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NOVEMBER 2025

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TJ Gausman
at eXp Realty

On the Rise:
NATALIE DECKER

Sponsor Spotlight:
**JEREMY POPE,
CO-OWNER OF PRMG**

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Contents



16 Natalie Decker



20 Jeremy Pope,
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IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet The Team
- 10 Cover Story: TJ Gausman
- 16 On the Rise: Natalie Decker
- 20 Sponsor Spotlight: Jeremy Pope,
Co-Owner of PRMG
- 27 Top 150 Standings



10 TJ
COVER STORY Gausman

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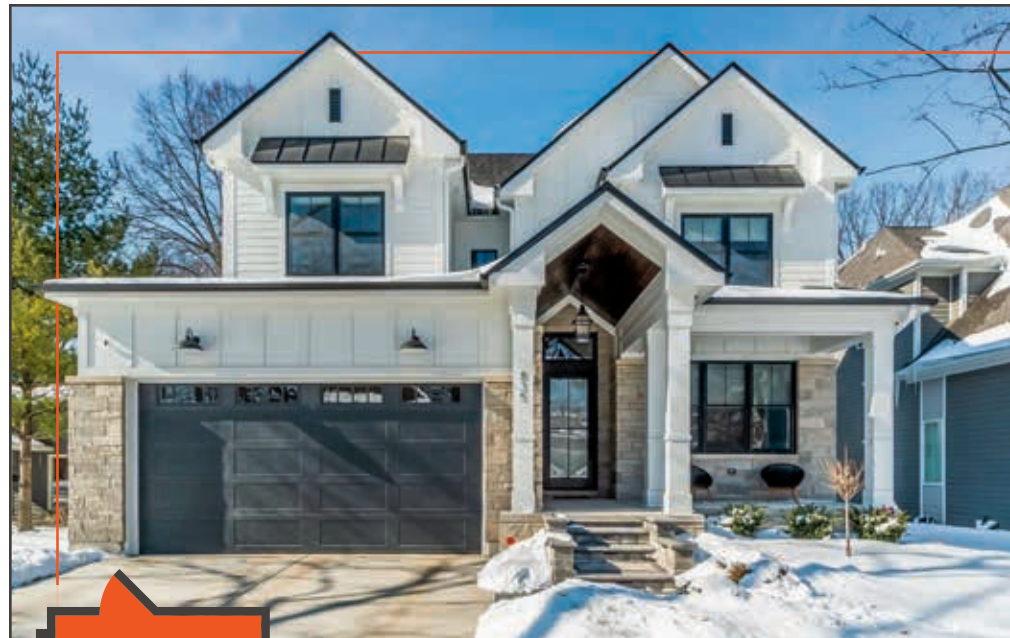


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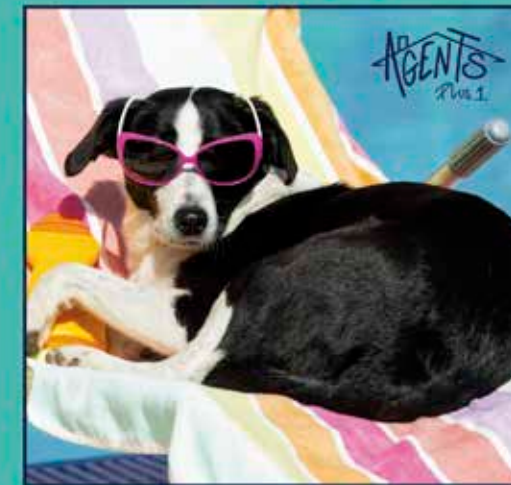
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TJ GAUSMAN

at eXp Realty



RAISING THE BAR IN REAL ESTATE

Some people ease into real estate. TJ Gausman cannonballed straight in. Licensed in 2017, he jumped on a team, skipped the “figuring it out alone” phase, and quickly accelerated his growth. “I learned from people who were so much better than me,” TJ says. That fast track lit a spark, but it also gave him a vision for how he wanted to do things differently.

So TJ and his sister Amy—who runs the back end of the business—decided to branch out. Scary? Absolutely. Overwhelming? Without a doubt. But the two leaned on faith, grit, and plenty of humor. “If we work hard and have fun, everything will be alright,” TJ says. And it was.

By the time their team was humming along, they were doing \$12 million in sales a year. In 2021, they switched from Keller Williams to eXp Realty, a move that shifted TJ’s entire perspective. Surrounded by agents who thought outside the box, he realized collaboration beats competition any day. “There’s no place for that in our business. If we work together, we’re happier,” he says.

That collaborative energy extended to the people he brought on board. Colleen

Kelley, a former nurse, brought her hand-holding, hyper-caring personality to the team. Amber Tyler became their Westside specialist, known for her warmth and kindness. Together, they’ve shaped a culture built on kindness, authenticity, and fun. “We want to be the nicest people in real estate,” TJ says. That’s not just branding either. Consider it the heartbeat of their business.



Authenticity. Honesty. Vulnerability. These aren’t just words on a mission statement; they’re the team’s operating



system. They don't show up in suits. They don't put on a front. They show up as themselves—and that's exactly why clients love them. "Your people will love you, your people will hire you, your people will refer you," TJ says. But here's the twist: you can't find your people until you're honest about who you are.

TJ knows a thing or two about hard things. Before real estate, life was messy—really messy. Struggles with drugs and alcohol almost ended everything in 2015. But that's when TJ turned it around and got clean and sober. "I'm so grateful life isn't fair," he says. "I'm blessed with way more than I deserve."

Life since then has been nothing short of extraordinary. In 2018, he married Katie, the woman who stuck by him through the mess. A year later, they welcomed their daughter, West. Born at just 1 pound 9 ounces, she spent 14 weeks in intensive care. Doctors gave

grim projections, but faith carried them through. Today, West is six, in kindergarten, and thriving without a single deficit. "She's the greatest thing in the world to me," TJ says. That experience redefined his why and fuels every late-night call, every extra appointment, every ounce of effort.

Fast forward: TJ's career volume sits at \$125 million. His team is tracking toward \$30 million this year alone. But what lights him up isn't the numbers—it's helping people. He loves working with new agents, paying forward the mentorship that changed his life. "I get a thrill out of helping someone hit their first sale or cap for the first time," he says.

Before real estate, TJ worked in sales, selling everything from insurance to chemical tankers to home renovations. It paid the bills, but it didn't light him up. "It was very transactional," he says. Real estate changed that. Now it's about

I'M SO GRATEFUL LIFE ISN'T FAIR. I'M BLESSED WITH WAY MORE THAN I DESERVE."



people, relationships, and being part of something that truly matters. That shift—from selling products to serving people—made all the difference.

Outside of work, TJ is all in on family time. Think parks, ice cream runs, dancing in the living room, and postcard-perfect moments with their dogs, Theo included. He's also an avid sports card collector—basketball, football, baseball—though he admits it's more obsession than investment. "My wife thinks it's ridiculous," he laughs.

“PEOPLE WANT TO SEE YOU, HEAR YOU, AND CONNECT WITH YOU BEFORE THEY EVER PICK UP THE PHONE.”

At the end of the day, TJ keeps it simple: double down on relationships, lean into authenticity, and stop playing the comparison game. "Comparison is the thief of joy," he says. He's also quick to remind other agents that video is non-negotiable. "If you're not using video, you're leaving opportunity on the table," he says. "People want to see you, hear you, and connect with you before they ever pick up the phone."

Real estate energizes TJ. It's the profession that suits his extroverted personality. To this Top Producer, real estate is more than closing deals. It's about faith, family, and finding your people, and making sure they feel like the most important people in the room. And if you ask him, that's the real win.





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Natalie Decker

at Coldwell Banker Realty



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SHE DOUBLED DOWN, SHUT OUT THE DOUBTERS, AND BUILT AN \$84M REAL ESTATE CAREER

“Truly never giving up, no matter how hard it gets, is the key to building a successful career in this business,” says Natalie Decker.

That advice is how Natalie built her \$84 million real estate career. At just 19 years old, she earned her real estate license, entering the industry when most of her peers were still figuring out their majors. “Being a young woman in real estate, people often underestimated me or assumed I didn’t have the knowledge or experience to guide them through such an important decision,” she explains.

Prior to real estate, Natalie worked at Tri-Health Hospital in Labor & Delivery, Triage/Emergency Room for Good Samaritan Hospital as an Access Associate for 2 years. “I worked in the insurance billing department and learned a lot,” she smiles. “I also met some cool doctors and nurses.” She uses those connections today. She also worked as a dance teacher at her aunt’s studio, TDC, teaching ages 3-16 ballet, tap, and jazz. However, her heart was in real estate.

Selling homes as a teenager wasn’t easy, but Natalie didn’t flinch. Many underestimated her, but Natalie turned doubt into fuel. She chose confidence over criticism. She said no to naysayers and yes to opportunities.

Even her own family, despite their long ties to real estate, initially encouraged her to take a safer 9–5 job. But Natalie knew she was meant for more. By her second year, she was eager to take the next step and asked her brokerage for more responsibility. When they told her she “wasn’t ready,” she proved them



wrong by betting on herself and making a bold move to Coldwell Banker, where she found the support and mentorship she needed to thrive.

“That’s where Mary Claire Baden (my manager at the time) became a huge supporter of me,” she smiles. Before others could bet on her, Natalie had to bet on herself. “I believed in myself, trusted that I had what it took and aligned with a brokerage that I knew would teach me, push me, and help me grow into the agent I am today. I overcame challenges by being a sponge... constantly listening, taking notes, and learning from my older peers in the business. Every transaction taught me something new, and I always made it a point to stay polite, professional and confident in what I was doing. It wasn’t easy, but consistency and persistence built my reputation.”

Now, with nine years in the business and nearly \$14.5 million in volume last year alone, Natalie is proof that consistency builds credibility.

Real Estate Is in Her DNA

Natalie’s path into real estate was well paved. Her grandmother, Molly Decker, was a powerhouse in the industry for over 30 years, starting with West Shell before it merged with Coldwell Banker. Molly was



“Even though it was hard to convince my family at first that I had what it took, likely because of the struggles they had lived through, **I knew this was the career I was meant for.**”

one of the industry leaders from 1982 to 2012. This trailblazer entered the business in 1980, at a time when few women had a seat at the table, and built a reputation for integrity and excellence. Natalie grew up tagging along to open houses, watching how deeply clients trusted her grandmother and how tirelessly she served them. “I even remember when the first car phones came out and she was always on the phone talking to clients,” she laughs.

Molly became Natalie’s mentor and helped her become who she is today. Natalie explains, “She guided me through conflicts, taught me how to handle challenges, and set the example I still carry with me today. With her influence and the foundation my family gave me, becoming a REALTOR® wasn’t just a career choice, it was a calling.”

Her family’s influence didn’t stop there. Her parents owned rentals and flipped houses, and her aunt and uncle were custom home builders. Real estate was the backdrop of her childhood, and those experiences cemented her desire to follow the same path.

“I spent countless hours in their office, watching contractors and architects in meetings, and I was fascinated by the process from a young age. I also remember the market crash and the impact it had on my family, which gave me a real understanding of how tough and resilient you have to be to succeed in this business,” she comments. “Even though it was hard to convince my family at first that I had what it took, likely because of the struggles they had lived through, I knew this was the career I was meant for.”

Hustle + Heart

Growing up in Harrison, Ohio, Natalie was never afraid of the grind. Fourteen years of competitive soccer, years of dance, even singing in a band, helped her to learn early what it takes to perform under pressure.

“Performing arts and athletics shaped me early on, teaching discipline, confidence, and the value of hard work,” she explains.

After high school, she chose to focus on college and music instead of playing soccer at the collegiate level. She studied Business at the University of Cincinnati, earned a degree with a minor in Real Estate Development, and worked side gigs in hospital administration and teaching dance to fund her future. By 2019, she’d already paid off her tuition, thanks to her sales.

Her mission now? To make real estate relatable to her generation. She breaks down the process for Millennials and Gen Z, demystifying homeownership and proving it’s possible. Just as mentors once lifted her, she now pays it forward by mentoring newer agents and leading her own team of four talented women licensed across Ohio, Indiana, and Kentucky. “I know how much starting on a team helped and shaped me into the agent I am today, and that’s why I’m so passionate about having a team now,” she shares. She also knows how to stage a showstopper, teaming with talent like Rachael Dotson of Cozy Casa to make listings pop. It’s no wonder she was honored as one of Coldwell Banker’s prestigious 30 Under 30 recipients in 2023.

Life in Full Color

Natalie is all-in, in business and in life. She recently married her husband, Mason Morgan, in a dreamy destination wedding in Mexico. Now

they are enjoying life together with their four-legged friend.

“We have a golden retriever named Murphi, who pretty much runs our house and keeps us laughing and on our toes every day,” she explains. “As a family, we love being active, traveling, and spending time outdoors. Mason and I both enjoy exploring new restaurants around Cincinnati, golfing together A LOT (probably once or twice a week), and hosting family and friends at our home.”

But Natalie isn’t just work and no play. She’s still a performer at heart. Expect to find her singing karaoke, traveling every chance she gets, staying active, and filling her home and office with plants that bring energy to her spaces.

Living Among Lions

A framed lion hangs in Natalie’s office, a gift from her first Team Lead, Bonnie Overbeck, who told her, “You know you are truly alive when you’re living amongst lions.”

That’s how Natalie shows up every day—bold, relentless, and unshaken by challenge.

She’s proof that age is just a number, persistence is power, and betting on yourself pays off.



“I know how much starting on a team helped and shaped me into the agent I am today, and that’s why I’m so passionate about having a team now,”



Mortgages WITHOUT THE Mayhem



WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: BRENNIA SMITH

Meet Jeremy Pope, Co-Owner of PRMG – Loveland Branch

With 795 5-star reviews, **Paramount Residential Mortgage Group (PRMG) in Loveland is committed to exceeding expectations.** Jeremy Pope, co-owner of Paramount Residential Mortgage Group (PRMG) in Loveland, couldn't be happier. "Reviews matter," he candidly comments, especially in a digital age.

They're leading the way in mortgages. From January through August 31, the branch closed 195 loans, totaling \$52 million in volume, while Jeremy and his team were responsible for 120 loans, representing \$28 million of that total.

Ranked in the top 1 percent of loan originators in the country, Jeremy simply loves what he does. Starting at KeyBank after college, Jeremy worked his way up in the mortgage industry to get to where he is now.

"It's fun to help someone with the biggest purchase that they are going to make in their whole life," he reflects. "It's very gratifying." He also thrives on the ever-changing nature of the job. "Every day is different," he says. "No two days are alike."

Jeremy works with Brent Hoffman, co-owner and

branch manager at PRMG, to make their clients' dream a reality. With an operations manager, three processors, underwriters, 1 sales assistant, and 6 other loan officers, everything runs smoothly from start to finish. Kayla Boswell is his newest member of the team.

"I love everyone that I work with," smiles Jeremy. "I couldn't ask for more, just lower rates and higher inventory," he laughs.

Jeremy's genuine appreciation for his team is evident, as he expresses gratitude for their hard work and camaraderie.

Recently, Jeremy and Brent combined their forces to streamline their operations. Brent focuses on working directly with clients, while Jeremy works directly with real estate agents, organizes events, and oversees marketing strategies. Both Brent and Jeremy manage the office. This division of responsibilities allows them to enhance their efficiency and deliver exceptional service.

Experience + Expertise

With over 12 years of experience in the field, Jeremy has established himself as a trusted expert in providing mortgage

solutions to clients from diverse backgrounds. His partnership with Brent, a like-minded individual with whom he has worked for 12 years, has been instrumental in their success.

Jeremy and his team at the mortgage branch are dedicated to serving a wide range of clients, regardless of their credit score or income level. They firmly believe in their ability to help anyone seeking a mortgage, whether it be individuals with low-income or high-income earners. Their tagline, “If we can’t get the deal done, no one is getting it done,” underscores their commitment to finding solutions for clients even in challenging circumstances. Jeremy’s branch does not impose additional rules or requirements beyond those set by official entities such as FHA, USDA, VA, Fannie Mae and Freddie Mac, allowing them to assist clients efficiently.

An Innovative Approach: Locking Arms in a Real Estate Partnership

In today’s market, big tech and AI are moving fast, and their deep pockets are reshaping how mortgages and real estate are done. But at Jeremy’s branch, the approach is different — it’s about locking arms in a real estate partnership to fight back and dominate the local market.

Real estate and mortgage professionals have always wanted to work together, but historically, they’ve operated separately. Recent changes in law and strategy now allow these industries to combine forces, creating



“If we can’t get the deal done, no one is getting it done.”

new opportunities for collaboration, innovation, and local market leadership.

Jeremy and his team are pioneering this approach by blending expertise, streamlining processes, and offering unique advantages to their clients. Their pre-approval system is a game-changer: through a soft credit pull that doesn’t impact a client’s score and collecting basic documents like paystubs and bank statements, they can send an application to underwriting without an address. If approved, the branch issues a pre-approval letter along with a \$10,000 guarantee, which is a bold statement of credibility and commitment. If the deal falls through due to income, credit, or asset

issues, the branch covers the guarantee, giving sellers confidence and setting Jeremy’s clients apart from the competition.

On top of that, this partnership approach opens doors for professionals to lock arms and explore new business opportunities together by building branches, leveraging combined expertise, and creating momentum in ways that disrupt the big tech model.

Hops and Berry

Beyond the mortgage business, Jeremy is a co-owner of a bar and taproom called Hops & Berry. This local taproom hosts numerous events, especially for *Cincinnati Real Producers*, making it a vibrant hub in the community. Leveraging the bar’s amenities, Jeremy incorporates it into his mortgage-related activities, such as client appreciation events and collaborations with real estate agents. This unique approach further strengthens his connections with his clients and the community.

A Girl Dad

Outside of work, it’s all about family for Jeremy, a dedicated father to his three daughters Emily (17), Caroline (10), and Julia (5). He has been happily married for 10 years to his wife Bridgette, an Indian Hill graduate and a native of Cincinnati. They have known each other for 19 years! Although he originally hails from the Cleveland area, he has lived in the area for 17 years and loves life in Loveland, where they have lived for 9 years



now. Bridgette's support is invaluable to Jeremy's professional pursuits and the operation of their bar. She has temporarily put her nursing career on hold

to be a stay-at-home mom and enable Jeremy to excel in his career.

"I couldn't do any of this without her," says Jeremy.

"She allows me to do what I do best."

Recently, Jeremy and Bridgette decided to install a pool, which has created hours of family time for them and their three daughters for fun in the sun. Other pastimes for Jeremy and his daughters include skiing and snowboarding. Camping, hiking, fishing, and attending concerts are also ways for them to make memories to cherish.

They also enjoy the constant companionship of their 12-year-old dog named Louie, who makes their house a home with his unconditional love and playful antics.

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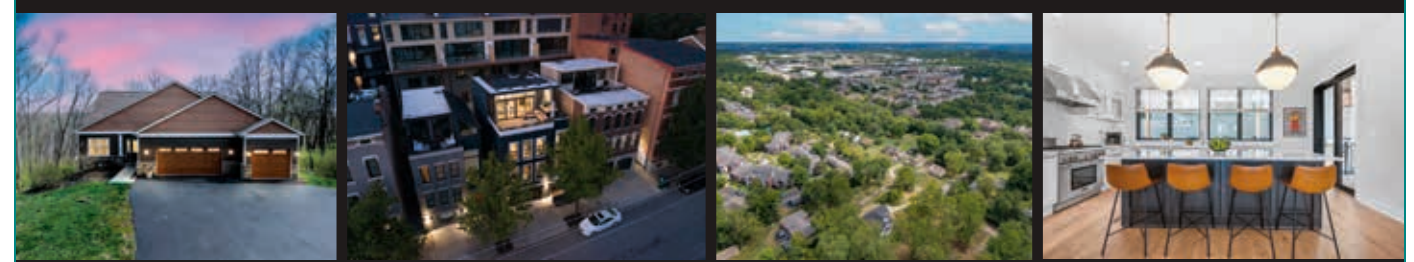


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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- Sept 30 as of October 7th, 2025 at 3:42PM

Rank	Name	Office	Total	Volume
1	Scott A. Oyler	Coldwell Banker Realty	230	\$155,920,099
2	Peter Chabris	Keller Williams Seven Hills Re	445	\$135,095,461
3	Julie Back*	Sibcy Cline	85	\$119,944,217
4	Ragan R. McKinney	Ragan McKinney Real Estate	291	\$94,119,790
5	Rick J. Finn	Coldwell Banker Realty	146	\$71,828,427
6	Shelley Miller Reed	Coldwell Banker Realty	63	\$59,543,250
7	Amy Hackett Roe	Coldwell Banker Realty	56	\$53,847,000
8	Brittney Fritch	BF Realty	109	\$50,908,948
9	Rakesh Ram	Coldwell Banker Realty	111	\$50,818,200
10	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	121	\$50,551,146
11	Andrew Gaydosh	eXp Realty	137	\$48,269,576
12	Daniel Baron	Keller Williams Advisors	122	\$46,969,779
13	Heather R. Herr	Private Real Estate Collection	91	\$45,774,146
14	Bob Dorger	Comey & Shepherd	67	\$44,920,462
15	Kevin E. Hildebrand	eXp Realty	114	\$44,717,675
16	Andrea DeStefano	Sibcy Cline	58	\$44,093,250
17	Ronald A. Bisher	Coldwell Banker Realty	108	\$42,991,972
18	Heather McColaugh	BF Realty	81	\$39,541,198
19	Monika Deroussel	eXp Realty	76	\$38,428,732
20	Allison Thornton	Sibcy Cline	21	\$38,389,255
21	Holly Finn	Coldwell Banker Realty	79	\$37,516,693
22	Adam G. Marit	Real Link	100	\$37,105,340
23	Julia Packer P. Wesselkamper	Coldwell Banker Realty	56	\$36,332,854
24	Michael C. Hinckley	Coldwell Banker Realty	46	\$35,660,000
25	Jack C. Hinckley	Coldwell Banker Realty	47	\$35,546,499
26	Robbie Dorger	Comey & Shepherd	48	\$35,302,540
27	Michael L. Murtland	Comey & Shepherd	71	\$32,128,547
28	Tyler R. Minges	Huff Realty	73	\$31,680,658
29	Heather Alley	Keller Williams Advisors	47	\$31,544,642
30	Maura K. Cagney-Tipton	Coldwell Banker Realty	82	\$30,976,700
31	Helena F. Cameron	Sibcy Cline	67	\$30,952,144
32	Jon L. Bowling	Re/Max Preferred Group	77	\$30,818,600
33	Kelly Pear	Comey & Shepherd	44	\$30,735,128

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- Sept 30 as of October 7th, 2025 at 3:42PM

Rank	Name	Office	Total	Volume
34	Linda T. Destefano	Sibcy Cline	41	\$29,019,048
35	Patrick J. Cagney	Coldwell Banker Realty	83	\$28,995,400
36	Tyler McConnell	Comey & Shepherd	73	\$28,706,147
37	Laura Wogen	Coldwell Banker Realty	41	\$28,504,679
38	Heather M. Stallmeyer	Coldwell Banker Realty	47	\$28,382,053
39	Robert F. Stephens	Comey & Shepherd	41	\$28,134,363
40	Robert J. Mahoney	Sibcy Cline	39	\$28,127,636
41	Cindy J. Shetterly	Keller Williams Distinctive Re	83	\$28,127,150
42	Jon A. DeCurtins	ERA Real Solutions Realty	48	\$27,662,876
43	Robert Hines	Coldwell Banker Realty	26	\$27,389,363
44	Kimberly K. Mansfield	Keller Williams Advisors	87	\$27,097,587
45	Michael P. Hines	Coldwell Banker Realty	18	\$26,839,336
46	Anna S. Bisher	Coldwell Banker Realty	68	\$26,749,372
47	Micha Gleisinger	Comey & Shepherd	36	\$26,520,473
48	Rebecca A. Messenger	Comey & Shepherd	40	\$26,316,128
49	Walter B. Gibler	Coldwell Banker Realty	59	\$25,978,890
50	Heather S. Kopf	Kopf Hunter Haas	33	\$25,235,210

Rank	Name	Office	Total	Volume
51	Sue S. Lewis	Sibcy Cline	46	\$25,060,801
52	Amy L. Markowski	Real of Ohio	88	\$24,778,530
53	Megan S. Stacey	Coldwell Banker Realty	38	\$24,764,800
54	Tom Deutsch Jr.	Coldwell Banker Realty	75	\$24,475,891
55	Jamie Gabbard	Comey & Shepherd	71	\$23,372,490
56	Elizabeth R. Mahoney	Sibcy Cline	31	\$23,206,157
57	Molly E. Blenk	Comey & Shepherd	56	\$22,971,558
58	Jeanne M. Rieder	Hoeting, Realtors	73	\$22,491,497
59	Zach Singler	Re/Max Local Experts	44	\$22,271,285
60	Alexander Schafers	Re/Max United Associates	63	\$21,950,700
61	Janelle A. Sprandel	Comey & Shepherd	55	\$21,683,508
62	Mitchell Ram	Coldwell Banker Realty	42	\$21,583,700
63	Flor D. McNally	Keller Williams Advisors	77	\$21,516,807
64	Tyler A. Smith	Re/Max United Associates	49	\$21,343,850
65	Michelle E. Hudepohl	Coldwell Banker Realty	34	\$21,271,650
66	Diane Tafuri	Sibcy Cline	31	\$21,106,550
67	Sue M. Miller	Comey & Shepherd	52	\$20,882,517
68	Gordon G. Green	eXp Realty	42	\$20,874,211
69	Andrew H. Homan	Coldwell Banker Realty	39	\$20,588,500
70	Sarah Robben	Coldwell Banker Realty	37	\$20,466,050
71	Lynn M. Schwarber	Comey & Shepherd	41	\$20,326,100
72	Sue A. Wahl	Comey & Shepherd	51	\$20,103,017
73	Mark Schupp	Sibcy Cline	74	\$20,089,925
74	Sandra L. Peters	Comey & Shepherd	16	\$20,070,037
75	Gina A. Dubell-Smith	eXp Realty	40	\$19,812,815
76	Robyn L. Rhein	eXp Realty	48	\$19,570,550
77	Nikki M. Hayden	Private Real Estate Collection	36	\$19,418,800
78	Lesli D. Norris	Coldwell Banker Realty	42	\$19,369,000
79	Carol A. Grubb	Comey & Shepherd	27	\$19,173,170
80	Luke R. Luther	Coldwell Banker Realty	15	\$18,968,224
81	Jessica Bauer	Comey & Shepherd	57	\$18,935,655
82	Brice K. Allen	Coldwell Banker Realty	45	\$18,774,761
83	Ingrid K. Likes	Coldwell Banker Realty	35	\$18,762,500
84	Barbie Woehrmyer	Coldwell Banker Realty	45	\$18,664,201

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- Sept 30 as of October 7th, 2025 at 3:42PM

Rank	Name	Office	Total	Volume
85	Mike Hildebrand	eXp Realty	45	\$18,557,350
86	TJ Gausman	eXp Realty	47	\$18,505,700
87	Mary Clare Baden	eXp Realty	37	\$18,480,471
88	Courtne' C. Brass	Coldwell Banker Realty	49	\$18,435,500
89	Denise L. Gifford	Keller Williams Advisors	45	\$18,280,370
90	Myles Greely	Keller Williams Community Part	49	\$17,956,160
91	Oscar Asesyan	Coldwell Banker Realty	39	\$17,898,310
92	Tina A. Burton	Sibcy Cline	38	\$17,751,642
93	Hannah K. Wang	Sibcy Cline	45	\$17,621,660
94	Christopher Shepherd	Plum Tree Realty	66	\$17,437,450
95	Larry L. Thinnes	Sibcy Cline	35	\$17,263,930
96	James E. Pitzer III	Coldwell Banker Realty	41	\$17,245,436
97	Varun Varma	Coldwell Banker Realty	48	\$16,906,353
98	Tyler Dietz	Keller Williams Seven Hills Re	46	\$16,871,034
99	John Alley	Keller Williams Advisors	24	\$16,776,300
100	Alexander M. Maksin	Keller Williams Pinnacle Group	26	\$16,566,725

Rank	Name	Office	Total	Volume
101	Eric Surkamp	Comey & Shepherd	23	\$16,531,622
102	Trent S. Ferrell	Keller Williams Advisors	59	\$16,437,100
103	Timothy J. Mahoney II	Sibcy Cline	16	\$16,396,641
104	Regina M. Hamilton	Sibcy Cline	43	\$16,173,277
105	William Draznik	Coldwell Banker Realty	32	\$16,100,000
106	Robert DiTomassi	Comey & Shepherd	33	\$16,070,300
107	Kathryn M. Cousino	Sibcy Cline	7	\$15,940,500
108	Sandi N. Wethington	eXp Realty	56	\$15,868,755
109	Tiffany B. Allen-Zeuch	Sibcy Cline	27	\$15,824,771
110	Scott Ferguson	Real of Ohio	41	\$15,809,390
111	Keith T. Taylor	Comey & Shepherd	44	\$15,747,873
112	Lee G. Robinson	Robinson Sotheby's Internat'l	19	\$15,726,000
113	Beth Silber	Coldwell Banker Realty	44	\$15,673,190
114	Austin R. Castro	Coldwell Banker Heritage	23	\$15,529,262
115	Cheryl A. Ferry	Keller Williams Advisors	47	\$15,432,050
116	Richard Davey	Comey & Shepherd	43	\$15,348,873
117	Steve S. Early	Sibcy Cline	20	\$15,305,500
118	Marc A. Cameron	Sibcy Cline	29	\$15,233,144
119	Sara E. Limper	Coldwell Banker Realty	36	\$15,211,100
120	Kathy J. Kramer	Sibcy Cline	29	\$15,088,262
121	Jason A. Sheppard	Coldwell Banker Realty	48	\$15,044,300
122	Evan Johnson	Cutler Real Estate	38	\$14,916,900
123	Adam A. Schupp	Sibcy Cline	56	\$14,853,574
124	Elizabeth Gerbus Akeley	Comey & Shepherd	33	\$14,831,000
125	Jeffrey F. Bennett	Coldwell Banker Heritage	4	\$14,736,124
126	Michael W. Jordan	Jordan, Inc	34	\$14,696,723
127	Sherry A. Obermeyer	Huff Realty	22	\$14,681,150
128	Amanda Fite	Wilson Realtors	55	\$14,679,200
129	Keli S. Williams	Sibcy Cline	35	\$14,638,667
130	Pete Kopf	Kopf Hunter Haas	25	\$14,619,120
131	Robert R. Smith	Coldwell Banker Realty	60	\$14,526,243
132	Nat Comisar	Sibcy Cline	26	\$14,497,633
133	K. Michael Blum	Coldwell Banker Realty	33	\$14,471,400
134	Jeri O'Brien-Lofgren	Sibcy Cline	23	\$14,401,623

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- Sept 30 as of October 7th, 2025 at 3:42PM

Rank	Name	Office	Total	Volume
135	Celia B. Carroll	Sibcy Cline	18	\$14,394,350
136	Kimberly K. Ballinger	Re/Max Preferred Group	47	\$14,378,500
137	Alex J. Wagner	Coldwell Banker Realty	52	\$14,288,598
138	Ugandhar Garapati	ERA Real Solutions Realty	26	\$14,193,101
139	Tom Hambly	Relocation Planners	32	\$14,115,470
140	Dawn Isenhower	Keller Williams Seven Hills Re	42	\$14,060,484
141	Michael Stylski	Comey & Shepherd	24	\$14,014,350
142	Jason Reynolds	Re/Max Alpha Real Estate	41	\$13,907,400
143	Darlene V. Todd	Sibcy Cline	29	\$13,859,521
144	Timothy J. Mahoney	Sibcy Cline	13	\$13,799,200
145	Michele Donovan	Coldwell Banker Realty	37	\$13,776,540
146	Jeffrey D. Olinger	Coldwell Banker Realty	18	\$13,701,889
147	Anne V. Bedinghaus	Coldwell Banker Realty	46	\$13,633,800
148	Ryan Riddell	Keller Williams Community Part	53	\$13,585,300
149	Donald M. Johnson	Cutler Real Estate	37	\$13,536,554
150	Erin P. Fay	Coldwell Banker Realty	35	\$13,479,899

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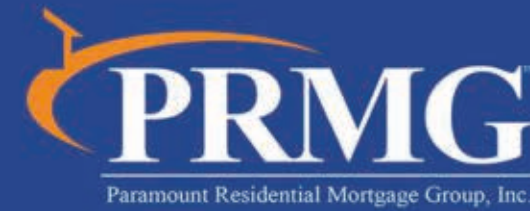
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