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MEET JASON SHEPPARD

WITH COLDWELL BANKER REALTY

WRITTEN BY ELIZABETH MCCABE • PHOTO CREDIT: KRISTA SILZ OF CINCY PHOTO



“I wanted to make a career change,” says Jason Sheppard, simple words that would end up rewiring the entire trajectory of his life.

Before real estate, Jason spent eight years as a Union electrician, learning a trade that taught him how to solve problems, think fast, and work with precision. But the spark that changed everything came from something unexpected: buying his own 4-family. “That’s what got me into real estate in general,” he says. After buying his 2nd 4-family, he asked his real estate agent if he thought he’d be any good at being an agent himself. His agent saw the potential that Jason had. It was a game-changer for him. That nod of confidence kicked off a path he never looked back from: real estate.

He earned his license in 2006, right before the market collapsed. Everyone

told him it was the *wrong* time. Jason, however, took the hit head-on.

“In hindsight, it was the best time to get into the business,” he says. Agents were leaving the industry, unwilling to touch short sales or roll up their sleeves for complicated deals. Jason did the opposite. “I was willing to do the things people didn’t want to do.” He cut his teeth on the hard stuff, built grit where others burned out, and turned the worst market in recent history into his personal apprenticeship.

By year three or four, things clicked. He started selling more, improving every year, sharpening his skills, expanding his reach. The momentum built fast and so did his family! “My oldest was born in 2006, right at the same time when I got my license,” he says. He grew up real fast.

Today, Jason and his wife Lisa, who supported him through the leap from electrician to REALTOR®, are raising four kids: ages 19, 13, 11, and 3. When Jason started his career, the family lived mostly off her income while he built his business from scratch. As his success grew, Lisa was able to cut her hours as a nurse and spend more time at home. With each child, that flexibility mattered more.

Jason didn’t just grow a business; he actually grew a team. Four years ago, he officially launched one. Now four members strong, it allows him to serve more clients without sacrificing the one thing he refuses to compromise on: time. “It’s been nice to give our clients the time they deserve,” he says. “Flexibility is everything.” Sarah Gerth is a licensed agent who handles the day to day operations and does a lot behind the scenes. Tom Tobias is an experienced



agent who has been a go-to resource for not only their clients, but for the team as well. And with the new addition of Holly Little and her experience and professionalism this past year, the sky is the limit for The Sheppard Team and their clients.

Relationships are the secret sauce. Jason says it plainly: working with clients is wonderful, but the relationships with lenders, title companies, inspectors, and contractors matter just as much. "And relationships with other agents," he adds. At a time when competition can get cutthroat, Jason takes the opposite approach. "If I have a listing and you have a buyer, let's work together and



“

*IT'S BEEN NICE TO
GIVE OUR CLIENTS
THE TIME THEY
DESERVE.*

***FLEXIBILITY IS
EVERYTHING.***

”



do our best to get this to the finish line. “Relationships are the key and can make things go so much smoother.”

His passion? Getting better. Not reinventing himself every year. Just fine-tuning, tightening the screws, leveling

up even when things are already working. “Even when you think you have it figured out, you can always do a little bit better.”

Outside work, Jason is all about family. They moved to Wyoming eight years ago

“

IF I HAVE A LISTING AND YOU HAVE A BUYER, LET’S WORK TOGETHER AND DO OUR BEST TO GET THIS TO THE FINISH LINE.

RELATIONSHIPS ARE THE KEY AND CAN MAKE THINGS GO SO MUCH SMOOTHER.

”

for the schools and small-community feel. Last year alone, he had a child in high school, middle school, elementary, and preschool. “All in,” he says. That’s life with four kids—Sydney, Luke, Cole, and Joseph—each one involved in sports or outdoor activities. “We work hard, and play harder! And I do it for them.” They are his why.

Every year, he sets the same goal: sell more than the year before. He wants to keep building, keep improving, keep pushing forward for the people counting on him.

Electrician. REALTOR®. Team leader. Husband. Father of four. Jason Sheppard doesn’t see these as separate titles. They’re all parts of the same story, one grounded in grit, growth, family, and the kind of work ethic that started on job sites long before he ever handed someone a set of keys.

He’s built a life where the spark never fades. The future looks bright for this Top Producer.



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Pat Tenoever

with Sibcy Cline

WRITTEN BY ELIZABETH MCCABE • PHOTO CREDIT: TIM CORBETT-SPANAGEL

Why wade in the waters of real estate when you can be all in? There are people who dip a toe into real estate. Then there's Pat Tenoever. He's the agent who cannonballed straight into the deep end and made waves big enough to be impossible to ignore. Driven. Hands-on. Unapologetically all-in. Pat doesn't just sell homes. This dedicated real estate professional builds relationships, rolls up his sleeves, and sometimes even rewires the light fixtures on the way to closing. If you're looking for an agent who keeps his phone on, his boots dirty, and his clients happy, meet the man everyone is watching.



20 units, totaling \$2 million. His second year he climbed to 28 homes and roughly \$4.6 million, proof that his work ethic and relationship-building skills were already opening doors. When he later moved to Sibcy Cline, the growth didn't slow. Though his first year there wasn't a full calendar year, his production remained strong. In 2022 he closed around \$8 million, and in 2023, his business increased to more than \$9 million with over 30 units. By 2024, he shattered expectations, hitting over \$17 million and 47 units. And heading into 2025, he is projecting 48 units and over \$17 million in volume.

Pat grew up in the Cincinnati area, and in his early twenties, he and his wife (who were both in outside sales) talked often about real estate. They were inspired by Carleton Sheets videos, mapped out possibilities, and imagined what diving into the industry might look like. But Pat didn't pull the trigger. The risk felt too big. So he detoured into medical sales.

Everything shifted when his younger brother called from North Carolina, deep in the slate and tile roofing world. Pat gave it a shot, and instantly felt at home working with his hands. He learned slate, tile, and metal roofing from the ground up. Two years later, he launched Signature Slate in Cincinnati and Northern Kentucky, and loved every second of building something real, something tangible. He still loves it so much that he'll do custom slate work as a closing gift if a client needs it.

Life pivoted again in 2015 when his wife was diagnosed with breast cancer. With insurance top of mind, Pat shifted back into sales. And then, in November 2018, he finally took the leap he'd been circling for years: he earned his real estate license in Ohio.

He began at ERA, immersing himself in the industry and quickly establishing momentum. In his first year he closed



“
**A good deal
is good for
both sides.”**

Pat earned his Kentucky license just three months after Ohio, naturally extending his business into Northern Kentucky through long-standing family ties near Owenton, where his wife's family has had a lake house for three decades. Pat is passionate about lake life, and it shows. Over the last five years, he's built a thriving lakeside business complete with pontoon tours. Most buyers have never actually been on the lake, so he takes them out for two to three hours, showing them what their weekends (and future memories) could look like.

Those lake clients often have homes on both sides of the river, and relationships expand effortlessly. And for Pat, relationships are everything. He loves listening, figuring out what people want, and walking through one home or fifty until the right one appears.

His roofing background adds tremendous value for his clients. He can spot issues other agents miss, help clients understand what's fixable, what's expensive, and what's a non-starter. He doesn't mind tackling physical work either. You name it – he does it! He's installed light fixtures, pressure washed, cleaned yards, helped people move, and rolled up his sleeves at countless listings. “A good deal is good for both sides,” he says, and he means it. Pat has stepped in financially more than once to help both parties move forward when a deal hits a wall.

He embraces the chaos of real estate. Every day looks different. Every process takes a different turn. Obstacles don't rattle him. They energize him. “Everyone calm down and work through this together” is more than a mindset; it's how he leads clients to the finish line.

Pat is a dual agent about 25 times over, something most agents would never attempt. But with decades spent learning communication, listening, and staying level-headed, he knows how to navigate both sides without losing focus.

His availability sets him apart. Real estate never feels like work to him. He keeps his phone on, opens his laptop on vacation, and answers promptly. No



cut-off times. No boundaries when his clients need something.

Outside of real estate, Pat is all about family. Three kids (two boys and a daughter) and a growing line of grandchildren. His parents bought the family's Kentucky farm when he was five, and Pat still helps maintain the couple hundred acres: mowing, clearing trails, bush-hogging, and keeping it beautiful for the family members who gather there. He's one of eight kids, and the farm is sacred ground.

He even built a stage in the barn and created “Barnstock,” which is his own

spin on Woodstock. The first couple years drew 125 people, and he hopes to grow it into a several-hundred-person event. Music, outdoors, community... that's who he is.

Whether he's boating, floating, farming, or negotiating a deal worth millions, Pat does everything with full commitment. That's the kind of man he is.

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WRITTEN BY ELIZABETH MCCABE • PHOTO CREDIT: BRENNIA SMITH

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Nathan launched Safe Start Home Inspections in 2016 and has since completed just shy of 3,000 inspections. His background in construction gives him an eye for detail and the ability to spot what others may miss. "I like to

learn," he says. "I complete 80–100 hours of continuing education a year. Only 14 are required, but I want to stay ahead of new technology and information." His commitment to mastery is evident in every inspection he performs.

Both Nathan and his team are licensed home inspectors through the International Association of Certified Home Inspectors. They are also licensed in Ohio for radon testing and wood-destroying insect inspections.

Safe Start Home Inspections is based in Lebanon, conveniently centrally located

between the Cincinnati and Dayton markets. That strategic location means Nathan can easily serve clients in both areas, a major advantage for real estate agents who work across regions.

A Customized Approach

Nathan tailors each inspection to meet the client's needs. Whether it's a residential property, condo, apartment complex, or commercial building up to 25,000 square feet, he covers every aspect of the structure. His standard home inspection ranges from roof to foundation. Think crawl spaces, basements, electrical, HVAC,



“

My favorite thing is working with new homebuyers. They're excited about their new home, and I'm able to walk them through what's going on inside the house.”



plumbing, and everything in between. He also offers radon testing, wood-destroying organism inspections, sewer scoping, and a free visual mold inspection with every service. Don't forget pre-listing inspections, new construction inspections, or rental inspections either.

After the inspection, Nathan walks clients through a comprehensive report, highlighting any issues that could cause damage or safety concerns. Every photo and detail is reviewed to ensure the information is accurate, and the report is provided in PDF format for easy viewing and sharing.

“My favorite thing is working with new homebuyers,” says Nathan. “They're excited about their new home, and I'm able to walk them through what's going on inside the house.” His construction background allows him to explain what issues

mean, what needs attention, and how to care for the home long-term.

“I've also worked with clients after they have moved into their homes,” he comments. Nathan walks his clients through fixing issues.

A Trusted Partner for Real Estate Agents

Agents often attend inspections to better understand Nathan's reports, and many of them call him for guidance long before a property hits the market. “Some agents send me photos and ask what needs to be fixed,” Nathan explains. He's known for making himself available, answering questions, and helping agents navigate inspection findings with confidence.

His advice for Cincinnati-area agents? Schedule inspections as soon as a client goes under contract. “I get so many calls needing an inspection in two days,” he says. “The earlier you call, the better.”

Community, Family, and Faith

Nathan is as dedicated to his community as he is to his clients. He is married to Crystal, his wife of 26 years, and they are blessed with one son, Xander (16). Xander recently started driving this year. Nathan and his family are deeply involved with their church, Citygate, which is currently preparing a large Christmas production called *The Wonder of Christmas*. His son recently joined the church staff as well, something Nathan is incredibly proud of. Helping others is what Nathan does best.

We are honored to feature Safe Start Home Inspections, LLC in this month's issue. For more information, visit their website at www.safestarthi.com.

Nathan Wessel
Safe Start Home Inspections, LLC
937-321-7479
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nwessel@safestarthi.com



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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- Nov 30 as of December 5th, 2025 at 4:13PM

Rank	Name	Office	Total	Volume
1	Scott A. Oyler	Coldwell Banker Realty	282	\$183,484,071
2	Peter D. Chabris	Keller Williams Seven Hills Re	522	\$159,349,198
3	Julie K. Back*	Sibcy Cline	100	\$155,916,017
4	Ragan R. McKinney	Ragan McKinney Real Estate	355	\$115,369,192
5	Rick J. Finn	Coldwell Banker Realty	174	\$84,239,535
6	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	166	\$69,863,847
7	Brittney Frietch	BF Realty	140	\$64,602,748
8	Kevin E. Hildebrand	eXp Realty	146	\$61,405,175
9	Rakesh Ram	Coldwell Banker Realty	133	\$61,054,475
10	Shelley Miller Reed	Coldwell Banker Realty	66	\$60,669,250
11	Andrew Gaydosh	eXp Realty	169	\$57,767,359
12	Daniel Baron	Keller Williams Advisors	150	\$57,441,429
13	Amy Hackett Roe	Coldwell Banker Realty	61	\$56,145,905
14	Ronald A. Bisher	Coldwell Banker Realty	134	\$53,979,599
15	Andrea DeStefano	Sibcy Cline	73	\$53,186,586
16	Heather R. Herr	Private Real Estate Collection	107	\$52,562,547
17	Bob Dorger	Comey & Shepherd	77	\$50,989,344
18	Allison Thornton	Sibcy Cline	27	\$48,297,755
19	Michael C. Hinckley	Coldwell Banker Realty	56	\$46,841,357
20	Heather McColaugh	BF Realty	98	\$46,301,998
21	Monika Deroussel	eXp Realty	93	\$45,223,532
22	Adam G. Marit	Real Link	119	\$44,999,376
23	Jack C. Hinckley	Coldwell Banker Realty	55	\$44,705,356
24	Holly Finn	Coldwell Banker Realty	93	\$43,761,493
25	Julia Packer P. Wesselkamper	Coldwell Banker Realty	65	\$41,824,104
26	Robbie Dorger	Comey & Shepherd	58	\$41,607,897
27	Timothy J. Mahoney II	Sibcy Cline	36	\$39,007,306
28	Michael L. Murtland	Comey & Shepherd	85	\$38,397,097
29	Tyler R. Minges	Huff Realty	94	\$37,795,633
30	Megan S. Stacey	Coldwell Banker Realty	59	\$37,052,700
31	Heather Alley	Keller Williams Advisors	56	\$36,490,970
32	Helena F. Cameron	Sibcy Cline	77	\$36,149,096
33	Jon A. DeCurtins	ERA Real Solutions Realty	64	\$35,883,986
34	Maura K. Cagney-Tipton	Coldwell Banker Realty	101	\$35,836,600

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- Nov 30 as of December 5th, 2025 at 4:13PM

Rank	Name	Office	Total	Volume
35	Kelly Pear	Comey & Shepherd	52	\$35,261,387
36	Linda T. Destefano	Sibcy Cline	51	\$35,185,741
37	Cindy J. Shetterly	Keller Williams Distinctive Re	102	\$34,967,388
38	Laura Wogen	Coldwell Banker Realty	48	\$34,827,179
39	Robert J. Mahoney	Sibcy Cline	48	\$34,710,329
40	Tyler McConnell	Comey & Shepherd	85	\$34,555,297
41	Jon L. Bowling	Re/Max Preferred Group	86	\$34,382,075
42	Patrick J. Cagney	Coldwell Banker Realty	104	\$34,250,150
43	Sue S. Lewis	Sibcy Cline	60	\$33,827,701
44	Anna S. Bisher	Coldwell Banker Realty	83	\$33,817,099
45	Walter B. Gibler	Coldwell Banker Realty	70	\$33,031,190
46	Robert Hines	Coldwell Banker Realty	32	\$31,551,247
47	Heather M. Stallmeyer	Coldwell Banker Realty	52	\$31,160,953
48	Michael P. Hines	Coldwell Banker Realty	22	\$31,153,036
49	Amy L. Markowski	Real of Ohio	106	\$30,972,396
50	Rebecca A. Messenger	Comey & Shepherd	47	\$30,086,628
51	Heather S. Kopf	Kopf Hunter Haas	39	\$29,792,573
52	Robert F. Stephens	Comey & Shepherd	46	\$29,678,363
53	Kimberly K. Mansfield	Keller Williams Advisors	95	\$29,627,987
54	Micha Gleisinger	Comey & Shepherd	42	\$29,198,473

Rank	Name	Office	Total	Volume
55	Robyn L. Rhein	eXp Realty	63	\$28,393,550
56	Gordon G. Green	eXp Realty	58	\$28,193,853
57	Jamie Gabbard	Comey & Shepherd	83	\$28,020,090
58	Janelle A. Sprandel	Comey & Shepherd	67	\$26,962,626
59	Tom Deutsch Jr.	Coldwell Banker Realty	88	\$26,866,091
60	Mitchell Ram	Coldwell Banker Realty	51	\$26,391,075
61	Andrew H. Homan	Coldwell Banker Realty	51	\$26,206,350
62	Sandra L. Peters	Comey & Shepherd	22	\$25,924,037
63	Elizabeth R. Mahoney	Sibcy Cline	35	\$25,652,156
64	Jeanne M. Rieder	Hoeting, Realtors	80	\$25,181,497
65	Diane Tafuri	Sibcy Cline	37	\$25,124,149
66	Molly E. Blenk	Comey & Shepherd	62	\$24,872,058
67	Courtne' C. Brass	Coldwell Banker Realty	65	\$24,726,300
68	Alexander Schafers	Re/Max United Associates	73	\$24,708,200
69	Mark Schupp	Sibcy Cline	91	\$24,640,225
70	Gina A. Dubell-Smith	eXp Realty	50	\$24,503,815
71	Sue M. Miller	Comey & Shepherd	60	\$24,315,117
72	Tyler A. Smith	Re/Max United Associates	56	\$24,021,850
73	Lynn M. Schwarber	Comey & Shepherd	48	\$23,481,850
74	Jessica Bauer	Comey & Shepherd	70	\$23,373,855
75	Kyle Mahoney	Sibcy Cline	26	\$23,347,446
76	Mike Hildebrand	eXp Realty	57	\$23,322,747
77	Flor D. McNally	Keller Williams Advisors	86	\$23,300,707
78	James E. Pitzer III	Coldwell Banker Realty	52	\$23,293,436
79	Timothy J. Mahoney	Sibcy Cline	23	\$23,098,815
80	Kathryn M. Cousino	Sibcy Cline	10	\$23,080,500
81	Christopher Shepherd	Plum Tree Realty	90	\$23,033,850
82	Ingrid K. Likes	Coldwell Banker Realty	46	\$22,980,350
83	Barbie Woehrmyer	Coldwell Banker Realty	59	\$22,976,401
84	Oscar Asesyan	Coldwell Banker Realty	47	\$22,937,219
85	Sue A. Wahl	Comey & Shepherd	58	\$22,687,117
86	Luke R. Luther	Coldwell Banker Realty	19	\$22,558,224
87	Zach Singler	Re/Max Local Experts	45	\$22,521,284
88	Michelle E. Hudepohl	Coldwell Banker Realty	35	\$22,481,650
89	Mary Clare Baden	eXp Realty	44	\$22,416,471
90	TJ Gausman	eXp Realty	57	\$21,933,826

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Rank	Name	Office	Total	Volume
91	Lesli D. Norris	Coldwell Banker Realty	49	\$21,771,900
92	Brice K. Allen	Coldwell Banker Realty	51	\$21,679,761
93	Trent S. Ferrell	Keller Williams Advisors	79	\$21,626,100
94	Nikki M. Hayden	Private Real Estate Collection	41	\$21,087,800
95	Tiffany B. Allen-Zeuch	Sibcy Cline	35	\$20,949,921
96	Carol A. Grubb	Comey & Shepherd	30	\$20,792,170
97	Sarah Robben	Coldwell Banker Realty	38	\$20,781,050
98	Eric Surkamp	Comey & Shepherd	28	\$20,680,353
99	Myles Greely	Keller Williams Community Part	58	\$20,319,060
100	Tina A. Burton	Sibcy Cline	45	\$20,201,642
101	Keith T. Taylor	Comey & Shepherd	56	\$19,963,467
102	Denise L. Gifford	Keller Williams Advisors	51	\$19,829,620
103	Robert DiTomassi	Comey & Shepherd	41	\$19,809,800
104	Austin R. Castro	Coldwell Banker Heritage	32	\$19,776,762
105	Tyler Dietz	Keller Williams Seven Hills Re	56	\$19,648,621
106	Richard Davey	Comey & Shepherd	55	\$19,564,467
107	Adam A. Schupp	Sibcy Cline	75	\$19,545,274
108	Celia B. Carroll	Sibcy Cline	24	\$19,515,178
109	May Xuemei Wu	Comey & Shepherd	37	\$19,502,984
110	Hannah K. Wang	Sibcy Cline	48	\$19,391,660
111	Cheryl A. Ferry	Keller Williams Advisors	56	\$19,382,194
112	Sara E. Limper	Coldwell Banker Realty	47	\$19,292,900
113	Larry L. Thinnis	Sibcy Cline	40	\$19,267,930
114	Nickolas G. Welage	Plum Tree Realty	35	\$18,929,759

Rank	Name	Office	Total	Volume
115	William Draznik	Coldwell Banker Realty	39	\$18,898,000
116	Sandi N. Wethington	eXp Realty	67	\$18,892,055
117	Alison M. Fossette	BF Realty	34	\$18,363,322
118	Steve S. Early	Sibcy Cline	26	\$18,331,500
119	Varun Varma	Coldwell Banker Realty	53	\$18,185,578
120	Kathy J. Kramer	Sibcy Cline	36	\$18,172,962
121	John Alley	Keller Williams Advisors	27	\$18,171,300
122	Erin P. Fay	Coldwell Banker Realty	45	\$18,160,849
123	Scott Ferguson	Real of Ohio	45	\$18,062,290
124	Carl F. Tuke	Sibcy Cline	25	\$17,944,425
125	Melissa B. Friede	Keller Williams Seven Hills Re	45	\$17,880,002
126	Logan Gittinger	Re/Max Alliance Realty	60	\$17,852,578
127	Sherry A. Obermeyer	Huff Realty	25	\$17,813,991
128	Michael W. Jordan	Jordan, Inc	41	\$17,805,523
129	Dawn Isenhower	Keller Williams Seven Hills Re	52	\$17,767,952
130	Marc A. Cameron	Sibcy Cline	33	\$17,725,144
131	Jason J. Bowman	Re/Max Alliance Realty	51	\$17,622,799
132	Keli S. Williams	Sibcy Cline	41	\$17,622,186
133	Evan Johnson	Cutler Real Estate	43	\$17,584,950
134	Alex J. Wagner	Coldwell Banker Realty	63	\$17,561,998

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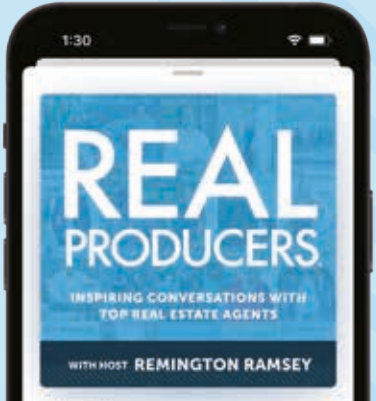
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Teams and Individuals | By Volume Jan 1- Nov 30 as of December 5th, 2025 at 4:13PM

Rank	Name	Office	Total	Volume
135	Anthony Vanjohnson	eXp Realty	69	\$17,494,947
136	John M. Bissman	Keller Williams Pinnacle Group	52	\$17,489,903
137	Jeri O'Brien-Lofgren	Sibcy Cline	28	\$17,470,623
138	Regina M. Hamilton	Sibcy Cline	48	\$17,464,777
139	Hillary Justice	Coldwell Banker Realty	44	\$17,443,400
140	Lee G. Robinson	Robinson Sotheby's Internat'l	22	\$17,110,900
141	Tom Hambly	Relocation Planners	38	\$17,012,470
142	Kimberly K. Ballinger	Re/Max Preferred Group	57	\$17,009,000
143	Beth Silber	Coldwell Banker Realty	48	\$16,993,190
144	Robert R. Smith	Coldwell Banker Realty	71	\$16,930,042
145	Olivia K. Hines	Keller Williams Advisors	44	\$16,877,425
146	Jason A. Sheppard	Coldwell Banker Realty	54	\$16,780,300
147	Alexander M. Moxsin	Keller Williams Pinnacle Group	27	\$16,756,725
148	Lisa McCarthy	Coldwell Banker Realty	60	\$16,696,099
149	Molly Eynon	Coldwell Banker Realty	42	\$16,661,000
150	Anne V. Bedinghaus	Coldwell Banker Realty	57	\$16,563,500

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