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**TABLE OF CONTENTS**

 <b>06</b> Preferred Partners	 <b>08</b> Meet the Team	 <b>09</b> Ready, Set, Grow with Whitney
 <b>10</b> Publisher's Note: "Thank Heavens for Real Estate" Event	 <b>16</b> Featured Affiliate: Union Home Mortgage - Sarah Engstrom	 <b>22</b> On the Rise: Brittany Oswald
 <b>28</b> Real Brand Boost: A 3-Step Method for Unlocking Client Growth	 <b>32</b> Community Champion: Obie Stillwell	 <b>38</b> Agent on Fire: Jane Kuraly
 <b>44</b> Legally Speaking	 <b>48</b> Real Producer: Katie Davis Spence	 <b>56</b> Top 150 Standings (Volume & Units)

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Ready, Get, Grow with Whitney Abraham



**HOW TO TURN "IN CONTRACT / SOLD" POSTS INTO CONTENT THAT GETS YOU MORE BUSINESS.**

Looking to make social media a part of your growth strategy in 2024? Whitney Abraham, Business Coach, Marketing Strategist and Co-Founder of REEL SOCIAL AGENT shares how to next level your "in contract" / "sold" content on social.

Listen, you worked hard to get those houses in contract and sold, and it's the PROOF that you're good at what you do. But if we're honest, those pictures of the house with the word "sold" on top is a missed opportunity on social media.

Instead, try these 3 fresh takes on creating content around going into contract or closing deals.

**CATCH THEIR ATTENTION WITH FOOTAGE THAT "SHOWS" THE OUTCOME**

Show a video of you swapping that sign in the yard, handing over the keys or celebrating with your clients. They're used to seeing "in contract" images and it's going to take more than that to catch their attention.

**SHOW THEM HOW YOUR SKILLS SUPPORTED THE OUTCOME**

Give the details on what it took to GET the house in contract (how many showings, how many days negotiating back and forth;) let your expertise and knowledge shine so they know the reason the deal came together was because YOU were leading it.

**LET THEM DO THE TALKING**

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“THANK HEAVENS FOR REAL ESTATE” EVENT LOOK BACK!



►► publisher’s note

In November, we gathered to give thanks for relationships and real estate. We hope that you connected with someone new and were able to catch up with current friends. We love hosting this annual event!

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

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See you at our next event!

Your Friend,



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## SARAH ENGSTROM

By Nancy LaMarca • Images by Tammy Dean Photography

Successful REALTORS® know the importance of working with affiliate partners who can help them get to the closing table on time. One of those partners in the central Ohio market is Sarah Engstrom of Union Home Mortgage. With more than 20 years in the industry and over 3,000 career closings, it's safe to say she has seen and worked her way through it all and knows what it takes to build relationships with partners and clients alike.

Sarah has been with Union Home Mortgage just shy of two years, after spending 20 years with Priority Mortgage. "I absolutely love the culture with Union. They are a very transparent company and we have so much support from leadership. They give us lots of resources to ensure we succeed, even in this crazy and turbulent market we are now in," she says. "Union Home gives me a platform along with tools and resources so that we can come out stronger on the other side of the toughest market we have ever seen."

With over 155 branches across the country, the company prides itself on creating a world-class experience for both its clients and its REALTOR® partners. They've adopted a "people first" philosophy, which emphasizes relationship building and creating a stress-free experience for all parties. "Hard times have made us stronger than we've ever been. We have absolutely improved on every aspect of how we communicate and do business," she said.

Sarah has a team of three loan officers and one support person. She says the "One More" attitude allows her team to tackle a mindset that can sometimes feel impossible but actually makes it more manageable. "For example, I will ask myself and my team what's one more thing we can do so that a REALTOR® doesn't have to call us





**IT'S SO EASY TO GET CAUGHT UP IN THE AUTOMATION OF THIS PROCESS THAT WE FORGET IT'S A BIG DAY WORTH CELEBRATING, SO I ENJOY SHOWING UP TO MAKE SURE IT FEELS LIKE A CELEBRATION!**



Sarah with her two rescue French Bulldogs, Frank and Mia.



back?” Given that, it’s no surprise that Sarah would say her specialty is in relationships and helping the people who are seeking the deepest amount of assistance. Usually that means the first-time homebuyer or the adult children who are trying to help their elderly parents get into a more manageable home, or the person going through a divorce and buying a home for the first time solely on their own.

“My mission is to help them make this process less daunting. To take the overwhelmed and scared homebuyer and leave them feeling calm, comfortable and proud at the end of the process. I am proud to be part of their journey. Every client is different and we have to take care of their needs,” she said.

Clearly, Sarah is good at her job. In 2021, she was ranked the No. 4 loan officer in the nation by Experience.com, which is based on direct input and survey results from customers. “That recognition means more to me than any production-related award because this award is based on how I took care of people, not volume.” You’ll also find her attending all her closings in person. “I like bringing the energy to the room. It’s so easy to get caught up in the automation of this process that we forget it’s a big day worth celebrating, so I enjoy showing up to make sure it feels like a celebration!”

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# BRITTANY OSWALD



**“TRUE HARD WORK, DEDICATION, AND THE ABILITY TO BELIEVE IN YOURSELF CAN PROVIDE YOU WITH A LIFE YOU HAVE ALWAYS DREAMED OF,” SAYS BRITTANY OSWALD.**

Born in Sebastian, Florida, Brittany moved to Ohio with her family at the age of 7. Prior to real estate, the entirety of Brittany’s career was in distribution/warehousing which she started by working with her mother during her summer vacations as a teenager.

One of the most influential people in her life was her grandpa Joe. “There was no one quite like him,” she says. “He lived life to the fullest, he made his and my grandma Zelda’s dreams come true, and his work ethic was incredible.” He was also an entrepreneur, having a market with his wife and investing in 21 rental properties by the time of his retirement.

Brittany graduated from Watkins Memorial High School before going on to attend Central Ohio Technical College. She gave birth to her first daughter, Emma, in November of that year and she started college while working full time with a newborn baby at home. Later, she graduated from Franklin University with a degree in business administration and a minor in marketing.

Having her daughter at only 19 years old played a major role in shaping Brittany into the person she

is today. She says: “You grow up extremely fast and miss out on a lot of experiences, but you also gain a love for someone that truly cannot be described.” Instead of going off to college, Brittany lived at home while getting her education and working full time to then buy her first home at 21. Her biggest motivation was providing for her daughter while being the best role model possible.



Nearing her 30th birthday, Brittany decided to make a shift to a career she not only enjoyed and benefited from, but a career that left her feeling fulfilled with her work. She says: “I’ve always had a passion for real estate and working with people, and the thought of helping others find their dream home was something I really wanted to be a part of.”

Brittany began her real estate journey in 2016 and while she was part of a team for five years, she is now navigating growing her own business. “Your home truly is where your heart is,” Brittany says. “When I help guide my clients through the process of purchasing their dream home, it is the best, most rewarding feeling.”

One thing that sets her apart from others is the relationship she has with her clients. Each and every client is different with different needs and Brittany works hard to ensure she is providing personalized and care-filled service.

With her platform, Brittany hopes to encourage other single moms that doing this job is possible. "100% commission is scary, but the career is so rewarding while allowing flexibility and room for growth."

She also is passionate about raising awareness for the Eli Effect. "Eli was our neighbor, a friend to all, and someone near and dear to our hearts," she explains. Using this organization has been a great way for her and her children to

Brittany with her children. From left to right: Laylah, 14, Emma, 18, and Phoenix, 10. Photo courtesy of Karen Keller Photography.



honor him while helping others. To learn more and help this cause, visit [theelieffect.org](http://theelieffect.org).

Brittany now has three children: Emma is 18, Laylah is 14, and Phoenix is 10 - and they have two adopted dogs, Daisy and Dixie. The family loves traveling together, watching movies, and cheering on Phoenix in all of his sporting events! Brittany enjoys getting together with friends and family in her free time and she also loves her monthly book club.

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▶ real brand boost

By Timothy Zaritskyy, Business Strategist at Orange Visuals

# A 3-STEP METHOD FOR UNLOCKING CLIENT GROWTH

While the real estate market is intensely competitive due to high interest rates and low inventory, agents constantly seek innovative methods to attract and retain clients. With the evolving landscape of digital connectivity, a three-step plan has emerged as a game-changer in the quest for client acquisition and retention. With integrated exposure marketing, predictive/tailed outreach, and relationship cultivation, agents can expand their clientele and fortify lasting connections.

## STEP 1: EXPOSURE MARKETING

The foundation of client expansion lies in exposure marketing. It's about more than just visibility; it's about positioning yourself as a knowledgeable and approachable authority in the real estate domain. Agents should leverage diverse platforms - social media, blogs, podcasts, or webinars - to educate their audience about industry trends, market insights, and valuable tips for buyers and sellers.

Agents establish credibility and trust among potential clients by consistently providing valuable content. Engaging content showcases expertise and resonates with individuals seeking guidance in the complex realm of real estate transactions. As the audience grows accustomed to the agent's insightful content, a sense of reliability develops, laying the groundwork for the next step.

## STEP 2: PREDICTIVE/TAILORED OUTREACH

The second phase involves a strategic shift from broadcasting messages to tailored engagement. Agents can gauge audience interests and behaviors by leveraging analytics and insights from exposure marketing. This data becomes pivotal in crafting personalized outreach strategies. Instead of generic interactions, agents can initiate conversations rooted in relevance.

Understanding a potential client's pain points allows for tailored communication - a follow-up on a recent property they viewed online or posing a pertinent question about their housing preferences. The goal is to spark a dialogue that addresses their specific needs, positioning the agent as a problem-solver rather than a mere salesperson.

## STEP 3: RELATIONSHIP CULTIVATION

The ultimate goal of this method is to transition from a conversation to a relationship. Once a dialogue has been established, agents should focus on nurturing these connections. Building rapport involves active listening, understanding

client concerns, and consistently providing valuable insights tailored to their situations.

Agents should aim for genuine engagement, demonstrating empathy and a willingness to assist without immediate transaction expectations. By fostering trust and rapport, these connections evolve into enduring relationships where clients view the agent as a service provider and a trusted advisor.

In conclusion, the three-step method - exposure marketing, predictive/tailed outreach, and relationship cultivation - forms a robust framework for real estate agents to expand their clientele. By strategically positioning themselves, initiating personalized conversations, and nurturing meaningful relationships, agents can create a ripple effect that attracts more clients and fosters loyalty and advocacy within their clientele base.

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and we have been spending a lot of time indoors as the weather has turned colder. With this in mind, I thought it a good time to chat about indoor air quality and the different types of tests we offer as there is still some confusion about them.

The first test we offer is mold testing. This can be done by either a swab or an air test. There is always a control sample taken from outside the home being tested. This gives the lab a comparison to what (if anything) is found in the home. It is also a good idea, to have a swab and an air sample taken together because there is more information to be gathered from those results. The report will list different types of molds and the amounts found in the air samples. For swabs, it will just list the types of molds found, not any numbers. This test is sent by Fed Ex to the lab where the report is generated the same day they receive it.

The next test is a VOC or a volatile organic compound. This tests for various chemicals in the air that can cause health problems. Formaldehyde is also a VOC test, but because of the size of the compound, it is a separate test. Once the lab receives the samples, it takes a minimum of two days to obtain the results. We can also do other types of air tests for different compounds. Let us know if you have a need for something different.

Radon is also a test that we do. Radon is a radioactive gas that can cause cancer, especially in those that smoke.

Radon does not typically cause symptoms like coughing or sniffles unless a person has lived in an affected area for many years and potentially developed cancer. For someone just moving into the home, there is no indication of radon unless a test is performed. This test is a minimum of 48 hours per the state of Ohio once the monitor is placed. If a window or door was left open, we have to start the test 12 hours later. So, the results will be delayed by 12 hours.

Please keep the timelines in mind when talking to clients so you know when to expect results. Also, keep in mind that once the samples are mailed, it can take a few days for the lab to receive them. The time to get the results will depend upon the type of tests being run. If you would like to talk more about testing and about the different types and needs, please call our office at 614.413.0075 to schedule a time to meet. Education is important to us, and we want to make sure that you know what options there are for you and your clients. As always, you can schedule online at <https://homeinspectionsohio.com/24/7>.



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# OBIE

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# STILLWELL

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Obie's Breakfast Club

**In 2015,** Obie Stillwell was talking with some friends when he mentioned how he wished he could bring different groups of people he knew - from various races and walks of life - together to meet. He knew he had several great groups that would never meet each other otherwise since most of us tend to stick to our own circle. Obie, who is the founder of Buckeye National Consulting Group and is a former football player from The Ohio State University, wanted to have an understanding of what unites people. That's when Obie's Breakfast Club was born, giving people an opportunity to network, communicate and learn more about each other.

Although Obie's Breakfast Club has had several iterations since its inception, the morning events are now housed at Ohio Stadium, or "The Horseshoe" for die-hard Ohio State football fans.

"I bring people to the recruiting room of the stadium, and I have a jazz band and DJ," Obie says. "You have all these commonalities, and soon you forget

your differences and forget you are supposed to be intimidated by someone who has been in the business world for 20 years. You get to have an authentic human experience. The irony of Obie's Breakfast Club is that I have invited people into a room that I once, as a walk-on for the Ohio State football team, was not invited into myself."

Obie grew up in Mansfield, Ohio (with a short stint in Colorado), and his family had a household motto of "Loving, caring and sharing." Obie's father was a pastor, and his family was always involved in the community. Obie played football in high school and notes he grew up with a blue-collar mentality that could translate into football and making his town proud.

"Once I earned a scholarship and was receiving more playing time on the football field and knew I was in the light, I had the opportunity to represent my family, my city and my community," Obie says. "I've never forgotten that aspect."

Sports were big for Obie growing up, but so were art, community and music. Between football practices and classes at Ohio State, Obie would walk to the Wexner Center for the Arts and explore the museum. He was inspired by the writings of Edgar Allen Poe, Maya Angelou, Robert Frost and the Rev. Martin Luther King, Jr. He shares that this is what made him so well-rounded, and learning and appreciating different

perspectives continues to impact his work with Obie's Breakfast Club. Obie had always desired a multicultural and collaborative event for Obie's Breakfast Club. What he didn't expect was that his desire to use technology to gather more people would pose an obstacle.

"I knew there was a gap between human resources and diversity, equity and inclusion (DEI)," he says. "Back in 2019, pre George Floyd, the solution wasn't popular. I sought to bring this diverse group together since I realized they were trying to solve the same problem. What was interesting was I had to break the algorithms that kept steering me only to the people who looked like me. I had to purposely play around through various websites to get to White people and other ethnicities."

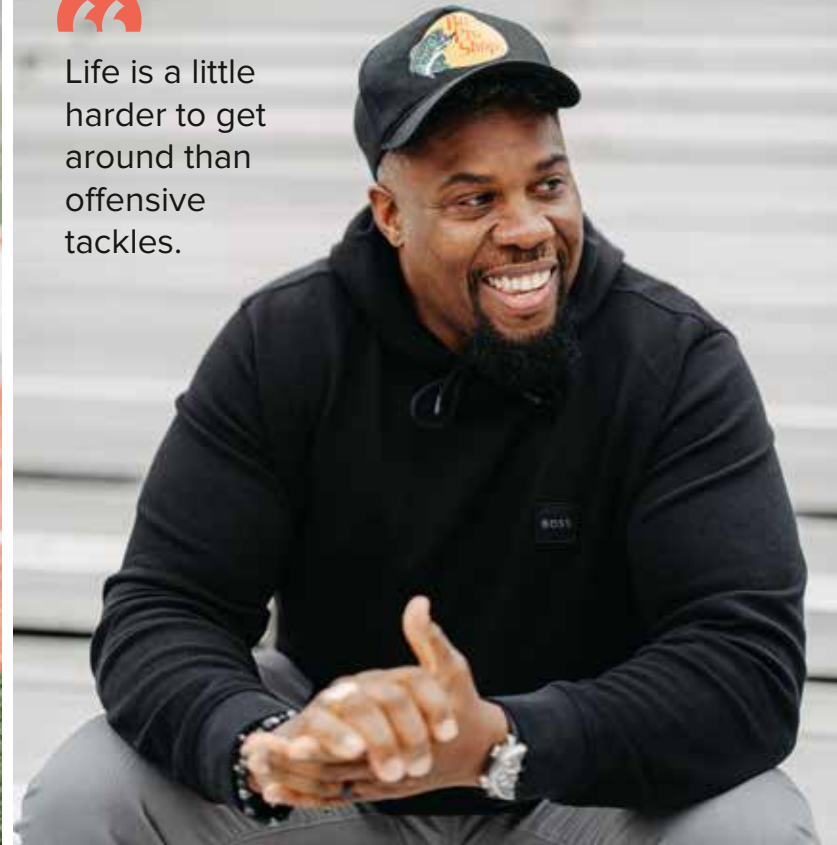


The irony of Obie's Breakfast Club is that I have invited people into a room that I once, as a walk-on for the Ohio State football team, was not invited into myself.





Life is a little harder to get around than offensive tackles.



He continues: “My first breakfast club in 2019 (after a short hiatus) was an ambitious project to elevate humanity and to alleviate the manmade barriers put in place to keep communities separate, more specifically Black and White communities. I would get a lot of questions from people wanting a greater understanding of what they had been missing. What many were saying is they appreciated the information with the accountability and without the indictment. I could give them information about Black and White people and I held them accountable for what they could do to make a difference but I did not indict them for things of the past. That can be intimidating for a lot of people.”

Along with his recent DEI certification, Obie also has degrees in criminology and history. And in his role with Buckeye National




Obie with his wife, Heather.

Consulting Group, he helps companies with real estate and business development needs. Obie also serves on several area boards, including The Ohio State University’s Early Head Start program and Neighborhood Bridges.



“So much of what I have been doing has been a result of Obie’s Breakfast Club,” Obie says. “I just hired a life coach, Brandi Braun

AL-Issa, and through her coaching, I have truly recognized the value of having a coach in life because I’ve only ever been coached on the field. Life is a little harder to get around than offensive tackles. It’s been a blessing to recognize that I needed a coach, and it’s helped me be more impactful and organized in my life to create more access and capacity. I’m looking forward to seeing everyone at Obie’s Breakfast Club in 2024.”

To learn more about Obie’s Breakfast Club or register for an event, visit [obiesbreakfastclub.com](https://obiesbreakfastclub.com).





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# JANE

**Kuraly**

By Madison Powers  
Images by Tammy Dean  
Photography



## CUTLER REAL ESTATE

IT'S NEVER TOO LATE TO FIND YOUR PASSION - JUST ASK JANE KURALY.

Jane followed a unique path to real estate. Born and raised in Toronto, Canada, she graduated with a degree in psychology and worked in human resources for many years in Canada and upstate New York. Columbus became Jane's new home in 1996 after she and her former husband relocated from Buffalo following the birth of their second son. Clearly, cold weather is Jane's niche. She hates the southern humidity and thrives in the northern chill.

After having another son and primarily raising all three children alone while her husband traveled and worked, Jane went through a divorce and found herself in need of a career change at the age of 50. She worked in insurance for a brief time

before realizing it wasn't as fulfilling as she had hoped, though she learned a lot that would help her in her next journey as an appraiser. While she enjoyed appraising because it was more than just sitting at a desk, it still lacked the human interaction that Jane yearned for. It wasn't until 2015 when she got her third license and pursued real estate.

"I was able to do some part-time work as I was growing my business and reputation," explains Jane. "I fell in love with the profession and never looked back."

Although it took Jane more than 20 years to fall in love with her career, she credits her professional success to the obstacles she overcame.

"I like the challenges," says Jane. "Being a single mother and independent woman is a huge feeling of accomplishment."

Many REALTORS® may find collaboration to be challenging, but to Jane, it's a motivating opportunity. She loves the communication aspect of her role and problem solving with lenders and other agents to achieve a positive outcome where all parties are satisfied. She treasures the feeling of learning something new after every transaction, even after eight years in the business. She believes that in this profession, she will be forever learning.

Jane is also an advocate for approaching every client differently based on their individual goals. She

“  
**BEING A SINGLE MOTHER  
 AND INDEPENDENT WOMAN  
 IS A HUGE FEELING OF  
 ACCOMPLISHMENT.**”



intently listens to their needs, asks important questions and educates them on trends in central Ohio in order to competitively market and price their home.

When Jane isn't on the job, you can probably find her exploring restaurants in the city, walking her Bernedoodle and Havanese pups or laughing with her girlfriends on a local pickleball court. She plays three to four times a week for fun and exercise. Jane cherishes this time she gets to spend with her girls since most of her life centers around being a devoted boy mom. Whether it's a Sunday brunch or night on the town, Jane is always down for an adventure with her gals.

In addition to being a REALTOR®, Jane also holds the title of sports enthusiast. During hockey season, she travels and attends nearly every Blue Jackets game to support her son, Sean, who is a forward and alternate captain on the team. Hockey is a beloved sport for the Kuraly family.



“Nothing makes me happier than sitting between my oldest son and youngest son while watching my middle son on the rink,” shares Jane. “Being from Canada, all of my boys grew up playing hockey.”

Aside from her children, Jane's proudest personal achievement was independently buying her home in Dublin at the age of 59. Jane's humbleness, optimism and perseverance have led her to the accomplished road she's on today. She is the epitome of “never give up,” proving that anything is possible at any time.

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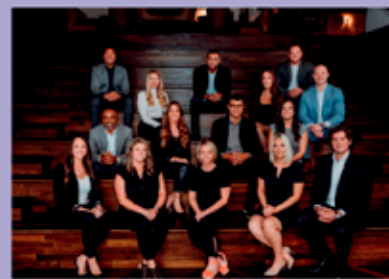
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# LEGALLY SPEAKING



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

*Elevation Enters. Ltd. v. NMRD Ltd.,  
2023-Ohio-4433, December 14, 2023  
(10th Dist., Franklin Cty.)*

This case concerns a dispute over a brokerage commission originating out of a commercial real estate listing agreement. Elevation, a commercial realty firm, and NMRD, owner of the subject Premises, entered into an exclusive listing agreement with Elevation given exclusive authorization to offer the Premises for lease.

Elevation ultimately procured a tenant as a lessee for the Premises. While the lease was negotiated, it was discovered that the tenant's intended use of the Premises included the sale of alcohol, which would violate a prior use restriction imposed by non-party, The Kroger Company. Kroger later agreed to a partial release of the restriction in exchange for \$100,000. NMRD claimed that Elevation verbally agreed to reduce its commission by \$25,000 as part of the \$100,000 payment to Kroger for waiver of the use restriction on the Premises.

Elevation issued its commission invoice in connection with the lease agreement to NMRD, a dispute arose and NMRD refused to pay any portion of Elevation's commission. Elevation recorded a broker's lien against the Premises. After litigation commenced, NMRD deposited with the clerk's escrow account \$211,500 (one and one-half times the amount claimed by Elevation), and the court released the broker's lien.

The trial court entered judgment in favor of Elevation and against NMRD for breach of the listing agreement and awarded Elevation \$102,999.56. However, the decision was reversed on appeal and remanded to issue additional recovery to Elevation including consideration of Elevation's attorney's fees and pre-judgment interest. The trial court had erroneously held that the broker lien enforcement claim was extinguished and any right to attorney fees under R.C. 1311.88 was also extinguished, upon the payment of the deposit to the clerk of courts.

The Court also reversed the trial court's reduction for the alleged verbal reduction of the commission related to the use restriction. There was a written document modifying the commission, but it did not contain Elevation as a signatory and also lacked consideration.

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

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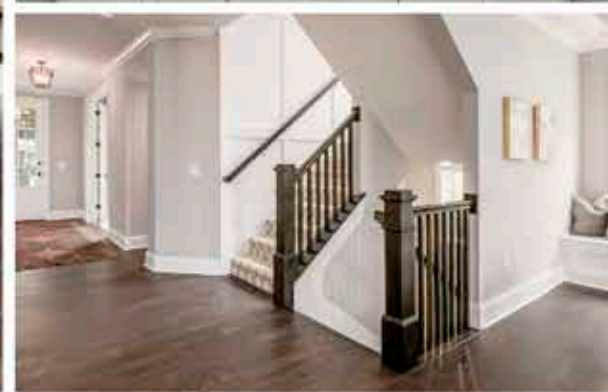


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-Lucas

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

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

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

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

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



## Keller Williams Classic Properties, The Katie Davis Group

By Carol Rich • Images by Wes Mosley

S

he has the experience, awards and volume that epitomize a successful REALTOR®. But it's the strong relationships Katie Davis Spence, team leader of The Katie Davis Group, KW Classic Properties Realty, has built over her 15 years in real estate that have launched her into our local industry's highest echelons.

"It's not a numbers thing, it's treating people with respect," observes Katie. "I'm a people person. I like to interact with people, and I like to volunteer in the community and give back."

A lifelong extrovert, Katie says she's always liked the people part of things. The result: when she became a REALTOR® she already had a network of friends that became the foundation of her client base. Katie says that through real estate, she's been able to help not just her friends but also their parents.

"Many of my clients have become good friends," Katie said. "I've also become friends with a lot of agents I've worked with on deals and other people I've met in the industry. I've met so many wonderful people."

The youngest of four children, Katie grew up in an especially close-knit family in Upper Arlington. Her dad was a corporate attorney and she had a stay-at-home mom. "We would sit down for family dinners most every night and we did a lot of things together as a family," Katie said.

Her parents stressed the value of a strong work ethic and the need to treat people with respect. "My parents instilled in me the importance of relationships and those personal touches, like sending handwritten thank you notes," she said.

Katie went to St. Agatha for grade school before moving on to Upper Arlington High School. Two of her strongest outside interests today have their

roots in her school years. Katie grew up playing tennis and played on the varsity team in high school. Additionally, she spent her junior year in college studying in Florence, Italy — sparking a passion for travel. "I traveled a lot in Europe and that began my love for traveling and experiencing new places," Katie said.

After graduating from Indiana University in 2007, Katie assessed her career path. Although she majored in retail merchandising, marketing a store's products, with its emphasis on numbers instead of people, wasn't an appealing option.

Katie had always been fascinated by the home market — she bought her first home when she was just 23. So when a REALTOR® she once worked for as a nanny suggested Katie join her brokerage, Katie decided to take the leap into real estate. Katie started during a down market, so she worked as a brokerage assistant while simultaneously waiting tables and building her skills as a REALTOR®. To grow her business, Katie provided a high level of service. Her strategy worked and along with herself, her high-producing team, The Katie Davis Group, currently includes her sister, Amy Davis Ireton, as well as her unlicensed assistant, Lisa Miller.

"I wanted to keep a small, boutique-like feel with my business and brand. That's why I brought on my unlicensed assistant and encouraged my sister to get her real estate license," said Katie. "I'm so grateful for my small, but mighty team."

Katie says she feels like a big part of her business has been helping a wide range of clients — from someone right out of college to someone aged 96. "I get to do the whole realm," Katie said.

Katie met her husband, Richard, while they both were in high school. "We would hang out as friends," she remembers. After they graduated from college, Katie and Richard became a couple. "He asked to make me dinner and that was the tipping point."

1



“

I wanted to keep a small, boutique-like feel with my business and brand.

### I'M SO GRATEFUL FOR MY SMALL, BUT MIGHTY TEAM.

Today the Spences live in Upper Arlington, just minutes from Katie's parents and sister. Their sons Barrett (2.5) and Davis (1.5), were born just 15 months apart. The family also includes a miniature Yorkshire Terrier, Cooper. Richard, an attorney, is in-house counsel for CBC Companies.

“Family is number one for me,” Katie said. She and her parents, sister and brothers remain close and the whole family, including their spouses and kids, vacations together each year on Cape Cod.

When she has free time, Katie loves checking out new restaurants with friends and family, and she also enjoys working out.

“I am very much into volunteering,” Katie said. “I like to give back.” Through volunteering and contributions, she has supported a wide variety of nonprofits, including Nationwide Children's Hospital, Flying Horse Farms, Kitchen Kapers, Junior League, Childhood League, Melissa's House, Shine Bright Foundation, Cure Sanfilippo Foundation, Pelotonia, Susan G. Komen for the Cure and Ronald McDonald House.

Katie has also been very active in organizations that support the real estate industry. She has been the chair of the Columbus REALTORS® Leadership Academy and has served on the Leadership Academy Advisory Board, as well as the Columbus REALTORS® Scholarship Committee. She has also

2



3



- 1. Katie with her husband, Richard, and two sons, Barrett & Davis.
- 2. Katie and her family in Cape Cod, Massachusetts.
- 3. Katie with her sister and teammate, Amy Davis Ireton.





“  
ALL THE  
PARTS OF  
MY CAREER  
HAVE  
GOTTEN  
ME TO  
WHERE  
I AM TODAY.  
IT'S ALL  
COMBINED  
& I THINK  
THAT'S  
WHAT'S  
IMPORTANT.  
”

served as president and vice president of the Northwest Area Realty Association (Upper Arlington and Grandview) and represented Columbus REALTORS® as an Ohio REALTORS® Director.

In recognition of her accomplishments, dedication and talent, Katie has won a number of awards. These include Columbus REALTORS® Top Ten REALTOR® Under 40, Top 100 Agent in Keller Williams Ohio Valley Region, Top 1% of Entire Membership of Columbus REALTORS® and nominations every year since 2014 for the Five Star REALTOR® Award.

Katie has achieved all of the sales awards offered by Columbus REALTORS®. She's especially proud of winning the Columbus REALTORS® Lifetime Achievement Award, in part because she's probably the youngest individual to ever do so and the award encompasses not just sales volume, but years of experience and involvement in the industry as well.

Katie observes that her career success has been the culmination of several components — robust sales, years of experience, a track record of community service and the many relationships she's created. “All the parts of my career have gotten me to where I am today. It's all combined and I think that's what's important,” she said. “Every aspect comes full circle and complements each other.”



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

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2023, as of Jan. 12 at 10:30 a.m.

Rank No	Agent	Office Name	Units	Volume
1	Hencheck, Alexander A	HMS Real Estate	702	357,484,000
2	Raines, Sandy L	The Raines Group, Inc.	367	240,933,000
3	Tartabini, Daniel V	New Advantage, LTD	312	164,753,000
4	Ruff, Jeffery W	Cutler Real Estate	207	128,110,000
5	Fairman, Charlene K	The Realty Firm	241	114,952,000
6	Riddle, Robert J	New Albany Realty, LTD	153	102,537,000
7	Cooper, Sam	Howard Hanna Real Estate Svcs	280	88,956,000
8	Lynn, Lori	Keller Williams Consultants	227	78,196,000
9	Ritchie, Lee	RE/MAX Partners	185	75,464,000
10	Wright, Kacey A	RE/MAX Partners	151	70,658,000
11	Ciamacco, DeLena	RE/MAX Connection, Realtors	162	68,049,000
12	Ruehle, Ryan J	EXP Realty, LLC	208	65,048,000
13	Ross, James E	Red 1 Realty	260	61,455,000
14	Willcut, Roger E	Keller Williams Consultants	118	58,961,000
15	Casey, Michael A	RE/MAX Connection, Realtors	120	57,566,000
16	Madosky Shaw, Lari	Coldwell Banker Realty	82	57,530,000
17	Bodipudi, Koteswara	Red 1 Realty	118	57,412,000
18	Price, Hugh H	Howard HannaRealEstateServices	123	54,925,000
19	Shaffer, Donald E	Howard HannaRealEstateServices	168	50,323,000
20	MacKenzie, Cynthia C	CYMACK Real Estate	100	44,369,000
21	Ferrari, Rhiannon M	EXP Realty, LLC	112	43,003,000
22	Beirne, Daniel J	Opendoor Brokerage LLC	147	42,780,000
23	Fox-Smith, Angelina L	Coldwell Banker Realty	78	42,778,000
24	Neff, Mark B	New Albany Realty, LTD	56	42,231,000
25	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	102	40,998,000
26	Wheeler, Lacey D	Red 1 Realty	103	40,536,000
27	Looney, Sherry L	Howard HannaRealEstateServices	147	39,917,000
28	Pearson, Lauren E	RE/MAX Consultant Group	78	39,027,000
29	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	105	38,698,000
30	Ackermann, Mara	RE/MAX Consultant Group	44	38,141,000
31	Smith, Anita K	EPCON Realty, Inc.	73	37,958,000
32	Berrien, Todd V	Coldwell Banker Realty	84	37,661,000
33	Beckett-Hill, Jill	Beckett Realty Group	40	37,454,000
34	Roehrenbeck, James F	RE/MAX Town Center	106	36,632,000

Rank No	Agent	Office Name	Units	Volume
35	Alley, Rachel M	Keller Williams Capital Ptnrs	91	36,611,000
36	Chiero, Kathy L	Keller Williams Greater Cols	98	36,330,000
37	Griffith, Tyler R	RE/MAX Peak	79	36,067,000
38	Hunter, Ling Q	Red 1 Realty	109	35,964,000
39	Clark, Amy G	LifePoint Real Estate, LLC	109	35,825,000
40	Abbott, Kelly	Howard Hanna Real Estate Svcs	96	35,643,000
41	Hinson, Alan D	New Albany Realty, LTD	26	35,493,000
42	Clarizio, Bradley	Red 1 Realty	141	35,327,000
43	Guanciale, Andrew P	Coldwell Banker Realty	117	33,804,000
44	Cox, Brittany	Coldwell Banker Realty	109	32,989,000
45	Wills, Julie R	Howard Hanna Real Estate Svcs	80	32,862,000
46	Close, Allison L	Cutler Real Estate	52	32,580,000
47	Kamann, Heather R	Howard Hanna Real Estate Services	104	32,550,000
48	Powell, Tina M	Coldwell Banker Realty	75	32,225,000
49	Chudik, Margaret L	Coldwell Banker Realty	75	31,714,000
50	Collins, Charles E	Red 1 Realty	97	31,699,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2023, as of Jan. 12 at 10:30 a.m.

Rank No	Agent	Office Name	Units	Volume
51	Kemp, Brian D	Keller Williams Capital Ptnrs	76	31,144,000
52	Kim, Lory	RE/MAX Connection, Realtors	80	30,713,000
53	Elflein, Joan	Ohio Broker Direct, LLC	88	30,085,000
54	Smith, Steven S S	Keller Williams Consultants	80	29,878,000
55	Hance, Matthew	EXP Realty, LLC	80	29,828,000
56	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	61	29,175,000
57	Simpson, Kimberly L	Cutler Real Estate	30	28,495,000
58	Tanner-Miller, Angie R	Coldwell Banker Realty	104	28,328,000
59	Gledhill, Eric W	Howard Hanna Real Estate Svcs	57	28,191,000
60	Weiler, Robert J	The Robert Weiler Company	18	27,783,000
61	Swickard, Marnita C	e-Merge Real Estate	54	27,681,000
62	Hood, Shaun	Coldwell Banker Realty	85	27,509,000
63	Dixon, Tracey L	Keller Williams Greater Cols	82	27,508,000
64	Chambers, Tracy	Keller Williams Consultants	51	27,469,000
65	Sky, Trent	Heart & HomePropertyManagement	74	27,446,000
66	Reil, Timothy C	Keller Williams Consultants	51	27,065,000

Rank No	Agent	Office Name	Units	Volume
67	Koontz Gilmour, Paula	KW Classic Properties Realty	29	26,844,000
68	Miller, Sam	Re/Max Stars	132	26,627,000
69	Lenker, David C	Howard Hanna Lenker Group	18	26,586,000
70	Breeckner, Brian	Beckett Realty Group	97	26,532,000
71	Hart, Kevin	Keller Williams Greater Cols	87	26,462,000
72	Fenters, Margaret M	Coldwell Banker Realty	39	26,396,000
73	Davis Spence, Katherine	KW Classic Properties Realty	46	26,338,000
74	Andrews, Trevor R	RE/MAX Revealty	71	26,059,000
75	Carruthers, Michael D	Coldwell Banker Realty	37	25,902,000
76	Lucas, Lauren L	KW Classic Properties Realty	73	25,876,000
77	Mitchell, Courtney J	RE/MAX Premier Choice	49	25,841,000
78	Mahler, Jeff A*	Keller Williams Capital Ptnrs	64	25,423,000
79	Rudler, Jill D	Keller Williams Excel Realty	63	25,373,000
80	Hursh, Andrew J	The Westwood Real Estate Co.	58	25,096,000
81	Powers, David S	Cutler Real Estate	37	24,619,000
82	Ramm, Jeff	Coldwell Banker Realty	39	24,609,000
83	Edwards, Kyle	KW Classic Properties Realty	53	24,600,000
84	Vanhorn, Vincent K	Di Lusso Real Estate	75	24,258,000
85	Parsley, David H	Ross, Realtors	51	24,258,000
86	Hamilton, V. Patrick	REMAX Alliance Realty	91	24,171,000
87	Meyer, James D	Cutler Real Estate	52	24,085,000
88	Winter, Brad	Engel & Volkers RE Advisers	54	23,760,000
89	Brunner, Johnathon	Keller Williams Consultants	41	23,572,000
90	Sunderman, Mary K	Keller Williams Capital Ptnrs	44	23,534,000
91	Conley, Amy E	Cutler Real Estate	33	23,515,000
92	Grandey, M. Michaela	Rolls Realty	35	23,251,000
93	Wainfor, Susan	Coldwell Banker Realty	52	23,027,000
94	Webb, Stephanie	Keller Williams Legacy Group	75	22,885,000
95	Cliffel, Eric J	KW Classic Properties Realty	80	22,324,000
96	Barlow, Jaime	Sell For One Percent	65	22,172,000
97	Lubinsky, John D	RE/MAX Affiliates, Inc.	54	22,143,000
98	Pattison, Susie L	Cutler Real Estate	39	21,975,000
99	Rano, Richard J	RE/MAX Affiliates, Inc.	58	21,954,000
100	Toth, Sherrie	RE/MAX Consultant Group	67	21,918,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2023, as of Jan. 12 at 10:30 a.m.

Rank No	Agent	Office Name	Units	Volume
101	Krider, Jeffrey D	The Columbus Agents	54	21,878,000
102	Murphy, Kristina R	Howard Hanna Real Estate Svcs	69	21,777,000
103	Timsina, Gopal	Howard Hanna Real Estate Svcs	61	21,349,000
104	Payne, Donald A	Vision Realty, Inc.	99	21,252,000
105	Wiley, Kelly	Keller Williams Excel Realty	106	21,230,000
106	Calhoun, Benjamin S	Berkshire Hathaway HS Pro Rlty	49	21,182,000
107	Bare, Scott T	Bauer Real Estate Company	51	20,795,000
108	Parrish, Susan T	KW Classic Properties Realty	46	20,790,000
109	Lambright, Stacey J	EXP Realty, LLC	60	20,565,000
110	Press, Marci L	Home Central Realty	51	20,402,000
111	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	48	20,402,000
112	Bell, Megan L	RE/MAX Apex	57	20,280,000
113	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	47	20,237,000
114	George, Paul J	Keller Williams Greater Cols	42	20,143,000
115	Shaffer, Carlton J	RE/MAX Partners	50	20,042,000
116	Janitzki, Seth J	Cam Taylor Co. Ltd., Realtors	38	19,992,000
117	MYERS, AMANDA	Rise Realty	60	19,958,000
118	Fisk, Jacob V	Red 1 Realty	94	19,800,000
119	Keener, Angela L	Keller Williams Consultants	65	19,786,000
120	Linn, Misty D	Core Realty Collection	67	19,776,000
121	Goff, Carol	Carol Goff & Assoc.	65	19,648,000
122	Diaz, Byron	NextHome Experience	94	19,588,000
123	Pacifico, Michael A	RE/MAX ONE	52	19,572,000
124	Isabel, Darryl W	Premier Select Homes	15	19,524,000
125	Panhuis, Tiffany	Coldwell Banker Realty	41	19,482,000
126	Eaglin, Courtney J	RE/MAX Consultant Group	40	19,444,000
127	Kessler-Lennox, Jane	New Albany Realty, LTD	15	19,359,000
128	Jones, Jane L	Howard Hanna Real Estate Svcs	28	19,278,000
129	Mulvany, Bryan R	Howard Hanna Real Estate Svcs	59	19,143,000
130	Whiteman, Mike	RE/MAX Achievers	39	18,806,000
131	Doyle, Michael	EXP Realty, LLC	66	18,794,000
132	Harr, Debbie	Homes that Click Advantage LLC	46	18,791,000
133	Goodman, Benjamin J	Sorrell & Company, Inc.	39	18,653,000

Rank No	Agent	Office Name	Units	Volume
134	McCallie, Madeline	Thrive Realty, Ltd.	26	18,591,000
135	Berg, Susan J	Coldwell Banker Realty	41	18,497,000
136	Xue, Yanhua	OwnerLand Realty, Inc.	45	18,491,000
137	El Mejjaty, Omar	Carleton Realty, LLC	86	18,386,000
138	Falah, Sinan	Coldwell Banker Realty	55	18,268,000
139	Lowe, Regan M	Keller Williams Capital Ptnrs	44	18,045,000
140	Keffer, Tracy T	Keller Williams Greater Cols	54	18,013,000
141	Montunna, Julian	Howard Hanna Real Estate Svcs	46	17,878,000
142	Shoaf, Terra J	Keller Williams Consultants	46	17,848,000
143	Reed, Chris	Howard Hanna Real Estate Svcs	45	17,835,000
144	Shields, Bradley L	Redfin Corporation	42	17,800,000
145	Rosen, Christopher	Cutler Real Estate	35	17,723,000
146	Parker, Kelly A	Howard Hanna Real Estate Svcs	58	17,531,000
147	Jacob, Nathan D	LifePoint Real Estate, LLC	60	17,364,000
148	DeVoe, Anne	Coldwell Banker Realty	26	17,167,000
149	Mathias, Neil W	Cutler Real Estate	24	17,127,000
150	Reeves, Carol A	RE/MAX Achievers	54	17,026,000

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2023, as of Jan. 12 at 10:30 a.m.

Rank No	Agent	Office Name	Volume	Units
Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	357,484,000	702
2	Raines, Sandy L	The Raines Group, Inc.	240,933,000	367
3	Tartabini, Daniel V	New Advantage, LTD	164,753,000	312
4	Cooper, Sam	Howard Hanna Real Estate Svcs	88,956,000	280
5	Ross, James E	Red 1 Realty	61,455,000	260
6	Fairman, Charlene K	The Realty Firm	114,952,000	241
7	Lynn, Lori	Keller Williams Consultants	78,196,000	227
8	Ruehle, Ryan J	EXP Realty, LLC	65,048,000	208
9	Ruff, Jeffery W	Cutler Real Estate	128,110,000	207
10	Ritchie, Lee	RE/MAX Partners	75,464,000	185
11	Shaffer, Donald E	Howard HannaRealEstateServices	50,323,000	168
12	Ciamacco, DeLena	RE/MAX Connection, Realtors	68,049,000	162
13	Riddle, Robert J	New Albany Realty, LTD	102,537,000	153
14	Wright, Kacey A	RE/MAX Partners	70,658,000	151
15	Beirne, Daniel J	Opendoor Brokerage LLC	42,780,000	147
16	Looney, Sherry L	Howard HannaRealEstateServices	39,917,000	147

Rank No	Agent	Office Name	Volume	Units
17	Clarizio, Bradley	Red 1 Realty	35,327,000	141
18	Miller, Sam	Re/Max Stars	26,627,000	132
19	Price, Hugh H	Howard HannaRealEstateServices	54,925,000	123
20	Graham, Mark	Countrytyme Realty, LLC	10,687,000	121
21	Casey, Michael A	RE/MAX Connection, Realtors	57,566,000	120
22	Bodipudi, Koteswara	Red 1 Realty	57,412,000	118
23	Willcut, Roger E	Keller Williams Consultants	58,961,000	118
24	Guanciale, Andrew P	Coldwell Banker Realty	33,804,000	117
25	Ferrari, Rhiannon M	EXP Realty, LLC	43,003,000	112
26	Cox, Brittany	Coldwell Banker Realty	32,989,000	109
27	Clark, Amy G	LifePoint Real Estate, LLC	35,825,000	109
28	Hunter, Ling Q	Red 1 Realty	35,964,000	109
29	Wiley, Kelly	Keller Williams Excel Realty	21,230,000	106
30	Roehrenbeck, James F	RE/MAX Town Center	36,632,000	106
31	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	38,698,000	105
32	Tanner-Miller, Angie R	Coldwell Banker Realty	28,328,000	104
33	Kamann, Heather R	Howard Hanna Real Estate Services	32,550,000	104
34	Wheeler, Lacey D	Red 1 Realty	40,536,000	103
35	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	40,998,000	102
36	MacKenzie, Cynthia C	CYMACK Real Estate	44,369,000	100
37	Payne, Donald A	Vision Realty, Inc.	21,252,000	99
38	Chiero, Kathy L	Keller Williams Greater Cols	36,330,000	98
39	Collins, Charles E	Red 1 Realty	31,699,000	97
40	Breckner, Brian	Beckett Realty Group	26,532,000	97
41	Abbott, Kelly	Howard Hanna Real Estate Svcs	35,643,000	96
42	Fisk, Jacob V	Red 1 Realty	19,800,000	94
43	Diaz, Byron	NextHome Experience	19,588,000	94
44	Jones, Tracy J	Keller Williams Legacy Group	16,183,000	92
45	Alley, Rachel M	Keller Williams Capital Ptnrs	36,611,000	91
46	Hamilton, V. Patrick	REMAX Alliance Realty	24,171,000	91
47	Elflein, Joan	Ohio Broker Direct, LLC	30,085,000	88
48	Hart, Kevin	Keller Williams Greater Cols	26,462,000	87
49	El Mejjaty, Omar	Carleton Realty, LLC	18,386,000	86
50	Hood, Shaun	Coldwell Banker Realty	27,509,000	85

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2023, as of Jan. 12 at 10:30 a.m.

Rank No	Agent	Office Name	Volume	Units
51	Berrien, Todd V	Coldwell Banker Realty	37,661,000	84
52	Dixon, Tracey L	Keller Williams Greater Cols	27,508,000	82
53	Madosky Shaw, Lari	Coldwell Banker Realty	57,530,000	82
54	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	9,754,000	81
55	Kim, Lory	RE/MAX Connection, Realtors	30,713,000	80
56	Hance, Matthew	EXP Realty, LLC	29,828,000	80
57	Cliffel, Eric J	KW Classic Properties Realty	22,324,000	80
58	Wills, Julie R	Howard Hanna Real Estate Svcs	32,862,000	80
59	Smith, Steven S S	Keller Williams Consultants	29,878,000	80
60	Griffith, Tyler R	RE/MAX Peak	36,067,000	79
61	Fox-Smith, Angelina L	Coldwell Banker Realty	42,778,000	78
62	Pearson, Lauren E	RE/MAX Consultant Group	39,027,000	78
63	Kemp, Brian D	Keller Williams Capital Ptnrs	31,144,000	76
64	Powell, Tina M	Coldwell Banker Realty	32,225,000	75
65	Vanhorn, Vincent K	Di Lusso Real Estate	24,258,000	75
66	Chudik, Margaret L	Coldwell Banker Realty	31,714,000	75
67	Webb, Stephanie	Keller Williams Legacy Group	22,885,000	75

Rank No	Agent	Office Name	Volume	Units
68	Sky, Trent	Heart & HomePropertyManagement	27,446,000	74
69	Smith, Anita K	EPCON Realty, Inc.	37,958,000	73
70	Lucas, Lauren L	KW Classic Properties Realty	25,876,000	73
71	Andrews, Trevor R	RE/MAX Revealty	26,059,000	71
72	Winland, Jessica	Coldwell Banker Realty	13,529,000	70
73	Murphy, Kristina R	Howard Hanna Real Estate Svcs	21,777,000	69
74	Toth, Sherrie	RE/MAX Consultant Group	21,918,000	67
75	Linn, Misty D	Core Realty Collection	19,776,000	67
76	Doyle, Michael	EXP Realty, LLC	18,794,000	66
77	Goff, Carol	Carol Goff & Assoc.	19,648,000	65
78	Fair, Diana	Ross, Realtors	13,595,000	65
79	Keener, Angela L	Keller Williams Consultants	19,786,000	65
80	Barlow, Jaime	Sell For One Percent	22,172,000	65
81	Mahler, Jeff A*	Keller Williams Capital Ptnrs	25,423,000	64
82	Hart, Georgia	Keller Williams Capital Ptnrs	12,061,000	64
83	Soskin, Alexander	Soskin Realty, LLC	14,856,000	64
84	Lyman, Remington	Reafco	13,780,000	63
85	Rudler, Jill D	Keller Williams Excel Realty	25,373,000	63
86	Fader, Scott	Joseph Walter Realty, LLC	10,499,000	63
87	Flach-Moore, Stacey L	Coldwell Banker Realty	16,324,000	62
88	Timsina, Gopal	Howard Hanna Real Estate Svcs	21,349,000	61
89	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	29,175,000	61
90	Jacob, Nathan D	LifePoint Real Estate, LLC	17,364,000	60
91	MYERS, AMANDA	Rise Realty	19,958,000	60
92	Horne, Jeffrey E	Coldwell Banker Heritage	11,949,000	60
93	Lambright, Stacey J	EXP Realty, LLC	20,565,000	60
94	Schillig, Cynthia A	Coldwell Banker Realty	8,109,000	59
95	Mulvany, Bryan R	Howard Hanna Real Estate Svcs	19,143,000	59
96	Hursh, Andrew J	The Westwood Real Estate Co.	25,096,000	58
97	Parker, Kelly A	Howard Hanna Real Estate Svcs	17,531,000	58
98	Rano, Richard J	RE/MAX Affiliates, Inc.	21,954,000	58
99	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	16,964,000	58
100	Bell, Megan L	RE/MAX Apex	20,280,000	57

**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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button on  
life.

Kristen Nester

KRISTENNESTERPHOTOGRAPHY.COM



# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2023, as of Jan. 12 at 10:30 a.m.

Rank No	Agent	Office Name	Volume	Units
101	Hall, Connie L	Key Realty	14,454,000	57
102	Gledhill, Eric W	Howard Hanna Real Estate Svcs	28,191,000	57
103	Stevenson, Michelle L	M3K Real Estate Network Inc.	15,611,000	56
104	Neff, Mark B	New Albany Realty, LTD	42,231,000	56
105	Falah, Sinan	Coldwell Banker Realty	18,268,000	55
106	Parrett, Constance D	Cutler Real Estate	15,766,000	54
107	Winter, Brad	Engel & Volkers RE Advisers	23,760,000	54
108	Keffer, Tracy T	Keller Williams Greater Cols	18,013,000	54
109	Lyubimova, Ekaterina	NextHome Experience	15,331,000	54
110	Krider, Jeffrey D	The Columbus Agents	21,878,000	54
111	Hensel, Drew R	RE/MAX ONE	16,158,000	54
112	Reeves, Carol A	RE/MAX Achievers	17,026,000	54
113	Swickard, Marnita C	e-Merge Real Estate	27,681,000	54
114	Lubinsky, John D	RE/MAX Affiliates, Inc.	22,143,000	54
115	Edwards, Kyle	KW Classic Properties Realty	24,600,000	53
116	Tiu, Trudy D	Walker Tiu Real Estate Group	14,734,000	53
117	Shroyer, Caroline C	Keller Williams Consultants	15,017,000	52

Rank No	Agent	Office Name	Volume	Units
118	Pacifico, Michael A	RE/MAX ONE	19,572,000	52
119	Meyer, James D	Cutler Real Estate	24,085,000	52
120	Wainfor, Susan	Coldwell Banker Realty	23,027,000	52
121	Close, Allison L	Cutler Real Estate	32,580,000	52
122	Bare, Scott T	Bauer Real Estate Company	20,795,000	51
123	Ilich, Kevin	EXP Realty, LLC	13,591,000	51
124	Chambers, Tracy	Keller Williams Consultants	27,469,000	51
125	Parsley, David H	Ross, Realtors	24,258,000	51
126	Press, Marci L	Home Central Realty	20,402,000	51
127	Reil, Timothy C	Keller Williams Consultants	27,065,000	51
128	Lepi, Roberta	LEPI & ASSOCIATES	10,779,000	51
129	Shaffer, Carlton J	RE/MAX Partners	20,042,000	50
130	Weade, Branen L	Weade Realtors & Auctioneers	8,608,000	50
131	Moog, Glenn C	Keller Williams Capital Ptnrs	15,436,000	50
132	Solomon, Arthur A	Coldwell Banker Heritage	8,179,000	50
133	Jackson, Patricia K	RE/MAX Genesis	13,448,000	50
134	Liston, Zeke	Reafco	15,350,000	49
135	Mitchell, Courtney J	RE/MAX Premier Choice	25,841,000	49
136	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	21,182,000	49
137	Grimm, Shannon	Howard Hanna Real Estate Svcs	15,743,000	49
138	Truitt, David A	Keller Williams Greater Cols	14,626,000	49
139	Hughes, Malia K	Fathom Realty Ohio	13,821,000	49
140	Russo, Richard	Rich Russo Realty & Co.	15,693,000	49
141	Kovacs, Kimberly A	Coldwell Banker Realty	15,941,000	49
142	Ford, Clint A	Howard Hanna Real Estate Svcs	14,762,000	49
143	Hiss, Erik	Keller Williams Capital Ptnrs	16,637,000	48
144	Romanelli, Cristina M	Keller Williams Excel Realty	16,949,000	48
145	Harr, Kathryn	RE/MAX ONE	11,410,000	48
146	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	20,402,000	48
147	Marvin, Scott A	Team Results Realty	14,081,000	48
148	Edelblute, Martha M	REAL ESTATE PRO'S	7,939,000	48
149	Crocco, Katie	RE/MAX Winners	15,321,000	48
150	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	20,237,000	47

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