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Spring rains will bring lovely flowers to mark the end of Winter. With rain come leaks and water intrusion into homes. I know you know what mold is and what it can do to a home and to your health. But, have you heard of Mycotoxins and what they can do to you?

Mycotoxins are a chemical produced by mold whenever it is in competition with another mold or when it is being threatened (such as remediation). There are 8 mycotoxins recognized by the World Health Organization. These are Deoxynivalenol (DON), Ochratoxins, H2, T2, Aflatoxins (B1, B2, G1 and G2). Traditionally recognized as concerning in the food industry, it has recently been proven that several chronic health conditions can be attributed to Mycotoxins in the home.

Mycotoxins can lead to respiratory issues, allergic reactions and even more serious health issues such as organ damage, cancer, neurological issues and immune suppression.

Up until now, for someone to learn if they had issues with mycotoxins, a doctor had to order some type of blood or urine test to see what was going on. That is no longer the case. For the past several years, there has been a company devoted to creating an airborne test for mycotoxins to help with early detection.

How many of you have had friends or clients who had a mold issue that was remediated, but they kept getting worse? This may be due to the remnants of mycotoxins left behind by the remediation company. Most companies don't realize what is going on and why people continue to get sicker and sicker after they have removed the mold. Mycotoxins have not been well studied. As that is changing, so too is the air quality

industry. This is an exciting time for those of us that have wanted to be able to do more for our clients and knew that there was a missing piece.

As the first certified people in the state to be able to do the testing and subsequent sterilization of the mycotoxins, Jim and I are excited about what this will mean for the future. We look forward to being better able to service our clients with this new technology. Our goal over the next few months is to spread awareness through the medical community and throughout Ohio regarding this amazing advancement. This testing and sterilization is being done through our sister company, Environmental Consultants of Ohio (still owned by Jim and I). We do not see this as a service for real estate transactions, more for those with health concerns who already live in their home. Contact us for more information or if you or someone you know may need testing. Text Laura at 614.286.5229 for more information. To schedule an inspection, call Amy at 614.413.0075 or go online and schedule at <https://homeinspectionsohio.com/>.



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Ready, Get, Grow with Whitney Abraham



HOW TO CREATE MORE CONTENT, FASTER.

Looking to make social media a part of your growth strategy in 2024? Whitney Abraham, Business Coach, Marketing Strategist and Co-Founder of REEL SOCIAL AGENT shares how to create MORE content in less time by leveraging B-Roll footage.

WHAT IS B-ROLL FOOTAGE, AND WHY DO I NEED IT?

If you've ever seen video content on social media that shows either people doing things in the video where they aren't looking at the camera and talking, or even footage that makes you feel like you're exploring and seeing what the videographer is seeing - THAT is B-Roll footage. It's casual in nature, meant to make you feel like you're actually in the moment, and people LOVE to see it. There's something about feeling like you're looking behind the scenes of someone else's world - and video content that uses B-Roll footage performs really well on social media.

Bonus: If you're new to creating content and talking on camera makes you nervous, this is a perfect way to start creating content that features you without the extra stress of having to speak on camera.

Ready to create content with ease? Download our free 10 page guide on B-Roll content, complete with 50 video concepts for you to create with ease.

THE B-ROLL BIBLE



The Ultimate B-Roll Footage Guide for Realtors looking to create more content with ease.

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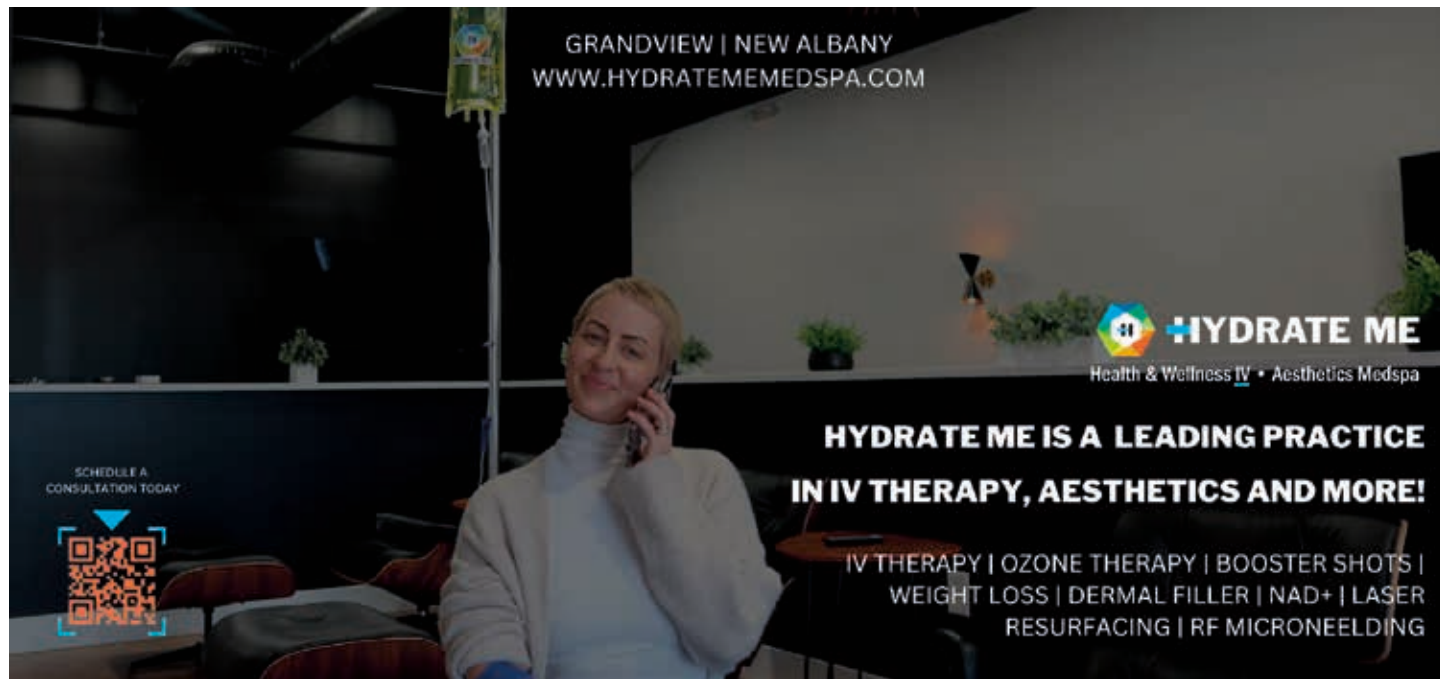
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publisher's note ◀◀

HOW TO STAND OUT AS AN AGENT IN 2024 EVENT

On February 20, we hosted another impactful event with the founders of Reel Social, Kim Mills and Whitney Abraham. These ladies know how to break down marketing effectiveness specific to you and your business and how to help you build relationships with potential clients through social media strategy. We always learn something new and valuable from these workshops. Stay tuned for our next event with them!

Thank you so much to our RP Partner Sponsors who made this event possible - Habitation Investigation, HOMEstretch and Ohio Real Title.

Special thanks to RP Preferred Partner Kristen Nester of Kristen Nester Marketing & Photography for our beautiful images and COhatch Polaris for the amazing space!



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"I can't say enough about the positive experiences I've had with Jared! I've utilized his service many times, whether for a pre-listing roof evaluation, follow up evaluation after a home inspection, or to install a new roof for friends after a closing. He knows the standards of roofing extremely well, and has always been more than happy and available to meet with Insurance Company Adjusters to work with them on solutions for roof issues. I know Jared will often go above and beyond to provide notes, and even mark the areas of concern, prior to the Adjustor even seeing the property. He's built a great network within the community of Adjustors so that he knows their expectations! Jared's follow up is another strength. No need to worry about him dropping any balls when I'm trying to complete a remedy request, response, or insurance follow up, even after closing!"

-Chris Rosen, Cutler Real Estate



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APRIL 18TH

Women's Panel Empowerment Exchange

WCR is bringing back the beloved women's panel event, focusing on influential women in the industry. Attendees will have the opportunity to engage with seasoned professionals and innovative entrepreneurs, celebrating the impactful contributions of women in shaping the real estate landscape.



MAY 16TH

Member's Only Mastermind

A unique opportunity for ambitious and driven women in the real estate industry to come together and engage in meaningful discussions surrounding the spring and summer market. Member's will have the chance to share their experiences, insights, and strategies for success in a collaborative and supportive setting.



JUNE 12TH

REALTOR Care Day

Join us for an impactful day of giving back to the community and partnering with Columbus REALTORS. As a volunteer, you'll have the opportunity to make a difference in the lives of those in need.

let's connect!

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By Nancy LaMarca • Images by Orange Visuals

CHICAGO TITLE



Choosing a title company to partner with and help get you to the closing table on time is a true statement of trust from any REALTOR®. While there are several well-respected title companies in central Ohio, one that stands the test of time is Chicago Title, led by Shelley Winters and Susan Tridico-Prince. Shelley and Susan like to say that although their company has the strength and presence of a national company, having been in business for more than 176 years, they like to think they've created a more boutique, localized feel to the way they do business here in Columbus.

“

WE ARE THE LAST PART OF THE TRANSACTION
BUT A VERY IMPORTANT PART OF IT AS WE
GET THE TRANSACTION CLOSED.



As leaders in a very busy office, they understand the importance of fostering cohesiveness among employees, where everyone’s input is heard and respected. “We share ideas and learn from each other. We truly respect each other personally and professionally,” states Shelley. “Trying to give the office a nice work/life balance makes for a happy office culture.”

The trickle effect of such an office culture is the high level of customer service they offer their clients, working together as a team to find creative ways to handle difficult transactions. They pride themselves on utilizing the latest technology to provide safe and secure transactions and tailor their approach to each client, as each transaction is different and the people involved have different needs. “This can be a very emotional business, and the people we represent are very important to us,” says Susan.

“Not everyone is happy about selling a home. Some people are selling due to divorce or maybe they are adult children, helping a parent sell before they move into an assisted living facility.

So we try to understand what is going on with each transaction and tailor our approach to who our audience is. We are the last part of the transaction but a very important part of it as we get the transaction closed.”

“We have a lot of longevity in the office,” says Shelley, who herself has more than 20 years of experience with Chicago Title. She grew up in Cleveland and has moved around the state during her career, now living in Columbus. She and her husband have a blended family of five grown children whom they love spending as much time with as possible at their lakehouse in Port Clinton, boating and snowmobiling.

Susan, originally from Mansfield, is also married with one stepdaughter and several nieces and nephews. She has lived in central Ohio for 30 years. She loves to travel and attend concerts in her spare time, as well as hang out with her pets. A self-described people person, she grew up in a home where everyone was always welcome. Her favorite quote from her mother is “The table is only blessed by having no empty seats.”




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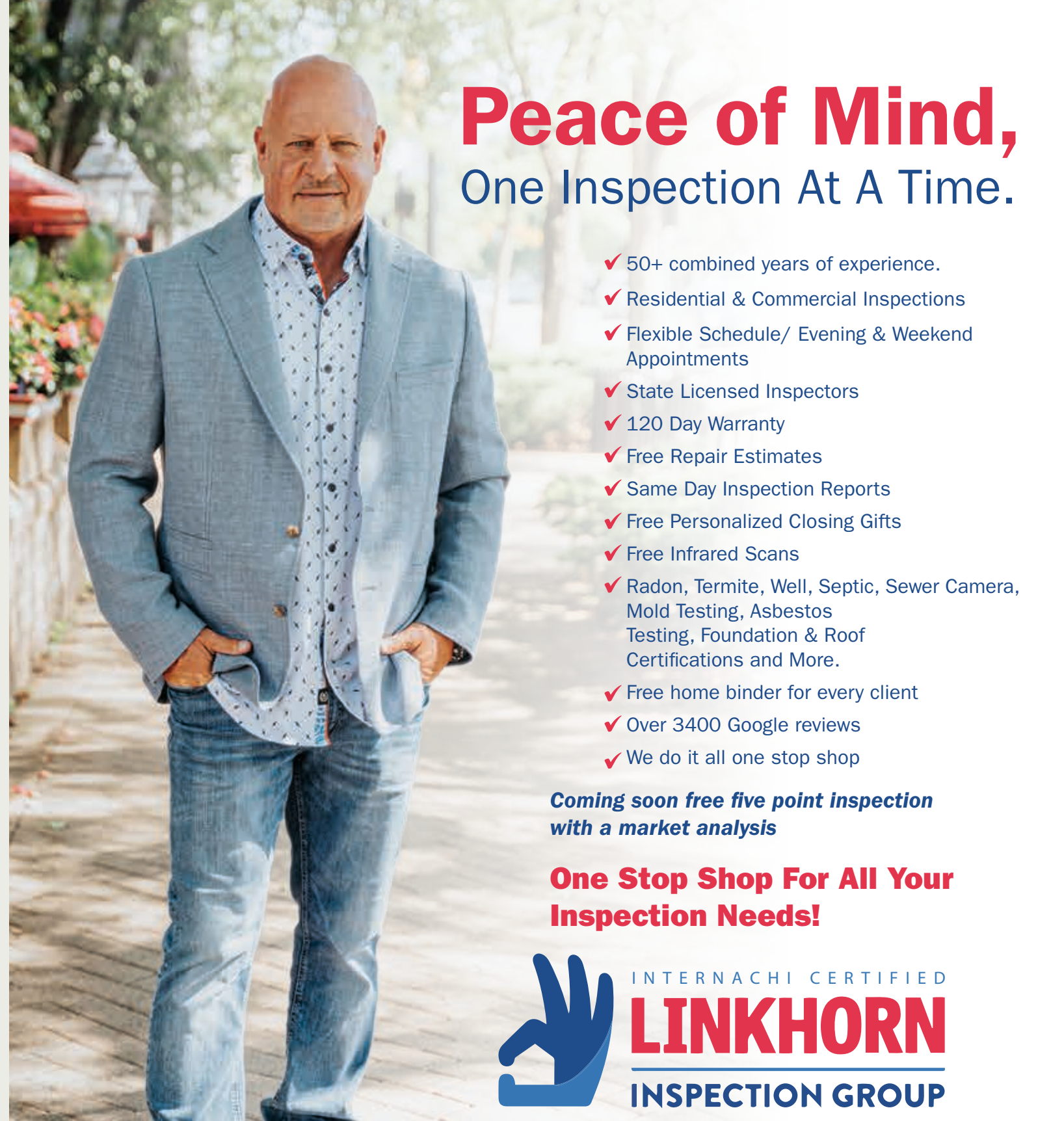
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Jenny

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One of the most defining characteristics of REALTOR® Jenny Assmann is how deeply she cares for those around her. This includes her clients as she says “there is nothing I enjoy more than making them happy and seeing excitement on their faces.”

Being a lifelong Columbus native, Jenny graduated from Bishop Hartley High School before going on to receive her bachelor’s degree in education at the University of Ohio Dominican. While her current career lines up with her dad’s work in sales, the beginning of Jenny’s professional journey lies in education; similar to her mom who was a teacher in Reynoldsburg Schools.



“My mom, Janet Prout, and dad, Steve Prout, have opened so many doors for me and I am forever indebted to them for their unwavering support, constant encouragement, and boundless love.” Jenny credits the woman she is today to the people who have supported her along the way.

Jenny has been married to her husband, Nick, for 10 years, and together they have two, soon to be three, kids: 9-year-old Morgan, 7-year-old Alivia, and a baby due June 22. Their daughter Morgan was named after Nick’s late father. Jenny’s in-laws are very special to her and inspire her every day.

Jenny describes her late father-in-law as the most humble, funny, kind, and compassionate person she’s ever met. “He taught me so much in the short seven years I got to know him.” His wife, Christy, Jenny’s mother-in-law, is equally kind and compassionate. Jenny says: “I am forever grateful for all I learned from Morgan prior to his untimely passing and I will continue to be thankful for the endless support and encouragement from Christy.”

▶▶ on the rise

By Audrey Brill
Images by Tammy
Dean Photography



AFTER ONE YEAR OF STAYING HOME, I QUICKLY REALIZED THAT I MENTALLY, EMOTIONALLY AND PHYSICALLY NEEDED TO GET BACK TO WORK.



Jenny and her family. From left to right: 7-year-old, Alivia, Jenny, her husband, Nick, and 9-year-old Morgan.



Jenny was on the administrative team for Bishop Hartley for nine years and a seventh and eighth grade teacher for two years. The end of her career in education came as she was pregnant with her second child and decided it would make the most sense to stay home with her kids. She is eternally grateful for Nick who continued to work and provide for their family to allow her to take care of their children. He inspires her to “work hard and focus” just as he reminds their girls before school each day.

“After one year of staying home, I quickly realized that I mentally, emotionally and physically needed to get back to work,” Jenny says. “And while teaching was rewarding, I never truly felt fulfilled.” It was then she looked into real estate and decided she was up for the challenge. Jenny took classes from home in the evenings after her kids went to bed and she completed her courses within six months, becoming a licensed REALTOR® in July of 2019.

Fast forward to present day, Jenny has accumulated over \$23 million in sales volume in just four years and she has a true passion for creating connections and helping people

reach their real estate goals. “Naturally, when helping someone buy or sell one of the largest investments they will ever make, I am doing everything in my power to please my clients and make sure I see that smile and hear that excitement at closing,” says Jenny. “For me, that’s all that matters.”

One of the most rewarding aspects of her work is helping first-time homebuyers, which makes up a lot of her clientele. She also finds referrals to be very rewarding. “People are happy with the product and service I provide and share their experience with their friends and family,” Jenny says. “That itself is the biggest compliment. Any referral means the world to me.”

The motivation behind all that Jenny does is her family. Together, they love both attending and participating in various sporting events. The family also enjoys traveling and boating in their free time.





▶ real brand boost

By Timothy Zaritsky, Business Strategist at Orange Visuals

UNLOCKING \$1 MILLION IN TRANSACTIONAL VOLUME

In the bustling business world, initiating more conversations is vital to opening doors to new opportunities. It's a simple equation: more interactions lead to more business. But how do you transform this principle into tangible success? One of our client's remarkable achievements of generating \$1 million in transactional volume with a single video and one text message provides a compelling blueprint.

The power of personal touch in communication cannot be overlooked. Our client, understanding this, crafted an end-of-the-year thank-you video accompanied by personalized notes. This video wasn't just any corporate message; it was a sincere expression of gratitude, making his clients see him as a service provider and a person. He bridged gaps and rekindled relationships by texting this heartfelt message to his entire client base, including those with whom interactions had cooled off. The result? An astounding \$1 million in transactional volume.

Why was this strategy so effective? In sales, especially in sectors like real estate, the traditional approach has been direct solicitation – agents asking clients if they're ready to buy. However, this method overlooks a crucial aspect of the client's journey: readiness. The reality is that most people aren't immediately prepared to make significant decisions like purchasing a property. They have questions, reservations, and a need for a trust-building process. They need time to warm up to the idea.

Our client's strategy deviated from the norm. The video wasn't a sales pitch; it didn't pressure the recipients to declare their readiness to buy. Instead, it opened a channel for genuine communication. It

allowed clients to engage at their own pace in a space where they felt valued and understood. This approach tapped into the human aspect of business transactions, fostering a sense of trust and connection. Clients who might have been on the fence or not actively considering a purchase were drawn back into the conversation, leading to significant transactional volume.

This success story underscores a vital lesson: the effectiveness of personal, authentic communication in business cannot be underestimated. Direct videos and personalized texts that show genuine appreciation and interest in the client as an individual can have a profound impact. It's not just about selling; it's about building relationships. And when clients feel seen and valued, they're more likely to engage and transact.

In an era where digital communication often feels impersonal, our client's story is a powerful reminder of the value of personal touch. It's not just about the message; it's about the connection it fosters. At Orange Visuals, we help you create those connections, one authentic communication at a time. We specialize in crafting unique marketing strategies that resonate on a personal level, driving engagement and transactional volume. Let's start a conversation that could transform your business.

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ANDY DANEC

After more than a decade-long career in mortgage lending, including serving as regional vice president for Cross Country Mortgage, Andy Danec saw a need in the field of addiction and mental health services and resolved to do something about it. And in 2022, Ridgeline Recovery was born.

“The system is broken and I wanted to provide an alternative; a place for people to come and experience real recovery, healing and growth in a way they haven’t experienced before.”

Knowing he wasn’t an expert in the field, he realized his first step was to find the right people who shared his vision of doing things differently. He also researched and studied current clinic models.

The Ridgeline difference is in its resources and duration of counseling. Andy said trauma in someone’s past, or an injury that got them hooked on painkillers, are most often the cause of their addiction. The typical clinic model is to provide patients with a drug to wean them off of their substance abuse, but this doesn’t get to the root of the problem. Rather, it’s the in-depth counseling Ridgeline Recovery offers that gives people a new lease on life.

He said having a judgment-free zone is also important for recovery and healing. “Someone who falls off a ladder, breaks their back, and becomes addicted to oxycontin had no idea that injury would ruin their marriage,” he said. “We all know someone or have friends and family who have been down this road, and whether it’s food or pornography, it’s all an addiction, and we all struggle with something at one point or another.”



Andy and his wife, Susie.



Andy with his son, Clay, at the Columbus Dream Center.



Andy with Kirk Shenay and Brandon Cabrero.

▶ community champion

By Kaitlin Hall
Images by Kristen Nester Photography

RIDGELINE RECOVERY



Andy said they don't claim to be faith-based, but he believes Jesus is the ultimate healer, and they do integrate God's word if clients are open to it.

His ultimate goal is to take his previous management skills and pour them into his team. He strives to build a community and culture where they love coming to work, providing them with the tools, resources and funding so they can do their job well but then go home at the end of the day and take care of themselves because he realizes how draining their jobs can be.

From the way the building looks to how they sound on the phone, to the attitudes of the workers and their teachings, there is no doubt Ridgeline is disrupting the recovery industry.

"Something was missing for me in mortgages; there was a connection I wasn't getting," said Andy. "This fills my cup up though. I love our clients and every heart-breaking yet beautiful story."

“

THE SYSTEM IS BROKEN

and I wanted to provide an alternative; a place for people to come and experience real recovery, healing and growth in a way they haven't experienced before.

”

“

IT'S ALL AN ADDICTION,

and we all struggle with something at one point or another.





What Our Clients Are Saying

“The team was absolutely fantastic! Marshall and Tyler both went above and beyond to help me get the loan for our first home!!”

Charsey M | Marion, OH

“Very impressed with the speed of the transaction and the communication along the way. Made our transaction very smooth.”

Christopher H | Columbus, OH

“I appreciate everyone taking the time to answer all of our questions and get back with us in a timely manner. Having people available to help with price scenarios in the evening was great! Being first time homebuyers we were nervous but you made it less scary and a seamless process!”

Molly B | Columbus, OH

“Closed in 2 weeks and great team work and communication.”

Hasina N | Columbus, OH

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▶ agent on fire

BECKY SULLIVAN

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By Madison Powers
Images by Kristen Nester Photography

Becky Sullivan's genuine soul, lively spirit and giving heart have shaped her into the individual and professional that she is today. Her passion lies in social work where she began her career out of college, and she uses that fire to ignite a spark in the relationships she builds through real estate.

To Becky, real estate is all about the relationships and helping people more than it is the actual transactions. In 2020, she became a Productivity Coach for her brokerage, meaning she is responsible for training and coaching all new agents through their first six transactions and is on call for them 24/7. She averages about 20 agents at any given time.

"I love seeing agents and people in general grow," shares Becky. "The social worker in me loves to help people, so that is a big part of why I love being a mentor to the new agents."

Becky is no stranger to the fast-paced, noisy environment of being surrounded by so many people. She was born and raised in South Bend,

Indiana, as the third youngest of 10 children. Staying just a few hours from home for college, she majored in social work at Indiana University and followed that path for 12 years post-graduation. She was blessed with twins and did social work on a consulting basis before moving from Toledo to Columbus when they were 2 years old.

As an eventual single mom, Becky couldn't bring herself to work a 9 to 5 job, because she wanted to spend as much time as she could with her son and daughter as they grew

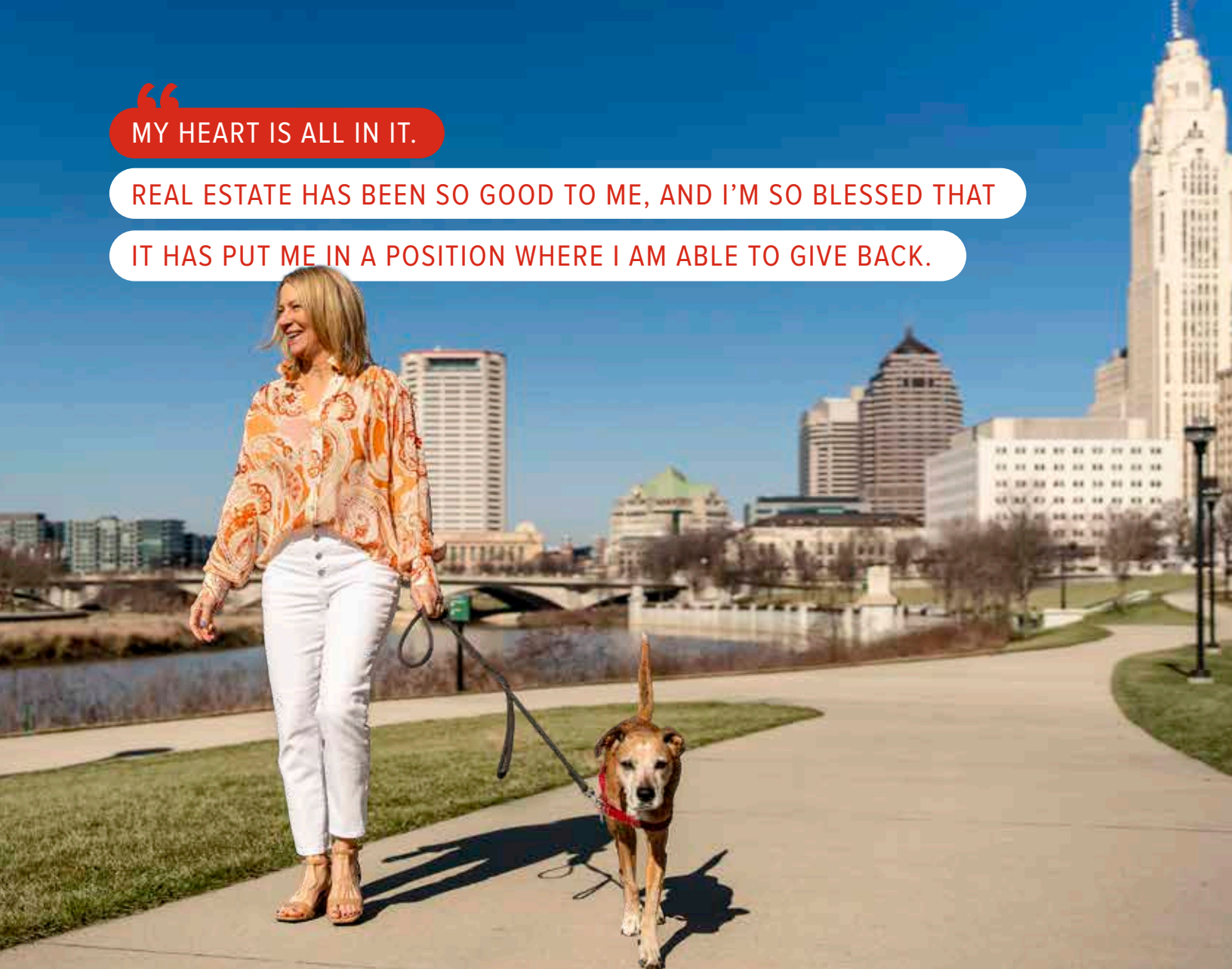


Becky with her best bud, Harley.

“MY HEART IS ALL IN IT.

REAL ESTATE HAS BEEN SO GOOD TO ME, AND I'M SO BLESSED THAT

IT HAS PUT ME IN A POSITION WHERE I AM ABLE TO GIVE BACK.



Becky and her family. From left to right: Son, Will, Becky, daughter, Frances, and soon-to-be son-in-law, Jack.

up. She found herself starting part-time work in real estate, picking up more hours and working for a full-time seasoned agent as her kids got older. After years of helping agents, Becky realized she wanted to go solo and make a name for herself, leading her to get her real estate license in 2005.

“If I could give my younger self one piece of advice when beginning in real estate, it would be to persevere and never give up,” says Becky. “I got my license in 2005, and the market crashed in 2008. The relationships I had kept me going.”

In 2017, Becky was the recipient of the Regional Cultural Icon Award for her ongoing commitment to community service and Keller Williams. She loves to give back any chance she can get and has supported several organizations including Flying Horse Farms, March of Dimes, One Voice for Freedom, Sunrise Sanctuary Farms and The Open Shelter. A portion of every commission she makes is given to charity in her clients' names. To date, she has provided thousands of dollars to causes near and dear to her heart.

“I truly miss social work, and that is why volunteerism is so close to me,” shares Becky. “My heart is all in it. Real estate has been so good to me, and I’m so blessed that it has put me in a position where I am able to give back to causes that mean so much to me like animal activism and feeding the homeless.”

She especially loves volunteering with her twins any chance she can get. These days, that means traveling across the country, as her daughter lives in Denver and her son lives in D.C. Becky makes time to see them at least once a quarter, even booking the next trip before the current one is over. Nothing in the world makes her happier than spending time with her proudest accomplishments.

“ I TRULY MISS SOCIAL WORK,
AND THAT IS WHY
VOLUNTEERISM IS SO
CLOSE TO ME.



“I am so proud of how much I’ve accomplished and how far I’ve come, but my biggest accomplishment is being my twin’s mother and seeing how they are in the best place they can be,” says Becky. “They’ve exceeded all expectations I’ve ever had for them as a mom.”


Health and wellness are also important to Becky, so she often works out, walks her dog, does yoga, meditates, and promotes healthy habits at the office.

Whether she’s working, traveling, parenting, volunteering or staying active, Becky does it all with a humble demeanor and positive attitude. Her outlook on life is inspiring, and anyone would be lucky to follow in her footsteps!

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Alex

Shively, **TEAM LEADER**

Keller Williams Excel Realty

After 12 years in the mortgage industry, Alex Shively made the leap to the real estate side in May 2023 as a team leader at Keller Williams Excel Realty. Less than a year in his role, Alex has quickly learned what it takes to excel (no pun intended) in his position of leading others while still grasping the ropes of the business.

Although his career has mostly revolved around mortgages and startups, that's not where he initially thought he would end up. Alex went to school for hospitality management with his sights set on a career working in sports travel or at a travel agency. It only took three months of a hospitality job for him to realize that the unpredictable schedules weren't for him. Being the people person that he is, his friend recommended a sales role at a bank. This was more up his alley, leading him to the path he found today.

Following nearly two years managing accounts at American Bank, Alex helped launch Homeside Financial and worked as an account manager before eventually becoming VP of the Contact Center, focusing on customer relationships and satisfaction. Then, when Lower.com was founded in December 2018, Alex joined the startup team as the VP of Business Development where he remained for over four years until switching to real estate last year.

"I've had a lot of tough days working for two startups," says Alex. "The hours can be long and hard, especially when you wear so many hats. You're learning during the entire process, and when you move into management, you're still learning while also trying to teach others."



Alex contributes his success to the challenges he's faced growing the companies, stating that it's made him a better leader and businessman. Since he joined Keller Williams Excel Realty, he finds himself often asking questions rather than answering them as the subject matter expert.

"My favorite part about being a team leader is getting to know people," shares Alex. "That was one of the things I liked about this position, making sure everyone has what they need and using that to attract other talent. I have a great staff and crew at my office who I learn from every single day."

A social personality is one of Alex's most valued professional traits, and it plays a big part in his personal life, too. Recently engaged, Alex and his fiancée enjoy taking advantage of all that Columbus has to offer. Trying new restaurants and breweries, attending sporting events and exploring German Village with their dog are a few of their favorite ways to spend time together.

Whether Alex sticks with real estate or has another startup in mind for the future, his ambition, resilience and authenticity will take him far.



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Working with David felt like we had personal advisor accessible 24/7.

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-Lucas

The home buying process can be incredibly stressful due to all of the moving pieces involved. We did not have that experience with NFM Lending. David and Alex were quick to respond to our questions and reach out promptly when they needed information or documents from us. All in all, it was a wonderful and painless experience. I'd recommend NFM Lending to anyone.

-Julie

David and Adam were amazing from start to finish! They communicated with us clearly, quickly, and with so much care.

David is good at what he does and, as first time homebuyers, we learned a lot from him. And he has assembled an incredible team. Adam was always incredibly clear about where we're were in the loan process and what we needed to do to keep it moving. Because of their expertise, we were able to move from offer to closing in only two weeks! Thank you Team Arocho.

-Acacia

Fast communication and made the process as easy as possible. One of the reasons the sellers chose us was because we were working with David and his team! David and Adam were always very responsive to our questions- thank you!

-Sarah

Excellent service - We were considering a number of lenders, but none was as responsive to our needs as David Arocho. Excellent communication - Whenever we had questions he made time to walk us through the answers. We were always informed of the next steps ahead of time. David and his team were there for us through the process of searching for, bidding on, and closing on our new home.

-Cody

David Arocho

Sr. VP of Sales - Branch Manager

I recently purchased a home and chose to work with NFM Lending. It was a great decision because both David and Alex were friendly and professional. They responded quickly to my questions and their loan software was so easy to use. Every detail was transparent and easy to understand throughout. Overall it was a smooth process from start to finish. I highly recommend NFM Lending and look forward to working with both David and Alex again in the future.

-J M

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KATIE BECKER



COLDWELL BANKER REALTY

Natural-born leader, high-energy extrovert, skilled multitasker, remarkable problem-solver — Katie Becker's combination of valuable personal traits, all advantageous to a REALTOR® — have been integral to her real estate success.

"I really love a challenge, learning every day, serving others, and meeting them where they are," said Katie, who is with Coldwell Banker Realty. "At times that means achieving the American dream of

homeownership, which is amazing, but I also enjoy the very complex and sometimes challenging situations that require me to be solution oriented — to solve problems and guide clients through to accomplish their goals during difficult times. It's so rewarding."

Born in Dublin, Ohio, Katie moved to Kettering, a Dayton suburb, when she was 7. Real estate is in her blood — she grew up surrounded by family members in the industry, including her parents, grandfather, uncles and cousins.

In 1957, Katie's late grandfather founded a brokerage in Youngstown, the D'Amico Agency, Inc., that's still owned and operated by Katie's family today. "My grandfather was really a trailblazer of his time, starting his own brokerage at 22 and becoming the first FHA broker in the area," Katie said. "He lived to help families, was an important member of the community and wanted to make a difference — all things that are important to me in my business now."

For 30-plus years, Katie's mother has worked for a Columbus nonprofit that specializes in affordable senior housing development. Katie absorbed her mom's passion for her work



and grew up understanding the value of home and stable housing. From childhood through college, Katie spent hours volunteering at her mom's organization — doing everything from taking housing applications, to spending time with and entertaining the senior residents, to working part-time in their property management office. "It was rewarding to see first hand how much the residents truly loved where they lived."

Katie's entrepreneurial spirit began to shine during her childhood. "My brother and I regularly had lemonade stands and we ran a leaf-raking business in our neighborhood when we were very young. I knocked on

doors for magazine sales and Girl Scout cookie sales, and I started a babysitters club as soon as I was old enough," she remembers.

While she attended Bowling Green State University, Katie joined Delta Gamma sorority and, true to her character, quickly became involved in the sorority's leadership. "Being in Delta Gamma taught me a lot about relationships, team building, and working well with others," said Katie. "I learned a lot about maintaining relationships with people from different backgrounds, and many of them are still important people in my life today."

During college, Katie worked at a variety of part-time jobs related to the service and hospitality business. She had a talent for finding positions she enjoyed so much that she didn't feel like she was working — and she says she still feels like that today in her real estate career.

“

I learned a lot about maintaining relationships with people from different backgrounds, & many of them are still
IMPORTANT PEOPLE IN MY LIFE TODAY.

”

After graduating from BGSU, Katie moved to Columbus. She started her career working in business development for an architectural firm and, next, as the finance director for a law firm, before moving into the industry that was her best fit: real estate.

For ten years, Katie's been a solo agent with Coldwell Banker Realty.

Deeply committed to her profession, Katie has won numerous awards. She's active in the industry, and has taken on roles that include Diversity, Equity & Inclusion Ambassador with Coldwell Banker, as well as serving on the Columbus Board of REALTORS® Foundation Fundraising Committee and the Women's Council of REALTORS® Membership Committee. Additionally, she's dedicated to the community and has launched her own "closing with care" initiative — at each closing Katie makes a donation on behalf of her clients to the organization of their choice.





“**MY FAMILY** is definitely my why.”



Photo courtesy of Ashlie Layland Photography

Katie lives in Upper Arlington with her husband, Zach, their two children Brielle (5) and Bella (2), plus their Cavachon dog, Mason. “My family is definitely my why,” Katie said.

Zach, an operations manager at Brown & Brown Insurance, is extremely supportive, Katie says. “He has been part of my real estate journey since day one.” Zach has helped Katie with everything from placing open house signs, to running errands, to packing Katie’s car with water and snacks for open house attendees. “He’s also always on board with my ideas when I think I see a good opportunity for an investment property or rental,” she said. “I have fun with this as a creative outlet, coming up with ideas and updating a house that needs TLC to make it into a home for someone.”



Katie and her family. From left to right: Family pooch, Mason, Katie, 5-year-old daughter, Brielle, husband, Zach, and 2-year-old daughter, Bella. Photo courtesy of Ashley West Photography

An outgoing person, Katie loves to entertain and enjoys being surrounded by family and friends. “Whether it’s an appreciation event or a party in our home, I love bringing people together,” she said. Katie likes cooking and trying out new and old family recipes, and she is trying to master charcuterie boards when she has time. Katie also enjoys reading and is in a book club with close friends.

Both Katie and Zach love music, going to concerts and comedy shows. But their favorite days are spent as a family taking a walk to the park, or at the Columbus Zoo or Franklin Park Conservatory. “Our family’s favorite travel destination is Seabrook Island, South Carolina, just outside of Charleston,” Katie said. “My girls love the beach and the ocean just as much as I do. It brings back memories of my childhood spent on the same beach.”

As an agent, Katie is set apart by her empathy and enthusiasm. “What I value most are the relationships,” she said. “It’s such a privilege to walk this path with my clients and be a part of such a monumental time in someone’s life.”

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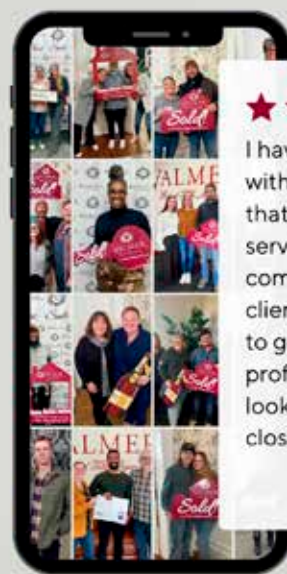


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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Feb. 29, 2024, as of March 12 at 5:05 p.m.

Rank No	Agent	Office Name	Units	Volume
1	Hencheck, Alexander A	HMS Real Estate	143	63,732,000
2	Raines, Sandy L	The Raines Group, Inc.	44	24,835,000
3	Tartabini, Daniel V	New Advantage, LTD	45	23,550,000
4	Kendle, Ronald D	RE/MAX Town Center	2	17,446,000
5	Fairman, Charlene K	The Realty Firm	32	16,390,000
6	Riddle, Robert J	New Albany Realty, LTD	27	15,746,000
7	Willcut, Roger E	Keller Williams Consultants	16	14,924,000
8	Ruehle, Ryan J	EXP Realty, LLC	39	12,379,000
9	Ruff, Jeffery W	Cutler Real Estate	20	11,040,000
10	Kemp, Brian D	Keller Williams Capital Ptnrs	20	10,039,000
11	Ross, James E	Red 1 Realty	37	10,020,000
12	Mahon, John D	Casto Residential Realty	16	9,416,000
13	Cooper, Sam	Howard Hanna Real Estate Svcs	31	9,352,000
14	Ciamacco, DeLena	RE/MAX Connection	18	8,754,000
15	Lynn, Lori	Keller Williams Consultants	26	8,327,000
16	Shaffer, Donald E	Howard HannaRealEstateServices	23	7,849,000
17	Fox-Smith, Angelina L	Coldwell Banker Realty	14	7,573,000
18	Clarizio, Bradley	Red 1 Realty	27	7,081,000
19	Ramm, Jeff	Coldwell Banker Realty	6	7,038,000
20	Wright, Kacey A	RE/MAX Partners	14	6,895,000
21	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	13	6,819,000
22	Close, Allison L	Cutler Real Estate	10	6,634,000
23	Goff, Carol	Carol Goff & Assoc.	11	6,490,000
24	Wainfor, Susan	Coldwell Banker Realty	13	6,348,000
25	Diaz, Byron	NextHome Experience	26	6,337,000
26	Sanepalli, Ramamohan R	Key Realty	8	6,103,000
27	Collins, Charles E	Red 1 Realty	19	6,059,000
28	Widder, David Lee	Coldwell Banker Realty	5	5,903,000
29	Edwards, Kyle	KW Classic Properties Realty	13	5,839,000
30	Berrien, Todd V	Coldwell Banker Realty	15	5,662,000
31	Casey, Michael A	RE/MAX Connection	13	5,623,000
32	Guanciale, Andrew P	Coldwell Banker Realty	18	5,595,000
33	Wheeler, Lacey D	Red 1 Realty	12	5,413,000
34	Klingel, Carrie	Keller Williams Consultants	2	5,400,000

Rank No	Agent	Office Name	Units	Volume
35	Bodipudi, Koteswara	Red 1 Realty	15	5,189,000
36	MacKenzie, Cynthia C	CYMACK Real Estate	11	5,188,000
37	Mahler, Jeff A*	Keller Williams Capital Ptnrs	12	5,185,000
38	Cameron, Christina M	Rolls Realty	5	5,140,000
39	Griffith, Tyler R	RE/MAX Peak	14	5,135,000
40	Breeckner, Brian	Beckett Realty Group	21	5,061,000
41	DeVoe, Anne	Coldwell Banker Realty	3	5,020,000
42	Dixon, Tracey L	Keller Williams Greater Cols	14	5,014,000
43	Ritchie, Lee	RE/MAX Partners	13	4,601,000
44	Conley, Amy E	Cutler Real Estate	6	4,536,000
45	Wills, Julie R	Howard Hanna Real Estate Svcs	11	4,507,000
46	Davis, Brian G	Auction Ohio	8	4,434,000
47	Beckett-Hill, Jill	Beckett Realty Group	7	4,365,000
48	Fisk, Jacob V	Red 1 Realty	19	4,274,000
49	Smith, Amanda	Howard Hanna Real Estate Svcs	3	4,213,000
50	Hunter, Ling Q	Red 1 Realty	13	4,123,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Feb. 29, 2024, as of March 12 at 5:05 p.m.

Rank No	Agent	Office Name	Units	Volume
51	Grandey, M. Michaela	Rolls Realty	5	4,096,000
52	Whitten, Glen	Ohio Property Group, LLC	8	4,011,000
53	Hart, Kevin	Keller Williams Greater Cols	12	3,979,000
54	Shields, Bradley L	Redfin Corporation	9	3,927,000
55	DeLeon, Zachary T	Keller Williams Greater Cols	5	3,875,000
56	Ackermann, Marty E	RE/MAX Consultant Group	3	3,850,000
57	Batcheck, Mark	Red 1 Realty	5	3,850,000
58	Lawasani, Ryan	Coldwell Banker Realty	6	3,807,000
59	Cox, Brittany	Coldwell Banker Realty	14	3,799,000
60	Metarelis, Steve G	Offerpad Brokerage, LLC	12	3,792,000
61	Smith, Eric R	Doug Smith Realty & Auction Co	1	3,750,000
62	Beirne, Daniel J	Opendoor Brokerage LLC	13	3,723,000
63	Falah, Sinan	Coldwell Banker Realty	9	3,674,000
64	Jones, Jane L	Howard Hanna Real Estate Svcs	5	3,660,000
65	Kessel-White, Jennifer	KW Classic Properties Realty	11	3,628,000
66	Goodman, Benjamin J	Sorrell & Company, Inc.	7	3,625,000

Rank No	Agent	Office Name	Units	Volume
67	Ferrari, Rhiannon M	EXP Realty, LLC	13	3,561,000
68	Smith, Steven S S	Keller Williams Consultants	11	3,517,000
69	Graham, Mark	Countrytyme Realty, LLC	31	3,488,000
70	Hance, Matthew	EXP Realty, LLC	10	3,439,000
71	Reil, Timothy C	Keller Williams Consultants	7	3,430,000
72	Barlow, Jaime	Sell For One Percent	10	3,428,000
73	Sunderman, Mary K	Keller Williams Capital Ptnrs	6	3,408,000
74	Clark, Amy G	LifePoint Real Estate, LLC	10	3,395,000
75	Bare, Scott T	Bauer Real Estate Company	8	3,355,000
76	Hamilton, V. Patrick	REMAX Alliance Realty	12	3,338,000
77	Davis, Amy J	Donald E. Fender, Inc., Hillsb	6	3,330,000
78	Mitchell, Courtney J	RE/MAX Premier Choice	6	3,291,000
79	Andrews, Trevor R	RE/MAX Revealty	11	3,284,000
80	Bluvstein, Jake	RE/MAX Connection	9	3,281,000
81	El Mejjaty, Omar	Carleton Realty, LLC	15	3,268,000
82	Roehrenbeck, James F	RE/MAX Town Center	7	3,267,000
83	Farwick, Thomas M	KW Classic Properties Realty	7	3,240,000
84	Laumann, Margot M	Street Sotheby's International	6	3,219,000
85	Reynolds, Ryan D	Keller Williams Consultants	5	3,217,000
86	Doyle, Michael	EXP Realty, LLC	8	3,203,000
87	Golla, Desalen M	Coldwell Banker Realty	9	3,187,000
88	Bell, Megan L	RE/MAX Apex	7	3,183,000
89	Hamrick, Kimberly D	Keller Williams Consultants	9	3,180,000
90	Carruthers, Michael D	Coldwell Banker Realty	2	3,130,000
91	Parsley, David H	Ross, Realtors	8	3,126,000
92	Veeragandham, Kishore	Red 1 Realty	7	3,116,000
93	Theado, Lisa D	Theado & Company, LLC	2	3,094,000
94	Lyubimova, Ekaterina	NextHome Experience	11	3,083,000
95	Alley, Rachel M	Keller Williams Capital Ptnrs	8	3,077,000
96	Simpson, Kimberly L	Cutler Real Estate	4	3,062,000
97	Petrof, Vincent J	RE/MAX Connection	6	3,058,000
98	Keener, Angela L	Keller Williams Consultants	9	3,058,000
99	Tanner-Miller, Angie R	Coldwell Banker Realty	13	3,052,000
100	Bainbridge, Brian C	CRT, Realtors	9	3,050,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Feb. 29, 2024, as of March 12 at 5:05 p.m.

Rank No	Agent	Office Name	Units	Volume
101	Lubinsky, John D	RE/MAX Affiliates, Inc.	7	3,046,000
102	Yates, Kevin J	Manor Homes Realty	3	3,025,000
103	Listebarger, Laura E	Century 21 Excellence Realty	9	3,014,000
104	Kovacs, Kimberly A	Coldwell Banker Realty	10	3,009,000
105	Marvin, Scott A	Team Results Realty	9	3,007,000
106	Godfrey, Alecia	Keller Williams Excel Realty	7	3,005,000
107	McCurdy, Kurt B	Howard Hanna Real Estate Svcs	5	2,999,000
108	Assmann, Jenny	Core Realty Collection	7	2,989,000
109	MYERS, AMANDA	Rise Realty	12	2,984,000
110	Hensel, Drew R	RE/MAX ONE	10	2,965,000
111	Dooley, Bruce W	KW Classic Properties Realty	4	2,942,000
112	Hursh, Andrew J	The Westwood Real Estate Co.	8	2,910,000
113	Evans, Nicole R	Coldwell Banker Realty	6	2,908,000
114	Swickard, Marnita C	e-Merge Real Estate	6	2,891,000
115	Lesnick, Jean M	New Albany Realty, LTD	2	2,850,000
116	Shawver, Morgan Taylor	Coldwell Banker Realty	6	2,833,000
117	Parrett, Constance D	Cutler Real Estate	8	2,804,000
118	Jackson, Joseph C	Keller Williams Capital Ptnrs	9	2,800,000
119	Montcho, Babatunde A.Q.	New Home Star, LLC	7	2,750,000
120	Smith, Anita K	EPCON Realty, Inc.	6	2,749,000
121	Kirk, Jon F	RE/MAX Premier Choice	3	2,744,000
122	Woo, Jeffrey D	Howard Hanna Real Estate Svcs	6	2,740,000
123	Linsker, Michael L	Northsteppe Realty	5	2,740,000
124	Gledhill, Eric W	Howard Hanna Real Estate Svcs	5	2,734,000
125	Elflein, Joan	Ohio Broker Direct, LLC	9	2,734,000
126	Stasel, Heather M	Howard Hanna Real Estate Services	11	2,729,000
127	Lowe, Lisa Marie	Red 1 Realty	2	2,725,000
128	Bevins, James	RE/MAX Revealty	8	2,710,000
129	Becker, Kathryn K	Coldwell Banker Realty	5	2,676,000
130	Ackermann, Matthew S	RE/MAX Consultant Group	2	2,650,000
131	Soskin, Alexander	Soskin Realty, LLC	13	2,629,000
132	Casey, Susanne	Keller Williams Capital Ptnrs	7	2,615,000
133	Grimm, Shannon	Howard Hanna Real Estate Svcs	6	2,613,000

Rank No	Agent	Office Name	Units	Volume
134	Winter, Brad	Engel & Volkers RE Advisers	5	2,605,000
135	Harr, Kathryn	RE/MAX ONE	11	2,597,000
136	Murphy, Kristina R	Howard Hanna Real Estate Svcs	8	2,584,000
137	Marsh, Troy A	Keller Williams Consultants	7	2,580,000
138	Russo, Richard	Rich Russo Realty & Co.	11	2,574,000
139	Pandya, Ajay B	e-Merge Real Estate Unlimited	6	2,573,000
140	Hood, Shaun	Coldwell Banker Realty	10	2,553,000
141	Merriman, Brent J	KW Classic Properties Realty	9	2,551,000
142	Prewitt, Brandon T	RE/MAX Partners	7	2,545,000
143	Figuroa, Ethel Lia	Mi Casa Legacy LLC	12	2,538,000
144	Langhirt, Valerie	EXP Realty, LLC	4	2,522,000
145	Jackson, Patricia K	RE/MAX Genesis	9	2,517,000
146	Chapman, Oliver	Keller Williams Consultants	6	2,496,000
147	Kamann, Heather R	Howard Hanna Real Estate Services	8	2,492,000
148	Tominack, Zachary R	Coldwell Banker Realty	5	2,489,000
149	Keffer, Tracy T	Keller Williams Greater Cols	10	2,476,000
150	Mills, Jeremy R	Rise Realty	5	2,453,000

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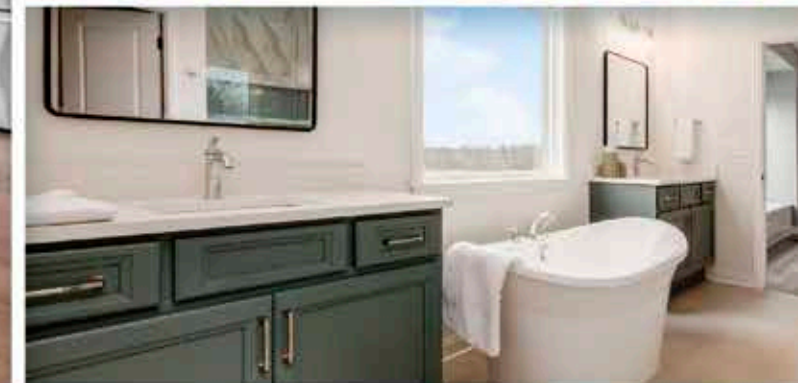
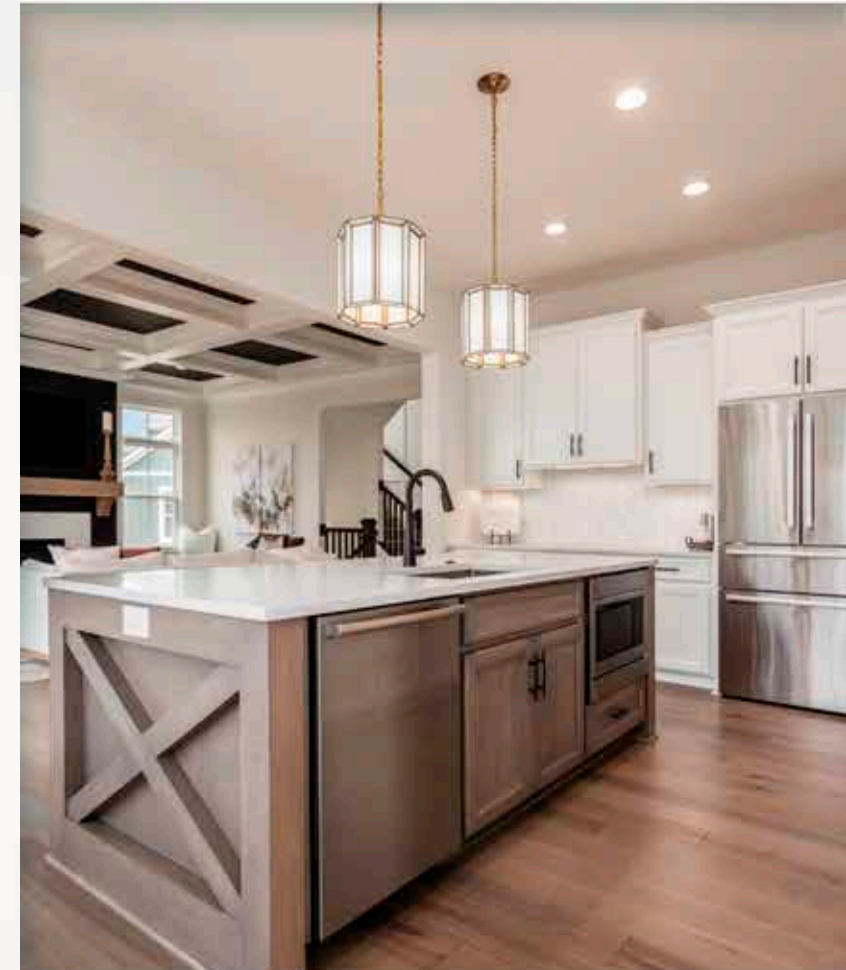


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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Feb. 29, 2024, as of March 12 at 5:05 p.m.

Rank No	Agent	Office Name	Volume	Units
1	Hencheck, Alexander A	HMS Real Estate	63,732,000	143
2	Tartabini, Daniel V	New Advantage, LTD	23,550,000	45
3	Raines, Sandy L	The Raines Group, Inc.	24,835,000	44
4	Ruehle, Ryan J	EXP Realty, LLC	12,379,000	39
5	Ross, James E	Red 1 Realty	10,020,000	37
6	Fairman, Charlene K	The Realty Firm	16,390,000	32
7	Cooper, Sam	Howard Hanna Real Estate Svcs	9,352,000	31
8	Graham, Mark	Countrytyme Realty, LLC	3,488,000	31
9	Clarizio, Bradley	Red 1 Realty	7,081,000	27
10	Riddle, Robert J	New Albany Realty, LTD	15,746,000	27
11	Lynn, Lori	Keller Williams Consultants	8,327,000	26
12	Diaz, Byron	NextHome Experience	6,337,000	26
13	Shaffer, Donald E	Howard HannaRealEstateServices	7,849,000	23
14	Breckner, Brian	Beckett Realty Group	5,061,000	21
15	Kemp, Brian D	Keller Williams Capital Ptnrs	10,039,000	20
16	Ruff, Jeffery W	Cutler Real Estate	11,040,000	20

Rank No	Agent	Office Name	Volume	Units
17	Fisk, Jacob V	Red 1 Realty	4,274,000	19
18	Collins, Charles E	Red 1 Realty	6,059,000	19
19	Ciamacco, DeLena	RE/MAX Connection	8,754,000	18
20	Guanciale, Andrew P	Coldwell Banker Realty	5,595,000	18
21	Willcut, Roger E	Keller Williams Consultants	14,924,000	16
22	Mahon, John D	Casto Residential Realty	9,416,000	16
23	Berrien, Todd V	Coldwell Banker Realty	5,662,000	15
24	El Mejjaty, Omar	Carleton Realty, LLC	3,268,000	15
25	Bodipudi, Koteswara	Red 1 Realty	5,189,000	15
26	Cox, Brittany	Coldwell Banker Realty	3,799,000	14
27	Fader, Scott	Joseph Walter Realty, LLC	1,974,000	14
28	Fox-Smith, Angelina L	Coldwell Banker Realty	7,573,000	14
29	Wright, Kacey A	RE/MAX Partners	6,895,000	14
30	Dixon, Tracey L	Keller Williams Greater Cols	5,014,000	14
31	Griffith, Tyler R	RE/MAX Peak	5,135,000	14
32	Wainfor, Susan	Coldwell Banker Realty	6,348,000	13
33	Soskin, Alexander	Soskin Realty, LLC	2,629,000	13
34	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	6,819,000	13
35	Ferrari, Rhiannon M	EXP Realty, LLC	3,561,000	13
36	Ritchie, Lee	RE/MAX Partners	4,601,000	13
37	Casey, Michael A	RE/MAX Connection	5,623,000	13
38	Edwards, Kyle	KW Classic Properties Realty	5,839,000	13
39	Hunter, Ling Q	Red 1 Realty	4,123,000	13
40	McDonald, Jayme	Red 1 Realty	476,000	13
41	Tanner-Miller, Angie R	Coldwell Banker Realty	3,052,000	13
42	Beirne, Daniel J	Opendoor Brokerage LLC	3,723,000	13
43	Weade, Branen L	Weade Realtors & Auctioneers	1,158,000	12
44	Wheeler, Lacey D	Red 1 Realty	5,413,000	12
45	Mahler, Jeff A*	Keller Williams Capital Ptnrs	5,185,000	12
46	Figueroa, Ethel Lia	Mi Casa Legacy LLC	2,538,000	12
47	Metarelis, Steve G	Offerpad Brokerage, LLC	3,792,000	12
48	Jones, Tracy J	Keller Williams Legacy Group	1,756,000	12
49	MYERS, AMANDA	Rise Realty	2,984,000	12
50	Hamilton, V. Patrick	REMAX Alliance Realty	3,338,000	12

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Feb. 29, 2024, as of March 12 at 5:05 p.m.

Rank No	Agent	Office Name	Volume	Units
51	Hart, Kevin	Keller Williams Greater Cols	3,979,000	12
52	Wills, Julie R	Howard Hanna Real Estate Svcs	4,507,000	11
53	Lyubimova, Ekaterina	NextHome Experience	3,083,000	11
54	Payne, Donald A	Vision Realty, Inc.	2,066,000	11
55	Kessel-White, Jennifer	KW Classic Properties Realty	3,628,000	11
56	Russo, Richard	Rich Russo Realty & Co.	2,574,000	11
57	Andrews, Trevor R	RE/MAX Revealty	3,284,000	11
58	Smith, Steven S S	Keller Williams Consultants	3,517,000	11
59	Harr, Kathryn	RE/MAX ONE	2,597,000	11
60	Bethel, John	The Realty Group	657,000	11
61	Goff, Carol	Carol Goff & Assoc.	6,490,000	11
62	Rooks, Scott David	Lakeside Real Estate & Auction	951,000	11
63	Stasel, Heather M	Howard Hanna Real Estate Services	2,729,000	11
64	MacKenzie, Cynthia C	CYMACK Real Estate	5,188,000	11
65	Hood, Shaun	Coldwell Banker Realty	2,553,000	10
66	Close, Allison L	Cutler Real Estate	6,634,000	10
67	Hensel, Drew R	RE/MAX ONE	2,965,000	10

Rank No	Agent	Office Name	Volume	Units
68	Clark, Amy G	LifePoint Real Estate, LLC	3,395,000	10
69	Keffer, Tracy T	Keller Williams Greater Cols	2,476,000	10
70	Kovacs, Kimberly A	Coldwell Banker Realty	3,009,000	10
71	Barlow, Jaime	Sell For One Percent	3,428,000	10
72	Toth, Sherrie	RE/MAX Consultant Group	1,400,000	10
73	Flach-Moore, Stacey L	Coldwell Banker Realty	1,530,000	10
74	Horne, Jeffrey E	Coldwell Banker Heritage	1,760,000	10
75	Chapman, Susan	Keller Williams Greater Cols	2,344,000	10
76	Triplett, Coral	Errington Realty LLC.	1,517,000	10
77	Hance, Matthew	EXP Realty, LLC	3,439,000	10
78	Abbott, Kelly	Howard Hanna Real Estate Svcs	2,236,000	10
79	Bluvstein, Jake	RE/MAX Connection	3,281,000	9
80	Bainbridge, Brian C	CRT, Realtors	3,050,000	9
81	Hamrick, Kimberly D	Keller Williams Consultants	3,180,000	9
82	Jackson, Patricia K	RE/MAX Genesis	2,517,000	9
83	Listebarger, Laura E	Century 21 Excellence Realty	3,014,000	9
84	Golla, Desalen M	Coldwell Banker Realty	3,187,000	9
85	Jackson, Joseph C	Keller Williams Capital Ptnrs	2,800,000	9
86	Rowe, Robert A	RE/MAX Capital Centre	1,479,000	9
87	Lyman, Remington	Reafco	2,085,000	9
88	Merriman, Brent J	KW Classic Properties Realty	2,551,000	9
89	Elflein, Joan	Ohio Broker Direct, LLC	2,734,000	9
90	Fair, Diana	Ross, Realtors	1,550,000	9
91	Falah, Sinan	Coldwell Banker Realty	3,674,000	9
92	Miller, Sam	Re/Max Stars	1,075,000	9
93	Rice, Marc A	Reafco	2,119,000	9
94	Marvin, Scott A	Team Results Realty	3,007,000	9
95	Keener, Angela L	Keller Williams Consultants	3,058,000	9
96	Shields, Bradley L	Redfin Corporation	3,927,000	9
97	Sanepalli, Ramamohan R	Key Realty	6,103,000	8
98	VanDenEynde, Erica A	Howard Hanna Real Estate Svcs	2,067,000	8
99	Parsley, David H	Ross, Realtors	3,126,000	8
100	Bevins, James	RE/MAX Revealty	2,710,000	8

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Feb. 29, 2024, as of March 12 at 5:05 p.m.

Rank No	Agent	Office Name	Volume	Units
101	Lane, Jeffrey S	Prodigy Properties	881,000	8
102	Murphy, Kristina R	Howard Hanna Real Estate Svcs	2,584,000	8
103	Andrews, Jenna L	Plum Tree Realty	2,058,000	8
104	Corbin, Mark D	NextHome Experience	1,887,000	8
105	Bare, Scott T	Bauer Real Estate Company	3,355,000	8
106	Fiorello, Kellie A	Coldwell Banker Realty	2,104,000	8
107	Manley, K. Emily	e-Merge Real Estate Unlimited	2,134,000	8
108	Doyle, Michael	EXP Realty, LLC	3,203,000	8
109	Vance, Chase	Di Lusso Real Estate	1,526,000	8
110	Madosky Shaw, Lari	Coldwell Banker Realty	2,140,000	8
111	Parrett, Constance D	Cutler Real Estate	2,804,000	8
112	Hursh, Andrew J	The Westwood Real Estate Co.	2,910,000	8
113	Alley, Rachel M	Keller Williams Capital Ptnrs	3,077,000	8
114	Allgood, Amanda M	e-Merge Real Estate	2,333,000	8
115	Ryan, Kristina L	Offerpad Brokerage, LLC	1,941,000	8
116	Parham, Janene R	Red 1 Realty	1,378,000	8
117	Skinner, Charles Gregory	VIP Realty, Inc.	2,119,000	8

Rank No	Agent	Office Name	Volume	Units
118	Davis, Brian G	Auction Ohio	4,434,000	8
119	Pettit, Jennifer N	EXP Realty, LLC	2,171,000	8
120	Chiero, Kathy L	Keller Williams Greater Cols	2,052,000	8
121	Parker, Kelly A	Howard Hanna Real Estate Svcs	1,734,000	8
122	Looney, Sherry L	Howard HannaRealEstateServices	2,445,000	8
123	Whitten, Glen	Ohio Property Group, LLC	4,011,000	8
124	Rossmann, Lora M	Real Estate Showcase, RES	1,329,000	8
125	Kamann, Heather R	Howard Hanna Real Estate Services	2,492,000	8
126	Adams, Tamara R	Rise Realty	720,000	8
127	Cliffel, Eric J	KW Classic Properties Realty	1,573,000	7
128	Farwick, Thomas M	KW Classic Properties Realty	3,240,000	7
129	Assmann, Jenny	Core Realty Collection	2,989,000	7
130	Godfrey, Alecia	Keller Williams Excel Realty	3,005,000	7
131	Reil, Timothy C	Keller Williams Consultants	3,430,000	7
132	Conway, Ryan	Keller Williams Consultants	1,074,000	7
133	Lubinsky, John D	RE/MAX Affiliates, Inc.	3,046,000	7
134	Heicher Gale, Barbara S	Keller Williams Consultants	2,206,000	7
135	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	2,035,000	7
136	Waite, Greg L	Home Central Realty	1,581,000	7
137	Medalie, Charles D	ListWithFreedom.com	1,022,000	7
138	Ogle, Donna S	Coldwell Banker Realty	688,000	7
139	Shaffer, Carlton J	RE/MAX Partners	1,729,000	7
140	Beckett-Hill, Jill	Beckett Realty Group	4,365,000	7
141	Wlodyka, Jamie M	Beckett Realty Group	2,041,000	7
142	Roehrenbeck, James F	RE/MAX Town Center	3,267,000	7
143	Montcho, Babatunde A.Q.	New Home Star, LLC	2,750,000	7
144	Goodman, Benjamin J	Sorrell & Company, Inc.	3,625,000	7
145	Bell, Megan L	RE/MAX Apex	3,183,000	7
146	Devoll, A. Tyler	Coldwell Banker Realty	2,209,000	7
147	Prewitt, Brandon T	RE/MAX Partners	2,545,000	7
148	Linn, Misty D	Core Realty Collection	2,057,000	7
149	Nguyen, Vi	Fathom Realty Ohio	1,957,000	7
150	Coakley, Tony	BARTLETT BENNER REALTY	1,908,000	7

Disclaimer: Beginning January 2024, data includes all agents reporting regardless of transaction type. We do not have the ability to know and understand the base of a licensed agent's business and type. This data should be used for informational purposes only. Information is based on reported numbers through the MLS as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported which affects all parties involved in a transaction. New construction or numbers not reported through the MLS within the date range listed are not included. Asterisk indicates individual.

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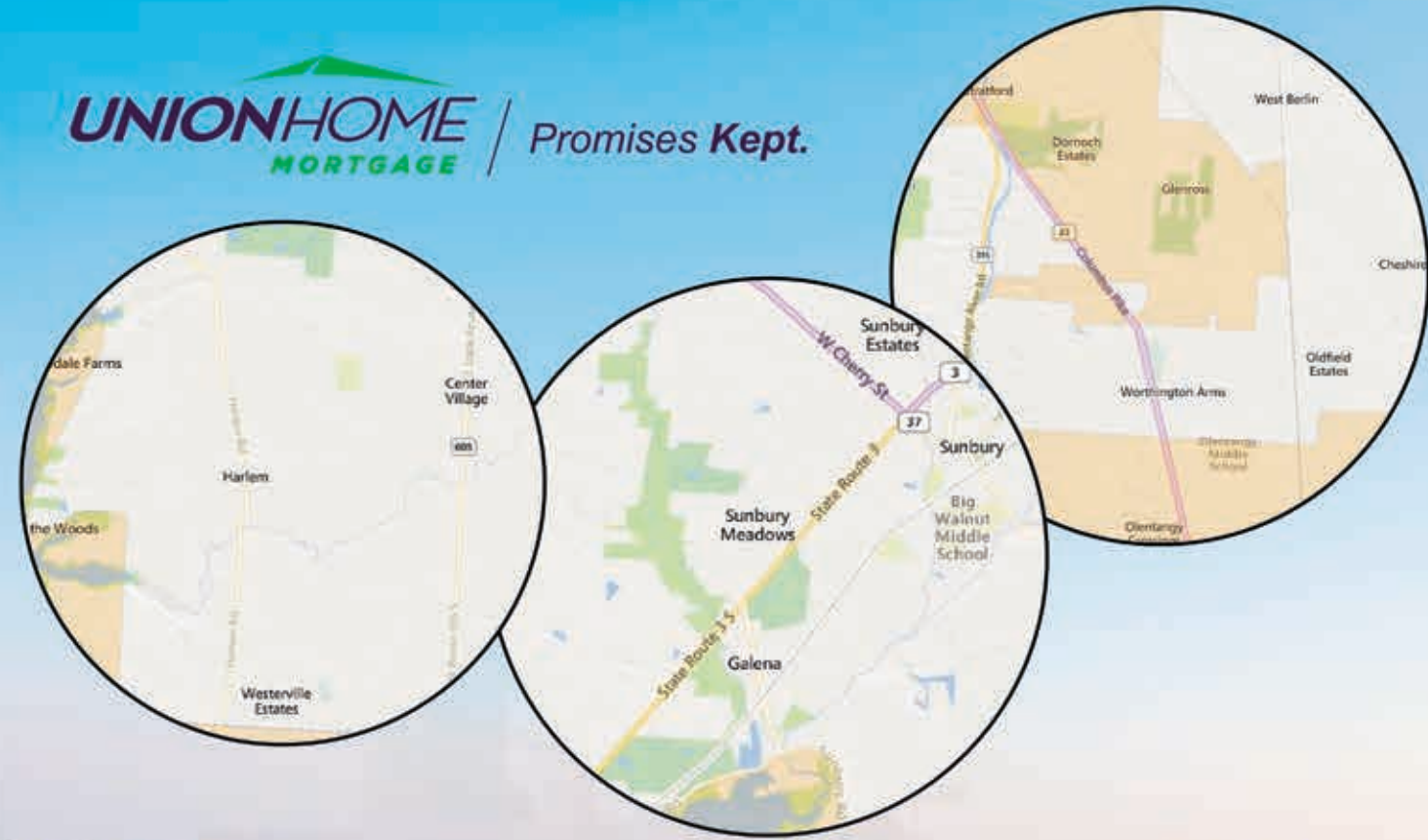
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