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Liv Hines

WITH KELLER WILLIAMS ADVISORS

On the Rise
VALERIE WOODHAM
with Sibcy Cline

Sponsor Spotlight
A-Z LENDING



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LIV HINES

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WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: NICOLE LEE PHOTOGRAPHY

“I WANT US TO BE THE CHICK-FIL-A OF REAL ESTATE.”

Let’s be honest. That’s not a phrase you expect to hear from one of Cincinnati’s rising real estate leaders, but Liv Hines doesn’t hesitate.

“We’re going to be quick. We’re going to be efficient. We’re going to be professional. We’re going to be consistent,” she says. “Every time you go to Chick-fil-A, you know you’re going to have a good experience.”

She’s right.

Think about it. Whether you’re ordering an Original Chicken Sandwich, a basket of waffle fries, a frosted lemonade or those famous nuggets, there’s comfort



in knowing exactly what to expect. The line may wrap around the building, but somehow it keeps moving. Employees greet customers with a smile, problems are solved quickly and all interactions seem intentional. People don’t just return because of the food. They come back because the experience is consistently exceptional.

That’s exactly what Liv wants clients to feel when they work with the Liv Hines Group. Think unbelievable customer service, real relationships, and solid systems. While many real estate agents build businesses around themselves, Liv has spent the past five

years building a team committed to producing an exceptional experience from the first conversation to the closing table.

Long before she was leading one of Keller Williams’ growing teams, however, Liv was teaching high school Spanish at St. Ursula Academy.

From the Classroom to Closings

Teaching wasn’t a backup plan. It was a career Liv genuinely enjoyed. After growing up in a bilingual Spanish program, becoming a Spanish teacher seemed like a natural fit. She spent four years investing in her



students before the pandemic accelerated a decision she had already been considering.

“I really liked being a teacher,” she says. “I just wanted a different lifestyle.”

Entrepreneurship had always been part of her life. Her father works in commercial real estate in Indianapolis, and her brother owns a construction business. Watching them build successful businesses inspired Liv to pursue a path of her own. She had also gotten to know successful real estate professional Heather Herr while teaching Heather’s daughters. Through that connection, Liv had a front-row seat as Heather and her team thrived during one of the hottest housing markets in history.

“It was kind of a perfect storm,” she says.

When the choice came down to law school or real estate, Liv followed her instincts. She earned her license in 2021 and

immediately entered one of the most competitive markets the industry has ever experienced. Rather than intimidating her, it accelerated her growth. “I’m really grateful that I cut my teeth in a really difficult market,” she says.

Building a Team

From day one, Liv envisioned something larger than becoming a successful solo agent. She wanted to build a team. That vision began taking shape when she hired Sally as her director of operations in 2025. Buyer specialist Justin joined later that year, followed by transaction coordinator Cassie in 2026. Together, they’ve created a business where every client benefits from clearly defined systems and a team working toward the same goal.

“I would not have the business or quality of life that I have without Sally Worth, Justin Pater and Cassie McLeod,” Liv says.

One surprise along the way has been discovering how much she enjoys mentoring others. “I’ve

really found a lot of joy and purpose teaching and mentoring the people on my team,” she says.

She credits Keller Williams, particularly manager Laura Picard, with helping her develop the systems and leadership skills that made the Liv Hines Group possible. “I would not be where I’m at if I just didn’t listen to people,” she says, “especially Laura and everyone at Keller Williams.”

Working Smarter

How does Liv do it all? She doesn’t. She delegates. Growing a team has taught her the art of delegating, and she’s a more productive real estate agent because of it. Today, she focuses on the few responsibilities that create the greatest impact while trusting her team to manage the rest.

“I really only do about two to three things. Everything else gets delegated out.”

Those systems have created something every entrepreneur hopes for: freedom. Most morn-

“

I’ve really found a lot of joy and purpose teaching and mentoring the people on my team.”



ings begin with a 7 a.m. workout, and she’s currently training for a HYROX race in December.

Evenings are often reserved for spending time with friends, walking her dog or hosting dinner parties.

Relationships Matter Most

Unlike many agents, Liv doesn’t rely on paid leads. “We run a primarily sphere and relationship-based business,” she says. Referrals, client appreciation events and genuine follow-up have fueled nearly all of the Liv Hines Group’s growth.

“There is enough business out there for everyone if you’re willing to work for it.”



That relationship-first mindset extends to social media as well.

“Your social media is like your résumé,” Liv says. “When people go to your social media page, they should be able to learn who you are and see your face immediately.” It’s all part of building trust before clients ever pick up the phone.

A Reputation Worth Building

One piece of advice has stayed with Liv since the beginning of her career: “There is enough business out there for everyone if you’re willing to work for it.” Rather than viewing other REALTORS® as competitors, she focuses on serving her clients exceptionally well while helping her team continue to grow.

After all, success was never her ultimate goal. Creating an experience people remember long after the keys are turned over is. Liv and her team aim to be consistent, friendly and efficient. In other words, exactly what Liv means when she smiles and says, “I want us to be the Chick-fil-A of real estate.” That will certainly keep people coming back for seconds! 🍷



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COMING FULL CIRCLE

Like father. Like daughter.

As a child growing up in New Zealand, Valerie Woodham knew exactly what happened when her family tried to go anywhere with her dad.

There was always a contract to drop off. A real estate sign to put up. Someone he knew at the restaurant. Real estate had a way of tagging along everywhere the Woodham family went, and Valerie and her siblings never missed an opportunity to give their dad a hard time about it.

Fast-forward a few decades, cross an ocean or two, and Valerie has discovered something she probably never saw coming.

She has become her father.

Now she's the one recruiting family members to help with signs. And now that her husband is retired, he's been pulled into the family business, too, occasionally mowing grass or helping fix something at a property.

"It's funny how it's kind of come full circle," Valerie says. "It's a family business for us too, and I wish my dad was alive to see it because he would

have been really proud that somebody in the family was in real estate."

From New Zealand to Cincinnati

Originally from New Zealand, Valerie was working as a paralegal for an international bank in the Middle East when she met her husband, a U.S. Navy pilot. The couple eventually moved to Cincinnati when he took a job with Comair. He later spent 21 years with NetJets before recently retiring.

Cincinnati wasn't necessarily supposed to be permanent. Then came two daughters, a comfortable life and, before long, roots in the community.

Real estate, however, had always been in the back of her mind.

Her father owned his own real estate company, and Valerie's professional background gave her another valuable connection to the industry. As a paralegal in New Zealand, she worked with contracts and legal documents every day. In the United States, she also gained experience with foreclosures and court-ordered properties. That experience now helps her navigate complicated transactions and assist clients facing challenging circumstances.



“I look at things differently than maybe a typical REALTOR® that didn’t have that experience,” she says.

Finally Taking the Leap

Although Valerie had been around real estate most of her life, she didn’t earn her license until COVID.

Her only regret? “I should have done it years ago,” she says.

“Every transaction and every client is important to me, regardless of the price point, **and I hope to continue building on that momentum.**”

The pandemic became the push she needed to step out on her own. She joined Sibcy Cline and began building her business full-time. Roughly four and a half years later, she still considers herself relatively new to the industry.

“It’s been a very busy four and a half years,” she says. “I’ve been fortunate

to work with clients on transactions ranging from \$65,000 parcels of land to a \$5.8 million home. But it’s not always just about the sale. I’ve also helped people navigate difficult situations, including avoiding foreclosure, resolving tax liens, and finding solutions when they didn’t know where to turn. Every transaction and every client is important to me, regardless of the price point, and I hope to continue building on that momentum.”

Based in Sibcy Cline’s Hyde Park office, Valerie works throughout the Cincinnati area with buyers, sellers and investors.

Lessons From Her Father

Ask Valerie for the best real estate advice she’s received, and she returns to the lessons she learned from her dad.

“Always be kind and respectful to everyone,” she says. “Treat your administrative team, title professionals, lenders, inspectors, and everyone involved in the transaction with the same respect you give your buyers and sellers. Real estate is a people business, and it takes a team of professionals working together to get a transaction to the closing table. Never take anyone’s role for granted, because every person involved plays an important part.”

He also taught her the importance of working hard, something she

now understands from a completely different perspective.

Valerie isn’t interested in building a large team or chasing a particular sales number. She wants to continue building a business under her own name, just as her father did. Her father’s business bore his name. Now Valerie is building a real estate business around her name.

“I like the fact that it’s my name,” she says. “I want to continue to build.”

Her goal is a reputation that generates referrals and earns the trust of clients and other professionals alike.

More Than a Transaction

What keeps Valerie energized is seeing what buying or selling a home means to the people involved. She especially enjoys helping first-time buyers begin a new chapter and watching people move through different stages of their lives.

“I just enjoy being part of those good times,” she says.

Helping others has long mattered to Valerie. She previously worked for a Cincinnati adoption agency and remains on its board. Although real estate is different, she sees a common thread.





“I hope people can say that they can **rely on me and that I’m honest.**”

“You’re helping people start their foundation, starting their lives in a home, starting to build equity,” she says. “It’s like the American dream, really, for me.”

That commitment continues after closing. Valerie stays in touch with clients and makes herself a resource, particularly for people relocating to Cincinnati who may need everything from a veterinarian to a dentist.

She understands what starting over feels like.

When Valerie arrived in Cincinnati, she didn’t have relatives nearby, lifelong friends or a built-in network. Over the

years, however, she has become deeply connected to the community. She served on the Hyde Park Neighborhood Council for approximately seven years, most recently as president, and remains involved with the business association and adoption agency.

Family, Home and the Future
Outside real estate, family is everything. She and her husband have two daughters: one is a college senior studying criminology, while the younger is a high school sophomore who loves baking and recently started her first job at a Hyde Park bakery.

Neither currently plans to enter real estate. Then again, neither did Valerie at their age.

The family also loves to travel. Valerie’s mother and brother live in New Zealand, while her sister lives in London. She tries to return to New Zealand once a year. Family tops the list of what she misses most.

Food comes in a close second. Fish and chips and meat pies remain favorites, and Valerie has learned to recreate some of the foods she grew up with.

“It’s never the same as my mum would make it,” she says. When she does get home, she makes up for it. “I just absolutely indulge in all of my favorite foods,” she laughs.

As Valerie looks ahead, she’s focused on strong relationships and a reputation for being reliable and trustworthy.

“I hope people can say that they can rely on me and that I’m honest,” she says.

Years ago in New Zealand, Valerie watched her father build a real estate business around hard work, relationships and treating people well. Today, she’s carrying those same lessons forward half a world away.

She may have become her father after all. And she’s perfectly fine with it. 🍷

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A-Z LENDING

How **Dante Zompetti** Built a Mortgage Company Where People Come Before Profits

BY ELIZABETH MCCABE
PHOTO CREDIT: KRISTA SILZ OF CINCY PHOTO

In 2018, Dante Zompetti found himself in what he laughingly describes as his “midlife crisis at 30.” He was working at a banking job that offered little room to grow, while at home he and his wife were raising their six-month-old son. **Taking that bank job was his way of giving some stability to his new family, but he knew he was meant for something more.**

Fortunately, what felt like a setback became the turning point that changed his life. A connection at the bank introduced him to the mortgage industry, and Dante discovered exactly where he belonged. The beginning wasn’t glamorous. With six months and only six loans under his belt, a profit-and-loss statement sitting in front of him, and virtually no local leadership or coaching, he was forced to figure things out on his own.

“I basically got thrown into the deep end,” Dante says. Rather than becoming discouraged, he leaned into the challenge.

His determination paid off. Dante quickly became a top-producing loan officer, consistently ranking among the top one percent nationwide, earning multiple President’s Club honors, and originating more than 150 loans annually. Yet despite his personal success, something still felt missing. After experiencing corporate re-

structurings, company acquisitions, and a lack of support at several large mortgage firms, Dante realized the industry often prioritized numbers over people.

“We asked ourselves, ‘What do we actually want to build?’” he recalls. That question led to the launch of

A-Z Lending in Dayton in the spring of 2023.

Built From A to Z

The company’s name represents its promise to every client:

“From your first home to your last loan, we are with you from A to Z.”

As an independent mortgage brokerage, A-Z Lending operates differently than a traditional retail bank. “We are a learning-first organization,” Dante says.

Remembering what it was like to navigate the industry without a mentor, he intentionally built a company centered on education, coaching, and personal development. Every member of the team is encouraged to grow through seven core “agent-lender commitments”: communication, availability, results, ideas, honesty, relationships, and problem-solving. Rather than chasing corporate production goals alone, Dante has focused on creating a culture where people genuinely enjoy coming to work.

“We want our team to be what God intended them to be: teachable, trustworthy, tenacious, growth-centered, and humble, while still having fun,” he says. That belief extends beyond the office. “I don’t want people





just to come here and close loans,” Dante says. “I want them to grow as professionals and as people.”

Instead of offering distant corporate incentives that feel unattainable, A-Z Lending celebrates success at more intervals. The Executive Club was Dante’s creation to give the loan officers something to work toward on their way to President’s Club. Recent Quarterly Executive Club earners have enjoyed a Mastermind Summit trip to Las

Vegas and local box seats at a Blue Jackets game.

Driving Impact: The A-Z Foundation

Beyond securing mortgages, Dante’s heart lies in giving back to the community that supported his growth. This past July, he officially launched the A-Z Foundation, a dedicated non-profit entity created to support local non-profits and foster community development across three targeted core initiatives:

The Heroes at Home Mission: An initiative focused on honoring and supporting military veterans. Through a direct partnership with A-Z Lending, a portion of the proceeds from every VA loan originated by the company is donated directly into veterans’ assistance programs.

The Sales to Succeed Program: Mentorship designed to introduce young people to the sales profession, equipping them with practical skills and

showing them that sales can be a rewarding, viable career path for their future.

The Impact Initiative: Direct financial support and fundraising for established regional charities, with launch partnerships benefiting **The Victory Project in Dayton** and the **Ronald McDonald House**.

As Dante says, “We’ve been blessed, and now it’s our turn to give back.”

Looking Ahead

Today, A-Z Lending is licensed in Ohio, Kentucky, Indiana, Tennessee, and Florida, with plans for thoughtful expansion throughout the region. The company is actively seeking two to three growth-minded loan officers in the Cincinnati area while building toward a long-term vision of 25 to 40 loan officers across the region. A key priority is finding the right leader to help establish

a strong presence in the Cincinnati market.

“Even with the rise of technology and AI, there will always be a need for dedicated salespeople and people you can truly trust,” Dante says. “We are a different kind of lender because we genuinely care about people.”

Beyond the Office

A Dayton native through and through, Dante loves Gem City. Some of his favorite childhood memories involve attending Dayton Dragons games with his father, a fun tradition he now shares with his own family.

When he isn’t helping clients purchase homes or coaching his team, Dante enjoys spending time with his wife of 11 years, Elizabeth, and their two amazing children. Eight-year-old Dante Jr., better known as DJ, loves hockey and cheering on the Cincinnati Cyclones, while two-year-old Shiloh keeps the family smiling with her

“We are a different kind of lender because we **genuinely care** about people.”

happy-go-lucky personality. “She’s got adorable curly hair and is a bundle of joy,” smiles Dante.

Whether helping first-time buyers purchase their dream home, mentoring loan officers, or investing in his community, Dante has built A-Z Lending on a simple belief: when people come first, everything else follows. 🏡



**CONTACT
US!**

For more information on A-Z Lending or to gain information about employment, check out their website at a-zlending.com or call 937-522-5419. “Cincinnati is my next outreach,” says Dante. He’s excited to hire more qualified individuals to join his team.

WHAT'S A PROMO?

A Promo is a unique promotional piece created for agents featured in the pages of Real Producers. A previously printed Real Producers article is transformed into a four- or eight-page leave-behind, laid out like the original article with limited customization.

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- Include with holiday cards
- Attract top talent (brokers love this!)
- Farm your favorite neighborhoods



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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- August 31 as of September 2nd, 2026 at 12:53PM

Rank	Name	Office	Total	Volume
1	Scott A. Oyler	Coldwell Banker Realty	236	\$160,347,834
2	Julie K. Back*	Sibcy Cline	97	\$151,558,317
3	Peter D. Chabris	Keller Williams Seven Hills Re	330	\$114,697,307
4	Brittney Frietch	BF Realty	127	\$71,756,788
5	Rick J. Finn	Coldwell Banker Realty	126	\$63,637,326
6	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	143	\$63,134,478
7	Daniel Baron	Keller Williams Advisors	145	\$56,086,210
8	Andrea DeStefano	Sibcy Cline	67	\$55,119,358
9	Amy Hackett Roe	Coldwell Banker Realty	63	\$51,795,000
10	Rakesh Ram	Coldwell Banker Realty	108	\$51,013,274
11	Shelley Miller Reed	Coldwell Banker Realty	57	\$48,525,400
12	Ragan R. McKinney	Ragan McKinney Real Estate	150	\$47,657,940
13	Heather McColaugh	BF Realty	77	\$47,280,198
14	Julia Packer P. Wesselkamper	Coldwell Banker Realty	62	\$46,506,100
15	Heather R. Herr	Private Real Estate Collection	85	\$43,326,636
16	Andrew Gaydosh	eXp Realty	111	\$41,213,179
17	Bob Dorger	Comey & Shepherd	57	\$41,145,155
18	Walter B. Gibler	Coldwell Banker Realty	79	\$36,774,141
19	Kevin E. Hildebrand	eXp Realty	87	\$36,706,440
20	Heather M. Stallmeyer	Coldwell Banker Realty	46	\$35,692,381
21	Adam G. Marit	Real Link	85	\$33,945,550
22	Robbie Dorger	Comey & Shepherd	43	\$31,988,655
23	Heather S. Kopf	Kopf Hunter Haas	42	\$31,771,738
24	Holly Finn	Coldwell Banker Realty	69	\$31,217,368
25	Kelly Pear	Comey & Shepherd	35	\$30,989,407
26	Eric Surkamp	Comey & Shepherd	36	\$30,512,253
27	Linda T. Destefano	Sibcy Cline	33	\$30,205,571
28	Ronald A. Bisher	Coldwell Banker Realty	79	\$29,532,032
29	Michael C. Hinckley	Coldwell Banker Realty	41	\$28,144,770
30	Helena F. Cameron	Sibcy Cline	62	\$28,001,900
31	Denise L. Gifford	Keller Williams Advisors	62	\$27,768,041
32	Jack C. Hinckley	Coldwell Banker Realty	40	\$27,604,270
33	Jon A. DeCurtins	ERA Real Solutions Real Estate	41	\$27,595,150
34	Tyler R. Minges	Huff Realty	65	\$27,595,111

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- August 31 as of September 2nd, 2026 at 12:53PM

Rank	Name	Office	Total	Volume
35	Jon L. Bowling	Re/Max Preferred Group	70	\$27,282,880
36	Allison Thornton	Sibcy Cline	23	\$26,930,300
37	Tom Deutsch Jr.	Coldwell Banker Realty	85	\$26,638,126
38	Sue S. Lewis*	Sibcy Cline	42	\$26,470,150
39	Megan S. Stacey	Coldwell Banker Realty	44	\$25,720,277
40	Rebecca A. Messenger	Comey & Shepherd	32	\$25,494,407
41	Robert J. Mahoney	Sibcy Cline	28	\$25,354,635
42	Monika Deroussel	eXp Realty	50	\$25,221,988
43	Sarah Robben	Coldwell Banker Realty	42	\$25,043,200
44	Heather Alley	Keller Williams Advisors	44	\$24,357,050
45	Austin R. Castro	Coldwell Banker Heritage	38	\$24,304,600
46	Alexander Schafers	Re/Max United Associates	61	\$24,209,075
47	Kathryn M. Cousino	Sibcy Cline	18	\$23,871,300
48	Luke R. Luther	Coldwell Banker Realty	19	\$23,770,950
49	Drew Frietch	BF Realty	49	\$23,143,673
50	Gina A. Dubell-Smith	eXp Realty	37	\$22,566,300
51	Michael P. Hines	Coldwell Banker Realty	13	\$22,534,320
52	Michael L. Murtland	Comey & Shepherd	49	\$22,158,194
53	Evan Johnson	Cutler Real Estate	51	\$22,088,536
54	Sue A. Wahl	Comey & Shepherd	57	\$21,697,227

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Rank	Name	Office	Total	Volume
55	James Hurtubise	Keller Williams Advisors	63	\$21,683,311
56	Michael W. Jordan	Jordan, Inc.	37	\$21,649,212
57	Janelle A. Sprandel	Comey & Shepherd	56	\$21,588,904
58	Tyler McConnell	Comey & Shepherd	45	\$21,561,944
59	Timothy J. Mahoney II	Sibcy Cline	17	\$21,524,973
60	Jessica Bauer Crichton	Comey & Shepherd	50	\$21,375,825
61	Keith T. Taylor	Comey & Shepherd	60	\$21,317,142
62	Laura Wogen	Coldwell Banker Realty	30	\$21,094,413
63	Richard Davey	Comey & Shepherd	59	\$21,067,142
64	David D. Browning	Coldwell Banker Realty	53	\$20,965,426
65	Sue M. Miller	Comey & Shepherd	53	\$20,908,300
66	Kimberly K. Mansfield	Keller Williams Advisors	65	\$20,631,458
67	Tami Holmes	Tami Holmes Realty	61	\$20,140,998
68	Maura K. Cagney-Tipton	Coldwell Banker Realty	53	\$20,017,092
69	Michele R. Mamo	eXp Realty	52	\$19,934,600
70	James E. Pitzer III	Coldwell Banker Realty	49	\$19,889,400
71	Micha Gleisinger	Comey & Shepherd	38	\$19,677,200
72	Tina A. Burton	Sibcy Cline	46	\$19,624,514
73	Allen D. Ernst II	Coldwell Banker Realty	55	\$19,613,875
74	Andrew H. Homan	Coldwell Banker Realty	28	\$19,556,636
75	Elizabeth R. Mahoney	Sibcy Cline	22	\$19,361,035
76	Jason A. Sheppard	Coldwell Banker Realty	45	\$19,074,200
77	Mike Hildebrand	eXp Realty	42	\$18,992,200
78	Trent S. Ferrell	Keller Williams Advisors	61	\$18,607,827
79	Patrick J. Cagney	Coldwell Banker Realty	55	\$18,467,792
80	Cindy J. Shetterly	Keller Williams Distinctive RE	57	\$18,195,816
81	Kyle Mahoney	Sibcy Cline	19	\$18,180,104
82	Ingrid K. Likes	Coldwell Banker Realty	26	\$18,151,687
83	Tom Hambly	Relocation Planners	40	\$18,142,200
84	Gordon G. Green	eXp Realty	49	\$18,134,638
85	Barbie Woehrmyer	Coldwell Banker Realty	43	\$18,077,030
86	Michelle E. Hudepohl	Coldwell Banker Realty	27	\$17,850,250
87	Mary Clare Baden	eXp Realty	39	\$17,800,000
88	Lesli D. Norris	Coldwell Banker Realty	42	\$17,776,550
89	Molly E. Blenk	Comey & Shepherd	35	\$17,730,500
90	Kathy J. Kramer	Sibcy Cline	28	\$17,665,200

TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- August 31 as of September 2nd, 2026 at 12:53PM

Rank	Name	Office	Total	Volume
91	Tiffany B. Allen-Zeuch	Sibcy Cline	27	\$17,529,000
92	Robert DiTomassi	Comey & Shepherd	32	\$17,499,500
93	Alex J. Wagner	Coldwell Banker Realty	58	\$17,272,315
94	Sandra L. Peters	Comey & Shepherd	21	\$17,249,365
95	Mitchell Ram	Coldwell Banker Realty	28	\$17,204,800
96	Anna S. Bisher	Coldwell Banker Realty	45	\$16,934,530
97	Mike Franz	Coldwell Banker Realty	8	\$16,890,500
98	Leah Slicer	Coldwell Banker Realty	51	\$16,819,300
99	Jeanne M. Rieder	Hoeting, REALTORS	53	\$16,691,211
100	Donald M. Johnson	Cutler Real Estate	38	\$16,678,036
101	Oscar Asesyan	Coldwell Banker Realty	35	\$16,524,376
102	Chris R. Waits	Sibcy Cline	47	\$16,468,450
103	Regina M. Hamilton	Sibcy Cline	42	\$16,411,750
104	Nikki M. Hayden	Private Real Estate Collection	28	\$16,397,046
105	Glen Whitten	Ohio Property Group, LLC	36	\$16,222,300
106	Cheryl A. Ferry	Keller Williams Advisors	44	\$15,899,690
107	Carol A. Grubb	Comey & Shepherd	23	\$15,869,295
108	Pete Kopf	Kopf Hunter Haas	28	\$15,818,455
109	Steve S. Early	Sibcy Cline	18	\$15,786,000
110	Robert F. Stephens	Comey & Shepherd	27	\$15,710,900
111	Courtne' C. Brass	Coldwell Banker Realty	39	\$15,684,285
112	May Xuemei Wu	Comey & Shepherd	26	\$15,665,800

Rank	Name	Office	Total	Volume
113	Marc A. Cameron	Sibcy Cline	27	\$15,486,300
114	Avery R. Lindner	Coldwell Banker Realty	24	\$15,446,400
115	Kurt J. Lamping	Sibcy Cline	51	\$15,442,947
116	Jason R. Beebe	Comey & Shepherd	41	\$15,326,500
117	Keli S. Williams	Sibcy Cline	34	\$15,229,001
118	Diane Tafuri	Sibcy Cline	17	\$15,010,000
119	Beth A. Brown Ciul	eXp Realty	35	\$14,996,900
120	Gabrielle Hodge	Ken Perry Realty, Inc.	36	\$14,948,000
121	Tyler A. Smith	Re/Max United Associates	41	\$14,940,800
122	Amy L. Vilardo	Coldwell Banker Realty	37	\$14,902,280
123	Celia B. Carroll	Sibcy Cline	19	\$14,656,000
124	Austin Long	Keller Williams Advisors	36	\$14,607,537
125	Lisa McCarthy	Coldwell Banker Realty	41	\$14,604,323
126	Brittney Lovdal	Keller Williams Advisors	41	\$14,549,430
127	Robert Hines	Coldwell Banker Realty	13	\$14,499,918
128	Kelly Little	Plum Tree Realty	40	\$14,478,799
129	Kristie Morris	Sibcy Cline	19	\$14,370,450
130	Ethan R. Bishop	Keller Williams Seven Hills Re	36	\$14,315,108
131	Rachel M. Silvey	Sibcy Cline	33	\$14,301,022

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- August 31 as of September 2nd, 2026 at 12:53PM

Rank	Name	Office	Total	Volume
132	Hillary Justice	Coldwell Banker Realty	35	\$14,275,599
133	Larry L. Thinnes	Sibcy Cline	34	\$14,274,802
134	Beth Silber	Coldwell Banker Realty	33	\$14,136,000
135	Lee G. Robinson	Robinson Sotheby's Internat'l	18	\$14,030,000
136	Melissa B. Friede	Keller Williams	39	\$13,966,999
137	Patrick Lach	Keller Williams Seven Hills Re	18	\$13,753,900
138	William Draznik	Coldwell Banker Realty	21	\$13,604,650
139	Flor D. McNally	Keller Williams Advisors	47	\$13,457,500
140	Brice K. Allen	Coldwell Banker Realty	27	\$13,386,400
141	Robert R. Smith	Coldwell Banker Realty	41	\$13,316,384
142	Robyn L. Rhein	eXp Realty	32	\$13,262,414
143	Zach Singler	RE/MAX Local Experts	22	\$13,238,900
144	Candace K. Tolliver	Re/Max Time	35	\$13,185,036
145	Timothy J. Mahoney	Sibcy Cline	11	\$13,160,116
146	Myles Greely	Keller Williams Community Part	39	\$13,066,600
147	Adam A. Schupp	Sibcy Cline	34	\$13,003,350
148	Angela M. Sexton	Coldwell Banker Realty	24	\$12,905,800
149	Jenny Krieger	Coldwell Banker Realty	18	\$12,829,800
150	Mark Schupp	Sibcy Cline	39	\$12,821,550

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