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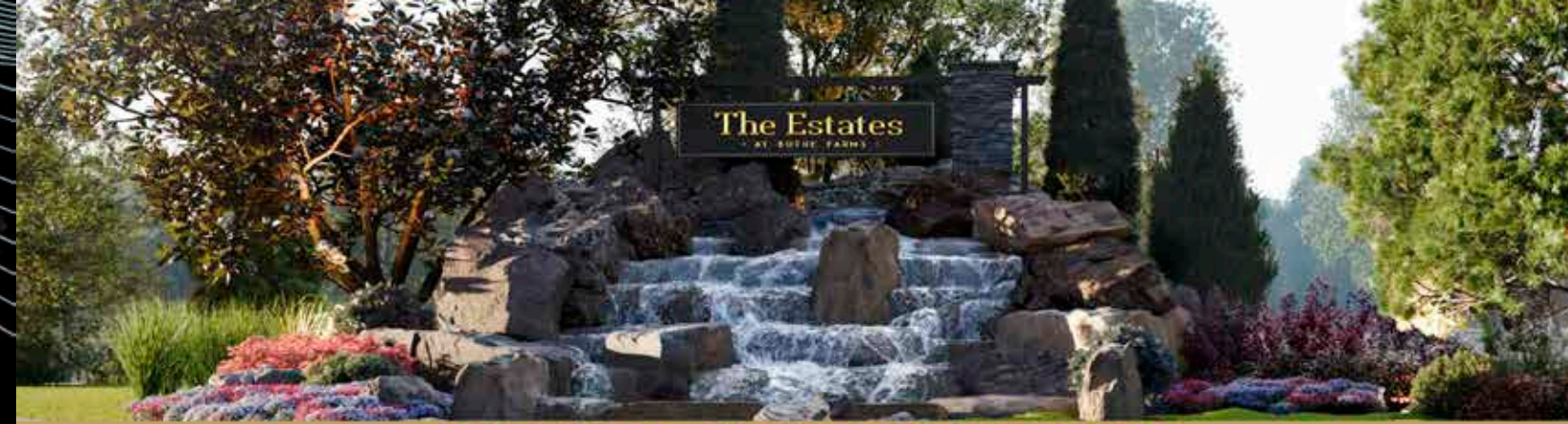
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WRITTEN BY ELIZABETH MCCABE
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There are plenty of agents who know how to sell a house. Varun Varma believes that is only a small part of the job.

“The biggest part of what we do isn’t selling homes,” Varun says. “It’s helping people navigate some of the most important financial and emotional decisions of their lives.”

Whether someone is purchasing a first home, selling a property filled with decades of memories, relocating a growing family, or buying an investment to create long-term wealth, Varun believes every successful transaction begins with understanding the person behind it.

“People rarely come to us because they simply need another bedroom,” he explains. “They’re usually navigating a major life change. Once you understand what someone is truly trying to accomplish, the strategy becomes much clearer.”

That balance—personal connection supported by thoughtful strategy—has become the foundation of Varma Realty Group and the philosophy behind Varun’s approach to real estate, leadership, and business.

From Crossroads to Calling

Long before earning his real estate license in late 2015, Varun was learning how to serve people during some of the most meaningful moments of their lives.

His experience helping manage the Elements Conference & Event Center in Sharonville gave him an early education in hospitality, communication, and anticipating the needs of others.

“In hospitality, you’re often involved in weddings and major celebrations,” Varun says. “You learn quickly that people remember how you made them feel long after they forget the details. Real estate isn’t much different.”

He later expanded that skill set through a sales and marketing position with Hubbard Interactive. The combination of hospitality and marketing helped him

understand how service, presentation, communication, and human connection could work together.

At the same time, Varun was helping manage his family’s gas station and convenience store business. In 2013, he and his father began exploring real estate as a potential investment opportunity. A longtime family friend, Jeff Rosa, helped introduce him to the industry and became an important mentor as Varun began navigating the real estate space.

“I could tell almost immediately that I was intrigued by it,” Varun recalls. “Real estate brought together so many things I enjoyed—relationships, negotiation, marketing, problem-solving, and the opportunity to create something meaningful.”

Around that period, an unexpected and life-changing experience left Varun at a personal and professional crossroads.

“It forced me to step back and ask what I wanted the next chapter of my life to look like,” he says. “Getting licensed gave me a new direction, but more importantly, it gave me something I could build.”

What began as a career change quickly became a calling.

The Advisor Clients Call First

From the beginning, Varun knew he did not want to build a business centered only on transactions.

“I’ve never wanted to be the salesperson chasing the next deal,” he says. “I’ve always wanted to be the advisor people call before making an important decision.”

That distinction influences how he works with every client. Rather than beginning with bedrooms, bathrooms, or price ranges, Varun focuses first on the outcome the client is trying to achieve.

For a first-time buyer, success may mean establishing stability and beginning to build equity. For a growing family, it may mean balancing location, school districts, commute, space, and affordability. For an investor, the conversation could involve cash flow, renovation risk, financing, appreciation, or the role a property will play within a larger portfolio.

“Every situation requires a different strategy,” he says. “Our responsibility





Building Better Systems

As Varma Realty Group has grown, so has another of Varun's interests: creating systems that allow his team to serve clients more consistently and effectively.

"I'm fascinated by systems," he says. "I'm always asking, 'How can we make this simpler, faster, and better for the client?'"

That curiosity has led Varun to explore artificial intelligence, automation,

and new ways to improve real estate workflows. He does not view technology as a replacement for strong agents or personal relationships. Instead, he sees it as a way to remove repetitive work and create more time for the parts of the profession that require judgment, empathy, and experience.

"I don't think the next generation of real estate will be defined by who works the

most hours," Varun says. "It'll be defined by who builds the best systems."

For Varun, those systems should make agents more available—not less human.

"Technology shouldn't replace relationships; it should strengthen them," he explains. "If AI can handle repetitive tasks behind the scenes, that gives us more time to do the work clients actually hire us for: listening, advising, negotiating, solving problems, and helping them move forward with confidence."

His larger vision includes developing processes that improve the experience for clients, team members, and eventually other real estate professionals. Still, innovation is never the goal by itself.

"The technology only matters if it helps us serve people better," he says. "Efficiency without care doesn't create a great experience."

Success Beyond the Scoreboard

Production, recognition, and growth are meaningful parts of any real estate business, but Varun does not believe they tell the entire story.

"Our industry spends a lot of time measuring success through sales volume, awards, and transaction counts," he says. "Those things matter, but they aren't what clients remember."

is to understand the goal, evaluate the risks, and help the client make a confident decision—not simply push the transaction forward."

His own experience as a real estate investor has further shaped that perspective.

"Real estate is one of the few tools that can change a family's financial future when it's approached thoughtfully," Varun says. "Whether someone is buying a home to live in or an investment property, I encourage them to think beyond today's closing and consider where they want to be five or ten years from now."

That long-term mindset has helped Varun guide clients through shifting market conditions, competitive bidding environments, changing interest rates, complex inspections, and emotionally charged negotiations.

"You cannot control every part of a transaction or predict every change in the market," he says. "What you can do is remain clear-headed, communicate honestly, and help your clients separate the emotional noise from the decision in front of them."



“What you can do is remain **CLEAR-HEADED, COMMUNICATE HONESTLY,** and help your clients separate the emotional noise from the decision in front of them.”





“If we can combine authentic relationships, sound advice, strong strategy, and technology that gives people a better experience, I BELIEVE THAT’S WHAT THE FUTURE OF THIS BUSINESS LOOKS LIKE.”

Clients remember whether their questions were answered. They remember whether their agent remained calm when the transaction became difficult. They remember whether they felt informed, protected, and confident that someone was genuinely advocating for them.

“If a client walks away knowing we cared about the outcome as much as they did, then we’ve done our job,”

Varun says. “Everything else follows from that.”

That relationship-centered approach has allowed Varun’s business to grow largely through repeat clients, referrals, and lasting connections rather than one-time transactions.

Family, Fatherhood, and Perspective

While Varun remains ambitious about the future of his business, his greatest motivation is found at home.

He and his wife of eight years are raising two young children while navigating the demands of entrepreneurship, marriage, and family life. Becoming a father—particularly a father to a daughter—also inspired his podcast, *Listings & Lullabies: A Girl Dad’s Journey*.

The podcast explores the realities of fatherhood, career, relationships, and the challenge of staying present while continuing to pursue meaningful goals.

“Becoming a dad changed my perspective on almost everything,” Varun says. “It made me think differently about time, leadership, and the kind of example I want to set.”

He also credits his parents, who immigrated from India to the United States in the 1970s, with instilling

the work ethic that continues to guide him.

“My parents worked tirelessly to create opportunities for our family,” he says. “I know my children may not face the same hardships, but I want them to understand that nothing meaningful is simply handed to you. It takes consistency, humility, resilience, and hard work.”

Outside of real estate, Varun remains active in Cincinnati’s Indian American business community and enjoys traveling, spending time with his family, and supporting Cincinnati sports.

Looking Ahead

Ask Varun what comes next, and his answer is not limited to selling more homes.

He sees a future that includes continuing to grow Varma Realty Group, investing in real estate, mentoring others, expanding *Listings & Lullabies*, and developing technology-driven systems that can improve the way real estate professionals operate.

But regardless of how large the vision becomes, the foundation remains the same.

“I don’t want to build the biggest real estate team,” Varun says. “I want to build one of the most trusted.”

For him, the future of real estate is not a choice between technology and relationships. It is about using better tools to create a more thoughtful, responsive, and human experience.

“If we can combine authentic relationships, sound advice, strong strategy, and technology that gives people a better experience, I believe that’s what the future of this business looks like.”

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HANNAH Franzen

WRITTEN BY ELIZABETH MCCABE
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SOARING TO SUCCESS!

There is a common misconception that launching a successful career in real estate requires a slow, decades-long burn. It takes years to build a sphere of influence and trusted referrals. Hannah (Stonecipher) Franzen is here to shatter that timeline.

Since obtaining her license in the spring of 2025 with Keller Williams Advisors Realty, Hannah has closed an astonishing 51 transactions in roughly a year and a half. For most agents, that volume takes years to build. For Hannah, it's simply the result of an intense competitive drive, an unexpected career path, and a deep, genuine love for her community. She has put the pedal to the metal in real estate.

"I didn't really expect this to happen quite so quickly, but I'm incredibly glad that it did," Hannah admits. "I've definitely put the work in."

Building Her Sphere

To understand how Hannah hit the ground running so fast, you have to look at where she started. A Southern California native who moved to the East Side of Cincinnati during middle school, Hannah studied chemistry at the University of Cincinnati. While she jokes that she doesn't directly use her science degree today, her college years introduced her to her first true passion: teaching group fitness.

Starting at age 19, Hannah began teaching classes, eventually leading workouts across Cincinnati and Northern Kentucky at studios like CycleBar, Totality Sculpt, Nyxx Cycle and Strength, and The Breathing Room. For nearly a decade, she coached cycling, Pilates, and strength training classes.

"Teaching group fitness helped me realize how much I love building relationships, creating community, and making others feel comfortable and confident," Hannah says. "You never truly know what someone is going through in their personal life when they walk through those doors. Being able to cultivate a safe, supportive space for

them was so rewarding. Now, I have that exact same opportunity in real estate."

After graduating during the uncertainty of the pandemic, Hannah also stepped into the corporate world, working full-time in wealth management. There, she mastered the art of guiding clients through high-stakes financial decisions with clear communication and impeccable organization.

Though she recently hung up her fitness mic to focus entirely on her booming real estate business, the lessons from her past lives are her secret weapon today. Whether helping a client navigate one of the largest financial transactions of their life or encouraging a friend, Hannah is always in "coach" mode. She can often be found educating, cheering others on, and problem-solving every step of the way. That steady support makes all the difference in real estate, where emotions often run high.

Redefining the Client Experience

For Hannah, buying or selling a home is rarely just a transaction; it is a major life transition.

"Whether someone is buying their first home, getting married, growing a family, relocating, or navigating a divorce, it's a new chapter," Hannah notes. "I want to take an exciting but often stressful time and make it feel a little less overwhelming." This trusted agent wants her clients to feel informed, supported, and genuinely cared for from beginning to end, because she truly does care.

This compassionate, person-first approach doesn't stop at the closing table. Many of Hannah's clients are already friends, and those who start as strangers quickly become close



connections. She keeps relationships alive organically, whether dropping off gifts, checking in on a pregnancy, or inviting past clients to join her “Walk Club,” where a group of women walk through Northern Kentucky before stopping for coffee at Elliott Cafe.

The Competitive Edge

While Hannah’s bubbly, easygoing demeanor makes her incredibly approachable, under the surface lies the heart of an athlete. Growing up, she played every sport available, focusing seriously on volleyball and lacrosse.

“People don’t always realize how competitive I actually am,” Hannah laughs. “But my competitiveness is less about beating other people and more about challenging myself. I love setting big, lofty goals and seeing what I’m capable of.”

That drive directly benefits her clients when it’s time to negotiate. While she is all smiles and support during the home search, she brings a sharp, determined

“
But my competitiveness
is less about beating other
people and more about
challenging myself. I love
setting big, lofty goals and
seeing what I’m capable of.”





edge to the negotiating table to protect her clients' best interests.

Keeping It Real

When she isn't hunting down properties for her clients, Hannah is enjoying life with her husband, Mac, whom she married in May 2025, right as her real estate career was taking flight. "He is my rock and my absolute biggest cheerleader," she says.

The couple loves to golf together (admitting that Mac might be the only person more competitive than Hannah) and are dedicated dog parents to Asher, their 7-year-old golden retriever who "believes every single person he meets is his best friend."

For those looking to follow in her footsteps, Hannah's advice is remarkably grounded: don't wait for perfection.

"Just go for it," she advises. "Commit to posting online, attend the events, and put yourself out there even when it feels uncomfortable. People aren't looking for perfection; they want to see consistency and connect with someone who is real and relatable."

Looking ahead, Hannah is filled with gratitude for the Cincinnati and Northern Kentucky communities that have championed her from day one.

“People aren’t looking for perfection; they want to see consistency and connect with someone who is real and relatable.”

"Every client who has trusted me, referred a friend, or shared a post has played a huge part in helping me build a career I genuinely love. I don't take that lightly. I am so excited to see where this journey takes me next." ❖

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MEET

TOM & TRACEY CAPUANO

OF CAPUANO TEAM PILLAR TO POST HOME INSPECTORS

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"At the end of the day, we're in the people business," Tom says. "I hire people who want to take care of others."

That philosophy has fueled remarkable growth. Since purchasing their Pillar To Post franchise in 1997, the Capuano Team has completed nearly 56,000 home inspections. Today, the company includes 15 team members, including nine experienced inspectors, and consistently ranks among the Top 3 Pillar To Post franchises out of more than 400 across North America.

Tom credits the success to one thing: "My team is the reason for our success."

These days, Tom no longer climbs onto roofs or crawls through attics and crawl spaces.

"I've got a group of great young men who can get on roofs, get in attics, and get in crawl spaces," he says. "My job is to support them, keep them sharp, and help them take care of our clients and the real estate agents who refer us."

That support extends well beyond the inspection itself. "Our whole focus is helping agents grow their business," Tom says.

One of the ways they accomplish that is through continuing education classes, educational lunches, and one of the company's most popular programs: mock home inspections.

Rather than sitting through a classroom presentation, REALTORS® walk through an actual home alongside one of Tom's inspectors, asking questions in a relaxed environment while learning how inspectors evaluate a property.

"It's a non-threatening way for agents to learn how we do our job," Tom explains. "It's really fun to help them take the fear out of the inspection process."

That's important because Tom understands what's at stake. "If something is going to get a deal off schedule, it's usually the inspection," he says. "We help agents understand how to answer questions, solve concerns, and keep the transaction moving."

Technology has also helped the Capuano Team deliver an even





better experience for both clients and agents.

Advanced infrared cameras allow inspectors to identify hidden moisture issues that aren't always visible to the naked eye. Inspection reports are delivered electronically before the inspector leaves the property, and every client receives access to a secure online portal where reports, termite inspections, sewer scopes, radon testing, and other services are stored in one convenient location.

"There is no more searching through old emails," Tom says. "Everything is there whenever they need it."

condition while providing REALTORS® with the information they need to guide clients through informed decisions.

"It's a privilege to be invited into someone's home," Tom says. "It's an exciting time for buyers, and we help them gain comfort and confidence about what they're purchasing."

That same commitment to service extends throughout the community.

Tom and his wife, Tracey, remain actively involved with the Cincinnati Board of REALTORS®, the Salvation Army, Hope House, and City Gospel Mission. Marketing

representative Julie McGraw also serves as chairperson of REALTORS® With Heart, helping raise funds to place automated external defibrillators (AEDs) throughout the community while coordinating AED training for REALTORS® and local organizations.

Whether mentoring inspectors, educating agents, or giving back through community service, Tom believes success always comes back to the same principle.

Take care of people.

Nearly 56,000 inspections later, that philosophy continues to strengthen relationships with REALTORS® across Greater Cincinnati. For Tom, every inspection is about more than identifying issues inside a home. It's about helping agents better serve their clients, build trust, and confidently guide families through one of life's biggest investments.

When REALTORS® succeed, their clients succeed. And that's exactly the kind of partnership Tom has spent nearly 30 years building.

For More Information:
Tom and Tracey Capuano
Capuano Team Leaders
Pillar To Post Home Inspectors
Office: 513-771-6689
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"It's an exciting time for buyers, and we help them gain comfort and confidence about what they're purchasing."

While technology continues to evolve, one thing hasn't changed: thoroughness. Each inspection evaluates more than 1,600 components throughout the home, giving buyers a clear understanding of the property's



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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- July 31 as of August 4th, 2026 at 5:24PM

Rank	Name	Office	Total	Volume
1	Scott A. Oyler	Coldwell Banker Realty	211	\$136,403,875
2	Julie K. Back*	Sibcy Cline	77	\$115,749,318
3	Peter D. Chabris	Keller Williams Seven Hills Re	283	\$98,293,542
4	Brittney Frietch	BF Realty	112	\$63,351,288
5	Eleanor D. Kowalchik	Keller Williams Pinnacle Group	130	\$57,834,778
6	Rick J. Finn	Coldwell Banker Realty	112	\$53,748,126
7	Daniel Baron	Keller Williams Advisors	127	\$48,362,310
8	Amy Hackett Roe	Coldwell Banker Realty	53	\$46,509,500
9	Rakesh Ram	Coldwell Banker Realty	96	\$46,003,274
10	Andrea DeStefano	Sibcy Cline	55	\$43,046,266
11	Shelley Miller Reed	Coldwell Banker Realty	47	\$42,237,900
12	Heather McColaugh	BF Realty	69	\$41,382,098
13	Heather R. Herr	Private Real Estate Collection	78	\$39,948,236
14	Ragan R. McKinney	Ragan McKinney Real Estate	126	\$39,219,440
15	Julia Packer P. Wesselkamper	Coldwell Banker Realty	51	\$36,724,550
16	Andrew Gaydosh	eXp Realty	98	\$36,671,979
17	Walter B. Gibler	Coldwell Banker Realty	71	\$34,444,641
18	Bob Dorger	Comey & Shepherd	46	\$33,035,155
19	Kevin E. Hildebrand	eXp Realty	77	\$31,708,340
20	Heather M. Stallmeyer	Coldwell Banker Realty	42	\$31,521,381
21	Eric Surkamp	Comey & Shepherd	32	\$28,776,253
22	Adam G. Marit	Real Link	70	\$28,647,575
23	Linda T. Destefano	Sibcy Cline	30	\$27,960,571
24	Kelly Pear	Comey & Shepherd	31	\$27,950,407
25	Heather S. Kopf	Kopf Hunter Haas	34	\$27,264,738
26	Holly Finn	Coldwell Banker Realty	61	\$25,955,568
27	Robbie Dorger	Comey & Shepherd	35	\$25,823,655
28	Michael C. Hinckley	Coldwell Banker Realty	38	\$25,692,770
29	Ronald A. Bisher	Coldwell Banker Realty	68	\$25,613,002
30	Megan S. Stacey	Coldwell Banker Realty	41	\$24,813,277
31	Jack C. Hinckley	Coldwell Banker Realty	36	\$24,553,270
32	Jon A. DeCurtins	ERA Real Solutions Real Estate	38	\$24,360,150
33	Tom Deutsch Jr.	Coldwell Banker Realty	74	\$23,542,726
34	Rebecca A. Messenger	Comey & Shepherd	29	\$23,450,407

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- July 31 as of August 4th, 2026 at 5:24PM

Rank	Name	Office	Total	Volume
35	Austin R. Castro	Coldwell Banker Heritage	36	\$23,094,600
36	Tyler R. Minges	Huff Realty	55	\$23,066,611
37	Jon L. Bowling	Re/Max Preferred Group	55	\$22,450,800
38	Evan Johnson	Cutler Real Estate	50	\$21,973,536
39	Heather Alley	Keller Williams Advisors	41	\$21,943,050
40	Helena F. Cameron	Sibcy Cline	51	\$21,931,400
41	Allison Thornton	Sibcy Cline	20	\$21,785,300
42	Alexander Schafers	Re/Max United Associates	53	\$21,738,075
43	Denise L. Gifford	Keller Williams Advisors	48	\$21,029,400
44	Gina A. Dubell-Smith	eXp Realty	35	\$20,861,300
45	Sarah Robben	Coldwell Banker Realty	34	\$20,624,400
46	Monika Deroussel	eXp Realty	41	\$20,060,488
47	Drew Frietch	BF Realty	41	\$20,031,273
48	Laura Wogen	Coldwell Banker Realty	28	\$19,930,400
49	Keith T. Taylor	Comey & Shepherd	54	\$19,539,642
50	Janelle A. Sprandel	Comey & Shepherd	51	\$19,495,004
51	Sue S. Lewis	Sibcy Cline	33	\$19,457,250
52	Sue A. Wahl	Comey & Shepherd	51	\$19,433,000
53	Richard Davey	Comey & Shepherd	53	\$19,289,642
54	Kathryn M. Cousino	Sibcy Cline	16	\$19,186,300

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Rank	Name	Office	Total	Volume
55	Jessica Bauer Crichton	Comey & Shepherd	43	\$18,961,900
56	Michael W. Jordan	Jordan, Inc	30	\$18,712,304
57	Sue M. Miller	Comey & Shepherd	47	\$18,583,500
58	James Hurtubise	Keller Williams Advisors	54	\$18,472,800
59	Robert J. Mahoney	Sibcy Cline	22	\$18,329,635
60	Michael L. Murtland	Comey & Shepherd	42	\$18,276,142
61	Luke R. Luther	Coldwell Banker Realty	15	\$18,177,500
62	David D. Browning	Coldwell Banker Realty	46	\$17,654,676
63	Micha Gleisinger	Comey & Shepherd	34	\$17,559,200
64	Michele R. Mamo	eXp Realty	46	\$17,502,850
65	Kimberly K. Mansfield	Keller Williams Advisors	55	\$17,363,258
66	Kyle Mahoney	Sibcy Cline	18	\$17,330,038
67	Cindy J. Shetterly	Keller Williams Distinctive Re	52	\$16,775,816
68	Tami Holmes	Tami Holmes Realty	50	\$16,730,898
69	Donald M. Johnson	Cutler Real Estate	37	\$16,563,036
70	Andrew H. Homan	Coldwell Banker Realty	25	\$16,386,636
71	Timothy J. Mahoney II	Sibcy Cline	12	\$16,353,197
72	Allen D. Ernst II	Coldwell Banker Realty	47	\$16,330,975
73	Lesli D. Norris	Coldwell Banker Realty	39	\$16,291,550
74	Michael P. Hines	Coldwell Banker Realty	11	\$16,239,065
75	Mike Franz	Coldwell Banker Realty	7	\$16,223,000
76	Mike Hildebrand	eXp Realty	38	\$16,164,700
77	Mitchell Ram	Coldwell Banker Realty	26	\$16,154,800
78	Gordon G. Green	eXp Realty	44	\$15,980,138
79	Trent S. Ferrell	Keller Williams Advisors	53	\$15,909,177
80	Jason A. Sheppard	Coldwell Banker Realty	38	\$15,866,300
81	Molly E. Blenk	Comey & Shepherd	31	\$15,838,500
82	Oscar Asesyan	Coldwell Banker Realty	33	\$15,724,376
83	Tyler McConnell	Comey & Shepherd	36	\$15,713,142
84	Robert DiTomassi	Comey & Shepherd	30	\$15,624,500
85	Tom Hambly	Relocation Planners	35	\$15,582,200
86	Michelle E. Hudepohl	Coldwell Banker Realty	23	\$15,554,250
87	Kathy J. Kramer	Sibcy Cline	23	\$15,527,400
88	Cheryl A. Ferry	Keller Williams Advisors	43	\$15,499,690
89	Mary Clare Baden	eXp Realty	34	\$15,305,100
90	Tiffany B. Allen-Zeuch	Sibcy Cline	24	\$15,264,000

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- July 31 as of August 4th, 2026 at 5:24PM

Rank	Name	Office	Total	Volume
91	James E. Pitzer III	Coldwell Banker Realty	40	\$15,226,400
92	Maura K. Cagney-Tipton	Coldwell Banker Realty	40	\$15,100,692
93	Diane Tafuri	Sibcy Cline	17	\$15,010,000
94	Ingrid K. Likes	Coldwell Banker Realty	23	\$14,981,687
95	Patrick J. Cagney	Coldwell Banker Realty	43	\$14,613,392
96	Sandra L. Peters	Comey & Shepherd	18	\$14,531,865
97	Pete Kopf	Kopf Hunter Haas	25	\$14,465,130
98	Jeanne M. Rieder	Hoeting, Realtors	45	\$14,395,200
99	Chris R. Waits	Sibcy Cline	41	\$14,351,200
100	Tina A. Burton	Sibcy Cline	38	\$14,314,705
101	Avery R. Lindner	Coldwell Banker Realty	22	\$14,289,400
102	Kelly Little	Plum Tree Realty	38	\$14,286,799
103	Nikki M. Hayden	Private Real Estate Collection	26	\$14,244,646
104	Barbie Woehmyer	Coldwell Banker Realty	36	\$14,204,130
105	Leah Slicer	Coldwell Banker Realty	44	\$14,187,300
106	Kristie Morris	Sibcy Cline	18	\$14,137,950
107	Regina M. Hamilton	Sibcy Cline	34	\$13,973,750
108	Elizabeth R. Mahoney	Sibcy Cline	17	\$13,846,135
109	Keli S. Williams	Sibcy Cline	30	\$13,774,192
110	Anna S. Bisher	Coldwell Banker Realty	35	\$13,728,300
111	Larry L. Thinnies	Sibcy Cline	29	\$13,567,302
112	Steve S. Early	Sibcy Cline	16	\$13,557,000

Rank	Name	Office	Total	Volume
113	Lee G. Robinson	Robinson Sotheby's Internat'l	17	\$13,540,000
114	Alex J. Wagner	Coldwell Banker Realty	44	\$13,528,115
115	Patrick Lach	Sibcy Cline	17	\$13,521,400
116	Beth Silber	Coldwell Banker Realty	32	\$13,425,000
117	Lisa McCarthy	Coldwell Banker Realty	36	\$13,365,963
118	Carol A. Grubb	Sibcy Cline	20	\$13,151,795
119	Amy L. Vilardo	Coldwell Banker Realty	31	\$13,050,280
120	Ethan R. Bishop	Keller Williams Seven Hills Re	32	\$13,041,108
121	May Xuemei Wu	Comey & Shepherd	22	\$12,969,400
122	Brittney Lovdal	Keller Williams Advisors	36	\$12,808,430
123	Myles Greely	Keller Williams Community Part	38	\$12,771,700
124	Celia B. Carroll	Sibcy Cline	17	\$12,701,000
125	Robert F. Stephens	Comey & Shepherd	23	\$12,668,400
126	Kurt J. Lamping	Sibcy Cline	43	\$12,598,500
127	Rachel M. Silvey	Sibcy Cline	28	\$12,568,713
128	Gabrielle Hodge	Ken Perry Realty	29	\$12,565,500
129	Zach Singler	Re/Max Local Experts	19	\$12,401,000
130	Austin Long	Keller Williams Advisors	29	\$12,370,200
131	Robert Hines	Coldwell Banker Realty	10	\$12,295,418

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TOP 150 STANDINGS

Teams and Individuals | By Volume Jan 1- July 31 as of August 4th, 2026 at 5:24PM

Rank	Name	Office	Total	Volume
132	Kimberly Louis	Re/Max Preferred Group	24	\$12,207,550
133	Jeri O'Brien-Lofgren	Sibcy Cline	18	\$12,199,750
134	Flor D. McNally	Keller Williams Advisors	42	\$12,198,100
135	Nickolas G. Welage	Plum Tree Realty	23	\$12,105,900
136	Tyler A. Smith	Re/Max United Associates	34	\$12,033,800
137	Abigail L. Nichols	Wilson Realtors	44	\$11,861,850
138	Beth A. Brown Ciul	eXp Realty	28	\$11,838,900
139	Amanda Fite	Wilson Realtors	56	\$11,534,400
140	Eric Sztanyo	Keller Williams Advisors	24	\$11,497,799
141	Courtne' C. Brass	Coldwell Banker Realty	30	\$11,455,450
142	Hillary Justice	Coldwell Banker Realty	27	\$11,431,599
143	Melissa B. Friede	Keller Williams Seven Hills Re	33	\$11,409,299
144	Christopher J. Secaur	Sibcy Cline	79	\$11,385,728
145	Erin P. Fay	Coldwell Banker Realty	26	\$11,376,300
146	Vinni G. Brown	eXp Realty	10	\$11,358,000
147	Marc A. Cameron	Sibcy Cline	21	\$11,345,300
148	Robyn L. Rhein	eXp Realty	27	\$11,310,414
149	Olivia K. Hines	Keller Williams Advisors	32	\$11,275,400
150	Jason R. Beebe	Comey & Shepherd	29	\$11,229,600

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