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Alex Wagner

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▶ cover story

Written by Elizabeth McCabe

JON BOWLING

of RE/MAX Preferred Group

Leading with Excellence, Experience and Expertise

When it comes to real estate, it's essential to choose a real estate professional with experience. Jon Bowling, Team Leader of Jon Bowling's Team with RE/MAX Preferred Group is a local expert. He's proud of Cincinnati and has fond memories of living here. His knowledge is sought after by his clients, who may be relocating here from other cities.

Growing up in Sharonville, Jon Bowling enjoyed a happy childhood filled with adventures with his neighborhood "pod." He recalls riding bikes everywhere, playing baseball and football, and living outside until the streetlights came on. Attending Sharonville Elementary, PJHS, and Moeller High School, Jon forged lifelong friendships before heading off to the University of Cincinnati, just 20 minutes south. "Go Cats!" he proudly cheers.

Early Aspirations

"As a youth I always wanted to play professional baseball," says Jon. In his teenage years, he aspired to become a restaurateur, a dream he pursued into his first years of college. After meeting with a franchise in Chicago, Jon realized that the restaurant business wasn't for him. Having worked in fast food and full-service restaurants, he knew he didn't want to spend his life in that industry.

In college, Jon began with operations management. "After a quarter of that curriculum I decided to switch to marketing and real estate," he comments. This decision set him on the path that would become his lifelong career.

"All In"

His journey began with his first business partner, Chris Finn. They bought their first flip the summer after Jon graduated. Though his mother was skeptical of his new venture, Jon was determined.

The duo got into flipping houses, eventually obtaining their licenses in 2004 to save on commission. In 2005 they began working with an REO servicer in Salt Lake City selling homes independently. By 2012, Jon and Chris reached the height of their flipping business, completing 34 flips in one year. They even ventured into new

construction in Charleston, SC, after Chris moved away to oversee their new development project.

In 2013, Jon started his own residential consumer sales team with a new partner, Laura Wolf (Faz), forming the JL Home Group. For nine years, they built a robust team of coordinators, ISAs and sales agents. In 2022, Jon ventured out on his own, forming Jon Bowling's Team.

Perseverance Pays Off

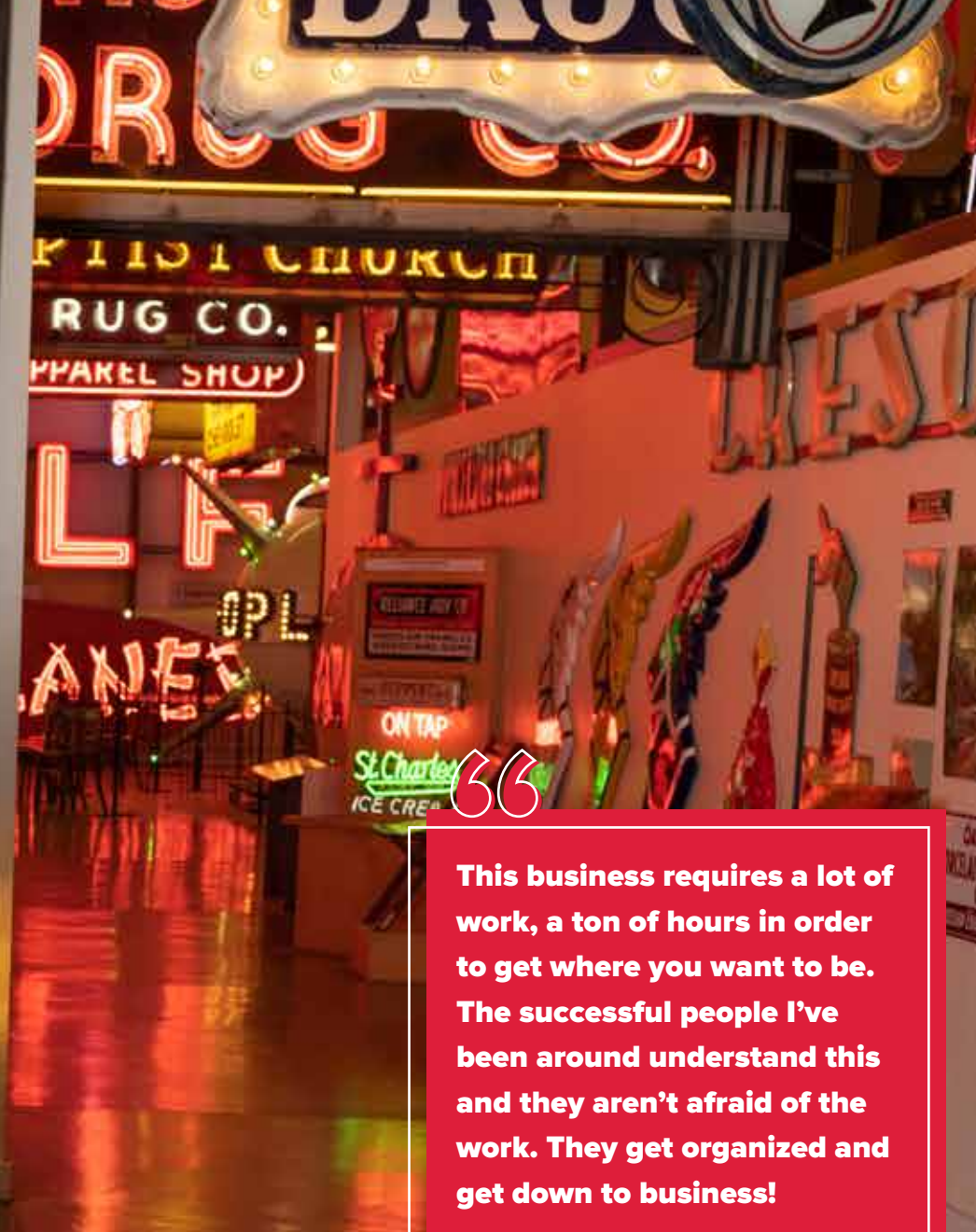
Jon's journey wasn't without its challenges. He earned just \$13K in his first year and had to work multiple jobs to supplement his income. However, by his fourth year, he was making \$170K+ annually! His early success was primarily derived from flipping houses.

Managing people has been one of Jon's ongoing challenges. Transitioning from having great business partners to leading his team solo has required him to find excellent support staff. "We

are only as good as the people that we surround ourselves with," Jon says. He emphasizes the importance of business coaching, crediting mentors like Tom Ferry for his growth.

Jon prides himself on his reputation. "People who know me like and trust me," he says. He believes in treating all customers with respect and integrity, never chasing the "big check" but focusing on building lasting relationships. Jon is willing to put in the time and effort, understanding that success requires organization and a strong work ethic.





This business requires a lot of work, a ton of hours in order to get where you want to be. The successful people I've been around understand this and they aren't afraid of the work. They get organized and get down to business!

“There are no excuses,” he says in achieving goals in real estate. You can't wait for the phone to ring. “This business requires a lot of work, a ton of hours in order to get where you want to be. The successful people I've been around understand this and they aren't afraid of the work. They get organized and get down to business!”

Jon knows that success doesn't come alone. He explains, “You cannot go it alone in this business.” He has a stellar team, including his Sales Team, Kim Ballinger, Brad Babiak, Jason Schmidt, and Hetal Khant. Sean Rugless excels as his Inside Sales Agent. Other valued members of his team include his Licensed Closing Coordinator, Victoria Tsiominas and his Executive Administrator Jennifer Clark.

Reflecting on his career, Jon wishes he had understood the importance of teamwork earlier. He advises new agents to learn from others. “Hitch

your wagon to someone who knows what they are doing,” he candidly comments. Learning from others' successes simply makes sense. Jon's approach is grounded in discipline and hard work.

A go-getter, Jon is a firm believer in setting and tracking goals. His next team goal is to build a \$100M sales team, breaking it down into daily objectives. Personally, he aims to pay off his house, eliminate personal debt, and own a lake house. He also aspires to have a comfortable retirement portfolio that allows him to continue sales and commercial property ownership on his terms.

Family + Fun
Jon's family is his “big why.” His hard work ensures that his children can live a great lifestyle, attend private schools, and have experiences he never had. His wife doesn't have to work outside the home, allowing her to run the household and choose her career path





freely. Jon's flexible hours enable him to attend his children's sporting and school events, making family a central part of his life.

Outside of work, Jon is a sports enthusiast. He holds season tickets for UC football games and enjoys watching the Reds and Bengals. He is also passionate about cars and loves dirt biking, quads, and side-by-sides with his daughters. He comments, "I love that my oldest learned to ride at 12 years old and surprised onlookers as she passed by on her dirtbike with long hair flowing out the back of her helmet!" That was a moment that he cherishes.

Committed to Excellence

Jon Bowling's story is one of perseverance, dedication, and a commitment to excellence. His journey from a young dreamer to a top producer at RE/MAX Preferred Group illustrates his hard work and unwavering determination. As he looks to the future, Jon continues to lead with excellence, experience, and expertise, inspiring those around him to reach for their own dreams.



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ALEX WAGNER



“I have been a licensed real estate agent for almost four years,” says Alex Wagner, a REALTOR® with KW Seven Hills. His success in the real estate industry has been remarkable, with a career volume of approximately \$40 million. “I’m on track to nearly double last year’s production of \$16 million,” he candidly comments, noting that his volume in the last 12 months has reached \$21 million.

▶▶ on the rise

Written by Elizabeth McCabe
Photo Credit: Tim Corbett-Spanagel

with KW Seven Hills

Former Law Enforcement Official Discovers A New Chapter in Real Estate



Interestingly, real estate wasn’t Alex’s first choice. “Before I became a REALTOR®, I was in law enforcement and also flipped houses,” he explains. Once he realized how passionate he was about real estate, he switched professions.

Alex’s journey into real estate is deeply personal. “Before my father passed away in 2016, he bought a few properties to rent out. I remember how much he disliked the renovation process at one of the condos. It stuck out to me because I was feeling quite the opposite. I loved the process. Before the job even started, I could visualize the finished product,” he recalls. He also found a lot of joy in the demolition phase, swinging a sledgehammer and transforming spaces.

After his father’s passing, Alex decided to carry on his legacy by starting his own house-flipping company. “I continued to flip houses until I got my license in 2021. My agent at the time, Tony Vanjohnson, who was helping me with my flip

business, became a major role model and was instrumental in helping me not only attain my license but also in the growth of my current business.” To this day, they still chat at least once a week.

A LOCAL EXPERT

What sets Alex apart is his deep connection to Cincinnati. Born and raised in the city, Alex proudly identifies as a “westsider.” His early education included graduating from St. Xavier High School and spending a year at Ohio University before starting at the Police Academy, where he graduated with the “Top Academic Achievement Award.” This accolade reflects his dedication and hard work.

OVERCOMING OBSTACLES

Alex’s journey has not been without its challenges. The loss of his father, who committed suicide on May 5, 2016, forced Alex to grow up quickly and take on more responsibilities. “For the longest time, I continuously found myself in disbelief, asking many questions that’ll forever remain unanswered.

Rather than dwelling on this, I eventually began to live my life in a way my father would be proud of,” he says. This mindset has driven Alex to succeed and honor his father’s legacy.

Balancing work and family has also been a considerable challenge for Alex. Initially, his relentless work ethic led to missed family events and overwhelming stress. The birth of his daughter, Ari, in May 2022 prompted a crucial change. Alex realized he needed to build a team to help manage his growing business. “I had to accept the fact that I couldn’t handle all of the business coming my way. It was time I swallow my pride and build a team that could assist with my clients,” he explains. This decision not only helped him find balance but also fueled his passion for mentoring other agents.

BUILDING THE WAGNER WAY

Today, Alex leads a thriving team at KW Seven Hills, known as The Wagner Way. His focus on coaching and mentoring has created a

supportive environment where agents can flourish. “There’s no better feeling than helping other agents achieve their goals,” he says.

He encourages those aspiring Top Producers to stay focused and persevere. “You’re up and coming for a reason,” he says. “Whatever you’re doing is working. Stay focused and keep going!” He also emphasizes the importance of surrounding yourself with like-minded individuals who share your drive and vision.



FAMILY AND PERSONAL INTERESTS
Outside of his professional life, Alex is deeply committed to his family. His girlfriend, Morgan, and their daughter, Ari,

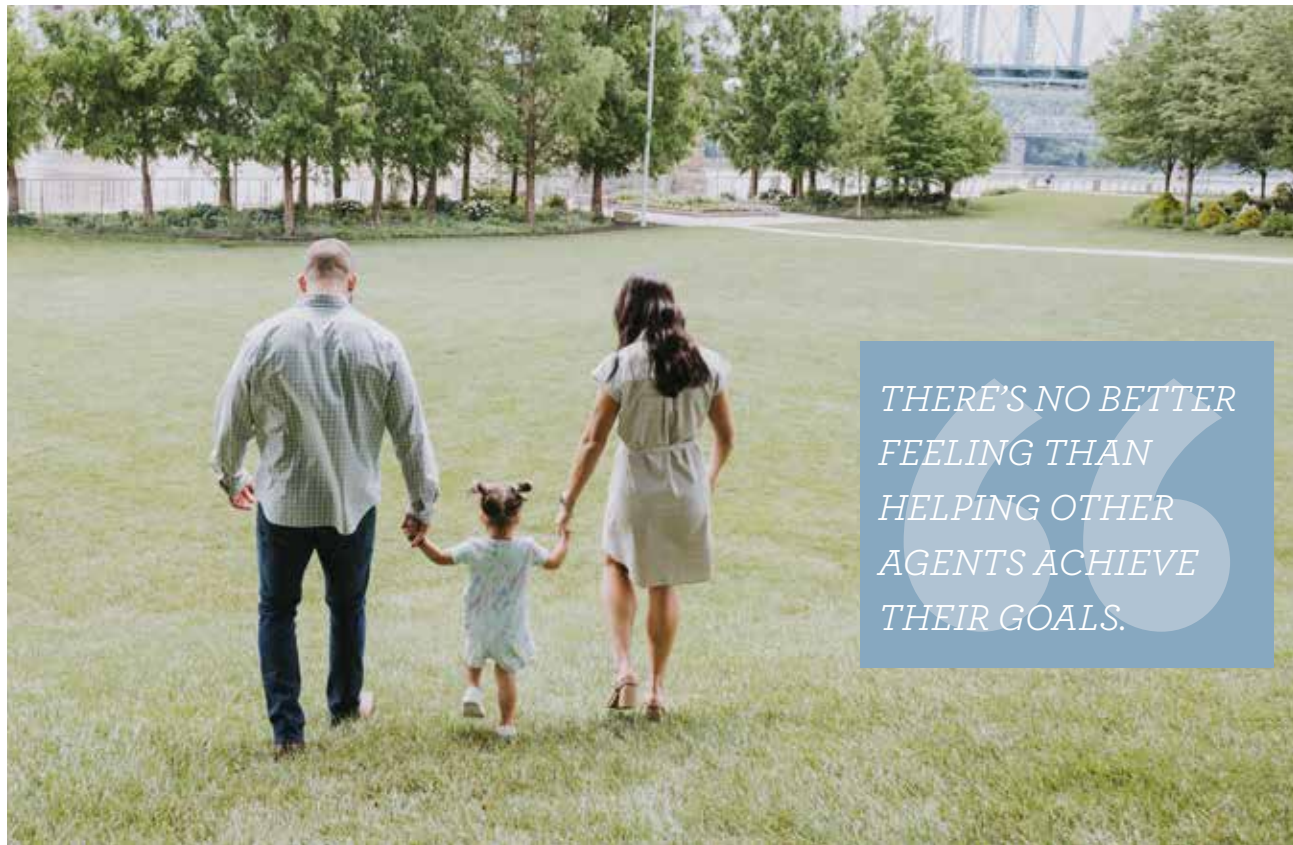
are his biggest supporters. They enjoy traveling to Florida, staying active, and spending quality time together. “Whether it’s the gym, a park, or simply being active outside, we love it! When we have free time, we find ourselves walking next door to play with the ‘moo moo’s’ as my daughter would say, playing outside with bubbles, chalk, or on the swingset.” You can also find them on the road to the aquarium, zoo, or a local mom and pop shop.

Alex also has a passion for fishing and is a bourbon enthusiast.

‘I have a fairly large bourbon collection for someone who’s just started. When I’m having a rough day, I’ll sneak out of the office for the day and bourbon hunt. I’ll literally drive to 3-5 liquor stores and see if I can’t find anything rare in the allocated sections. This is a man’s version of ‘retail therapy.’ The craziest part is, I rarely drink any of them. They’re for show/collection purposes only,” says Alex.

LOOKING AHEAD

At this point in his career, Alex is most passionate about his team and their collective success. He is committed to fostering a supportive and thriving environment where every member can achieve their full potential. With his unwavering dedication and drive, Alex Wagner is undoubtedly a rising star in the real estate world.



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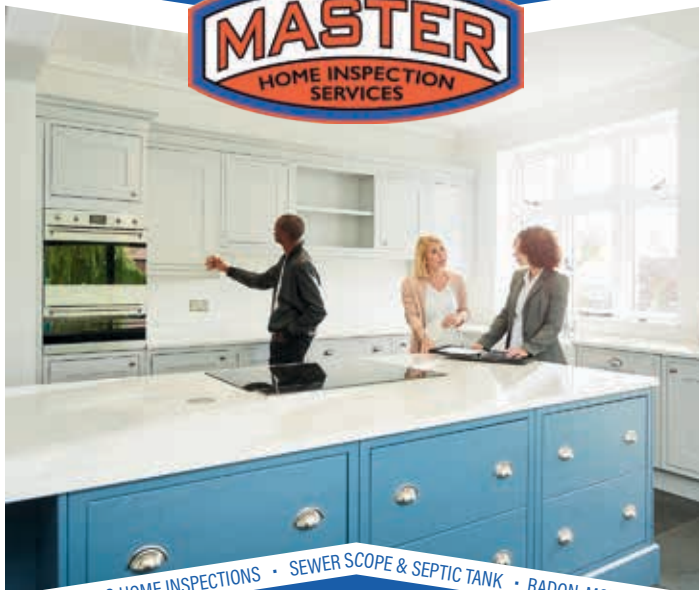
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From Hospitality to Homes, Michael Made a Name for Himself in Real Estate

“I love real estate,” declares Michael Francy with Sibcy Cline. “I eat, drink, and sleep real estate.”

Originally from New York, Michael’s journey to real estate excellence took him through various paths before finding his true calling in the housing market. With Sibcy Cline, where he landed after a recent merger with Star One, Michael’s expertise and passion shine brightly.

After high school, Michael’s adventurous spirit led him to Cincinnati in January 1999, where he continued his career in hospitality management. For over two decades, he honed his skills in the industry. Little did he know that the hospitality industry would lead to real estate.

“I opened a few restaurants,” he comments. “With one of them, we had to find a building. We met with the contractors, real estate agents, and designed the interior and menus. That whole process got me

thinking, ‘Do I want to continue working in restaurant management or do I want to do something else?’ It took me a few years to gain the courage, but I bit the bullet and got my license.”

In 2016, Michael obtained his real estate license and started his career in real estate. Since then, he has poured his heart and soul into his new career, believing that his background in hospitality provides him with invaluable skills for serving his clients.

“I think that everyone should work in a restaurant at some point in their life,” Michael suggests. “If you can make it in a restaurant, there is no job that you can’t do.” He excels in working with people.

Michael’s success in real estate stems from his genuine approach and commitment to his clients’ best interests. He believes in honesty and transparency, refusing to compromise on crucial aspects such as home inspections. “I won’t let clients waive an inspection,” he asserts. “I think that patience pays off.” He goes above and beyond for clients, each time. “By the end of every transaction, my clients become my friends,” he says.



Outside Interests

Beyond his client interactions, Michael is deeply involved in promoting diversity, equity, and inclusion within the real estate industry. As the Chair for the Diversity, Equity, and Inclusion Committee for the Real Estate Alliance of Greater Cincinnati, he is passionate about ensuring that everyone has a seat at the table.

When Michael is not immersed in the world of real estate, he finds solace in spending time with his family, including husband Josh, and son Cameron, who is entering his junior year at Kings High School. Traveling, especially any place near a beach, rejuvenates him by providing a much-needed break from his bustling real estate career.



“I have to go to the beach once a year to rejuvenate and get my energy back,” he says. His love for exploring new places and trying out culinary delights perfectly complements his passion for good restaurants, of which he says, “There are plenty in Cincinnati.”

Living with Impact

Michael Francy is more than just a REALTOR to watch; he is a shining example of dedication, authenticity, and unwavering commitment to serving his clients and community. With his expertise and genuine care, he continues to make a lasting impact in the real estate world.



“
**I think that
patience
pays off.
By the end
of every
transaction,
my clients
become my
friends.**

”



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~ Emily



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JOHN YONAS,
Member Attorney and Owner

JASON PHILLABAUM,
Managing Member Attorney

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YONAS & PHILLABAUM LLC

EXCEEDING EXPECTATIONS FROM START TO FINISH!

With big firm experience and small firm pricing, clients' expectations are exceeded when they turn to the attorneys at Yonas & Phillabaum LLC. The firm is owned by well-known local real estate attorney John Yonas and attorney Jason Phillabaum.

Eager to serve the needs of the community, Yonas & Phillabaum has recently grown. In 2021, they hired two new associates, followed by two more associates in 2022. With a total of seven full-time attorneys, two additional part-time attorneys, and a full-time

paralegal, they are ready, willing, and able to help their clients with their legal needs.

"We are a full-service law firm," explains Attorney Hope Platzbecker, who practices real estate law, civil litigation, and business law. "Whatever



Attorney Hope Platzbecker

legal problems someone has, we have a solution." The main areas of law practiced include real estate, criminal law, and domestic relations. Attorneys also practice in the areas of estate planning, probate and civil litigation.

"We deal with a little of everything," she adds. For real estate, real estate professionals rest assured that everything will be taken care of easily and effortlessly. "We take care of many issues that might come out of a real estate transaction," says Hope. She enjoys resolving title issues for first-time homebuyers, helping them close on time.

In working directly with American Homeland Title "Having an attorney in-house allows us to assist clients in a way that other title companies cannot," explains Hope. "Legal issues come up. Not having an attorney available can cause a delay in closings." Fortunately, Yonas & Phillabaum can handle any legal issues that might arise in a timely fashion.

Real estate professionals love that Yonas & Phillabaum are responsive to meet their needs. Expect excellent service. If a call can't be taken, it will be returned promptly. "We call everyone back in 24 hours," explains Hope. They cater to people's needs and understand the time sensitive nature of real estate transactions.

BUSINESS SERVICES OFFERED

The attorneys at Yonas & Phillabaum work with Mom and Pop businesses to large publicly traded companies. From setting up LLCs to setting up high-profile businesses, they do it all.

"In addition to what we already do, we are rolling out a new product for privacy trusts," explains John. Don't leave your deed to chance. With the rise of identity theft and title theft, people are now stealing deeds and getting credit on other people's houses. To avoid this conundrum, consider setting up a privacy trust to allow you to be more incognito with your home. Right now, a record search can find anyone owning property. A privacy trust will provide an extra layer of protection.

The attorneys at Yonas & Phillabaum have created a proprietary trademarked product called the esoteric privacy trust, which was just launched in January 2023. Expect anonymity through this privacy trust. It will minimize identity theft and will also help against nosy people meddling in your business. In essence, it will make it more difficult for fraudsters to mechanically affect your property.

TREATING CLIENTS WELL

Clients choose to work with the attorneys at Yonas & Phillabaum because they treat clients with compassion, dignity, and respect. Jason says, "We try to be advocates and educators. I like helping people who can't help themselves."

Seeing injustice in the world has caused Jason to get into the legal field. "When I see something unfair, it needs to be fixed," he explains. As an attorney, he has the opportunity to fight for his clients.

"We put 100% effort into everything that we do," says Jason, "whether a huge case or just a huge case for you." Their motto is simple: "We always outwork the other guy." While facts and the law are standard in all cases, outworking the other person is how to maintain success.

"We also have a very open-door policy with our clients," explains Jason. "They have my cell phone number, and they can reach me." Although a lot of attorneys in this practice area aren't that accessible, the attorneys at Yonas & Phillabaum are an exception to the norm.

John adds, “We rolled out a new attorney line for our title company through the law firm (513-547-4300). Real estate agents can be in contact with an attorney during regular business hours to answer urgent questions.” While other companies may take days, Yonas & Phillabaum stands above their competition. “It’s for our customers, our loan officers, and our buyers and sellers.” The line is answered from 8 a.m. to 8 p.m. most days by an attorney.

SOLVING PROBLEMS WITH PRECISION

What sets Yonas & Phillabaum apart is that they are excellent at solving problems. That’s how their law firm has grown since its inception. Word of mouth from satisfied customers has caused an increase in business.

Another reason that people choose Yonas & Phillabaum is that they teach Continuing Education classes for real estate clients. Be sure to check out their Facebook page for upcoming classes.

Their main office is located on 9656 Cincinnati-Columbus Road in West Chester and has since grown to five area locations.

FOR MORE INFORMATION ON YONAS & PHILLABAUM, CHECK OUT THEIR WEBSITE, YPATTORNEYS.COM, OR CALL 513-427-6100. THEY WOULD BE DELIGHTED TO HELP YOU WITH ALL YOUR LEGAL NEEDS.

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 WHETHER A HUGE CASE OR JUST A HUGE CASE FOR YOU.
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**MEET MANAGING MEMBER ATTORNEY
 JASON PHILABARUM**

“I was a prosecutor for 11 years,” explains Jason. “I have done defense work, private work, and civil work for the last 11 years.” Jason, who doesn’t do real estate law but does do real estate litigation, leaves real estate law to John.

Jason primarily works in criminal law and domestic relations. Other associates fill in as

needed, ultimately assisting in real estate, civil law, criminal law, domestic relations, landlord-tenant law and contractor disputes.

A recognized legal analyst for television and radio stations, Jason regularly does legal analysis for Channel 5 and 700 WLW. He comments, “I talk about high-profile cases.” These may include murder cases in the Tri-State or if a homeowner could be sued because they didn’t shovel snow on the sidewalk.

Jason has been an attorney for 23 years and has helped countless clients during that time.



MEET MEMBER ATTORNEY AND OWNER JOHN YONAS

Originally from Brown County, John is proud to be a graduate of The Ohio State University’s College of Business with a specialization in accounting. He then earned his J.D. from law school at The Ohio State University.

Following graduation, John worked as a tax attorney for the first couple of years of his career to help Fortune 500 companies implement tax strategies to minimize their tax

burden. In 2002, he jumped into real estate by taking a position with Frost Brown & Todd, a 400-attorney firm. After working there for a few years, John started his own law firm and title company, American Homeland Title Agency. He has been going strong for almost two decades.

Currently, John resides in Clermont County with his family. When he’s not working, he likes making memories with his family and cherishing the time they spend together.



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TOP 150 STANDINGS

Individuals | By Volume Jan 1- May 31 as of June 3, 2024 at 4:05PM

Rank	Name	Office	Total	Volume
1	Scott A. Oyler	Coldwell Banker Realty	102	\$59,153,689
2	Julie K. Back	Sibcy Cline	34	\$49,509,640
3	Ragan McKinney	Ragan McKinney Real Estate	147	\$34,772,216
4	Peter D. Chabris	Keller Williams Seven Hills Re	103	\$30,786,409
5	Rick J. Finn	Coldwell Banker Realty	63	\$28,219,980
6	Andrea DeStefano	Sibcy Cline	35	\$25,518,355
7	Andrew Gaydosch	eXp Realty	71	\$23,894,838
8	Shelley Miller Reed	Coldwell Banker Realty	28	\$22,305,297
9	Walter B. Gibler	Coldwell Banker Realty	43	\$20,503,000
10	Linda T. Destefano	Sibcy Cline	25	\$20,113,460
11	Bob Dorger	Comey & Shepherd	32	\$20,079,980
12	Brittney Frietch	BF Realty	44	\$19,696,693
13	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	46	\$19,478,140
14	Adam G. Marit	Real Link	61	\$19,442,099
15	Christopher Holtman	Real Link	60	\$19,112,099
16	Zach Singler	Re/Max Local Experts	28	\$18,782,700
17	Daniel Baron	Keller Williams Advisors	52	\$18,688,167
18	Amy Hackett Roe	Coldwell Banker Realty	24	\$18,683,000
19	Michael C. Hinckley	Coldwell Banker Realty	26	\$18,505,075
20	Holly Finn	Coldwell Banker Realty	39	\$18,373,310
21	Rakesh Ram	Coldwell Banker Realty	40	\$17,791,900
22	Molly E. Blenk	Comey & Shepherd	45	\$17,771,500
23	Sue S. Lewis	Sibcy Cline	33	\$16,241,324
24	Lee G. Robinson	Robinson Sotheby's Internat'l	16	\$15,962,500
25	Monika Deroussel	eXp Realty	33	\$15,798,200
26	Gina A. Dubell-Smith	eXp Realty	28	\$15,495,664
27	Amy L. Markowski	Real Brokerage Technologies	59	\$15,396,981
28	Heather M. Stallmeyer	Coldwell Banker Realty	25	\$15,267,400
29	Megan S. Stacey	Coldwell Banker Realty	32	\$15,123,998
30	Jack C. Hinckley	Coldwell Banker Realty	23	\$14,628,155
31	Michael L. Murtland	Comey & Shepherd	29	\$14,597,500
32	Heather R. Herr	Private Real Estate Collection	36	\$14,566,776
33	Micha Gleisinger	Comey & Shepherd	24	\$14,246,880

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- May 31 as of June 3, 2024 at 4:05PM

Rank	Name	Office	Total	Volume
34	Cindy J. Shetterly	Keller Williams Distinctive Re	46	\$14,137,300
35	Ronald A. Bisher	Coldwell Banker Realty	50	\$13,682,800
36	Robbie Dorger	Comey & Shepherd	22	\$13,633,000
37	Jackie Quigley	eXp Realty	27	\$13,570,738
38	Tom Deutsch Jr.	Coldwell Banker Realty	44	\$13,269,522
39	Jon L. Bowling	Re/Max Preferred Group	35	\$13,091,513
40	Tyler A. Smith	Re/Max United Associates	26	\$12,987,890
41	Jamie Gabbard	Comey & Shepherd	30	\$12,758,900
42	Mary Clare Baden	eXp Realty	26	\$12,341,400
43	Kimberly A. Price	Plum Tree Realty	54	\$12,211,155
44	Tyler R. Minges	Huff Realty	29	\$12,085,900
45	G. Tyler McConnell	Comey & Shepherd	20	\$12,056,400
46	Heather C. McColaugh	BF Realty	29	\$11,932,950
47	Donald W. Nagel	Plum Tree Realty	52	\$11,685,155
48	Helena F. Cameron	Sibcy Cline	23	\$11,560,149
49	Erin P. Fay	Comey & Shepherd	29	\$11,434,400
50	Kimberly K. Mansfield	Keller Williams Advisors	33	\$10,960,539

Rank	Name	Office	Total	Volume
51	Oscar A. Asesyan	Coldwell Banker Realty	20	\$10,798,900
52	Jennifer Dardzinski	eXp Realty	7	\$10,455,000
53	Flor D. McNally	Keller Williams Advisors	45	\$10,442,650
54	Tina A. Burton	Sibcy Cline	23	\$10,263,109
55	Kevin E. Hildebrand	eXp Realty	33	\$9,965,765
56	Alexander Schafers	Re/Max United Associates	32	\$9,932,103
57	Heather Alley	Keller Williams Community Partners	17	\$9,928,123
58	Julia Packer P. Wesselkamper	Coldwell Banker Realty	25	\$9,848,550
59	Robert R. Smith	Coldwell Banker Realty	33	\$9,541,750
60	Andrew H. Homan	Coldwell Banker Realty	25	\$9,344,400
61	Anna S. Bisher	Coldwell Banker Realty	31	\$9,188,800
62	Robert Hines	Coldwell Banker Realty	14	\$9,183,756
63	James Hurtubise	Keller Williams Advisors	37	\$9,133,000
64	Trent S. Ferrell	Keller Williams Advisors	32	\$9,109,190
65	Michelle E. Hudepohl	Coldwell Banker Realty	17	\$8,929,750
66	Robert DiTomassi	Comey & Shepherd	16	\$8,850,500
67	Bishnu L. Kharel	Re/Max Preferred Group	26	\$8,849,932
68	Chris R. Waits	Sibcy Cline	24	\$8,828,495
69	Mitchell Ram	Coldwell Banker Realty	14	\$8,806,000
70	Robert Kugler	Bowling & Kugler Realty	12	\$8,668,400
71	Zachary Ferrell	Keller Williams Advisors	36	\$8,438,000
72	Sondra M. Parker	Coldwell Banker Realty	20	\$8,395,522
73	Steve Sylvester	Comey & Shepherd	10	\$8,370,680
74	John M. Bissman	Keller Williams Pinnacle Group	19	\$8,308,344
75	Stefanie A. Creech	Comey & Shepherd	15	\$8,277,077
76	Jon A. DeCurtins	ERA Real Solutions Realty	18	\$8,236,735
77	Luke R. Luther	Coldwell Banker Realty	11	\$8,224,500
78	Jason Reynolds	Re/Max Alpha Real Estate	23	\$8,175,800
79	Darlene V. Todd	Comey & Shepherd	19	\$8,141,809
80	Robert J. Mahoney	Sibcy Cline	15	\$8,052,300
81	Kishore Kalikiri	Plum Tree Realty	14	\$8,022,400
82	Kelly M. Whelan	Sibcy Cline	19	\$8,012,500
83	William Draznik	Coldwell Banker Realty	19	\$8,003,526
84	Eric Surkamp	Comey & Shepherd	14	\$7,991,210

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- May 31 as of June 3, 2024 at 4:05PM

Rank	Name	Office	Total	Volume
85	Tiffany B. Allen-Zeuch	Sibcy Cline	16	\$7,970,787
86	Janelle A. Sprandel	Comey & Shepherd	24	\$7,924,600
87	Debra Gentene	Sibcy Cline	15	\$7,913,200
88	Ingrid K. Likes	Coldwell Banker Realty	21	\$7,864,500
89	Keli S. Williams	Sibcy Cline	21	\$7,851,393
90	Tyler Dietz	Keller Williams Seven Hills Re	26	\$7,788,000
91	Diane Tafuri	Sibcy Cline	15	\$7,686,000
92	Gregory J. Stanley	Comey & Shepherd	8	\$7,557,439
93	Christopher Shepherd	Plum Tree Realty	19	\$7,515,300
94	Brynn Fossett	Comey & Shepherd	12	\$7,495,117
95	Jessica Bauer	Comey & Shepherd	22	\$7,437,900
96	Paige von Hoffmann	Coldwell Banker Realty	12	\$7,427,500
97	Toni K. Louis	Re/Max Preferred Group	14	\$7,399,700
98	Larry L. Thinnes	Sibcy Cline	13	\$7,272,859
99	Jeanne M. Rieder	Hoeting, Realtors	27	\$7,239,920
100	Austin R. Castro	Coldwell Banker Heritage	10	\$7,216,500

Rank	Name	Office	Total	Volume
101	Denise L. Gifford	Keller Williams Advisors	23	\$7,213,551
102	Maura K. Cagney-Tipton	Coldwell Banker Realty	27	\$7,199,350
103	Beth A. Brown Ciul	eXp Realty	24	\$7,182,610
104	Kathy J. Kramer	Sibcy Cline	13	\$7,142,150
105	Bradley Babiak	Re/Max Preferred Group	18	\$7,137,700
106	Steve S. Early	Sibcy Cline	9	\$7,115,600
107	Mark S. Shepherd	Plum Tree Realty	18	\$7,080,800
108	Patrick J. Cagney	Coldwell Banker Realty	30	\$7,078,400
109	Jason A. Sheppard	Comey & Shepherd	21	\$7,011,524
110	Anne V. Bedinghaus	Coldwell Banker Realty	32	\$6,997,450
111	Ugandhar Garapati	ERA Real Solutions Realty	16	\$6,963,948
112	Brian P. Leisgang	Keller Williams Advisors	19	\$6,947,655
113	Andrew D. Frietch	BF Realty	13	\$6,861,784
114	Kristin J. Manning	Keller Williams Seven Hills Re	12	\$6,789,500
115	Laura Wogen	Coldwell Banker Realty	9	\$6,769,100
116	Donald M. Johnson	Cutler Real Estate	14	\$6,742,500
117	Kurt J. Lamping	Sibcy Cline	20	\$6,720,700
118	Brandi N. Howell	Private Real Estate Collection	25	\$6,714,300
119	Alex J. Wagner	Keller Williams Seven Hills Re	19	\$6,706,900
120	Jeffrey Boyle	Keller Williams Advisors	23	\$6,655,300
121	Myles Greely	Keller Williams Community Partners	21	\$6,607,600
122	Lesli D. Norris	Coldwell Banker Realty	17	\$6,581,900
123	Holly S. Maloney	eXp Realty	25	\$6,544,500
124	Kelly Pear	Comey & Shepherd	11	\$6,530,000
125	Marc A. Cameron	Sibcy Cline	12	\$6,425,500
126	Evan Johnson	Cutler Real Estate	14	\$6,422,000
127	TJ J. Gausman	eXp Realty	19	\$6,409,665
128	Keith T. Taylor	Comey & Shepherd	21	\$6,400,870
129	Regina M. Hamilton	Sibcy Cline	21	\$6,373,951
130	Richard Davey	Comey & Shepherd	22	\$6,371,870
131	Varun Varma	Coldwell Banker Realty	18	\$6,363,800
132	Mark Schupp	Sibcy Cline	23	\$6,319,800
133	Celia B. Carroll	Sibcy Cline	10	\$6,306,000
134	Christy Jones	eXp Realty	10	\$6,300,122

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- May 31 as of June 3, 2024 at 4:05PM

Rank	Name	Office	Total	Volume
135	James E. Pitzer III	Coldwell Banker Realty	15	\$6,225,300
136	Sue M. Miller	Comey & Shepherd	20	\$6,218,645
137	John Alley	Keller Williams Community Partners	9	\$6,215,000
138	Jeri O'Brien-Lofgren	Sibcy Cline	12	\$6,197,500
139	Ron Garland	Comey & Shepherd	14	\$6,125,000
140	Natasha D. Maag	Coldwell Banker Realty	9	\$6,102,500
141	Courtne' C. Brass	Coldwell Banker Realty	22	\$6,046,325
142	Sandra L. Lettie	Re/Max Preferred Group	9	\$6,007,500
143	Barbara Druffel	Comey & Shepherd	10	\$5,998,500
144	Elizabeth Waits	Sibcy Cline	15	\$5,981,095
145	Peter J. Duffy	Comey & Shepherd	16	\$5,961,975
146	Nikki M. Hayden	Private Real Estate Collection	14	\$5,929,000
147	Wendi J. Sheets	eXp Realty	19	\$5,896,000
148	Mays Khalaf	Comey & Shepherd	21	\$5,868,800
149	Kristen D. Carter	Keller Williams Advisors	16	\$5,855,800
150	Michael W. Jordan	Jordan, Inc	13	\$5,842,000

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