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WHAT'S INSIDE:

Cover Story: Jamie Gabbard

On The Rise: Suzette Waugh

Sponsor Spotlight: Area Wide Home Inspection

REALTORS[®] to Watch: Missy and Shahne Stone

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Meet **JAMIE GABBARD**

with Comey & Shepherd REALTORS®



► cover story

Written by Elizabeth McCabe
Photo Credit: Tim Corbett-Spanagel

"I first got into the real estate realm when we bought our first rental in 1998," Jamie Gabbard recalls the moment fondly. "I was 7 months pregnant and 25 years old." Her husband, whom Jamie affectionately calls the "risk taker," was the mastermind behind the \$80,000 operation.

"I was the nervous one," she laughs. Together, they decided to buy a 10-unit apartment building in Loveland called the Wagner Building. Steeped in history, this building has ties back to the Civil War days and was formerly a hotel. Leveraging their home equity line of credit and the title to their truck, they took a leap of faith that forever changed their lives.

After three years, they sold the Wagner Building, but by then, the real estate bug had firmly bitten them. Jamie's path in real estate, however, didn't become a full-time

endeavor until much later. "I always worked in the accounting section of small businesses," Jamie shares. Yet, when a moment came that made her realize her true value wasn't being recognized, she decided to take her grandmother's long-standing advice and pursue a career in real estate.

"I took classes on nights and weekends, passed everything on the first try, and eventually put in my notice at my accounting job," Jamie recalls. October marks ten years since Jamie obtained her real estate license, a milestone she plans to celebrate with an open house event at her office.

Before becoming a full-time REALTOR®, Jamie and her husband had already ventured into the world of property investments, owning seven rental properties and flipping a couple of houses. Once she earned her real estate license, Jamie jumped

into the field with full force, quickly establishing herself as a top agent. "I joined a team for a year and then went on my own. I ended up selling more on my own than when I was on the team," Jamie proudly states. Her success hasn't slowed down since. She was awarded the top agent at the Butler Warren Board of REALTORS® and ranked #9 out of over 4,000 agents in the Dayton MLS in 2023.

Jamie couldn't do it all alone; she has a team behind her. Three years ago, Jamie formed the Jamie Gabbard Group, bringing on a full-time business development coordinator, Cindy Menth and a buyer's agent, Amanda Stiles. This expansion has allowed her to balance her work and personal life while continuing to serve her clients with the same dedication.

Jamie credits her success to the support of her hometown, Waynesville,



which has been at the heart of her business. “My community is so supportive of me. I’ve never paid for a lead. All my business has come from word of mouth and client referrals,” she says. She drives an orange Mini Cooper and all the locals know it’s her buzzing around town. The car had become a big part of her brand.

ROOTED IN WAYNESVILLE

Jamie’s connection to Waynesville runs deep. “My mom, dad, and both of my grandparents lived here. Several generations of my family have roots in this town,” she explains. Jamie’s intimate knowledge of the area adds a personal touch to her real estate transactions. “When I show or list a house, I know the history because I’ve been here so long.”

Three years ago, Jamie undertook a major project to revitalize an old gas station in Waynesville, turning it into a standalone office for Comey & Shepherd REALTORS®. The makeover of the once-eyesore corner has not only improved the town’s appearance but also solidified Jamie’s presence as a local business leader.

Jamie’s deep love for her community and dedication to giving back are evident in her involvement in local events. Every Fourth of July, she hands out bubble



“ ”

MY GOAL IS TO MAKE THE PROCESS STRESS-FREE AND ENSURE THEY ARE INFORMED EVERY STEP OF THE WAY. THEN, THEY REFER ME TO OTHERS, AND THAT'S THE BIGGEST COMPLIMENT OF ALL.



wants to children during the parade from her Mini Cooper. This year, she was honored to be named the Grand Marshall, a recognition not just of her real estate accomplishments but of her countless contributions to the community. “I was totally surprised,” Jamie says, reflecting on the honor.

Waynesville holds a special place in Jamie’s heart. “It’s a hidden gem with amazing shops, vintage stores, and dining,” she notes. Jamie recently commissioned a mural on one of her rental buildings in town with a beautiful butterfly, hoping to draw more people to the area and encourage them to explore all that Waynesville has to offer.

FAMILY FUN

Outside of real estate, Jamie and Keith love attending concerts and exploring bourbon tours together. A trip to Las Vegas to see Aerosmith is

a past favorite, Jamie was surprised to be in the front row and got to hold Steven Tyler’s hand. “We love to go to concerts as a family—Green Day and Foo Fighters are the most recent,” Jamie shares. Their children, Riley, 26, a graduate from Miami University is a librarian, and Ryan, 22, who is entering his senior year at the University of Cincinnati.

Jamie wouldn’t be where she is today without her husband’s unwavering support. Keith has been her biggest cheerleader throughout her real estate career.

“He’s super proud of what I’ve accomplished,” she shares. The couple, who will celebrate 29 years of marriage this October, has always worked as a team. Keith, who recently became part-owner of Play It Again Sports near Kings Auto Mall, now helps Jamie with their rental properties

and manages the household. “We have 30 tenants now, and three years ago, I turned everything over to him. He’s taken over the bills, manages the household, and even does the grocery shopping,” Jamie says with a smile.

A HEART OF GRATITUDE

As she looks back on her journey, Jamie is both humbled and proud of the career she has built. “I truly think I have the best clients. I’m always honored when someone reaches out to me to handle their biggest investment. My goal is to make the process stress-free and ensure they are informed every step of the way. Then, they refer me to others, and that’s the biggest compliment of all.”

Jamie’s story is inspiring. Who would have guessed that one investment property would catapult her into a new career and a future beyond her wildest dreams?

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with *Comey & Shepherd REALTORS®*

on the rise 

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

She Followed Her Heart into Real Estate

Suzette Waugh with *Comey & Shepherd REALTORS®* couldn't deny her love for real estate. "I've pretty much always wanted to be a REALTOR®," she reflects. "My interest really sparked when I purchased my first home at 24. I wish I would have jumped on it earlier in life, but my previous work experience has helped me tremendously within the real estate industry."

Five years ago, she followed her passion for real estate and has found a fulfilling life in the process. However, she wouldn't be where is today without her successful career in the corporate world.

Marketing, Moving, and Media Marketing

Growing up in Morrow, Ohio, Suzette went on to earn her Bachelor's degree in Marketing from the University of Cincinnati. "I went to school full-time at night while working full-time in the day for my family business, paying my way through college without student debt." Although that sounds challenging, Suzette has a heart of gratitude for her journey.

"I didn't know it at the time, but honestly, that was the best thing I could have ever done early on. Despite not having a traditional college experience, not being straddled with debt helped me afford to buy my first house on my own at such a young age," she comments.

It also gave her a heart of empathy for buyers who couldn't afford the house of their dreams because of their student debt. "I wish I could take that burden off them," she shares.

While selling her first home, Suzette met her now business partner, Angelo Pusateri, who is so incredibly talented and smart. "It's important to partner with people who push you and believe in you," she says.

After working for her family's business, Suzette transitioned to a media marketing agency. Little did she know that this would be helpful for her future career. "I was able to gather so much knowledge about media, whether that's social media, TV advertising or even the basic print or billboard ad. I know how to build a media strategy around a small listing or a big community project," she comments. Now she has the skills necessary to build a good campaign and surround it with a strategy.

Pivoting During the Pandemic

The pandemic was a time of change and for Suzette, that was no exception. She overcame obstacles that may have sidelined





I'm extremely happy that I'm doing what I love—it makes it all worth it.



others. She jokes, “I literally took my exam in a barn north of Dayton, Ohio, because it was the only facility providing testing after turning in my paperwork to the state the week before the world shut down.”

Adventure awaited her in real estate. Despite the challenges of navigating an insane housing market, winning houses for her buyers, dealing with the MLS hack, and adapting to the new post-NAR settlement world, Suzette has thrived. “I’m extremely happy that I’m doing what I love—it makes it all worth it,” she says, with a playful nod to her hairstylist, April, for covering all her new grays through it all.

“I’m also grateful for our amazing assistant Karen for being a helpful resource and always willing to lend me her ear,” smiles Suzette.

Currently, Suzette is passionate about creating her own inventory in a market with inventory challenges. “I love coordinating the look of each property to make it a fun space that a buyer will walk into and fall in love with their new home,” she says. She also enjoyed helping select and design her team’s new office space in O’Byronville Square, which is a fun space featuring a golf simulator, pool room, full kitchen and lounge, conference room, and more, complete with a commissioned mural by a former ArtWorks artist. Suzette knows how to work hard and play hard.

Family and Hobbies
Suzette’s life is full of love, laughter, and a happy household. She and her husband, Don Waugh, President at Belcan Engineering Firm, have been together for 25 years and married for 17. They have two boys, Marshall (13) and Magnus (10), along with

two dogs, Moose (a Labradoodle) and Beax (a Goldendoodle), and two cats, Waffles and Pop Tart, who Suzette jokes “prefer the boys in the house.” Fortunately, Moose loves Suzette dearly and likes to be by her side.

Outside of work, Suzette is an avid tennis player, playing on a team at Eastern Hills Indoor Tennis Club. She also enjoys being the team mom for her youngest son’s football team, the Cougars. “Despite all that, my granny hobbies are kicking in with taking care of all my backyard birdies,” she adds with a laugh.

Wisdom and Advice
In the spirit of Real Producers, Suzette shares a side of herself that’s not well known: she’s afraid of heights, despite being a student pilot in her early 20s and flying Cessna 152s. “I could only reach the foot pedals on that plane without sitting on a phone book,” she jokes.

Suzette offers sage advice for those looking to rise in the real estate industry: “Partner up with smart people—you don’t have to go solo in the real estate industry. And think creatively.”



As for her favorite quote? Suzette is currently feeling inspired by Bob Marley: “You never know how strong you are until being strong is your only choice.”

Suzette took the road less traveled in life to real estate. Not only has she found success and satisfaction in her career, but she has made a difference for countless clients here in the local area and beyond. Now she is living every day with passion and purpose, embracing life to the fullest.



Meet
Adam G. Crock
Owner of Area Wide Home Inspection

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When Adam G. Crock decided to start his own business, it wasn't just about breaking free from the grind of a 60-70 hour work week. It was about making time for the things that matter most: his health and his family.

For years, Adam worked tirelessly, dedicating himself to his job while the precious moments with his wife and daughter slipped by. “I didn’t see my daughter much during the first two years of her life. I was working long hours, making money for someone else, and it was affecting my health,” Adam reflects. That realization led him to a pivotal decision—to establish Area Wide Home Inspection, a business that would allow him to be present for his family while continuing to work in an industry he had grown to love.

“I care about the client and the customer. I like to help people and make sure they are happy with the service I provide them.”

Adam had been a home inspector for over five years when he decided to take the leap, honoring a non-compete agreement before launching his own company. This past September, he celebrated a decade of success in this venture. Area Wide Home Inspection serves Ohio, Kentucky, and Indiana, offering a range of services that include licensed radon testing and drone inspections.

Reflecting on his journey, Adam acknowledges that every job he held along the way—whether working at Home Depot, Dish Network, or another inspection company—prepared him to run his own business. “Each of these past jobs had a part in getting me to where I am today,” he says. Adam holds a Regent’s Bachelor of Arts degree with an emphasis in education, and he draws on his education background to help guide and educate clients about their home purchases. “I preach this in the

networking groups I belong to—you should be educated on what it is you are buying. My college education helps me do just that.”

Adam’s passion for home inspections is rooted in his family history. His grandfather was a custom home builder in Baltimore, Maryland, and Adam spent much of his childhood watching and learning from him. “It’s a lifetime of stuff I observed that I now use in my work. I’m 46, and I’m using the skills that God gave me to be a good home inspector for the people who hire me.”

Excelling in Service

Since opening his business on his 42nd birthday—July 13, 2020—Adam has found fulfillment in helping people understand the homes they’re purchasing. “I like to help people understand and answer their questions. Sometimes I don’t have all the answers, but I strive to exceed my competition through experience and empathy. I put myself in my clients’ shoes to figure out how they are looking at the situation and how I can help them better understand it.”

Adam’s inspection process is as thorough as it gets. He begins each inspection by taking pictures of everything that comprises the house, from each individual room to the exterior. “I start at the top floor and work my way down to the basement. Sometimes people don’t start at the top floor, but I believe in working from top to bottom and then moving outside,” he explains. Adam uses a drone for every inspection, unless the weather is prohibitive. He inspects electrical systems, HVAC systems, kitchen appliances, and anything else that can be tested. However, he knows his limits—septic inspections and sewer scopes are referred to trusted colleagues.

Customer service is paramount to Adam. “This is a people industry. I

care about the client and the customer. I like to help people and make sure they are happy with the service I provide them.”

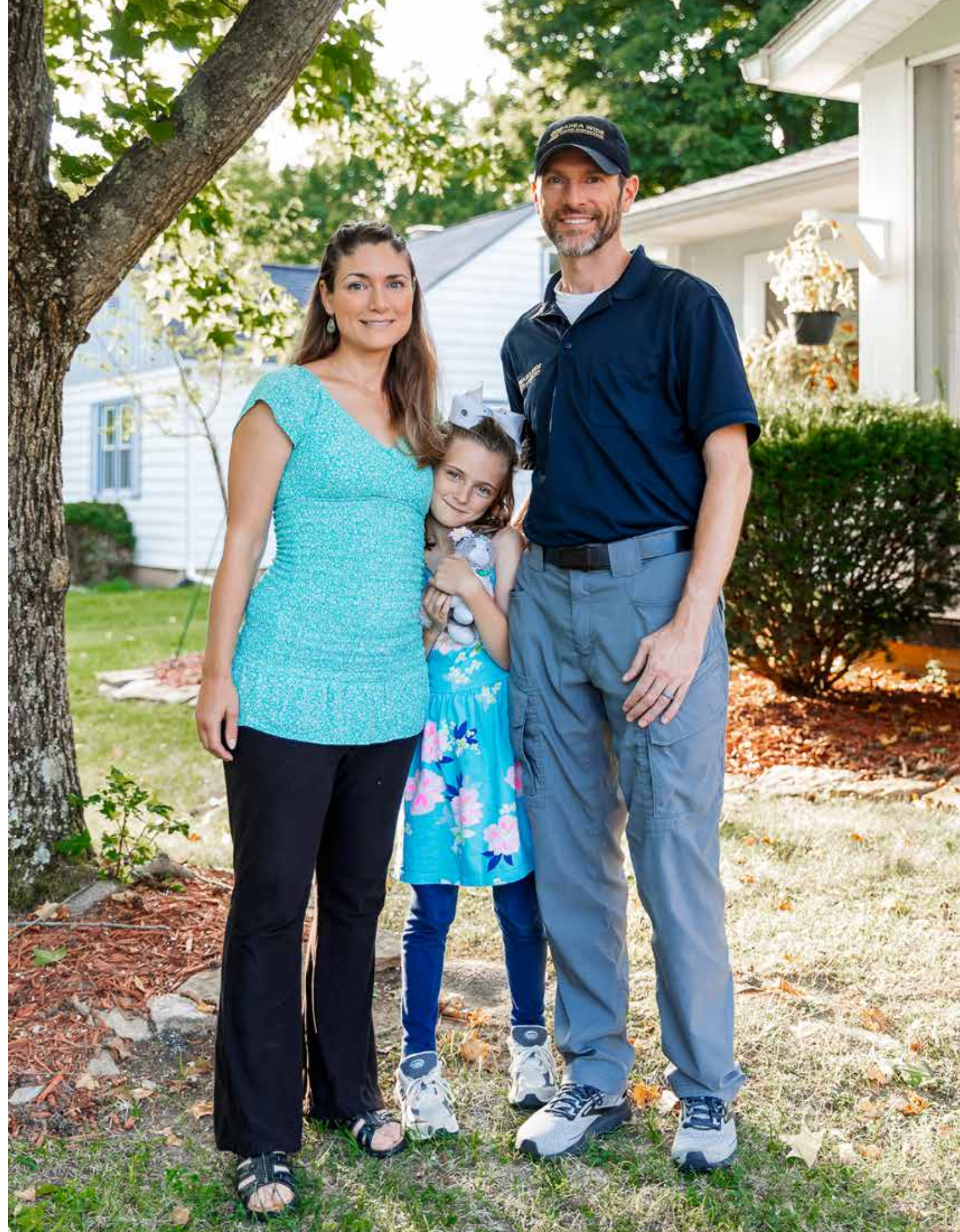
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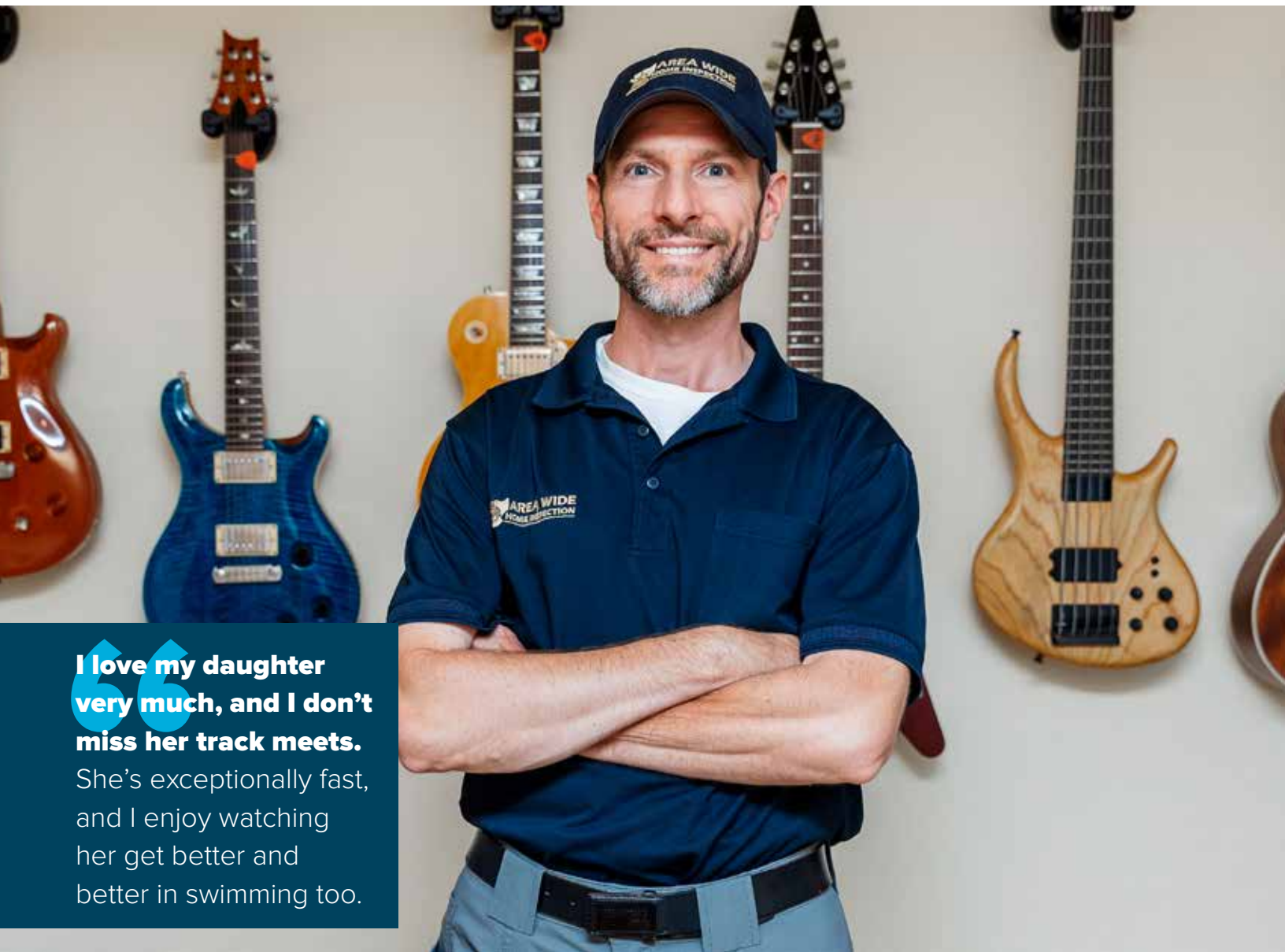
Why choose Area Wide Home Inspection? Adam’s commitment to being thorough, timely, and empathetic sets him apart. He’s licensed and insured in Ohio, Kentucky, and Indiana, and offers a wide range of services, including radon measurement, air quality sampling, mold sampling, and pool inspections. To date, he has completed around 4,000 inspections.

As a Certified Master Inspector (CMI) with InterNACHI, Adam’s advice to homebuyers is simple: never waive a home inspection. “Even if it’s just to win the house, it’s not worth it. I’ve done plenty of post-closing inspections where people ended up financially upside down because they waived the inspection. It’s always worth the money to get a home inspection.”

A Family Man

When Adam isn’t busy inspecting homes, he’s a devoted family man. He’s married to Amanda Cobb, a marketer and graphic designer who works from home and manages marketing and web design for her company as well as for Adam’s business. The couple has been together for 20 years and married since 2007. They have a 7-year-old daughter named Nora, who is entering 2nd grade.





I love my daughter very much, and I don't miss her track meets.

She's exceptionally fast, and I enjoy watching her get better and better in swimming too.

Adam is deeply involved in his church, where he plays lead guitar. Music has always been a passion for him, having played in heavy metal bands in his younger years. He still connects with former bandmates and is starting to write music again, just for fun. When he's not making music, Adam enjoys spending time outdoors, photographing wildlife instead of hunting, playing church league softball, and cherishing the moments he can share with his family.



As Adam continues to grow Area Wide Home Inspection, he remains dedicated to providing quality service, educating his clients, and being there

for his family. "I love my daughter very much, and I don't miss her track meets. She's exceptionally fast, and I enjoy watching her get better and better in swimming too."

For Adam, it's all about balance—being a good home inspector and a good family man. His journey has been one of hard work, dedication, and a deep commitment to those he serves, both at home and in his community.

For more information on Area Wide Home Inspection, check out their website, areawidehomeinspection.com, or call or text 513-802-3164.

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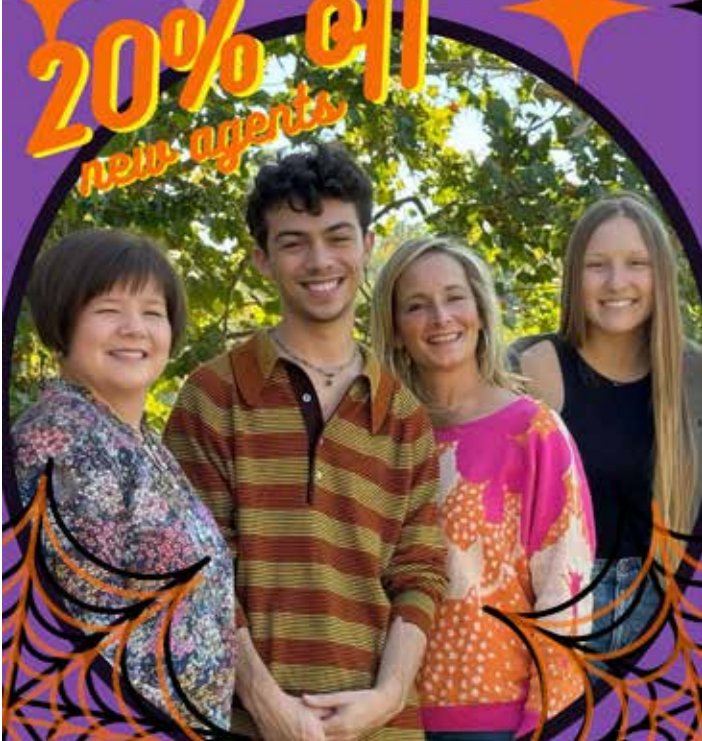
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Helping others comes naturally to Missy and Shahne Stone of SoldBuyStone, LLC brokered by eXp Realty. With a combined 27 years of experience, this happily married couple has built a thriving real estate business that stands out in the industry. Missy began her real estate journey in 2008, while Shahne joined her 5 years later, bringing a wealth of experience from the corporate world.

Experience + Expertise

“I worked in sales when I was younger and really enjoyed it,” Missy shares, reflecting on her early career. Before transitioning to real estate, Missy honed her skills selling products for Pampered Chef and Thirty-One Gifts and even car sales. Her natural talent for direct client contact and the joy she experienced seeing the results for her clients led her to pursue real estate.



Shahne, pronounced “Shane,” brings a diverse background to the table. Before joining Missy in real estate, he worked in manufacturing and sales, serving as an engineering manager, sales manager, and project manager. His corporate career saw him working with industry giants like GE Aviation, P&G, and Remington Firearms. During this time, Shahne also served as a pastor in various churches, a role that further developed his natural ability to connect with people.



“Serving and working with clients comes naturally to both of us due to our ministry focus in our church and our corporate background,” Shahne explains. “We’re pretty strong together.” They complement each other beautifully.

Today, Shahne serves as the executive pastor at West Chester Nazarene Church, where his engineering and process-oriented skills shine. His unique skill set allows the couple to excel in both residential and small commercial real estate, such as selling office buildings and strip malls. They work with investors, as well as buyers and sellers in all price points, from low level investments to multi-million dollar properties and everything in between.



Finding Their Path

Missy always dreamed of selling real estate but waited for the right time for her family. “When our kids were small and Shahne was working full-time in the corporate world and part-time at the church, I stayed at home with our kids and worked at the YMCA,” Missy recalls. When their youngest child started preschool, Missy obtained her real estate license while continuing to raise their three children.

Missy’s journey in real estate began at the height of the 2008 financial crisis when many agents were leaving the industry. “I was stubborn,” she jokes, but her determination paid off. She was honored with the Rookie of the Year award during her first year and has continued to excel ever since. She served on local Real Estate boards as the President, Vice President and board member striving to make the real estate industry better for all. Her strong connections within Warren County, where she grew up and still resides, have been a significant asset to her success.

As her real estate business grew, Shahne obtained his license to assist with the influx of business, primarily handling the marketing side of



things. Their business, SoldBuyStone, LLC, was created out of necessity when Shahne left his corporate job to run a startup church as a lead pastor. “We didn’t want all of our funds to come from a small church, so we worked hard in real estate,” Shahne shares. Missy was already handling 35-45 transactions a year, making it the perfect time for

Shahne to join her full-time. After joining together their transactions jumped significantly and they have enjoyed every moment of the journey.

The Stones’ passion for real estate is matched by their commitment to helping others. “Our passion is to help buyers achieve the dream of owning a home,” they say. They particularly enjoy working with first-time homebuyers, guiding them through the process to make it an exciting and positive experience. One client even shared that he was the first in his family to own a home, a milestone the Stones were proud to help him achieve.

Mentoring Others

Missy and Shahne also serve as certified mentors for eXp Realty, helping new agents navigate the complexities of the industry. They are passionate about educating not just their clients but also other agents, supporting them as they build their own successful careers.

Their advice to aspiring real estate agents? “Real estate is a tough business, and you have to work hard every day to be successful. You will get out of it what you put into it,” Missy advises. Shahne adds, “You need thick

“
You need thick skin and can’t take everything personally. Develop your plan, work it, and don’t be afraid to say no when necessary.”

skin and can’t take everything personally. Develop your plan, work it, and don’t be afraid to say no when necessary.” It’s also important to have the right priorities, and in the right order. Missy says, “God, family and work are our priorities.”

Proud Parents and Soon-To-Be Grandparents

Missy and Shahne have been married for 27 years and have three children: Brittany, who is married and expecting their first grandchild in March, Dallas, who recently married and graduated college, and Caitlyn, a junior at Indiana Wesleyan University studying Math Education with a minor in coaching. Family time is important to the Stones, and they love gathering for meals, games, and sports like volleyball and bowling.

To relax, Missy enjoyed attending drag racing events in the past with friends. “I still love speed and racing, although it is frowned upon on the highway,” she jokes. As for Shahne, he enjoyed being a basketball coach. “It was a lot of traveling with AAU teams with my youngest daughter,” he shares. However, the memories that they made together were priceless. Currently they enjoy their pool time to relax and refocus for future business and endeavors.

Committed to the Community

Outside of their real estate business, the Stones are deeply involved in their church and community. Supporting local non-profits like Elizabeth New Life Center, a nonprofit organization dedicated to saving babies, mentoring other agents, enhancing marriages through their church, leading a host site for Global Leadership Summit, and so much more makes this team a powerhouse.

With their heart to serve others, coupled with their drive and determination, anything is possible for Missy and Shahne Stone! Check them out at www.SoldBuyStone.com and stay tuned for what this dynamic duo accomplishes next.





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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Aug 31 as of September 12th, 2024 at 11:35AM

Rank	Name	Office	Total	Volume
1	Scott A. Oyler	Coldwell Banker Realty	181	\$107,380,367
2	Julie K. Back	Sibcy Cline	70	\$92,889,015
3	Melissa J. Millsaps	Coldwell Banker Realty	277	\$89,739,723
4	Ragan McKinney	Ragan McKinney Real Estate	240	\$58,656,266
5	Peter D. Chabris	Keller Williams Seven Hills Re	183	\$54,359,269
6	Rick J. Finn	Coldwell Banker Realty	118	\$52,766,130
7	Brittney Frietch	BF Realty	119	\$51,347,244
8	Andrew Gaydosh	eXp Realty	129	\$42,895,645
9	Bob Dorger	Comey & Shephard	57	\$41,135,980
10	Shelley Miller Reed	Coldwell Banker Realty	48	\$40,689,297
11	Michael C. Hinckley	Coldwell Banker Realty	51	\$40,407,308
12	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	88	\$39,807,776
13	Walter B. Gible	Coldwell Banker Realty	83	\$39,760,956
14	Andrea DeStefano	Sibcy Cline	60	\$39,524,213
15	Rakesh Ram	Coldwell Banker Realty	86	\$36,295,000
16	Amy Hackett Roe	Coldwell Banker Realty	43	\$35,855,000
17	Adam G. Marit	Real Link	105	\$35,832,553
18	Robbie Dorger	Comey & Shephard	44	\$35,509,680
19	Jack C. Hinckley	Coldwell Banker Realty	42	\$30,728,388
20	Heather R. Herr	Private Real Estate Collection	75	\$30,627,276
21	Daniel Baron	Keller Williams Advisors	87	\$30,308,266
22	Holly Finn	Coldwell Banker Realty	68	\$30,088,210
23	Lee G. Robinson	Robinson Sotheby's Internat'l	29	\$29,933,800
24	Heather M. Stallmeyer	Coldwell Banker Realty	49	\$29,243,901
25	Zach Singler	Re/Max Local Experts	47	\$28,333,100
26	Linda T. Destefano	Sibcy Cline	38	\$27,936,610
27	Molly E. Blenk	Comey & Shephard	67	\$26,975,400
28	Gina A. Dubell-Smith	eXp Realty	48	\$26,736,164
29	Ronald A. Bisher	Coldwell Banker Realty	80	\$25,964,000
30	Megan S. Stacey	Coldwell Banker Realty	53	\$25,680,598
31	Christopher Holtman	Real Link	77	\$25,244,749
32	Monika Deroussel	eXp Realty	51	\$24,998,200
33	Amy L. Markowski	Real Brokerage Technologies	97	\$24,629,694

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Individuals | By Volume Jan 1- Aug 31 as of September 12th, 2024 at 11:35AM

Rank	Name	Office	Total	Volume
34	Cindy J. Shetterly	Keller Williams Distinctive Re	74	\$24,318,600
35	Sue S. Lewis	Sibcy Cline	48	\$23,806,324
36	Micha Gleisinger	Comey & Shephard	38	\$23,622,495
37	Heather C. McColaugh	BF Realty	56	\$23,487,229
38	Tom Deutsch Jr.	Coldwell Banker Realty	73	\$23,078,972
39	Julia Packer P. Wesselkamper	Coldwell Banker Realty	45	\$22,210,376
40	Jackie Quigley	eXp Realty	39	\$21,818,638
41	Kevin E. Hildebrand	eXp Realty	66	\$21,424,766
42	Helena F. Cameron	Sibcy Cline	47	\$21,303,849
43	Michael L. Murtland	Comey & Shephard	54	\$21,276,136
44	Tiffany B. Allen-Zeuch	Sibcy Cline	39	\$20,789,443
45	Tyler R. Minges	Huff Realty	52	\$19,960,300
46	Mary Clare Baden	eXp Realty	42	\$19,530,500
47	Diane Tafuri	Sibcy Cline	30	\$18,928,650
48	Tyler A. Smith	Re/Max United Associates	42	\$18,863,040
49	G. Tyler McConnell	Comey & Shephard	48	\$18,800,686
50	Tina A. Burton	Sibcy Cline	46	\$18,783,903

Rank	Name	Office	Total	Volume
51	Kimberly K. Mansfield	Keller Williams Advisors	54	\$18,399,339
52	Jon L. Bowling	Re/Max Preferred Group	56	\$18,331,319
53	Chris R. Waits	Sibcy Cline	47	\$18,049,895
54	Alexander Schafers	Re/Max United Associates	55	\$17,979,603
55	Flor D. McNally	Keller Williams Advisors	77	\$17,932,100
56	Lesli D. Norris	Coldwell Banker Realty	38	\$17,731,600
57	Jamie Gabbard	Comey & Shephard	46	\$17,729,900
58	Erin P. Fay	Comey & Shephard	44	\$17,486,800
59	Kimberly A. Price	Plum Tree Realty	76	\$17,356,830
60	Jason Reynolds	Re/Max Alpha Real Estate	51	\$17,280,600
61	Keli S. Williams	Sibcy Cline	39	\$17,132,950
62	Mitchell Ram	Coldwell Banker Realty	32	\$16,981,700
63	Zachary Ferrell	Keller Williams Advisors	65	\$16,892,500
64	Jeri O'Brien-Lofgren	Sibcy Cline	27	\$16,829,500
65	Janelle A. Sprandel	Comey & Shephard	52	\$16,780,420
66	Oscar Asesyan	Coldwell Banker Realty	33	\$16,719,616
67	Anna S. Bisher	Coldwell Banker Realty	48	\$16,423,000
68	Donald W. Nagel	Plum Tree Realty	72	\$16,334,830
69	Maura K. Cagney-Tipton	Coldwell Banker Realty	57	\$16,144,066
70	Andrew H. Homan	Coldwell Banker Realty	38	\$16,098,650
71	Trent S. Ferrell	Keller Williams Advisors	51	\$15,941,790
72	Jon A. DeCurtins	ERA Real Solutions Realty	34	\$15,762,485
73	Patrick J. Cagney	Coldwell Banker Realty	59	\$15,555,860
74	Bishnu L. Kharel	Re/Max Preferred Group	42	\$15,363,409
75	Evan Johnson	Cutler Real Estate	29	\$14,841,760
76	Robert Hines	Coldwell Banker Realty	22	\$14,818,656
77	Michelle E. Hudepohl	Coldwell Banker Realty	28	\$14,758,082
78	Patrick Gunning	Coldwell Banker Realty	20	\$14,634,985
79	Kelly Pear	Comey & Shephard	27	\$14,575,750
80	Lanxi J. Song J	Keller Williams Seven Hills Re	22	\$14,499,800
81	Sondra M. Parker	Coldwell Banker Realty	33	\$14,496,622
82	Robert R. Smith	Coldwell Banker Realty	46	\$14,486,750
83	Robert DiTomassi	Comey & Shephard	25	\$14,469,500
84	Heather Alley	Keller Williams Advisors	26	\$14,455,123

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Rank	Name	Office	Total	Volume
85	Nickolas G. Welage	Plum Tree Realty	35	\$14,407,855
86	Jeanne M. Rieder	Hoeting, Realtors	46	\$14,401,820
87	Beth Silber	Coldwell Banker Realty	36	\$13,976,900
88	Ingrid K. Likes	Coldwell Banker Realty	32	\$13,951,750
89	Stefanie A. Creech	Comey & Shephard	33	\$13,946,152
90	Denise L. Gifford	Keller Williams Advisors	41	\$13,745,651
91	Jessica Bauer	Comey & Shephard	39	\$13,455,400
92	Courtne' C. Brass	Coldwell Banker Realty	38	\$13,309,125
93	William Draznik	Coldwell Banker Realty	32	\$13,300,526
94	Donald M. Johnson	Cutler Real Estate	26	\$13,278,900
95	Tyler Dietz	Keller Williams Seven Hills Re	45	\$13,226,960
96	Regina M. Hamilton	Sibcy Cline	36	\$13,039,451
97	Drew Frietch	BF Realty	26	\$13,023,885
98	Mike Hildebrand	eXp Realty	37	\$13,022,900
99	Michael P. Hines	Coldwell Banker Realty	14	\$13,000,727
100	Brian P. Leisgang	Keller Williams Advisors	36	\$12,945,605

Rank	Name	Office	Total	Volume
101	Luke R. Luther	Coldwell Banker Realty	19	\$12,801,000
102	Robert J. Mahoney	Sibcy Cline	24	\$12,800,800
103	Larry L. Thinnes	Sibcy Cline	23	\$12,603,348
104	Melissa B. Friede	Century 21 Thacker & Associates	28	\$12,559,500
105	James Hurtubise	Keller Williams Advisors	51	\$12,387,000
106	Steve Sylvester	Comey & Shephard	14	\$12,385,680
107	Keith T. Taylor	Comey & Shephard	39	\$12,347,820
108	Molly Eynon	Coldwell Banker Realty	35	\$12,276,748
109	Elizabeth Waits	Sibcy Cline	31	\$12,269,595
110	Deborah A. Martin	Keller Williams Advisors	18	\$12,125,867
111	Ron Garland	Comey & Shephard	32	\$12,082,110
112	Kathryn M. Cousino	Coldwell Banker Realty	8	\$12,078,001
113	Sean Chmura	Robinson Sotheby's Internat'l	14	\$12,050,268
114	Dianna Caldwell	eXp Realty	34	\$12,016,250
115	Adam D. Jessen	Re/Max United Associates	35	\$11,992,100
116	Kurt J. Lamping	Sibcy Cline	38	\$11,865,025
117	Denise Y. Koesterman	Keller Williams Advisors	20	\$11,774,506
118	Sue M. Miller	Comey & Shephard	37	\$11,721,845
119	Debra Gentene	Sibcy Cline	26	\$11,719,200
120	John M. Bissman	Keller Williams Pinnacle Group	27	\$11,703,844
121	Sue A. Wahl	Comey & Shephard	36	\$11,690,845
122	Richard Davey	Comey & Shephard	38	\$11,655,070
123	Toni K. Louis	Re/Max Preferred Group	24	\$11,652,700
124	Laura Wogen	Coldwell Banker Realty	17	\$11,569,500
125	Steve S. Early	Sibcy Cline	14	\$11,520,575
126	Anne V. Bedinghaus	Coldwell Banker Realty	51	\$11,512,092
127	Austin R. Castro	Coldwell Banker Heritage	20	\$11,496,000
128	Mark Schupp	Sibcy Cline	41	\$11,479,700
129	Alex J. Wagner	Coldwell Banker Realty	35	\$11,437,700
130	Darlene V. Todd	Sibcy Cline	27	\$11,347,700
131	Lindsay Spears	Re/Max Incompass	42	\$11,327,625
132	Kathy J. Kramer	Sibcy Cline	22	\$11,256,150
133	Beth A. Brown Ciul	eXp Realty	37	\$11,254,660
134	Lynn M. Schwarber	Comey & Shephard	26	\$11,215,400

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Individuals | By Volume Jan 1- Aug 31 as of September 12th, 2024 at 11:35AM

Rank	Name	Office	Total	Volume
135	Timothy J. Mahoney II	Sibcy Cline	12	\$11,197,533
136	Ela Mildner-Shapiro	Sibcy Cline	19	\$11,196,000
137	Kishore Kalikiri	Plum Tree Realty	21	\$11,174,195
138	Jennifer L. Allred	Coldwell Banker Realty	30	\$11,164,900
139	Sandra L. Peters	Comey & Shephard	16	\$11,115,885
140	May Xuemei Wu	Comey & Shephard	24	\$11,104,364
141	Sara E. Limper	Coldwell Banker Realty	32	\$11,045,800
142	Carol A. Grubb	Comey & Shephard	18	\$10,972,064
143	Robert F. Stephens	Comey & Shephard	15	\$10,969,440
144	Douglas Manzler	Keller Williams Advisors	16	\$10,956,879
145	Heather S. Kopf	Kopf Hunter Haas	20	\$10,948,000
146	Marc A. Cameron	Sibcy Cline	23	\$10,879,900
147	Eric Surkamp	Comey & Shephard	19	\$10,879,310
148	Ugandhar Garapati	ERA Real Solutions Realty	23	\$10,806,323
149	Jason R. Beebe	Comey & Shephard	30	\$10,792,840
150	Holly S. Maloney	eXp Realty	35	\$10,643,400

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