

CINCINNATI

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

Nikki
Hayden

EXCELS ON TEAM HERR WITH THE
PRIVATE REAL ESTATE
COLLECTION

WHAT'S INSIDE:

Cover Story: Nikki Hayden Excels on Team Herr with the Private Real Estate Collection

On The Rise: Meagan Ioannou with Keller Williams Community Partners

Sponsor Spotlight: Leo Grote, LPA

One To Watch: Apryll R. Fambro-Watkins with KW Advisors Realty



Update Today *Pay Later*

*Design.
Construction.
Financing.*

How It Works

1. Discuss your client's project with Renovation Sells
2. We visit & quote the project
3. Your clients can request financing
4. We get to work. Our average project takes just 3 weeks!



LISA MASYS

RENOVATION SELLS CINCINNATI

LISA@RENOVATIONSELLS.COM
(513) 669-7851



AMERICAN HOMELAND
TITLE AGENCY

YOUR KEY TO A *Successful* CLOSING



(513) 863-9100
@americanhomelandtitle
americanhomelandtitle.com

**7 AREA LOCATIONS
PLUS A MOBILE OFFICE**


TABLE OF CONTENTS




07
Meet the Team



08
Preferred Partners



12
Cover Story: Nikki Hayden Excels on Team Herr with the Private Real Estate Collection



18
On The Rise: Meagan Ioannou with Keller Williams Community Partners



24
Sponsor Spotlight: Leo Grote, LPA

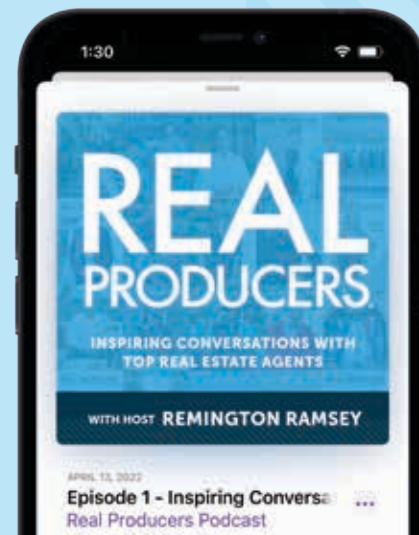


30
One To Watch: Apryll R. Fambro-Watkins with KW Advisors Realty

REAL PRODUCERS PODCAST



Inspiring conversations with the nation's top real estate agents.



Same Brand, New Reach – Tune in for free today



TOP 1%
MORTGAGE ORIGINATORS
IN AMERICA 

WHY CALL JEREMY POPE OF PARAMOUNT RESIDENTIAL MORTGAGE GROUP TODAY?

- As little as 3% down payment on Conventional loans with NO MORTGAGE INSURANCE
- Conventional loans down to 620 credit
- FHA loans down to 500 credit score
- 0% Down Payment Assistance loans available
- 0% Down payment VA and USDA loans
- In-house Credit Coaching
- Hands-on approach to helping to educate buyers and guide them throughout the mortgage process
- OUR SPECIAL \$10,000 SELLER GUARANTEE

Jeremy and his team keep a pulse on the mortgage industry and cater to clients with a special pre-approval process to help their offers stand out from other homebuyers. By conducting soft credit pulls that do not affect the client's credit score, along with gathering basic documents such as pay stubs 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 and his team provide a \$10,000 guarantee! This guarantee attests to the client's credibility and commitment to purchase a home. If the deal does not close due to income, credit, or assets, Jeremy and his team offers \$10,000 to the sellers!

ALL WE DO IS WIN!

JEREMY POPE, PRMG Loveland Team Branch Manager | NMLS # 874577
513.432.6971 | jpope@prmg.net

2022 PARAMOUNT RESIDENTIAL MORTGAGE GROUP CORPORATION, INC. IS AN EQUAL HOUSING OPPORTUNITY LENDER NMLS ID #75243. THIS IS NOT A COMMITMENT OF ANY KIND. LOAN APPROVAL, INTEREST RATE AND FEES ARE DEPENDENT ON APPLICANT'S CREDIT, COLLATERAL, FINANCIAL HISTORY AND PROGRAM AVAILABILITY. ALL LOANS SUBJECT TO UNDERWRITER APPROVAL. PRICING, TERMS AND CONDITIONS APPLY, SUBJECT TO CHANGE WITHOUT NOTICE – ALL RIGHTS RESERVED



RUOFF TECHNOLOGY

With industry leading technology, we make sure your loan process moves swiftly so you can close quickly and settle in sooner.



Digital Closing
Experience

- Avoid hand-signing page after page at closing.
- Apply your digital signature to nearly all your documents in seconds.
- Use a computer, mobile phone, or tablet.
- Know your signature is secure with special encryption and extra layers of security.



Cody Coomer
Senior Loan Officer
NMLS: 1019463 OH: MLO.042319.001

c: 513.479.4630
cody.coomer@ruoff.com

Ruoff Mortgage Company, Inc., d/b/a Ruoff Home Mortgage, is an Indiana corporation licensed by the Indiana Department of Financial Institutions (DFI). For complete licensing information visit: <http://www.rmfconsumeraccess.org/EntityDetails.aspx?COMPANY/141968>. This is not an offer for extension of credit or a commitment to lend. All loans must satisfy company underwriting guidelines. Information and pricing are subject to change at any time and without notice. Equal Housing Lender. NMLS #141968 01/02/2020

Where Top Producers Find Closing Solutions



Leo Grote,
LPA & President

513.554.3000
LeoGroteLPA.com

UNCOVER HIDDEN ISSUES, CLOSE DEALS FASTER

With Our Expert Sewer Scopes & Mold Testing



PRE-LISTING HOME INSPECTIONS • SEWER SCOPE & SEPTIC TANK • RADON, MOLD & MORE

Become A Trusted Advisor,
Partner With the Masters of Complete Inspections

513.519.2249 | MasterHIServices.com

MEET THE CINCINNATI REAL PRODUCERS TEAM



Patrick Braddick
Publisher



Taylor Davis
Ad Strategist



Beth McCabe
Senior Writer



Emmi Abel-Rutter
Writer



Krista Silz
Photographer



Brenna Smith
Photographer



Geneva Eilertson
Reprint Coordinator



Alexander Regueiro
Social Media Director

Interested in custom reprints? Contact Geneva for details: geneva@realproducersmag.com



If you are interested in contributing or nominating Realtors for certain stories, please email us at patrick.braddick@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Cincinnati Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING GIFTS

Cutco Cutlery
(513) 687-0635
www.cuttingedgeemmi.com

CRM

Bonzo
(614) 357-2367

CUSTOM BUILDER

Ashford Homes
(513) 445-1800
ashfordhomesohio.com

CUSTOM FRAMING

ASM Custom Framing
(513) 763-9373
www.asmcustomframing.com

ESTATE SALES

Caring Transitions
Cincinnati West
Rosie Harris
(513) 206-8988
cincywest.ctbids.com

FINANCIAL ADVISORS

Monarch Financial Advisors
(513) 502-2637
Monarchfinancialadvisors.com

HOME INSPECTION

IPA Inspections
(513) 379-7988
ipainspections.com

Master Home Inspection Services

Brian Gibbs
(513) 519-2249
masterhisservices@gmail.com

Pillar to Post Home Inspectors- The Capuano Team
(513) 771-6689
cincinnati.pillartopost.com/

HOME RENOVATION

Renovation Sells
Lisa Masys
(513) 669-7851

HOME THEATER/ HOME AUTOMATION TECHNOLOGY

Hanson Audio Video
(513) 563-0444

HOME WARRANTY

Achosa Home Warranty
Kristen Moore
(859) 547-6024
www.achosahw.com

INSURANCE

Firehouse Insurance
(513) 526-9853
firehouseins.com

LAW FIRM

Yonas and Phillabaum LLC
(513) 427-6100
www.cincinnatiattorney.com

MORTGAGE LENDER

3rd Street Financial
Robert Mahaffey
(513) 769-4111

Annie Mac Home Mortgage

(513) 769-2071
tony-annie-mac.com

Fairway Independent Mortgage

Bethany Ritchey
(513) 520-1594

Fairway Independent Mortgage

Marcy Knue
(513) 344-5653

Guaranteed Rate

(513) 609-4484
www.rate.com/ronerdmann

Paramount Residential Mortgage Group

(513) 432-6971

Ruoff Home Mortgage

Cody Coomer
(513) 486-4133

Ruoff Home Mortgage

Dave Scully
(513) 633-8476

UMC Capital

(419) 906-2082

MOVING COMPANY

Black Tie Moving
(614) 347-9007

MOVING/PACKING & STORAGE

Big Blue Moving
(859) 608-2583

PHOTOGRAPHY

Next Door Photo
Daniel Ziegler
(513) 297-3328

ROOFING SERVICES

SWORD Roofing- Cincinnati Siding & Roofing Company
(513) 342-8584
Swordroof.com

TITLE AGENCY

American Homeland Title Agency
(513) 863-9100
www.americanhomelandtitle.com

TITLE COMPANY

Leo Grote LPA
(513) 554-3000
leogrotelpa.com

TRANSACTION COORDINATOR

Agents Plus 1
Maria Carosino
(513) 482-0465
agentsplus1.com/

Next Door Photos is certified to photograph your **ShowingTime+ Showcase listings!**

Showcase listings get **68% more views and 66% more saves** as compared to non-showcase listings on Zillow.

Scan QR Code - Let's grab coffee, my treat

513-297-3328 | cincinnati.nextdoorphotos.com
daniel.ziegler@nextdoorphotos.com

CUTCO IS FOR CLOSERS

What are your clients using daily, that reminds them of you?

Closing & Referral Gifts • 100% Tax Deductible High-End Branding

CUTCO
Closing Gifts
Emmi Abel-Rutter, Gift Consultant
513.687.0635
YourSharpestFriend.com
eabelrutter@gmail.com

CONNECT WITH EMMI!

PROVIDING QUALITY PACKING AND MOVING SERVICES IN NORTHERN KENTUCKY AND SOUTHERN OHIO.

Northern Kentucky's #1 Moving Company

BIG BLUE MOVING

859-608-1999

Flat hourly rates that is prorated to the minute - no rounding up! Open 7 days a week.
Licensed and insured moving company • Commercial and residential moving
Local and long distance moving • Locally Owned and Operated

BIG BLUE PACKING **BIG BLUE MOVING**

VOTED BEST NKY
859.608.BLUE (2583) | WWW.BIGBLUEMOVINGKY.COM



Two Ways to Win

FAIRWAY Rate Rescue⁺

TEMPORARY RATE BUYDOWNS

A Powerful Option for Your Clients

As the real estate market continues to shift, your clients need all the buying power they can get. With Fairway's Rate Rescue™, buyers can get a lower rate for the first one to three years of their mortgage. These seller- and/or buyer-funded* interest rate buydowns can benefit both parties in the sale and purchase of a home.

Benefits to the seller:

A rate buydown can mean less costs overall for the seller.

A buydown may help avoid price reductions.

The cost they incur may be a tax write-off.**

A concession may foster goodwill in the process of selling the home.

It makes the home available and appealing to a wider group of homebuyers, especially in a higher rate atmosphere.

Benefits to the buyer:

They can save money up front when purchasing a home.

A lower interest rate means a lower monthly mortgage payment.

They may be able to use that extra cash for other expenses associated with homeownership.

If the home is sold before the buydown expires, the unused funds will be applied as a loan principal reduction.

Clients Not Finding What They're Looking For?

TURN THEIR DREAM HOME INTO REALITY

Have homebuyers who just can't seem to find their perfect new home? Maybe your sellers are struggling to sell their property? Whatever the situation, with a renovation loan from Fairway, your clients can customize their property the way they want it now, versus having to wait. Available on a number of different mortgage options including Conventional, FHA, VA and more, help your clients make any property into the perfect home.

Funds from renovation loans may be used to:

Replace the roof, HVAC or furnace

Add a swimming pool and create your own backyard oasis

Repaint indoors or outdoors

Update the kitchen and bathrooms

Replace appliances

Replace flooring

Add square footage

Much more!

Contact us today to learn more.



Bethany L. Ritchey

Branch Manager · NMLS 1809077

513-520-1594

bethany.ritchey@fairwaymc.com



Marcy Knue

Branch Manager · NMLS 201497

513-344-5653

marcy.knue@fairwaymc.com

*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. 1246 Old State Route 74, Suite D, Batavia, OH 45103. 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.

2131711_2_Ways_to_Win_Spread_Ad



▶ cover story

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

Nikki Hayden

EXCELS ON TEAM HERR WITH THE
PRIVATE REAL ESTATE COLLECTION

She Found Her Purpose, Passion, and Profession in Real Estate

You name it. Nikki Hayden has sold it. From cleaning supplies to cakes, she has a knack for selling items of all sorts. It wasn't until 2017 that she made the leap to real estate, a decision that served her well in life. Prior to that, she had 25 years in sales that have honed her skills to what they are today.

A single mom for 16 years, Nikki found herself confined to traditional sales positions. She says, "I was running into all these jobs where you couldn't leave work. You couldn't take your kid to the doctor." She needed a job with freedom and flexibility and real estate was her answer.

She was introduced to the world of real estate when she sold to many corporate clients with corporate housing. She helped clients with their apartments, and they liked Nikki so much that they wanted her to help them buy a house. "I referred them to a REALTOR," she says. "Then people told me that I should get my license."

In 2017, she did just that. However, she wasn't ready to go into real estate full-time. She explains, "I delivered bundt cakes on the weekends, sold cleaning supplies and vacation packages, and sold houses part-time. I also tried to keep up with my kids' sports." She sat down with Team Lead Heather Herr. At the time her production was 12 houses a year. Heather put her on her team for Kentucky, encouraging to quit her other jobs.

"No way," said Nikki. "I need the benefits."

Heather encouraged her to make the leap to real estate. "If you have a bad month, we will work with you on your future sales," she said.

"I tried it and the rest is history," smiles Nikki. Two years ago, she had a sales volume of 25 million. Last year, that number skyrocketed to 31 million with 65 closings. She appreciates Heather, who has always backed her and supported her whatever she needed to keep growing.

Finding Fulfillment

What's the secret to Nikki's success? "I just do what is best for clients," she says. She understands the challenges of real estate and that deals can often fall apart. If they do, she just does what is best for the client and keeps moving forward to the next house. Her

referral business is solid, which has helped her immensely in real estate.

"I'm always hungry and I'm a go-getter," says Nikki. A self-motivated individual, she is eager to be her best in real estate. To help her, she recently hired a showing assistant to help her manage showings in Kentucky and Ohio. "I can't be in both states at once," she says.

Best of all, she absolutely loves real estate. "I love closing day, which is such a high for me. I take clients from the beginning, listening to what they want, and then we arrive full circle. We work through the moving parts together and I help them achieve their goals," she points out. With her listening ear, she is able to cater to her clients, whether first-time homebuyers, investors, or those purchasing their third home.

Nikki has a heart of gratitude for her teammates and trusted partners. "I wouldn't be as successful as I am without them," she smiles. She appreciates her lenders, Ryan Kiefer and Tony Autillo, who crunch numbers for her 24/7, discovering strategies for her clients. She also appreciates her inspector, Mike Walsh, and Northwest Title. "I have all these great vendors working for me, which makes it work."

A Heart of Empathy

"I can relate to everyone," says Nikki. Fourteen years ago, she had two divorces and rented for 12 years. "I fell into the same trap that other people do," she says. Nikki understands the obstacles to homeownership, what it takes to build a better score, overcoming not enough money in savings, as well as figuring out how to get out of a lease.



“Have thick skin. Don’t take anything personally. Set expectations on the front end. It takes time to build your sphere, credibility, and it’s trial and error in this business.”



“I was meant to go through all those challenges so that I can help everyone else,” she says. “A lot of people can’t relate to going through divorces and all the emotions that go with it.” The experience has only made her stronger.

Family Focused

As a single mother raising two children, Nikki takes pride in instilling independence and resilience in her kids, Olivia and Cole, who are now flourishing in their own endeavors. With her son heading off to college and her daughter pursuing a nursing degree, Nikki looks forward to embracing the next chapter of her life as an empty nester while continuing to excel in her career.

“I am teaching my children to be very independent on their own,” she points out. “I’m proud that I’ve had these crazy challenges. Now my kids are hustlers and very independent.”

Embracing the Call

For Nikki, real estate isn’t just a job

– it’s a calling. She thrives on the hustle, the challenges, and the fulfillment of helping others achieve their dreams. And as she looks toward the future, she offers valuable advice to aspiring real estate professionals: “Have thick skin. Don’t take anything personally. Set expectations on the front end. It takes time to build your sphere, credibility, and it’s trial and error in this business.”

In the end, Nikki’s success is a testament to her unwavering dedication, her relentless work ethic, and the invaluable support of her teammates and trusted partners. As she continues to make her mark in the world of real estate, Nikki Hayden stands as a shining example of passion, resilience, and determination in the pursuit of purpose.



Monarch Financial Advisors
Planning Today For a Secure Tomorrow

2023 TAXES ARE OVER - DID YOU PAY TOO MUCH?

Let's Change That For 2024!

DON'T WASTE ANOTHER DOLLAR,
 Design Your 2024 Retirement & Tax Strategy Today
 Put More Money In Your Pocket & Less In The IRS's!

Monarch Financial Advisors, LLC
SUE BURNETT, FSA, EA, OKA
 Investment Advisor Representative
 513.502.2637 | MonarchFinancialAdvisors.com
 MonarchFinancialAdvisors@gmail.com

**Investment Advisory Services Are Offered by Core Investment Group, LLC*

2023 INDIAN STATE
 Woman-Owned Business of the Year 2023

HONOREE
 The National Highway

2023 INDIAN STATE
 Emerging Business of the Year 2023

ASM
 custom framing

GOT JERSEYS?
 BRING THEM IN!

WE ARE THE *Best* AT COMMEMORATING YOUR SPORTING ACHIEVEMENTS

513.763.9363
 @ASMCUSTOMFRAMING

9654 CINCINNATI COLUMBUS RD CINCINNATI, OH 45241

HANSON
 HOME THEATER • HI-FI AUDIO • HOME AUTOMATION

CUSTOM CLIENTS REQUIRE CUSTOM SOLUTIONS...
The Local Experts in Custom Audio Video Needs

Home Theatre | Media Room | Home Technology
 Hi-Fi Audio | Outdoor Entertainment

SCAN TO SEE OUR RECENT WORK ON SOCIAL MEDIA!

513.563.0444 | HansonAV.com
 10800 Montgomery Road



MEET

MEAGANNOU

WITH KELLER WILLIAMS
COMMUNITY PARTNERS

▶▶ on the rise

Written by Elizabeth McCabe
Photo Credit: Tim Corbett-Spanagel

“I love everything real estate,” raves REALTOR® Meagan Ioannou with Keller Williams Community Partners. It fits well with her skillset. She explains, “I was buying and selling my personal homes every 1-2 years because I enjoy renovating and moving on. I need constant movement and that is why being a REALTOR® is so perfect for me!”

Meagan started real estate a little over a year ago and already has a sales volume topping 11 million dollars. She encourages other new real estate agents to “get into as many homes as possible.” In her first month that she was licensed, she did 32 home valuations. “It has helped tremendously with listings and referrals. Plant the seed in as many places as possible,” points out Meagan.

LIFE BEFORE REAL ESTATE

A Cincinnati native, Meagan lived here until she moved to Tennessee on Norris Lake when she was 17. After finishing high school in Tennessee and starting college, she moved back to Cincinnati at the age of 18.

After graduating from Indiana Wesleyan University with her Bachelors in Marketing, she worked in the marketing field as well as owned and operated restaurants. She says, “If you’re familiar with Man vs. Food, check out the episode filmed in Rocafellas Pizza in Sharonville!” Meagan also worked as the Branch Marketing Manager for a large mortgage company. She shares, “I definitely understand the industry!”

Making the leap from the lending industry to selling real estate as a single mom was challenging, but Meagan was up for the challenge. She says, “There is something to be said for the determination that comes with committing to a commission-only income!”





YOU HAVE TO BE WILLING TO DO THINGS OTHER PEOPLE DON'T WANT TO DO. I LIVE BY THIS EVERY SINGLE DAY.

LOVING REAL ESTATE

Now Meagan loves what she does and it shows with her enthusiasm. As she says, "Real estate is always moving. You never know what tomorrow will bring and it is so exciting to help families in every stage of life. I have made lifelong friends and sincerely enjoy getting to know my clients. My goal is to get an invitation to their house-warming party," she laughs.

What's the secret to her success? "You have to be willing to do things other people don't want to do," she points out. "I live by this every single day. There are a million people who are qualified to do the job; what sets you apart is your willingness to do whatever it takes!"

FUELED BY FAMILY

When not working, it's all about family to Meagan. She is blessed with a large family and feels lucky that a majority live nearby.





Meagan also has two daughters, Riley and Evelyn. “I was blessed with my oldest at 15 years old. This helped shape who I am and prepared me for life and success at a young age. The girls are now 12 and 19 and I couldn’t be more proud of them!” Riley, her oldest daughter, attends school at Paul Mitchell. Evelyn, her youngest, is in 6th grade and plays club volleyball and basketball.

Meagan is grateful to her mother for her support. “My mother is a saint and she is always jumping at the chance to help as she knows how busy we are!”

In her free time, Meagan loves to travel as much as possible and find great places to eat. She adds, “I LOVE home renovation projects. I get so excited about taking a drab room and making it shine.” As to what energizes her, Meagan lives for sunshine and outdoor concerts.

A pet parent, Meagan enjoys the constant companionship of her three dogs. She jokes, “Most people think I am insane and most days I do too!”

We are honored to feature Meagan in this month’s issue. Stay tuned to see what this go-getter accomplishes next! We wish her the very best in all of her endeavors in Cincinnati real estate.

I LOVE HOME RENOVATION PROJECTS. I GET SO EXCITED ABOUT TAKING A DRAB ROOM AND MAKING IT SHINE.



Your furniture donations give hope

When you donate your gently-used furniture, you help families who are transitioning out of homelessness, escaping abuse, and other devastating circumstances in Greater Cincinnati and Northern Kentucky.



Schedule your furniture pickup today.
nlfurniture.org



We Make Giving Easy.



SCHEDULE A PICKUP ONLINE



WE PICK UP THE FURNITURE FROM YOUR HOME

FINALLY A HOME WARRANTY THAT LISTENS



You choose *your own contractors* for all required services



Our process provides *more value to your local community*



Our service experts are here to *improve your experience*



KRISTEN MOORE

VP of Sales National Accts
859-547-6024
kristenm@achosahw.com



www.achosahw.com

BONZO!

MAKE MONEY. SAVE MONEY. SAVE TIME.

What Can Bonzo Do For Your Business?

- Connect
- Converse
- Convert



GetBonzo.com

▶▶ sponsor spotlight

Written by Elizabeth McCabe
Photo Credit: Brenna Smith



LEO GROTE

LPA Unlocks Dreams, One Title at a Time!

“I’ve always had an interest in real estate and working for my dad,” says Leah Grote. This title rep followed in her father’s footsteps and works for her father at Leo Grote, LPA. This full-service title agency unlocks dreams, one title at a time.

Leah got started in the business in 2016, but Leo Grote, LPA has stood the test of time. Opening its doors in May 1992, Leo and his dedicated team have served thousands of clients through the years with their experience and expertise.

With fond memories of her father working hard growing up, Leah experienced firsthand the benefits of the title industry to provide a livelihood for her and their family. “I went to private schools growing up and got a great education,” she shares. Little did she know that decades later, she would be a valuable asset on her father’s team.

Best of all, she loves what she does. “I get to meet amazing people every day,” she says. Leah isn’t the type of person to sit in front of a computer from 9-5. Instead, she likes to meet clients at the closing table as well as being part of networking groups, helping others to grow their business.

About the Business

Conveniently located in Blue Ash, Leo Grote, LPA has an ideal location with its central access to Ronald Raegan Highway as well as 71 and 75. Clients also appreciate that Leo, an attorney, is on staff and is ready, willing, and able to help them with all their legal needs.

As Leah says, “We can prepare other legal documents that may be necessary to close. Other title companies may not have an attorney on staff as accessible as Leo. He will answer his phone at 10:00 p.m. if a client is calling.” At this local title agency, Leo and his staff are excellent at problem solving, getting something to close, preparing a power of attorney, or a trust.

Leo Grote, LPA started as a staff of four and has grown since its inception. “Now we have doubled to a staff of eight,” says Leah. “That has been super exciting to help grow the company to a point where we have enough business to sustain eight people on staff,” she beams with pride.

Built for Modern Times

With people’s complex schedules, the dedicated



“

You can close where you want and when you want. We cater to people’s busy schedules.

closers at Leo Grote, LPA, cater to people’s busy lives. Leah explains, “We have a lot of closers on our staff and we take pride on being very accommodating on closing times.” In total, there are six closers ready to help clients; some are full-time employees and others are contracted.

“You can close where you want and when you want,” says Leah. “We cater to people’s busy schedules.”

With multiple closing rooms at their office, more than one closing can take place, which makes it easy for all parties involved. Never again will you have to be concerned about scheduling your closing around others.





Advice for Top Producers

Leah also has some advice for the readers of Real Producers. She says, "Identify what aspects of the transaction are within your control and do those to the best of your ability. Letting go of what is not in your control will save you time and money." Although REALTORS® can do everything in their power to be successful, there are always variables involved, such as when people aren't responsive.

Community Outreach

Leah is the treasurer of the Women's Council of REALTORS® for the Cincinnati area. They have also formed a joint venture with the Realtists Association, where a portion of the revenue from deals referred to their company goes back to the Realtists.

In addition to their extensive community involvement, Leo Grote, LPA collaborates with prominent builders like Robert Lucke Homes, Todd Homes, John Henry Homes, and Cristo Homes, showcasing their strong presence and reputation in the real estate industry.

Making Dreams Come True

In conclusion, Leo Grote, LPA is not just a title agency; it's a family legacy dedicated to serving its clients with integrity, expertise, and a commitment to their dreams. With Leah Grote continuing the tradition alongside her father, the future of Leo Grote, LPA looks bright, promising, and filled with countless more dreams unlocked, one title at a time.

Leo Grote, LPA
 4445 Lake Forest Drive, Suite 150
 Cincinnati, OH 45242
 (513)-554-3000
 leogrotelpa.com



RUOFF TECHNOLOGY

With industry leading technology, we make sure your loan process moves swiftly so you can close quickly and settle in sooner.

Digital Closing Experience

- Avoid hand-signing page after page at closing.
- Apply your digital signature to nearly all your documents in seconds.
- Use a computer, mobile phone, or tablet.
- Know your signature is secure with special encryption and extra layers of security.




Dave Scully
 SVP, Area Manager
 NMLS: 757304 | MLO-OH.757304
513.633.8476
 dave.scully@ruoff.com

Ruoff Mortgage Company, Inc., d/b/a Ruoff Home Mortgage, is an Indiana corporation licensed by the Indiana Department of Financial Institutions (DFI). For complete licensing information visit: <http://www.zillow.com/consumeraccess/org/EntityDetails.aspx?COMPANY/141568>. This is not an offer for extension of credit or a commitment to lend. All loans must satisfy company underwriting guidelines. Information and pricing are subject to change at any time and without notice. Equal Housing Lender. NMLS 54141868 01082020

We will inspect your client's home as if we were purchasing the property for our own family!



"I feel much more comfortable knowing Ian has looked through a house because his work is so meticulous. He explains all of the results of his inspection, and didn't mind me nosing around and asking questions while he worked. His reports are prompt and easy to understand, complete with clearly labeled pictures. I recommend him without reservation."
 ~ Emily

Contact
Ian Trefzger
 (513) 379-7988
 IpaInspections.com



Your Total Solution For Estate Liquidation & Relocation
 Supporting The Tri-State Area




Caring Transitions
 Senior Relocation • Downsizing • Estate Sales

With Us, It's Personal
 We are here to help every step of the way.

West 513.619.7906 CaringTransitions.com East 513.321.2828

▶▶ one to watch

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

meet
**Apryll R.
Fambro-Watkins**

*with KW
Advisors Realty*

Apryll R. Fambro-Watkins, the House Boss as many call her, is not just a real estate agent; she's a force to be reckoned with in the industry. With her life story of resilience, determination, and unwavering faith, Apryll's journey to success is as inspiring as it is remarkable.

Born and raised in Cincinnati, Ohio, Apryll's path to real estate wasn't always clear-cut. As a teenage mom, she faced challenges that many would deem insurmountable. Yet, armed with a strong support system and an unyielding belief in herself, Apryll defied the odds.

From an early age, Apryll's parents instilled in her the importance of not allowing others' perceptions to dictate her future. She explains, "My parents told me to dream big and not to listen to what others say."

Despite the doubters and skeptics, Apryll remained steadfast in her pursuit of success. She graduated high school and went on to attend the University of Cincinnati, where she pursued her education while simultaneously navigating the responsibilities of motherhood. "I had to work hard to turn naysayers





“““

Once I realized the art of sales, I knew real estate sales was for me.



into believers,” she says. “As a teenage mom, there weren’t many like me.” With her courage, Apryll wasn’t going to let anything deter her from blazing her own trail.

After working in human resources and exploring different career paths, Apryll found herself drawn to the world of real estate. It was a natural fit for someone who possessed a knack for sales and a passion for helping others achieve their dreams.

Inspired by her own mantra while she worked at Sprint, “If I could sell a phone, I could sell a home,” Apryll decided to obtain her real estate license. At Sprint, she was the top salesperson. “Once I realized the art of sales, I knew real estate sales was for me.”

Overcoming Obstacles

The road to becoming a licensed real estate agent was not without its challenges. Apryll encountered setbacks along the way, including failing her

real estate exam on the first try. But true to her resilient spirit, she refused to be deterred. With determination and perseverance, Apryll studied diligently and passed the exam on her second attempt.

Armed with her real estate license and a burning desire to succeed, Apryll wasted no time making her mark in the industry. Her first sale came within 30 days of obtaining her license—a feat that solidified her confidence and set the stage for a successful career ahead. She closed over 8 million in sales in 2023 and many more to come.

Award-Winning Agent

Over the years, Apryll has earned numerous accolades and accolades for her exceptional performance in real estate. She shares, “I started shattering a whole bunch of records.” Although she didn’t begin her real estate career with KW Advisors, she was in the top ten often at her first brokerage.

From being recognized as part of the Circle of Excellence to earning membership in the OAR-President’s Sales Club, Apryll’s track record speaks for itself. But for Apryll, success isn’t just about accolades; it’s about making a difference in the lives of others.

One of Apryll’s passions lies in educating young people about financial literacy and homeownership. She firmly believes that by empowering youth with the knowledge and tools they need to make informed decisions about their finances, she can help pave the way for a brighter future.

GOD, Family, Business

Outside of her professional endeavors, Apryll is a devoted wife, mother of two beautiful girls, and grandmother. She cherishes the time spent with her family, whether it’s traveling in their RV or simply enjoying each other’s company at home. Apryll’s husband, Quincy, stands as her unwavering supporter, always

cheering her on and reminding her of her strength and resilience. "He was made for me," she smiles.

Apryll is a proud mom, especially of her baby girl, Keizayla Fambro, who is the chief of staff for the Mayor of Cincinnati Aftab Pureval and graduated top honors from the University of Cincinnati. "I wanted her to be more successful than I ever could be," says Apryll. She didn't want her children to be defined by the mistakes that she made.

Last but not least is her adorable granddaughter who is the joy of her life. Apryll, who is known as Giva to her granddaughter, explains that her name is short for "Grand Diva." Apryll shares, "I'm helping to raise her to be extremely independent, brave, courageous, and outspoken." Even though she is only 11, Apryll is helping her learn how to invest.

In everything she does, Apryll remains grounded in her faith and guided by her values. Each day begins with prayer and studying the Bible from 6-7 a.m. Her favorite Scripture verse is Philippians 4:19, which relates to her birthday on April 19, "And my God will supply every need of yours according to His riches and glory in Christ Jesus."



Never Stop Believing

As Apryll continues to build her legacy in the world of real estate, she stands as a shining example of what's possible when determination, faith, and a passion for helping others collide. For those looking to follow in her footsteps, Apryll offers this advice: stay focused, stay resilient, and never stop believing in yourself.

In the words of Apryll herself, "Your Dreams, My Passion, Anything Is Possible!!!"



SPECIALIZING IN CUSTOMIZING MORTGAGE SOLUTIONS FOR BOTH PURCHASE AND REFINANCE TRANSACTIONS.

TOP 1% MORTGAGE ORIGINATOR

- 24/7 PREAPPROVAL SERVICE
- ZERO LOANS DECLINED ONCE SUBMITTED
- LOANS DOWN TO 580 CREDIT SCORE
- PRIMARY, VACATION, & INVESTMENT LOANS
- EXPERT IN ALL PURCHASE TRANSACTIONS, ESPECIALLY FIRST TIME HOMEBUYERS
- ALL REFINANCING OPTIONS AVAILABLE. CONV, FHA, VA, JUMBO, HELOC and ARM
- RECOGNIZED SCOTSMAN GUIDE TOP ORIGINATOR 2019, 2020, 2021, 2022.
- RECOGNIZED IN BUSINESS COURIER FAST 55 FASTEST GROWING PRIVATE COMPANIES 2018-2022.



513-806-2635 • WWW.ROBERT.MORTGAGE
6964 TYLERSVILLE RD., STE. B • WEST CHESTER, OH 45069



Robert Mahaffey,
President • NMLS 26082

20% OFF
Spring

CELEBRATE THE SEASON WITH
WWW.AGENTSPLUS1.COM

Robo Calls & 1-800 Numbers?
Fuhgeddaboutit!
Connect Your Client With A REAL Person!

Over 35 Carriers Offering
Competitive Rates for Your Business



FIREHOUSE
INSURANCE

**WE CUT RATES -
NOT COVERAGE**

Vinny "Your Cousin" Pfirman
Executive Agent | Owner
513.526.9853

Greater Cincinnati's #1 Rated Insurance Carrier



Let's connect!



Real Easy, Real People.

We're here when you need us, with easy online tools when you don't.

Simpler Home Loans Just For You

Less paperwork & eClosings are only 2 examples of how we simplify the process

We Make Homes More Affordable.

With promotions & programs for home buyers & homeowners!

Breon Price

Broker Owner

NMLS# : 938631

Office: 513-204-0587

Breon.Price@UMCincy.com

www.umcincy.com



UMC Capital, LLC NMLS # 2468944
Independently owned, operated, & licensed.



TOP 150 STANDINGS

Individuals | By Volume Jan 1 - March 31 as of April 15th, 2024 at 11:01AM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	12	\$22,913,450
2	Scott A. Oyler	Coldwell Banker Realty	44	\$21,127,489
3	Rick J. Finn	Coldwell Banker Realty	34	\$15,763,420
4	Ragan McKinney	Ragan McKinney Real Estate	63	\$14,086,516
5	Rakesh Ram	Coldwell Banker Realty	26	\$13,878,900
6	Adam G. Marit	Real Link	34	\$10,653,418
7	Zach Singler	Re/Max Local Experts	14	\$9,786,700
8	Andrew Gaydosh	eXp Realty	34	\$9,758,803
9	Michael C. Hinckley	Coldwell Banker Realty	13	\$9,226,675
10	Walter B. Gibler	Coldwell Banker Realty	19	\$9,198,000
11	Gina A. Dubell-Smith	eXp Realty	17	\$9,119,556
12	Amy L. Markowski	Real Brokerage Teachnologies	37	\$8,926,775
13	Tyler A. Smith	Re/Max United Associates	13	\$8,571,890
14	Jennifer Dardzinski	eXp Realty	6	\$8,260,000
15	Ronald A. Bisher	Coldwell Banker Realty	29	\$7,954,900
16	Michael L. Murtland	Comey & Shepherd	20	\$7,872,500
17	Tom Deutsch Jr.	Coldwell Banker Realty	22	\$7,006,722
18	Sue S. Lewis	Sibcy Cline	15	\$6,790,324
19	Cindy J. Shetterly	Keller Williams Distinctive RE	23	\$6,646,300
20	Amy Hackett Roe	Coldwell Banker Realty	6	\$6,050,000
21	Tyler R. Minges	Huff Realty	14	\$5,969,400
22	Robert DiTomassi	Comey & Shepherd	9	\$5,758,500
23	Steve S. Early	Sibcy Cline	6	\$5,639,400
24	Alexander Schafers	Re/Max United Associates	20	\$5,528,203
25	Robert Kugler	Bowling & Kugler Realty	9	\$5,513,400
26	Robin S. Sheakley	Sibcy Cline	1	\$5,500,000
27	Bishnu L. Kharel	Re/Max Preferred Group	17	\$5,492,142
28	Flor D. McNally	Keller Williams Advisors	26	\$5,469,750
29	James E. Pitzer III	Coldwell Banker Realty	13	\$5,425,300
30	Jon L. Bowling	Re/Max Preferred Group	19	\$5,398,713
31	Kevin E. Hildebrand	eXp Realty	18	\$5,273,865
32	William Draznik	Coldwell Banker Realty	11	\$5,229,401
33	Michelle E. Hudepohl	Coldwell Banker Realty	9	\$5,007,900

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.

TOP 150 STANDINGS

Individuals | By Volume Jan 1 - March 31 as of April 15th, 2024 at 11:01AM

Rank	Name	Office	Total	Volume
34	Penny L. Worley	Keller Williams Pinnacle Group	4	\$4,972,000
35	Erin P. Fay	Comey & Shepherd	11	\$4,925,000
36	Kimberly A. Price	Plum Tree Realty	22	\$4,914,155
37	Monika Deroussel	eXp Realty	11	\$4,875,800
38	Lesli D. Norris	Coldwell Banker Realty	11	\$4,827,900
39	Brad Strunk	Comey & Shepherd	7	\$4,810,000
40	Darlene V. Todd	Comey & Shepherd	12	\$4,799,813
41	Kimberly K. Mansfield	Keller Williams Advisors	15	\$4,723,239
42	Andrea DeStefano	Sibcy Cline	8	\$4,721,771
43	Jason Reynolds	Re/Max Alpha Real Estate	13	\$4,633,800
44	Daniel Baron	Keller Williams Advisors	12	\$4,532,600
45	Oscar A. Asesyan	Coldwell Banker Realty	9	\$4,435,900
46	Paige von Hoffmann	Coldwell Banker Realty	6	\$4,422,000
47	Ron Garland	Comey & Shepherd	9	\$4,413,500
48	Jamie Gabbard	Comey & Shepherd	14	\$4,389,400
49	Janelle A. Sprandel	Comey & Shepherd	12	\$4,371,700
50	Heather R. Herr	Private Real Estate Collection	13	\$4,308,500

Rank	Name	Office	Total	Volume
51	Austin R. Castro	Coldwell Banker Heritage	5	\$4,290,500
52	Michael P. Brown	Plum Tree Realty	1	\$4,255,000
53	Carol A. Grubb	Comey & Shepherd	8	\$4,244,064
54	Jackie Quigley	eXp Realty	8	\$4,183,838
55	Jon A. DeCurtins	ERA Real Solutions Realty	9	\$4,160,000
56	Kristen D. Carter	Keller Williams Advisors	11	\$4,140,600
57	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	13	\$4,125,500
58	Keli S. Williams	Sibcy Cline	10	\$4,117,993
59	Alex J. Wagner	Coldwell Banker Realty	10	\$4,114,900
60	Ugandhar Garapati	ERA Real Solutions Realty	9	\$4,070,083
61	Jason A. Sheppard	Comey & Shepherd	13	\$4,031,724
62	Robbie Dorger	Comey & Shepherd	8	\$3,933,000
63	Tyler Dietz	Keller Williams Seven Hills Re	14	\$3,924,000
64	Kurt J. Lamping	Sibcy Cline	14	\$3,898,000
65	Larry L. Thinnes	Sibcy Cline	7	\$3,860,521
66	Celia B. Carroll	Sibcy Cline	6	\$3,857,500
67	Andrew H. Homan	Coldwell Banker Realty	8	\$3,842,400
68	Heather C. McColaugh	BF Realty	10	\$3,832,950
69	Regina M. Hamilton	Sibcy Cline	15	\$3,827,700
70	M. Doug Spitz	Coldwell Banker Realty	10	\$3,753,850
71	Melissa R. Stone	eXp Realty	10	\$3,744,800
72	Carl F. Tuke	Sibcy Cline	6	\$3,695,930
73	Denise L. Gifford	Keller Williams Advisors	11	\$3,694,051
74	Julia Packer P. Wesselkamper	Coldwell Banker Realty	14	\$3,687,450
75	Brittney Lovdal	Keller Williams Advisors	10	\$3,648,000
76	Scot C. Avery	Huff Realty	5	\$3,578,000
77	TJ J. Gausman	eXp Realty	10	\$3,550,665
78	Elizabeth G. Burk	Sibcy Cline	2	\$3,549,500
79	Robert J. Mahoney	Sibcy Cline	5	\$3,532,500
80	Megan S. Stacey	Coldwell Banker Realty	6	\$3,530,900
81	Benjamin Freimuth	Comey & Shepherd	7	\$3,518,200
82	Kishore Kalikiri	Plum Tree Realty	6	\$3,517,500
83	John Alley	Keller Williams Community Part	6	\$3,420,000
84	Lanxi J. Song J	Keller Williams Seven Hills Re	5	\$3,389,500

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.


WE'RE AVAILABLE

MON TUES WED
THURS FRI SAT SUN

RonErdmann.com

the
Erdmann Group | **guaranteedRate**[®]

RON ERDMANN | (513)609-4484 | RON.ERDMANN@RATE.COM



Ron Erdmann NMLS # 28342
Equal Housing Lender | Guaranteed Rate
NMLS: 2611. For licensing information,
visit www.nmlsconsumeraccess.org

TOP 150 STANDINGS

Individuals | By Volume Jan 1 - March 31 as of April 15th, 2024 at 11:01AM

Rank	Name	Office	Total	Volume
85	Chad Stice	Ragan McKinney Real Estate	12	\$3,373,900
86	Mays Khalaf	Comey & Shepherd	11	\$3,356,000
87	G. Tyler McConnell	Comey & Shepherd	3	\$3,346,000
88	Evan Johnson	Cutler Real Estate	6	\$3,320,500
89	Toni K. Louis	Re/Max Preferred Group	8	\$3,319,900
90	Michael W. Jordan	Jordan, Inc.	5	\$3,302,500
91	Helena F. Cameron	Sibcy Cline	6	\$3,265,858
92	Timothy J. Mahoney II	Sibcy Cline	3	\$3,242,334
93	Patrick Gunning	Coldwell Banker Realty	4	\$3,238,485
94	Julie Rose	Coldwell Banker Realty	9	\$3,231,988
95	Molly E. Blenk	Comey & Shepherd	9	\$3,224,500
96	Beth Silber	Coldwell Banker Realty	9	\$3,217,500
97	Diane Tafuri	Sibcy Cline	6	\$3,214,000
98	Bradley Sparks	eXp Realty	14	\$3,200,504
99	Kailey Farmer	Sibcy Cline	1	\$3,200,000
100	Kelly M. Whelan	Sibcy Cline	8	\$3,194,500

Rank	Name	Office	Total	Volume
101	Varun Varma	Coldwell Banker Realty	8	\$3,184,000
102	Bryan L. Hoelzer	Coldwell Banker Realty	9	\$3,177,300
103	Kathy J. Kramer	Sibcy Cline	5	\$3,166,000
104	Tim Cottrill	Sibcy Cline	21	\$3,162,650
105	David Hirschman	Keller Williams Advisors	8	\$3,144,500
106	Holly R. Styracula	Huff Realty	9	\$3,143,290
107	Leah Slicer	Coldwell Banker Realty	10	\$3,131,656
108	Micha Gleisinger	Comey & Shepherd	6	\$3,115,000
109	Mark S. Shepherd	Plum Tree Realty	4	\$3,111,000
110	Tami Holmes	Tami Holmes Realty	9	\$3,069,899
111	Dawnitta R. Ollis	Plum Tree Realty	10	\$3,069,000
112	Andrew M. Hersey	Sibcy Cline	7	\$3,068,125
113	Pete Kopf	Kopf Hunter Haas	5	\$3,064,720
114	Andrea Mayer	Century 21 Thacker & Assoc.	9	\$3,060,534
115	Anne V. Bedinghaus	Coldwell Banker Realty	13	\$3,051,900
116	Jessica Bauer	Comey & Shepherd	10	\$3,013,900
117	Jonathan V. Price	Coldwell Banker Realty	10	\$2,949,000
118	David C. Watkins	Union Village Realty	5	\$2,944,102
119	Maria Walley	Comey & Shepherd	7	\$2,934,000
120	Gregory J. Stanley	Comey & Shepherd	5	\$2,924,939
121	Austin Long	Keller Williams Advisors	10	\$2,919,000
122	Lisa McCarthy	Coldwell Banker Realty	7	\$2,909,400
123	John M. Bissman	Keller Williams Pinnacle Group	7	\$2,898,501
124	Scott Baker	Coldwell Banker Realty	9	\$2,894,600
125	Meg S. Perez	Plum Tree Realty	11	\$2,881,000
126	Marcia Greenwald	Sibcy Cline	17	\$2,862,600
127	Dustin Lema	Century 21 Thacker & Assoc.	10	\$2,858,900
128	Mamadou L. Sidibe	Huff Realty	11	\$2,836,008
129	Laura M. Faz	ERA Real Solutions Realty	5	\$2,833,850
130	Sarah M. Pfammatter	Comey & Shepherd	6	\$2,823,730
131	Davide Potestio	eXp Realty	13	\$2,810,900
132	Debra Gentene	Sibcy Cline	6	\$2,785,400
133	Brett P. Stern	Comey & Shepherd	4	\$2,775,000
134	Michael Francy	Sibcy Cline	10	\$2,742,000

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.

Creating a Stress Free Moving Experience

CHRIS HESS
(614) 599-3693

CBUS TOP PICKS 2019

Forbes realtor.com

BBB ACCREDITED BUSINESS

BLACK TIE MOVING

AMERICA'S FASTEST-GROWING PRIVATE COMPANIES Inc. 500

www.blacktiemoving.com

TOP 150 STANDINGS

Individuals | By Volume Jan 1 - March 31 as of April 15th, 2024 at 11:01AM

Rank	Name	Office	Total	Volume
135	Torri A. Grace	Coldwell Banker Realty	4	\$2,732,771
136	Natasha D. Maag	Coldwell Banker Realty	3	\$2,718,000
137	Christine Owens	Re/Max Preferred Group	5	\$2,714,900
138	Beth A. Brown Ciul	eXp Realty	10	\$2,678,610
139	Courtney Ram	eXp Realty	9	\$2,675,800
140	Melissa B. Friede	Century 21 Thacker & Assoc.	6	\$2,675,000
141	Mary Jo Hoffman	Comey & Shepherd	11	\$2,658,799
142	Jonathan T. Merkle	Re/Max Incompass	8	\$2,656,000
143	Tahsin Mert	Coldwell Banker Realty	8	\$2,637,538
144	Olga A. McPhee	Re/Max Time	5	\$2,633,712
145	Tiffany B. Allen-Zeuch	Sibcy Cline	6	\$2,624,000
146	Sondra M. Parker	Coldwell Banker Realty	6	\$2,623,460
147	Denise M. Taylor	eXp Realty	11	\$2,622,700
148	David D. Dawson	Sibcy Cline	5	\$2,609,000
149	Connie J. Greene	Robinson Sotheby's Internat'l	4	\$2,606,888
150	Robert F. Stephens	Comey & Shepherd	2	\$2,600,500

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.



A Market Ready Inspection

helps your listings stand out.

Giving your listings every advantage can benefit both you and your clients. Here's why getting a pre-listing inspection is a good idea:

- Homes with a Market Ready inspection sell for more
- Any deficiencies are accounted for and called out in the report, preventing condition issues from cropping up at the last minute
- Fully understand the home before listing
- Gain seller confidence that they're getting the best price
- Create buyer trust through transparency about the home's condition
- PTP Virtual Open House and PTPFloorPlan Included. Creating a comprehensive and transparent virtual tour of the property to potential buyers

The Capuano Team has been ensuring confident home ownership for over 25 years. We're here for you and your clients!



Request an inspection for your next listing!



The Capuano Team
513-771-6689
 cincinnati@pillartopost.com
 cincinnati.pillartopost.com



THE CAPUANO TEAM

 HOME INSPECTORS

Serving the Cincinnati Area

Each office is independently owned and operated.

Setting the Standard for Top Producers:
From Top to Bottom, We've Got Your Dream Home Covered





Get Your Free Estimate/ Inspection Today!



Ask About 0% Financing Options

513.342.8475 • SwordRoof.com Asphalt Shingle Roofing • Replacement + Repairs • Siding + Gutters

Are Your Clients Looking to Make a Winning Offer on Their Dream Home?

BLOW AWAY the COMPETITION with CASH!



Make Cash Offers. Earn Full Commission.

If you want their offer on the home they REALLY love to stand out from the pack, there's nothing more effective than making it **ALL-CASH**. AnnieMac Home Mortgage along with our affiliate AnnieMac Cash2Keys now offers **TWO cash programs** designed to help them land the home of their dreams:

Cash Offer

Nothing impresses sellers like a strong cash bid. Our affiliate, AnnieMac Cash2Keys, places a cash offer on the home your client would like to buy. If the offer is accepted, us or the lender of their choosing, will work with your client to secure the financing to purchase the house back from AnnieMac Cash2Keys!

Buy Now Sell Later

Buy a new home before selling their old one. Our affiliate, AnnieMac Cash2Keys, purchases the house. Your client moves right in and purchases the new home back once their former home is sold – easy.

Contact Me Today To Learn More!



Tony Autullo
Area Manager
NMLS#: 20232
Phone: (513) 769-2071
Cell: (513) 461-9321
tautullo@annie-mac.com
tony.annie-mac.com



AnnieMac Home Mortgage 11385 Montgomery Road Suite 210, Cincinnati, OH 45249
Cash Offer and Buy Now, Sell Later programs are fulfilled by AnnieMac Private Equity Cash2Keys, an affiliate of AnnieMac Home Mortgage. AnnieMac Private Equity Cash2Keys is not a financial institution and does not originate or issue loan commitments. AnnieMac Home Mortgage provides the mortgage financing to the customer who will purchase the property back from AnnieMac Private Equity Cash2Keys. Terms and conditions of program can be found at AnMac.me/cash. This is a business-to-business communication directed only to professionals employed in the residential mortgage industry and their commercial associates. It is not intended for distribution to consumers or the general public. It is not an "advertisement" as defined in Section 1026.2(a)(2) of the Truth-in-Lending Act. Information contained herein is subject to change without notice. ©AnnieMac Home Mortgage. NMLS #338923. All rights reserved. Products may not be available in all states and/or counties. Please contact us to confirm availability.



April Showers bring May Savings

6.25% INTEREST RATE!*
See below for details.

Homes Ready Now!



3035 Cinnamon St.
MLS #1780165
Move-In Ready!
Sales Price: \$675,000
Style: 2-Story
Sq Ft: 1,654
Bedrooms: 3
Bathrooms: 3
Roof Top Deck
Tax Abatement LEED Certified!



3950 Briggs Pl. Cincinnati
MLS #1740445
Ready Soon!
Sales Price: \$889,000
Style: 2-Story
Sq Ft: 2,710
Bedrooms: 3
Bathrooms: 2 1/2
Finished Basement
LEED GOLD CERTIFIED!



8105 Guthrie Ln.
MLS #1762887
Move-In Ready!
Sales Price: \$474,900
Style: 2-Story
Sq Ft: 2,054
Bedrooms: 3 with a loft
Bathrooms: 2 1/2
2 Car Garage
Full Basement



2108 Clough Chase Dr.
MLS #1775489
Move-In Ready!
Priced Reduced: \$940,000
Style: 2-Story
Sq Ft: 3,305
Bedrooms: 4
Bathrooms: 4 1/2
2 Car Garage
Partially Finished Basement



4543 Cooper Rd. Blue Ash
MLS #1742284
Ready Soon!
Sales Price: \$710,000
Style: 2-Story
Sq Ft: 2,261
Bedrooms: 3
Bathrooms: 2 1/2
Full Basement



4549 Cooper Rd. Blue Ash
MLS #1742273
Ready Soon!
Sales Price: \$690,000
Style: 2-Story
Sq Ft: 1,941
Bedrooms: 3
Bathrooms: 2 1/2
Full Basement



2104 Clough Chase Dr.
MLS #1764231
Move-In Ready!
Sales Price: \$750,000
Style: Ranch
Sq Ft: 2,585
Bedrooms: 2 + Study
Bathrooms: 2
Partial Finished Basement



123 W. 14th St. Newport, KY
MLS #614487
Move-In Ready!
Sales Price: \$1,900,000
Style: 3-Story
Sq Ft: 3,650
Bedrooms: 4
Bathrooms: 3 1/2
Finished Lower Level & Roof Top Deck



3818 Ault Park Ave.
MLS #1799604
Tax Abatement - LEED
Sales Price: \$1,135,000
Style: 2-Story
Sq Ft: 2,500
Bedrooms: 3
Bathrooms: 4
2 Car Garage - Roof Top Deck
Finished Basement



8015 Hignite Court
MLS #1765429
Move-In Ready!
Sales Price: \$474,900
Style: Ranch
Sq Ft: 1,769
Bedrooms: 3
Bathrooms: 2
Full Basement



Contact Us Today for More Information: **(513) 445-1800**
or Visit Our Website at: **www.AshfordHomesOhio.com**



Pricing, incentive, financing and availability are subject to change without notice. Please call for details.

***Loan program is for 30 years fixed rate, with \$10,000 sales promotion, 80% LTV and 20% Down Payment Required.**



20 YEARS OF
THE N2 COMPANY

YOUR KEY TO LOCAL REAL ESTATE SUCCESS



YONAS & PHILLABAUM
LLC

Attorneys At Law



Criminal Defense • Estate Planning • Family Law
Probate Law • Real Estate Law

JOHN YONAS,
Member Attorney and Owner

JASON PHILLABAUM,
Managing Member Attorney

513.427.6100 | YPAttorneys.com

