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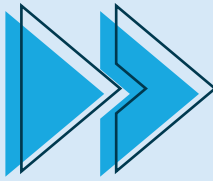






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 If you are interested in contributing or nominating Realtors for certain stories, please email us at katie@rpcolumbus.com

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Ready, Set, Grow with Whitney Abraham

THE POWER OF STORYTELLING FOR YOUR MARKETING.

Co-Founder of Reel Social Agent and Marketing Strategist Whitney Abraham is sharing the secrets behind positioning yourself as the go-to agent online.

If your online marketing strategy has been a series of "New Listing," "In Contract," and "Sold" photos, you're likely missing the mark on leveraging the power of storytelling to create deeper connections with your audience and prospective clients.

I know that creating content can feel like just another box you need to check in your massive list of things to do, and one that often gets pushed to the bottom of that list - but the next time you go to press publish on another "sold" photo of a house, I want you to stop and ask yourself what that post will do for you. Will it show them you closed a house, and that other people work with you? YES. Will it help the person seeing it understand WHY THEY should work with you? NO.

And THAT is the job of content marketing. So instead of simply sharing a photo of a house that says "SOLD," could we tell the story of what you had to do to help those clients get that outcome? Did you win the house because of your strong connection to the other agent? What's the story behind the transaction? This does three things:

1. CREATE PERSONAL CONNECTION

It allows them to see the heart behind the work you do, which creates a personal connection.

2. CREATE DIFFERENTIATION

This helps you stand out, because seeing another photo of a house from a Real Estate agent feels pretty common. Hearing the story behind how it all came together is a unique story.

3. IT ALLOWS YOUR CLIENT TO ENVISION HAVING YOU ON THEIR TEAM

They need to picture what it would be like to work with you. They need to know that you're focused on solving potential problems for them. They can't gather that from a "sold" sign, but a story can show them.

The next time you go to create content for your business, step into the story and share more about what you accomplished. To get in the right frame of mind, here are a few questions you can ask to help craft the story for your content.

NEW LISTING CONTENT

What's special about this house? What memory did your client love making here?

IN CONTRACT CONTENT

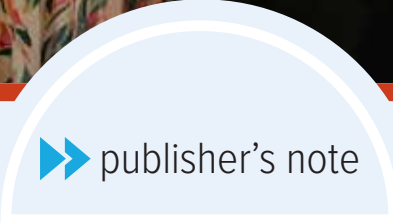
What behind the scenes drama did you have to mitigate to get it into contract?

SOLD CONTENT

What is your new client looking forward to doing in this new property? What dreams became a reality with this transaction?

Ready to have the pros help you create the custom content strategy to turn your social media into your highest lead generator? Snag a 15 minute consultation on our calendar for us to discuss your current strategy, and how Reel Social may be able to help.





I HEART REALTORS® EVENT RECAP!

On June 18, we held our annual I Heart REALTORS® event at No Soliciting, a high-end members-only bourbon bar in Dublin!

The mission of our platform is to create impactful events and meaningful relationships that wouldn't happen without our events and monthly publication.

THANK YOU to our RP Partner Affiliate Sponsors that made that day possible, as well as Aaron Cropper with Buckeye Sky Media for our event videos and Orange Visuals for our amazing photos.

We look forward to our next event celebrating *you*, your commitment, and your dedication to our communities.

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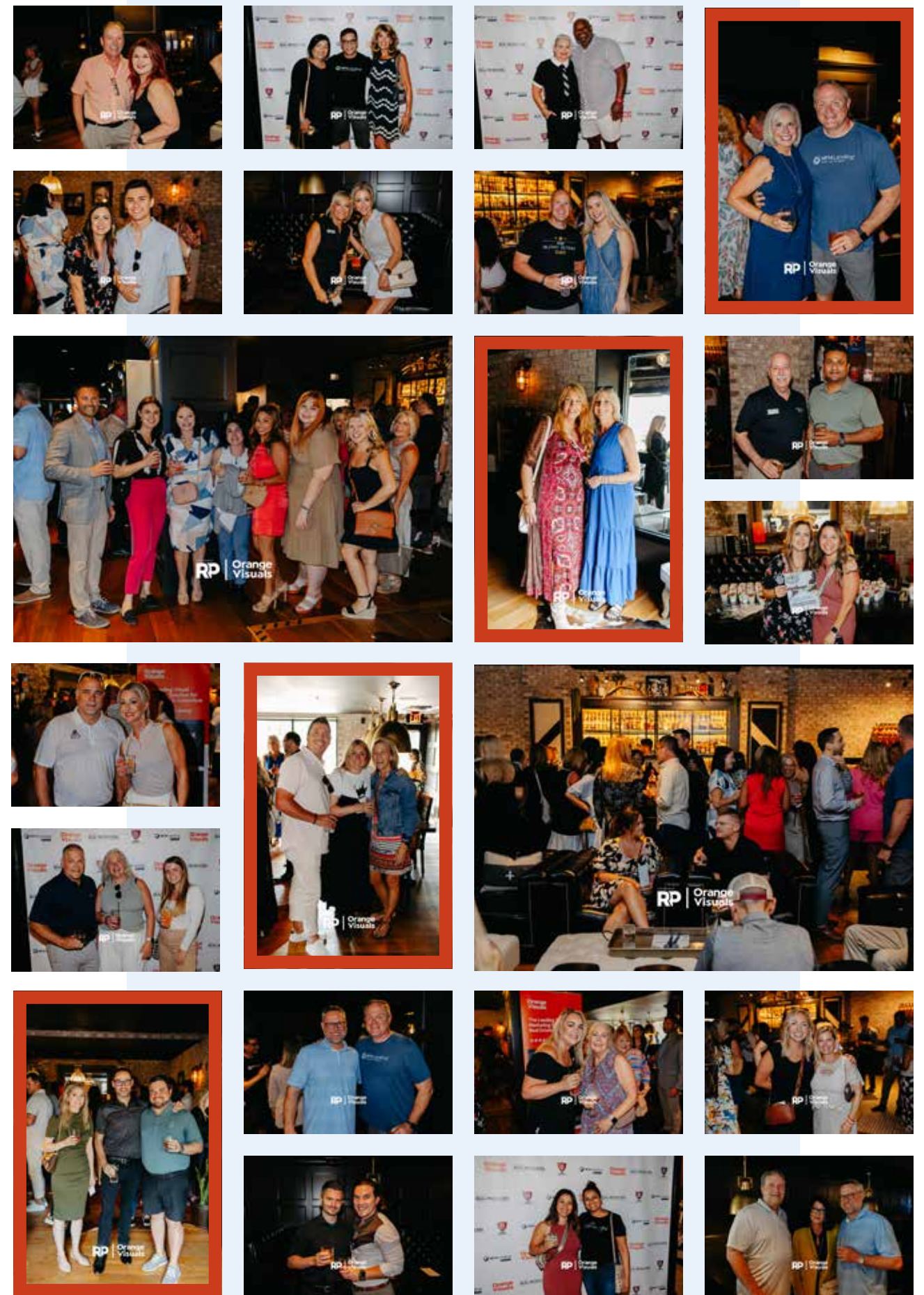
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-Chris Rosen, Cutler Real Estate



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360 BRANDING

360 Branding's Hannah-Marie Drown's entrepreneurial spirit started with a dog walking business at 10 years old. Growing up, Hannah-Marie was homeschooled and lived with her mother and older brother in Marysville. She attended Columbus State Community College for business management and earned her real estate license in early 2023.

She started with Cutco Cutlery eight years ago, a family-owned manufacturing company that provides premium, American-made knives. When she began working at Cutco, Hannah-Marie thought it was only a summer job. Instead, she stayed and worked her way through management throughout her three

years in college, breaking regional and national office sales records.

"In January 2020, I decided to leave the management side of the business and go back into the sales field working specifically with



REALTORS®, lenders and business owners on their client gifts," Hannah-Marie said, referring to 360 Branding, Cutco's marketing arm. 360 Branding offers promotional products focusing on finding what's right for each business owner, agent, lender or small business.

However, that timing came with challenges as the pandemic shut down the world, creating a rough first six months for Hannah-Marie. "My bread and butter is speaking at real estate offices, educating them on gifting and what I do, and I couldn't do that because they didn't know if they would be in person or virtual. When 2021 came around things started opening up again and I started going to offices, speaking on my own through the first part of 2023," she remembers.

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“

WHAT MOTIVATES ME IS THE FUTURE AND THE GOALS I HAVE SET FOR MYSELF BECAUSE

I AM A VERY HIGH ACHIEVER.



In March 2023, Hannah-Marie formed The Grand Group, LLC with two other women on her team. The Grand Group oversees more than 250 clients throughout the Greater San Francisco Bay area, Austin, Texas, and the Columbus area. “Part of the reason we formed a team is so we could all hold each other accountable more and hopefully make our business a little bit easier for all of us,” she said.

“We sit down and craft a system that works. Whether a holiday gift or closing gift for every closing or employee gift, we’re going to help create a system for them and give them ideas to serve them best - whether using Cutco or other branded items,” Hannah-Marie said.



The sales side doesn’t come without challenges, especially coming out of the pandemic when people didn’t know if it was safe to be around one another. “One of the biggest things is keeping your self-motivation to go out and work every day. If we don’t work, we don’t get paid,” she said.

At the end of the day, Hannah-Marie says relationships are everything. She is always open to conversations no matter what because you don’t know where it could lead. “You never know what doors are going to open for you. Keep your options open at all times.”

Hannah-Marie’s drive isn’t surprising when you learn more about her upbringing.

Raised by a single mom, Hannah-Marie had to work for the things she wanted like buying her first car. Hannah-Marie also graduated from college debt-free while running multiple offices for Cutco, profiting from them all. She also has a goal to own multiple investment properties by the age of 35. “What motivates me is the future and the goals I have set for myself because I am a very high achiever,” she said.

In her free time, Hannah-Marie loves spending time with her eight “nieces and nephews,” who are her friends’ kids, playing sand volleyball, attending concerts and live sporting events, specifically the Columbus Blue Jackets, and traveling. Hannah-Marie has traveled to 41 out of the 50 states, and by the end of this year, she wants to visit her best friend in Europe.

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▶▶ on the rise

LINDSEY TEETOR

By Heather Lofy • Images by Kristen Nester Photography

There aren't many people who can say they have a street, let alone a neighborhood, named after them. But Lindsey Teetor can. Lindsey, a REALTOR® with RE/MAX Partners, grew up in Columbus, and her father had a family business in construction and home building. Lindsey is the oldest of five girls and before she was in high school, she had lived in eight different homes in the Columbus area.



“Since my dad was a builder, he would buy plots of land,” Lindsey says. “There is a Lindsey Woods neighborhood named after me and I lived on Lindsey Marie Lane in high school. My parents have a really strong relationship. My mom taught us not to be scared and that the sky’s the limit. My dad is the hardest-working guy I know. Every street has a story and I have a chapter of my own.”

Before she was in the real estate industry Lindsey spent 12 years working for Cameron Mitchell Restaurants. After she had been a server at a Cameron Mitchell restaurant in her last year of college, Lindsey moved to Tampa, Florida, to help a relative launch a property management company and rehab business.

“I would work with her during the day and then serve at Ocean Prime at night,” Lindsey says. “I decided to get my real estate license in Florida. It taught me everything is negotiable and you can figure anything out. But I decided to stop real estate and pursue Cameron Mitchell.”



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“

EVERY YEAR I GET BUSIER AND BUSIER &

IT'S BEEN AWESOME.

”



Lindsey relocated to Philadelphia, Pennsylvania, to open an Ocean Prime location there. She managed it for a while before coming back to Columbus to join Cameron Mitchell’s human resources operations as the sole recruiter at the time. Her job included hiring head chefs, orchestrating the onboarding process and helping with the relocation of employees.

“At the time there were 60 restaurants, so we were moving people all the time,” Lindsey says. “I was helping people break leases, find REALTORS® and sell homes. I loved what I was doing but I reevaluated and I went back to my roots in real estate.”

During this period, Lindsey reconnected with her now-husband, Jacob, whom she had gone to school with growing up. They moved to Denver, Colorado, and Lindsey continued her job with Cameron Mitchell while simultaneously getting her Ohio real estate license remotely. She and Jacob



knew they’d eventually move back to Columbus, which they did soon after.

“When the COVID-19 pandemic hit, I helped with the Cameron Mitchell Restaurants COVID task force,” Lindsey says. “While I was pregnant with my first daughter, I did both jobs. Once my daughter Mila was six months old, I had my license for two years and decided to go full-time in real estate. I actually recruited my husband to Cameron Mitchell Restaurants and he works there now. I developed my leadership skills and it helped me be a better agent and entrepreneur today. Now I know what I am doing and my time is maximized.”

Now, Lindsey and Jacob live with daughters Mila, 2, and Gracie, 7 months, in Clintonville.

“I try to build my real estate career each year, but also focus on my kids at this stage,” Lindsey says. “I was always single career Lindsey and now I am wife and mom Lindsey. My biggest accomplishment is getting where I am today with the work and life balance, a wonderful supporting husband and two healthy girls. I have a dream job. Every year, I have had more sales and hit higher targets.”

Lindsey finds one of the most important things she can do for her real estate career is connect with people. Each week, she tries to meet up with someone, whether it be a friend or someone in the industry.

“It has been the biggest impact for me,” she says. “I believe I am a connector of people and things. That’s where my passion lies. I want to leave the Lindsey Teetor stamp on people’s experience. I haven’t paid for a lead in the past four years. It’s all been word of mouth from friends, family and past clients. I work with people who click with me, and my time is very intentional.”

She continues: “I’ve had my license for four years. Every year I get busier and busier and it’s been awesome. Real estate is a lifestyle and I’ve worked my family and kids into it. My job before with recruiting was connecting people with their dream career, and now I get to connect people with their dream home.”



“

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WHO CLICK WITH ME, AND

MY TIME IS VERY INTENTIONAL.

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▶▶ real brand boost By Timothy Zaritsky, Business Strategist at Orange Visuals

HOOKING CLIENTS IN 3 SECONDS: HOW REALTORS® CAN CREATE ENGAGING VIDEOS

Reach out to us at realtor@orangevisuals.com or visit our website at orangevisuals.com to learn more about how we can assist you!

Creating attention-grabbing videos as a REALTOR® is not just about showing off properties; it's about capturing attention and interacting with potential clients from the very first moment. In today's digital age, where attention spans are extremely short, the first three seconds of a video can make or break its engagement. This short window is crucial for hooking viewers and convincing them to continue watching. Here's how you can effectively capture and maintain viewers' attention, ultimately attracting those who want to work with you.

Before you start, it's important to understand your target audience—the buyers or sellers you want to reach. Are they first-time homebuyers, retirees looking to downsize, or investors seeking properties? Personalize your content to address their specific wants, needs and pain points. You should speak directly to them in a way they'll understand,

while you showcase your knowledge and understanding of their unique situation.

The first three seconds of your video are critical. Having a strong, impactful hook can make all the difference in how your video performs. This is your opportunity to draw viewers in. Consider starting with a captivating visual, question

or a compelling statement. For example, opening with a stunning aerial shot of a property or a thought-provoking question will pique viewers' interest and keep them watching.

The visuals play a significant role in keeping the viewers' attention. Good lighting, stable camera work and clear audio are all key to your videos being professional and performing well. Editing techniques should be used to enhance visuals, add captions, and include transitions that make the video flow together smoothly. Aesthetically pleasing videos engage viewers and reflect positively on you and your brand.

Stand out from the competition by showing your unique personality and approach. Speaking directly to the camera as if you're having a one-on-one conversation with a client, makes it feel more personal and natural. Sharing insights, tips and market updates will show off your knowledge and value. Consider incorporating storytelling elements that resonate emotionally with viewers, helping them envision themselves working with you.

Consistency in social media content is key to building trust and credibility with an audience.

Create a regular posting schedule—two times a week is a great place to start. Consistent content shows your reliability and commitment to providing value to clients.

A clear call to action should always be included at the end of your videos. It can be inviting them to subscribe to your channel, visit your website for more details, or schedule a call to guide them on the next steps. Making it easy for potential clients to interact with you will help take the relationship further.

Overall, in today's digital era, capturing and maintaining viewer attention in real estate videos is essential for client engagement. Key components include personalizing content, creating captivating hooks, high-quality visuals and sound are all crucial and by showcasing knowledge and a unique approach consistently, REALTORS® can build trust and attract clients effectively. These key elements are guaranteed to create ongoing interaction between the clients and generate business growth.

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JONATHAN GILCHRIST



Photo courtesy of Shannon Williams Photography & Design.

ROLLS REALTY By Heather Lofy

JONATHAN GILCHRIST BELIEVES EVERYONE TRAVELS ON A ROAD TO REDEMPTION DURING THEIR LIFETIME. AND HIS ROAD CERTAINLY HASN'T BEEN AN EASY ONE. JONATHAN, A REAL ESTATE AGENT WITH ROLLS REALTY, HAS BEEN SOBER AND IN RECOVERY FOR 18 YEARS AFTER A LONG BATTLE WITH ADDICTION. FEELING FORTUNATE TO HAVE BEEN GIVEN A SECOND CHANCE IN LIFE, HIS GOAL IS TO TREAT EVERY PERSON THE SAME AND TREAT THEM WITH RESPECT.

"I was told to never forget about the little people," Jonathan says. "They will make you big someday. I always stay humble. People ask me all the time, 'What's your magic?' I just know that I treat people well."

Jonathan's story begins in Zanesville, Ohio, where he grew up and attended a Catholic school. But after several sports injuries left him sidelined, he developed a dependence on pain medication like Vicodin and Percocet.

"I was a ticking time bomb of anxiety," Jonathan shares. "My parents would throw me in sports to keep me busy. I attempted to go to Ohio University in Athens, and the bars and drugs became so much more important to me than anything else. Every second of the day revolved around that."

While in college in 1997, Jonathan had his first real experience where he knew God was looking out for him. While visiting friends in Cincinnati the night before Thanksgiving, he was mugged and left in a back alley to die.

"A random cab driver got a feeling that he should drive around to the back of the building and see what was there," Jonathan says. "The people who mugged me left me in water to die, but the cold water helped preserve my brain. I was in a coma for a while, and had to go to speech and memorization therapy."

In the late 1990s, Jonathan tried to finish college but was kicked out of multiple branches of Ohio University. Going back into a downward spiral,

Jonathan took advantage of his friendship with a pharmacist and stole his prescription pad multiple times to write himself prescriptions for pain medication. When the local pharmacy realized what he did, Jonathan nearly took his own life.

"I went to a friend who owned 2,000 acres outside of Zanesville. I thought, 'If I take my life, I could do it here and no one would find me for a long time.' I said a quick prayer, I went back to my parent's house... my dad always kept the guns in the same place. But when I went there, the guns weren't where they always were. It was the sign I needed. I sat on the stairs and cried and told my parents what I did."

Jonathan was ordered to spend two years in prison (but was released after five months due to good behavior) and has been sober since his sentencing day on July 10, 2006.

"I truly got on my knees and asked God for help," he says. "It can be a long painful road, even when you are doing the right things. Without those things, I would have never



Jonathan with his hands in the air, representing the anniversary of his sobriety, and on this particular day, the sale of his first property in Costa Rica.



Jonathan contemplates life on his wooden boat, which he's always dreamed of owning, shortly after purchasing a lake home.



Jonathan sharing his story with 2,500 of his co-workers.



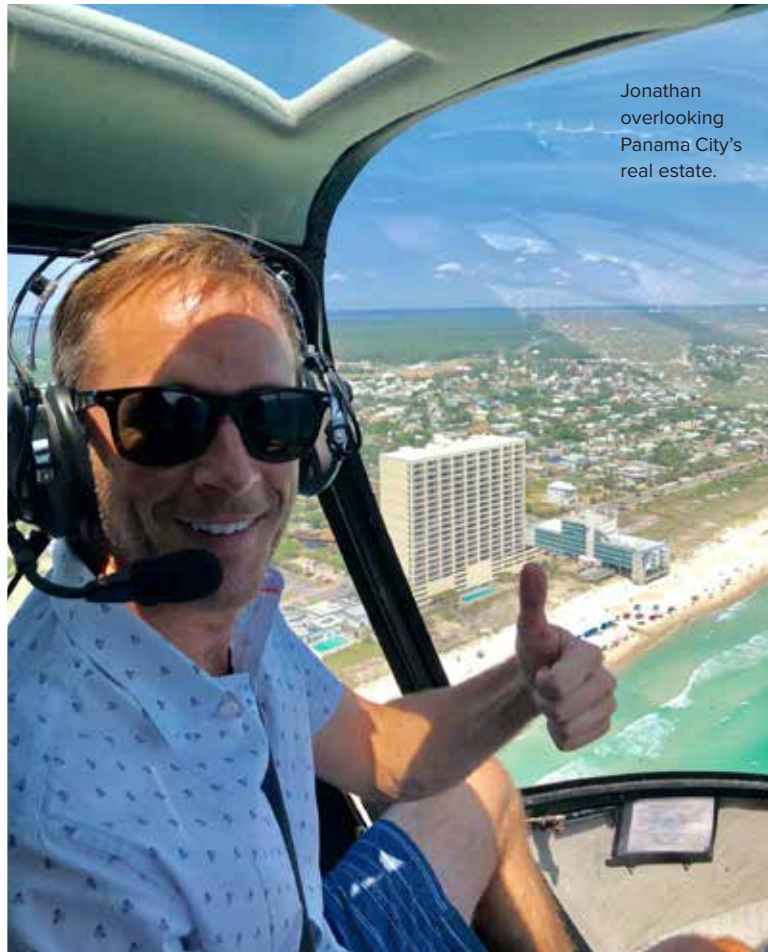
Jonathan with Jason Perkins, nailing down the details for how to build his brand and website.

found myself and what's important in life. When I got out of prison, my probation team made me install car windshields. They wanted to humble me. I then went out to work on a farm in Dresden, Ohio, where I would build grain bins and silos."

During this time, Jonathan's probation team asked him to go talk at churches, prisons and to groups of troubled teens. An attorney in his hometown heard him speak and recruited Jonathan to work for his title company, thus beginning his new road to real estate.

"I had been in health sales, which helped me build my confidence," he says. "I had to learn to overcome a lot of fears to be in sales."

After a short stint in Florida where several of Jonathan's acquaintances



Jonathan overlooking Panama City's real estate.

He continues: "I don't look at real estate as a job, rather, a huge turning point in my career," he says. "I want to give back to the city and give back to other people. The city of Columbus really needs mind, body and spirit. If we're going to make it, it has to be led by the heart and it has to be people helping each other. When I call up other agents for deals, I like to tell them we are all trying to get to the finish line together."

Today, Jonathan spends time giving back by speaking to various recovery groups. He also supports several community organizations and causes including treatment centers and Nationwide Children's Hospital.

"I just want to keep helping in the community and help people turn their lives around," Jonathan says. "People are just people and now, more than ever, we need to go back to helping each other. We're all here on borrowed time."

recommended real estate as a great career, he moved back to Ohio where he started his real estate classes in 2013 and got his license in 2014. During that time, he even had the opportunity to work with a developer with House Hunters International in Costa Rica. Jonathan joined Chris Gregory and Rolls Realty here in Columbus.

"People ask me all the time, 'How did all this happen?' I never understood why the courts kept asking me to share my story, but it was year six after I got let out and I was still on probation. I started running and going to church to ease my anxiety. I ran in a race called Running for God. I won, and they interviewed me. For the first time instead of boasting, I paid homage to the recovery center, and amazingly, the judges decided to wipe everything clean from my record. I wouldn't have been able to get my real estate license if that was still there."



Jonathan with former OSU coach Jim Tressel after co-leading a prayer group for athletes.

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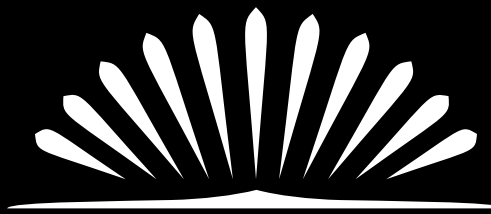
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▶▶ featured leader

SARAH CLAYPOOL

Rock House Realty



By Heather Lofy
Images by Orange Visuals

Sarah Claypool knew how to build - quite literally - a name for herself in the real estate industry. The Cincinnati native grew up going to Hocking County with her family to their cabin on weekends. Once she graduated from high school, Sarah's parents decided to move to the Hocking Hills area. After college, Sarah found herself working for a small insurance company in Logan.

"That lasted six months," Sarah says. "I didn't grow up in a rural community and it was more remote than I was ready for, so I moved back to Columbus. I worked in corporate America, but it didn't fuel my soul. It just didn't feel good."



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I PROTECT MY CLIENTS EVEN WHEN IT HAS
TO COME OUT OF MY OWN POCKET.





So when her father and older brother started a log home building company in Logan, Sarah joined Jubach Log Homes as an owner and sales and marketing manager. Her other older brother also left his corporate job to join the family business.

“I did this from 2005 to 2020,” Sarah shares. “And I got my real estate license in 2008 because I thought, ‘Who better to resell these cabins we are building than me?’ This allowed me to build longstanding relationships with my clients. Our clients had very similar backgrounds to me so I was able to connect easily. The company is still in business today and is the highest-quality cabin builder and land developer in the area. Part of my role was to help clients select their lot and create the design. A lot of my clients came to my wedding and my baby shower... I’m thankful for the strong relationships I was able to build.”

During that time, Sarah met her husband, Matt. Matt was also involved with his family business, Claypool Electric, albeit a much larger operation with nearly 300 employees.

“I was 34 when we got married, and I had a lot of years of doing my own thing and living on my own,” Sarah says. “I took so much pride in the operation of Jubach Log Homes and it took up a lot of my time. Not only was I helping

run the construction business, but I would spend time socially with my clients. We wanted to start a family pretty quickly.”

Sarah and Matt’s first daughter, Olivia, was born in 2015, followed by Eliza in 2017. After that, Sarah’s career took a slight turn.

“It started to become evident by the end of 2018 that our lives had shifted so significantly,” she shares. “It was very hard to be in a marriage with two family businesses and two children. My husband suffered an illness in 2018 that added additional emotional turmoil to us trying to navigate everything. The lens had to really be focused on finding my new role as a mom and a wife, and not having Jubach Log Homes be the definition of who I was. It was difficult to refocus my dedication.”

So near the end of 2019, Sarah decided it was time to leave Jubach. She helped onboard a new person in her role and sold real estate while also raising her daughters. She had stayed in touch with many of her previous cabin clients, and that allowed her business to also reach the Columbus market. But Sarah knew once Eliza got to kindergarten, she needed to fuel her entrepreneurial spirit along with her passion for real estate.

“I started studying for my broker’s license,” Sarah says. “I decided to open up a brokerage



Sarah and her family, including her husband, Matt, and daughters Olivia (9) and Eliza (6). Photo courtesy of Images by Miss Mindy.



Sarah and her business partner, RJ Edwards. Photo courtesy of Jen Brown Photography.



to have another business I could grow and make me feel proud. I am a creator and wanted to do something more.”

A chance encounter with a friend, RJ Edwards, set the course for Sarah’s new venture. They reconnected at a listing in Hocking County, and Sarah told RJ she was getting her broker’s license. The two had lunch and decided they’d start a brokerage together. RJ, who had owned his brokerage at the time for 20 years, closed it and he and Sarah opened Rock House Realty.

“We wanted to honor our Hocking Hills connection,” Sarah says. “RJ and his wife Monica own 100 acres with 20 cabins and have a rental business. He had an office in Westerville and now we have an office in Logan. RJ and Monica have a 5-year-old daughter and mine are

6 and 9. We spend time together with all of our kids. I feel very fortunate and blessed.”

Sarah and RJ now have 18 agents in their brokerage, and their goal is to continue to build it around quality people and help them be successful. Rock House Realty is the brokerage behind Book Hocking, which offers 70 units in Hocking Hills for short-term rental. Rock House Realty also manages long-term and commercial rentals for clients. Sarah loves being able to be hands-on with her clients and help them with whatever they need.

“Our role is valid and important,” she says. “We are here to protect our clients. I protect my clients even when it has to come out of my own pocket. It’s having integrity and being able to advise your clients with a knowledge base that comes

with time. That’s absolutely worth it. I always want to emphasize that real estate agents aren’t just out there showing houses. We are helping facilitate the biggest purchase or sale someone will make in their entire lives.”

Sarah and her family live on 90 acres in Lancaster, and they also have a home in Columbus in Harrison West. She notes her daughters have the best of both worlds with rural and city living.

“I am passionate about everything in real estate,” Sarah says. “I have always loved it. And making connections with my clients is priceless. It’s making that human connection with people. That’s how you become successful. I like to keep it real for my daughters that life takes work and effort. It’s not always easy. My greatest accomplishment is teaching my daughters this as they grow up. Life isn’t easy but you can enjoy it.”

LEGALLY SPEAKING



By Jeffrey J. Madison, Esq., Park Street Law Group LLC

Algoma Grp. v. Marchbanks,
2024-Ohio-2342, 2024 Ohio App.
LEXIS 2207 (10th Dist., Franklin
Cnty.) June 18, 2024 Rendered.

Appellants/Plaintiffs are the owners of real property bisected by State Route 315. In this area, the Olentangy River runs parallel to State Route 315, sitting just east of the highway. ODOT initiated appropriation proceedings to acquire title to part of the Plaintiffs' property necessary for the public convenience and welfare to acquire the properties at issue for highway purposes * * * to make, construct, repair or improve State Route 315. ODOT determined \$9,168 as the fair market value of parcels.

Appellants/Plaintiffs claimed neither necessary nor for a public use as required under the appropriation statutes and therefore, ODOT did not have the right to commence proceedings to appropriate the parcels.

The property rights of an individual are fundamental rights, and the bundle of venerable rights associated with property is strongly protected in the Ohio Constitution. To enforce this constitutionally protected property right, the Ohio legislature prohibits government agencies from using eminent domain to acquire any property that is not "necessary and for a public use." R.C. 163.021(A). However, the state may seize private property when it is necessary for public use.

ODOT is provided discretion to alter, widen, straighten, realign, relocate, establish, construct, reconstruct, improve, maintain, repair, and preserve any road or highway on the state highway system, and, in connection therewith, relocate, alter, widen, deepen, clean out, or straighten the channel of any watercourse as the director considers necessary. R.C. 5501.31. The director of transportation may appropriate real property in furtherance thereof.

Appellants/Plaintiffs agree the appropriations relate to the State Route 315 project generally, and that, at a minimum, a drainage ditch will be installed in the parcels appropriated as part of the State Route 315 improvements. ODOT demonstrated no genuine issue of material fact and summary judgment granted in favor of ODOT was upheld on appeal.

**Due to size limitations, internal quotations and citations are omitted.*



As I sit here writing this article, in the midst of a heat wave with lots of warnings about staying inside and near air conditioning. It does seem that weather patterns are changing. Now, I'm not here to say why it is happening, but instead to deal with the results of changing weather.

For example, in the past few years alone in Florida, ten insurance companies have gone out of business or pulled out of that state. There were so many claims that they were unable to stay in business. Here in Ohio, we are seeing some similar issues with companies trying to protect themselves by changing how and what they insure.

Given that we have had several clients the past few months be threatened with loss of insurance unless they got a new roof, I called my own insurance company and spoke with my broker. The reality of insurance now is that storms have caused increased damage to homes. So, insurance companies are refusing to insure some houses based upon the age of the roof. For one specific company, anything over fourteen years will not be insured.

We had a client recently who was involved in the insurance system and that is specifically why she wanted an inspection. If the roof needed to be repaired or replaced, she needed to know. Her roof was in good shape. However, the insurance company still sent someone out to her residence, and they are telling her that she needs a new roof or she will lose coverage. We have connected her with roofing companies and insurance companies. In addition, we are writing her a letter to send to the insurance company stating that the roof is in good shape and does not need to be replaced. Hopefully this will enable her company to continue to insure the property without the need for a new roof.

However, this is a new trend that agents should be made aware of as it will impact your clients. A good home

inspection will give details of the roof that they may need for a defense against issues with the insurance company. A good home inspection company will be there to help write letters on the client's behalf when the roof is in good condition and the insurance company is being unreasonable. There are many reasons to get a good home inspection, and issues with insurance companies is just the newest one.

This is a topic for an upcoming Standing Out in Ohio podcast episode. Look for it on your favorite player.

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ANNOUNCE

COLDWELL BANKER REALTY

Anne DeVoe, Coldwell Banker Realty, was a successful attorney at a prestigious Columbus law firm, but she felt something was missing in her daily work life. Anne, who is extroverted, well-educated and perceptive, wanted a career that was more people oriented. She found it in real estate.

“It’s the connection and the personal relationship with the client that’s most important to me,” observed Anne.

Anne’s father, the late Frank Elmer, was a nationally recognized architect and urban planner. “A lot of our family dinner conversations revolved around architecture and what makes communities and spaces livable,” Anne said. “My dad and mom were always interested in architecture, art and the humanities.”

Anne’s parents instilled in her a love of art. “I love collecting art and visiting museums. I have memberships at MOMA, the MET, the Art Institute of Chicago and the Columbus Museum of Art,” Anne said.

As a child, Anne also loved horses. She became an equestrian, riding hunters and jumpers, and she owned her own horse, Mark.

Anne grew up in Bexley and spent her junior year of high school as an exchange student in Sweden. Learning another language and being immersed in another culture left Anne with a life-long passion for travel. She hopes one day to move back to western Europe.

After graduating from Wellesley College with a BA in English, Anne took a gap year and worked in marketing for Lincoln Street Studio, her father’s architecture firm. When the year was over, she went to law school at The Ohio State University.

▶ real producer

By Carol Rich
Images by Wes Mosley
Photography



After passing the bar exam, Anne took a job as an associate at Bricker Graydon LLP (formerly Bricker & Eckler LLP), where she worked for five years.

While Anne enjoyed the business environment and liked her colleagues, she realized that practicing law wasn't the best fit for her outgoing and creative personality. She considered what type of work would be a better match and real estate checked all the boxes.

As a REALTOR®, Anne could have the people contact she craved, she could continue to serve as an advisor and advocate for her clients, and she could engage her interest in architecture and design. Anne became a REALTOR® in 2004 and joined Coldwell Banker Realty.

"I love my career. Every day is different," Anne said. "I plan how best to market clients' houses. I talk and meet with people every day. I tour homes and help clients see the potential in the space."

From the beginning Anne generated her own business, but as a junior member of the Cook Yuhas Team, she didn't have a separate professional identity. Today, she and Hannah Yuhas work together as equals and have an office in Upper Arlington. After 20 years as a REALTOR®, most of Anne's clients are repeat clients or referrals from clients, friends and others in her network.

Many of the skills Anne honed as an attorney come into play in her work as a REALTOR®. She's an expert at negotiating contracts and explaining transactions to clients.



1. Anne with her daughter, Maddie (left) and her partner, Katie (right).
2. Anne and her son, Andrew, on graduation day.
3. Anne with her beloved yellow labs, Sadie and Laila.
4. Anne with her boyfriend, Craig, at the French Open.

And she understands the importance of managing the details so that the transaction proceeds smoothly for all parties.

Anne says her highly organized Director of Operations, Audree Boggs, is the best thing that's happened in her professional life. The two first connected six years ago through their involvement with the Junior League of Columbus, and Audree has been Anne's indispensable administrative partner ever since. "It is Audree who manages the details so that I can focus on the client relationship," said Anne. "We make a perfect team."

Anne lives in Upper Arlington with her two yellow labs, Sadie and Laila. The dogs enjoy sitting in Anne's front yard and are neighborhood favorites. Neighbor children, adults walking their dogs,

**“I LOVE MY CAREER.
EVERY DAY IS DIFFERENT.”**





delivery drivers and others passing by often stop to say hello to them.

Anne is passionate about her interests — from travel to art to personal fitness to reading and maintaining close relationships with her friends. “I try to fill every moment of every day. I want to enrich my life by having as many adventures and experiences as possible,” she said.

Of those interests, travel and art remain central for Anne. Anne travels regularly and her favorite destinations are vibrant cities with significant museums. She collects art and enjoys going to art exhibitions. Anne recently completed an art history class offered by the University of Chicago, and she’s currently taking a figure drawing class at the Columbus Cultural Arts Center.

On most days, Anne starts with a run, swim or workout with her personal trainer. “I love to be active. Fitness is the elixir of life, and I want to be active when I am 90,” she said. Anne tries to find time to read regularly, and she is involved at Trinity Episcopal Church, where she currently serves as the clerk of Vestry.

Anne loves spending time with her adult children. Her daughter, Maddie, lives in New York City with her partner, Katie. The two recently took breaks from their corporate careers to hike the Pacific Crest Trail. Anne’s son, Andrew, graduated from the University of Chicago in June.

Anne also spends a lot of time with her friends, her mom, Ruthie Newcomer, who lives nearby, and Craig Jarrell. Anne recently



Anne and her Director of Operations, Audree Boggs.
Photo by Nicole R. Bergman.

reconnected and started dating Craig, who was her best friend throughout middle and high school. Craig is a pilot with Jet Aviation and shares Anne’s many interests.

Spending time with friends means Anne frequently entertains guests at her home. “I often invite friends to come for coffee or drinks in small and large groups,” she said. “And I host several garden parties each summer for clients and friends.”

The love of people that inspires Anne to surround herself with them at home and on the job motivates her as a REALTOR®. “I love working with people and guiding them through their buying and selling experiences,” said Anne. “My goal has always been to be sure my clients are incredibly happy. It is my job to provide the information they need to make the right decisions. I want them to truly love where they live.”

“

**IT IS MY JOB TO PROVIDE
THE INFORMATION THEY
NEED TO MAKE THE
RIGHT DECISIONS.**

I WANT THEM TO TRULY LOVE

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - June 30, 2024, as of June 12 at 3:30 p.m.

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	389	177,001,000
2	Raines, Sandy L	The Raines Group, Inc.	190	109,136,000
3	Tartabini, Daniel V	New Advantage, LTD	190	97,151,000
4	Fairman, Charlene K	The Realty Firm	150	76,229,000
5	Ruff, Jeffery W	Cutler Real Estate	106	76,039,000
6	Riddle, Robert J	New Albany Realty, LTD	110	67,895,000
7	Ruehle, Ryan J	EXP Realty, LLC	161	55,405,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	146	48,117,000
9	Willcut, Roger E	Keller Williams Consultants	58	44,183,000
10	Wright, Kacey A	RE/MAX Partners	80	43,017,000
11	Lynn, Lori	Keller Williams Consultants	113	38,546,000
12	Clarizio, Bradley	Red 1 Realty	101	35,493,000
13	Casey, Michael A	RE/MAX Connection	66	30,576,000
14	Ross, James E	Red 1 Realty	118	29,966,000
15	Kemp, Brian D	Keller Williams Capital Ptnrs	59	29,553,000
16	Shaffer, Donald E	Howard HannaRealEstateServices	89	28,721,000
17	Ciamacco, DeLena	RE/MAX Connection	66	28,721,000
18	Wheeler, Lacey D	Red 1 Realty	60	28,684,000
19	Ritchie, Lee	RE/MAX Partners	74	28,113,000
20	Close, Allison L	Cutler Real Estate	36	24,701,000
21	Beirne, Daniel J	Opendoor Brokerage LLC	79	24,267,000
22	Bodipudi, Koteswara	Red 1 Realty	54	23,770,000
23	MacKenzie, Cynthia C	CYMACK Real Estate	48	23,628,000
24	Swickard, Marnita C	e-Merge Real Estate	40	23,291,000
25	Kendle, Ronald D	RE/MAX Town Center	20	23,141,000
26	Grandey, M. Michaela	Rolls Realty	31	23,086,000
27	Guancia, Andrew P	Coldwell Banker Realty	75	22,415,000
28	Mahon, John D	Casto Residential Realty	38	22,394,000
29	Ferrari, Rhiannon M	EXP Realty, LLC	58	22,337,000
30	Elflein, Joan	Ohio Broker Direct, LLC	56	21,629,000
31	Conley, Amy E	Cutler Real Estate	25	21,570,000
32	Price, Hugh H	Howard HannaRealEstateServices	46	21,328,000
33	Fox-Smith, Angelina L	Coldwell Banker Realty	44	21,172,000
34	Looney, Sherry L	Howard HannaRealEstateServices	67	20,628,000

Rank No	Agent	Office Name	Unit	Volume
35	Shoaf, Terra J	Keller Williams Consultants	24	20,368,000
36	Alley, Rachel M	Keller Williams Capital Ptnrs	44	20,357,000
37	Carruthers, Michael D	Coldwell Banker Realty	18	19,636,000
38	Powell, Tina M	Coldwell Banker Realty	50	19,555,000
39	Powers, David S	Cutler Real Estate	23	19,424,000
40	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	43	19,162,000
41	Wills, Julie R	Howard Hanna Real Estate Svcs	43	18,737,000
42	Tanner-Miller, Angie R	Coldwell Banker Realty	67	18,048,000
43	Roehrenbeck, James F	RE/MAX Town Center	39	17,862,000
44	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	44	17,769,000
45	Chiero, Kathy L	Keller Williams Greater Cols	46	17,671,000
46	Beckett-Hill, Jill	Beckett Realty Group	23	17,642,000
47	Wainfor, Susan	Coldwell Banker Realty	36	17,572,000
48	Mancini, Mandy	Keller Williams Consultants	23	17,364,000
49	Madosky Shaw, Lari	Coldwell Banker Realty	25	17,212,000
50	Neff, Mark B	New Albany Realty, LTD	20	17,174,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - June 30, 2024, as of June 12 at 3:30 p.m.

Rank No	Agent	Office Name	Unit	Volume
51	Mills, Kim	Cutler Real Estate	20	17,160,000
52	Cox, Brittany	Coldwell Banker Realty	57	16,983,000
53	Davis Spence, Katherine	KW Classic Properties Realty	28	16,964,000
54	Berrien, Todd V	Coldwell Banker Realty	42	16,480,000
55	Edwards, Kyle	KW Classic Properties Realty	36	16,415,000
56	Collins, Charles E	Red 1 Realty	56	16,385,000
57	Dixon, Tracey L	Keller Williams Greater Cols	49	16,364,000
58	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	36	16,289,000
59	Diaz, Byron	NextHome Experience	74	16,218,000
60	Breeckner, Brian	Beckett Realty Group	60	15,911,000
61	Lowe, Regan M	Keller Williams Capital Ptnrs	32	15,859,000
62	Kessel-White, Jennifer	KW Classic Properties Realty	43	15,693,000
63	Pearson, Lauren E	RE/MAX Consultant Group	33	15,480,000
64	Clark, Amy G	LifePoint Real Estate, LLC	45	15,148,000
65	Shaffer, Carlton J	RE/MAX Partners	34	14,866,000
66	Weiler, Robert J	The Robert Weiler Company	4	14,676,000

Rank No	Agent	Office Name	Unit	Volume
67	Lyubimova, Ekaterina	NextHome Experience	53	14,471,000
68	Redman, Shawn	Street Sotheby's International	9	14,415,000
69	Vanhorn, Vincent K	Di Lusso Real Estate	45	14,365,000
70	Rano, Richard J	RE/MAX Affiliates, Inc.	34	14,168,000
71	Smith, Anita K	EPCON Realty, Inc.	31	13,878,000
72	Mahler, Jeff A*	Keller Williams Capital Ptnrs	34	13,580,000
73	Hunter, Ling Q	Red 1 Realty	44	13,504,000
74	Fisk, Jacob V	Red 1 Realty	48	13,410,000
75	Evans, Nicole R	Coldwell Banker Realty	23	13,296,000
76	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	23	13,276,000
77	Smith, Steven S S	Keller Williams Consultants	41	13,266,000
78	Stevenson, Michelle L	M3K Real Estate Network Inc.	29	13,258,000
79	Mitchell, Courtney J	RE/MAX Premier Choice	24	13,231,000
80	Kamann, Heather R	Howard Hanna Real Estate Services	38	13,196,000
81	Mathias, Neil W	Cutler Real Estate	19	13,195,000
82	Laumann, Margot M	Street Sotheby's International	24	13,188,000
83	Sanepalli, Ramamohan R	Key Realty	21	13,150,000
84	Lambright, Stacey J	EXP Realty, LLC	27	13,099,000
85	Ramm, Jeff	Coldwell Banker Realty	20	13,038,000
86	Sunderman, Mary K	Keller Williams Capital Ptnrs	27	12,986,000
87	Ackermann, Mara	RE/MAX Consultant Group	19	12,906,000
88	Pattison, Susie L	Cutler Real Estate	27	12,890,000
89	Becker, Kathryn K	Coldwell Banker Realty	24	12,879,000
90	Abbott, Kelly	Howard Hanna Real Estate Svcs	38	12,868,000
91	Hinson, Alan D	New Albany Realty, LTD	10	12,750,000
92	Godard, Cheryl S	KW Classic Properties Realty	11	12,715,000
93	Marsh, Troy A	Keller Williams Consultants	31	12,570,000
94	Fox, Jermaine	EXP Realty, LLC	50	12,570,000
95	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	29	12,465,000
96	DeVoe, Anne	Coldwell Banker Realty	11	12,322,000
97	Prewitt, Brandon T	RE/MAX Partners	30	12,249,000
98	Griffith, Tyler R	RE/MAX Peak	42	12,165,000
99	Miller, Sam	Re/Max Stars	57	12,157,000
100	Simpson, Kimberly L	Real Brokerage Technologies	14	12,082,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - June 30, 2024, as of June 12 at 3:30 p.m.

Rank No	Agent	Office Name	Unit	Volume
101	Kessler-Lennox, Jane	New Albany Realty, LTD	11	11,581,000
102	Marvin, Scott A	Team Results Realty	32	11,567,000
103	Hursh, Andrew J	The Westwood Real Estate Co.	29	11,518,000
104	Reynolds, Ryan D	Keller Williams Consultants	26	11,407,000
105	Kanowsky, Jeffrey I	Keller Williams Greater Cols	35	11,403,000
106	Goodman, Benjamin J	Sorrell & Company, Inc.	22	11,331,000
107	Richards, Katie C	Keller Williams Greater Cols	22	11,303,000
108	Falah, Sinan	Coldwell Banker Realty	30	11,265,000
109	Hart, Kevin	Keller Williams Capital Ptnrs	34	11,256,000
110	Smith, Karen S	Keller Williams Capital Ptnrs	27	11,240,000
111	Shields, Bradley L	Redfin Corporation	23	11,181,000
112	Theado, Lisa D	Theado & Company, LLC	7	11,151,000
113	Lubinsky, John D	RE/MAX Affiliates, Inc.	26	11,124,000
114	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	26	11,086,000
115	Devoll, A. Tyler	Coldwell Banker Realty	23	11,070,000
116	Hood, Shaun	Coldwell Banker Realty	29	10,922,000
117	Bruce, Justin	Keller Williams Greater Cols	20	10,913,000
118	Doyle, Michael	EXP Realty, LLC	30	10,901,000
119	Winter, Brad	Engel & Volkers RE Advisers	25	10,861,000
120	Parsley, David H	Ross, Realtors	24	10,840,000
121	Godfrey, Alecia	Keller Williams Excel Realty	25	10,813,000
122	El Mejjaty, Omar	Carleton Realty, LLC	47	10,769,000
123	MYERS, AMANDA	Rise Realty	44	10,741,000
124	Kirk, Jon F	RE/MAX Premier Choice	13	10,736,000
125	Goff, Carol	Carol Goff & Assoc.	27	10,651,000
126	Hance, Matthew	EXP Realty, LLC	27	10,562,000
127	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	22	10,512,000
128	Russo, Richard	Rich Russo Realty & Co.	43	10,463,000
129	Heicher Gale, Barbara S	Keller Williams Consultants	25	10,402,000
130	Murphy, Patrick J	Keller Williams Consultants	23	10,390,000
131	Macaluso, Krystin A	Coldwell Banker Realty	19	10,374,000
132	Barlow, Jaime	Sell For One Percent	30	10,365,000
133	Barlow, Jaysen E	Sell For One Percent	32	10,171,000

Rank No	Agent	Office Name	Unit	Volume
134	Meyer, James D	Cutler Real Estate	21	10,170,000
135	Cliffel, Eric J	The Columbus Agents	39	10,110,000
136	Keffer, Tracy T	Keller Williams Greater Cols	35	10,090,000
137	Kim, Lory	RE/MAX Connection	23	10,087,000
138	Soller, Martin F	Coldwell Banker Realty	22	10,058,000
139	Soskin, Alexander	Soskin Realty, LLC	45	10,057,000
140	Jones, Jane L	Howard Hanna Real Estate Svcs	11	10,047,000
141	Fenters, Margaret M	Coldwell Banker Realty	17	10,006,000
142	Reeves, Carol A	RE/MAX Achievers	25	9,926,000
143	Bainbridge, Brian C	CRT, Realtors	33	9,921,000
144	Kovacs, Kimberly A	Coldwell Banker Realty	31	9,902,000
145	Kullman, Gregory S	Street Sotheby's International	11	9,848,000
146	Pacifico, Michael A	RE/MAX ONE	23	9,830,000
147	Murphy, Kristina R	Howard Hanna Real Estate Svcs	25	9,829,000
148	Reed, Chris	Howard Hanna Real Estate Svcs	27	9,739,000
149	Liston, Zeke	Reafco	31	9,640,000
150	Farwick, Thomas M	KW Classic Properties Realty	20	9,622,000

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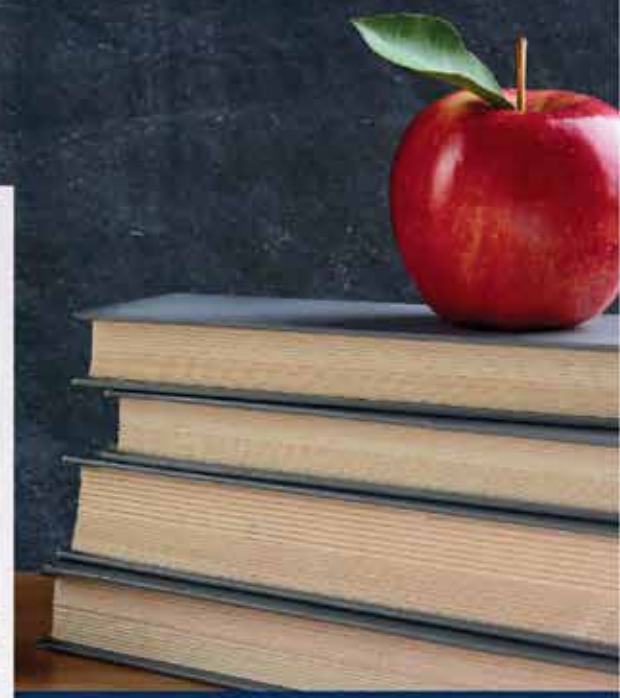
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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - June 30, 2024, as of June 12 at 3:30 p.m.

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	177,001,000	389
2	Raines, Sandy L	The Raines Group, Inc.	109,136,000	190
3	Tartabini, Daniel V	New Advantage, LTD	97,151,000	190
4	Ruehle, Ryan J	EXP Realty, LLC	55,405,000	161
5	Fairman, Charlene K	The Realty Firm	76,229,000	150
6	Cooper, Sam	Howard Hanna Real Estate Svcs	48,117,000	146
7	Ross, James E	Red 1 Realty	29,966,000	118
8	Lynn, Lori	Keller Williams Consultants	38,546,000	113
9	Riddle, Robert J	New Albany Realty, LTD	67,895,000	110
10	Ruff, Jeffery W	Cutler Real Estate	76,039,000	106
11	Clarizio, Bradley	Red 1 Realty	35,493,000	101
12	Shaffer, Donald E	Howard HannaRealEstateServices	28,721,000	89
13	Wright, Kacey A	RE/MAX Partners	43,017,000	80
14	Beirne, Daniel J	Opendoor Brokerage LLC	24,267,000	79
15	Guanciale, Andrew P	Coldwell Banker Realty	22,415,000	75
16	Ritchie, Lee	RE/MAX Partners	28,113,000	74

Rank No	Agent	Office Name	Volume	Unit
17	Diaz, Byron	NextHome Experience	16,218,000	74
18	Graham, Mark	Countrytyme Realty, LLC	7,327,000	73
19	Tanner-Miller, Angie R	Coldwell Banker Realty	18,048,000	67
20	Looney, Sherry L	Howard HannaRealEstateServices	20,628,000	67
21	Casey, Michael A	RE/MAX Connection	30,576,000	66
22	Ciamacco, DeLena	RE/MAX Connection	28,721,000	66
23	Wheeler, Lacey D	Red 1 Realty	28,684,000	60
24	Breeckner, Brian	Beckett Realty Group	15,911,000	60
25	Kemp, Brian D	Keller Williams Capital Ptnrs	29,553,000	59
26	Willcut, Roger E	Keller Williams Consultants	44,183,000	58
27	Ferrari, Rhiannon M	EXP Realty, LLC	22,337,000	58
28	Cox, Brittany	Coldwell Banker Realty	16,983,000	57
29	Miller, Sam	Re/Max Stars	12,157,000	57
30	Elflein, Joan	Ohio Broker Direct, LLC	21,629,000	56
31	Collins, Charles E	Red 1 Realty	16,385,000	56
32	Bodipudi, Koteswara	Red 1 Realty	23,770,000	54
33	Lyubimova, Ekaterina	NextHome Experience	14,471,000	53
34	Fader, Scott	Joseph Walter Realty, LLC	6,475,000	51
35	Powell, Tina M	Coldwell Banker Realty	19,555,000	50
36	Fox, Jermaine	EXP Realty, LLC	12,570,000	50
37	Dixon, Tracey L	Keller Williams Greater Cols	16,364,000	49
38	Fisk, Jacob V	Red 1 Realty	13,410,000	48
39	MacKenzie, Cynthia C	CYMACK Real Estate	23,628,000	48
40	El Mejjaty, Omar	Carleton Realty, LLC	10,769,000	47
41	Chiero, Kathy L	Keller Williams Greater Cols	17,671,000	46
42	Jones, Tracy J	Keller Williams Elevate - Stro	7,778,000	46
43	Price, Hugh H	Howard HannaRealEstateServices	21,328,000	46
44	Clark, Amy G	LifePoint Real Estate, LLC	15,148,000	45
45	Vanhorn, Vincent K	Di Lusso Real Estate	14,365,000	45
46	Soskin, Alexander	Soskin Realty, LLC	10,057,000	45
47	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	17,769,000	44
48	Hunter, Ling Q	Red 1 Realty	13,504,000	44
49	MYERS, AMANDA	Rise Realty	10,741,000	44
50	Alley, Rachel M	Keller Williams Capital Ptnrs	20,357,000	44

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - June 30, 2024, as of June 12 at 3:30 p.m.

Rank No	Agent	Office Name	Volume	Unit
51	Fox-Smith, Angelina L	Coldwell Banker Realty	21,172,000	44
52	Kessel-White, Jennifer	KW Classic Properties Realty	15,693,000	43
53	Russo, Richard	Rich Russo Realty & Co.	10,463,000	43
54	Wills, Julie R	Howard Hanna Real Estate Svcs	18,737,000	43
55	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	19,162,000	43
56	Griffith, Tyler R	RE/MAX Peak	12,165,000	42
57	Berrien, Todd V	Coldwell Banker Realty	16,480,000	42
58	Smith, Steven S S	Keller Williams Consultants	13,266,000	41
59	Swickard, Marnita C	e-Merge Real Estate	23,291,000	40
60	Roehrenbeck, James F	RE/MAX Town Center	17,862,000	39
61	Hamilton, V. Patrick	REMAX Alliance Realty	8,573,000	39
62	Cliffel, Eric J	The Columbus Agents	10,110,000	39
63	Kamann, Heather R	Howard Hanna Real Estate Services	13,196,000	38
64	Abbott, Kelly	Howard Hanna Real Estate Svcs	12,868,000	38
65	Mahon, John D	Casto Residential Realty	22,394,000	38
66	Winland, Jessica	Coldwell Banker Realty	7,647,000	37
67	Rooks, Scott David	Lakeside Real Estate & Auction	4,163,000	37

Rank No	Agent	Office Name	Volume	Unit
68	Wiley, Kelly	Keller Williams Capital Ptnrs	6,009,000	37
69	Edwards, Kyle	KW Classic Properties Realty	16,415,000	36
70	Wainfor, Susan	Coldwell Banker Realty	17,572,000	36
71	Close, Allison L	Cutler Real Estate	24,701,000	36
72	Vance, Chase	Di Lusso Real Estate	4,729,000	36
73	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	16,289,000	36
74	Keffer, Tracy T	Keller Williams Greater Cols	10,090,000	35
75	Flach-Moore, Stacey L	Coldwell Banker Realty	8,006,000	35
76	Kanowsky, Jeffrey I	Keller Williams Greater Cols	11,403,000	35
77	Shaffer, Carlton J	RE/MAX Partners	14,866,000	34
78	Toth, Sherrie	RE/MAX Consultant Group	8,264,000	34
79	Rano, Richard J	RE/MAX Affiliates, Inc.	14,168,000	34
80	Hart, Kevin	Keller Williams Capital Ptnrs	11,256,000	34
81	Mahler, Jeff A*	Keller Williams Capital Ptnrs	13,580,000	34
82	Jackson, Patricia K	RE/MAX Genesis	8,806,000	34
83	McDonald, Jayme	Red 1 Realty	1,919,000	34
84	Webb, Stephanie	Keller Williams Legacy Group	8,892,000	34
85	Bainbridge, Brian C	CRT, Realtors	9,921,000	33
86	Bare, Scott T	Bauer Realty & Auctions	8,911,000	33
87	Parham, Janene R	Red 1 Realty	6,099,000	33
88	Pearson, Lauren E	**	15,480,000	33
89	Marvin, Scott A	Team Results Realty	11,567,000	32
90	Barlow, Jaysen E	Sell For One Percent	10,171,000	32
91	Lowe, Regan M	Keller Williams Capital Ptnrs	15,859,000	32
92	Weade, Branen L	Weade Realtors & Auctioneers	4,738,000	32
93	Marsh, Troy A	Keller Williams Consultants	12,570,000	31
94	Liston, Zeke	Reafco	9,640,000	31
95	Grandey, M. Michaela	Rolls Realty	23,086,000	31
96	Payne, Donald A	Vision Realty, Inc.	7,118,000	31
97	Fair, Diana	Ross, Realtors	6,775,000	31
98	Smith, Anita K	EPCON Realty, Inc.	13,878,000	31
99	Nilsson, Helen J	Nilsson Real Estate LLC	3,877,000	31
100	Kovacs, Kimberly A	Coldwell Banker Realty	9,902,000	31

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - June 30, 2024, as of June 12 at 3:30 p.m.

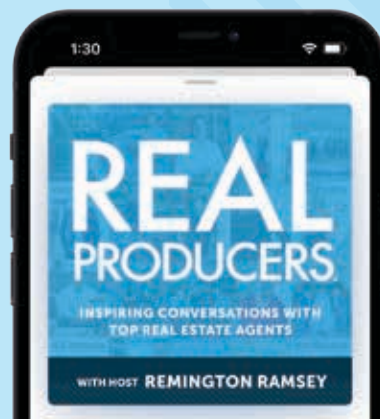
Rank No	Agent	Office Name	Volume	Unit
101	Doyle, Michael	EXP Realty, LLC	10,901,000	30
102	Falah, Sinan	Coldwell Banker Realty	11,265,000	30
103	Barlow, Jaime	Sell For One Percent	10,365,000	30
104	Prewitt, Brandon T	RE/MAX Partners	12,249,000	30
105	Calhoun, Benjamin S	Berkshire Hathaway HS Pro Rlty	12,465,000	29
106	Fiorello, Kellie A	Coldwell Banker Realty	7,884,000	29
107	Stevenson, Michelle L	M3K Real Estate Network Inc.	13,258,000	29
108	Hursh, Andrew J	The Westwood Real Estate Co.	11,518,000	29
109	Hood, Shaun	Coldwell Banker Realty	10,922,000	29
110	Christensen, Kim	Howard Hanna Real Estate Svcs	8,101,000	29
111	Lyman, Remington	Reafco	8,917,000	28
112	Davis Spence, Katherine	KW Classic Properties Realty	16,964,000	28
113	Linn, Misty D	Core Realty Collection	6,769,000	28
114	Lambright, Stacey J	EXP Realty, LLC	13,099,000	27
115	Pattison, Susie L	Cutler Real Estate	12,890,000	27
116	Goff, Carol	Carol Goff & Assoc.	10,651,000	27
117	Andrews, Trevor R	RE/MAX Revealty	8,439,000	27

Rank No	Agent	Office Name	Volume	Unit
118	Lane, Tierra M	Red 1 Realty	8,130,000	27
119	Chapman, Susan	Keller Williams Greater Cols	5,725,000	27
120	Hance, Matthew	EXP Realty, LLC	10,562,000	27
121	Keener, Angela L	Keller Williams Consultants	9,252,000	27
122	Allgood, Amanda M	e-Merge Real Estate	6,054,000	27
123	Smith, Karen S	Keller Williams Capital Ptnrs	11,240,000	27
124	Reed, Chris	Howard Hanna Real Estate Svcs	9,739,000	27
125	Sunderman, Mary K	Keller Williams Capital Ptnrs	12,986,000	27
126	Harr, Kathryn	RE/MAX ONE	7,597,000	26
127	Lieu, Jimmy	Swiss Realty LTD	5,690,000	26
128	Parker, Kelly A	Howard Hanna Real Estate Svcs	6,478,000	26
129	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	11,086,000	26
130	Lubinsky, John D	RE/MAX Affiliates, Inc.	11,124,000	26
131	Hughes, Malia K	Key Realty	7,984,000	26
132	Reynolds, Ryan D	Keller Williams Consultants	11,407,000	26
133	Jacob, Nathan D	LifePoint Real Estate, LLC	8,023,000	26
134	Hensel, Drew R	RE/MAX ONE	8,425,000	26
135	Winter, Brad	Engel & Volkers RE Advisers	10,861,000	25
136	Heicher Gale, Barbara S	Keller Williams Consultants	10,402,000	25
137	Murphy, Kristina R	Howard Hanna Real Estate Svcs	9,829,000	25
138	Horne, Jeffrey E	Coldwell Banker Heritage	5,429,000	25
139	Figueroa, Ethel Lia	Mi Casa Legacy LLC	6,037,000	25
140	Parrett, Constance D	Cutler Real Estate	8,053,000	25
141	Golla, Desalen M	Coldwell Banker Realty	8,997,000	25
142	Madosky Shaw, Lari	Coldwell Banker Realty	17,212,000	25
143	Conley, Amy E	Cutler Real Estate	21,570,000	25
144	Watkins, Cindi Ann	e-Merge Real Estate Excellence	5,817,000	25
145	Godfrey, Alecia	Keller Williams Excel Realty	10,813,000	25
146	Reeves, Carol A	RE/MAX Achievers	9,926,000	25
147	Jackson, Joseph C	Keller Williams Capital Ptnrs	7,197,000	24
148	Becker, Kathryn K	Coldwell Banker Realty	12,879,000	24
149	Shoaf, Terra J	Keller Williams Consultants	20,368,000	24
150	Bethel, John	The Realty Group	2,834,000	24

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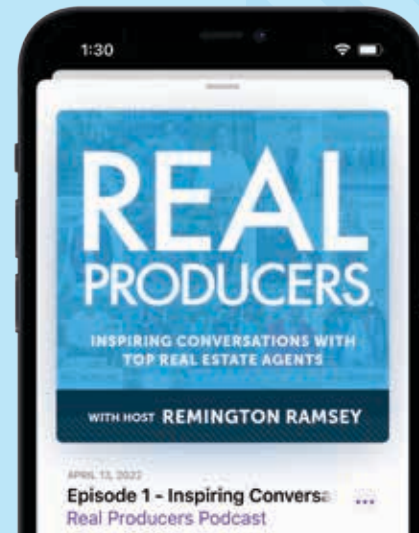


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