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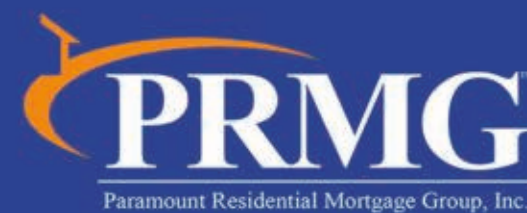
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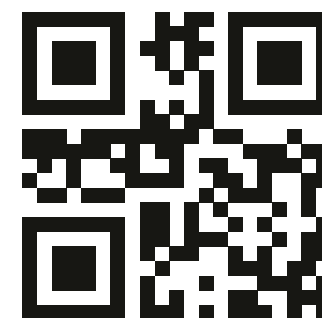



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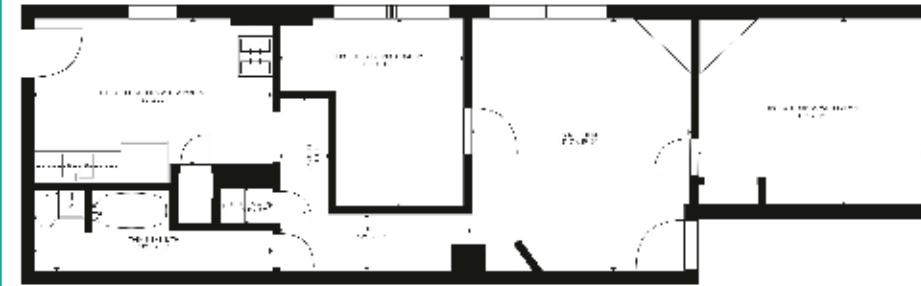
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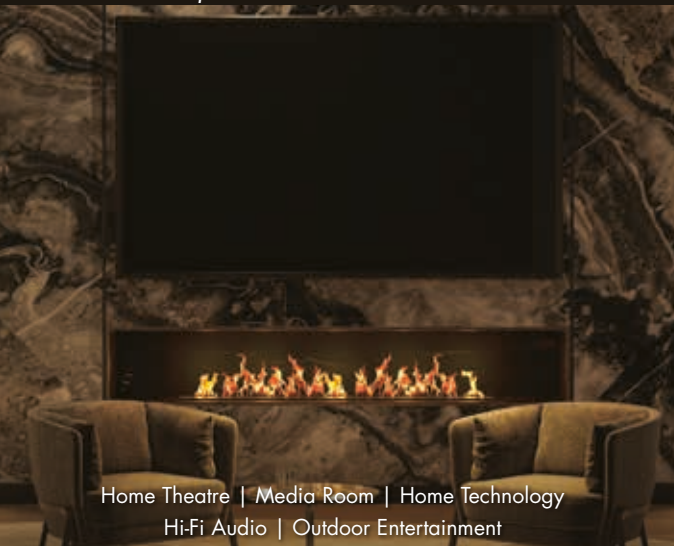
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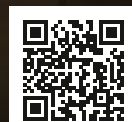
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# Noah E. Zipko

*of Coldwell Banker College Real Estate*

## FORMER DIVISION 1 BASEBALL PLAYER GETS HOME RUN IN REAL ESTATE!

Discipline. Dedication. Consistency. Former Division 1 Baseball Player Noah E. Zipko has all of those traits. From the age of 8, Noah excelled in baseball and stood out on his team. He played until the age of 23. When he realized his Major League Baseball dreams weren't going to come true, he decided upon a new game – real estate.

Ten years ago, he entered real estate. He didn't put away his baseball bats, gloves and balls, however. "As soon as I got done playing, I started coaching," he comments. He is proud to be one of the varsity coaches for Talawanda High School, helping others live their baseball dreams and giving the pointers to success, such as controlling what they can in the unpredictable game of baseball.

### Rise in Real Estate

With a career volume topping 55 million dollars and over 10 million dollars in sales last year, Noah knows how to connect with his clients and quickly move deals to the closing table. He works with Coldwell Banker College Real Estate along with his wife as an assistant. They are a dynamic duo together and they also have an agent who helps Noah with showings.



Noah's journey into real estate began right after college. Having majored in Marketing at Murray State in Western Kentucky, he was determined to blaze his own trail. Seeking the freedom to live life on his terms, Noah pursued real estate with the same passion and commitment he had on the baseball field.

Growing up in Oxford, Ohio, where all he dreamed of was playing baseball, Noah found the transition from being coached and following a strict schedule as an agent to be similar. The lessons he learned as an athlete, such as discipline and consistency served as a solid foundation for his real estate career.

### A Full-Time Endeavor

Trying to change others' perception of him was challenging. Noah faced the skepticism of others who saw his real estate endeavors as a hobby. However, through consistent branding efforts and unwavering commitment, he proved to everyone that he was serious about his profession and successfully made the transition from "The Baseball Guy" to "Noah the REALTOR®" with #ZipkoSells . After 3 years, Noah realized that his efforts were working, especially on social media.

### Leveraging Social Media

With a strong belief in the power of social media, Noah utilizes this platform to showcase not just his business, but also his family life and hobbies. His authentic and unique approach resonates with people, allowing them to connect with him even before meeting in person.

For aspiring top producers, Noah offers valuable advice. He emphasizes the importance of being upfront, consistent, and unafraid to take chances. He encourages others to use social media aggressively to stand out above the competition, as people are constantly glued to their phones in a digital age. Reaching people where they are – social media – simply makes sense.

one to watch

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





“““

The biggest mistake that people make is that they don't maintain relationships.

What posts get the most attention? Beaver posts! A beaver trapper, Noah often posts about beavers. These innovative posts, complete with photos, gain traction. His post on New Year's while holding a 45-pound beaver had thousands of views and people still remember it years later. Noah has a full beaver mounted in his office and even gives pelts as gifts. He's happy to help people with their pest problems if the need arrives!

#### Relationships Matter

In real estate, relationships are everything. "The biggest mistake that people make is that they don't maintain relationships," points out Noah. "People are going to do business with you if they like you, know you, trust you, and feel like they have an ongoing relationship with you." Social media bridges the gap with people.



Passionate about building and nurturing relationships, Noah knows that approximately 80% of his business comes from word-of-mouth, repeat clients, and referrals. He believes that maintaining genuine and ongoing connections with clients is essential for long-term success.

#### Family and Fun

When not working, Noah is a devoted dad to his 3-year-old daughter named Blake. He jokes, "Blake looks like Mom and acts like Dad. My wife has her hands full between the two of us."

To relax, Noah enjoys a variety of pastimes. In the summers, he likes to play golf. "In the wintertime, I'm a big outdoorsy guy," he says. "I like hunting, fishing, trapping, and elk hunting." For the past few years, he has gone out west to hunt elk. He also likes hanging out at his farm north of town by Hueston Woods.

"I've also been doing Jiu Jitsu for just over a year," he smiles.

#### What's Next

As Noah looks toward the future, he is working on being more efficient with his time. "Instead of working 60 hours a week, can we knock it down to 40-45 hours a week?" he asks. He is also eager to continue to keep taking care of people, realizing that they will take care of him.

From running the bases in baseball to running a successful real estate career, Noah is living proof that with enough discipline and determination, anything is possible. This Top Producer is living his best life in real estate, helping countless clients in the process. Whether selling homes or trapping beavers, Noah is happy to lend a helping hand!

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# MEET **POPE** JEREMY

CO-OWNER OF PRMG – LOVELAND BRANCH

## MAKING A MORTGAGES A CINCH IN A PINCH

Jeremy Pope, co-owner of Paramount Residential Mortgage Group (PRMG) in Loveland, simply loves what he does. Starting at KeyBank after college, Jeremy worked his way up in the mortgage industry to get to where he is now.

“It’s fun to help someone with the biggest purchase that they are going to make in their whole life,” he reflects. “It’s very gratifying.” He also thrives on the ever-changing nature of the job. “Every day is different,” he says. “No two days are alike.”

Jeremy works with Brent Hoffman, co-owner and branch manager at PRMG, to make their clients’ dream a reality. With an operations manager, three processors, underwriters, two sales assistants, and nine other loan officers, everything runs smoothly from start to finish.

“I love everyone that I work with,” smiles Jeremy. “I couldn’t ask for more, just lower rates and higher inventory,” he laughs. Last year, Jeremy’s team successfully closed 450 loans, amounting to an impressive \$100 million in total. Jeremy’s genuine appreciation for his team is evident, as he expresses gratitude for their hard work and camaraderie.

Recently, Jeremy and Brent combined their forces to streamline their operations. Brent focuses on working directly with clients, while Jeremy works directly with real estate agents, organizes events, and oversees marketing strategies. Both Brent and Jeremy manage the office. This division of responsibilities allows them to enhance their efficiency and deliver exceptional service.

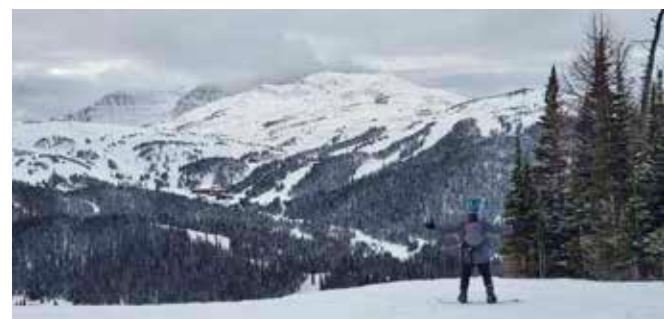
### Experience + Expertise

With over 10 years of experience in the field, Jeremy has established himself as a trusted expert in providing mortgage solutions to clients from diverse backgrounds. His partnership with Brent, a like-minded individual with whom he has worked for 10 years, has been instrumental in their success.

Jeremy and his team at the mortgage branch are dedicated to serving a wide range of clients, regardless of their credit score or income level. They firmly believe in their ability to help anyone seeking a mortgage, whether it be individuals with low-income or high-income earners. Their tagline, “If we can’t get the deal done, no one is getting it done,” underscores their commitment to finding solutions for clients even in challenging circumstances. Jeremy’s branch does not impose additional rules or requirements beyond those set by official entities such as FHA, USDA, VA, Fannie Mae and Freddie Mac, allowing them to assist clients efficiently.

### An Innovative Approach

When it comes to transforming the mortgage industry, Jeremy has his pulse on the market and caters to his clients with a special pre-approval process to help their offers stand out from other homebuyers. By conducting a soft credit pull that does not affect the client’s credit score, along with gathering basic documents such as paystubs and bank statements, they can send the application to underwriting without an address. If the underwriter approves the client’s income, credit, and assets, Jeremy’s branch provides a preapproval letter and an impressive \$10,000 guarantee. This guarantee attests to the client’s credibility and commitment to purchasing a home. If the deal falls through due to income, credit, or asset issues, the branch offers \$10,000 to the seller! This innovative approach not only generates business but also instills confidence in sellers and differentiates Jeremy’s clients from others.



► sponsor spotlight

Written by Elizabeth McCabe  
Photo Credit: Brenna Smith



### Hops and Berry

Beyond the mortgage business, Jeremy is a co-owner of a bar and taproom called Hops & Berry. This local taproom hosts numerous events, especially for *Cincinnati Real Producers*, making it a vibrant hub in the community. Leveraging the bar's amenities, Jeremy incorporates it into his mortgage-related activities, such as client appreciation events and collaborations with real estate agents. This unique approach further strengthens his connections with his clients and the community.

### A Girl Dad

Outside of work, it's all about family for Jeremy, a dedicated father to his three daughters Emily, Caroline, and Julia. He has been happily married for eight years to his wife Bridgette, an Indian Hill graduate and a native of Cincinnati. They have known each other for 17 years! Although he originally hails from the Cleveland area, he has lived in the area for 15 years and loves life in Loveland, where they have lived for 7 years now. Bridgette's support is invaluable to Jeremy's professional pursuits and the operation of their bar. She has temporarily put her nursing career on hold to be a stay-at-home mom and enable Jeremy to excel in his career.

"I couldn't do any of this without her," says Jeremy. "She allows me to do what I do best."

Recently, Jeremy and Bridgette decided to install a pool, which has created hours of family time for them and their three daughters for fun in the sun. Other pastimes for Jeremy and his daughters include skiing and snowboarding, Camping, hiking, and attending concerts are also ways for them to make memories to cherish.

They also enjoy the constant companionship of their dog named Louie, who makes their house a home with his unconditional love and playful antics.



### FOR MORE INFORMATION

Life is too short not to have a solid mortgage lender for your clients. Jeremy and Brent along with their team have built a reputation for themselves in the mortgage industry. With their extensive experience, comprehensive services, and innovative approach, they have helped countless clients achieve their homeownership dreams.

Jeremy would like to give a special shout out to real estate agent and friend, Mike Hildebrand, with eXp Realty. Seven years ago when he was thinking about leaving his current mortgage company to start his own, he reached out to Mike for advice. Jeremy says, "I asked Mike if I were to take the plunge and do my own thing, do I have your support?" Mike said yes and the rest is history! Thank you, Mike.

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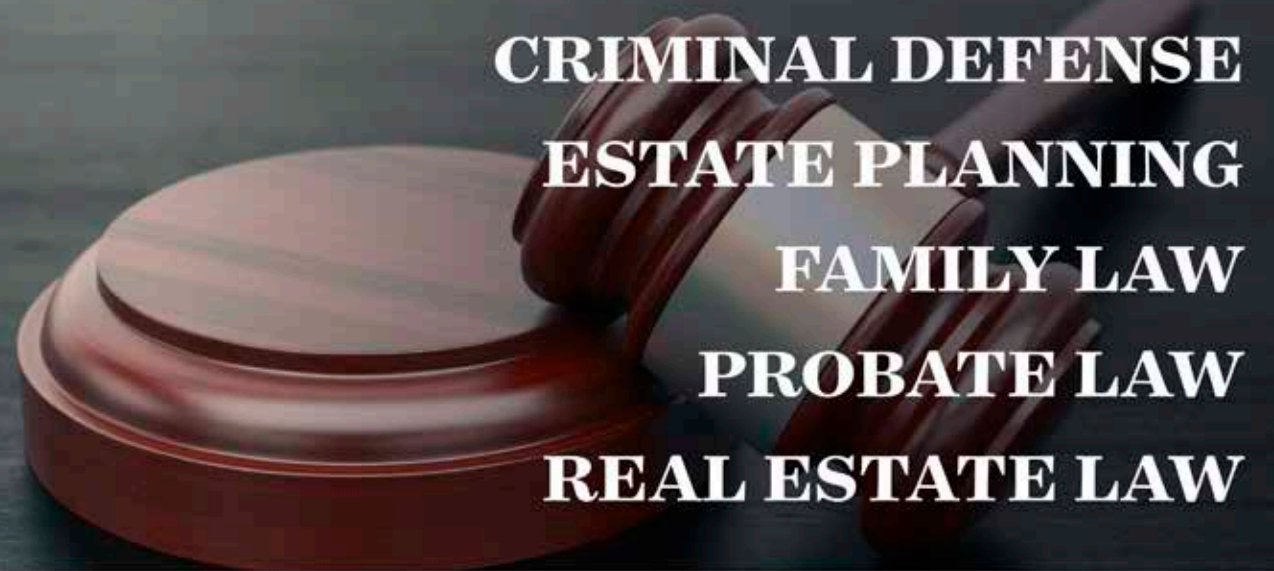
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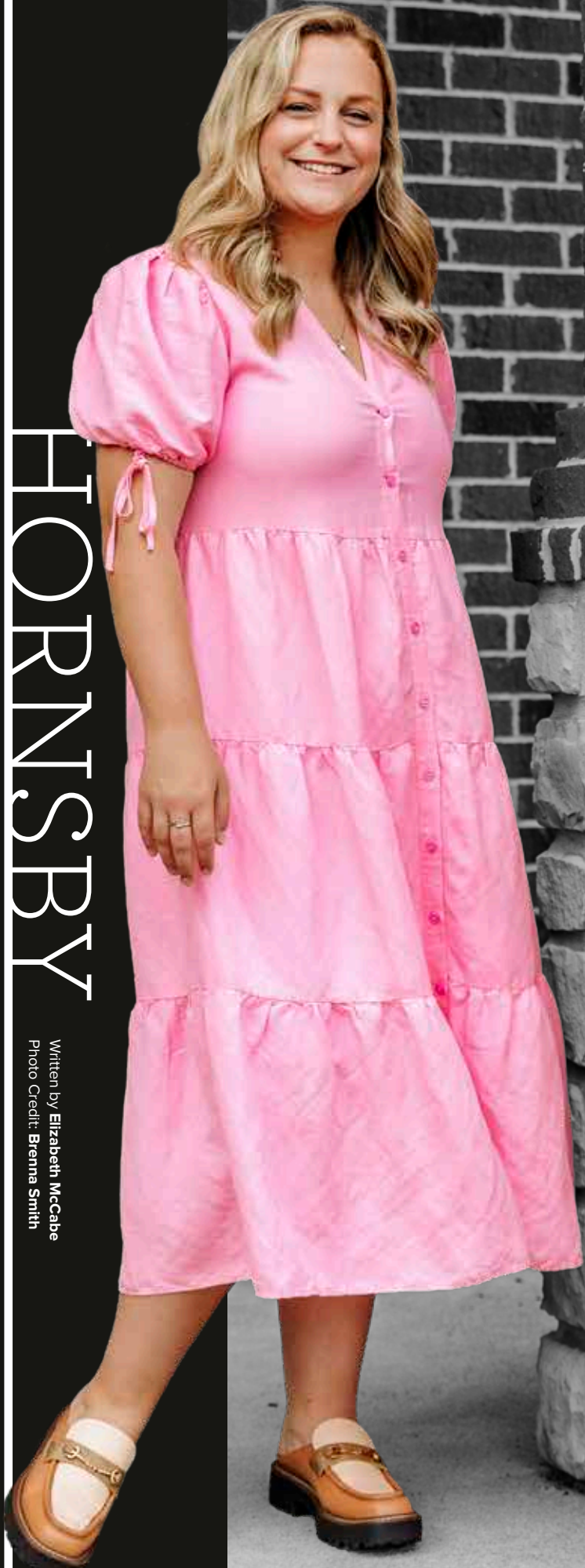
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▶ on the rise

# MAURIE

# HORNSBY

Written by Elizabeth McCabe  
Photo Credit: Brenna Smith



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## overcoming obstacles to become a success!

Maurie Hornsby, a dedicated and empathetic real estate agent with The Cornerstone Home Group at eXp Realty, has built her career on compassion and caring for her clients. Growing up in Westwood, she attended Walnut Hills. As a child and teenager, she has fond memories of riding horses and competing nationally. “That kept me busy in high school,” she shares.

A coffee enthusiast, an animal lover, and a foodie, Maurie has always put others first. “Family and friends are important,” she points out. “I am a very empathetic person and am here to support and guide people, as well as show compassion and care along the way.” Relationships matter to this real estate agent.

### A Heart for Helping Others

From a young age, Maurie had dreams of becoming a doctor, specifically a psychologist or psychiatrist, driven by her innate desire to support and understand people. However, life took an unexpected turn when Maurie’s father passed away while she was still a teenager. This loss deeply impacted her, leading her to search for a meaningful career path that would allow her to make a positive difference in people’s lives.

After completing her psychology degree at the University of Cincinnati, Maurie pursued a master’s degree in human resources. Although she initially embarked on a career in HR, she soon realized it wasn’t the right fit for her. It was during this time that a close friend and mentor, Beth Brown Ciul, Team Leader at The Cornerstone Home

Group, encouraged Maurie to consider real estate as a profession. With her friend’s belief in her abilities, Maurie found the courage to take the leap and transition into the world of real estate.

“I have known Beth for 18 years,” she says. “I was 12 years old when we met and her daughter Madison went to the same riding facility.” Through Beth’s guidance, Maurie felt comfortable going into real estate. “Beth became a second mom to me,” she asserts. “Now we’re closer than we have ever been.” Their friendship evolved into a partnership. “When she said, ‘You can do it [real estate],’ I believed her. She was right.”

### Overcoming Adversity

Before Maurie fully immersed herself in her new career, life presented her with another challenge. During her pregnancy, Maurie encountered complications that led to her daughter Caroline being born prematurely at just 25 weeks. This unexpected turn of events, combined with the onset of the

COVID-19 pandemic, reinforced Maurie’s decision to leave her previous job and prioritize her family’s well-being.

“My daughter was born at 25 weeks and 4 days,” she shares. It was a trying time for her as a new mom. While her daughter spent 106 days in the neonatal intensive care unit (NICU), Maurie used the time to pursue real estate classes, juggling her studies with the demands of being a brand-new mother. Despite the obstacles she faced, Maurie obtained her real estate license in May 2020 and officially began her journey in the industry.

Maurie’s determination and resilience extend beyond her professional pursuits. In the midst of launching her real estate career, she faced another health challenge when she was diagnosed with Cushing’s disease. However, with timely medical intervention, Maurie’s disease is now in remission, allowing her to focus on her family and career with renewed strength and gratitude.





Family has always played a pivotal role in Maurie's life, providing unwavering support and inspiration. Her late father remains her guiding force, even in his absence. Additionally, her husband, David, and their two children, Caroline and Jackson, bring immeasurable joy and fulfillment to her personal life.

**Emphasizing with Others**

Maurie's approach to real estate reflects her empathetic nature and her commitment to providing exceptional service. She understands the challenges and pressures faced by first-time homebuyers and seeks to alleviate their concerns by being a supportive guide throughout the process. Maurie believes in empowering her clients by presenting them with a range of options and working collaboratively to find the best solutions for their unique needs.

As she says, "I always wanted to help people at a pivotal time in their life." Real

estate is her way of doing just that. Real estate also gives her a flexible schedule so she can be with her children.

In her career, Maurie has encountered the gender-related obstacles often faced by women in the industry, but

she remains dedicated to leveling the playing field and creating a more inclusive environment. By embracing her authentic self and bringing her problem-solving skills to the forefront, she continues to make a positive impact in the lives of her clients.



“ I am a very empathetic person and am here to support and guide people, as well as show compassion and care along the way. ”

### What's Next?

Looking ahead, Maurie envisions expanding her real estate business by obtaining a license in Kentucky and eventually forming her own team. She also aims to grow her investment portfolio, with two Airbnb properties already under her belt. Balancing her professional growth with her family's well-being is of utmost importance to Maurie. She aspires to be present for the significant milestones in her children's lives and cherish the precious moments with her loved ones. Family is what matters to her.

### Outside Interests

Outside of work, Maurie finds joy in various hobbies and interests. She says, "You have to set aside time for yourself, your family, and your own mental-being. If you don't put your best foot forward for yourself, you won't be able to put your best foot forward for your clients."

An avid animal lover, she shares her home with three dogs and embraces the role of a proud fur parent. Maurie and her husband, David, share a love for travel and are currently exploring the world

while he pursues his pilot's license. She also enjoys cooking, savoring the art of creating delicious meals for her family.

### Final Thoughts

A woman of compassion, Maurie values building genuine relationships and aims to strengthen these connections as her career progresses. Her genuine care for others, combined with her expertise in real estate, make her a valuable asset to her clients in their journeys of buying or selling homes. With her ability to overcome obstacles, she can succeed in whatever road she chooses!



Beth became a second mom to me. Now we're closer than we have ever been. When she said, 'You can do it [real estate],' I believed her. She was right.



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# & Sarah Woody Ryan Gillen

## Merge Together to Form Gillen Group Cincinnati with KW Community Partners

▶▶ building a powerhouse team

Written by Elizabeth McCabe

Sarah Woody and Ryan Gillen never would have guessed that a flight would change their lives. On November 7, 2021, they booked the same flight with a layover in Baltimore. “We both plopped down by an outlet, both 10 feet apart from each other,” Sarah recalls. When she asked if he was a real estate agent, he said yes. They talked the entire flight from Charleston.



“ The greatest partnerships that I have seen are formed by people who think differently but run together.

We have similar personalities but different with our outlook on business.”

We both say that we never believe in coincidences,” says Sarah. “We feel like we were supposed to meet. “We happened to be on the same flight back,” points out Ryan. Their relationship turned into a friendship followed by a business partnership.

#### From Acquaintances to Allies

After that fateful flight, Sarah and Ryan stayed in touch. Their bond grew stronger, and their professional aspirations converged. “The best business relationships have a mutual friendship involved as well,” Ryan emphasizes.

Ryan and his team switched over to Keller Williams on February 1, 2022. A week later, they went to the Keller Williams Family Reunion in Florida with both of their teams. Sarah explains, “Family Reunion is an annual event with Keller Williams for networking and training. It’s an opportunity to reenergize and learn from the best in the business, attend powerful sessions, and immerse in Keller Williams culture.” Ryan jokes, “It was the biggest culture shock ever – going from a small brokerage to a convention.” But he loved it just the same.

#### Merging Together

Recognizing the power of their shared values, Sarah and Ryan decided to merge their respective teams - The Gillen Group and Sarah Woody Group - to form an unstoppable force in the real estate realm.



The Gillen Group, founded by Ryan, was already a powerhouse in the Dayton area, selling over 200 homes annually. But now, with Sarah’s expertise and leadership, The Gillen Group expanded its presence to Cincinnati and Columbus, solidifying their position as a major player in the Ohio real estate market.

Sarah’s prowess in selling real estate and her commitment to client satisfaction beautifully complemented Ryan’s business acumen and system-centric approach. “The greatest partnerships that I have seen are formed by people who think differently but run together,” Ryan remarks. “We have similar personalities but different with our outlook on business.” They challenge and inspire each other, continually seeking a middle ground that propels their team to new heights.

Ryan has nine full-time agents between Dayton and Cincinnati. As for Sarah, she has three full-time agents, a director of operations, and a contractor coordinator. Ryan will be the Team Leader of The Gillen Group Dayton as

well as President of the Gillen Group. As for Sarah, she is excited to be the Team Leader of The Gillen Group Cincinnati. Jordan, who has been with Ryan for 7 years, will be the Director of Operations and run operations for Cincinnati, Dayton, and Columbus.

Ryan’s visionary leadership coupled with Sarah’s client-centric approach gave birth to the shared mission of The Gillen Group - to improve lives through real estate. “We don’t do real estate just to sell houses, but to help people,” Sarah passionately expresses. They aim to elevate the standard of service in the industry, ensuring that agents are well-equipped to thrive and clients are delighted with the results.

“How many REALTORS® can we help?” asked Ryan. “There is a 93 percent failure rate after 3 years in the business.” On his team, he defies the odds. “Very few people don’t make it to 3 years on our team. Our goal is to put agents in the best positions to sell the most homes and still have a life.” With solid administrative support, that goal can be a reality.

**Sarah – Rooted in Cincinnati**  
Growing up in Cincinnati, Sarah had a clear vision of her future in the business world. Inspired by her father, who was a successful business owner, she knew from a young age that she wanted to follow in his footsteps. She set her sights on Miami University and pursued a business degree, laying the foundation for her entrepreneurial dreams.

Sarah’s early career involved working with her father in the recruiting industry. This experience not only honed her skills in sales but also allowed her to witness firsthand the importance of connecting with people and building lasting relationships. Her strong faith and family values further solidified her commitment to making meaningful connections, both personally and professionally.

After starting her career as an Internal Auditor at a bank, Sarah developed a deep understanding of the mortgage and financing process. This knowledge proved invaluable in her real estate journey, as it enabled her to educate her clients better and guide them through the intricacies of buying or selling a home.

“I received my real estate license in late 2016 and started real estate full-time in early 2017,” says Sarah. In 2018, she started her own real estate team. How did she decide upon real estate? She explains, “I sold cars to several real estate agents working at Tesla and one of my past Tesla clients from Dayton named Bella Hart quickly became a friend who prompted me to just ‘go get licensed,

Sarah!’ So I took off work and I completed my classes in 3 weeks!”

#### Ryan’s Real Estate Roots

Ryan’s story began in Dayton, where he had a childhood filled with sports and competition. With his father being a REALTOR® for over 40 years, the real estate world was never far from his consciousness. While he didn’t have a specific career path in mind during his younger years, he knew that he wanted to be involved in sales.

After trying his hand in corporate America right after college, Ryan quickly realized that the traditional corporate route was not where he belonged. His entrepreneurial spirit and desire for personal growth led him to explore opportunities that aligned with his passions and values. Ultimately, real estate emerged as the perfect avenue for him to thrive and make a significant impact.

Ten years ago, Ryan entered real estate and is excited to celebrate his 10th year on September 1, 2023. He comments, “I’m an entrepreneur at heart and needed to get into an industry that would allow me to grow if I worked hard.” Real estate was the perfect fit for him.

#### Future Vision

As they set their sights on the future, Sarah and Ryan envision The Gillen Group becoming a household name throughout Ohio. With offices in Dayton, Cincinnati, Columbus, and Northern Kentucky, their goal is to expand their reach further and create a lasting legacy of exceptional service and community impact.

“We want to put our clients and agents in the best position to succeed and enjoy life,” Ryan stated. The Gillen Group’s commitment to continuous education, cutting-edge marketing strategies, and personalized support is at the heart of their vision for growth and success.

“We have such an amazing operations team,” Sarah shares, emphasizing the importance of culture and consistency. The Gillen Group’s tagline, “Put your home in the hands of experts,” reflects their team’s local expertise and commitment to professionalism.

They embrace technology and the power of video to expand their reach and connect with more clients. “We are a very adaptable team, always ready to implement new procedures to benefit our clients,” Ryan affirms. Their shared values, shared vision, and shared commitment to excellence define The Gillen Group and its impact on the lives of their clients and agents.

Ryan adds, “We are looking for expert and professional talent for those who want to grow and have a more successful career. We would love to be that support and have that conversation.” Sarah comments, “We are looking to expand the Gillen group name as we expand all throughout Ohio.”

As they venture into the future, The Gillen Group, under the dynamic leadership of Ryan Gillen and Sarah Woody, will continue to redefine the real estate experience, one transaction at a time.

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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
1	Julie K. Back	Sibcy Cline	60	\$85,791,279
2	Scott A. Oylar	Coldwell Banker Realty	134	\$81,849,447
3	Brittney Frietch	BF Realty	118	\$44,429,340
4	Andrew Gaydosh	eXp Realty	109	\$37,918,921
5	Ragan McKinney	Ragan McKinney Real Estate	167	\$37,463,099
6	Megan S. Stacey	Coldwell Banker Realty	65	\$35,746,393
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	81	\$31,889,080
10	Heather R. Herr	Private Real Estate Collection	73	\$30,738,012
11	Adam G. Marit	Real Link	86	\$30,588,773
12	Amy Hackett Roe	Coldwell Banker Realty	46	\$29,311,350
13	Peter D. Chabris	Keller Williams Seven Hills Re	118	\$28,695,555
14	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	67	\$28,135,930
15	Andrea DeStefano	Sibcy Cline	43	\$27,799,254
16	Cindy J. Shetterly	Keller Williams Distinctive Re	80	\$25,500,700
17	Daniel Baron	Keller Williams Advisors	80	\$25,218,243
18	Rakesh Ram	Coldwell Banker Realty	59	\$25,141,890
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	Sue S. Lewis	Sibcy Cline	45	\$20,931,310
29	Holly Finn	Coldwell Banker Realty	48	\$20,609,945
30	Tiffany B. Allen-Zeuch	Sibcy Cline	35	\$20,166,167
31	Robbie Dorger	Comey & Shepherd	26	\$19,803,231
32	Michael L. Murtland	Comey & Shepherd	50	\$19,775,972
33	Alexander Schafers	Re/Max United Associates	69	\$19,738,636
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	52	\$18,833,275
37	Deborah A. Martin	Keller Williams Advisors	25	\$18,637,006
38	Christopher Holtman	Real Link	54	\$18,391,921
39	Jason Reynolds	Re/Max Alpha Real Estate	44	\$17,399,742
40	Chris R. Waits	Sibcy Cline	46	\$16,800,485
41	Heather M. Stallmeyer	Coldwell Banker Realty	30	\$16,437,116
42	Tom Deutsch Jr.	Coldwell Banker Realty	71	\$16,228,801
43	G. Tyler McConnell	Comey & Shepherd	43	\$15,816,972
44	Ryan Lara	eXp Realty	49	\$15,710,200
45	Angelo M. Pusateri	Comey & Shepherd	19	\$15,386,081
46	Flor D. McNally	Keller Williams Advisors	63	\$15,316,465
47	John M. Bissman	Keller Williams Pinnacle Group	45	\$14,996,501
48	Micha Gleisinger	Comey & Shepherd	25	\$14,560,350
49	Molly Eynon	Coldwell Banker Realty	37	\$14,510,690
50	Sandra L. Peters	Comey & Shepherd	14	\$14,415,486

Rank	Name	Office	Total	Volume
51	Anna S. Bisher	Coldwell Banker Realty	35	\$14,368,000
52	Kimberly K. Mansfield	Keller Williams Advisors	54	\$14,308,261
53	Sara E. Limper	Coldwell Banker Realty	36	\$14,184,690
54	Mike Hildebrand	eXp Realty	40	\$14,026,705
55	Lee G. Robinson	Robinson Sotheby's Internat'l	15	\$13,962,800
56	Robert J. Mahoney	Sibcy Cline	20	\$13,866,501
57	May Xuemei Wu	Comey & Shepherd	27	\$13,839,045
58	Tina A. Burton	Sibcy Cline	37	\$13,799,950
59	Mary Clare Baden	eXp Realty	36	\$13,694,052
60	Jennifer L. Day	Re/Max Preferred Group	95	\$13,626,193
61	Patrick J. Cagney	Coldwell Banker Realty	44	\$13,399,300
62	Jessica K. Lieberman Jones	Sibcy Cline	8	\$13,227,000
63	Brian P. Leisgang	Keller Williams Advisors	36	\$13,147,875
64	Helena F. Cameron	Sibcy Cline	33	\$13,131,327
65	Christopher Dohrmann	Sibcy Cline	13	\$13,115,000
66	Jamie Gabbard	Comey & Shepherd	43	\$13,095,611
67	Maura K. Cagney-Tipton	Coldwell Banker Realty	41	\$12,933,050
68	Jon A. DeCurtins	ERA Real Solutions Realty	27	\$12,918,800
69	Bradley J. Clements	Comey & Shepherd	36	\$12,887,300
70	Julia Packer P. Wesselkamper	Coldwell Banker Realty	27	\$12,675,640
71	Janelle A. Sprandel	Comey & Shepherd	36	\$12,672,772
72	Jon L. Bowling	Re/Max Preferred Group	36	\$12,630,841
73	Sue Andrews Wahl	Comey & Shepherd	43	\$12,439,850
74	Scott T. Ferguson	Keller Williams Advisors	37	\$12,369,200
75	Heather Alley	Keller Williams Community Partners	24	\$12,327,300
76	Robert DiTomassi	Comey & Shepherd	23	\$12,324,824
77	Laura Wogen	Coldwell Banker Realty	17	\$12,303,400
78	Gina A. Dubell-Smith	eXp Realty	27	\$12,121,095
79	Rebecca A. Messenger	Comey & Shepherd	19	\$11,990,095
80	Andrew H. Homan	Coldwell Banker Realty	21	\$11,954,900
81	Molly E. Blenk	Comey & Shepherd	36	\$11,883,300
82	Sarah A. Woody	Keller Williams Advisors	33	\$11,855,470
83	Michelle E. Hudepohl	Coldwell Banker Realty	22	\$11,850,128
84	Sue M. Miller	Comey & Shepherd	40	\$11,809,850

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

Rank	Name	Office	Total	Volume
85	Richard Davey	Comey & Shepherd	37	\$11,786,600
86	Keith T. Taylor	Comey & Shepherd	37	\$11,786,600
87	Beth A. Bokon Onthank	Sibcy Cline	15	\$11,779,300
88	Jackie Quigley	eXp Realty	23	\$11,769,933
89	Lesli D. Norris	Coldwell Banker Realty	37	\$11,675,100
90	Elizabeth Gerbus Akeley	Comey & Shepherd	28	\$11,665,000
91	Oscar A. Asesyan	Coldwell Banker Realty	24	\$11,635,900
92	Robert R. Smith	Coldwell Banker Realty	56	\$11,562,374
93	Heather S. Kopf	Kopf Hunter Haas	19	\$11,508,858
94	Austin R. Castro	Coldwell Banker Heritage	27	\$11,481,800
95	Tyler R. Minges	Huff Realty	55	\$11,457,600
96	Diane Tafuri	Sibcy Cline	20	\$11,427,298
97	James E. Pitzer III	Coldwell Banker Realty	29	\$11,415,200
98	Paige von Hoffmann	Coldwell Banker Realty	15	\$11,404,000
99	Evan Johnson	Cutler Real Estate	31	\$11,363,900
100	Courtne' C. Brass	Coldwell Banker Realty	29	\$11,215,815

Rank	Name	Office	Total	Volume
101	Chris Nicholson	Comey & Shepherd	8	\$11,195,000
102	Lanxi J. Song J	Keller Williams Seven Hills Re	27	\$11,115,675
103	Robert F. Stephens	Comey & Shepherd	15	\$11,102,358
104	Nick G. Guetle	Boardwalk Realtors	36	\$11,037,250
105	Donald M. Johnson	Cutler Real Estate	30	\$10,942,800
106	Tim Cottrill	Sibcy Cline	63	\$10,906,914
107	Missy B. Friede	Century 21 Thacker & Associates	32	\$10,786,050
108	Jason J. Bowman	Re/Max Elite	39	\$10,775,100
109	Jeri O'Brien-Lofgren	Sibcy Cline	25	\$10,727,000
110	Sheryl D. Buechly	Key Realty	29	\$10,648,900
111	Regina M. Hamilton	Sibcy Cline	37	\$10,622,700
112	Brandi N. Howell	NavX Realty	40	\$10,489,650
113	Ryan S. Riddell	Keller Williams Community Partners	43	\$10,404,500
114	William Draznik	Coldwell Banker Realty	29	\$10,366,170
115	James Hurtubise	Keller Williams Advisors	40	\$10,335,150
116	Maureen D. Pippin	Sibcy Cline	7	\$10,297,000
117	Monika Deroussel	eXp Realty	29	\$10,248,300
118	Mitchell Ram	Coldwell Banker Realty	21	\$10,245,900
119	Elizabeth Waits	Sibcy Cline	30	\$10,111,785
120	Jill O. Ferguson	Keller Williams Advisors	29	\$10,082,300
121	John M. Durso	Comey & Shepherd	33	\$10,006,850
122	Robert M. Collins	eXp Realty	31	\$9,993,222
123	Sondra M. Parker	Coldwell Banker Realty	25	\$9,981,850
124	Kathy J. Kramer	Star One Real Estate	18	\$9,929,500
125	Traci S. Nestheide	Coldwell Banker Realty	14	\$9,881,750
126	Lisa McCarthy	Coldwell Banker Realty	37	\$9,838,354
127	Beth A. Brown Ciul	eXp Realty	31	\$9,798,300
128	Eric Surkamp	Comey & Shepherd	17	\$9,785,413
129	Lindsay Spears	Re/Max Incompass	38	\$9,677,915
130	Nikki M. Hayden	Private Real Estate Collection	20	\$9,641,200
131	Mark Schupp	Star One Real Estate	35	\$9,611,650
132	Hossam Elsayed	Emerald Home Advisors	29	\$9,536,800
133	Nadine M. Catalano	Sibcy Cline	14	\$9,521,687
134	Suzette E. Waugh	Comey & Shepherd	13	\$9,385,331

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# TOP 150 STANDINGS

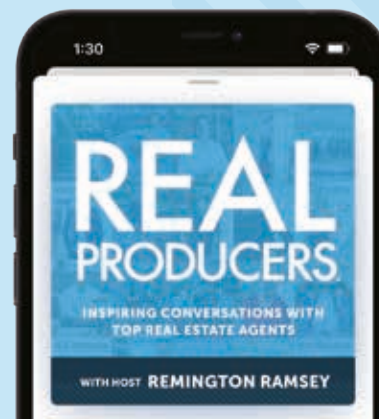
Individuals | By Volume Jan 1- July 31 as of August 9th, 2023 at 12:32AM

Rank	Name	Office	Total	Volume
135	Denise L. Gifford	Keller Williams Advisors	32	\$9,345,750
136	Tami Holmes	Tami Holmes Realty	33	\$9,342,900
137	Brandi N. Srader Schildmeyer	Coldwell Banker Realty	21	\$9,338,050
138	David D. Dawson	Sibcy Cline	15	\$9,292,502
139	Debra LaFrance	Re/Max Preferred Group	18	\$9,292,311
140	Jason A. Sheppard	Comey & Shepherd	31	\$9,282,500
141	Scott Baker	Coldwell Banker Realty	23	\$9,264,841
142	Patrick Lach	Sibcy Cline	12	\$9,167,000
143	Celia B. Carroll	Sibcy Cline	15	\$9,162,885
144	Jeanne M. Rieder	Hoeting, Realtors	38	\$9,117,200
145	Rick A. Hoeting	Hoeting, Realtors	24	\$9,056,109
146	Miranda Biedenbarn	Comey & Shepherd	64	\$8,995,359
147	Sandra L. Burkhart-Williams	Huff Realty	22	\$8,936,200
148	Michael L. Vazquez	ERA Real Solutions Realty	25	\$8,910,792
149	Ingrid K. Likes	Coldwell Banker Realty	17	\$8,864,300
150	Marsha Bennett	Coldwell Banker Heritage	33	\$8,834,491

**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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- May be a tax write-off.\*\*
- May foster goodwill in the process of selling the home.
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