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-Seana Maree Espy, Realtor
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Ready, Get, Grow with Whitney Abraham

Marketing Strategist and CO-Founder of REEL SOCIAL marketing firm Whitney Abraham is sharing the secrets behind positioning yourself as the go-to agent online.



HOW YOUR CONTENT CAN SELL FOR YOU

You're recognizing that social media isn't something you can avoid any longer, but I'm guessing for many of you it's a task you find yourself phoning in and simply throwing up an "in contract" graphic to prove you're in business. Unfortunately, that won't move the needle forward marketing-wise.

But if you start looking at social media as your chance to share your best professional advice by way of videos — you're giving your audience genuine value. Today, it's critical to be the knowledge-broker.

When your content is crafted with the intention to HELP, they start to stop seeing your content as noise and start to remember that you're here to serve. Every time you post to social, send an email, or publish a video that is rooted in VALUE, you're actually selling your services without even having to ask for their business. Instead, THEY'LL call YOU!

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Change = OPPORTUNITY Event Recap!

On October 1, we gathered in partnership with Columbus REALTORS®, Brent Swander and Scott Hrabcak to host an impactful educational session regarding recent industry changes. Our events are curated to add value, strengthen connections and create new relationships to support our industry and each other.

THANK YOU to our esteemed agent/broker panelists Andy Camp, Nicole Harrison, Brian Kemp, Taylor Kolon and Zach Pavol for their insight and perspective.

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



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We would also like to extend a special thanks to Retreat 21, our Giveaway Sponsors, Buckeye Sky Media for our event and promo video, and Orange Visuals for our incredible event photos!

See you at our next event in the spring and Happy Holidays!



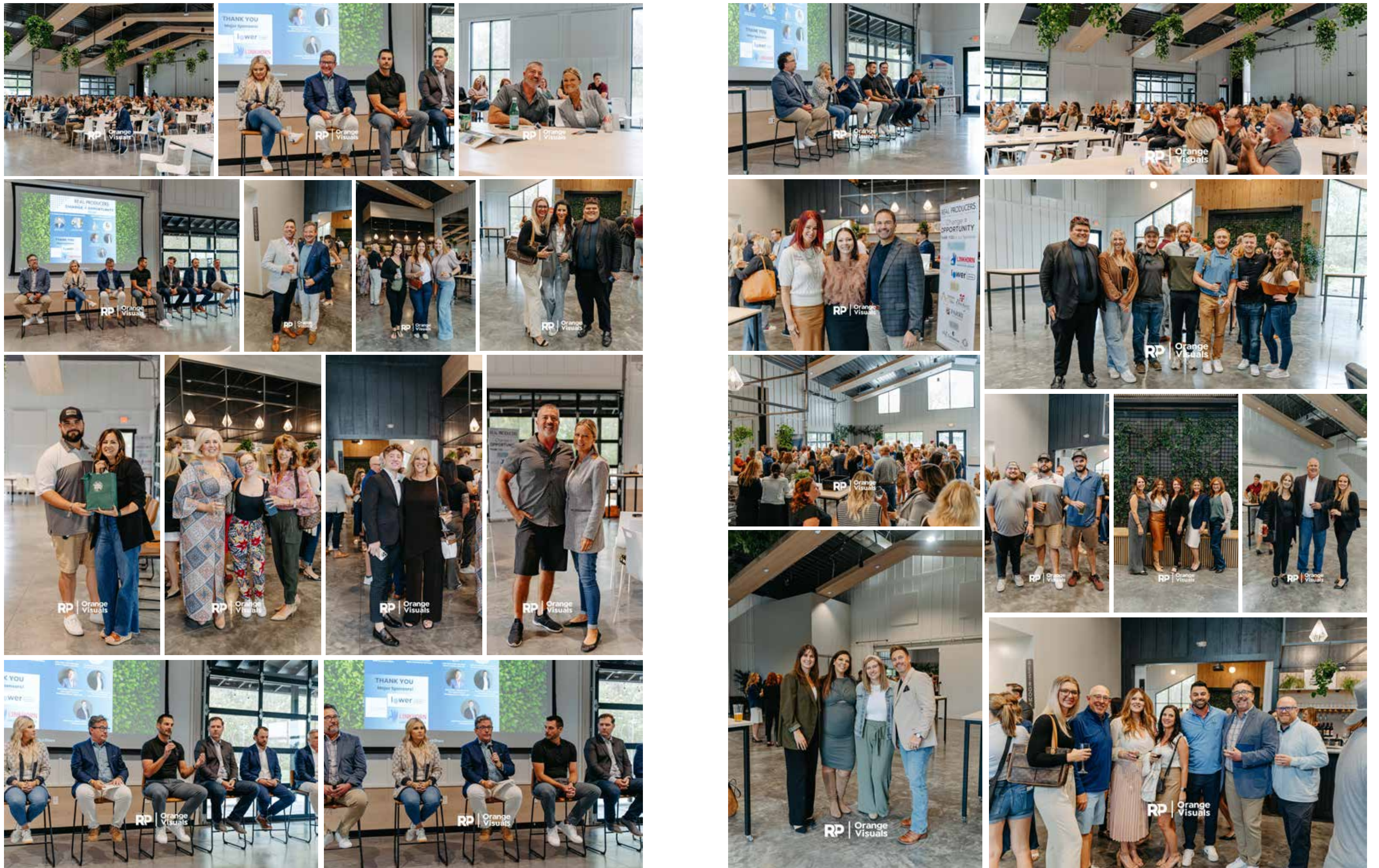
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LIFETIME QUALITY ROOFING



For Jared Gulau of Lifetime Quality Roofing, construction and roofing have always been present in his life. Not one but two generations before him have passed down the skills and traits of the construction industry.

“My dad always did construction on the side. His dad was a carpenter, and many of those skills and traits were passed on to my dad, who then passed them on to me,” Jared explains. “So, I grew up around roofing and construction and everything that comes with being handy. Trades that people aren’t teaching nowadays, essentially. Which is unfortunate because people need to have these skills.”

Jared spent his childhood in Oak Harbor, Ohio, a small town off Lake Erie, living the slow-paced lake

life, spending days on the water and fishing with his dad. But in school, athletics were a big part of his life. Jared was the varsity quarterback, and his all-star track record in high school led to him being recruited to the University of Toledo, where he studied business.

In 2009, Jared moved to Columbus to manage an automotive repair facility, where he learned about sales and people before becoming a licensed insurance agent.

“You learn how to deal with disgruntled individuals because you’re working in

the trades. Then I pivoted to more of a corporate route and went into insurance for about 10 years.”

Jared realized he wasn’t passionate about that line of work and wanted to get back into something he knew well: people.

“ WE LIKE TO MAKE SURE THAT IF ANYBODY EVER NEEDS HELP, WE ARE THEIR FIRST CALL. ”

“I know people. I’m extremely personable. I’ve been in Columbus for more than 10 years and have met a lot of business owners and friends that I stayed connected with throughout my tenure here,” he said. “Ultimately, a friend of mine knew someone who started a roofing company and was looking for someone to do business development.”

Jared was interviewed and in 2019 joined the team at Lifetime Quality Roofing, a

top-tier residential restoration company, offering residential and commercial roofing, siding and gutter consultations.

“We predominantly work and act as a liaison between a homeowner, property owner and an insurance company after a weather-related incident. We’ll help get a claim started to get insurance to repair damaged areas, potentially replacing or repairing the roof.

A year and a half after he started, COVID hit, which projected Jared onto a different path within the company. The owners of the company couldn’t keep paying his salary to network at events that weren’t happening, so Jared dove head-first into the sales side of roofing. With his contacts from working in business development and his wife Stephanie’s contacts as a real estate agent,

his career transformed.

“What sets me [and the company] apart from most is that every customer matters. Whether it’s a \$10,000 job or a \$3.5 million job, they are all the same to me,” he said. “I run my business very black and white. I’m the guy that’s



Jared and his family. From left to right: His mom, Bev, 2-year-old son, Chance, wife, Stephanie, Jared, and his dad, Larry.

“
”

I KNOW PEOPLE. I’M EXTREMELY PERSONABLE.



going to tell you what you need to hear, not what you always want to hear, but I’m going to give you the best customer service that you could possibly get.”

Jared and his wife Stephanie celebrated their first wedding anniversary in October and live in Upper Arlington with their 2-year-old son, Chance, and dogs Jackson and Archie. Jared is an avid golfer and now hosts an annual charity golf outing

with proceeds going to OhioHealth because of the care Stephanie and Chance received there when Stephanie was in a car accident when she was 8 months pregnant.

Jared bleeds scarlet and gray, loves bourbon and being on or near the water. But above all else, Jared will do anything to help others, especially his family and friends.

“We like to make sure that if anybody ever needs help, we are their first call,” he said.

“
WHAT SETS ME [AND THE COMPANY] APART FROM MOST IS THAT EVERY CUSTOMER MATTERS.
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KELLER WILLIAMS CAPITAL PARTNERS

The year 2021 was a tough one for Holly Thomson. Not only did she find herself a single mom to two young boys after her divorce was finalized, but her dad unexpectedly passed away. They ran a charity together, The National Civility Association, so Holly lost her career, too. As she decided how she wanted to restart her life, Holly drew upon her past experiences. As a college student at The Ohio State University, Holly was a cheerleader for the all-girls competition cheer team. She also cheered for the Columbus Blue Jackets, the Columbus Destroyers Arena Football team, and spent time living in Cincinnati to cheer for the Cincinnati Bengals.

“I’ve always been big into community involvement,” Holly says. “People don’t realize cheering is the side note to being a professional cheerleader. It’s about giving back, being an ambassador and being the face of the community. It really shaped me into who I am today. Being able to create lasting relationships, do good works and give back is a large part of who I am.”

Holly also spent time working for start-up companies in San Diego, California, doing everything from human resources and marketing to operations and client relations.

“After my dad passed I decided to figure out what I really wanted to do,” Holly says. “I went back to school and knew an accounting degree would help along with my past roles. But I always loved all things real estate, as well. My brother has been in commercial real estate for more than 20 years, so he’s been a big inspiration to me. Since I was already restarting and resetting my life, I thought I would take my real estate classes, too. I ended up finishing my accounting and real estate degrees at the exact same time.”

Holly became a licensed REALTOR® in early 2023 and got going in March of that year. She found herself with a great local brokerage after interviewing with several. She praises her mentors for being so supportive as she’s learned the ropes of real estate.

“The team of people around me is uplifting, encouraging and always ensuring compliance and doing the right thing,” Holly shares. “If there



is a question, there is always someone on speed dial. I have so many resources and there is never any competition. As a single mom and a sole provider, it is scary to be my own business owner, but it’s very empowering. Showing my kids that we can get through the hard times... it has been eye-opening to not only start something on my own but it’s been a huge confidence builder to be around good people and know I am doing something I truly love. God has blessed me tenfold.”

When it comes to taking care of her clients, Holly is constantly learning and participating in continuous education classes to better her skills. As a Dublin, Ohio native, she knows the central Ohio real estate market very well. She cites her tenacity, perseverance and ability to brainstorm with her clients as assets, too.

“I do what it takes to make things happen,” she says. “I fight hard for my clients, no matter what. I will always

» on the rise By Heather Lofy • Images by Kristen Nester Photography



Giving back to the community is also still near and dear to Holly's heart. She supports the Byron Saunders Foundation, a nonprofit dedicated to feeding families for Thanksgiving. Holly shares it's a year-round mission to fill food pantries so they have enough food for the holiday. Then, on Thanksgiving, up to 8,000 families in need receive a meal box.

"It is such a blessing to be able to help a family have a nice meal for the holiday," Holly says. "Part of that big push every year is a gala and event called Dancing with Our Columbus Stars. It's like 'Dancing with the Stars' and this year I was honored to be one of the seven dancers. My partner Bradley and I got second place which included judges' choice and people's choice and all together our entire group raised just shy of \$120,000 this year. It is so meaningful to be a part of."

Holly is thankful for all the networking and connecting she's done since becoming a REALTOR®. Since she thrives on personal connection, it's important to her to have solid relationships with those she does business with.



Holly with her sons, 9-year-old Marco and 8-year-old Thomas.

be their biggest cheerleader. My daily mantra is 'Start small; Dream big; Stay faithful.'

She continues: "I got into real estate in the hardest market in quite a while. The economy and interest rates are not ideal. But I feel blessed I got in it at this point because it can only go up. No matter how hard things are, you can work through them. My greatest joy is closing day and seeing the smiles on my client's faces, no matter the challenges or hurdles that arose up until that day."

Holly stays busy with her sons Marco, 9, and Thomas, 8. She notes her sons, her mom and her extended family are her biggest motivators.

"They are my whys in life," she says. "My greatest hope is that at the end of the day I want to leave behind a legacy," she says. "Even if that is simply helping my kids become strong Christians, good men and husbands and fathers, I want to leave behind goodness, kindness and joy."

"I want not only my clients to trust and respect me but also my colleagues," Holly says. "My dad always said, 'Who you hang around with you become.' This couldn't be more true with the family, friends, fellow REALTOR® and affiliate partners I've been blessed to surround myself with since starting my real estate journey. I am very excited to see what the future holds."

“ MY GREATEST JOY IS CLOSING DAY & SEEING THE SMILES ON MY CLIENT'S FACES. ”



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THE ART OF SUBTLETY:

HOW SMALL DETAILS IN REAL ESTATE VIDEOGRAPHY CREATE BIG IMPRESSIONS

By Timothy Zaritskyy, Business Strategist at Orange Visuals



▶▶ real brand boost

In the world of real estate videography, it's often the smallest details that make the most significant impact. A beautifully shot video can turn an ordinary property listing into a visual experience, sparking emotions and drawing viewers in. By carefully curating subtle yet powerful elements, property videography can elevate a property video from a simple showcase to an immersive journey, enticing potential buyers and leaving a lasting impression.

One of the most impactful subtle details in real estate videography is lighting. The way light interacts with a space can transform a room, creating a feeling of warmth, space or coziness. Instead of relying solely on artificial lighting, skillful videographers use natural light to enhance a property's best features. A soft sunrise or a glowing sunset captured through windows can create a sense of peace, while soft shadows in a kitchen or living room add dimension and depth to the space. Adjusting lighting to balance the brightness indoors and outdoors also helps viewers experience the property

as it naturally feels, with accurate colors and an inviting ambiance. Another essential detail that can elevate a video is focus on architectural and decorative details.

While wide-angle shots are valuable for showcasing the layout, zooming in on specific features like a marble countertop, custom cabinetry, or intricate tilework helps to communicate quality and craftsmanship. These close-up shots give viewers a sense of the unique qualities that set the property apart, highlighting finishes and textures that they may miss in person. By featuring details that reflect the owner's careful choices and investments, the videographer subtly emphasizes the property's value and character.

Soundscapes and ambient audio are also critical components of subtlety in real estate videography. While background music is common, incorporating subtle sound effects can further immerse viewers in the experience. For example, the gentle crackling of a fireplace or the distant chirping of birds outside can add an inviting layer to the visual presentation. By adding these sounds, the videographer creates

a multi-sensory experience that brings the property to life, making viewers feel as if they are already home.

Smooth transitions and pacing are subtle but crucial elements in videography. Abrupt cuts or sudden shifts in perspective can disrupt the viewer's experience, taking them out of the moment. Instead, gradual transitions, panning from one room to another, or using drone footage to shift from exterior to interior shots smoothly can help maintain the flow, mimicking the natural way someone would move through the property.

In real estate videography, subtlety isn't just about showing a property—it's about inviting viewers to feel the essence of it. By focusing on lighting, details, soundscapes, smooth transitions, and layered framing, a videographer can create an experience that resonates on a deeper level. When done thoughtfully, these small touches transform a real estate video into a powerful storytelling tool, making an unforgettable impression and, ultimately, helping the right buyer feel at home before they even set foot inside.

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BLAIR ROWLAND

THE BRIDGE GROUP, GENERATIONS REALTY

By Kristen Vitartas Images by Orange Visuals

For Blair Rowland, a REALTOR® with The Bridge Group in Marion, Ohio, real estate has always been in her blood. Raised by a single mother who was deeply involved in the industry, Blair spent her childhood watching her mom flip houses — often the very homes they lived in together. This hands-on exposure laid the foundation for what would eventually become Blair's career.

After high school, Blair enrolled at The Ohio State University's Marion campus. Not because it was her dream, but because she believed that was the expected path. After about a year and a half, she left college to explore other opportunities. Despite growing up in the world of real estate, her professional journey took several unexpected turns before she found her true calling. She built a successful career in retail management, first at a jewelry store and later at Men's Wearhouse, where she spent 11 years. But even with her accomplishments, Blair knew she wanted something more.

"I didn't really know what I wanted to be when I graduated high school. The only thing I knew for sure in life was that I wanted to be a mom," Blair reflected.

In 2018, Blair and her husband Nick purchased their first flip. They bought it sight unseen on

the internet and dove right in. After completing three successful flips between 2018 and 2019, they shifted their focus to another exciting real estate venture: short-term rentals. In early 2020, just as the world was shutting down due to COVID-19, they purchased their first short-term rental property near Lake Erie. Since then, Blair and Nick have been driven by their love for transforming homes and renovating as many properties as they



▶▶ agent on fire





can while helping to revitalize their community. So much so that Nick left a successful career in the automotive industry in 2021 to focus on this part of their business full-time.

“The past three years have certainly been filled with moments of uncertainty and fear of failure, but we are incredibly grateful for the unwavering support from our family and countless friends along the way,” Blair said.

Diving into real estate full-time was one of Blair’s biggest professional achievements, but it hasn’t come without its hurdles.

“Finding a work-life balance has always been a challenge because I’m always ‘on.’ My clients are a high priority, and as a REALTOR®, you’re always at work. There’s no clocking in or out,” she explained.

“
YOU’RE ALWAYS AT WORK.
THERE’S NO CLOCKING IN OR OUT.
”



Blair with her family. From left to right: Sable (14), Nick, Rossi (4), Blair and Saul (11).

This is why The Bridge Group was created. Having a trusted team that shares both professional and personal goals makes a huge difference. Blair feels blessed to work alongside like-minded professionals who are committed to achieving their best every day.

“I wouldn’t be able to accomplish what I have without them by my side,” she said.

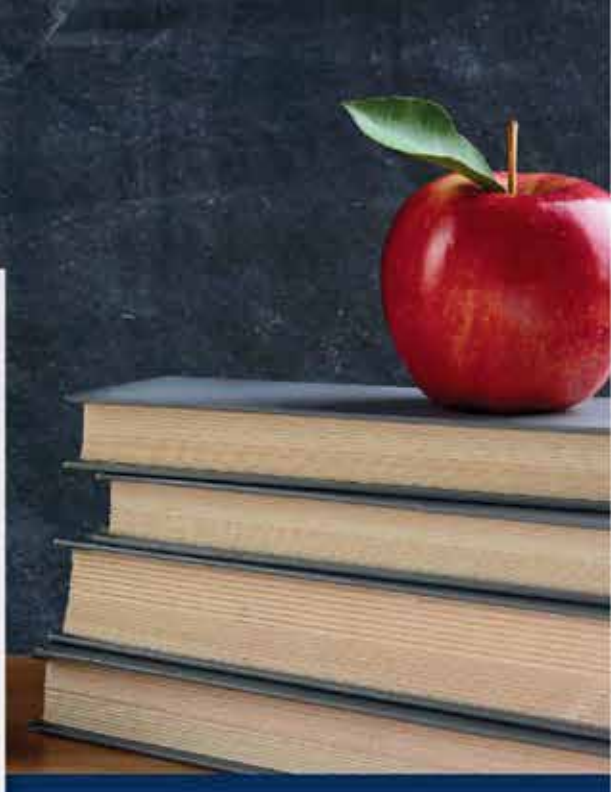
What sets Blair apart is her passion for helping people and her hands-on approach to problem-solving. “I believe in being educated, answering the phone and solving people’s problems. There’s always a way to improve something or fix it,” she said.

Today, Blair takes immense pride in revitalizing homes in her community.

“Marion is a small town, and people know my passion for it. I always say, If I won the lottery, I’d buy every rundown property in town and transform them. That would be a dream come true for sure,” she said.

Blair and her husband Nick have been married since 2008 and are raising three children, Sable, 14, Saul, 11 and Rossi, 4. When Blair isn’t busy with renovations, she and her family enjoy spending time traveling, especially to warmer climates.





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HARWOOD

SALES MANAGER AND MANAGING BROKER - THE RAINES GROUP

▶ featured leader

By Heather Lofy • Images by Kristen Nester Photography

Kris Harwood knows how to lead people.

She spent 10 years post-college working for AT&T, where she put her communication systems management degree to good use overseeing technical work and managing groups of up to 150 people. Kris enjoyed her work but had an entrepreneurial itch she wanted to scratch. She didn't know what she wanted to do, though, so she spent time researching different business paths and kept circling back to real estate.

“I thought, ‘Wow, people have done this before me so there is a path,’” Kris says. “You could find a great brokerage and plug right in. I decided to go ahead and give a four-week notice at AT&T and left the company in 2007. It was wild because I quit before becoming licensed, but then I did so that same year. I landed at Keller Williams in Upper Arlington and I had a great run at it there. I met so many wonderful agents and leaders in that office.”

During that time as a new REALTOR® Kris was also balancing personal change. She married her husband Matt in 2008 and they had their daughter Caroline in 2009. She was figuring out how to be a new mom and a new agent.

“I thought maybe I could join a team where I could continue learning,” Kris explains. “I started researching a couple of groups in the area and found The Raines Group. I had an interview with them and it went so well. I knew I could have this whole system of support with administrative and marketing colleagues. As an agent, I could go out and prospect and work with past clients and do what I did best.”

So Kris joined The Raines Group near the end of 2010 and grew her career as a consultant. But after eight years Kris had an itch again - this time getting back to leading people.

“I wanted to combine the leadership experience I had from AT&T with my real estate sales,” she says. “I thought I could pair the two and lead some agents or a brokerage. I reached out to some of my old friends at Keller Williams and there was a position in Grove City. I loved my time there leading the whole brokerage and spent four years doing it.”



“One of the most difficult things in being a REALTOR® is the emotion a client goes through in a transaction,” Kris says. “It can be very unexpected that there is so much emotion. I joke with my agents that you know you have arrived as a great agent when you can stay level and be their rock through all those ups and downs and bumps in the road to lead them through that transaction.”

Kris shares that with the current challenges of a down market, she’s grateful she joined the real estate world back in 2007 as she knows she can make it through any challenge that arises. It wasn’t even initially on her radar, but Kris added another credential to her list: a broker license.



While back at Keller Williams, Kris had stayed in touch with Karla Ballenger from The Raines Group. Karla, who knew Kris was managing a brokerage, told her about a new role they’d never had before: sales manager.

“It seemed like the perfect fit and perfect timing,” Kris says. “It made sense for me. If they had the role four years earlier, I would have had a hard time managing my peers. But I had four great years away learning so much from Keller Williams. I joined back with The Raines Group in 2022 and I had the skills and experience to lead a stellar sales team.”

In her role, Kris sees herself as the coach for the sales agents. She manages a team of more than 25 agents and meets with them individually each week to help them meet their goals or work through contract issues. And sometimes she’s simply creating a space for them to share their frustrations and reset.



“I am more of the sales side and the broker is more of the details and the contracts,” she says. “But at The Raines Group, we are our own brokerage and we only had one broker. Now I am a licensed broker. I didn’t know I’d be able to pass a test again but I did it.”

Outside of work, Caroline, a sophomore in high school, keeps Kris and Matt busy with cheerleading and travel softball. Softball has taken them to states like Michigan and Tennessee, and the family typically travels to Emerald Isle, North Carolina each year.

Kris is known as the eternal optimist - always seeing the good in every situation - and she thrives on watching her agents grow their businesses.

“I absolutely love coaching the agents and watching them meet and exceed the goals they have set for themselves,” she says. “Being any little part of that gives me the greatest joy. That’s truly why I am in this role.”



Kris with her daughter, Caroline, and husband, Matt.

LEGALLY SPEAKING



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

*Walas v. Leone, 2024-Ohio-4791
Court of Appeals of Ohio, Eighth
Appellate District, Cuyahoga Cty.,
October 3, 2024*

Walas filed a complaint against neighbor Leone, and the Village of Gates Mills claiming private nuisance, declaratory judgment, and injunctive relief due to Leone's fence construction without proper review by the Village's Architectural Board of Review (ABR). Walas argued the fence was unsightly and not in keeping with the historic district's character, thus affecting the value and enjoyment of her property.

Walas in part asserted that she was entitled to relief under R.C. 713.13, which allows neighboring property owners to seek an injunction to prevent or terminate violations of its zoning ordinances or regulations. A plaintiff seeking relief under R.C. 713.13 bears the burden of showing that he or she would be... 'especially damaged' by a 'zoning violation.' The provisions governing the ABR review process are governed by the Building and Housing Code. Any alleged violation of that process does not involve a zoning ordinance and, therefore, the relief afforded to neighboring property owners under R.C. 713.13 was not applicable.

Walas also claimed private nuisance, alleging that Leone's construction of the fence unreasonably interfered with Walas's use and enjoyment of her property. Nuisance is a term used to designate "the wrongful invasion of a legal right or interest." Nuisance may be public, i.e., an unreasonable interference with a right common to the general public, or it may be private, a non-trespassory invasion of another's interest in the private use and enjoyment of land.

The Court found that the trial court did not err in dismissing the nuisance claim. The claim was premised on a neighbor's installation of a fence on his own property after obtaining the necessary permit. In this case, there is no allegation in the complaint to suggest that the installation of the fence was reckless or inherently dangerous. While the complaint did allege that Leone breached a duty of care owed to Walas, the claim merely relies on Walas's dissatisfaction with the appearance of the fence and the material used to construct the fence. The question is not simply whether the neighbor is annoyed or disturbed, but whether there is an injury to a legal right of the neighbor. The Court upheld the trial court's dismissal of Walas's claims.

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HEART OF GOLD TITLE

By Kristen Vitartas · Images by Orange Visuals

For Chris Hamilton, owner of Heart of Gold Title, hard work was instilled in him at a young age. A self-proclaimed farm boy, Chris grew up in the small rural town of New London,

Ohio. “When you grow up in that kind of setting, hard work isn’t a choice. By the time you’re 5 years old, you’re out there doing some kind of work,” he said.

Chris attributes a lot of that hard work to his success as a business owner. Before Chris found his way to the title industry though, he had his sights set on becoming

a professional golfer. While working at the Club at Tartan Fields in Dublin, Chris connected to someone in the title industry and took a job at Search2Close in 2012.





MY STAFF IS INCREDIBLE, TOP TO BOTTOM, EVERY SINGLE ONE OF THEM.

In 2018, coupled with wanting to spend more time with his family and watching both of his best friends lose their fathers on back-to-back dates, Chris realized that life is short. He left Search2Close and started Heart of Gold Title in 2019. They celebrated their fifth anniversary this past June.

Chris has a lot to celebrate, specifically with his team and the company culture. “At this point, I have 100% buy-in from my staff where every employee treats this company as if it’s their own,” he said. Ultimately, what keeps him going is the people and the relationships.



“My staff is incredible, top to bottom, every single one of them. But none of this would be possible without Hannah, our escrow officer, and Rebekah, our office manager. They believed in me and this

vision and have been with me from the start! If I’m the heart of the company, they’re the backbone that makes this machine run. I couldn’t do any of this without my amazing staff,” he said.

“I’ve had times where I have doubted even doing this because it is a hard game. But I’ve had these people back here in my corner, no matter what, whether it’s my employees or our clients, and I’ve seen the unbelievable value in that in the last several years,” he said.

“I learned as a salesperson with 10 plus years of doing this, you start chasing deals and start chasing relationships based on volume and numbers and those are so unrewarding. If you base them on the relationship and the person, that person will bring you value in life tenfold,” Chris said.

Working with like-minded REALTORS® who have the same values and ethics as Heart of Gold, along with their charitable giving, sets them apart from other title agencies.

Since the company’s inception in 2019, giving back has been a core value of Heart of Gold, and that, Chris says, is the most rewarding thing he’s ever done. The company selects quarterly charities, giving back a portion of its profits to those charities, and in 2025 will be rolling out the Heart of Gold Foundation. The Foundation will be even more impactful allowing the company to solicit major corporate



Chris with his family. From left to right: Lorelei (7), Stevie, Chris and Waylon (4).



HEART OF GOLD TITLE

Heart of Gold Title team, from left to right: Janese Chilcote, Kaitlan Merz, Hannah Kendall, Chris Hamilton, Rebekah Haskin, Jackie McNair, Kylee Durham and Jared Marrero.



donors and talk about major impacts.

Chris cites how impactful it is to him and his staff upon hearing how Heart of Gold’s charitable contributions are helping real people and families, specifically Patches of Light and Rock City Church. “When you get to hear their stories, it’s very enabling. We’re changing the world, selling title insurance over here, and that’s a really cool thing,” he said. “I’m not doing it to get deals. I’m doing it to show who we are, and that we care. That we are different. This also culturally has really brought our staff together toward an

awesome common goal of helping others.”

Chris lives in Dublin with his wife Stevie and two kids Lorelei, 7, and Waylon, 4. A devoted father and husband, Chris loves to spend time with his family, even taking his daughter on monthly golfing, fishing or arcade dates.

“I do need to mention, too, at least on a personal level, that this is all because of the glory of God. I think that is 100% the reason for our success as a company and for me personally. It’s all because of him. I try to do it all for him and my family,” he said.

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▶ real producer
By Carol Rich
Images by Wes
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DESALLEN GOGGA

The path taken by Desalen Golla, Coldwell Banker Realty, to achieve the American dream of success has the familiar markings of hard work, market knowledge and risk-taking. But Desalen’s journey has a unique twist — it began in the refugee camps of Sudan.

“It starts with my family, and the way my parents raised me and my siblings,” observed Desalen. “They always wanted the best for us.”

Family has always been core for Desalen. Born in Ethiopia, he was the youngest of eight children. His mom and dad set a solid example for family responsibility. “My parents always took care of family members, and they raised several of their nieces and nephews. We always had extended family living with us,” Desalen remembers.

When Desalen was 7 months old, political upheaval in Ethiopia forced his family to flee to Sudan where they lived first in the Derabil refugee camp before moving to the Um Rakuba camp. “Um Rakuba was just fields and huts when I left, but it’s also the best part of my childhood.” Desalen’s dream was to immigrate to the U.S. After his oldest sister, Fetelework Golla, and her husband, Getachew Tirfe, who lived in Texas, agreed to sponsor him and his siblings, the Gollas started the lengthy immigration process.

Desalen’s parents, prosperous farmers, selflessly stayed behind in Sudan so their children could have the opportunity to find new lives in the U.S. Years later, they were able to immigrate to America and join their family. But in the meantime, the Golla siblings had to find their way on their own.

When he was just 10, Desalen moved to Sudan’s capital city, Khartoum, where he lived with his older brothers for three years.

In Khartoum, Desalen’s inherent determination, work ethic and adventurous spirit shined through. When he was just 10, he held down a full-time job like an adult. He worked for an attorney, Nejat, cleaning her office and bringing in tea and lunch.

Desalen’s grueling commute to the law office is one of his most vivid memories. “I had to take two buses to get there and there were 50 to 100 people waiting to get into one bus.” Circumstances like these epitomize the odds Desalen faced — and the grit that powered him to success.

“Looking back, I thank my brother, Gebeyohu Golla, for teaching me the valuable lesson of hard work,” Desalen said. “I am also indebted to my brother, Beyene Golla, who was my guardian while he was a college student at Ohio Dominican. I admire how he was able to balance his responsibilities when he was so young. He guided me and took care of me. I’ll always have a soft spot for him.”

Desalen and his siblings arrived in the U.S. in March 1990 — and the family embarked on a classic immigrant experience. After his first thrilling view of Manhattan, Desalen moved on to Dallas where he lived with his sister and her family. “I learned valuable lessons from my sister and my brother-in-law about how to raise a family. And today I use those same lessons with my kids,” Desalen said.

In 1992, Desalen and his niece took a summer trip to visit family members in Columbus. Central Ohio had a growing Ethiopian community, and Desalen soon linked up with friends he’d made back in the refugee camps in Sudan.

From the start, Columbus felt like the right fit for Desalen. He decided to leave Dallas and make Columbus his home. He split his time between living with close family friends and living with his older brother while going to Eastmoor High School.



After graduating high school, Desalen attended The Ohio State University before opting to take a position at Bank One. He next moved up to a job at AT&T where he worked in customer service and sales.

After nearly two decades in the corporate world, Desalen felt it was time to break free. “I was searching to find my people,” he said. And he found them in real estate — where he instantly knew he belonged.

In 2015, Desalen began studying for his REALTORS® license. “I remember the morning I walked into the classroom to start my first real estate classes and I remember who my classmates were because they



Desalen with his family. From left to right: Elias (16), Quddus (13), Desalen, Zion (5) and Michelle.





are still my friends. They're still in the business and successful. I knew right away we'd be friends and I gravitated to them," Desalen said.

"That's why I love my industry. I love the people," he explained. "I love the clients I get to work with and my colleagues."

In 2016, Desalen, a solo agent, joined Coldwell Banker Realty where he works out of the Bexley office. His loyal client base includes many fellow Ethiopians, as well as Eritreans, and has expanded to be very diverse. Desalen is known for his five-star service. "Whoever I'm working with, I'm going to show up for them. I'm going to take care of them like they're family," he said.

Desalen has been especially adept at navigating central Ohio's diverse real estate landscape, focusing on strategies for engaging international communities – particularly Columbus's Ethiopian and Eritrean populations.

"While a significant portion of my clientele comes from the Ethiopian and Eritrean communities, I also take pride in working with a diverse range of clients," Desalen said. His fluency in Amharic, Tigrinya, and English has been key in bridging communication gaps within the community. He notes that immigrants and refugees bring valuable perspectives and cultural insights that help him connect more effectively with clients from other backgrounds.

"This cultural competence is a key asset in building trust and forming strong relationships in real estate," Desalen said. However, challenges such as language barriers, cultural nuances and unfamiliarity with local regulations can arise, making it essential to invest in education and networking to overcome these obstacles.

"I dedicate a significant amount of time supporting my clients through the loan application process, often working closely with lenders and buyers," observed Desalen. "This diligence allows me to serve my clients better, and the necessity of these efforts helps me grow in my commitment to the public good."

Giving back to the community is a high priority for Desalen, and he and his family stay immersed and active in the local Ethiopian community. "I'm proud to be a part of this diversity in Columbus, Ohio," he said. "Through real estate, I am able to help families build wealth in a nation of opportunity." Desalen has taken on real estate leadership roles, and has served as President of the Bexley-Eastmoor-Berwick Real Estate Association.

Today Desalen lives in Columbus's Greenbriar Farm neighborhood with his wife Michelle, a pediatrician with Central Ohio Primary Care (COPC). She is also an administrative medical director at Nationwide Children's Hospital. The health and wellness of the children in the Columbus area

community is of prime importance to the Gollas. They demonstrate this love and involvement with their own three sons: Elias (16), Quddus (13) and Zion (5).

"Our boys are all avid soccer players," said Desalen. Michelle and Desalen enjoy cheering for their sons when they play sports and Desalen also coaches Quddus's team at Grace Christian School.

Michelle and Desalen love to travel. "Our most recent trip was to Dubai and Turkey," Desalen said. "We also travel to Michigan every year, to stay at a house on a lake near Benton Harbor." The Gollas enjoy trail riding on their bikes. Desalen likes playing golf and watching Buckeye football. And he remains close with his extended family here in Columbus.



Desalen's experience as a young refugee, his physical separation from his parents through his young adulthood, plus the conversations he had with his dad about the importance of home ownership, left a deep impression on him. It shaped his understanding of the value and security of owning a home — and this understanding motivates him each day as a REALTOR®.

"Whether it's their first home or they're retirees downsizing — and everybody in between — I strive to help my clients achieve their dreams," Desalen said. "Being a part of that process makes me happy."



What do you need to be successful this year

It is hard to believe as I sit here and write this that December and the end of 2024 is upon us. This year was very challenging for us on several fronts. We built a new house, moved after 22 years, ran a business or two or three and became one of the first companies in Ohio to learn about and perform mycotoxin testing. We also found out that we won the Consumer's Choice Awards for home inspections in the Columbus market. Every year, Jim and I take time to talk over the past year. We discuss such things as what went right and do we continue to do that? What needs to be changed or done differently? What are our goals for next year? Do we need to change anything to make the new goals? We work with a bookkeeper who is able to help us with budgeting and goal setting.

So, as a small business owner yourself, what are your year end goals? Who do you talk to about them? How do you set goals for next year? What kind of systems do you have in place to obtain reviews, new clients and other business needs? What do you need to be successful next year? For any business to be successful, you have to know your numbers. You have to know your profit margins and you have to be able to market and get reviews.

This December, take time to relax and enjoy spending time with friends and family. Relax and recharge for the upcoming year. Work/life balance is important. Why have a successful business if you never get to enjoy time with family and friends?

If you have read any of our articles, you know that Jim and I believe in helping others. Feel free to contact us if you want to sit down and get some ideas for your business next year. If you read this article, send an email to clientcare@habitationinvestigation.com to be entered into a drawing to be held at the end of January.

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1	Hencheck, Alexander A	HMS Real Estate	708	330,272,000
2	Raines, Sandy L	The Raines Group, Inc.	333	196,689,000
3	Tartabini, Daniel V	New Advantage, LTD	304	156,558,000
4	Riddle, Robert J	New Albany Realty, LTD	200	133,340,000
5	Ruff, Jeffery W	Cutler Real Estate	175	118,194,000
6	Fairman, Charlene K	The Realty Firm	219	111,283,000
7	Ruehle, Ryan J	EXP Realty, LLC	292	99,190,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	268	88,551,000
9	Long, Bryan	Century 21 Frank Frye	15	78,751,000
10	Lynn, Lori	Keller Williams Consultants	189	69,808,000
11	Willcut, Roger E	Keller Williams Consultants	95	67,296,000
12	Wright, Kacey A	RE/MAX Partners	128	65,984,000
13	Clarizio, Bradley	Red 1 Realty	195	65,389,000
14	Ciamacco, DeLena	RE/MAX Connection	108	56,864,000
15	Ritchie, Lee	RE/MAX Partners	142	55,754,000
16	Casey, Michael A	RE/MAX Connection	116	52,098,000
17	Ross, James E	Red 1 Realty	201	50,400,000
18	Wheeler, Lacey D	Red 1 Realty	106	49,326,000
19	Guanciale, Andrew P	Coldwell Banker Realty	142	47,677,000
20	Shaffer, Donald E	Howard HannaRealEstateServices	140	46,284,000
21	Kemp, Brian D	Keller Williams Capital Ptnrs	96	44,515,000
22	Close, Allison L	Cutler Real Estate	62	42,908,000
23	Powell, Tina M	Coldwell Banker Realty	103	42,265,000
24	Beirne, Daniel J	Opendoor Brokerage LLC	139	42,179,000
25	MacKenzie, Cynthia C	CYMACK Real Estate	82	41,315,000
26	Bodipudi, Koteswara	Red 1 Realty	95	40,493,000
27	Collins, Charles E	Red 1 Realty	128	39,215,000
28	Fox-Smith, Angelina L	Coldwell Banker Realty	76	39,120,000
29	Swickard, Marnita C	e-Merge Real Estate	63	37,036,000
30	Conley, Amy E	Cutler Real Estate	44	36,957,000
31	Mancini, Mandy	Keller Williams Consultants	60	36,932,000
32	Ferrari, Rhiannon M	EXP Realty, LLC	97	36,842,000
33	Madosky Shaw, Lari	Coldwell Banker Realty	52	36,527,000
34	Grandey, M. Michaela	Rolls Realty	48	36,181,000

Rank No	Agent	Office Name	Unit	Volume
35	Looney, Sherry L	Howard HannaRealEstateServices	119	35,560,000
36	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	79	35,079,000
37	Price, Hugh H	Howard HannaRealEstateServices	75	34,225,000
38	Alley, Rachel M	Keller Williams Capital Ptnrs	81	33,672,000
39	Clark, Amy G	LifePoint Real Estate, LLC	81	33,519,000
40	Elflein, Joan	Ohio Broker Direct, LLC	86	33,384,000
41	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	77	33,312,000
42	Chiero, Kathy L	Keller Williams Greater Cols	81	33,297,000
43	Wills, Julie R	Howard Hanna Real Estate Svcs	73	33,182,000
44	Kamann, Heather R	Howard Hanna Real Estate Services	85	32,166,000
45	Tanner-Miller, Angie R	Coldwell Banker Realty	117	31,823,000
46	Edwards, Kyle	The Brokerage House LLC	59	31,760,000
47	Beckett-Hill, Jill	Beckett Realty Group	44	30,934,000
48	Ramm, Jeff	Coldwell Banker Realty	51	30,850,000
49	Powers, David S	Cutler Real Estate	38	30,470,000
50	Davis Spence, Katherine	KW Classic Properties Realty	49	30,144,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Oct. 31, 2024, as of Nov. 11 at 12:53 p.m.

Rank No	Agent	Office Name	Unit	Volume
51	Pearson, Lauren E	RE/MAX Consultant Group	61	30,085,000
52	Roehrenbeck, James F	RE/MAX Town Center	65	29,965,000
53	Shoaf, Terra J	Keller Williams Consultants	35	29,814,000
54	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	65	29,650,000
55	Breeckner, Brian	Beckett Realty Group	99	29,585,000
56	Cox, Brittany	Coldwell Banker Realty	94	29,469,000
57	Dixon, Tracey L	Keller Williams Greater Cols	80	29,021,000
58	Kendle, Ronald D	RE/MAX Town Center	32	28,976,000
59	Carruthers, Michael D	Coldwell Banker Realty	31	28,414,000
60	Neff, Mark B	New Albany Realty, LTD	33	28,214,000
61	Mahon, John D	Casto Residential Realty	51	27,953,000
62	Diaz, Byron	NextHome Experience	121	26,838,000
63	Wainfor, Susan	Coldwell Banker Realty	60	26,396,000
64	Shaffer, Carlton J	RE/MAX Partners	57	26,220,000
65	Fisk, Jacob V	Red 1 Realty	88	24,921,000
66	Kessel-White, Jennifer	KW Classic Properties Realty	71	24,816,000

Rank No	Agent	Office Name	Unit	Volume
67	Chudik, Margaret L	Coldwell Banker Realty	58	24,443,000
68	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	39	24,222,000
69	Lambright, Stacey J	EXP Realty, LLC	56	24,177,000
70	Vanhorn, Vincent K	Di Lusso Real Estate	74	24,149,000
71	Rano, Richard J	RE/MAX Affiliates, Inc.	56	23,422,000
72	Richards, Katie C	Keller Williams Greater Cols	46	23,385,000
73	Smith, Steven S S	Keller Williams Consultants	65	23,309,000
74	Jones, Jane L	Howard Hanna Real Estate Svcs	22	23,115,000
75	Godard, Cheryl S	KW Classic Properties Realty	20	23,090,000
76	Marsh, Troy A	Keller Williams Consultants	61	22,999,000
77	Mahler, Jeff A*	The Brokerage House LLC	57	22,657,000
78	Smith, Anita K	EPCON Realty, Inc.	50	22,479,000
79	Mills, Kim	Cutler Real Estate	29	22,307,000
80	Berrien, Todd V	Coldwell Banker Realty	60	22,157,000
81	Hunter, Ling Q	Red 1 Realty	65	22,030,000
82	Mitchell, Courtney J	RE/MAX Premier Choice	41	21,859,000
83	Abbott, Kelly	Howard Hanna Real Estate Svcs	64	21,745,000
84	Hance, Matthew	EXP Realty, LLC	58	21,515,000
85	Pattison, Susie L	Cutler Real Estate	43	21,498,000
86	Lubinsky, John D	RE/MAX Affiliates, Inc.	50	21,225,000
87	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	47	20,977,000
88	Prewitt, Brandon T	RE/MAX Partners	45	20,887,000
89	Fenters, Margaret M	Coldwell Banker Realty	32	20,652,000
90	Fox, Jermaine	EXP Realty, LLC	79	20,565,000
91	Hinson, Alan D	New Albany Realty, LTD	16	20,551,000
92	Jones, Tracy J	Keller Williams Elevate - Stro	115	20,546,000
93	Weiler, Robert J	The Robert Weiler Company	6	20,486,000
94	Stevenson, Michelle L	M3K Real Estate Network Inc.	49	20,402,000
95	Lyubimova, Ekaterina	NextHome Experience	77	20,360,000
96	Keener, Angela L	Keller Williams Consultants	56	20,340,000
97	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	43	20,263,000
98	Hursh, Andrew J	The Westwood Real Estate Co.	54	20,025,000
99	Press, Marci L	Home Central Realty	44	19,986,000
100	Toth, Sherrie	RE/MAX Consultant Group	84	19,871,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Oct. 31, 2024, as of Nov. 11 at 12:53 p.m.

Rank No	Agent	Office Name	Unit	Volume
101	Hood, Shaun	Coldwell Banker Realty	49	19,868,000
102	Murphy, Patrick J	Keller Williams Consultants	48	19,822,000
103	Laumann, Margot M	Street Sotheby's International	37	19,821,000
104	Mathias, Neil W	Cutler Real Estate	29	19,746,000
105	Sunderman, Mary K	Keller Williams Capital Ptnrs	45	19,744,000
106	Barlow, Jaysen E	Sell For One Percent	60	19,615,000
107	Lowe, Regan M	Keller Williams Capital Ptnrs	40	19,586,000
108	Miller, Sam	Re/Max Stars	92	19,530,000
109	Falah, Sinan	Coldwell Banker Realty	48	19,354,000
110	Kessler-Lennox, Jane	New Albany Realty, LTD	19	19,266,000
111	Bluvstein, Jake	RE/MAX Connection	39	19,219,000
112	Hart, Kevin	Keller Williams Capital Ptnrs	58	19,204,000
113	Barlow, Jaime	Sell For One Percent	56	19,054,000
114	Murphy, Kristina R	Howard Hanna Real Estate Svcs	55	19,050,000
115	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	46	19,040,000
116	Kanowsky, Jeffrey I	Keller Williams Greater Cols	58	19,000,000
117	Ackermann, Mara	RE/MAX Consultant Group	31	18,948,000
118	Sanepalli, Ramamohan R	Key Realty	33	18,937,000
119	Redman, Shawn	Street Sotheby's International	18	18,915,000
120	El Mejjaty, Omar	Carleton Realty, LLC	80	18,840,000
121	Shields, Bradley L	Redfin Corporation	41	18,679,000
122	Pankuch, Michael T	Forman Realtors, Inc	19	18,630,000
123	Doyle, Michael	EXP Realty, LLC	53	18,608,000
124	Meyer, James D	Cutler Real Estate	37	18,459,000
125	DeVoe, Anne	Coldwell Banker Realty	21	18,345,000
126	Kovacs, Kimberly A	Coldwell Banker Realty	54	18,322,000
127	Maze, Jamie L	Cutler Real Estate	39	18,280,000
128	Griffith, Tyler R	RE/MAX Peak	61	18,053,000
129	Ford, Clint A	Howard Hanna Real Estate Svcs	51	18,032,000
130	Chambers, Tracy	Keller Williams Consultants	40	18,005,000
131	Farwick, Thomas M	KW Classic Properties Realty	36	17,830,000
132	Marvin, Scott A	Team Results Realty	49	17,727,000
133	Goodman, Benjamin J	The Brokerage House LLC	32	17,597,000

Rank No	Agent	Office Name	Unit	Volume
134	Xue, Yanhua	OwnerLand Realty, Inc.	36	17,391,000
135	Reil, Timothy C	Keller Williams Consultants	22	17,365,000
136	Heicher Gale, Barbara S	Keller Williams Consultants	42	17,361,000
137	Kullman, Gregory S	Street Sotheby's International	20	17,267,000
138	Winter, Brad	Engel & Volkers Real Estate Advisors	35	17,027,000
139	Reynolds, Ryan D	Keller Williams Consultants	41	17,014,000
140	Soller, Martin F	Coldwell Banker Realty	38	17,010,000
141	Russo, Richard	Rich Russo Realty & Co.	66	16,985,000
142	Pacifico, Michael A	RE/MAX ONE	42	16,971,000
143	MYERS, AMANDA	Rise Realty	73	16,788,000
144	Becker, Kathryn K	Coldwell Banker Realty	32	16,749,000
145	Gledhill, Eric W	Cutler Real Estate	34	16,709,000
146	Kirk, Jon F	RE/MAX Premier Choice	18	16,706,000
147	Adams, Cody H	Coldwell Banker Realty	46	16,573,000
148	Whitten, Glen	Ohio Property Group, LLC	41	16,544,000
149	Groza Yoko, Emily	KW Classic Properties Realty	37	16,508,000
150	Hughes, Malia K	Key Realty	45	16,468,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Oct. 31, 2024

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	3,302,720,000	708
2	Raines, Sandy L	The Raines Group, Inc.	1,966,890,000	333
3	Tartabini, Daniel V	New Advantage, LTD	1,565,580,000	304
4	Ruehle, Ryan J	EXP Realty, LLC	991,900,000	292
5	Cooper, Sam	Howard Hanna Real Estate Svcs	885,510,000	268
6	Fairman, Charlene K	The Realty Firm	1,112,830,000	219
7	Ross, James E	Red 1 Realty	504,000,000	201
8	Riddle, Robert J	New Albany Realty, LTD	1,333,400,000	200
9	Clarizio, Bradley	Red 1 Realty	653,890,000	195
10	Lynn, Lori	Keller Williams Consultants	698,080,000	189
11	Ruff, Jeffery W	Cutler Real Estate	1,181,940,000	175
12	Guanciale, Andrew P	Coldwell Banker Realty	476,770,000	142
13	Ritchie, Lee	RE/MAX Partners	557,540,000	142
14	Shaffer, Donald E	Howard HannaRealEstateServices	462,840,000	140
15	Beirne, Daniel J	Opendoor Brokerage LLC	421,790,000	139
16	Wright, Kacey A	RE/MAX Partners	659,840,000	128

Rank No	Agent	Office Name	Volume	Unit
17	Collins, Charles E	Red 1 Realty	392,150,000	128
18	Graham, Mark	Countrytyme Realty, LLC	142,610,000	121
19	Diaz, Byron	NextHome Experience	268,380,000	121
20	Looney, Sherry L	Howard HannaRealEstateServices	355,600,000	119
21	Tanner-Miller, Angie R	Coldwell Banker Realty	318,230,000	117
22	Casey, Michael A	RE/MAX Connection	520,980,000	116
23	Jones, Tracy J	Keller Williams Elevate - Stro	205,460,000	115
24	Ciamacco, DeLena	RE/MAX Connection	568,640,000	108
25	Wheeler, Lacey D	Red 1 Realty	493,260,000	106
26	Powell, Tina M	Coldwell Banker Realty	422,650,000	103
27	Breeckner, Brian	Beckett Realty Group	295,850,000	99
28	Ferrari, Rhiannon M	EXP Realty, LLC	368,420,000	97
29	Kemp, Brian D	Keller Williams Capital Ptnrs	445,150,000	96
30	Bodipudi, Koteswara	Red 1 Realty	404,930,000	95
31	Willcut, Roger E	Keller Williams Consultants	672,960,000	95
32	Cox, Brittany	Coldwell Banker Realty	294,690,000	94
33	Miller, Sam	Re/Max Stars	195,300,000	92
34	Fader, Scott	Joseph Walter Realty, LLC	133,090,000	91
35	Fisk, Jacob V	Red 1 Realty	249,210,000	88
36	Elflein, Joan	Ohio Broker Direct, LLC	333,840,000	86
37	Kamann, Heather R	Howard Hanna Real Estate Services	321,660,000	85
38	Toth, Sherrie	RE/MAX Consultant Group	198,710,000	84
39	MacKenzie, Cynthia C	CYMACK Real Estate	413,150,000	82
40	Chiero, Kathy L	Keller Williams Greater Cols	332,970,000	81
41	Clark, Amy G	LifePoint Real Estate, LLC	335,190,000	81
42	Alley, Rachel M	Keller Williams Capital Ptnrs	336,720,000	81
43	Dixon, Tracey L	Keller Williams Greater Cols	290,210,000	80
44	El Mejjaty, Omar	Carleton Realty, LLC	188,400,000	80
45	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	350,790,000	79
46	Fox, Jermaine	EXP Realty, LLC	205,650,000	79
47	Lyubimova, Ekaterina	NextHome Experience	203,600,000	77
48	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	333,120,000	77
49	Fox-Smith, Angelina L	Coldwell Banker Realty	391,200,000	76
50	Price, Hugh H	Howard HannaRealEstateServices	342,250,000	75

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Oct. 31, 2024

Rank No	Agent	Office Name	Volume	Unit
51	Vanhorn, Vincent K	Di Lusso Real Estate	241,490,000	74
52	MYERS, AMANDA	Rise Realty	167,880,000	73
53	Wills, Julie R	Howard Hanna Real Estate Svcs	331,820,000	73
54	Kessel-White, Jennifer	KW Classic Properties Realty	248,160,000	71
55	Winland, Jessica	Coldwell Banker Realty	161,980,000	71
56	Hamilton, V. Patrick	REMAX Alliance Realty	151,360,000	71
57	Wiley, Kelly	Keller Williams Capital Ptnrs	126,190,000	69
58	Soskin, Alexander	Soskin Realty, LLC	142,590,000	67
59	Russo, Richard	Rich Russo Realty & Co.	169,850,000	66
60	Hunter, Ling Q	Red 1 Realty	220,300,000	65
61	Roehrenbeck, James F	RE/MAX Town Center	299,650,000	65
62	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	296,500,000	65
63	Smith, Steven S S	Keller Williams Consultants	233,090,000	65
64	Abbott, Kelly	Howard Hanna Real Estate Svcs	217,450,000	64
65	Swickard, Marnita C	e-Merge Real Estate	370,360,000	63
66	Close, Allison L	Cutler Real Estate	429,080,000	62
67	Marsh, Troy A	Keller Williams Consultants	229,990,000	61

Rank No	Agent	Office Name	Volume	Unit
68	Griffith, Tyler R	RE/MAX Peak	180,530,000	61
69	Pearson, Lauren E	RE/MAX Consultant Group	300,850,000	61
70	Parham, Janene R	Red 1 Realty	109,500,000	60
71	Berrien, Todd V	Coldwell Banker Realty	221,570,000	60
72	Wainfor, Susan	Coldwell Banker Realty	263,960,000	60
73	Barlow, Jaysen E	Sell For One Percent	196,150,000	60
74	Mancini, Mandy	Keller Williams Consultants	369,320,000	60
75	Webb, Stephanie	Keller Williams Legacy Group	160,590,000	60
76	Edwards, Kyle	The Brokerage House LLC	317,600,000	59
77	Hance, Matthew	EXP Realty, LLC	215,150,000	58
78	Hart, Kevin	Keller Williams Capital Ptnrs	192,040,000	58
79	Chudik, Margaret L	Coldwell Banker Realty	244,430,000	58
80	Kanowsky, Jeffrey I	Keller Williams Greater Cols	190,000,000	58
81	Mahler, Jeff A*	The Brokerage House LLC	226,570,000	57
82	Shaffer, Carlton J	RE/MAX Partners	262,200,000	57
83	Lambright, Stacey J	EXP Realty, LLC	241,770,000	56
84	Rano, Richard J	RE/MAX Affiliates, Inc.	234,220,000	56
85	Keener, Angela L	Keller Williams Consultants	203,400,000	56
86	Barlow, Jaime	Sell For One Percent	190,540,000	56
87	Jackson, Patricia K	RE/MAX Genesis	146,620,000	55
88	Murphy, Kristina R	Howard Hanna Real Estate Svcs	190,500,000	55
89	Payne, Donald A	Vision Realty, Inc.	134,510,000	55
90	Kovacs, Kimberly A	Coldwell Banker Realty	183,220,000	54
91	Hursh, Andrew J	The Westwood Real Estate Co.	200,250,000	54
92	Doyle, Michael	EXP Realty, LLC	186,080,000	53
93	Keffer, Tracy T	Keller Williams Greater Cols	160,200,000	53
94	Bainbridge, Brian C	CRT, Realtors	159,010,000	53
95	Hensel, Drew R	RE/MAX ONE	156,470,000	53
96	Madosky Shaw, Lari	Coldwell Banker Realty	365,270,000	52
97	Rooks, Scott David	Lakeside Real Estate & Auction	60,930,000	52
98	Ramm, Jeff	Coldwell Banker Realty	308,500,000	51
99	Mahon, John D	Casto Residential Realty	279,530,000	51
100	Ford, Clint A	Howard Hanna Real Estate Svcs	180,320,000	51

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Oct. 31, 2024

Rank No	Agent	Office Name	Volume	Unit
101	Flach-Moore, Stacey L	Coldwell Banker Realty	120,250,000	51
102	Smith, Anita K	EPCON Realty, Inc.	224,790,000	50
103	Bare, Scott T	Bauer Realty & Auctions	144,370,000	50
104	Lubinsky, John D	RE/MAX Affiliates, Inc.	212,250,000	50
105	Stevenson, Michelle L	M3K Real Estate Network Inc.	204,020,000	49
106	Marvin, Scott A	Team Results Realty	177,270,000	49
107	Davis Spence, Katherine	KW Classic Properties Realty	301,440,000	49
108	Hall, Connie L	Key Realty	149,020,000	49
109	Hood, Shaun	Coldwell Banker Realty	198,680,000	49
110	Falah, Sinan	Coldwell Banker Realty	193,540,000	48
111	Grandey, M. Michaela	Rolls Realty	361,810,000	48
112	Horne, Jeffrey E	Coldwell Banker Heritage	111,800,000	48
113	Murphy, Patrick J	Keller Williams Consultants	198,220,000	48
114	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	147,540,000	48
115	Calhoun, Benjamin S	Berkshire Hathaway HS Pro Rlty	209,770,000	47
116	Weade, Branen L	Weade Realtors & Auctioneers	75,210,000	47
117	Harr, Kathryn	RE/MAX ONE	134,810,000	46

Rank No	Agent	Office Name	Volume	Unit
118	Fair, Diana	Ross, Realtors	103,700,000	46
119	Richards, Katie C	Keller Williams Greater Cols	233,850,000	46
120	Adams, Cody H	Coldwell Banker Realty	165,730,000	46
121	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	190,400,000	46
122	Lyman, Remington	Reafco	136,800,000	45
123	Parrett, Constance D	Cutler Real Estate	148,030,000	45
124	Prewitt, Brandon T	RE/MAX Partners	208,870,000	45
125	Boot, Yuriy A	BUCH Realty, LLC	111,400,000	45
126	Hughes, Malia K	Key Realty	164,680,000	45
127	Lieu, Jimmy	Swiss Realty LTD	99,850,000	45
128	Linn, Misty D	Core Realty Collection	120,650,000	45
129	Sunderman, Mary K	Keller Williams Capital Ptnrs	197,440,000	45
130	Beckett-Hill, Jill	Beckett Realty Group	309,340,000	44
131	Conley, Amy E	Cutler Real Estate	369,570,000	44
132	Bell, Megan L	Real Brokerage Technologies	139,090,000	44
133	Reed, Chris	Howard Hanna Real Estate Svcs	162,600,000	44
134	Press, Marci L	Home Central Realty	199,860,000	44
135	Pattison, Susie L	Cutler Real Estate	214,980,000	43
136	Shroyer, Caroline C	Keller Williams Consultants	144,070,000	43
137	Christensen, Kim	Howard Hanna Real Estate Svcs	119,380,000	43
138	Oakley, Tamara S	Coldwell Banker Realty	139,530,000	43
139	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	202,630,000	43
140	Heicher Gale, Barbara S	Keller Williams Consultants	173,610,000	42
141	Stasel, Heather M	Howard Hanna Real Estate Services	114,330,000	42
142	Morrison, Natalie H	e-Merge Real Estate	117,640,000	42
143	Allgood, Amanda M	e-Merge Real Estate	84,690,000	42
144	Vance, Chase	Di Lusso Real Estate	63,180,000	42
145	Pacifico, Michael A	RE/MAX ONE	169,710,000	42
146	Hamrick, Kimberly D	Keller Williams Consultants	150,990,000	42
147	Whitten, Glen	Ohio Property Group, LLC	165,440,000	41
148	Mitchell, Courtney J	RE/MAX Premier Choice	218,590,000	41
149	Lane, Tierra M	Red 1 Realty	130,490,000	41
150	Shields, Bradley L	Redfin Corporation	186,790,000	41

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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