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Heather and John Alley



If you are interested in contributing or nominating Realtors for certain stories, please email us at patrick.braddick@realproducersmag.com.

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#### MEET THE CINCINNATI REAL PRODUCERS TEAM



Patrick Braddick



Sandy Taylor Ad Manager



Beth McCabe Senior Writer



Emmi Abel-Rutter



Krista Silz Photographer



Mackenzie Frank Photographer



**Brenna Smith** Photographer



Geneva Eilertson Reprint Coordinator

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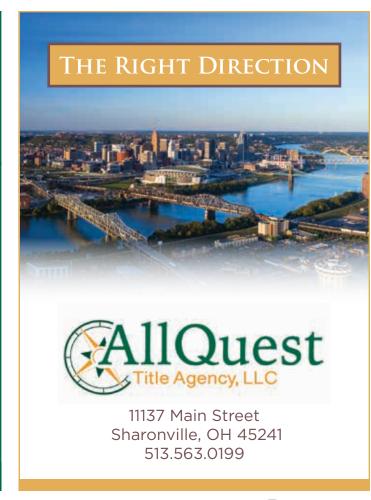
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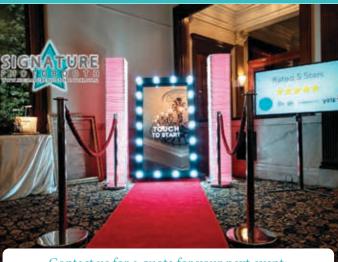




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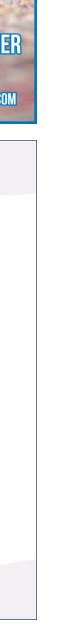
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The community of O'Bryonville was founded in the 1830s after an Irish family - the O'Bryons - purchased 72 acres of land, and other Irish families began to follow. The convergence of Grandin Road, Torrence Parkway, and Madison Road marks the center of the community. O'Bryonville is between Hyde Park and East Walnut Hills, and is only a short drive to the river. Take a walk down Madison Road and you'll get a glimpse of everything that O'Bryonville has to offer.

#### Schools:

O'Bryonville is in the Cincinnati Public School District. In addition to the options that CPSD provide, the closest private schools include: Summit Country Day, Purcell Marian High School, St. Ursula Academy, and Mercy Montessori.

#### Good Eats:

Whether you need a morning pick-me-up or after work beer, although the options are limited within the immediate bounds of O'Bryonville, the area still provides excellent choices. The local options include: Bean & Barley, The Bonbonerie, O'Bryon's Bar & Grill, and Green Dog Cafe. Additionally, "The Art of Entertaining" location hosts and caters private events as well as holding monthly food and wine tastings.

#### Shopping & Entertainment:

Even in a compact space, O'Bryonville has a commanding art presence. There are five storefront galleries along Madison Road. If art is not your scene, there are a handful or local shops and a pilates studio. Most of the local businesses close at 6pm,

however, each third Thursday of the month, a handful of businesses extend their hours as a convenience for patrons. Some of the options include:

- Dwellings on Madison
- English Traditions
- Hemptations
- JackRabbit Running
- Kismet
- Kenzie's Closet
- · Greenwich House Gallery
- ArtDesign Consultants
- The Breathing Room
- Rottinghaus Gallery
- Treadway Gallery
- Joe Stewart Gallery

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"Part of my growth also happened during a hard time," says Heather. "About nine months ago I tore my ACL playing paddle tennis. I was an avid runner and it was my passion as well as an outlet for stress and creativity. Recovery from this is a long road with a lot of hard work and physical therapy. Then COVID hit and everything shut down."

But these obstacles didn't define her. She overcame her injury and learned to ride the market during 2020. Although she was aware of the global pandemic, Heather made a conscious choice to shut out any negativity and media that didn't have to do with her goals or her family's personal goals. Embracing optimism, Heather has enjoyed the time with her family to bond and reflect. Family is dear to her heart.

#### The Heart of a Champion

Challenges are nothing new to Heather. She is proud to be a three-time National Champion Synchronized Swimmer at The Ohio State University.

"It took me many, many years to become one of the best athletes," admits Heather. She knew that with consistency, great coaching and great teammates that would

eventually happen. "I believe my experience of yearning to win and compete as a team have helped me

#### Award-Winning REALTOR®

build and grow Team Herr."

An award-winning REALTOR®, Heather has achieved CABR Circle of Excellence and Ohio REALTORS® President's Sales Club for many years. In addition, Heather has earned the Pinnacle of Performance for the Presidents Sales Club and has been named a Real Estate All Star by Cincinnati Magazine. Not to mention being awarded the International Diamond Society Award at CBWS.

Heather says, "I tend to focus on goals and records more than awards." Her main business goal in real estate is to break the Ohio volume record for a large team in a calendar year. She has grown her business by 300% in the last 24 months, which indicates that Team Herr is well on its way to achieving this overarching objective. •••

66 I have enjoyed building my brand and watching my business evolve while building **MEANINGFUL RELATIONSHIPS** with my clients and their families.

#### Meaningful Relationships

"In real estate, I am most passionate about building meaningful and endearing relationships with my business family: Team Herr's Associate Agents, Operational Support Members, and (most importantly) all of the clients we have served over the years," says Heather.

With Heather's heart to help others, she serves clients to the best of her ability and takes time to market her home. She says, "I also love marketing each home uniquely to showcase the clients behind the scenes too."

Heather enjoys helping her clients find the right home for them. She comments, "The market is very strong but there is low inventory which can be a struggle for some of our buyers finding just the right home. We are experienced and successful in finding homes that are not even on the market (pocket listings) and have grown stronger as a result. Also, we are a team that has experienced rapid growth, so we learned to quickly adapt to adding more operational support so that our service remains top-notch."

Heather's team has changed a lot in the last year. Heather shares, "My buyers agents include Katie McCarty, Wendy Ruehlmann, Pamela Thomas. I also have a support staff as well."

#### **Putting Family First**

"My dream job is my family. It always has been and always will be!" says Heather.

Creative at heart, Heather loves helping others. She comments, "I have taken the time to grow my family while I eased into my passion for marketing and real estate. I have enjoyed building my brand and watching my business evolve while





building meaningful relationships with my clients and their families."

Married to her husband Jeff Herr, Heather admires Jeff's business background and success. She says, "He has coached me on the back side while supporting me as a mother and businesswoman (which is a lot of my personal success). We started Cyclebar along with other brands and then

Fueled Collective. I have admired his entrepreneurship and success while also being the best father and husband too!"

Heather and Jeff are blessed with three daughters. Skylar is 18 and attends the University of Alabama; Sydney is 14 and attends St. Ursula Academy and Shay is 12 attending St. Mary School. Heather and her family enjoy their four-legged friends, have a cat named

Rosie (10 pounds) and a Maltese named Coco (4 pounds).

When Heather is not working, she loves to exercise, make art with her girls, travel (when possible) as a family, and spend time with her team outside of the office.

Through three different careers, there has been one constant in Heather's life - her determination. With her drive and discipline, anything is possible! As Heather would attest to, "Life is a marathon, not a sprint."

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**Award-Winning REALTOR®** 

Now an award-winning REALTOR®, Lauren has earned the Circle of Excellence four times (2014, 2015, 2018, 2019). Earlier this year she was recognized by eXp Realty with the second-highest sales volume for individual agents in Ohio – competing against over 500 agents. But one award means more to her than anything else – the ICON Award.

"The ICON Award is a highly coveted award with eXp Realty," gushes Lauren. "It's the highest honor that I can get." Agents all pay in a cap to achieve production level. When they earn the ICON Award, they receive all the value in the cap back to the agent in stock. This monetary award is a feather in Lauren's cap.

"I'm so excited to achieve it," she says.
"I'm on track to get it again. My hard
work is being rewarded! It's one of my
highest accomplishments." Having 10
million dollars in sales last year, her production in 2020 has already surpassed
that number. "I'm now looking to hire
more support staff to take me to the next
level and I'm looking forward to the next
steps toward further growth."





Her Blood Real estate is in my blood," says Lauren. Along with cultivating her early passion for real estate, she is also inspired by her Slovenian great grandmother and her siblings. At the turn of the century, her great grandmother owned the Liberty Theatre in 1914 and an ice cream parlor. Her

brothers owned

Real Estate Is In

the local meat market in town along with several rental homes. "My grandpa and his siblings ended up playing the music in the silent movie theatre and also working in the store," explains Lauren. "While I never fully understood it when I was young, I have come to realize my dad's family were quite the real estate moguls!" Interestingly, her cousin is also a REALTOR®.

"My great grandmother was doing something that was uncommon in her day. I think about that a lot," says Lauren. Now she is following in her footsteps. Her example motivates Lauren.

"At times, a successful business is extremely challenging; I focus on staying optimistic through life with a big family. Thankfully, I don't get discouraged very easily. I feel like I can overcome every obstacle," she says. "Real estate energizes me and I get rewarded for my hard work. I never feel like I am in a rut or doing one thing after another. I always have a goal and am always looking toward it."

Lauren is really dedicated to her clients. A natural problem solver, she realizes that where there is a will, there is a way. Real estate has also boosted her self-confidence. "Real estate has helped me to believe more in myself and take risks. It helps me figure out what I'm made of. I'm tenacious. Other agents are great and they have a lot of trust in me. My integrity as a person is really valuable," comments Lauren.

Lauren prides herself on having a lot of successful closings. "When the dreams of one person are ending and the dreams of another are beginning, I get a lot of satisfaction from that," she says.

#### Family Focused

When Lauren isn't crushing her sales goals and making other people's dreams come true, you can find her soaking in time with her family.

"I have a very blessed family," she says. "It makes me feel good about what I do every day. I have everything money can't buy and my career in real estate offers me the flexibility I need to continue building into my family. What I have is irreplaceable."

Her only challenge is balancing work and family life. Lauren says, "I have

the absolute best family. They are the reason that I work so hard. I've got four grown children with four in-laws and four grandchildren. I've also got a supportive husband who just got his real estate license in March."

Her children include Matthew, a Regional Territory Sales Manager, and graduate of Purdue University. Lauren's son Joe, a University of Cincinnati graduate, is a Senior Sales Operations Analyst for a local company. He has two children - a boy and a girl. Her daughter Rachel is a stay-at-home mom and mother of two children (a boy and a girl). She earned her degree in Communications from Cedarville University and does freelance photography. Lauren's youngest is Elizabeth Rose, who earned her degree in Communication Science and Disorders also at the University of Cincinnati.

In addition to career growth, Lauren's family has been growing too. "I've got the best grandchildren. Every hug and kiss is like a spark in my engine or a big shot of espresso – they keep me humming all day," says Lauren.

When Lauren isn't working, she and her husband like to hike. Her favorite spots to explore are Maine, where her daughter lives, and Michigan, "... where I've been going since I was a child," adds Lauren.

MONEY

CAN'T BUY

If there's one thing life's challenges have taught Lauren it's that life is about growth and giving back – whether to family, neighbors, or those in need. Having recently purchased a B&B, she is excited about the new opportunity to serve others as they travel in her area. She concludes, "I love the multi-faceted dynamic of real estate." The options are endless with selling homes, purchasing investment property, or flipping homes, and if you approach each thoughtfully, you can have a really wonderful impact on others in each path.

She is fortunate and very happy to be with eXp Realty and is excited to see what the future holds for her. With her enthusiasm and love for her profession, it's easy to see that real estate is a natural fit for Lauren.

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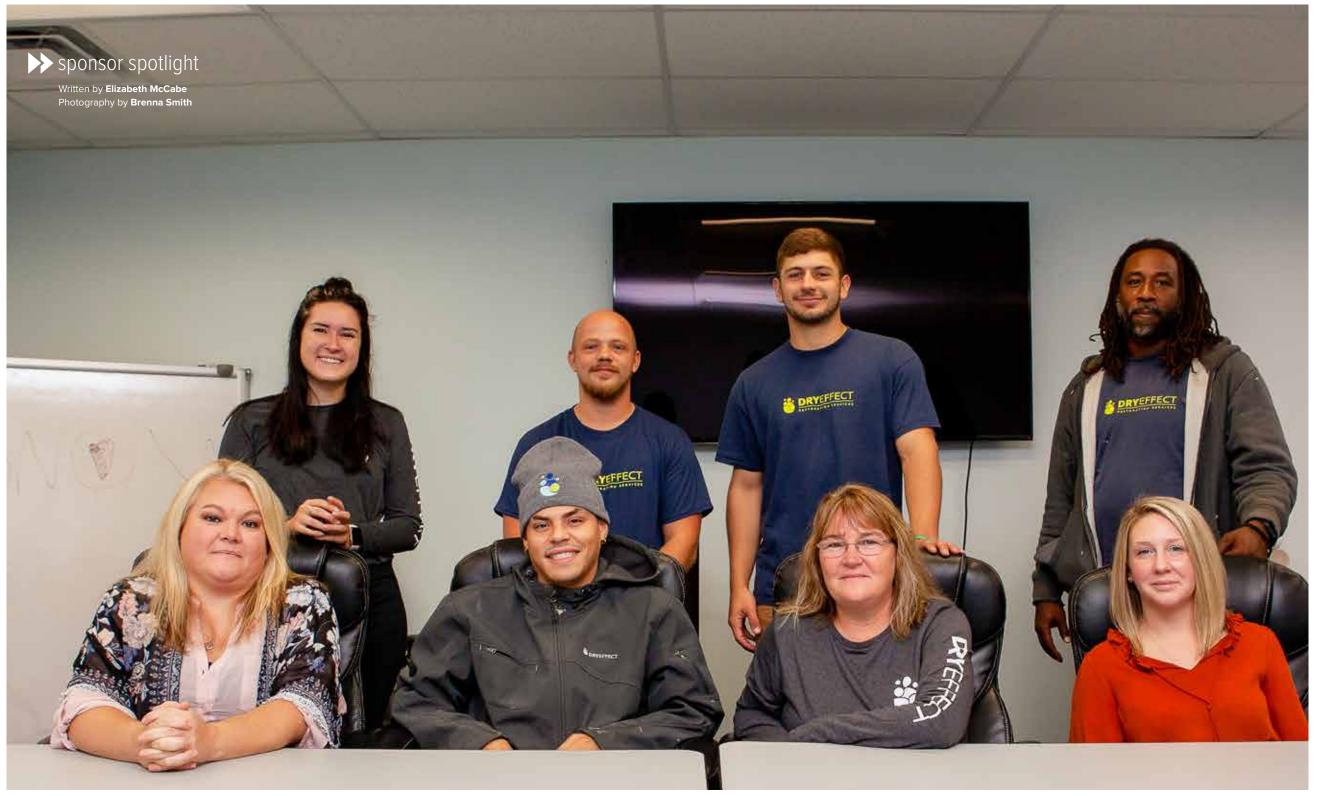
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Lisa and Josh
McIntyre found
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"My husband and I started Dry Effect Restoration Services eight years ago," smiles Lisa. Their business was birthed from humble beginnings. Lisa explains, "It all began in my attic as a dream. And lots of determination. It has evolved in the past eight years into an operation that cannot only handle residential projects, but commercial too." Prior to launching their business, Josh owned a roofing company. He was looking to do something different. Becoming a successful entrepreneur and helping homeowners was a perfect fit. Lisa adds, "Josh had done some traveling during Hurricane Sandy."
Through this experience, he was familiar with water damage and the importance of drying out living spaces. His curiosity was stirred up by helping homeowners whose homes were ravaged by Hurricane Sandy.

Together, Josh and Lisa work together to help their clients. Lisa graduated with a degree in Radiation Oncology, but finds more satisfaction in helping her husband. Working together in their own business is fulfilling, especially helping homeowners at a moment of need.

#### Services Offered

When it comes to restoration services, Dry Effect Restoration Services is a godsend to their clients. With mold inspection, mold testing, and mold removal, people's mold issues can be eliminated once and for all. Other clients have problems with standing water in their basement. Thanks to Josh and Lisa, basement waterproofing can solve their issues.

"We also offer different systems for basement waterproofing," says Lisa. Choosing the right basement waterproofing solution is important. Interior sealants, exterior waterproofing, and draining are the three main methods utilized. Lisa says, "Since each situation, home and

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basement are different, there are different solutions for different issues. A coat or two of a waterproof sealant may be enough for some homes, while others may need to install a French drain, a sump pump, and waterproof sealing. Interior basement waterproofing, which involves moving water out of the home once it's inside, is typically the most cost-effective option. Excavating to install an exterior perimeter drain is typically the most expensive option." They also help customers with flooding after rainstorms, which is common in the Ohio River Valley.

What are the most common services offered? Lisa says, "We do a lot of waterproofing and fix water damage." Mold remediation and testing are also highly sought-after services. The process starts with a simple phone call for a visual inspection.

"We use our thermal cameras to see what is going on. We get more information from the homeowner who is familiar with the situation," says Lisa. "Testing comes more into play with the mold side." When mold is located, the testing will spike.

• • •

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#### Reaching Out to REALTORS®

Josh and Lisa also lend a helping hand to the real estate community. Lisa explains, "I offer a

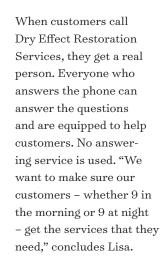
continuing education class for mold remediation and what to look out for when you do find mold." Through sharing her knowledge about restoration services with others, she has made invaluable connections in the real estate industry. Dry Effect Restoration Services also sponsors events for the Cincinnati Area Board of REALTORS®. In addition, Lisa is heavily involved with local boards. She has also made connections with Pillar to Post Home Inspections.

"I along with Julie
McGraw from Pillar to
Post made a group called
REALTORS® Connect,"
says Lisa. "We go around
and tour houses and see
why homes aren't selling."

#### Striving for Exceptional Service

"Our employees are seen as family which I think has resulted in our current fivestar reputation," says Lisa.

The dedicated team at Dry Effect Restoration Services strives for excellent service. Lisa says, "Our highly trained technicians and entire staff are able to provide our customers with the fastest and most efficient processes. Therefore, saving you not only time, but money."



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After numerous jobs in management, Raul launched into real estate 15 years ago. An accomplished REALTOR®, he has been making people's dreams come true since 2005. He has helped thousands of people achieve the goal of homeownership, which he finds very rewarding.

Raul gained invaluable experience by working in management for P&G, Fifth Third, and Alderwoods. These positions have helped him to gain people skills, hone his leadership skills, and made him who he is today.

How did he decide upon real estate? "I met a friend in real estate and he introduced me to the business," says Raul. Once he discovered real estate, he found a better career with more potential.

With a career volume of approximately 100 million dollars, Raul has tasted sweet success. He works at RE/MAX Preferred Group with the help of his Business Manager and partner, Jason Daughtery.

#### A Heart to Help Others

"I am passionate about helping others achieve the dream of owning a home," says Raul.

Raul makes the "impossible" possible for his clients, who are 99% Hispanic. He understands the challenges that Hispanics face in attempting to navigate the waters of finding a property.

Obstacles must be overcome along the way and Raul is happy to help.

He goes above and beyond to help others, even taking one client to the DMV to get their driver's license. Raul says, "People struggle to get where they are, whether struggling in their finances or becoming an

American citizen. I help them achieve the goal of helping them buy a house, a place to call their own, which is the ultimate joy. I not only help people buy a house but I also teach them how to save to purchase a home, and how to make their first payment."

His heart for Hispanics is true to his roots. When Raul's parents came to the United States from Mexico, all they wanted was a future for their children. "They worked so hard to be able to do that," recalls Raul.

Establishing homeownership changes a family. As Raul says, "They can pass that home on as a legacy to their children." Raul delights in seeing the looks on his clients' faces and is thrilled to help them and be a part of the process. Purchasing a home can be complex and stressful.

Fortunately, Raul simplifies the complex for his clients.

"I want to help every single person that I can get a home," says Raul.

#### **Passionate about Foster Children**

Raul has a heart for foster children. He and his husband Jason have two sons and two daughters: Connor (15), Alayna (14), Jacob (13), and Emilee (12). All four children are siblings and Raul was determined to keep them together.

His children have blond hair and blue eyes. "I get a lot of weird looks when I go to the store," laughs Raul. "I always wanted to have kids and the opportunity presented itself."

Raul and Jason got married five years ago, beginning their life together. An integral part of the business, Raul credits his success to Jason who





helps him make him what he is today. With his organization skills, Jason ensures that the day-to-day affairs of real estate run smoothly from start to finish. Jason also makes sure that the household runs smoothly.

"I couldn't do anything without his help," says Raul. "He takes care of everything at home and at work. He helps with clients. Without him, I wouldn't be where I am right now."

Huge animal lovers, Raul and Jason have three dogs, who they consider children. They enjoy the constant companionship of Ellie, a Yorkie; Jackson, a mix of Newfoundland and Chow; and Georgia, a Great Pyrenees. Georgia is a rescue and Jackson came from a litter of puppies.

"I've got two big dogs and a teacup," jokes Raul. "They love each other and the kids love them."

When he's not working, Raul and Jason are foodies. "We love food and wine," says Raul. "We also like to travel and go shopping." To relax and unwind, Raul and his family enjoy taking a dip in their pool. "The pool is an extension of the house. We spend a lot of time there with friends and family."

#### Leading the Way in the Hispanic Community

"I want to thank everyone who has

helped me along the way," says Raul. Raul is proud to be one of the top 200 agents in the National Association of Hispanic Real Estate Professionals (NAHREP).

A leader in real estate, Raul was also credited as being an All-Star by the *Cincinnati Magazine*.

Raul is living proof that it only takes one person to make a difference. His heart is in real estate and his hands are outstretched to help Hispanics. Raul is an inspiration to others as he makes the "impossible" possible for his clients.

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Two REALTORS® are always better than one. John and Heather Alley, a married couple, are a dynamic duo when it comes to real estate. Married with four children, this husband and wife team knows how to work together.

"I've been in real estate for two and a half years," says Heather. "Before that, I was a hairstylist for 14 years." Little did she know that listening to her clients while styling their hair was foundational to real estate. After all, real estate is a people business. Afterward, Heather worked for a fair-trade company selling jewelry and purses, helping to employ women in poverty around the world.

"It is really cool how all your past careers or experiences prepare you for the next step of your life," says Heather. "I had no idea how much it prepared me. Real estate is direct sales on steroids." Through her career, she learned how to approach her clients in real estate and listen to them with compassion and concern.

As for John, he entered real estate one and a half years ago. He says, "I've been in retail for 15-16 years. I work as the regional sales manager for Johnston & Murphy." Currently, John oversees 19 stores. A full-time job, his managerial role requires travel.

Heather pursued real estate at the advice of her husband. She explains, "Once we started doing real estate for ourselves and buying properties and fixing them, I loved it. My husband told me, 'You need to get your real estate . .

license.' I needed to wait until I had time. When my youngest got into kindergarten, I sat down at a computer. Now was the time." She enrolled in real estate school and followed her heart into real estate.

"I got my commercial real estate certification," says John. "We approach our businesses separately." While John still does residential sales but is growing his commercial business.

#### **Working Together**

"We don't work together as well as we originally thought," laughs Heather. There was a learning curve they had to conquer. At first, they tried to work on every deal together before realizing that they had to separate.

"He works on his deals. I work on mine," says Heather. After all, real estate has many different working parts. Considering that John has his own full-time job, it's a balancing act.

Both Heather and John have his or her own strengths. John says, "My strengths are my organization. I feel like I can operate without needing to spend an entire day thinking about it." His weakness is a sense of urgency. John explains, "In my corporate life, I spend years building a team. Real estate doesn't work like that. In retail, you don't have to be someone's beck and call." Real estate is a whole other world.

"My strength is that I really approach every client with my whole heart," says Heather.
"If I were buying a house, how would I want a real estate agent to work and operate?" She takes the time to pour her heart and soul into each client. Her



only concern – "it's hard to have a family and work life."

Often Heather shows homes during dinner if requested. John balances her out. As Heather says, "John complements me.

There are things that are urgent and other things that can wait until later."

With a combined career volume of roughly 30 million dollars, John and Heather Alley have tasted sweet success in real estate. John and Heather recently hired a transaction coordinator to add to their team. In doing so, they imagine more family time. They also just hired a showing assistant and listing assistant.

#### **Carving Out Family Time**

With four kids (ages 15, 12, 10, and 7), there is never a dull moment at the Alley household. Despite their demanding careers, John and Heather carve out time to be with their children with sports and mini-vacations.

"We keep pretty busy," says John. With extracurricular activities, there is always something going on during the evenings and the weekends. "We enjoy it; it's not a burden," adds John. "We have relationships with a lot of our kids' friends' parents. The community aspect is good for our family."



John and Heather make it a point to spend time together without talking about real estate. Heather, who recently got into golf, likes to golf with John. "I didn't ever think I would enjoy that," she says. "It's really fun." You can find them taking golf cart rides in the neighborhood. "We love our golf cart rides. We load up and drive around the neighborhood."

Other pastimes include going up to the lake, hanging out with friends, and having friends come over to the house. The Alley family is also involved in their church. John and Heather also like giving back to others. Six months ago, they started giving a portion of their commission to Operation Underground Railroad to help people, primarily children, escape human trafficking.

We are honored to feature John and Heather Alley in this month's issue. For more information, check out their website, estatealley.com.







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# **TOP 150 STANDINGS**

Individuals | By Volume Closed date from Jan 1-Oct 31 as of Nov 5, 2020 at 3:30PM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	102	\$102,679,571
2	Rick J Finn	Coldwell Banker West Shell	160	\$53,104,391
3	Scott A Oyler	Coldwell Banker West Shell	150	\$53,075,768
4	Kim K Mansfield	Keller Williams Advisors	222	\$48,962,722
5	Bob Dorger	Comey and Shepherd	95	\$48,042,287
6	Ellie D Kowalchik	Keller Williams Pinnacle Group	142	\$46,017,562
7	Peter D Chabris	Keller Williams Seven Hills	194	\$43,980,455
8	Ragan R McKinney	Ragan McKinney Real Estate	260	\$43,684,675
9	Adam G Marit	Real Link	155	\$39,646,638
10	Robert Dorger	Comey and Shepherd	71	\$38,189,187
11	Michael P Hines	Coldwell Banker West Shell	78	\$36,924,407
12	Michael C Hinckley	Coldwell Banker West Shell	84	\$36,099,218
13	Andrew S Gaydosh	eXp Realty	163	\$35,559,205
14	Kevin E Hildebrand	Comey and Shepherd	114	\$34,037,698
15	Tom Deutsch Jr.	Coldwell Banker West Shell	164	\$32,514,952
16	Heather R Herr	Coldwell Banker West Shell	81	\$32,307,269
17	Lisa S Morales	Coldwell Banker West Shell	114	\$31,414,265
18	Rakesh Ram	Coldwell Banker West Shell	107	\$30,854,979
19	Donna Franke	Sibcy Cline	72	\$30,511,120
20	Mike Hildebrand	Comey and Shepherd	104	\$30,055,260
21	Holly M Finn	Coldwell Banker West Shell	99	\$29,840,702
22	Sandra L Peters	Comey and Shepherd	43	\$28,787,611
23	Andrew Homan	Coldwell Banker West Shell	63	\$28,474,113
24	Ron A Bisher	Coldwell Banker West Shell	114	\$28,348,370
25	Sue S Lewis	Sibcy Cline	76	\$27,817,550
26	Tina A Burton	Sibcy Cline	104	\$27,341,222
27	Andrea L DeStefano	Sibcy Cline	67	\$27,194,300
28	David W Wellinghoff	Comey and Shepherd	40	\$26,934,490
29	Chris R Waits	Sibcy Cline	102	\$26,473,554
30	Kathy J Kramer	Star One Real Estate	65	\$25,942,790
31	Megan S Stacey	Coldwell Banker West Shell	70	\$25,432,655
32	Micha Gleisinger	Comey and Shepherd	49	\$25,068,750
33	Lee G Robinson	Robinson Sotheby's Internat'l	41	\$24,923,444
34	Ingrid K Likes	Coldwell Banker West Shell	54	\$24,316,898

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# **TOP 150 STANDINGS**

Individuals | By Volume Closed date from Jan 1-Oct 31 as of Nov 5, 2020 at 3:30PM

Rank	Name	Office	Total	Volume
35	Sondra M Parker	Coldwell Banker West Shell	76	\$23,682,151
36	Sarah E Close	Keller Williams Advisors	87	\$23,461,870
37	Diane Tafuri	Sibcy Cline	41	\$23,409,165
38	Monika Deroussel	eXp Realty	69	\$23,258,551
39	Sue M Miller	Comey and Shepherd	96	\$23,185,605
40	Sue Wahl	Comey and Shepherd	96	\$22,734,905
41	Kelly Pear	Comey and Shepherd	44	\$21,420,937
42	Lori N Wellinghoff	Comey and Shepherd	27	\$21,373,590
43	Alexander Schafers	RE/MAX United Associates	80	\$21,324,273
44	Judy S Recker	Sibcy Cline	21	\$21,085,794
45	Maryann D Ries	Coldwell Banker West Shell	43	\$20,987,604
46	Regina M Hamilton	Sibcy Cline	97	\$20,894,783
47	Deborah A Martin	Keller Williams Advisors	54	\$20,794,619
48	Tiffany B Allen-Zeuch	Sibcy Cline	57	\$20,675,130
49	Patrick J Cagney	Coldwell Banker West Shell	111	\$20,600,715
50	Walter B Gibler	Coldwell Banker West Shell	69	\$20,386,865

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Rank	Name	Office	Total	Volume
51	Amy Hackett Roe	Sibcy Cline	40	\$20,285,300
52	Amy L Markowski	RE/MAX Preferred Group	113	\$20,274,563
53	Anna S Bisher	Coldwell Banker West Shell	77	\$20,062,938
54	Julia Wesselkamper	Coldwell Banker West Shell	44	\$19,906,975
55	Timothy J Mahoney II	Sibcy Cline	25	\$19,706,726
56	Angelo M Pusateri	Comey and Shepherd	38	\$19,700,524
57	Gina A Dubell-Smith	eXp Realty	48	\$19,485,517
58	Lisa M Phair	Coldwell Banker West Shell	79	\$19,280,994
59	Bobby Stephens	Comey and Shepherd	32	\$19,252,015
60	James C Harris	Keller Williams Seven Hills	80	\$19,071,455
61	Jon L Bowling	RE/MAX Preferred Group	84	\$18,918,346
62	Denise L Gifford	Keller Williams Realty Assoc.	69	\$18,636,861
63	Nicole M Gulick	Reign Realty	60	\$18,529,935
64	Courtne C Brass	Coldwell Banker West Shell	90	\$18,424,559
65	Heather M Stallmeyer	Coldwell Banker West Shell	50	\$18,421,671
66	Beth A Brown Ciul	Keller Williams Realty Assoc.	72	\$18,179,122
67	Michele Donovan	Comey and Shepherd	92	\$18,158,024
68	Jason J Bowman	RE/MAX Elite	86	\$18,106,261
69	Mitchell Ram	Coldwell Banker West Shell	67	\$18,091,700
70	Jeanne M Rieder	Hoeting, Realtors	89	\$18,073,125
71	Shelley Miller Reed	Sibcy Cline	35	\$18,051,800
72	DeeDee R Ollis	RE/MAX Victory	83	\$18,015,950
73	Lynn M Schwarber	Comey and Shepherd	56	\$17,919,200
74	Brian P Leisgang	Coldwell Banker West Shell	60	\$17,812,510
75	Rebecca A Messenger	Comey and Shepherd	41	\$17,675,339
76	Scott T Ferguson	Keller Williams Realty Assoc.	63	\$17,657,790
77	Jamie R Gabbard	Comey and Shepherd	71	\$17,460,200
78	Michael L Vazquez	ERA Real Solutions Realty	53	\$17,453,334
79	Tyler A Smith	RE/MAX United Associates	60	\$17,318,429
80	James E Pitzer III	Coldwell Banker West Shell	58	\$17,190,153
81	Bob Hines	Coldwell Banker West Shell	30	\$16,996,280
82	Jon W Weeks	Keller Williams Realty Assoc.	74	\$16,872,421
83	Zachary Ferrell	Keller Williams Community Partners	96	\$16,806,461
84	Sarah A Woody	Keller Williams Advisors	68	\$16,778,350

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Individuals | By Volume Closed date from Jan 1-Oct 31 as of Nov 5, 2020 at 3:30PM

Rank	Name	Office	Total	Volume
85	Hossam Elsayed	Plum Tree Realty	75	\$16,515,244
86	William Draznik	Coldwell Banker West Shell	38	\$16,465,086
87	Jon A DeCurtins	ERA Real Solutions Realty	43	\$16,449,850
88	Lisa E McCarthy	Coldwell Banker West Shell	74	\$16,328,197
89	Brett A Keppler	TREO Realty	72	\$16,154,299
90	Robert R Smith	Coldwell Banker West Shell	80	\$16,104,699
91	Helena F Cameron	Sibcy Cline	39	\$16,051,626
92	Jackie Quigley	Comey and Shepherd	38	\$16,051,400
93	Elizabeth Waits	Sibcy Cline	61	\$15,957,652
94	Benjamin M Austin	Keller Williams Advisors	83	\$15,822,500
95	Michael T Wiseman	ERA Real Solutions Realty	51	\$15,818,277
96	Gary L Hamilton	Sibcy Cline	75	\$15,752,233
97	Eric Lowry	eXp Realty	68	\$15,694,700
98	Steve Sylvester	Comey and Shepherd	29	\$15,669,650
99	Celia B Carroll	Sibcy Cline	32	\$15,657,569
100	Heather R Alley	ERA Real Solutions Realty	45	\$15,647,227

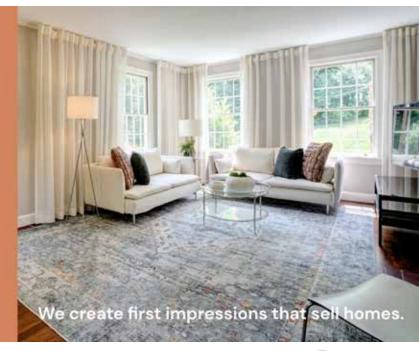
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Rank	Name	Office	Total	Volume
101	Tyler Minges	Huff Realty	77	\$15,579,124
102	Anne V Bedinghaus	Coldwell Banker West Shell	76	\$15,390,700
103	Beth R Mahoney	Sibcy Cline	36	\$15,316,470
104	Mark Schupp	Star One Real Estate	68	\$15,139,745
105	Guy W Cagney	Coldwell Banker West Shell	82	\$15,032,123
106	Barbara Browning	Coldwell Banker West Shell	44	\$14,990,313
107	David D Dawson	Sibcy Cline	41	\$14,963,800
108	Kathy M Bryant	Weichert Realtors	29	\$14,943,800
109	Chris Dohrmann	Sibcy Cline	19	\$14,797,451
110	John M Bissman	Keller Williams Pinnacle Group	56	\$14,733,799
111	Brendan S Morrissey	Sibcy Cline	46	\$14,699,605
112	Linda T Destefano	Sibcy Cline	33	\$14,504,500
113	Paul C Renwick	Renwick Realty	118	\$14,350,050
114	Daniel Baron	Keller Williams Advisors	65	\$14,332,870
115	Keli S Williams	Sibcy Cline	49	\$14,269,250
116	Tammy K Thome	Century 21 Thacker & Associates	71	\$14,227,440
117	Janelle A Sprandel	Comey and Shepherd	53	\$14,178,491
118	Maureen D Pippin	Sibcy Cline	10	\$14,121,000
119	Larry L Thinnes	Sibcy Cline	50	\$14,113,036
120	Candace N Burton	Sibcy Cline	56	\$14,075,128
121	Wendi J Sheets	eXp Realty	45	\$14,073,065
122	Jason A Reynolds	RE/MAX Alpha Real Estate	51	\$14,052,561
123	Laura M Faz	RE/MAX Preferred Group	51	\$13,763,512
124	Leann M Starks	RE/MAX Preferred Group	60	\$13,566,375
125	John M Durso	Comey and Shepherd	52	\$13,512,823
126	Erica Monahan	Comey and Shepherd	48	\$13,454,525
127	Sharon I Packer	Coldwell Banker West Shell	26	\$13,419,800
128	Don M Johnson	Cutler Real Estate	63	\$13,283,989
129	Emily A Foebar	Huff Realty	54	\$13,196,000
130	Lindsay Spears	RE/MAX Incompass	63	\$13,036,725
131	Tami E Holmes	HER LLC	59	\$12,943,825
132	Stan C Parkinson	Huff Realty	31	\$12,703,200
133	Chris B Gerke	Comey and Shepherd	52	\$12,633,669
134	May Wu	Comey and Shepherd	42	\$12,616,418

# **TOP 150 STANDINGS**

Individuals | By Volume Closed date from Jan 1-Oct 31 as of Nov 5, 2020 at 3:30PM

Rank	Name	Office	Total	Volume
135	Ben Freimuth	Robinson Sotheby's Internat'l	41	\$12,518,400
136	Chris S Russell	Plum Tree Realty	32	\$12,513,899
137	Marsha Bennett	Bennett Realty	57	\$12,510,698
138	Sandra L Burkhart-Williams	Huff Realty	43	\$12,492,860
139	Scot C Avery	Huff Realty	34	\$12,480,359
140	Jeffrey R Boyle	Keller Williams Realty Assoc.	59	\$12,388,150
141	Steve S Early	Sibcy Cline	21	\$12,329,500
142	Pam Steiner	Comey and Shepherd	23	\$12,320,300
143	Heather S Kopf	Kopf Hunter Haas	27	\$12,238,950
144	Cody M Brownfield	Redfin Corporation	37	\$12,233,599
145	Susan K Welsh	Real Link	46	\$12,233,125
146	Carol A Grubb	Comey and Shepherd	38	\$12,223,002
147	Eric Surkamp	Comey and Shepherd	38	\$12,211,175
148	Jill O Ferguson	Keller Williams Realty Assoc.	44	\$12,191,800
149	Cindy Shetterly	Keller Williams Destinctive Real Estate	52	\$12,144,620
150	Barbara L Woehrmyer	Comey and Shepherd	35	\$12,139,790

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