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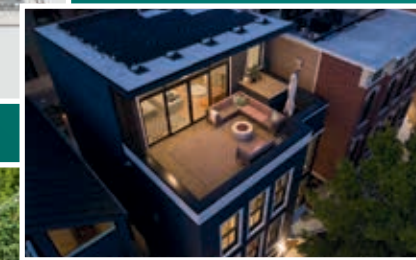


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WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: BRENNIA SMITH

Life can be hectic. With showings, open houses, contracts, and closings, there aren't enough hours in the day to get things done. Enter Agents Plus 1. This local company has been helping REALTORS® for the past 4 years, making their lives easier so they can maximize their productivity.

Maria Carmosino, owner of Agents Plus 1, has helped countless clients through the years.

"Our team has grown," she says. With three full-time transaction managers, a marketing director, an assistant, and a social media liaison, Maria has a talented team behind her. She also has a new office space in Fairfax, which has ample room to serve clients.

What does it look like to work with Agents Plus 1? "Agents tell us that they should have done it sooner," smiles Maria. "They are surprised to learn how much time we spend with their clients. We do a lot of behind-the-scenes things," she adds. Whether it's calling a fire department to inquire about fire

hydrants or delivering closing gifts, Agents Plus 1 goes above and beyond for their clients.

Agents Plus 1 elevates real estate agents' businesses. "It makes them look better to their clients," says Maria. She also provides peace of mind. It makes a world of difference for bustling real estate professionals who are trying to maximize their efficiency.

It's also a very rewarding profession for Maria, who loves hearing, "This is my TC. She keeps my life in order." The gratification of helping others is fulfilling. "We have agents grow their business and it's very rewarding that way," says Maria. Best of all, everything is done with a personal touch. "We build relationships; we don't do transactions," she adds.

Finding Her Passion

Maria didn't set out to create a business like Agents Plus 1—it found her. "I fell into the business by accident," she explains. A request from a newly licensed friend for help with

transaction management sparked an unexpected passion.

From there, word spread, and Maria's expertise became sought after. "Selling houses is the hard part; this is the easy part," she says, reflecting on how her role has evolved.

About the Business

Agents Plus 1 provides full-service transaction coordination for REALTORS®, doing everything from open to close. Maria and her team cater to their clients with their attention to detail, ability to get the job done, and their desire to help REALTORS®. She explains, "We say yes until we can't. Our biggest asset is our attitude. We are in the business to make the lives of our REALTORS® easy."

The process of working with Agents Plus 1 begins with a simple phone call. Learn about what Agents Plus 1 has to offer and how they can make your life easier. "We also talk about what we need from them – next steps – and see



if they have anything personalized to their business, such as signatures or templates,” explains Maria.

Once a property goes under contract, Maria and her team put all the information in their system and notify all parties, including the title company and everyone involved in the contract. After sending out email notifications, compliance paperwork then takes place.

They review contracts and paperwork, coordinate with all parties, relay updates and track progress, and securely handle and deliver documents.

Save Time

What makes Agents Plus 1 popular with agents is that by utilizing their services, they can save valuable time. Maria says, “When you bring a transaction coordinator into the picture, you are initiating opportunity and possibly



“IT MAKES MY ENTIRE DAY WHEN SOMEONE TELLS ME, ‘I DON’T KNOW HOW WE DID THIS WITHOUT YOU.’ PEOPLE DON’T KNOW HOW MUCH THEY NEED US UNTIL THEY HAVE US.”

new clients as well. Research shows that when you have a transaction coordinator, you’re saving 10-15 hours per transaction.”

Instead of doing paperwork, REALTORS® can work with their clients, secure new listings, or just enjoy more work-life balance. They also enjoy less stress.

“It makes my entire day when someone tells me, ‘I don’t know how we did this without you.’ People don’t know how much they need us until they have us,” explains Maria. REALTORS® don’t have to worry about sending documents, keeping everyone informed about the status of a transaction, or more.

Beyond the Basics

Agents Plus 1 is more than a transaction coordination service. They offer

additional packages for social media posts and email campaigns. Their team provides comprehensive solutions to help REALTORS® grow their business.

For teams or individual agents who want an in-house TC without the headaches of payroll and management, Agents Plus 1 offers a unique option. “We can dedicate one TC to their business, removing the stress of hiring, training, or firing,” Maria explains.

Finding Fulfillment

For Maria, the most rewarding part of her work is seeing clients succeed. “I just love helping people achieve their goals,” she says with a smile. Her passion and dedication have made Agents Plus 1 an indispensable resource for REALTORS® looking to simplify their business and reach new heights.

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MEET
**Jennifer
Kates**

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WRITTEN BY ELIZABETH MCCABE
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“You have to go into this industry with a passion for helping people,” says REALTOR® Jennifer Kates. “If you are just chasing a check, you won’t be very successful.”

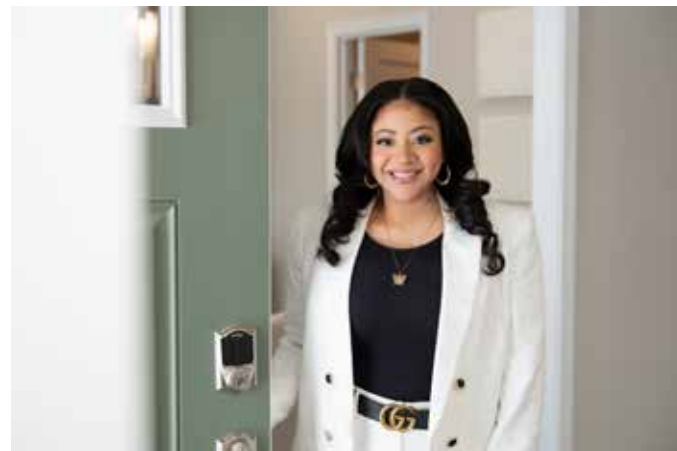
Jennifer became an Ohio REALTOR® 4 years ago and always puts her clients first. “You have to recognize that this is likely one of the biggest investments of their lifetime,” she points out. “It’s not just about an agent making money.” Genuine connections with people are critical for success. “I’m making sure that I’m building relationships, I want them to leave with a great experience.”

Answering the Call

Jennifer felt destined for real estate from the start. “It’s always been in the cards for me,” she candidly comments. A third-generation REALTOR®, Jennifer’s mother is a Broker and her Grandma was also a REALTOR®. It was only natural that Jennifer followed in their footsteps.

“I’ve actually got a lot of REALTORS® in my family,” she smiles. Her brother and cousin are also REALTORS®. The industry wasn’t entirely new for her, however.

“I’ve always been involved in real estate in some way, shape or form my entire life,” she comments. She was a personal assistant to her mother growing up, working at RE/MAX in Allentown, PA. She has excelled doing the administrative side of running an office, followed by 5 years of leasing, rentals, and



the like. “I’ve also done some admin work in commercial real estate as well,” she says proudly.

Jennifer’s Roots

Born in New York and raised in Pennsylvania, Jennifer’s childhood was definitely influenced by her mother’s real estate career, which allowed her to get her feet wet in the industry at an early age. Jennifer later attended Penn State University and eventually dove headfirst into real estate herself. “Fun fact,” she shares, “I’ve always been with RE/MAX since I was 16. I’m still with RE/MAX today.” Being a part of the RE/MAX family has contributed greatly to my success over the years. RE/MAX Preferred Group specifically has helped mold me into the agent I am proud to be.



Being a mother of three boys—David (10), Solomon (9), and Ezra (5)—Jennifer’s perspective on life and business has evolved. “Being a mom has changed my viewpoint on everything,” she says. “They’ve shaped how I do business and navigate life. I always want what’s best for them, which translates to wanting the best for everyone.”

Jennifer’s approach to real estate is deeply personal, treating each client as if they were family. “Real estate is full circle; it’s a defining moment in someone’s life. I’m glad to be a part of that moment and make it a good experience.”

She is proud of her mother, Sarah Richards, the Broker-Owner at Spring Mountain Realty in Tennessee. “She’s been in the industry for 25 years,” she raves. Jennifer calls her mother her “built-in mentor,” and she has helped motivate her in real estate every step of the way.

Doing It All

“I feel that there’s this stigma that you can’t have a successful career and be a full-time and present Mom,” says Jennifer. She’s living proof that doesn’t have to be the case. “There’s definitely a learning curve on being able to balance it all,” she says. “You can absolutely be the best REALTOR®, achieve your goals, and be an involved Mom as well.” Although it’s been a balancing act, Jennifer is determined to succeed at doing both. She credits keeping an organized calendar and the amazing village she has built of family and friends, including her father, who has been pivotal in her success. “He is always there to lend a helping hand whenever he can.”

She answers the call to serve her clients, especially first-time homebuyers. “It’s been a difficult time for some to buy a home with inflation, the economy, rising house values, and prices,” she says. Jennifer is there to make the American Dream possible for her clients.

“It can take a lot for first-time homebuyers to save up the funds to put down on a home. I team up with the best lenders to try and make it happen for them,” she comments. Best of all, seeing their smiles and heartfelt “thank-yous” at the closing table is worth every ounce of effort.

Making Memories

As a self-described “Boy Mom,” Jennifer loves making memories with her family.

“Our biggest highlight of the week is movie night,” she says. “We get all the junk food, the popcorn, and make milkshakes and sundaes at home. It’s the one thing we can all agree on, we pick a good movie and we crash on the couch.” The memories that they make are priceless.

When not working, Jennifer takes time to relax by traveling and going to concerts. “I try to attend 8-10 concerts a year,” she says, I love music! “I also really enjoy event planning. “I’m always entertaining whenever possible.” She loves home décor, which conveniently ties into real estate. Decorating and staging

homes is lots of fun for her and helps make listings look their very best.

To relax, she likes to read. “I’m a huge Harry Potter nerd, Gryffindor, of course. she laughs.

Final Thoughts

Jennifer found her passion in real estate and now can’t imagine doing anything else. To this dedicated REALTOR®, it’s all about helping others, which has been the secret to her success. The best news? She is just getting started. Stay tuned to see what Jennifer accomplishes next here in Cincinnati real estate. With her heart to help clients, she has a long future ahead of her!



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Meet NATHALIE & TONY VANJOHNSON WITH EXP REALTY

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When it comes to real estate, two are better than one. Nathalie and Tony Vanjohnson with EXP Realty got married in January 2024, but got started together professionally in real estate in 2017 with Vanjohnson Real Concepts. They complement one another beautifully and inspire each other to reach new heights as well as the five agents underneath them.

Interestingly, real estate wasn't the first choice for either of them.

WRITTEN BY ELIZABETH MCCABE

Finding Their Path

Born in Oxford, Ohio, Nathalie Vanjohnson grew up with a unique cultural heritage. "My mom is Vietnamese, and I'm half Vietnamese and half Caucasian," she shares. "I always grew up not clear on my identity or where I fit in."

From a young age, Nathalie's determination was evident.

After high school, she attended Capital University in Columbus, Ohio, where she earned a degree in international studies. Her education included six months studying abroad in Spain, where she explored much of Western Europe. After college, she participated in a work-abroad program in Scotland. Despite her rich experiences,

Nathalie struggled to find her passion. "I was pushed into real estate by choice, but in my 20s, it was a real struggle. People didn't take me seriously, and I battled insecurities."

After dabbling in mortgages, insurance, and even a cell phone business, Nathalie found her way back to real estate with Tony's



encouragement. “Meeting Tony and deciding real estate was for me changed everything.” She got started in real estate in 2003. “I didn’t take the business seriously until I met Tony 8 years ago. Once I focused on real estate my business took off.”

Tony’s path was equally diverse. Born in Mobile, Alabama, and raised in Los Angeles, he joined the military straight out of high school. “The military gave me the discipline I needed to stay focused on my goals,” he recalls. Afterward, Tony launched his entrepreneurial career, starting his first pizza franchise at just 21 years old. Later, he owned a successful chain of Mexican restaurants called Margaritas in Northern Kentucky and Cincinnati.

In addition to running the restaurant, Tony tried to get into real estate for his own benefit to sell properties and franchisees, but that didn’t come into fruition until he was out of the hospitality industry.

“
The military
gave me the
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His business survived the Great Recession but slowed down in 2011. “That’s when I started moving toward real estate.” He got his license in 2016. With his background, Tony was very hands-on and service-oriented. “I saw real estate as an opportunity to use my entrepreneurial knowledge and background for service follow-up and follow-through. I thought I would be a great fit to help others achieve their real estate goals.”

Nathalie was encouraged to get her license from a relative in real estate. Before obtaining her license, she helped her write a summer newsletter and helped out with the back office. “By the time I got my license, she was out of the business,” she explains. Nathalie continued to blaze her own trail in real estate.

Never Give Up

Both Nathalie and Tony have faced significant challenges, but have chosen to never give up. Nathalie’s eldest son, Elijah, was born with a rare condition called Tuberous Sclerosis Complex, which required frequent hospital visits. “I needed a career that allowed me flexibility to be there for him,” she explains. She knew that she couldn’t be dependent on anyone else and her son would face this condition for the rest of his life.

“That drove me to be successful at something. For me, that was real estate. When I made that decision, I got out of debt and I really focused on my career.” She had an epiphany that she needed to change things for the better.



“It’s not just about making sales; it’s about doing what you love and helping others.”

in life. Their driven and determined attitudes have paved the way for deals to go to the closing table. They go above and beyond for their clients and are passionate about helping others.

Passion for Helping Others

Nathalie’s passion lies in helping veterans and investors. “I love working with veterans. Seeing their gratitude when they buy or sell a home is incredibly rewarding. With investors, I focus on the numbers to help them make smart decisions. The key is buying right and seeing the potential.”

Tony’s focus has evolved toward mentorship. “I’m passionate about helping my team succeed and achieve their goals. It’s about building something bigger than individual success.”

Family Life and Hobbies

The Vanjohnsons’ blended family includes their daughters Ava (6) and Maiya (4) and Nathalie’s son Elijah (10), who attends St. Rita’s and receives speech therapy.

One of his first real estate deals involved helping a client flip a foreclosure, a success story that has continued to inspire him. “He is still flipping today and doing really well with it.” Impacting others is what Tony is all about. “I’m not sitting on my hands and saying woe is me. I’m getting out there, focusing and working hard.”

Together, Nathalie and Tony make a beautiful couple, succeeding in work and

The family cherishes time together, whether exploring Tipp City’s historic district or enjoying simple moments like playing at the park. “It’s the unplanned things that bring us the most joy,” Tony says.

Nathalie enjoys boxing and cooking, finding both to be fulfilling outlets. “If I’m not working, I’m cooking. I’d do it all day if I could,” she says. Tony has rekindled his love for golf, often sneaking in a quick round after a busy day.

Advice for Aspiring Agents

For new agents, Tony emphasizes the importance of developing habits. “If you consistently block out 6-9 a.m. every morning to search for properties and look for opportunities, you know what is on the market. When you get that call, you know what is available out there.” Being knowledgeable sets you up for success.

Nathalie advises agents to invest in themselves. “Your most valuable asset is your knowledge. Find a niche you’re passionate about, pursue it, and continue learning. It’s not just about making sales; it’s about doing what you love and helping others.”

Passion + Partnership

With their shared values and dedication, Nathalie and Tony Vanjohnson are not only top producers but also an inspiring example of what’s possible when passion and partnership come together. Two are truly better than one and Nathalie and Tony are better together, achieving more than they thought possible. What an inspiration!

There was no fallback. Failure was not an option.

For Tony, the slow decline of his restaurant chain was a pivotal experience. “I had to overcome the loss of my chain,” admits Tony. “It was a slow death because of the Recession.” Still, he had a purpose and a plan. “What I needed to do was help the people who were still with me. It made me hungry to succeed in a new field and help others along the way,” he says.

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ron.erdmann@rate.com
(513) 609-4484
NMLS #: 728342

*Assumes use of Rate's Same Day Mortgage option for qualified customers, who provide required financial documentation within 24 hours of locking a rate on a mortgage loan, the opportunity to receive a loan approval within 1 business day of that submission and does not suggest that the borrower will receive funding on the same day as their application submission. Rate cannot guarantee that a loan will be approved or that a closing will occur within a specific timeframe. A possible 10 day close additionally assumes a "Clear to Close Loan Commitment" and will not be eligible for all loan or residence types. Property must qualify for Appraisal Waiver, borrower must meet underwriting conditions and opt in to AccountChek. Not all borrowers will be approved. Subject to credit and underwriting approval. Additional employment and borrower restrictions and requirements apply. (100924-3059404)

TOP 150 STANDINGS

Individuals | By Volume Jan 1- Dec 31 as of January 8th, 2024 at 2:18PM

Rank	Name	Office	Total	Volume
1	Julie K. Back	Sibcy Cline	102	\$161,896,832
2	Scott A. Oylar	Coldwell Banker Realty	241	\$143,112,678
3	Ragan R. McKinney	Ragan McKinney Real Estate	377	\$103,963,962
4	Peter D. Chabris	Keller Williams Seven Hills Re	265	\$76,847,149
5	Rick J. Finn	Coldwell Banker Realty	160	\$71,820,560
6	Brittney Frietch	BF Realty	159	\$66,594,067
7	Andrew Gaydosh	eXp Realty	178	\$58,854,845
8	Michael C. Hinckley	Coldwell Banker Realty	74	\$56,201,408
9	Walter B. Gibler	Coldwell Banker Realty	109	\$52,405,856
10	Shelley Miller Reed	Coldwell Banker Realty	60	\$49,385,297
11	Heather R. Herr	Private Real Estate Collection	114	\$49,343,761
12	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	108	\$47,405,402
13	Adam G. Marit	Real Link	134	\$47,106,061
14	Jack C. Hinckley	Coldwell Banker Realty	65	\$45,675,388
15	Andrea DeStefano	Sibcy Cline	73	\$45,457,410
16	Rakesh Ram	Coldwell Banker Realty	105	\$44,042,691
17	Bob Dorger	Comey & Shephard	67	\$43,740,580
18	Cindy J. Shetterly	Keller Williams Distinctive Re	122	\$41,516,300
19	Heather M. Stallmeyer	Coldwell Banker Realty	68	\$41,434,873
20	Amy Hackett Roe	Coldwell Banker Realty	49	\$41,426,000
21	Holly Finn	Coldwell Banker Realty	90	\$40,391,150
22	Lee G. Robinson	Robinson Sotheby's Internat'l	39	\$39,740,800
23	Monika Deroussel	eXp Realty	84	\$36,784,475
24	Molly E. Blenk	Comey & Shephard	95	\$36,403,500
25	Daniel Baron	Keller Williams Advisors	106	\$36,067,766
26	Robbie Dorger	Comey & Shephard	51	\$36,036,180
27	Gina A. Dubell-Smith	eXp Realty	68	\$35,410,179
28	Tom Deutsch Jr.	Coldwell Banker Realty	111	\$35,352,872
29	Amy L. Markowski	Real Brokerage Technologies	127	\$33,227,976
30	Ronald A. Bisher	Coldwell Banker Realty	103	\$32,951,400
31	Kevin E. Hildebrand	eXp Realty	93	\$31,938,222
32	Sue S. Lewis	Sibcy Cline	64	\$31,153,824
33	Linda T. Destefano	Sibcy Cline	46	\$30,940,397

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TOP 150 STANDINGS

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Rank	Name	Office	Total	Volume
34	Andrew H. Homan	Coldwell Banker Realty	57	\$30,892,650
35	Helena F. Cameron	Sibcy Cline	61	\$30,081,640
36	Tiffany B. Allen-Zeuch	Sibcy Cline	54	\$29,741,113
37	Heather McColaugh	BF Realty	73	\$29,647,978
38	Zach Singler	Re/Max Local Experts	56	\$28,490,000
39	Julia Packer P. Wesselkamper	Coldwell Banker Realty	58	\$27,886,215
40	Megan S. Stacey	Coldwell Banker Realty	60	\$27,513,895
41	Micha Gleisinger	Comey & Shephard	47	\$27,030,500
42	Tyler R. Minges	Huff Realty	78	\$26,482,700
43	Ingrid K. Likes	Coldwell Banker Realty	48	\$26,475,750
44	Tina A. Burton	Sibcy Cline	71	\$26,277,528
45	Jon L. Bowling	Re/Max Preferred Group	81	\$26,164,519
46	Tyler A. Smith	Re/Max United Associates	56	\$26,045,540
47	Chris R. Waits	Sibcy Cline	67	\$26,041,620
48	Alexander Schafers	Re/Max United Associates	81	\$25,954,603
49	Michael L. Murtland	Comey & Shephard	76	\$25,719,677
50	Kimberly K. Mansfield	Keller Williams Advisors	75	\$25,406,139

Rank	Name	Office	Total	Volume
51	Mary Clare Baden	eXp Realty	54	\$24,935,000
52	Jon A. DeCurtins	ERA Real Solutions Realty	51	\$24,921,585
53	Christopher Holtman	Real Link	76	\$24,709,811
54	Flor D. McNally	Keller Williams Advisors	110	\$24,497,900
55	Nickolas G. Welage	Plum Tree Realty	51	\$24,480,105
56	Janelle A. Sprandel	Comey & Shephard	75	\$23,929,571
57	Diane Tafuri	Sibcy Cline	36	\$23,474,150
58	Lesli D. Norris	Coldwell Banker Realty	52	\$23,147,200
59	Kelly Pear	Comey & Shephard	41	\$22,959,650
60	Jackie Quigley	eXp Realty	42	\$22,737,888
61	Robert F. Stephens	Comey & Shephard	28	\$22,733,890
62	Trent S. Ferrell	Keller Williams Advisors	70	\$22,731,690
63	Robert Hines	Coldwell Banker Realty	31	\$22,677,945
64	Jamie Gabbard	Comey & Shephard	75	\$22,603,700
65	Zachary Ferrell	Keller Williams Advisors	83	\$22,520,100
66	Jeri O'Brien-Lofgren	Sibcy Cline	35	\$21,503,900
67	Courtne' C. Brass	Coldwell Banker Realty	60	\$21,123,125
68	Robert DiTomassi	Comey & Shephard	38	\$20,970,500
69	Maura K. Cagney-Tipton	Coldwell Banker Realty	68	\$20,744,866
70	Regina M. Hamilton	Sibcy Cline	61	\$20,546,822
71	Brian P. Leisgang	Keller Williams Advisors	55	\$20,536,675
72	Patrick J. Cagney	Coldwell Banker Realty	72	\$20,420,560
73	Robert R. Smith	Coldwell Banker Realty	63	\$20,399,851
74	Kimberly A. Price	Plum Tree Realty	87	\$20,072,730
75	Jeanne M. Rieder	Hoeting, Realtors	69	\$19,973,120
76	Beth Silber	Coldwell Banker Realty	49	\$19,753,900
77	Kathy J. Kramer	Sibcy Cline	39	\$19,695,170
78	Mark Schupp	Sibcy Cline	69	\$19,534,350
79	William Draznik	Coldwell Banker Realty	44	\$19,528,201
80	Evan Johnson	Cutler Real Estate	38	\$19,500,225
81	Molly Eynon	Coldwell Banker Realty	52	\$19,480,398
82	Anna S. Bisher	Coldwell Banker Realty	58	\$19,427,200
83	Erin P. Fay	Comey & Shephard	52	\$19,318,900
84	Keli S. Williams	Sibcy Cline	46	\$19,018,651

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TOP 150 STANDINGS

Individuals | By Volume Jan 1- Dec 31 as of January 8th, 2024 at 2:18PM

Rank	Name	Office	Total	Volume
85	Sandra L. Peters	Comey & Shephard	18	\$18,943,467
86	Sara E. Limper	Coldwell Banker Realty	51	\$18,809,450
87	James Hurtubise	Keller Williams Advisors	71	\$18,720,900
88	Sondra M. Parker	Coldwell Banker Realty	43	\$18,668,172
89	Bishnu L. Kharel	Re/Max Preferred Group	51	\$18,518,809
90	Donald W. Nagel	Plum Tree Realty	81	\$18,447,830
91	Mike Hildebrand	eXp Realty	51	\$18,349,900
92	Timothy J. Mahoney II	Sibcy Cline	20	\$18,213,477
93	G. Tyler McConnell	Comey & Shephard	66	\$18,043,936
94	Kyle Mahoney	Sibcy Cline	30	\$18,043,885
95	Ugandhar Garapati	ERA Real Solutions Realty	39	\$17,985,564
96	Mitchell Ram	Coldwell Banker Realty	35	\$17,956,391
97	Patrick Gunning	Coldwell Banker Realty	29	\$17,881,958
98	Luke R. Luther	Coldwell Banker Realty	25	\$17,866,000
99	Elizabeth Waits	Sibcy Cline	44	\$17,807,320
100	Anne V. Bedinghaus	Coldwell Banker Realty	72	\$17,543,527

Rank	Name	Office	Total	Volume
101	Heather Alley	Keller Williams Advisors	33	\$17,506,123
102	Tyler Dietz	Keller Williams Seven Hills Re	64	\$17,419,035
103	Brynn Fossett	Comey & Shephard	22	\$17,368,617
104	Denise L. Gifford	Keller Williams Advisors	54	\$17,364,651
105	Marc A. Cameron	Sibcy Cline	33	\$17,363,900
106	Sue A. Wahl	Comey & Shephard	51	\$17,353,550
107	Ron Garland	Comey & Shephard	42	\$17,335,860
108	Adam D. Jessen	Re/Max United Associates	44	\$17,201,800
109	Laura Wogen	Coldwell Banker Realty	27	\$17,105,512
110	Adam A. Schupp	Sibcy Cline	59	\$16,986,600
111	Barbie Woehrmyer	Coldwell Banker Realty	45	\$16,981,400
112	Michelle E. Hudepohl	Coldwell Banker Realty	34	\$16,920,684
113	Oscar Asesyan	Coldwell Banker Realty	39	\$16,902,293
114	Jason Reynolds	Re/Max Alpha Real Estate	53	\$16,831,100
115	Sue M. Miller	Comey & Shephard	51	\$16,811,970
116	Stefanie A. Creech	Comey & Shephard	42	\$16,658,152
117	Jessica Bauer	Comey & Shephard	52	\$16,525,500
118	James E. Pitzer III	Coldwell Banker Realty	37	\$16,498,254
119	Dianna Caldwell	eXp Realty	48	\$16,489,061
120	John M. Bissman	Keller Williams Pinnacle Group	40	\$16,425,501
121	Austin R. Castro	Coldwell Banker Heritage	31	\$16,419,400
122	Sandra L. Burkhart-Williams	Huff Realty	38	\$16,316,929
123	Donald M. Johnson	Cutler Real Estate	34	\$16,233,200
124	Lindsay Spears	Re/Max Incompass	61	\$16,136,925
125	Alex J. Wagner	Coldwell Banker Realty	56	\$16,120,599
126	Robert J. Mahoney	Sibcy Cline	29	\$16,063,752
127	Rebecca A. Messenger	Comey & Shephard	32	\$16,026,650
128	Lynn M. Schwarber	Comey & Shephard	36	\$16,010,800
129	Wendi J. Sheets	eXp Realty	50	\$15,994,400
130	Ryan Riddell	Keller Williams Community Part	52	\$15,776,500
131	Kurt J. Lamping	Sibcy Cline	51	\$15,743,342
132	Larry L. Thinner	Sibcy Cline	30	\$15,712,867
133	Sandi N. Wethington	eXp Realty	63	\$15,279,150
134	Donald G. Sheets	eXp Realty	46	\$15,231,800

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TOP 150 STANDINGS

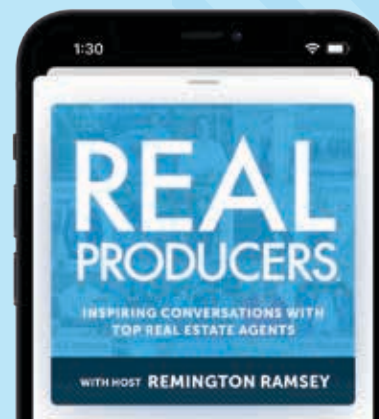
Individuals | By Volume Jan 1- Dec 31 as of January 8th, 2024 at 2:18PM

Rank	Name	Office	Total	Volume
135	Melissa B. Friede	Keller Williams Seven Hills Re	37	\$15,111,025
136	Robyn L. Rhein	eXp Realty	42	\$15,110,821
137	Jennifer L. Allred	Coldwell Banker Realty	42	\$15,075,422
138	Myles Greely	Keller Williams Community Part	52	\$15,074,700
139	Eric Surkamp	Comey & Shephard	27	\$14,985,631
140	Scott Ferguson	Keller Williams Advisors	38	\$14,943,805
141	David Hirschman	Keller Williams Advisors	33	\$14,817,300
142	Steve S. Early	Sibcy Cline	19	\$14,650,575
143	Lanxi J. Song J	Keller Williams Seven Hills Re	28	\$14,644,300
144	Candace N. Burton	Sibcy Cline	40	\$14,602,170
145	May Xuemei Wu	Comey & Shephard	32	\$14,307,400
146	Amanda Gibbs	Coldwell Banker Heritage	37	\$14,290,393
147	Sarah A. Copeland	Keller Williams Advisors	42	\$14,129,550
148	TJ J. Gausman	eXp Realty	43	\$14,054,365
149	Jason A. Sheppard	Coldwell Banker Realty	41	\$13,970,524
150	Holly S. Maloney	eXp Realty	49	\$13,930,200

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