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What's Inside:

COVER STORY:

Missy Friede

ON THE RISE:

Malik Clark

LEADING THE WAY:

Yvette Jessen

SPONSOR SPOTLIGHT:

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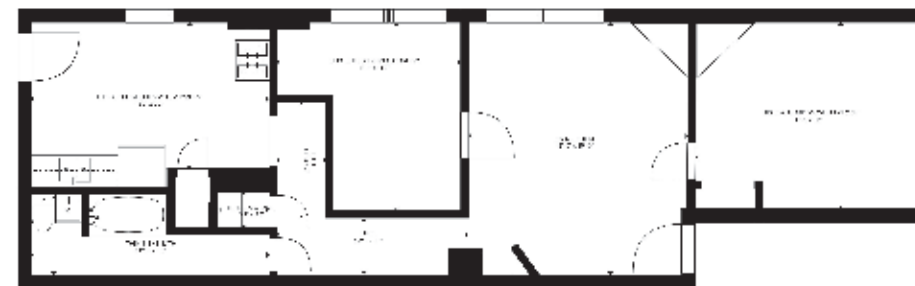


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cover story

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

In the competitive world of real estate, few agents stand out as much as Missy Friede. A dedicated professional with Century 21 Thacker & Associates, Inc., Missy has not only made a name for herself in the industry but has also consistently proven her excellence through numerous accolades and a steadfast commitment to her clients.

Meet
Missy
FRIEDE

with Century 21 Thacker
& Associates, Inc.

Missy Friede has been a licensed REALTOR® for 22 years, celebrating this milestone in October. She joined Century 21 Thacker & Associates, Inc. seven years ago and has achieved remarkable success, being named the #1 Agent in the State of Ohio for Century 21 for six out of those seven years. Her impressive record includes being the #1 Agent in the State of Ohio in 2019, 2020, 2021, and 2023. Additionally, Missy has been a recipient of the Multi-Million Dollar Sales Award since 2004. She is also a Presidents Sales Club Award Recipient and a member of the Centurion Honor Society.

Cincinnati Proud

Missy grew up in Wyoming and graduated from Wyoming High School before attending Miami University, where she majored in speech communications. Her time at Miami University was instrumental in shaping her future, both personally and professionally. She played soccer there and later became involved with the athletic department, which helped her establish valuable connections that would benefit her real estate career.

“Miami is a huge part of my business,” she points out. “I started networking with the coaches and athletic department. People gravitate to those with similar interests.” She has also coached soccer at the high school and club level.

After college, she traveled internationally, working and exploring different cultures. She spent time in New Zealand, Australia, Indonesia, Singapore, and Taiwan, teaching English and immersing herself in



diverse environments. These adventures taught her the importance of embracing new experiences.

From Selling Food to Selling Homes

Before embarking on her real estate career, Missy and her husband owned and operated The Alexander House, an A-List Bar in Oxford, Ohio, for a decade. Before settling in Oxford, Missy lived on the West Coast, including Colorado, where she worked in restaurants and developed a keen understanding of hospitality and customer service. Her husband, a trained chef, managed the kitchen, while Missy oversaw the front-of-house operations.

However, life took a turn when they had twins, making it challenging to continue their demanding restaurant business. They decided to pivot, and Missy found her calling in real estate.

With her sister already in the industry, she was inspired to follow suit, leveraging her extensive local connections and community involvement to build a successful career.

Competition + Collaboration

Missy’s competitive drive, honed through years of playing and coaching soccer, has translated seamlessly into her real estate practice.

She believes in teamwork and collaboration, understanding that working well with others leads to greater success for all parties involved. Her coaching experience has also equipped her with valuable skills in strategy, organization, and consistency.

Living in Oxford from 1999 to 2020, Missy and her



“““

I started networking with the coaches and athletic department. People gravitate to those with similar interests.



family were deeply embedded in the community. She commutes regularly to Cincinnati for work, maintaining strong relationships with clients and continuing to serve her hometown community. Her dedication to her clients and commitment to being actively involved in local boards and clubs have cemented her reputation as a trusted and reliable real estate professional.

For Missy, real estate is not just about transactions; it's about building relationships. "Most of my business is repeat and referral," she shares. She values getting to know her clients, understanding their needs, and helping them achieve their goals. Her passion for making meaningful connections and her genuine care for people set her apart in the industry.

Family First

When not working, it's all about family to Missy. Her family includes her husband, Steve, who is involved in the local food scene, and their three children: an older daughter who recently graduated from college in Florida, and 17-year-old twins who live in Cincinnati. The family owns a food commissary in Lockland, producing carryout food for vending outlets and senior homes. They are a hockey and swimming family, with competitive sports being a significant part of their lives.

Missy and Steve have been married for 30 years, recently celebrating their anniversary. They share a love for food, travel, and spending quality time with their family. Missy enjoys gardening, being part of the garden club in Oxford, and snowboarding in Colorado, a tradition she aims to continue annually with her children.

A woman of faith, Missy is also a deacon in her church and likes to serve others.

Leading the Way

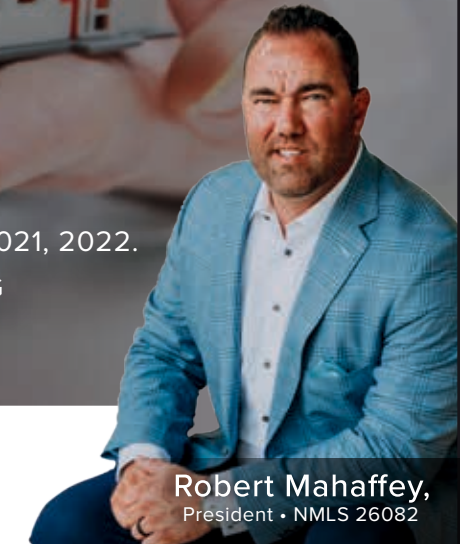
With enough drive and determination, anything is possible. Missy's success in real estate is built on a foundation of strong community ties, competitive spirit, and unwavering dedication to her clients. As she continues to excel in her career, Missy remains committed to making a positive impact in the lives of those she serves, one relationship at a time.

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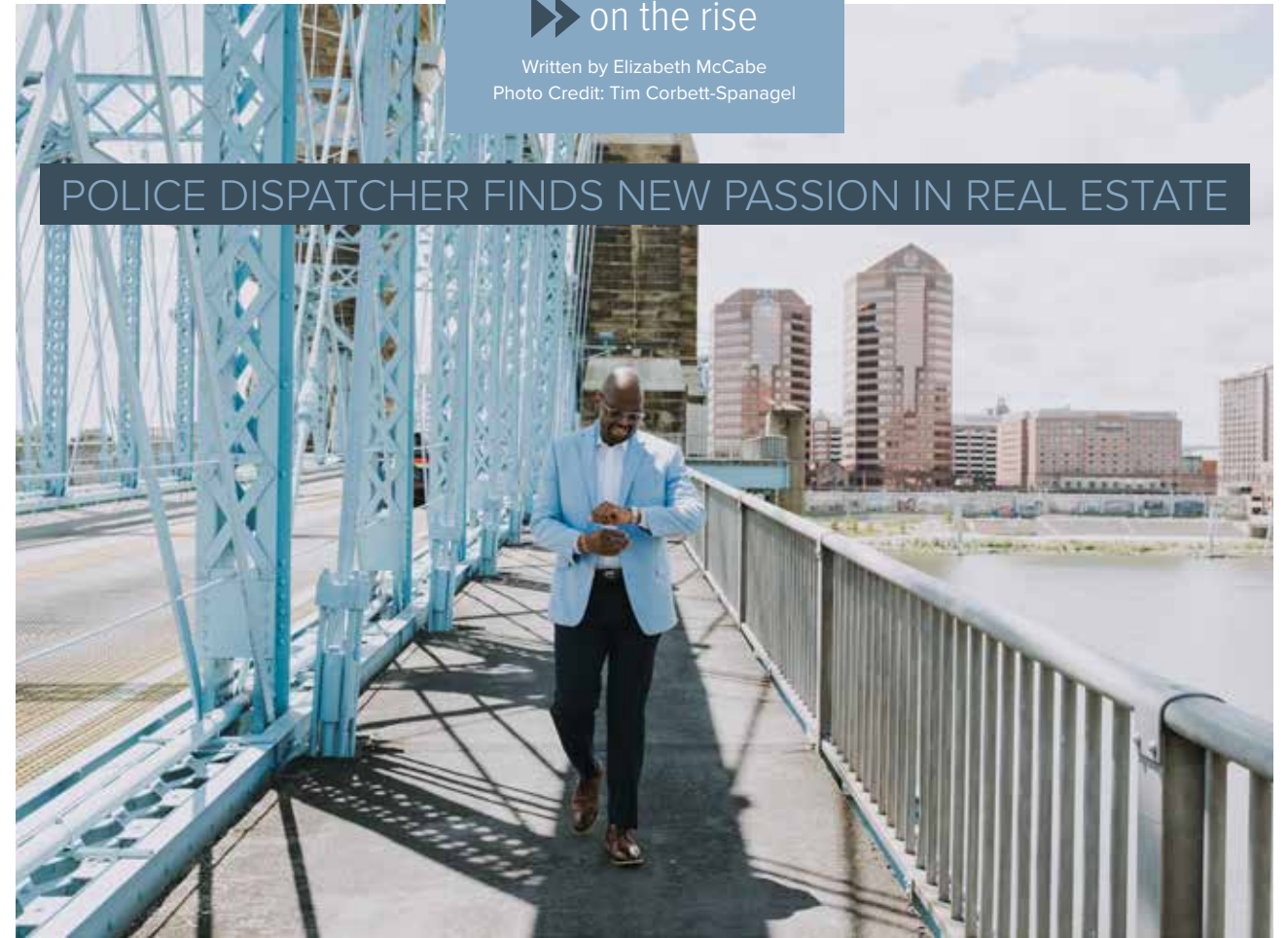
WITH REAL BROKERAGE TECHNOLOGIES



▶ on the rise

Written by Elizabeth McCabe
Photo Credit: Tim Corbett-Spanagel

POLICE DISPATCHER FINDS NEW PASSION IN REAL ESTATE



“Success is no accident. It is hard work, perseverance, learning, studying, sacrifice, and most of all, love of what you are doing or learning to do.” – Pelé

As a former police clerk for the Colerain Police Department and a current police dispatcher for Springfield Township Police Department since September 11, 2015, Malik Clark knows how to respond to emergencies. Whether he is dispatching officers to respond to domestic violence or for neighbor trouble, he is cool, calm, and collected. Little did he know these qualities would serve him well in real estate.

“There’s a level of customer service and expertise that I have gained from being a police dispatcher,” he comments. Decisions have to be made fast and you have to be quick on your feet. In addition to his speed, Malik’s

problem-solving ability has served him well along with his heart for others.

“I have a heart to serve people,” he comments. “I care about people deeply.” Service to people is what Malik is all about. He is also proud to be a licensed associate minister of the St. Mark Baptist Church in Mt. Healthy.

Two and a half years ago, Malik answered the call to real estate. He explains, “I view real estate as a ministry and a calling to serve others in a profound and meaningful way. Real estate combined my professional skills and the desire to positively impact people’s lives during pivotal moments.”

With his expertise, he helps people start a new chapter in their lives. “I bring comfort, support, knowledge of the market and guidance to them,” he explains. “It’s the perfect opportunity to help people during the transaction.”

It’s about building trust with his clients and making sure that they feel empowered during the process.

Malik is a REALTOR® with Real Brokerage Technologies and has a career volume just shy of 10 million dollars. He knows how to move deals to the closing table, listen to his clients, and meet their real estate goals.

Finding His Path

Born and raised in Cincinnati, Malik grew up in the Springfield Township area. He attended Mt. Healthy High School before going to Scarlet Oaks Vocational School. After attending classes for a brief time at Ohio Christian University in the field of Psychology, Malik followed his heart’s desire to become a police officer. He attended the Butler Tech Police Academy, only to be sidelined by an injury.

He went into law enforcement, but also followed his uncle's footsteps into real estate. He explains, "My uncle is a real estate investor in Virginia and I wanted to follow in his footsteps with buying and selling properties."

His uncle made a difference in people's lives with affordable housing. Malik decided to do the same. He says, "I wanted to be a landlord." Now he and his cousin own a duplex on the west side of Cincinnati.

"I had a conversation with my uncle about getting into real estate investing. I wanted to do my own deals, walk the walk, and talk the talk," he says. Malik credits Otis Welborn for his success in real estate.

"He is my REALTOR®, my best friend, and my mentor. From the day I called him, he took me under his wing," he says with a heart of gratitude. "When I got licensed, he met with me and we listed my first house the very next day. Without Otis' guidance and tutelage, I would have never made it this far in my career," he says.

Overcoming Obstacles

Real estate hasn't been easy. As a dual career agent, Malik had to overcome the negativity of others, especially when they told him, "You can't do both jobs." Malik doesn't let negativity faze him.

"I use the negativity to propel me forward and prove people wrong," he says. As a real estate agent, he knows how to juggle multiple tasks, whether working on paperwork, catering to clients, or working with other agents.

To help delegate, Malik even started The Clark Group at the Real Brokerage with his transaction coordinator, Missy Mintsoulis. He shares, "Missy is also a REALTOR® and has been a blessing to the business." A very organized person, Missy also comes from a background of law enforcement as a felony probation officer in Hamilton County.

Just as Otis has taught Malik, he has taught Missy to make her the success that she is today. Having a transaction coordinator also helps him with work-life balance.

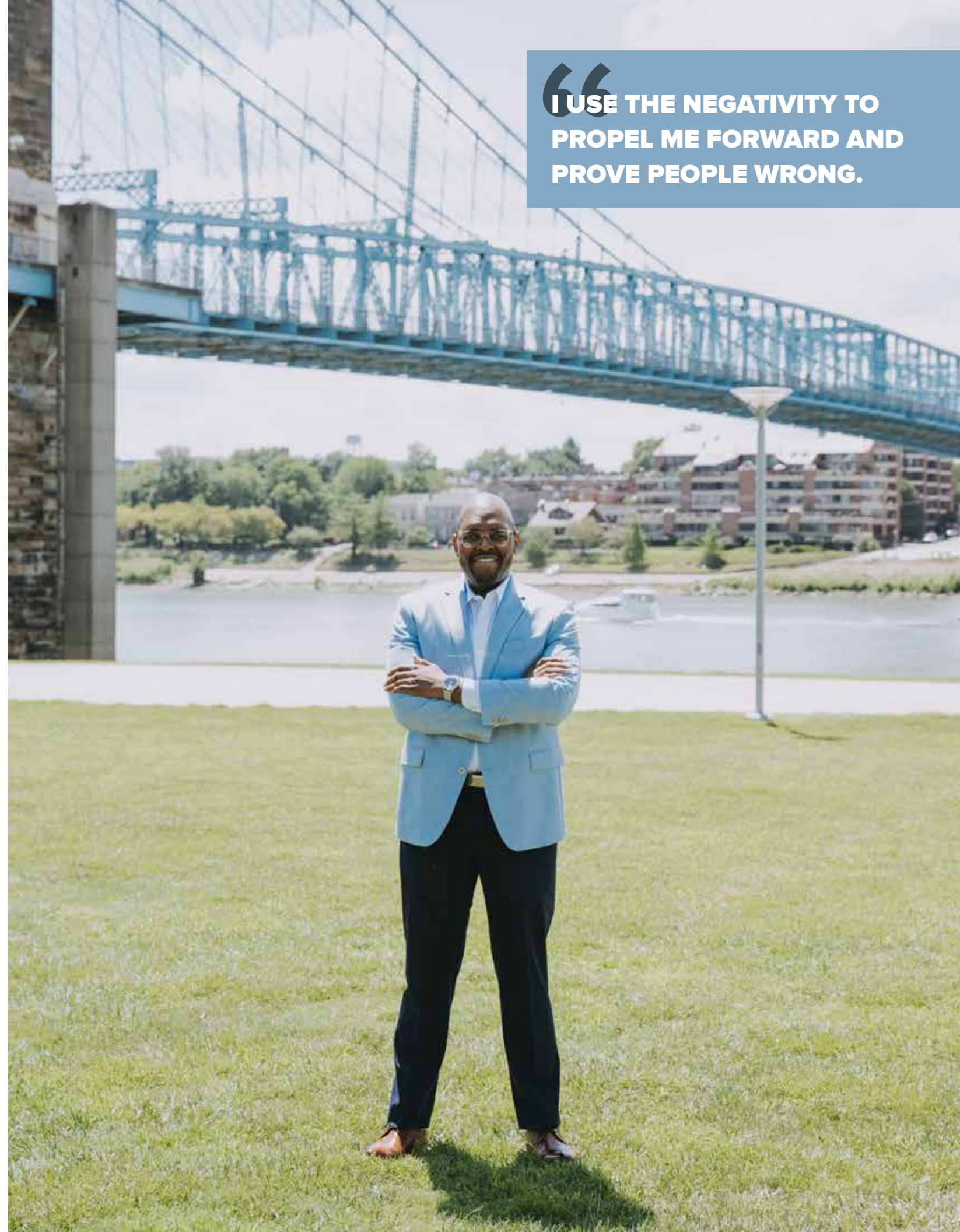


Transforming Lives

"Real estate is all about transforming lives and creating those lasting connections with people," says Malik. "I help clients achieve their dreams," he adds. Whether navigating challenges creatively or building trust with clients, Malik is all about making a positive impact on people. He knows how real estate can transform a family's financial future for the better.



“ I USE THE NEGATIVITY TO PROPEL ME FORWARD AND PROVE PEOPLE WRONG. ”



“REAL ESTATE IS ALL ABOUT TRANSFORMING LIVES AND CREATING THOSE LASTING CONNECTIONS WITH PEOPLE.”

Fun + Family

When not working, Malik likes having friends and families over for cookouts. He also likes to participate in karaoke, game nights, and travels frequently.



“I’m also getting back into acting,” he says. Recently, he received a callback for a voiceover for a cartoon and he is excited to see where his talent takes him. Malik also wants to return to the Police Academy and become a full-fledged police officer to continue his quest to serve the community while still serving as an agent.

In his free time, Malik serves as a board member for the Powell Crosley YMCA and is also a board member for the Springfield Township Art Center. He is committed to his clients as well as the community.

Final Thoughts

A go-getter and a determined professional, Malik knows how to tackle challenges with grace.

Malik is an inspiration, finding real estate as a second career and doing amazingly well at his newfound passion. He loves helping clients reach their real estate goals, listening to their concerns with patience, and seeing their dreams come true. This Cincinnati native is excited to see where his future takes him in real estate. Stay tuned for great things from Malik. The best is yet to be!



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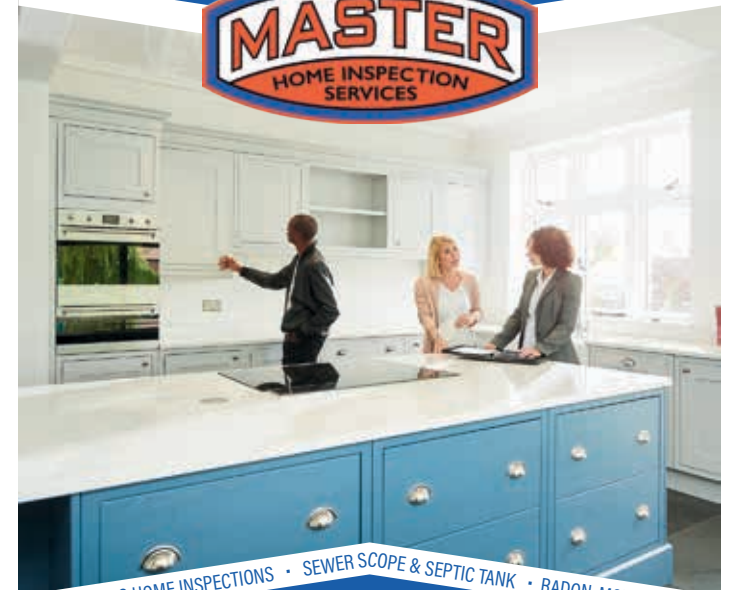
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meet YVETTE JESSEN

Broker/Owner of RE/MAX United Associates

▶▶ leading the way

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

For over four decades, Yvette Jessen has been a force in the real estate industry, demonstrating resilience, adaptability, and an unwavering commitment to her profession

Licensed for 46 years, Yvette has owned RE/MAX United Associates (RUA) since 2010, and under her leadership, the company has achieved remarkable success. In 2023, RUA boasted over \$140 million in sales volume, which speaks volumes of the productivity and dedication of its 31 agents who serve Ohio and Northern Kentucky.

ROAD TO REAL ESTATE

Yvette's journey into real estate was serendipitous. After spending her college savings on a trip traveling through Europe following high school graduation, she entered the workforce without a degree at a time when such opportunities were more accessible. Her entry into real estate came by chance. Yvette explains, "I started as an office administrator." She progressively took on roles as a controller, office manager, sales trainer, CE instructor, and coach, before ultimately becoming a broker/

owner. Her ascent in the industry is a result of her relentless pursuit of training and the guidance of exceptional mentors.

Before acquiring RE/MAX United Associates, Yvette was a Senior Vice President for Coldwell Banker. Her leadership skills and deep industry knowledge made her a standout figure in real estate, driving success and growth at every turn.

"I joined RE/MAX in 2007 because of the power of the brand. It's pretty awesome to be able to say that no one in the world sells more homes than RE/MAX when meeting with a potential client. Our focus locally is simply to train, coach and support our agents to provide the best customer service experience so their goals may be achieved," says Yvette.

MENTORING OTHERS

One of Yvette's greatest passions is training new agents and coaching experienced agents to reach their goals and dreams. She finds fulfillment in their accomplishments, having earned certifications from Integrity Coaching Systems,





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as a grandmother, finding joy in her expanding family. She is married to Greg for 41 years, a retired firefighter for the City of Cincinnati and licensed REALTOR®. The couple has a son, Adam Jessen, who leads The Jessen Group and continues the family legacy in real estate.

When not working, I do enjoy a great beach vacation, spending time with my family and friends and cooking,” adds Yevette.



Yevette also has a heart of gratitude for her Office Administrator, Tiffany Partin, and is appreciative of everything that she does in the office.

THE SUPPORT TEAM

Office Administrator Tiffany Partin praises Yevette’s vast experience and knowledge, emphasizing the strong work ethic and camaraderie within the office. “Her breadth and depth of experience and knowledge about the real estate industry are unparalleled. The agents in this office are lucky to have her as a mentor. I learn so much about real estate from her,” says Tiffany. She also highlights the supportive and diverse environment Yevette has cultivated, stating, “We have a wide range of REALTORS® here to meet every client’s needs. No matter who you work with at RUA, you can expect excellent guidance and service.”

Tiffany’s role involves organizing and ensuring compliance within the office,

helping agents with marketing, and managing office operations. “I take a lot of pride in my job and making sure the office runs as smoothly as possible,” she shares. The collaborative and nurturing atmosphere at RE/MAX United Associates, fostered by Yevette’s leadership, stands out as a key strength of the brokerage.

For 5 years, Lani Gagnon served as the office manager for RUA. She was very instrumental in the growth and organization of the company. Additionally, she enjoyed training new agents in production. Recently, she accepted a position as Director of the Real Estate Program for Sinclair Community College. She continues to serve as a consultant to our staff and agents.

SAVORING LIFE’S MOMENTS

Beyond her professional life, Yevette enjoys spending time with her family. Recently blessed with a grandson, Erick William, she cherishes her role



FINAL THOUGHTS

Yevette Jessen’s story is one of perseverance, passion, and an unwavering dedication to her profession and community. As she continues to lead RE/MAX United Associates, her legacy of excellence and mentorship inspires agents to strive for greatness, ensuring that the company remains a hallmark of success in the real estate industry.

Yevette always welcomes the opportunity to add to her sales team. Whether you are a new or experienced agent, consider RUA if you are serious about real estate and want to soar to a new level!

Judy LaDeur International, and the C.A.R.E.S program under the RE/MAX brand. Additionally, she is a mentor for the Brian Buffini 90 Days to Greatness Program, demonstrating her dedication to agent development.

Yevette’s motto, “Work Hard, Have Fun, and Make a Profit,” encapsulates her approach to business and life. She believes in the importance of building relationships and maintaining a strong work ethic. “If it were easy, everyone would do it,” she often says, reflecting on the challenges and changes she has navigated throughout her career, from the introduction of buyer agency to the high-interest rates of the early ‘80s and the recession of 2007-2008

Her commitment to her agents is evident in the robust training and support systems she has established at RE/MAX United Associates. The



Adam Jessen



Alex Schafers



Tyler Smith

brokerage holds monthly business meetings, weekly workshops, and provides one-on-one coaching to help agents achieve their best.

Yevette also assists agents in hiring and training assistants or building teams, allowing them to focus on what they do best: selling real estate. Three of her top producers have been highlighted here in *Cincinnati Real Producers* – Alex Schafers, Tyler Smith and Adam Jessen. They all

started out at RUA as agents new to the business and have grown to be top producers in the industry.

Despite the ever-evolving landscape of real estate, Yevette remains a producing broker, handling \$5-7 million in sales annually. Her active involvement in sales keeps her connected to the challenges and triumphs her agents face daily, making her an empathetic and effective leader.

MEET PROFESSIONAL PHOTOGRAPHER

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Written by Elizabeth McCabe

CAPTURING
MEMORIES
TO LAST A
LIFETIME

“I like telling a story with photos,” says Brenna Smith. She tells people’s stories, one shot at a time as a professional photographer. It’s what she does best. An introverted extrovert, she also likes learning about people and capturing who they are in a creative way that resonates with others.

“I also like taking a thought process and turning it into photos,” she adds. “I’m still learning, but that’s a new passion of mine.”

Interestingly, photography was not on the radar for Brenna. Originally from Sacramento, California, Brenna had another career in mind. “I wanted to be a writer,” she shares. She earned a degree in Journalism from the University of Northern Colorado before working for the *Greeley Tribune*, and then moving to Cincinnati in 2009.

“I freelanced for *City Beat* for a while, doing their food column, chef features, and restaurant reviews,” she shares. However, she came to a crossroads in her career. “I couldn’t do it anymore.” She loved so many aspects of journalism, including interviewing people, which was a blast to her. However, she realized she didn’t want to be a professional writer for the rest of her life.

“I couldn’t fathom getting my writing published,” she admits. Instead she discovered a newfound passion in photography. With the same client experience, she discovered it was similar to writing.



MAKING HER MARK

How did Brenna get introduced to photography? “I was working at the Taste of Belgium in Over the Rhine,” she shares. Her best friend and coworker, Gina, the social media director of Thunderdome Restaurant Group, saw her potential through Brenna’s food blog. Soon Brenna was hired as their photographer.

“I never thought I would be a photographer in my life,” she laughs. But never say never. She’s been working

with Thunderdome ever since. Brenna’s business grew naturally.

“Some of my regulars [at the Taste of Belgium] were real estate agents and I started shooting for them,” says Brenna. “Everything spiraled from there.” They liked her work and Brenna found a full-time career on her hands in 2019.

Not only does she do photography for real estate, but her work has evolved to interior design, small



businesses, and brand photography. “I also love doing corporate headshots,” she adds. Brenna helps people feel at ease when she’s behind the camera. She often tells groups of people, “I wanted to do standup comedy, but I missed my shot.” Lightening the mood comes easily to her and people’s laughter brings out their authentic selves, which makes for picture-perfect photos.

Brenna is also eager to be the best that she can be. “Photography is the gift that keeps on giving. It’s an ongoing pursuit. Every day I learn something new and that I must know more,” she says. Constantly learning new skills, Brenna stays on the cutting edge of photography.

Looking forward, Brenna wants to focus more on branding photography and working more on small women’s owned businesses. “I would also like to start doing video,” she adds. “I’m just starting to dip my toes into that.”

RELAXING + RESTORING

When not working, Brenna indulges in her love for reading, having already completed 55 books this year, including audiobooks. “They still count,” she laughs. Brenna finds little moments to read, including reading when eats breakfast and dinner.

She also enjoys TikTok, consuming content that inspires her creativity. Her hobbies include caring for her plants, cooking, knitting, and watercolor painting. “I love to teach myself new things and learn about color theory,” she says.

CONTACT BRENNA TODAY

If you’re looking for photography that captures the essence of who you are or your listings, Brenna would love to help. With her eye for photography, natural talent, and heartwarming personality, she will exceed your expectations from concept to completion.

FOR MORE INFORMATION,
REACH OUT TO HER AT [HELLO@
BRENNASMITHPHOTOGRAPHY.COM](mailto:HELLO@BRENNASMITHPHOTOGRAPHY.COM).

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- July 31 as of August 9th, 2024 at 3:39PM

Rank	Name	Office	Total	Volume
1	Scott A. Oyler	Coldwell Banker Realty	164	\$98,588,342
2	Julie K. Back	Sibcy Cline	60	\$82,803,240
3	Ragan McKinney	Ragan McKinney Real Estate	211	\$53,617,366
4	Rick J. Finn	Coldwell Banker Realty	99	\$44,300,180
5	Peter D. Chabris	Keller Williams Seven Hills Re.	147	\$43,783,059
6	Brittney Frietch	BF Realty	90	\$37,763,492
7	Andrea DeStefano	Sibcy Cline	54	\$35,581,713
8	Andrew Gaydosh	eXp Realty	106	\$35,380,985
9	Michael C. Hinckley	Coldwell Banker Realty	44	\$34,435,075
10	Shelley Miller Reed	Coldwell Banker Realty	37	\$33,228,297
11	Rakesh Ram	Coldwell Banker Realty	76	\$32,789,100
12	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	75	\$32,773,460
13	Bob Dorger	Comey & Shephard	49	\$32,732,980
14	Adam G. Marit	Real Link	91	\$31,625,709
15	Walter B. Gibler	Coldwell Banker Realty	68	\$30,713,400
16	Amy Hackett Roe	Coldwell Banker Realty	34	\$29,951,000
17	Lee G. Robinson	Robinson Sotheby's Internat'l	27	\$28,523,800
18	Heather R. Herr	Private Real Estate Collection	68	\$28,397,076
19	Daniel Baron	Keller Williams Advisors	81	\$28,133,266
20	Robbie Dorger	Comey & Shephard	38	\$27,859,680
21	Holly Finn	Coldwell Banker Realty	59	\$26,655,610
22	Heather M. Stallmeyer	Coldwell Banker Realty	45	\$26,522,901
23	Linda T. Destefano	Sibcy Cline	34	\$26,266,610
24	Jack C. Hinckley	Coldwell Banker Realty	35	\$26,051,655
25	Zach Singler	Re/Max Local Experts	40	\$24,835,700
26	Christopher Holtman	Real Link	73	\$24,426,984
27	Molly E. Blenk	Comey & Shephard	60	\$24,219,400
28	Ronald A. Bisher	Coldwell Banker Realty	74	\$23,914,800
29	Micha Gleisinger	Comey & Shephard	36	\$22,695,880
30	Julia Packer P. Wesselkamper	Coldwell Banker Realty	45	\$22,210,376
31	Sue S. Lewis	Sibcy Cline	43	\$21,655,324
32	Cindy J. Shetterly	Keller Williams Distinctive Re	68	\$21,558,600
33	Gina A. Dubell-Smith	eXp Realty	38	\$21,325,664

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Rank	Name	Office	Total	Volume
34	Amy L. Markowski	Real Brokerage Technologies	83	\$21,171,994
35	Tom Deutsch Jr.	Coldwell Banker Realty	66	\$21,155,472
36	Jackie Quigley	eXp Realty	37	\$21,081,738
37	Monika Deroussel	eXp Realty	45	\$20,508,200
38	Megan S. Stacey	Coldwell Banker Realty	41	\$19,376,998
39	Michael L. Murtland	Comey & Shephard	45	\$19,158,136
40	Helena F. Cameron	Sibcy Cline	41	\$18,280,849
41	Mary Clare Baden	eXp Realty	37	\$17,918,000
42	Heather C. McColaugh	BF Realty	45	\$17,865,850
43	Tyler R. Minges	Huff Realty	44	\$17,389,600
44	Kevin E. Hildebrand	eXp Realty	54	\$16,945,266
45	Jon L. Bowling	Re/Max Preferred Group	51	\$16,857,319
46	Kimberly K. Mansfield	Keller Williams Advisors	50	\$16,514,439
47	Flor D. McNally	Keller Williams Advisors	72	\$16,497,200
48	Kimberly A. Price	Plum Tree Realty	71	\$16,204,355
49	G. Tyler McConnell	Comey & Shephard	37	\$16,130,286
50	Chris R. Waits	Sibcy Cline	41	\$16,079,395

Rank	Name	Office	Total	Volume
51	Alexander Schafers	Re/Max United Associates	48	\$16,006,103
52	Tina A. Burton	Sibcy Cline	40	\$15,872,620
53	Jamie Gabbard	Comey & Shephard	39	\$15,823,900
54	Tiffany B. Allen-Zeuch	Sibcy Cline	32	\$15,726,317
55	Jeri O'Brien-Lofgren	Sibcy Cline	25	\$15,529,500
56	Lesli D. Norris	Coldwell Banker Realty	34	\$15,496,700
57	Mitchell Ram	Coldwell Banker Realty	29	\$15,374,700
58	Donald W. Nagel	Plum Tree Realty	68	\$15,348,355
59	Tyler A. Smith	Re/Max United Associates	32	\$15,196,140
60	Oscar Asesyan	Coldwell Banker Realty	30	\$15,112,116
61	Robert Hines	Coldwell Banker Realty	22	\$14,818,656
62	Erin P. Fay	Comey & Shephard	37	\$14,730,800
63	Anna S. Bisher	Coldwell Banker Realty	43	\$14,678,800
64	Zachary Ferrell	Keller Williams Advisors	56	\$14,543,600
65	Robert DiTomassi	Comey & Shephard	23	\$14,184,500
66	Bishnu L. Kharel	Re/Max Preferred Group	38	\$13,847,482
67	Trent S. Ferrell	Keller Williams Advisors	44	\$13,647,790
68	Keli S. Williams	Sibcy Cline	30	\$13,552,950
69	Michelle E. Hudepohl	Coldwell Banker Realty	25	\$13,539,082
70	Jeanne M. Rieder	Hoeting, Realtors	43	\$13,234,220
71	Andrew H. Homan	Coldwell Banker Realty	34	\$13,212,900
72	Janelle A. Sprandel	Comey & Shephard	41	\$13,196,400
73	Jon A. DeCurtins	ERA Real Solutions Realty	28	\$13,080,735
74	Heather Alley	Keller Williams Community Part	24	\$13,065,123
75	Evan Johnson	Cutler Real Estate	26	\$12,903,760
76	Jason Reynolds	Re/Max Alpha Real Estate	35	\$12,869,000
77	Patrick J. Cagney	Coldwell Banker Realty	51	\$12,697,800
78	Patrick Gunning	Coldwell Banker Realty	16	\$12,620,985
79	Donald M. Johnson	Cutler Real Estate	25	\$12,538,900
80	Steve Sylvester	Comey & Shephard	14	\$12,385,680
81	Luke R. Luther	Coldwell Banker Realty	17	\$12,361,000
82	William Draznik	Coldwell Banker Realty	27	\$12,188,026
83	Stefanie A. Creech	Comey & Shephard	27	\$12,170,452
84	Courtne' C. Brass	Coldwell Banker Realty	35	\$12,149,225

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Rank	Name	Office	Total	Volume
85	Kathryn M. Cousino	Coldwell Banker Realty	8	\$12,078,001
86	Maura K. Cagney-Tipton	Coldwell Banker Realty	46	\$12,064,650
87	Lanxi J. Song J	Keller Williams Seven Hills Re.	17	\$11,834,800
88	Keith T. Taylor	Comey & Shephard	37	\$11,717,070
89	Kelly Pear	Comey & Shephard	21	\$11,640,750
90	Nickolas G. Welage	Plum Tree Realty	31	\$11,634,355
91	Diane Tafuri	Sibcy Cline	23	\$11,612,000
92	Regina M. Hamilton	Sibcy Cline	31	\$11,549,451
93	Sondra M. Parker	Coldwell Banker Realty	26	\$11,486,622
94	Robert R. Smith	Coldwell Banker Realty	40	\$11,437,750
95	Richard Davey	Comey & Shephard	37	\$11,422,070
96	Ron Garland	Comey & Shephard	30	\$11,370,400
97	Michael P. Hines	Coldwell Banker Realty	11	\$11,285,727
98	Laura Wogen	Coldwell Banker Realty	16	\$11,229,500
99	Denise L. Gifford	Keller Williams Advisors	34	\$11,168,151
100	Sean Chmura	Robinson Sotheby's Internat'l	13	\$11,100,268

Rank	Name	Office	Total	Volume
101	James Hurtubise	Keller Williams Advisors	45	\$10,988,500
102	Robert F. Stephens	Comey & Shephard	15	\$10,969,440
103	Douglas Manzler	Keller Williams Advisors	16	\$10,956,879
104	Steve S. Early	Sibcy Cline	13	\$10,945,600
105	Brian P. Leisgang	Keller Williams Advisors	31	\$10,855,705
106	Kurt J. Lamping	Sibcy Cline	34	\$10,805,100
107	Debra Gentene	Sibcy Cline	22	\$10,727,200
108	Darlene V. Todd	Comey & Shephard	25	\$10,669,700
109	Robert J. Mahoney	Sibcy Cline	20	\$10,633,300
110	John M. Bissman	Keller Williams Pinnacle Group	24	\$10,626,344
111	Ingrid K. Likes	Coldwell Banker Realty	27	\$10,591,000
112	Denise Y. Koesterman	Keller Williams Advisors	18	\$10,589,151
113	Carol A. Grubb	Comey & Shephard	17	\$10,577,064
114	Beth A. Brown Ciul	eXp Realty	35	\$10,544,660
115	Mark Schupp	Sibcy Cline	36	\$10,524,800
116	Tyler Dietz	Keller Williams Seven Hills Re.	35	\$10,523,750
117	Timothy J. Mahoney II	Sibcy Cline	11	\$10,522,533
118	Sandra L. Peters	Comey & Shephard	15	\$10,510,885
119	Sue M. Miller	Comey & Shephard	33	\$10,486,845
120	Dianna Caldwell	eXp Realty	28	\$10,483,250
121	Molly Eynon	Coldwell Banker Realty	30	\$10,464,748
122	Sue A. Wahl	Comey & Shephard	32	\$10,455,845
123	Jennifer Dardzinski	eXp Realty	7	\$10,455,000
124	Jessica Bauer	Comey & Shephard	30	\$10,334,900
125	Elizabeth Waits	Sibcy Cline	25	\$10,299,095
126	Austin R. Castro	Coldwell Banker Heritage	16	\$10,153,000
127	Heather S. Kopf	Kopf Hunter Haas	18	\$10,133,000
128	Beth Silber	Coldwell Banker Realty	27	\$10,132,900
129	Drew Frietch	BF Realty	20	\$10,113,284
130	Barbara Druffel	Comey & Shephard	15	\$10,017,500
131	Javaria Usmani	Plum Tree Realty	17	\$9,993,110
132	Adam D. Jessen	Re/Max United Associates	30	\$9,944,400
133	Kishore Kalikiri	Plum Tree Realty	19	\$9,917,400
134	Alex J. Wagner	Keller Williams Seven Hills Re.	30	\$9,840,800

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Individuals | By Volume Jan 1- July 31 as of August 9th, 2024 at 3:39PM

Rank	Name	Office	Total	Volume
135	Mike Hildebrand	eXp Realty	28	\$9,759,400
136	Jennifer L. Allred	Coldwell Banker Realty	27	\$9,736,500
137	Ela Mildner-Shapiro	Sibcy Cline	15	\$9,715,000
138	Toni K. Louis	Re/Max Preferred Group	20	\$9,699,700
139	Jason A. Sheppard	Comey & Shephard	28	\$9,676,524
140	Valerie Woodham	Sibcy Cline	12	\$9,607,500
141	Lynn M. Schwarber	Comey & Shephard	21	\$9,560,500
142	Eric Surkamp	Comey & Shephard	17	\$9,524,310
143	Ugandhar Garapati	ERA Real Solutions Realty	20	\$9,499,948
144	Anne V. Bedinghaus	Coldwell Banker Realty	42	\$9,430,792
145	Kathy J. Kramer	Sibcy Cline	19	\$9,416,150
146	Larry L. Thinnis	Sibcy Cline	17	\$9,401,759
147	James E. Pitzer III	Coldwell Banker Realty	22	\$9,356,654
148	Holly S. Maloney	eXp Realty	32	\$9,353,400
149	Marc A. Cameron	Sibcy Cline	20	\$9,321,900
150	Bryan L. Hoelzer	Coldwell Banker Realty	24	\$9,278,200

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