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What's Inside:

Cover Story:
Paige von Hoffmann

On The Rise:
Hillary Justice

REALTOR[®] To Watch:
Nadine Catalano

Sponsor Spotlight:
Dave Scully of Ruoff Mortgage

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cover story

Written by Elizabeth McCabe
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Meet
**PAIGE VON
HOFFMANN**
WITH COLDWELL BANKER REALTY



“DO NOT GO WHERE THE PATH MAY LEAD, GO INSTEAD WHERE THERE IS NO PATH AND LEAVE A TRAIL.”
~ RALPH WALDO EMERSON

*A TRAILBLAZER.
A GO-GETTER.
ENTREPRENEUR. ALL OF THESE WORDS DESCRIBE PAIGE VON HOFFMANN WITH COLDWELL BANKER REALTY WITH THE “LIVIN’ IN CIN” TEAM.*

“I’ve been a REALTOR® for 14 years,” explains Paige. “I got licensed in 2011.” She entered the market during “The Great Recession,” one of the most challenging times in history when the economy was at its lowest following the financial crisis of 2007-2008. For Paige, there was no other direction but up.

Faced with personal hardships, including the sudden loss of her mother and the end of a short 2nd marriage characterized by a 5-year legal battle, she found herself in the difficult position of starting a new career. Though she humorously notes that she felt more suited to be a Walmart Greeter at the time, she pushed forward, determined to carve a successful path in real estate.

Paige’s career has been shaped by her diverse experiences, having spent most of her time at Keller Williams before joining Coldwell Banker Realty. Though working independently the majority of that time, she knew being part of a team would ultimately provide the support she needed to thrive.

A GLOBAL BACKGROUND
Originally from Summit, New Jersey, Paige grew up in a bedroom

community of Wall Street, just 45 minutes from the ocean and 30 minutes from Manhattan.

“I’ve always appreciated beautiful places, classical music, art and architecture,” says Paige. “My parents wanted to raise ‘well-rounded’ adults,” she points out. They succeeded in their mission.

She attended Skidmore College in Saratoga Springs, New York, where she earned a degree in Political Economics and Soviet History, which led her to study the Russian language. She envisioned a future working in International Politics, even spending a month in the Soviet Union and considering a career at the American embassy in St. Petersburg.

Before becoming a REALTOR®, Paige’s career path was anything but conventional. After working for the Urban Institute, an economic “think tank” involved in a research project focused on the impact of Reaganomics, she interviewed with the CIA and realized she needed time to consider her options.

“I bought a one-way ticket to Greece, left the country, and traveled for 3 months pretty much by myself. I had



a brother making a film in the south of Spain, a Swedish cousin in Stockholm who's always ready to and other Swedish relatives outside London. I'd travel solo for weeks and then connect with a family member somewhere. Ultimately I settled in Paris, where I lived and worked for close to 4 years."

It was in Paris that she began working with a partner of General Electric Aircraft Engines, a job that ultimately brought her to Cincinnati. Over the years, Paige worked in the aircraft engine industry, became a travel agent, sold staffing services, and spent a decade in pharmaceutical sales with Abbott Labs.



FINDING HER CALLING IN REAL ESTATE

Paige's passion for real estate began when she and her then-husband started renovating properties together. He handled the mechanics of the homes while Paige focused on aesthetics, learning the ins and outs of renovation. The couple took on mostly cosmetic, however at times found themselves with "full gut" renovations by necessity, and living in the homes while restoring them to their original beauty. Paige loved the challenge of bringing these homes back to life, and although the marriage ended, her joy for renovation and design

remained. She often jokes about being a "frustrated interior designer" and dreams of going back to school to pursue it further.

When the pharmaceutical industry no longer fulfilled her, Paige knew it was time for a change. She turned to real estate, driven by her love for architecture and renovation. Starting her career in 2011, she faced a tough market but knew real estate was where she was meant to be. Over the years, her ability to see beyond what exists and envision the potential in properties has been a key asset in her success.





MY DIFFERENT EXPERIENCES HAVE LED ME TO BRING A WHOLE LOT OF EMPATHY TO WHATEVER PEOPLE ARE GOING THROUGH. I LOVE THAT I HAVE THE OPPORTUNITY TO DO THAT.

the best in the country. For someone who learned about opera listening to Pavarotti sing at the Metropolitan, I was blown away," she says.

FAMILY AND LIFE OUTSIDE OF WORK

Paige has instilled a love of travel in her two children, Turner and Hailey. Turner, 27, lives in Philadelphia and recently married his fiancée on October 4th. Hailey, the younger of the two, lives in Charleston, South Carolina and works as a Leasing Agent. Hailey just announced that she plans to get her real estate license there. The family shares a deep connection to the East Coast, where Paige's own journey began. They enjoy playing euchre together and have recently welcomed a new member to the family—an English Lab named Lucca, after Paige's favorite village in Tuscany.

ADVICE FOR ASPIRING REALTORS®

As an experienced REALTOR®, Paige

rich history and historic architecture to its vibrant neighborhoods, Paige feels she knows Cincinnati inside and out however is regularly surprised when she discovers something new.

"When I transferred to Cincinnati in the late '80s, I never thought I would stay," she says. "It's been extraordinary to see this city blossom."

Cincinnati has so much to offer. "Every time I turn around, I learn something more about the extraordinary events, inventions, parks, structures, etc., which took place here or had their genesis here. Even the Cincinnati Ballet, the Symphony and the Opera are all ranked among



EMPATHY AND UNDERSTANDING

Real estate, for Paige, is more than just sales—it's about helping people through significant life transitions. Whether it's a growing family, a divorce, or a career change, buying or selling a home represents a major life shift. Paige brings empathy and understanding to her clients, drawing on her own diverse experiences to support them through what can be a stressful process.

"My different experiences have led me to bring a whole lot of empathy to whatever people are going through. I love that I have the opportunity to do that," she comments. "We all want to feel at home and seek a sense of belonging... somewhere."

Her love for Cincinnati has grown over the years, and she enjoys playing tour guide for newcomers, helping them discover the hidden gems of the city. She often picks up clients and friends from the Cincinnati Airport and takes them to the Netherland Plaza for a cocktail or a bite at what has previously been known as The Palm Court (now "The 1931", an appropriate homage to the year the hotel was built and of its survival through The Great Depression). Clients are in awe of the place. Paige enjoys helping clients discover everything Cincinnati has to offer from its



understands the challenges of the industry. She emphasizes the importance of joining a team, especially for those just starting out. "Find a mentor, someone you can reach out to for advice and guidance," she advises. Real estate school doesn't teach you how to run a business, negotiate deals, or navigate the emotional and legal aspects of the job. Learning those skills from experienced professionals is crucial to success.

Together with her business partner, Jeff Horner, Paige is building a thriving real estate team. Their complementary skillsets blend beautifully in team management and through transactions, allowing them to provide top-notch service to their clients. What started as the two of them working with a Transaction Manager has now blossomed into a team of eight with their T.M., a Team Administrator and now four dedicated agents.

She and Jeff are now working hard at getting "The Livin' in Cin Experience" real estate team



fully off the ground and with their agents, honed into a well-rounded machine. Helping Cincinnatians discover their hometown and newcomers find their new home is what it is all about.

"We are developing new agents and more experienced agents into strong, knowledgeable, solutions-oriented, professional fiduciaries with systems and processes to support them," explains Paige.

FINAL THOUGHTS

For Paige von Hoffmann, real estate is not just a career—it's a calling. Her journey, marked by resilience, passion, and a deep love for homes, has left a mark on Cincinnati's real estate landscape. With each client she helps, she continues to carve her own path, leaving a trail for others to follow.

MEET HILLARY REALTOR® JUSTICE WITH COLDWELL BANKER

Numbers don't lie. For Top Producer Hillary Justice, she has made her mark in real estate, one sale at a time. With her drive and dedication, anything is possible.

Since obtaining her real estate license in 2018, she has closed on 100 properties, reaching a career volume of \$35.7 million. 2023 saw Hillary closing \$11 million across 27 units, and 2024 is shaping up to be another exceptional year, with 31 units closed so far and seven more pending.

FAMILY FIRST

Born in New Jersey and raised in Cincinnati, Hillary's life has been a balancing act of motherhood and work. She's done quite well juggling it all.

"Having my first child at 17 I had to grow up very fast," says Hillary. "Although I had a great support system of family and friends. I was young, single and knew it was up to me to support my son."

Eager to make money, she attended cosmetology school and got a decent job (with benefits) at a local department store in one of their salons. Years later, Hillary found herself divorced as a single parent of three struggling to support her children.

"I worked as a sales rep for a water restoration/mold remediation company that gave me the flexibility to work while they were in school," she explains. "I also taught 6am spinning classes before they got up to help supplement my income." A go-getter, Hillary would get the kids ready for school and then go to her job.

Perhaps her most formative role came as an estate sale coordinator at *Everything but the House*. "They would hand me the keys to a house with a deadline. I would organize, research, photograph, stage, write the descriptions and manage the



entire online sale from start to finish," Hillary recalls. That experience helped hone her organizational skills, attention to detail, and ability to manage the sales process—all of which translated perfectly into real estate.

ROAD TO REAL ESTATE

At a turning point in her life, with her children growing up and more time available to focus on a career, Hillary took the advice of a friend and got her real estate license. In October 2018, she got her real estate license in Ohio. Two years ago, she got her real estate license for Kentucky.

"I worked with a friend who was an agent at the time," she recalls.

Although her start to her real estate career was slightly slow, she continued to be persistent. Her family continued to come first.

When Hillary's mother fell ill during the pandemic, she took time off to care for her. After her mother's passing, Hillary returned to real estate with renewed focus and drive.

In 2021, she got laser focused, switched offices, and mentored under another agent for a year. "Then I decided to join a team and did that for 2 years, which was a great experience. It gave me a lot of activity and exposure. Last December, I made the switch and came back to Coldwell



Banker as an independent agent,” says Hillary. She’s been blazing her own trail ever since.

One of Hillary’s greatest passions in real estate is the ability to build something of her own. Her husband, Mark, recently obtained his real estate license to help her grow their business. “It’s been exciting to see what I can produce on my own,” Hillary says, reflecting on her independent journey. She loves what she does and it shows with her enthusiasm.

A FAMILY CLOSE TO THE HEART

Family is at the core of everything Hillary does. She takes great pride in her children—Caleb, Owen, and Grace—and her husband Mark. Caleb, 31, recently bought his second home with Hillary’s help. Owen, 27, who has a developmental disability, lives in a group home in Anderson Township that is supported by Living Arrangements for the Developmentally Disabled (LADD) and works at Kroger. Grace, 25, is a recreational therapist in Michigan, working with individuals who have suffered traumatic brain injuries.



Hillary and Mark have been together for 15 years, married for two, and they share a 14-year-old lab mix named Bella. In their free time, the couple enjoys kayaking on the Little Miami River and hiking in local parks.

Having lived in Anderson Township for over 27 years, Hillary has deep ties to the area. It’s where she raised her family, and it remains the place she proudly calls home. It’s also where she’s built her real estate career,



helping countless clients find their perfect home in the community she loves so much.

A HIDDEN TALENT: MANICURIST ON THE SIDE

Despite her busy schedule in real estate, Hillary still maintains a small group of long-time clients at a salon, where she continues to do nails a few hours a week. “It’s my little escape,” she laughs. “I have been committed to a small group of clients for the past 15 years, and it’s a nice mental break from real estate.” This side hustle offers her a chance to connect with people in a different way while keeping her creative side alive.

ADVICE FOR ASPIRING REALTORS®

Hillary’s journey has been one of resilience, hard work, and continuous growth. To up-and-coming agents, she offers a piece of advice: “Don’t be afraid to ask questions and seek help, even from the agent on the other side of the deal. Most of us want what’s best for our clients, and many agents enjoy collaborating towards a successful closing.” She’s also found a love for networking and building relationships within the community, something she didn’t expect when she first started.

With six years of experience and counting, Hillary Justice’s star continues to rise in the real estate world. She’s a force to be reckoned with, combining passion, determination, and a deep love for her family and community.

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▶▶ REALTOR® to watch

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MEET
**NADINE
CATALANO**
SENIOR SALES VICE PRESIDENT
AT SIBCY CLINE REALTORS®



————— SHE TOOK A LEAP OF FAITH INTO REAL ESTATE —————

Turning 50 is often considered a milestone—a moment to reflect and reevaluate life choices. For Nadine Catalano, it marked a pivotal transition.

“When I turned 50, I just needed to do something else,” she shares, reflecting on her decision to shift from running a successful medical nonprofit for over two decades to embarking on a new career path. After dedicating 23 years to her family’s business, which included managing research grants, teaching physicians surgical techniques, and operating a tissue transplant bank, Nadine felt the pull to explore something new. That something turned out to be real estate.

“I took a huge leap of faith,” Nadine recalls. Leaving behind a stable, salaried position for the uncertainty of building her own business was no small decision. The transition was challenging—not just financially, but also personally, as Nadine had to believe in herself and trust her instincts. “The hardest part was believing I could do it,” she admits. But she did.

**FROM MEDICINE TO
MARKETING HOMES**

Nadine’s decision to join Sibcy Cline REALTORS® was a carefully thought-out choice. As her son was about to start high school, she considered several different brokerages, ultimately choosing Sibcy Cline because of their strong support system for new recruits.

“I knew real estate was completely different from anything I’d done before, and I wanted to be with a company that would help me get started,” she explains. She appreciated the hands-on approach, especially from Tim Mahoney, who she remembers fondly for his persistent encouragement. “He kept trial-closing me during our interview—ten times, I think!” she laughs.

Eleven years later, Nadine has built a thriving real estate career with Sibcy Cline, accumulating a career volume just shy of \$73 million, with \$10 million in total sales last fiscal year alone.

A LIFELONG CINCINNATIAN

Nadine’s roots run deep in Cincinnati, where she has lived most of her life. Moving to Wyoming, Ohio, at the age of 12, she eventually left for Ohio State University, where she earned a marketing degree. After a brief time away, she returned to Cincinnati and has since lived in multiple areas, from Hyde Park to Loveland.



“Having lived here my whole life, I understand how the neighborhoods have their own personalities,” Nadine shares. Her familiarity with Cincinnati’s distinct communities has been a significant advantage in her career. “Matchmaking is a huge part of what I do. I help people find the right fit for their families,” she explains.

Nadine currently lives in downtown Cincinnati with her partner, Gary, embracing the urban lifestyle after years in the suburbs. She’s experienced it all, from suburban living in Loveland to her current urban adventures. “It’s helpful to understand the nuances of every part of the city,” she notes, especially when working with relocation clients.

OVERCOMING CHALLENGES

One of the biggest hurdles Nadine has faced throughout her career was learning to market herself. “I’m naturally shy and introverted,” she confesses. The transition from working behind the scenes in a nonprofit to promoting herself as a trusted real estate professional wasn’t easy. Early on, a friend tested her confidence, making her prove why she should be hired as his REALTOR®. Though it was



tough, the experience helped Nadine build the self-assurance she needed. “That challenge, along with my training, really gave me the confidence to succeed,” she reflects.

PASSIONATE ABOUT POSITIVITY

Today, Nadine is passionate about providing her clients with accurate, factual information and being a positive presence in their lives. “Whether with clients, in daily life, or even with other agents, I believe in being cooperative and positive. It’s a breath of fresh air for people,” she says.

Her ability to maintain a calm and optimistic outlook stems from years of navigating emotionally charged situations in her previous career. “It was a great learning experience, and I’ve been able to utilize a lot of those skills in real estate,” she shares. Whether it’s handling stressful negotiations or guiding families through difficult decisions, Nadine approaches each situation with empathy and expertise.

A FAMILY-ORIENTED LIFE

Nadine’s family is a core part of her life. Her 26-year-old son, Connor, recently moved to Denver, Colorado, where he’s embraced an outdoor lifestyle, hiking, mountain biking, and skiing. Nadine is excited to visit him soon, hoping to learn how to fly fish and explore the beautiful Colorado scenery.

In her downtime, Nadine and Gary are heavily involved in Cincinnati’s pickleball

“
YOU ARE YOUR BEST ASSET
AND YOUR WORST CRITIC.
I’ve learned to trust myself, and
that has made all the difference.”

community. Gary even started the popular pickleball scene at Sawyer Point, where hundreds of people gather weekly. She’s also an avid hiker and biker, exploring the parks and urban environments in her city.

LIVING LIFE TO THE FULLEST

Nadine’s personal philosophy shines through in both her business and personal life. “Living your life is great for business,” she says. Whether through her involvement in the community or her passion for the city she calls home, Nadine’s vibrant approach to life fuels her success as a top-producing REALTOR®.

For Nadine, the leap of faith she took at 50 has led to a rewarding second career. As she continues to help families find their perfect homes, her journey illustrates the power of believing in yourself and embracing change. “You are your best asset and your worst critic,” she says. “I’ve learned to trust myself, and that has made all the difference.”



Cincinnati Native Has Over

THREE DECADES

of Experience in Mortgages

He's Good for Laughs and Loans!

If there's one person who can guide clients through the often-daunting world of mortgages with a smile (and a laugh), it's Dave Scully of Ruoff Mortgage. With over three decades of experience under his belt, Dave brings a unique mix of wit, wisdom, and the kind of patience you'd expect from a man who's helped countless people secure their dream homes. Oh, and did we mention he's funnier than Ray Romano? Just ask him!



A Cincinnati Original

Born and raised in the Queen City, Dave is a proud graduate of Madeira High School and the University of Cincinnati. "I've lived here almost my whole life," he says.

After high school, he considered being a broadcaster. "I've got the face and voice for it," he says. Although he did some broadcasting when he was younger, numbers made more sense for Dave.

Dave got his start in the mortgage industry back in November of 1991 after a friend convinced him that being a loan officer was the way to go. Over 30 years later, he's still at it, turning the often-dry mortgage process into something a little less like paperwork and a little more like a stand-up comedy routine.

**Jerry Seinfeld stole my show.
I'm funnier than Ray Romano
ever wanted to be.**



A Financial Educator (With a Twist)

"I thought I wanted to be a teacher," Dave reflects. "Now, I get to educate people on how to buy houses." Although the process can be a little intense, by the end, his clients know exactly how everything works, from the paperwork to the process itself.

His knack for making complicated things simple and his sharp wit are what set him apart. "I take all the applications over the phone, old school," he comments. Taking time to get to know people, understand their personalities, and how to help them is what he does best.

This personal touch is how he builds trust with his clients — that, and his ability to make a mortgage application feel like anything but boring. Connecting with others in a light-hearted manner is what he does best. While applying for mortgages can be uncomfortable, Dave likes to put people at ease.

He learned customer service skills when he used to manage the Montgomery Inn Boathouse. Learning to connect with people came naturally to him. After all, you never know who you might run into. Dave vividly recalls meeting Andre the Giant there, which is something he still talks about today.

A Strong Support System

What's helped Dave navigate the highs and lows of the mortgage business? His amazing wife, Susan,

a speech-language pathologist at Jewish Hospital. "She gets it," Dave explains. "Her dad was an OB-GYN who delivered babies for 30 years, so she understands the unpredictable hours and late-night calls. Babies come when they want and people buy homes when they want," he points out.

Their daughters, Claudia and Faith, have also carved out impressive careers. Claudia works at The Ohio State University School of Dentistry, and Faith is in the communications department at Macro-Helix a Division of McKesson, one of the largest companies in the world. Don't expect them to work nights and weekends, though, Dave laughs. They wanted professions with more work-life balance.

Comedy Meets Mortgages

While mortgages are his bread and butter, Dave secretly harbors dreams of stand-up comedy and calls himself a frustrated stand-up comedian. "Jerry Seinfeld stole my show," he laughs. And while he's never made it to a Netflix special, Dave's humor does have a way of putting his clients at ease during what can be a stressful time. "I'm funnier than Ray Romano ever wanted to be," he jokes.

One of his favorite mortgage-related stories? "I once had a guy with a credit score of 379 ask what that meant. I told him, 'I could add my cholesterol and triglyceride levels together and beat that.'"

"I also asked a guy if there was a Jr. or a Sr. for his surname. He said, 'Mr. Sully, I've already done graduated.'" People still laugh about that one.

If Dave can laugh while helping clients buy a house, that's a win for him.

Contact Dave Scully

Need a mortgage and a good laugh? Call Dave Scully at Ruoff Mortgage at 513.633.8476 or email him at dave.scully@ruoff.com. Just be ready for some dad jokes mixed in with your financial paperwork.

After all, a little humor goes a long way — especially when you're getting a mortgage.





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² Eligible for purchases of one to four unit homes. Minimum borrower contribution and FICO score requirements apply. Applicant subject to credit and underwriting approval. Additional restrictions apply. (0824-2979940)



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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Sept 30 as of October 13th, 2024 at 9:36PM

Rank	Name	Office	Total	Volume
1	Scott A. Oyler	Coldwell Banker Realty	191	\$112,316,167
2	Julie K. Back	Sibcy Cline	74	\$100,564,015
3	Melissa J. Millsaps	Coldwell Banker Realty	274	\$88,959,386
4	Ragan McKinney	Ragan McKinney Real Estate	270	\$66,022,853
5	Peter D. Chabris	Keller Williams Seven Hills	201	\$58,619,599
6	Rick J. Finn	Coldwell Banker Realty	128	\$57,546,830
7	Brittney Frietch	BF Realty	136	\$57,266,244
8	Andrew Gaydosh	eXp Realty	143	\$46,614,345
9	Andrea DeStefano	Sibcy Cline	64	\$44,471,123
10	Michael C. Hinckley	Coldwell Banker Realty	57	\$43,643,808
11	Bob Dorger	Comey & Shephard	61	\$43,346,980
12	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	91	\$41,835,078
13	Shelley Miller Reed	Coldwell Banker Realty	49	\$41,789,297
14	Walter B. Gibler	Coldwell Banker Realty	89	\$41,736,356
15	Adam G. Marit	Real Link	114	\$40,240,472
16	Amy Hackett Roe	Coldwell Banker Realty	45	\$39,615,000
17	Rakesh Ram	Coldwell Banker Realty	92	\$38,892,000
18	Heather R. Herr	Private Real Estate Collection	89	\$37,793,461
19	Robbie Dorger	Comey & Shephard	47	\$37,269,680
20	Jack C. Hinckley	Coldwell Banker Realty	48	\$34,519,888
21	Linda T. Destefano	Sibcy Cline	42	\$32,628,520
22	Daniel Baron	Keller Williams Advisors	94	\$31,502,266
23	Holly Finn	Coldwell Banker Realty	70	\$30,993,210
24	Cindy J. Shetterly	Keller Williams Distinctive Re	94	\$30,937,600
25	Monika Deroussel	eXp Realty	63	\$30,078,100
26	Lee G. Robinson	Robinson Sotheby's Internat'l	29	\$29,933,800
27	Heather M. Stallmeyer	Coldwell Banker Realty	50	\$29,770,401
28	Ronald A. Bisher	Coldwell Banker Realty	92	\$29,726,000
29	Amy L. Markowski	Real Brokerage Technologies	118	\$29,458,394
30	Gina A. Dubell-Smith	eXp Realty	52	\$28,836,164
31	Molly E. Blenk	Comey & Shephard	72	\$28,751,400
32	Zach Singler	Re/Max Local Experts	49	\$28,618,600
33	Megan S. Stacey	Coldwell Banker Realty	58	\$27,299,598

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Sept 30 as of October 13th, 2024 at 9:36PM

Rank	Name	Office	Total	Volume
34	Kevin E. Hildebrand	eXp Realty	81	\$26,834,566
35	Tom Deutsch Jr.	Coldwell Banker Realty	85	\$26,582,972
36	Heather C. McColaugh	BF Realty	65	\$26,272,229
37	Micha Gleisinger	Comey & Shephard	42	\$25,750,000
38	Sue S. Lewis	Sibcy Cline	52	\$25,472,324
39	Christopher Holtman	Real Link	77	\$25,244,749
40	Tiffany B. Allen-Zeuch	Sibcy Cline	44	\$24,733,943
41	Julia Packer P. Wesselkamper	Coldwell Banker Realty	49	\$23,912,676
42	Jackie Quigley	eXp Realty	43	\$23,911,388
43	Helena F. Cameron	Sibcy Cline	49	\$23,388,849
44	Michael L. Murtland	Comey & Shephard	60	\$23,231,886
45	Diane Tafuri	Sibcy Cline	33	\$22,597,650
46	Tina A. Burton	Sibcy Cline	56	\$22,293,600
47	Kimberly K. Mansfield	Keller Williams Advisors	64	\$21,450,339
48	Chris R. Waits	Sibcy Cline	55	\$21,227,620
49	G. Tyler McConnell	Comey & Shephard	56	\$21,103,936
50	Tyler R. Minges	Huff Realty	56	\$20,683,300

Rank	Name	Office	Total	Volume
51	Jon L. Bowling	Re/Max Preferred Group	62	\$20,478,819
52	Alexander Schafers	Re/Max United Associates	62	\$20,242,603
53	Flor D. McNally	Keller Williams Advisors	90	\$20,220,700
54	Mary Clare Baden	eXp Realty	44	\$20,190,500
55	Tyler A. Smith	Re/Max United Associates	44	\$20,003,040
56	Anna S. Bisher	Coldwell Banker Realty	56	\$19,813,000
57	Maura K. Cagney-Tipton	Coldwell Banker Realty	63	\$19,625,066
58	Jamie Gabbard	Comey & Shephard	52	\$19,498,900
59	Zachary Ferrell	Keller Williams Advisors	72	\$19,339,300
60	Lesli D. Norris	Coldwell Banker Realty	41	\$19,277,400
61	Patrick J. Cagney	Coldwell Banker Realty	66	\$19,246,760
62	Erin P. Fay	Comey & Shephard	48	\$19,037,800
63	Andrew H. Homan	Coldwell Banker Realty	43	\$19,013,650
64	Robert R. Smith	Coldwell Banker Realty	55	\$18,494,851
65	Robert DiTomassi	Comey & Shephard	32	\$18,413,500
66	Kelly Pear	Comey & Shephard	32	\$18,267,750
67	Janelle A. Sprandel	Comey & Shephard	57	\$18,018,420
68	Trent S. Ferrell	Keller Williams Advisors	55	\$17,970,890
69	Kimberly A. Price	Plum Tree Realty	78	\$17,872,330
70	Mitchell Ram	Coldwell Banker Realty	34	\$17,781,700
71	Sandra L. Peters	Comey & Shephard	19	\$17,765,885
72	Courtne' C. Brass	Coldwell Banker Realty	47	\$17,705,925
73	Jon A. DeCurtins	ERA Real Solutions Realty	39	\$17,663,485
74	Jeri O'Brien-Lofgren	Sibcy Cline	29	\$17,489,500
75	Jason Reynolds	Re/Max Alpha Real Estate	52	\$17,165,600
76	Keli S. Williams	Sibcy Cline	39	\$17,034,450
77	Robert F. Stephens	Comey & Shephard	21	\$16,962,890
78	Bishnu L. Kharel	Re/Max Preferred Group	46	\$16,693,409
79	Donald W. Nagel	Plum Tree Realty	73	\$16,578,330
80	Brian P. Leisgang	Keller Williams Advisors	44	\$16,348,605
81	Evan Johnson	Cutler Real Estate	32	\$16,346,260
82	Heather Alley	Keller Williams Advisors	29	\$16,005,123
83	Nickolas G. Welage	Plum Tree Realty	38	\$15,999,855
84	Oscar Asesyan	Coldwell Banker Realty	35	\$15,791,616

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Sept 30 as of October 13th, 2024 at 9:36PM

Rank	Name	Office	Total	Volume
85	Beth Silber	Coldwell Banker Realty	41	\$15,569,900
86	William Draznik	Coldwell Banker Realty	37	\$15,529,526
87	Michelle E. Hudepohl	Coldwell Banker Realty	30	\$15,398,082
88	Sondra M. Parker	Coldwell Banker Realty	35	\$15,346,622
89	Ingrid K. Likes	Coldwell Banker Realty	35	\$15,271,750
90	Jeanne M. Rieder	Hoeting, Realtors	49	\$14,999,320
91	Lanxi J. Song J	Keller Williams Seven Hills	24	\$14,907,800
92	Mike Hildebrand	eXp Realty	42	\$14,861,900
93	Robert Hines	Coldwell Banker Realty	22	\$14,818,656
94	Regina M. Hamilton	Sibcy Cline	41	\$14,759,823
95	Deborah A. Martin	Keller Williams Advisors	22	\$14,749,973
96	Patrick Gunning	Coldwell Banker Realty	20	\$14,634,985
97	Jessica Bauer	Comey & Shephard	43	\$14,621,400
98	Tyler Dietz	Keller Williams Seven Hills	51	\$14,594,790
99	Molly Eynon	Coldwell Banker Realty	41	\$14,591,048
100	Elizabeth Waits	Sibcy Cline	36	\$14,547,320

Rank	Name	Office	Total	Volume
101	Denise L. Gifford	Keller Williams Advisors	44	\$14,541,651
102	Robert J. Mahoney	Sibcy Cline	26	\$14,250,100
103	Stefanie A. Creech	Comey & Shephard	34	\$14,106,152
104	Steve Sylvester	Comey & Shephard	16	\$14,070,685
105	Donald M. Johnson	Cutler Real Estate	27	\$14,023,900
106	James Hurtubise	Keller Williams Advisors	56	\$13,923,000
107	Sue A. Wahl	Comey & Shephard	42	\$13,802,570
108	Luke R. Luther	Coldwell Banker Realty	20	\$13,794,000
109	Dianna Caldwell	eXp Realty	39	\$13,777,061
110	Kathy J. Kramer	Sibcy Cline	26	\$13,514,750
111	James E. Pitzer III	Coldwell Banker Realty	29	\$13,513,354
112	Drew Frietch	BF Realty	28	\$13,488,885
113	Ron Garland	Comey & Shephard	36	\$13,443,860
114	Sue M. Miller	Comey & Shephard	42	\$13,443,570
115	Adam D. Jessen	Re/Max United Associates	39	\$13,430,000
116	Sara E. Limper	Coldwell Banker Realty	38	\$13,360,100
117	Larry L. Thinnnes	Sibcy Cline	25	\$13,348,348
118	Lynn M. Schwarber	Comey & Shephard	30	\$13,280,300
119	Darlene V. Todd	Sibcy Cline	31	\$13,241,984
120	Ugandhar Garapati	ERA Real Solutions Realty	28	\$13,153,564
121	Jennifer L. Allred	Coldwell Banker Realty	35	\$13,095,622
122	Michael P. Hines	Coldwell Banker Realty	14	\$13,000,727
123	Melissa B. Friede	Century 21 Thacker & Associates	29	\$12,991,725
124	Marc A. Cameron	Sibcy Cline	25	\$12,964,900
125	Rebecca A. Messenger	Comey & Shephard	24	\$12,941,414
126	Heather S. Kopf	Kopf Hunter Haas	23	\$12,894,000
127	Anne V. Bedinghaus	Coldwell Banker Realty	57	\$12,879,227
128	Kurt J. Lamping	Sibcy Cline	43	\$12,824,925
129	Debra Gentene	Sibcy Cline	29	\$12,738,200
130	John M. Bissman	Keller Williams Pinnacle Group	30	\$12,733,844
131	Mark Schupp	Sibcy Cline	47	\$12,621,100
132	Jeffrey Boyle	Keller Williams Advisors	44	\$12,476,950
133	Wendi J. Sheets	eXp Realty	39	\$12,426,400
134	Erik Persson	Sibcy Cline	17	\$12,395,381

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TOP 150 STANDINGS

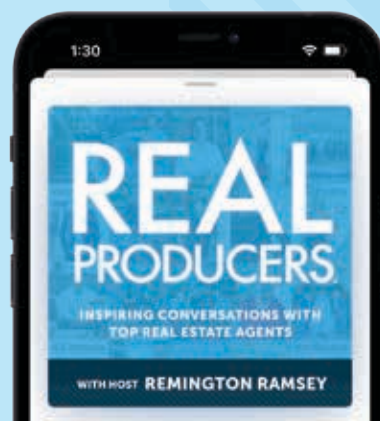
Individuals | By Volume Jan 1- Sept 30 as of October 13th, 2024 at 9:36PM

Rank	Name	Office	Total	Volume
135	Timothy J. Mahoney II	Sibcy Cline	14	\$12,356,487
136	Keith T. Taylor	Comey & Shephard	39	\$12,347,820
137	Steve S. Early	Sibcy Cline	15	\$12,260,575
138	Amanda Gibbs	Coldwell Banker Heritage	32	\$12,252,393
139	Pamela S. Socha	Keller Williams Pinnacle Group	33	\$12,245,570
140	Alex J. Wagner	Coldwell Banker Realty	40	\$12,222,600
141	Douglas Manzler	Keller Williams Advisors	18	\$12,175,879
142	Ryan Riddell	Keller Williams Community Part	41	\$12,079,000
143	Kathryn M. Cousino	Coldwell Banker Realty	8	\$12,078,001
144	Sean Chmura	Robinson Sotheby's Internat'l	14	\$12,050,268
145	Myles Greely	Keller Williams Community Part	40	\$11,993,700
146	Barbie Woehrmyer	Coldwell Banker Realty	31	\$11,984,200
147	Barbara Druffel	Comey & Shephard	19	\$11,973,500
148	Elizabeth R. Mahoney	Sibcy Cline	20	\$11,954,505
149	Gregory J. Stanley	Comey & Shephard	13	\$11,935,439
150	Richard Davey	Comey & Shephard	39	\$11,895,070

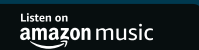
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