. “My dad was my biggest cheerleader, especially while I was working on my license.”

Working with The Maloney Group was the perfect fit. Ruthie explains, “I was blessed to be part of The Maloney Group from the beginning, and while I worked some my first six months of being licensed, I was so fortunate to have Holly who helped me with my business while I cared for my dad.”

#### **Invaluable Preparation**

What makes Ruthie an excellent real

estate agent topping 33 million in her career volume? She attributes it to all the skills that she learned from her 30-year career in printing and advertising. “Crazy deadlines, multitasking and attention to detail lends itself to real estate,” she explains. “There have been a lot of similarities that have enabled me to be successful.”

Before stepping into the world of real estate, Ruthie Ober was no stranger to hard work and challenges. With her successful career at the ad agency, she navigated the fast-paced world of customer service, estimating, production scheduling, and art direction. The ever-evolving nature of the industry taught her the importance of adaptability and honed her skills in managing



details and deadlines. While she loved her role as the Production Director, the winds of change swept through the industry especially in a digital age, prompting her to explore new opportunities.

Ruthie also feels fortunate for her upbringing, which was formative in making her the success she is today. She explains, “I’ve been shaped by very strong parents who taught me to be honest, stand up for what I believe in, fight for what I want, be accountable and love people.”

Ruthie has a strong constitution, a woman of courage and conviction, who has overcome many obstacles in life. She shares, “I’ve overcome a lot of personal loss, with my parents passing away, and my older sister, as well as some other very significant people in my life. My defining path is that I have never given up. I hold strong, regroup, and recover.” When she lost her job, she took the same mentality to heart – not giving up is what this Top Producer is all about.

#### **Thriving in Work and in Life**

With her years of experience in real estate, Ruthie has learned that real estate is a relationship business. Keeping in touch with her past clients is essential to her. A relationship builder, she takes time to connect with her clients as well as other real estate agents. She is eager to be a professional that people want to work with, which is essential when it comes to closing deals and finding favor with others.

Serving others is the key to her success. “Serve people and the rest will follow,” she shares. Passionate about people, Ruthie loves to help others. She says, “Don’t get me wrong, I’m passionate about growing my business, but for me it’s more about helping more people than it is making more money. Do the right thing, help people, and the rest just happens.”

Being herself and being authentic also serves her well. So does her hunger for

knowledge, eager to learn all that she can to be the best real estate agent possible.

#### **Family Focused**

Despite her successes in her career, Ruthie considers her family her

“  
Do the right thing,  
**HELP PEOPLE,**  
and the rest  
just happens.”



greatest blessing. Married to her husband Fred for 36 years as of this November, their two children, Rachel (34) and Alex (31), along with their respective families, bring immense joy. Rachel is married to Christian and they have three children, Kenna (17), Koleson (13), and Cordi (5). Alex is married to Hailee and they have two children, Addy (3) and Abe (2 months old).

“We stay busy with this crazy bunch,” smiles Ruthie. She adds, “We’re an extremely close family who spends a lot of time together, whether it’s watching Fred play softball, Kenna cheer, Koleson play baseball and

basketball, Cordi dance and cheer, Addy learning soccer, or just having lunch or dinner, we’re together. And this blessing extends beyond our immediate family, as we have a very large extended family.” Fred is one of six kids and Ruthie is one of three, so they have a lot of nieces and nephews, in-laws, and so forth.

#### **Relaxing + Recharging**

In her free time, Ruthie is an avid Reds and Bengals fan. Expect to find her tailgating before the Bengals games with friends. She also started playing golf, which she likes to do with Fred. “I’m not very good at all!” she laughs. Other pastimes include traveling for weekend get-aways, vacationing to see friends, or venturing out to an all-inclusive resort to relax and unwind.

#### **A Reflection on Character**

When asked about what people may not know about her, Ruthie’s humility shines through. Beyond her exterior, she values her relationships and friendships more than anyone might realize. Her family, friends, and colleagues alike highlight her sincerity, willingness to go above and beyond, and her dedication to treating everyone with the utmost respect.

#### **Final Thoughts**

Ruthie’s road to real estate is all about embracing challenges, learning, and never giving up. Her favorite quote, “The instant you accept responsibility for everything in your life is the moment you acquire the power to change it,” reflects her commitment to empowerment and growth.

Taking the road less traveled led her to real estate, achieving a life beyond her wildest dreams. With her heart for service and her love of helping others, Ruthie makes her clients’ dreams come true, one house at a time. She wouldn’t have it any other way.

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# MEET ANDREW LOHMILLER

BROKER OF  
LOHMILLER  
REAL ESTATE

▶ broker spotlight

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

Andrew Lohmiller is the CEO for Lohmiller Enterprises and Broker for Lohmiller Real Estate. This leader runs the tri-state organization from its headquarters in Lawrenceburg, IN, where he oversees approximately 130 professionals across their various business divisions of brokerage, general contracting, title, and insurance. At 39 years old, he is a 20-year pro of the Greater Cincinnati real estate industry. “I started in real estate at 19,” says Andrew. “I always joke that my last job was high school because I was licensed within a year of graduating.”

### Beginning the Adventure

Andrew got his start in real estate when he applied with NRT through an ad on Career Builder. Although he was enrolled in college, he felt that he had potential in sales. “I got a call from Coldwell Banker in Harrison, OH. The manager gave me an aptitude test. I remember she said, ‘You’re really young, but you tested really well; want to sell houses?’ I said ‘absolutely!’”

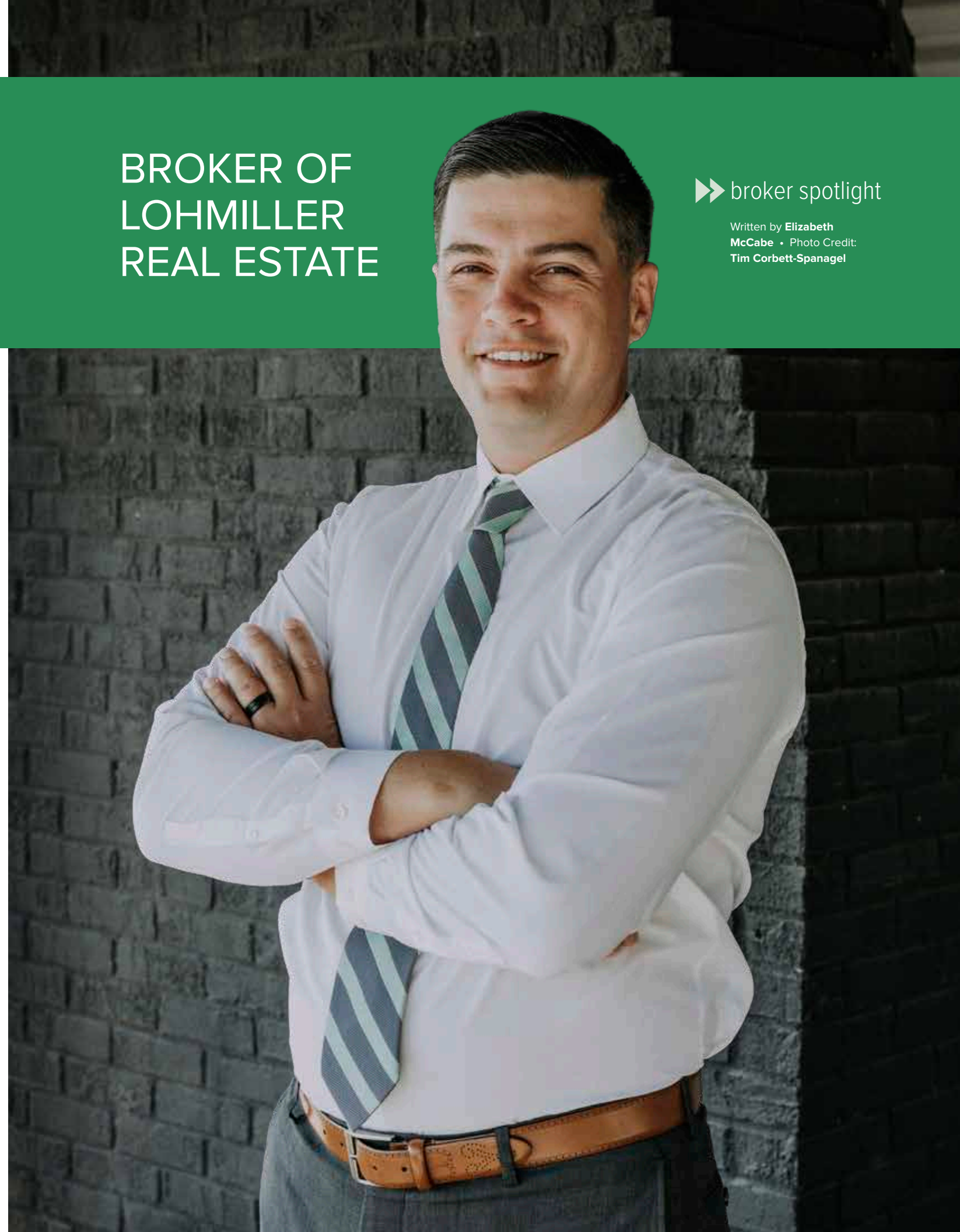
In April 2004, he got his Indiana license, but was deployed to Afghanistan just a month later. Andrew came from a military family, joining the Indiana Army National Guard at age 17, shortly after 9/11. “I may not have made it in business without that first deployment,” he remembers. During his first combat tour, Andrew spent his free time reading about real estate and taking correspondence courses in Cincinnati State’s Real Estate Technology Program, which he finished upon his return. “I arrived home on a Friday in August 2005

and on Monday I showed up at the office to finally start working as a full-time real estate agent,” he explains. He has been in real estate ever since and is also still a proud member of the IN Army National Guard, from which he will be retiring soon.

### Exceeding Expectations

Little did Andrew know that he would excel in real estate. Seven years into his career, at the age of 26, he was surrounded by a team of people and was regularly ranked as a top agent company-wide within his former brokerage.

“In 2011, at the bottom of the market crash, I had the opportunity to buy a small brokerage that was closing. So, I did. I founded Lohmiller Real Estate (LRE),” he says. Now he has 97 agents plus staff and had total closed volume in 2022 just shy of \$226M. He leads others with authenticity and transparency,





I see a lot of young agents go broke because they think they need designer suits and to drive an expensive car to 'look the part.' No need to feel pressure like that. Be authentic and clients will gravitate to you.

encouraging them to be themselves. "There is no one out there that you need to 'fit in with.' I see a lot of young agents go broke because they think they need designer suits and to drive an expensive car to 'look the part.' No need to feel pressure like that. Be authentic and clients will gravitate to you," he advises. "I strongly believe that the ability to stay frugal in the early years of your career and start solid money management practices will build the foundation of a long successful career and life." Lastly, he tells agents not to live to work, but work so they can live.

#### Secrets to Success

What is the secret to his success? The Army has helped Andrew become all that he is today. He completed some of the most challenging schools that the Army has to offer, which provided critical skills for his career. "The Army has done wonders for my business in terms of teaching me organizational structure, policy making, servant leadership, training, and much more," says Andrew.

Andrew's parents and grandparents also helped him become the man that he is today through leading their own businesses and setting an example of hard work and perseverance. Now, he leads his brokerage with passion and excellence. Part of being a leader in real estate is being able to prepare for what is ahead. Andrew anticipates the future and prepares accordingly.

"There is big change coming in this industry," he says. "More than anyone wants to admit. The national anti-trust suits and DOJ investigations are now at our doorstep and cannot be ignored any longer. The real estate industry must move forward with consumer choice and transparency, and I like to think that LRE is on the leading edge of that movement. In 2019, we rolled out our current business model called Choice, Transparency and Control (CTC). LRE is one of the few, if not only, large traditional brokerages in our market that offers options to our clients and agents on services and fees. That is what sets us apart."

#### Tackling Challenges

Andrew has tackled challenges in his life and his career. He recalls 2017, when his brokerage had grown to a four office, 80+ agent company, and he was on his most recent combat deployment. "I was fortunate enough to have good managers and loyal agents who ensured the company thrived in my absence," he says.

Challenges are nothing new to Andrew. At age 20, while home on leave from that first deployment, he bought his first house, a manufactured home needing a lot of TLC. "It was February 2005, the market was hot, and it was an impulse purchase," he says. "Not a great decision or investment. Nevertheless, a few years later, I got engaged to my wife Lindsay in the driveway of that trailer when I had nothing to offer but potential."

Fortunately, those days are now long behind him. Andrew and Lindsay reside in Lawrenceburg, Indiana, in a nice family home on 115 acres, where Andrew enjoys hunting, fishing, boating, CrossFit, coaching peewee football, and managing his land.

#### A Family Man

Andrew and Lindsay have been married for 15 years. He says, "She works in our company as the

Director of Human Resources and oversees all recruiting, employment agreements, health insurance, 401k, etc. She is also a licensed insurance producer and leads our insurance division, Tri-State Insurance Brokerage."

They are blessed with four kids: Jackson, Mitchell, Grant, and Josepha. This busy family enjoys lots of boating and sports. The boys are all in youth football and Sophie is in cheerleading, which makes for a full schedule from August to November. Outside of football season, you can find them spending their free time on the water from the Great Lakes to the Gulf.

When Andrew takes time to reset, he heads for the mountains. "I've spent time in mountain ranges around the world," he says. Whether through the service or personal endeavors, he's been to many peaks and ridges with a pack on his back. The Hindu-Kush, Ore's, Ozarks, Appalachians, Rockies, Talkeetnas, Chugach and several more have all cemented themselves in his memory. "I enjoy the outdoors," he says. "It's nice to clear your mind in the woods or on the water."

#### The Adventure Continues

When Andrew interviewed for real estate as a young adult, he never would have imagined the life that he has today. His eagerness to learn, coupled with his authenticity and hard work, has made him into an incredible success. Andrew looks forward to the future and continuing to benefit LRE's clients and agents through his belief in transparency and foundation in servant leadership.



The real estate industry must move forward with consumer choice and transparency, and I like to think that LRE is on the leading edge of that movement.

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# TOP 150 STANDINGS

Individuals | By Volume Jan 1- August 8th as of Sept. 7th, 2023 at 8:45AM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	61	\$86,541,279
2	Scott A. Oyler	Coldwell Banker Realty	136	\$84,099,447
3	Brittney Frietch	BF Realty	120	\$44,957,340
4	Andrew Gaydosh	eXp Realty	111	\$38,132,921
5	Ragan McKinney	Ragan McKinney Real Estate	167	\$37,437,549
6	Megan S. Stacey	Coldwell Banker Realty	66	\$37,081,393
7	Shelley Miller Reed	Coldwell Banker Realty	49	\$33,313,450
8	Walter B. Gibler	Coldwell Banker Realty	83	\$32,987,751
9	Rick J. Finn	Coldwell Banker Realty	83	\$32,961,080
10	Heather R. Herr	Private Real Estate Collection	75	\$32,823,012
11	Adam G. Marit	Real Link	88	\$31,418,773
12	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	69	\$29,529,780
13	Amy Hackett Roe	Coldwell Banker Realty	46	\$29,311,350
14	Peter D. Chabris	Keller Williams Seven Hills Re	118	\$28,685,555
15	Andrea DeStefano	Sibcy Cline	43	\$27,799,254
16	Cindy J. Shetterly	Keller Williams Community Part	80	\$25,500,700
17	Rakesh Ram	Coldwell Banker Realty	60	\$25,466,890
18	Daniel Baron	Keller Williams Advisors	80	\$25,218,243
19	Kevin E. Hildebrand	eXp Realty	66	\$24,887,655
20	Bob Dorger	Comey & Shepherd	34	\$23,280,631
21	Amy L. Markowski	Real Brokerage Technologies	95	\$23,154,370
22	Linda T. Destefano	Sibcy Cline	35	\$23,112,648
23	Michael C. Hinckley	Coldwell Banker Realty	40	\$22,854,638
24	Kelly Pear	Comey & Shepherd	32	\$21,980,515
25	Heather C. McColaugh	BF Realty	57	\$21,708,514
26	Lynn M. Schwarber	Comey & Shepherd	43	\$21,555,030
27	Timothy J. Mahoney II	Sibcy Cline	19	\$21,368,588
28	Holly Finn	Coldwell Banker Realty	49	\$21,145,945
29	Sue S. Lewis	Sibcy Cline	45	\$20,931,310
30	Alexander Schafers	Re/Max United Associates	70	\$20,173,636
31	Tiffany B. Allen-Zeuch	Sibcy Cline	35	\$20,166,167
32	Robbie Dorger	Comey & Shepherd	26	\$19,803,231
33	Michael L. Murtland	Comey & Shepherd	50	\$19,775,972
34	Jack C. Hinckley	Coldwell Banker Realty	35	\$19,674,094

# TOP 150 STANDINGS

Individuals | By Volume Jan 1- July 31 as of August 9th, 2023 at 12:32AM

Rank	Name	Office	Total	Volume
35	Robert Hines	Coldwell Banker Realty	27	\$19,391,767
36	Ronald A. Bisher	Coldwell Banker Realty	53	\$18,983,275
37	Christopher Holtman	Real Link	55	\$18,866,921
38	Deborah A. Martin	Keller Williams Advisors	25	\$18,637,006
39	Chris R. Waits	Sibcy Cline	50	\$18,560,485
40	Jason Reynolds	Re/Max Alpha Real Estate	47	\$18,273,742
41	Sandra L. Peters	Comey & Shepherd	15	\$17,015,486
42	Tom Deutsch Jr.	Coldwell Banker Realty	73	\$16,574,801
43	Heather M. Stallmeyer	Coldwell Banker Realty	30	\$16,437,116
44	G. Tyler McConnell	Comey & Shepherd	43	\$15,816,972
45	Ryan Lara	eXp Realty	48	\$15,495,200
46	Angelo M. Pusateri	Comey & Shepherd	19	\$15,386,081
47	Flor D. McNally	Keller Williams Advisors	63	\$15,316,465
48	Molly Eynon	Coldwell Banker Realty	38	\$15,260,690
49	Mary Clare Baden	eXp Realty	37	\$15,204,052
50	John M. Bissman	Keller Williams Pinnacle Group	45	\$14,996,501

Rank	Name	Office	Total	Volume
51	Sara E. Limper	Coldwell Banker Realty	37	\$14,934,690
52	Andrew H. Homan	Coldwell Banker Realty	25	\$14,840,900
53	Robert J. Mahoney	Sibcy Cline	22	\$14,834,001
54	Gina A. Dubell-Smith	eXp Realty	28	\$14,721,095
55	Lee G. Robinson	Robinson Sotheby's Internat'l	16	\$14,689,400
56	Micha Gleisinger	Comey & Shepherd	25	\$14,560,350
57	Anna S. Bisher	Coldwell Banker Realty	35	\$14,368,000
58	Kimberly K. Mansfield	Keller Williams Advisors	54	\$14,308,261
59	Jon A. DeCurtins	ERA Real Solutions Real Estate	28	\$14,218,800
60	May Xuemei Wu	Comey & Shepherd	28	\$14,175,295
61	Mike Hildebrand	eXp Realty	40	\$14,026,705
62	Jennifer L. Day	Re/Max Preferred Group	96	\$13,826,193
63	Tina A. Burton	Sibcy Cline	37	\$13,799,950
64	Robert F. Stephens	Comey & Shepherd	17	\$13,752,358
65	Laura Wogen	Coldwell Banker Realty	18	\$13,428,400
66	Julia Packer P. Wesselkamper	Coldwell Banker Realty	28	\$13,413,090
67	Patrick J. Cagney	Coldwell Banker Realty	44	\$13,399,300
68	Brian P. Leisgang	Keller Williams Advisors	37	\$13,312,875
69	Jessica K. Lieberman Jones	Sibcy Cline	8	\$13,227,000
70	Helena F. Cameron	Sibcy Cline	33	\$13,131,327
71	Christopher Dohrmann	Sibcy Cline	13	\$13,115,000
72	Jamie Gabbard	Comey & Shepherd	43	\$13,095,611
73	Maura K. Cagney-Tipton	Coldwell Banker Realty	41	\$12,933,050
74	Jon L. Bowling	Re/Max Preferred Group	37	\$12,890,841
75	Molly E. Blenk	Comey & Shepherd	38	\$12,684,534
76	Janelle A. Sprandel	Comey & Shepherd	36	\$12,672,772
77	Sue Andrews Wahl	Comey & Shepherd	44	\$12,624,850
78	Scott T. Ferguson	Keller Williams Advisors	37	\$12,369,200
79	Heather Alley	Keller Williams Community Part	24	\$12,327,300
80	Robert DiTomassi	Comey & Shepherd	23	\$12,324,824
81	Ingrid K. Likes	Coldwell Banker Realty	22	\$12,200,300
82	Sue M. Miller	Comey & Shepherd	41	\$11,994,850
83	Rebecca A. Messenger	Comey & Shepherd	19	\$11,990,095
84	James E. Pitzer III	Coldwell Banker Realty	32	\$11,903,200

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# TOP 150 STANDINGS

Individuals | By Volume Jan 1- July 31 as of August 9th, 2023 at 12:32AM

Rank	Name	Office	Total	Volume
85	Sarah A. Woody	Keller Williams Community Part	33	\$11,855,470
86	Michelle E. Hudepohl	Coldwell Banker Realty	22	\$11,850,128
87	Austin R. Castro	Coldwell Banker Heritage	28	\$11,786,800
88	Keith T. Taylor	Comey & Shepherd	37	\$11,786,600
89	Richard Davey	Comey & Shepherd	37	\$11,786,600
90	Beth A. Bokon Onthank	Sibcy Cline	15	\$11,779,300
91	Jackie Quigley	eXp Realty	23	\$11,769,933
92	Lanxi J. Song J	Keller Williams Seven Hills Re	29	\$11,685,675
93	Lesli D. Norris	Coldwell Banker Realty	37	\$11,675,100
94	Elizabeth Gerbus Akeley	Comey & Shepherd	28	\$11,665,000
95	Oscar A. Asesyan	Coldwell Banker Realty	24	\$11,635,900
96	Robert R. Smith	Coldwell Banker Realty	56	\$11,562,374
97	Missy B. Friede	Century 21 Thacker & Assoc.	33	\$11,523,500
98	Heather S. Kopf	Kopf Hunter Haas	19	\$11,508,858
99	Elizabeth Waits	Sibcy Cline	33	\$11,501,785
100	Nikki M. Hayden	Private Real Estate Collection	22	\$11,496,100

Rank	Name	Office	Total	Volume
101	Tyler R. Minges	Huff Realty	55	\$11,457,600
102	Diane Tafuri	Sibcy Cline	20	\$11,427,298
103	Paige von Hoffmann	Coldwell Banker Realty	15	\$11,404,000
104	Evan Johnson	Cutler Real Estate	31	\$11,363,900
105	Tim Cottrill	Sibcy Cline	65	\$11,283,914
106	Chris Nicholson	Comey & Shepherd	8	\$11,195,000
107	Jason J. Bowman	Re/Max Alliance Realty	40	\$11,125,100
108	Nick G. Guetle	Cincinnati Boardwalk, Inc	36	\$11,037,250
109	Donald M. Johnson	Cutler Real Estate	30	\$10,942,800
110	Monika Deroussel	eXp Realty	30	\$10,728,300
111	Jeri O'Brien-Lofgren	Sibcy Cline	25	\$10,727,000
112	Kathy J. Kramer	Star One Real Estate	19	\$10,659,500
113	Sheryl D. Buechly	Key Realty	29	\$10,648,900
114	Regina M. Hamilton	Sibcy Cline	37	\$10,622,700
115	Courtne' C. Brass	Coldwell Banker Realty	27	\$10,533,815
116	James Hurtubise	Keller Williams Advisors	42	\$10,526,150
117	Brandi N. Howell	NavX Realty	40	\$10,509,100
118	Elizabeth C. Heubi	Coldwell Banker Realty	16	\$10,505,500
119	Robert M. Collins	eXp Realty	33	\$10,412,222
120	Ryan S. Riddell	Keller Williams Community Part	43	\$10,404,500
121	William Draznik	Coldwell Banker Realty	29	\$10,366,170
122	John M. Durso	Comey & Shepherd	34	\$10,341,850
123	Maureen D. Pippin	Sibcy Cline	7	\$10,297,000
124	Jason A. Sheppard	Comey & Shepherd	34	\$10,287,500
125	Mitchell Ram	Coldwell Banker Realty	21	\$10,245,900
126	Eric Surkamp	Comey & Shepherd	18	\$10,225,413
127	Denise L. Gifford	Keller Williams Advisors	34	\$10,095,750
128	Jill O. Ferguson	Keller Williams Advisors	29	\$10,082,300
129	Sondra M. Parker	Coldwell Banker Realty	25	\$9,981,850
130	Lindsay Spears	Re/Max Incompass	39	\$9,885,915
131	Traci S. Nestheide	Coldwell Banker Realty	14	\$9,881,750
132	Lisa McCarthy	Coldwell Banker Realty	37	\$9,838,354
133	Beth A. Brown Ciul	eXp Realty	31	\$9,798,300
134	Sandra L. Burkhart-Williams	Huff Realty	24	\$9,728,700

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# TOP 150 STANDINGS

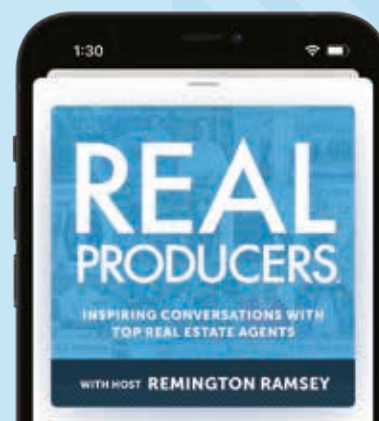
Individuals | By Volume Jan 1- July 31 as of August 9th, 2023 at 12:32AM

Rank	Name	Office	Total	Volume
135	Mark Schupp	Star One Real Estate	35	\$9,611,650
136	Michael L. Vazquez	ERA Real Solutions Real Estate	27	\$9,555,792
137	Hossam Elsayed	Emerald Home Advisors	29	\$9,536,800
138	Nadine M. Catalano	Sibcy Cline	14	\$9,521,687
139	Suzette E. Waugh	Comey & Shepherd	13	\$9,385,331
140	Tami Holmes	Tami Holmes Realty	33	\$9,342,900
141	Brandi N. Srader Schildmeyer	Coldwell Banker Realty	21	\$9,338,050
142	Denise Y. Koesterman	Keller Williams Advisors	22	\$9,323,720
143	Rick A. Hoeting	Hoeting, Realtors	25	\$9,311,109
144	David D. Dawson	Sibcy Cline	15	\$9,292,502
145	Debra LaFrance	Re/Max Preferred Group	18	\$9,292,311
146	Marsha Bennett	Coldwell Banker Heritage	34	\$9,269,491
147	Scott Baker	Coldwell Banker Realty	23	\$9,264,841
148	Patrick Lach	Sibcy Cline	12	\$9,167,000
149	Celia B. Carroll	Sibcy Cline	15	\$9,162,885
150	Jeanne M. Rieder	Hoeting, Realtors	38	\$9,117,200

**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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Branch Manager • NMLS 201497

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Branch address: 1246 Old State Route 74, Suite D, Batavia, OH 45103. \*For a Conventional loan, the seller or buyer can pay for the buydown. For VA, FHA, USDA and Jumbo loans, only the seller can pay for the buydown. \*\*This advertisement does not constitute tax advice. Please consult a tax advisor regarding your specific situation. Copyright©2022 Fairway Independent Mortgage Corporation NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718. 1-866-912-4800. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity. FW2040034

