

COLUMBUS

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



REAL PRODUCER

**KOHL
VANHORN**

TOP
150
STANDINGS

ON THE RISE:

ABIGAIL SWIHART VALENTINE

FEATURED LEADER:

JEREMY TAYLOR

JANUARY 2024

Cover Image by Wes Mosley Photography



ZIPPY SHELL GREATER COLUMBUS

Moving & Storage Made Simple



Zippy Shell treats each customer with the highest quality of care for all services. We bring the storage container to you.

You load the street-legal Zippy Shell at your own pace and when you're done, we'll pick it up and take it safely to storage or your new home local or nationwide. It's as easy as that!



"We came to know the owner of Zippy Shell Greater Columbus, David Rothman, after we sold his home. We have used Zippy Shell numerous times and fully trust their services and staff with our clients."

~ Sandy Raines,
The Raines Group,
HER Realtors



We offer:

- Traditional Zippy Shell or POD-Style Containers
- Local & Nationwide Moving
- Indoor Climate Controlled Storage
- DIY Loading or Full Service Loading is available

Call **614-915-0800** and mention this offer to claim one month of **FREE** declutter storage!

ZippyShellColumbus.com



Ready to help your clients achieve their dream of homeownership?

Contact me today and let's work together to find the right loan options for them. With my expertise and personalized service, we can make their home buying experience a smooth and successful one.



DON'T WAIT, REACH OUT TO ME NOW!

MITCH PROZY

BRANCH PRODUCTION MANAGER
NMLS# 513979

Contact me below!

C **330.881.5032**

E mprozy@revolutionmortgage.com

W revolutionmortgage.com/mprozy



COMPANY NMLS#1686046

ADVERTISEMENT | T2 Financial, LLC. D.B.A. Revolution Mortgage is an Equal Housing Opportunity Lender NMLS #1686046 (Nationwide Multistate Licensing System - www.nmlsconsumeraccess.org) Terms, conditions, and restrictions may apply. All information contained herein is for informational purposes only and, while every effort is made to ensure accuracy, no guarantee is expressed or implied. Not a commitment to extend credit.

BRANCH ADDRESS: 51 North Sandusky St. Unit C, Delaware, OH 43015 - BRANCH NMLS# 1834700- BRANCH PHONE# 740-251-9021.



WITH EVERY CLOSING, WE'RE OPENING DOORS.

For 38 years, Ruoff Mortgage has helped people discover, finance and move into their homes with confidence. Whether you are looking to purchase, refinance or renovate, we know the way home and will walk there with you.




CONTACT US AT ONE OF FIVE CENTRAL OHIO LOCATIONS, OR APPLY ONLINE AT RUOFF.COM

NEW ALBANY 7795 Walton Pkwy, Ste 195 New Albany, OH 43054 614.953.6977	GRANVILLE 321 East Broadway Granville, OH 43023 740.920.4840	WORTHINGTON 8101 North High St, Ste 300 Columbus, OH 43235 614.396.7568	HILLIARD 3455 Mill Run Dr, Ste 101 Hilliard, OH 43026 614.363.5740	ZANESVILLE 3935 Northpointe Dr Zanesville, OH 43701 740.202.0063
--	--	---	--	--

Ruoff Mortgage Company, Inc. is an Indiana corporation licensed by the Indiana Department of Financial Institutions (DFI). For complete licensing information visit: <http://www.nmlaconsumeraccess.org/EntityDetails.aspx?COMPANY/141868>. This is not an offer for extension of credit or a commitment to lend. All loans must satisfy company underwriting guidelines. Information and pricing are subject to change at any time and without notice. Equal Housing Lender. NMLS#141868 11222022

TABLE OF CONTENTS

 07 Preferred Partners	 09 Ready, Set, Grow with Whitney	 10 Publisher's Note: Artwork, Automobiles, and Aces
 14 Featured Affiliate: Cap City Property Inspections	 20 On the Rise: Abigail Swihart Valentine	 26 Real Brand Boost: Building a Marketing Plan
 30 Agent on Fire: Christine Hinton	 36 Featured Leader: Jeremy Taylor	 40 Legally Speaking
 44 Featured Affiliate: Comparion Insurance	 50 Real Producer: Kohl VanHorn	 56 Top 150 Standings (Volume & Units)

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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Set your clients up for savings with 3-2-1 Home Plus

With as little as 3% down, your clients can receive a \$2,000 eGift card to The Home Depot® plus \$1,000 to \$2,500 towards closing costs and/or down payment.*



The gift funds with this program can give your clients peace of mind knowing they have extra resources to put towards minor repairs or improvements without tapping into their cash reserves or placing constraints on the money for their down payment.

Eligibility and requirements

- Conventional financing with as little as 3% down payment
- First-time homebuyers only
- Credit scores as low as 620
- Includes 1-unit single-family residences, condos and manufactured homes
- Pre-Purchase Counseling is required**
- Income limits apply

Scan me



Questions? Let's talk.



Aric French
Branch Manager
NMLS ID# 1122638
8720 Orion Place
Suite 300
Columbus, OH 43240
O: 614.310.4967
aricfrenchteam@guildmortgage.net

Apply Online
guildmortgage.com/aricfrench

Guild
mortgage
OWN WHAT MATTERS

Ranked #1 in Customer Satisfaction with Primary Mortgage Origination — J.D. Power

I am authorized to do business in the states of Florida, Indiana, Ohio and Pennsylvania. Guild Mortgage Company; NMLS #3274; Equal Housing Opportunity; www.nmlsconsumeraccess.org. All information, loan programs & interest rates are subject to change without notice. All loans subject to underwriter approval. Terms and conditions apply. Always consult an accountant or tax advisor for full eligibility requirements on tax deduction. *Freddie Mac BorrowSmartSM down payment/closing cost assistance amounts of \$2,500, \$1,250 or \$1,000 based on Area Median Income and other eligibility criteria. \$1,000 assistance applies to manufactured homes. **Pre-purchase counseling requires a \$99 counseling fee. Guild Mortgage is not affiliated with The Home Depot. The Home Depot is not a sponsor of this promotion. The Home Depot is a registered trademark of the Home Depot Product Authority, LLC. All rights reserved. Program not available in Nevada. For use by Real Estate Professionals only. Not intended for public use or distribution. For J.D. Power 2021 award information, visit jdpower.com/awards.

PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

AUCTIONS AND DOWNSIZING

Auction Ohio
(614) 846-3300
www.auctionohio.com

BASEMENT WATERPROOFING & BASEMENT REPAIR

Buckeye Basement Solutions
614-385-2605
buckeyebasementsolutions.com

BUSINESS COACHING

Whitney Abraham Co.
(303) 929-6040
www.whitneyabraham.com

CLOSING GIFTS

Cutco Closing Gifts
(937) 594-1613
360businessgrowth.com

CONSTRUCTION, REHAB & CONDO LENDING

CIVISTA BANK
(614) 210-2427 x11827
civista.bank

CONSULTING

Phillips Consults LLC
(614) 732-1283

CUSTOM BUILDER

Parry Custom Homes
(614) 321-8199
experienceparry.com

CUSTOM HOMES

Compass Homes
(614) 419-0963
compasshomes.com

DOWNSIZING & DECLUTTERING

Suzy's Helping Hands
(614) 560-5448
suzyshelpinghands.com

HOME INSPECTION

Cap City Property Inspection
(614) 654-6632
capcityinspect.com

Habitation Investigation
(614) 413-0075
homeinspectionsohio.com
Linkhorn Inspection Group
(614) 260-1776
linkhorninspections.com

HOME PREPARATION SPECIALIST

HOMEstretch
(419) 234-8161
home-stretch.com

HOME WARRANTY

First American Home Warranty
Joyce Rhinehart
(614) 633-7295

HSP - Home Service

Plan of Ohio
(614) 626-3984
myhomeserviceplan.com

IGS Home Warranty
(614) 443-0300
igs.com

INSURANCE

Comparion Insurance Agency
Megan Brooks
(614) 372-9858

MARKETING / BRANDING

Orange Visuals
(614) 218-3135
orangevisuals.com

MORTGAGE LENDER

American Eagle Mtg Ohio
Pwd By CrossCountry LLC
(614) 433-9662

Guild Mortgage
(614) 310-4967
guildmortgage.com

NFM Lending
(614) 840-5013
www.davidarocho.com

Rapid Mortgage
(614) 845-5200

Revolution Mortgage
(614) 620-0681

Ruoff Mortgage
ruoffmortgage.com
UMortgage
(740) 504-4894
umortgage.com

Union Home Mortgage
Sarah Engstrom
(614) 975-7333
uhm.com/sengstrom

Union Home Mortgage - Noah Brader
(614) 212-6921
uhm.com/nbrader

Union Home Mortgage
Jeremy Frase & Sam Hardy
(614) 212-6920

MOVING & STORAGE

Zippy Shell Columbus
Dave Rothman
(614) 812-7970
zippysHELLcolumbus.com

MOVING COMPANY

Black Tie Moving
(614) 347-9007
blacktiemoving.com

PHOTOGRAPHY

Kristen Nester Marketing & Photography
(614) 314-9340
kristennesterphotography.com

Tammy Dean Photography
(614) 354-1875
tammydeanphotography.com

Wes Mosley Photography
(740) 816-2707
www.wesmosleyphotography.com and
boardandbatten.us

REAL ESTATE ORGANIZATIONS

Women's Council of Realtors
(740) 501-3547
www.wrcolumbus.org

REMODELER

Renovation Sells
(614) 714-6168
renovationsells.com

ROOFING & ROOF REPAIR

Roof Revivers
(614) 626-0387
www.roofrevivers.com

ROOFING/SIDING/GUTTERS

Snyder's Unlimited LLC
(614) 377-4529
www.snydersunlimited.com

TITLE COMPANY

Bridge Title
(614) 768-2734
trustbridgetitle.com

Chicago Title
Susan Tridico
(614) 559-1184
ohio.ctic.com

Heart of Gold Title
(614) 398-8226
heartofgoldtitle.com

LandSel Title Agency, Inc
(614) 337-1928
landsel.com

Northwest Title
(614) 420-2995
nwttitle.com

Ohio Real Title
(216) 373-9900
ohiorealtitle.com

Resource Title
(614) 537-3096
resourceres.com

Title First
(614) 431-0497
titlefirst.com

World Class Title
(614) 882-8022
worldclasstitle.com

VIDEOGRAPHY/PHOTOGRAPHY

Buckeye Sky Media
(614) 425-5646
buckeyeskymedia.com

MEET THE COLUMBUS

REAL PRODUCERS TEAM



Katie Mastroianni,
Owner and Publisher
katie.mastroianni@
realproducersmag.com



Kaitlin Hall,
Assistant Publisher
& Editor
kaitlin.hall@
realproducersmag.com



Christina Kitchen,
Ad Strategist
columbusrealproducers
ads@gmail.com



Chloe Steckel,
Social Media Manager



Wes Mosley,
Photography



Timothy Zaritsky,
Videography & Photography



Tammy Dean,
Photography



Kristen Nester,
Photography



Aaron Cropper,
Videography



Carol Rich,
Writer



Heather Lofy,
Writer



Nancy LaMarca,
Writer



Jennifer McIntyre,
Writer



Audrey Brill,
Writer



Jeff Madison,
Columnist

Ready, Get, Grow with Whitney Abraham



THE THREE TYPES OF VIDEOS EVERY REALTOR SHOULD BE MAKING IN 2024

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 the 3 styles of content your social strategy needs to include in 2024.

If you're looking to join the 93% of other small business owners that leverage social media as a strong part of their marketing plan, but you're not sure where to start, I am sharing 3 kinds of videos for you to focus on, even if you're a total social media rookie.

HOME TOURS

Think MTV Cribs or HGTV. These don't have to be overly produced or even professionally filmed. These can be you, walking them through a new listing or showing them features on a new build you're loving. Let's infuse your personality and make this feel exactly like it would if you were showing a client a house.

LOCALIZED CONTENT

The best way to get found by more LOCAL clients is to make more LOCAL content, so start showcasing your favorite spots around town and leverage relationships with small businesses by tagging them when you feature them. They're likely to share it to their platform, too, opening YOU up to all the people that follow them.

PROFESSIONAL ADVICE FOR YOUR IDEAL CLIENT

You're the pro, and you know everything they need to know about the market, the homebuying process, and potential roadblocks they may face. Start helping them solve those problems BEFORE they start working with you by creating videos where you give them the best tips you've got for buyers and sellers.

Reel SOCIAL

WAS CREATED FOR BUSY BUSINESS OWNERS LIKE YOU.

Reel Social is the done with you content creation company that helps Real Estate Professionals curate the social content that attracts their perfect leads over and over again.

1:1 SUPPORT | WORKSHOPS | CONTENT MEMBERSHIP

Ready to next level your online marketing strategies to grow your real estate business but don't know where to start?

Download our free REELS LIBRARY!

HELLO@REELSOCIALAGENT.COM @REELSOCIALAGENT





►► publisher's note

By Special Guest Contributor Sean Carpenter, Speaker, REALTOR®, Consultant, Coldwell Banker Realty/Sean Speaks LLC

It's a brand-new year. There is a clean canvas on an easel, and you have all new brushes and gallons of colorful, fresh paint ready to bring the real estate market of 2024 to life with your creative touch.

The neat thing about real estate is it's different every day. The challenging thing about real estate is, well, it's different every day. That's why it's so important to be in control of the actions we take each day.

You control what time you start each day. You control your schedule each day...right up until that time you let other people dictate where you need to be and what you should be doing. You control the people you allow into your environment. You control when you hit CTRL-ALT-DELETE and shut it down each day.

It's a brand-new year. You're at the wheel of your real estate journey. You've got a full tank of determination, and your favorite playlist is ready to fuel your drive. The open road of the real estate market awaits.

Racing legend Mario Andretti once said, "If everything seems in control, you're just not going fast enough." It seems like any top-producing REALTOR® could say the same thing.

People often ask me if there is a magic pill or a silver bullet to success in this business. We all know there isn't, but that term "silver bullet" reminds me of the ace of spades in a deck of cards. Old-time poker players used to refer to that card as the "silver bullet." If you spell out A-C-E, you realize that Attitude Controls Everything. Flip that same card over and Everything Controls Attitude. You play that card right each day and that's about as close to a silver bullet as you'll find. The great news is you can deal that card to yourself each morning.

How many meaningful conversations can you engage in each day? How many appointments will you set each week? Who will be part of your support network, encouraging you along your journey toward success?

In 2024, let's all remember that we hold the brushes, the keys, and the cards that will determine our success, beginning with the attitude and the daily commitments we make.

ARTWORK,



AUTOMOBILES,



& ACES

Buckeye
BASEMENT SOLUTIONS
QUALITY SOLUTIONS AT AN AFFORDABLE PRICE

**WATER IN YOUR BASEMENT?
OUR TEAM CAN HELP!**

OUR SERVICES

- STEEL BEAMS
- CARBON FIBER
- WATERPROOFING
- CRAWL SPACES

Financing Available!

Locally Owned & Operated
614-956-4592
Call for a FREE Quote!
www.buckeyebasementsolutions.com

LANDSEL
TITLE AGENCY, INC.

Residential | Refinance | Commercial | Land Development | Agricultural

KELLY CRAYCRAFT
Owner/ CEO
kcraycraft@landsel.com
614.226.6751

MIKE BOSTROM
Vice President
mbostrom@landsel.com
317.418.1704

SARA THORP
General Counsel
sthorp@landsel.com
614.266.8165

Proudly serving the real estate community for over 30 years.
Let our family help "your families" obtain their dreams.
landsel.com | 614.337.1928

360°
BUSINESS GROWTH

*New Year...
New Gifts!*

GIFTS UNDER \$150

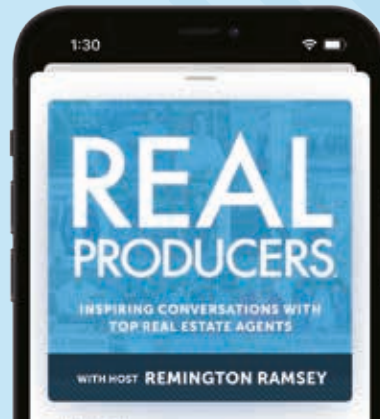
I'm here to help
Cutco Closing Gifts
and More!

CUTCO
CLOSING GIFTS

Hannah-Marie K. Drown
Regional Sales Rep
360 Business Growth
CUTCO Closing Gifts and more!
(937) 594-1613
hmd@360businessgrowth.com
360BusinessGrowth.com

REAL PRODUCERS. PODCAST

Inspiring conversations with the nation's top real estate agents.



Same Brand, New Reach – Tune in for free today



podcast.realproducersmag.com

SOUPFEST



DON'T MISS DELICIOUS SOUP, LIVE MUSIC, AND COMMUNITY GIVING AT THE NEXT SOUPFEST FUNDRAISING EVENT.

SOCIAL: @SOUPFEST614
WEB: WWW.SOUP-FEST.COM

COLUMBUS IS SOUP CITY, USA!

THIS AD DONATED BY

Branding
Short Form Video
Portraiture
Social Media Content

www.tammydeanphotography.com



Theo Sakellaris with T&J Fitness, Seana Espy with Cutler Real Estate

Explore the benefits of working with **UMCapital**

PREFERRED EXPERTS IN REAL ESTATE FINANCE

EXPERIENCED LEADERSHIP



SR. LOAN OFFICER
ANDY PAYNE
NMLS 2046562

(740) 504-4894
Columbus, OH
andy.payne@umcincy.com

I HAVE 4 YEARS EXPERIENCE IN THE INDUSTRY AS A LOAN OFFICER, AND 3 YEARS EXPERIENCE AS A REALTOR. IT GIVES ME THE UNDERSTANDING OF HOW BOTH SIDES WORK, AND HOW WE NEED TO WORK AS A TEAM ON EVERY DEAL TO PROVIDE THE BEST SERVICE TO CLIENTS.

FINANCING OPTIONS

- Conventional
- FHA, USDA, VA
- One-Time Close Construction (Conventional and VA)
- 1-0 Buy-Down
- 1% Down
- Bank Statement DSCR
- Commercial

APPLY WITH US HERE!



OUR TEAM



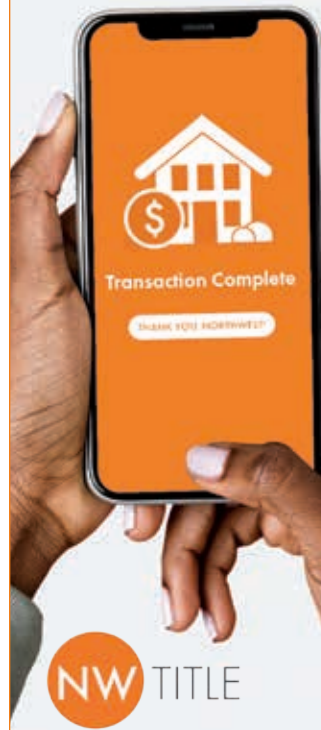
CLIENT TESTIMONIALS



- Clear to close in 14 days or less
- Constant communication with agents and borrowers
- Get the CD out after initial underwrite
- Bolt underwrite-get fully approved before making an offer
- We are YES people! We always try to find a way to make a deal work!
- Aggressive rates. We'll beat any quote you get.

"Thank you for all you did to assist us in closing on our home. I appreciate how you moved so quickly and provided outstanding options that worked perfectly for our situation. Very responsive to every question and walked us all the way through the process. I will definitely recommend any of my friends looking to purchase homes. Just an amazing experience!"

INSTANT UPDATES WHEN A SALE IS COMPLETE



Agents, Buyers, and Sellers receive a text/email confirmation the moment their transaction funds.

Peace of mind and quick communication on the most important details.

Close the Northwest Way!

www.nwtitle.com



Phillips Consults, LLC

Justin Phillips

(614) 732-1283



Cap City

PROPERTY INSPECTIONS

▶▶ featured affiliate By Nancy LaMarca
Images by Orange Visuals



Hyde and Jessica Anderson, owners of Cap City Property Inspection.

When buying a new home, one thing everyone can agree on is the importance of a home inspection. In 2015, Hyde Anderson decided to leave his job in the commercial equipment industry and jump all in into the home inspection business. Hyde held special licenses required for inspecting large commercial equipment and HVAC equipment, but the job entailed a lot of traveling which he was growing weary of. With a thorough understanding of how things work and a service-minded approach to business, Cap City Property Inspections was formed in 2015. What started as a one-man operation now has grown to include 11 staff members and is primarily woman-owned as Hyde's wife Jess is now the majority owner of the company.

“The most challenging thing to me was coming into the business a month before the lockdown in February of 2020. I had to find innovative ways to build relationships with people when I couldn't physically get in front of them,” says Jess. To do that, she began making several calls a day, just checking in with agents and asking how she could

help them. “I set out to find a way to connect with people in a meaningful way and build relationships.” The Andersons understood that to be successful in the world of real estate, relationships and service are key. Their philosophy has always been to do more than what is expected every time, with

every customer. Inspection reports are often delivered the same day but always within 24 hours. They aim to have each home inspection completed within three hours so as not to inconvenience either the buyers or sellers. If that means having multiple inspectors on site, that's what they'll do depending on the size and complexity of the job.

“

**This is our
passion for all of us.**



“We understand that service in the real estate industry is what sets you apart, so we approach everything with the attitude of yes, we can do that!” states Hyde. “And we always want our homeowners to feel free to call us with any questions at any time, even years down the road,” adds Jess.

No job is too big or too small for them either, as they perform residential and commercial property inspections all over central Ohio. “We go where you sell,” states Hyde. In fact, he recently took a team to St. Louis, Missouri, to accommodate an investor client who purchased 182 units. The team successfully completed those inspections inside of 16 days which shows their understanding of logistics, experience, and how to handle large commercial and residential portfolios in a well organized and thoughtful manner.

In keeping with their service-minded approach, they also enjoy getting involved in their communities and giving back to the agents who have helped them build their business. Each month, they donate advertising space to the preferred charity of their top referring partner, believing that when you take care of people, they take care of you.

After eight years in business, they have decided to leverage their talents and expand the services they offer, including offering radon mitigation and they even started a sister company, 614 Lights, providing holiday lighting for clients. Their plans include expanding their services and growing their team while consistently providing the best possible service they can to each and every client.

In the words of Hyde, “This is our passion for all of us. Life’s too short to not enjoy what you do every day.”



How can we help?

When you work with **Title First**, you can take advantage of all of the resources of a **NATIONAL** company with **LOCAL** roots and stellar service. We can assist you with all of your real estate needs: *large or small, local or national, residential or commercial.*

We offer:

- Experienced Staff
- Multiple Locations & Closing Options
- National Coverage
- Comprehensive Title & Settlement Services
- CertifID, DigitalDocs for secure transactions
- Marketing Solutions & Real Estate App w/ social media options



Contact **Karen Evans** for more details.

614-404-8173 | karen.evans@titlefirst.com | www.titlefirst.com

Title First family of companies



2024 EVENTS CALENDAR



Are you ready to make 2024
YOUR BEST YEAR YET IN REAL ESTATE?

JAN	Envisioning 2024: Vision Boards Columbus Museum of Art
FEB	Emotional Intelligence and Leadership
MAR	Self Defense + Realtor Safety
APR	Women's Panel Empowerment Exchange
MAY	Members Only MasterMind
JUNE	WCR Realtor Care Day
JULY	Mental Health Mind Matters
AUG	Financial Literacy
SEPT	Annual Fall Fashion Show
NOV	2024 Installation Dinner

SCAN HERE TO VIEW
MORE DETAILS &
REGISTER FOR EVENTS



Women's Council is a network of successful REALTORS® and affiliates empowering women to exercise their potential as entrepreneurs and industry leaders in Central Ohio and beyond.

@WCR Columbus www.wrcolumbus.org

Welcome to 2024!

Now's the time to set meaningful goals to strengthen your connections, expand your business, and reach new heights. Contact me and I'll show you a game plan for success.

Let's get started!

"My goal is to make your job easier"



Your Local Resource

Joyce Rhinehart

614.633.7295

jarhinehart@firstam.com



firstamrealestate.com | Phone Orders: 800.444.9030

ABIGAIL SWIHART VALENTINE

By Audrey Brill • Images by Tammy Dean Photography

“I look up to people who have every excuse in the book to give up on life and settle, yet they don’t,” says Abigail Swihart Valentine. “It is inspiring to see others strive for more even when the odds aren’t in their favor.”



The last full family photo before Abigail's dad passed away. Photo was taken in Nantucket, Massachusetts.



Abigail's beloved furbabies. From left to right: Nova (4) and Zara (8).



Abigail and her husband, Michael, last summer in Innsbruck, Austria.



Abigail and her husband, Michael, in Antelope Canyon in Page, Arizona.



Abigail began her real estate career fresh out of college in 2014, but the path that led her to becoming a REALTOR® started years before.

Growing up, some of her first lessons in being a business owner were taught to her by her mom who owned a business, Rising Moon, for over 30 years. Between helping her mom at work as a kid and working at Rising Moon as her first job, Abigail learned a plethora of skills that helped her become the entrepreneur she is today.

Abigail also learned a lot from finding and reselling designer items online for a profit. While she eventually picked up other jobs in college, from waiting tables to helping customers at the Apple store, reselling clothing and sneakers for top dollar was how Abigail saved the money for her first rental property.

She says: “Through working with people and learning by trial and error, I realized quickly I needed

to set my sites on something larger: owning and selling real estate.” At 20 years old, Abigail had graduated college, purchased her first home, and begun working in real estate for Donald R. Kenney.

Donald, one of Abigail's biggest role models in the industry, was friends with Abigail's dad in college. Even though Donald only attended The Ohio State University for a semester, they remained friends and would buy real estate together far after.



ENJOY THE WINS AND CELEBRATE
THEN LEARN FROM THE LOSSES
AND IMPROVE YOURSELF!



Abigail's dad came from very humble beginnings and his perseverance inspires Abigail every day to never give up. Unfortunately, he suddenly passed away from cancer in 2021. During this time, Abigail says, "I was so grateful to have my real estate career and the team around me to support me while I was in the hospital with him every day."

Since becoming licensed in 2018, Abigail has grown a rental portfolio of over 30 units and counting. Her success, however, is not measured in statistics. "I think personally, success for me is having the courage and the mindset to continuously grow and fail." Abigail explains, "Enjoy the wins and celebrate then learn from the losses and improve yourself!"

One of the most rewarding aspects of Abigail's career is helping clients purchase their first home or investment property. She says, "That has been a really big accomplishment for me, helping others grow their net worth through real estate."

As she has progressed in her career, Abigail has appreciated having the help of assistants as she finds the best work-life balance. They have allowed her to find time to focus on herself as well as her marriage and her family. Her sister, Casey, lives in California with her husband, Alex, where she is a fashion designer for Good American. Her mom continues her creativity in teaching AP Art at Worthington Kilbourne High School. Abigail also enjoys art and designing and these are some of her favorite hobbies!

Her husband, Michael, is a biomedical engineer at Amgen and their family would not be complete without their two German shepherds, Zara and Nova. Together they love to travel, hike, run half marathons, mountain bike, and visit national parks.

Abigail loves time spent with her family above all and she enjoys seeing her mom while serving her community each month at their church. On Sundays, families within the church will put together home-cooked meals to share with people in need.






SNYDER'S UNLIMITED LLC
www.snydersunlimited.com
(614) 971-5081

- ROOFING/SIDING/GUTTERS
- SPECIALIZE IN INSURANCE MEDIATION
- PREFERRED CONTRACTOR FOR LEADING INSURANCE COMPANIES
- LICENSED/INSURED/BONDED
- LOCALLY OWNED & OPERATED



✉ snydersunlimited@gmail.com

📍 3966 Brown Park Dr. Suite G
Hilliard, Oh 43026

📘 /Snyder's Unlimited Contracting

📷 /snydersunlimited

REQUEST A FREE ESTIMATE



Orange Visuals

The Leading Visual Marketing Solution for Real Estate in Columbus

★★★★★ Top Rated

Learn more and book today at orangevisuals.com



Real Estate Property Marketing

Photos Videos Aerials

Visuals Booked Online
Delivered within 24 Hours

Agent Marketing

Maximize referrals, repeat business and your time through premium visual marketing.

Video Content Sessions

Team Headshots

Workflow Videos

THE LAST THING YOU WANT IS A DEAL TO CRUMBLE

Understanding the title and closing needs of every customer is a high priority. Each transaction has it's own unique elements, and we have the **STRENGTH, EXPERTISE & SERVICE** to deliver quick resolutions to any issues that may arise.



At Chicago Title our team is invested in you!

Let our dedicated team be your partners for success!

Susan Tridico-Prince
Senior Sales Executive
Cell: 614-208-1750
Susan.Tridico@ctt.com



CHICAGO TITLE

1847  2022

175 YEARS & GROWING



▶▶ real brand boost

By Timothy Zaritsky, Business Strategist at Orange Visuals

BUILDING A WINNING 2024 REAL ESTATE MARKETING PLAN

As a real estate professional, staying ahead is crucial to thriving in the constantly changing market. As we enter 2024, it's time to consider your marketing plan and how it can elevate your business. Below are three essential considerations to ensure your 2024 marketing plan is practical and sets you apart from the competition.

1. Client Retention: The Art of Staying Connected

A loyal client base is one of the most valuable assets in the real estate industry. Your existing clients can become your most significant source of referrals and repeat business, making client retention a top priority in your 2024 marketing plan. Some strategies to consider:

A. REGULAR COMMUNICATION: In today's fast-paced world, staying in touch with your clients is more critical than ever. Consider implementing a communication strategy that includes email newsletters, social media updates, and personalized follow-ups. You can foster stronger client relationships by providing valuable information and staying top-of-mind.

B. CUSTOMER RELATIONSHIP

MANAGEMENT (CRM) SOFTWARE:

Utilizing a CRM system can streamline client management processes. These tools allow you to track interactions, set follow-up reminders, and tailor your marketing efforts based on individual client

preferences. Investing in a reliable CRM system can significantly improve your client retention efforts.

C. EDUCATIONAL CONTENT: Position yourself as a trusted advisor by sharing informative content related to the real estate market, home improvement tips, and local market trends. Provide various content on different social media sites to engage your clients and provide them with valuable knowledge.

2. Referral Generation: Turning Clients into Advocates

Referrals are a goldmine in the real estate industry. Happy clients can become your best promoters, and word-of-mouth recommendations carry significant weight. A few things to remember to boost your referrals include:

A. EXCEPTIONAL SERVICE: Delivering exceptional service should always be your top priority. When clients have a positive experience working with you, they are more likely to refer friends and family. Ensure that every transaction exceeds their expectations.

B. ASK FOR REFERRALS: Ask your satisfied clients for referrals. After a successful transaction, express your gratitude and kindly request referrals or online reviews. Make it easy for them by providing referral templates or links to review sites.

C. INCENTIVES AND RECOGNITION: Consider offering incentives to clients who refer new business to you. This could be a discount on future services, a small gift, or a handwritten thank-you note. Additionally, publicly recognize and celebrate your top referrers through social media or your website.

3. Expanding Your Sphere of Influence: Building a Strong Network

Expanding your sphere of influence is essential for long-term success in real estate. A more extensive network opens doors to more opportunities and potential clients. Extend your reach through:

A. NETWORKING EVENTS: Attend local real estate and community events to connect with other professionals and potential clients. These kinds of events provide an excellent platform to showcase your expertise and build relationships within your industry.

B. SOCIAL MEDIA ENGAGEMENT: Leverage the power of social media to connect with more people. Provide valuable content, connect with your followers, and participate in relevant discussions to establish yourself as a knowledgeable and trustworthy real estate expert.

C. COLLABORATIONS AND PARTNERSHIPS:

Consider collaborating with other local businesses, such as home inspectors, interior designers, or mortgage brokers. These partnerships can lead to referrals and joint marketing efforts, expanding your sphere of influence.

In conclusion, a successful 2024 marketing plan in the real estate industry should prioritize client retention, referral generation, and expanding your sphere of influence. Focusing on these critical areas allows you to position yourself for a successful year ahead and create a sustainable foundation for your real estate business.



**We Don't Build Houses,
We Build Homes.**

See move-in ready homes and learn about opportunities to build on your lot or one of ours at compasshomes.com.

614.957.3793 | [INFO@COMPASSHOMES.COM](mailto:info@compasshomes.com)

FOLLOW US ON SOCIAL: [f](#) [@](#) [in](#)

**compass
HOMES**

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

Customer service is the SINGLE most important piece of a transaction.

Do you know how long your clients wait on hold or wait for service? Are the people taking their calls empathetic and understanding of the situation?

These are the faces behind our locally owned and operated business. We would appreciate the opportunity to earn yours.



Home Warranty

FAMILY OWNED AND OPERATED



614-626-3984

myhomeserviceplan.com



HAPPY NEW YEAR!

I don't know about you, but I cannot believe that we are in 2024 already. I genuinely think the older I get, the faster time seems to go by.

As we are heading into winter now, windows are staying closed and houses are being closed up tighter to keep the cold out. With the closed home conditions in the winter like this, many people are experiencing health problems from the Indoor Air Quality (IAQ) of their homes. Statics from the WHO show that about 4 million people die each year from poor indoor air quality. Indoor air quality can be up to 5 times as bad as that outside. Health issues from poor air quality can impact the body and cause nerve issues, cancer, reproductive issues, etc.

However, it is not all bad news. There are ways to learn what is in your home and how to lessen their physical impact on you and your family. The first step is to of course find out what you are breathing in. Air quality testing can include mold testing, VOC (volatile organic compound) and Formaldehyde testing and radon testing.

We have been doing air quality testing more frequently as people are finding out that their doctors have no clue what is going on and causing their health concerns. Just today, I received a call from someone whose son and his family are getting sick and the doctor has no clue. Their doctor actually recommended that they get air quality testing.

Good Indoor Air Quality is important to our physical and mental well-being. Having air quality testing done has become more important to those buying homes and to current homeowners. They want to know what is in the air they breathe. Many families have kids with asthma, and it is imperative to know what is going on. It is also important to know about testing for those with unexplained medical conditions or to be proactive and fix the air quality before any health issues occur. Poor indoor air quality happens in new and older homes.

Contact Habitation Investigation at 614.413.0075 so we can set up your indoor air quality testing today. We are here to help you, to answer questions or to guide you in the right direction. Don't forget you can schedule online 24/7 at <https://homeinspectionsinohio.com>.

Make this year a happy, healthy year for everyone!



BEST HOME INSPECTION
COMPANY IN OHIO
614.413.0075
homeinspectionsinohio.com



agent on fire

CHRISTINE HINTON



EXP REALTY, LLC

By Heather Lofy
Images by Kristen Nester Photography

Christine Hinton wears many hats. Most days, you'll find her showing homes and working with clients as a real estate agent with EXP Realty, LLC. But you might also find her styling hair. Before becoming a REALTOR®, Christine spent more than two decades in the hair and nail business, and she still sees some clients in that capacity.

Born and raised in Westerville, Christine wasn't sure what she wanted to do after high school and enrolled in cosmetology school. In 2016, she was inspired by some of her husband's family members in real estate and had the itch to get her license.

"I thought, 'Why not?'" Christine shares. "Real estate was going to be a part-time job. I joined Ryan Ruehle's Columbus House Team, and it has now turned into my full-time job with doing hair as my side hustle."

Christine credits her years as a hairstylist as building her people skills - something so essential in the real estate industry. She loves meeting people and helping them purchase their biggest investment.

"First-time homebuyers are my all-time favorite," she says. "It's so exciting to get them into a place where they have a great investment. I love that aspect of it. And I always share this advice with those first-time buyers: If it's meant to be, it will happen. Your first house isn't always your forever home, but it's a great stepping stone for your future. I help guide them on how they can improve the house, get some equity and then turn it around when they want to take the next step."

She continues: "No two deals are ever the same. Each deal is a learning experience, and you can use that to help others in the future. You're always learning in this business, and that's what I like. I like the highs and lows, the ins and outs and the different things real estate can bring."



Christine notes one of the biggest successes of her career is the people she surrounds herself with in the business. Along with Ryan Ruehle, she notes Jon Harp, a real estate coach and Ashley Klingel, who initially connected her with her team, as major influences. While Ryan and most of the team are based in Westerville, he opened an office last year for Christine and Ashley to grow the business in Marion.

“Ryan has trusted us and knows we will do well,” Christine says. “Being part of this team has been amazing.”

Christine and her husband, Corey, have lived in Marion since 2006 so they could raise their children in a smaller community. Corey is in the remodeling business, and the couple is



close to being empty nesters. Daughter Madisyn, 19, is in South Carolina in the Marine Corp., and son Connor is a sophomore in high school. Christine likes to stay involved in her area.

“I joined a committee for the annual Popcorn Festival in Marion every year,” she says. “I’m also on the board for the Marion County Realty Association and help plan the group’s events. Being in real estate has brought me out in the community more. I have put myself out there doing different events to raise money for the community.

I would have never done that before if it wasn’t for the real estate industry.”



“
I HAVE PUT MYSELF
OUT THERE DOING DIFFERENT
EVENTS TO RAISE MONEY FOR
THE COMMUNITY.

I WOULD HAVE NEVER DONE THAT BEFORE IF
IT WASN'T FOR THE REAL ESTATE INDUSTRY.





TRUE CUSTOM HOMES
STARTING IN THE \$300S - MILLION + YOUR LOT

DUBLIN SHOWROOM



Granite Kitchen & Bath Tops



Upgraded Flooring



Kraftmaid Cabinetry



Pella Windows



Kohler Kitchens & Bath Fixtures



Solid Pour Foundation 10 in, 9 ft High



2x6 Exterior Walls 9ft 1st Floor



Steel I Beams in Basement



HOW TO REACH OUT



CALL US NOW! | 614-321-8199



@PARRYCUSTOMHOMES_CBUS



PARRYHOMESCOLUMBUS.COM



PARRY CUSTOM HOMES COLUMBUS



MAY-SINE TEAM
CROSSCOUNTRY MORTGAGE™

CALL MY NANA OR PAPA FOR A MORTGAGE LOAN!



Rachel May

Regional President
NMLS #249997

M 614.270.0956

E rachelmay@ccm.com

W <https://ccm.com/Rachel-Brillhart-May>

100 West Old Wilson Bridge Road, Suite 207
Worthington, OH 43085

Don Sine

Executive Loan Advisor
NMLS #1513385 / GA Lic. 56644

M (614) 535-6277

E don.sine@ccm.com

W <https://ccm.com/Don-Sine>

5491 Scioto Darby Road, Suite 102
Hilliard, OH 43026



Equal Housing Opportunity, NMLS3009

Creating a Stress Free Moving Experience



Forbes
realtor.com®



www.blacktiemoving.com



CHRIS HESS
(614) 599-3693



J E R E M Y T A Y L O R

By Heather Lofy • Images by Orange Visuals

Jeremy Taylor knows how important it is to build connections and relationships with his clients. You won't find his brokerage, Taylor Made Realty, doing any social media or advertising, as Jeremy bases his business on his network and referrals.

“[Being a REALTOR®] looks a lot easier from the outside looking in, but it's a grind every day,” Jeremy says. “Trying to make your clients happy, making referrals... it's always what's coming next. That's what motivates me. Anyone in this business has to have that as a motivating factor. When I got started I was part of a team. I learned a lot and then felt comfortable enough to go out on my own, and I knew I could do it.”

Originally from Detroit, Michigan with a background in food distribution sales, Jeremy and his family moved to Ohio to call Dublin their home in 2011. He began working toward his real estate license, which he obtained in 2014, while still working his sales job. Jeremy worked with Keller Williams until he started Taylor Made Realty in 2021.

“I'm a solo shop with an assistant,” Jeremy explains. “There's a lot of growth potential. This past year, I really started growing it from the business side. We have a cottage in Michigan, and my wife and I took the time there during the summer to reflect and work through the long-term plan for my business. I'm building Taylor Made Realty into a small boutique-style brokerage that employs around 50 to 100 associates.”



TAYLOR MADE REALTY



Jeremy with his family. From left to right: Henry, Jeremy, Amy and Charlie.



▶ featured leader



Along with his residential clients, Jeremy has a relationship with The Ohio State Wexner Medical Center. When the center brings in potential new hires for interviews, they oftentimes use Jeremy as the real estate agent to purchase a home if they get the job and move to Columbus.

“I have had some jobs I haven’t loved, but with this, I enjoy the fact that I have the time to be very involved with my clients, whether they are buying or selling a home,” he says. “I talk to them every day. When a client closes on a house and they send a thank you note, I love seeing how happy they are with something I am helping with.”

Jeremy also cites his family - wife Amy and sons Charlie, 16, and Henry, 15 - as huge drivers for his work ethic. For the last decade, he’s coached his sons’ recreational basketball teams. He enjoys being able to be involved in their sports and school lives.

“I used to think I wanted to be this huge real estate agent, but I realized that I want to build my business into something successful that our children could be part of down the road,” Jeremy shares.

He also knows being a real estate agent comes with challenges. Competition among the community can be high and there will only be so many homes at once for sale. But for Jeremy, the biggest challenge can often be keeping a positive mindset.

“You just have to have that positive outlook,” he says. “The good thing about this job is every day is different. I focus on what I can do to help my clients. I answer my phone and it’s important for me to follow up with someone if they have a question. When I have an open house, I call everyone that same night to check in. It’s really the little things I feel are the basics of this business because buying and selling real estate can be an emotional thing for clients.”

Jeremy shares a recent Sunday when he was watching football at his brother’s while also working on a contract. The life of a real estate agent never falls within standard work hours.

“People say, ‘Oh that’s rough working on a Sunday,’” he says. “But I tell them I love what I do.”

LEGALLY SPEAKING



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

*Holman v. Wisner, 2023-Ohio-4095,
November 13, 2023, Decided
(11th Dist., Ashtabula Cty.)*

This matter involves a real property sale gone awry, where the Wisers purchased a house from the Holmans but refused to return their personal property after the sale closed early. Both parties were represented by licensed real estate agents. The premises contained a large amount of personal property the Holman family had accumulated during their long period of occupancy.

The contract amendments provided for a deposit of all funds and documents in escrow “on or before” November 22, 2021, followed by transfer of title “on or about” November 23, 2021, and delivery of possession on November 23, 2021, “provided the title has transferred.” On November 15, 2021, the Wisers obtained the keys and took possession of the house, but it was “packed full.” When the Holmans later came to the house to pick up items, Mrs. Wisner denied them access. On November 16, 2021, the deed was recorded. Mrs. Wisner testified that the police told her everything belonged to her upon transfer.

Where conversion is premised on the unlawful retention of property, the plaintiff must establish (1) he or she demanded the return of the property from the possessor after the possessor exerted dominion or control over the property, and (2) the possessor refused to deliver the property to its rightful owner.

There is a critical distinction between the right to possess the real property after delivery of the deed and the Holmans’ right to possess the personal property located in the house. The delivery of the deed entitled the Wisers to possess the real property. The Court found that the evidence demonstrated the Holmans sought to retrieve their personal property before, during, and after the deed transfer process, the Wisers exerted dominion and control over the personal property and even disposed of some of it. In finding Mrs. Wisner liable for conversion, the trial court expressly determined that the Holmans owned the personal property and implicit in this finding was that the Holmans had not abandoned it.

The Court of Appeals upheld the decision of the trial court finding defendants liable for conversion of personal property and awarding \$41,000 in damages.

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

Close on your NEW home before your OLD home is sold!

Civista Bridge Home Equity Line of Credit*

- Put yourself in the best possible position to have your offer accepted with no contingencies.
- Make an offer and purchase a new home without having to sell your current home.
- Access the equity in your current home to use as a down payment.

I'll walk you through our Bridge HELOC program to put you in the best possible position to buy AND sell.



Ray Conley
614.210.2427
NMLS# 712877
6400 PERMITER DR, DUBLIN, OH 43016
civista.bank

*Bridge HELOC on current primary residence offered only in conjunction with a Civista Bank Mortgage on a new primary residence purchase.

Member FDIC
NMLS #412766

ROOFRevivers

FREE INSPECTIONS

INTEGRITY STARTS AT THE TOP

ASK US ABOUT OUR 5 YEAR REPAIR WARRANTY

Contact Us:
614-626-0387
www.RoofRevivers.com

REPAIR, REPLACE, TUNE-UP

PRIORITY SERVICE FOR REALTORS

Buckeye Sky Media

VIDEO
PHOTO
DRONE

Uphold your professional reputation by using cinematic real estate videos and fine art real estate photography.

614-425-5646 www.BuckeyeSkyMedia.com

Dublin, OH 43016

Buckeye Sky Drone Services @aaroncropperbuckeyesky Buckeye Sky Drone Services

We understand that home is more than just a house, its where families create lasting memories.

Contact us today to work with a lender who puts family first!

CHRIS PANKEWICZ

Loan Officer | NMLS# 1382551
The Pankewicz Team

614-845-5212

Cpankewicz@emailmc.com
RapidMortgageColumbus.com



COMPANY NMLS# 126841



WE DO IT ALL!

Relocation. Liquidation. Downsizing.

Prepare for Sale. Move.

Call Suzy Today 614-560-5448

staff@suzyshelpinghands.com



AuctionOhio.com



SuzysHelpingHands.com



YOUR DOWNSIZING TEAM

COMPARION INSURANCE

A LIBERTY MUTUAL COMPANY

▶▶ featured affiliate



By Heather Lofy • Images by Kristen Nester Photography

When Megan Brooks meets with a REALTOR®, she wants to be the first name that comes to mind when they think of insurance. As an executive insurance agent with Comparion Insurance, her goal is to make sure both REALTORS® and their clients know how their relationship can benefit all parties.

“My team and I help our clients protect their tomorrow today,” Megan says. “We focus on all lines of insurance, including auto insurance, limits of liability, homeowners, condo... even a renter’s policy. I’m also really passionate about sharing life insurance offerings. Anything you can think of when you think of insurance, we can do. And if not, I get people the best referral to a colleague that I can. You shouldn’t find your insurance online. Referrals are so important to the business.”

Megan has been in the insurance industry her entire career, initially starting as an underwriter. She joined Liberty Mutual in 2009 and used her innate sales skills and relationship-building to grow her network and business.

“I didn’t know anything about personalized insurance except what I had myself, which was through a friend’s dad,” she recalls. “I had heard of Liberty Mutual, but I honestly found it on CareerBuilder. I was young, I was hungry and it was just my husband and I at the time. I continued to grow and in 2020 became the first female rep to have my title in the state of Ohio. I have worked my way up and am in the top 25 agents in the whole country after receiving the Liberty Elite award. I have a really good presence in the real estate and lending community.”

When Liberty Mutual decided they wanted to offer more than one carrier because insurance isn’t one size fits all, Comparion Insurance was born as a subsidiary. Now, Megan and her team of two other women can present more options through Comparion to clients to really serve their needs. Two frequent needs as Megan works with REALTORS® are flood insurance and CLUE reports.



“
I HAVE A
DESIRE TO
CONTINUE TO GET
BETTER EVERY DAY,
WHETHER IT BE PERSONAL
OR PROFESSIONAL GROWTH.

I NEVER WANT
TO REST ON
LAST YEAR'S
ACCOMPLISHMENTS.



“If it’s a Saturday and you’re about to make an offer on a house in a flood zone, reach out to me and we will check it,” Megan shares. “And a lot of REALTORS® do not take advantage of CLUE reports. Those tell you any losses at that residence in the last five years and the amount paid out. It’s helpful when you have a client who has done an inspection as they can have a better grasp on what they are dealing with. A house is a huge investment, and you want to make sure you have all the facts.”

Megan finds inspiration from her family. She and her husband Zach have two children, Sullivan, 13, and Harper, 10. They also dote on their dog, Roxy. She cites getting through Sullivan’s pediatric cancer treatments as a huge accomplishment for her family. He has now been cancer-free for more than six years.

“I have a desire to continue to get better every day, whether it be personal or professional growth,” Megan says. “I never want to rest on last year’s accomplishments. My biggest goal and mission is how we make people feel about what they purchased. We want to make sure they are educated about it. Insurance is not sexy, but I want them to walk away feeling like they had the best experience with us.”



WORLD CLASS TITLE

presents

The State of Central Ohio Real Estate

2024 Edition

Register on Eventbrite!



Columbus Museum of Art

January 16, 2024 • 11am - 2pm

GROWTH • INTEL • LIGHT RAIL • AND MORE!

Admission Includes:
Lunch, Parking & Museum Access



Keynote Speaker



DR. KERSTIN CARR

Chief Regional Strategy Officer
& Sr. Director of Planning



A WINNING TEAM - WINNING EXCELLENT REVIEWS

Actual customer Google Reviews from Team Arocho customers

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

In today's competitive market, David and Alex went above and beyond to support us in our search of a new home and to make sure our approval process goes as smooth as possible. **Communication was stellar**, secure document upload system was flawless and entire process from start to finish very smooth.

-Lucas

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

-Julie

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

David is good at what he does and, as first time homebuyers, we learned a lot from him. And he has assembled an incredible team. Adam was always incredibly clear about where we're were in the loan process and what we needed to do to keep it moving.

Because of their expertise, we were able to move from offer to closing in only two weeks! Thank you Team Arocho.

-Acacia

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

-Sarah

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

-Cody

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

-J M

David Arocho

Sr. VP of Sales - Branch Manager

"I bring years of experience and a proven record of excellent customer service to every mortgage lending opportunity. I am here to guide you each step of the way from pre-qualification to post-closing. I am able to offer a full range of loan products for your home purchase and refinance needs."

• NFM LENDING, TEAM AROCHO • CEO CLUB • RESIDENTIAL HOME LOANS

• CONVENTIONAL, FHA, VA, USDA & JUMBO LOAN PRODUCTS • STELLAR REVIEWS: GOOGLE, ZILLOW • FAST, FREE PRE-QUALIFICATIONS



Team Arocho

Ready. Set. Mortgage.™

O: 614-840-5013 | C: 614-657-1167

davidarocho.com | teamarocho@nfm lending.com

NMLS #525328 | 1900 Polaris Pkwy Ste 203 | Columbus, OH 43240



LTV's can be as high as 96.5% for FHA loans. FHA minimum FICO score required. Fixed rate loans only. W2 transcript option not permitted. Veterans Affairs loans require a funding fee, which is based on various loan characteristics. Sales price cannot exceed appraised value. Qualifying credit score needed for conventional loans. For USDA loans, 100% financing, no down payment is required. The loan amount may not exceed 100% of the appraised value, plus the guarantee fee may be included. Loan is limited to the appraised value without the pool, if applicable. Refinancing an existing loan may result in the total finance charges being higher over the life of the loan. Testimonials appearing on this advertisement are individual experiences of those who have used our services. NFM, Inc. does not provide incentives for testimonials or reviews. Please note that the pre-qualification does not constitute a commitment or a loan approval but is instead a preliminary assessment of your current credit worthiness. Make sure you understand the features associated with the loan program you choose, and that it meets your unique financial needs. Subject to Debt-to-Income and Underwriting requirements. This is not a credit decision or a commitment to lend. Eligibility is subject to completion of an application and verification of home ownership, occupancy, title, income, employment, credit, home value, collateral, and underwriting requirements. Not all programs are available in all areas. Offers may vary and are subject to change at any time without notice. MLO licensing information: OH MLO-04-525328. NFM, Inc. d/b/a NFM Lending, NFM, Inc. is licensed by: OH # MBMB.850129000 and SM.501761000. For NFM, Inc's full agency and state licensing information, please visit www.nfm lending.com/licensing. NFM, Inc's NMLS #2893 (www.nmlsconsumeraccess.org). NFM, Inc. is not affiliated with, or an agent or division of, a governmental agency or a depository institution. Copyright © 2023.

KOHL VANHORN

“
IT’S ALMOST LIKE
I SPOKE MY REAL
ESTATE CAREER INTO
EXISTENCE.
~



DI LUSSO REAL ESTATE



real producer

By Carol Rich
Images by Wes Mosley



Kohl VanHorn, Di Lusso Real Estate, is living proof that optimism can make you a winner. Especially when it’s combined with hard work and the right know-how.

Although Kohl started his career in the corporate world, he credits his positive mindset, his wife’s support — and inspiration from a TV show — for his ability to launch a career as a successful REALTOR®. “It’s almost like I spoke my real estate career into existence,” observed Kohl. “My wife said I’d be like Phil Dunphy from *Modern Family*. Whenever we saw him on the show, she says she always thought, ‘you should be a REALTOR®.’”

The comparison with *Modern Family*’s Phil Dunphy is especially apt because the show’s REALTOR® (and dad) takes his job so seriously. The resemblance is

even stronger since the TV character is known for getting along so well with all kinds of people — just like Kohl.

Kohl, who grew up in Columbus, graduated from St. Francis DeSales High School and went on to earn a degree in operations management from The Ohio State University’s Fisher College of Business.

Kohl’s work life started early. He took an after-school job at Finish Line, an athletic shoe store, when he was just 15. During college, he worked as a bartender at Cantina in the Short North. Kohl quickly worked his way up to become the bar manager. After graduating from OSU, he took a finance position at UPS but continued bartending on the weekends.



Kohl and his family, including his wife, Megan, and sons, Grayson (9) and Dexter (7).

Two years later, as UPS began a series of staff lay-offs, Kohl began to consider different career options. A friend, Jordan Crosby, posted on Facebook that he had just started a real estate brokerage, Di Lusso Real Estate, and Kohl's wife encouraged him to get licensed and join Jordan. Kohl took her advice — and followed in the fictional footsteps of Phil Dunphy.

In 2021, he became a REALTOR® with Di Lusso Real Estate. He works with both buyers and sellers. "I like making a connection with new people — that's one of the benefits of real estate," Kohl said. "I do a lot of work all over the state, and that's how I got so much business so fast. I literally work in eight counties. I put 40 to 50,000 miles on my car per year."

Kohl points out that real estate is an industry that pays off for hard workers. "You're your own boss and

you're responsible for your own success. I took on this career with the mentality that this was a great opportunity and I hit the ground running."

Kohl met his wife, Megan, when they both worked tending bar at Cantina. Today Megan is an English teacher at Johnstown High School, and the couple has two children: Grayson (9) and Dexter (7). They share their home with two cats, Ninja and Romeo, plus a mini-dachshund, Dolly (named after music icon, Dolly Parton).

One of the things Kohl most appreciates about his real estate career is the latitude it gives him to follow his own schedule. "I always had crazy hours before, because my weekends

“

YOU'RE YOUR OWN BOSS AND YOU'RE RESPONSIBLE FOR YOUR OWN SUCCESS.

I TOOK ON THIS CAREER WITH THE MENTALITY THAT THIS WAS A GREAT OPPORTUNITY AND I HIT THE GROUND RUNNING.

”





“
**I LIKE MAKING A
 CONNECTION
 WITH NEW PEOPLE —
 THAT’S ONE OF
 THE BENEFITS OF
 REAL ESTATE.**

were always committed to work when I was a bartender. So having the flexibility to work from home — that’s a plus. Being home when my kids get off the school bus is super nice.”

In September, the VanHorns moved into a new home in Sunbury that’s set on a wooded 5-acre lot. “It’s our dream home, we’ll be here forever,” said Kohl. “It’s tucked back a half-mile in the middle of the woods. It’s like its own little world. You can walk outside and look up to tall mature trees. It’s nice to have your own place, where you can unwind and relax with your family.”

Family is important to both Kohl and Megan, and throughout the year they have multiple get-togethers with both sides of their family. For example, they recently hosted a Halloween-themed murder mystery dinner party. “We just like to create memories with each other,” Kohl said.

The VanHorns enjoy traveling with family and seeing new cities. They go to Universal Studios in Florida or Disney World each year, and they also try to visit Gatlinburg, Tennessee, annually. “We just love getting a cabin and being in the wilderness,” Kohl said. “And we always go to Dollywood.” The VanHorns like Dolly Parton so much that they not only named their dog after her — one Halloween, they even dressed up as Dolly Parton and Kenny Rogers.

Kohl is a Buckeye football fan, who tailgates regularly with the group

of friends he splits season tickets with. The group also likes to go to one away game together every year.

In his work life, being able to provide his clients with sound guidance motivates Kohl. “I always tell them what I think and I try to make sure my client’s making a smart decision and smart investment,” he said. “Helping people with one of the most important decisions they’ll make in their life, and being successful at that, has helped me change my life too.”

“
**HELPING PEOPLE WITH
 ONE OF THE MOST
 IMPORTANT DECISIONS
 THEY’LL MAKE IN
 THEIR LIFE, AND BEING
 SUCCESSFUL AT THAT,
 HAS HELPED ME
 CHANGE MY LIFE TOO.**

TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1, 2023, to Nov. 30, 2023, as of Dec. 11 at 1:45 p.m.

Rank No	Agent	Office Name	Units	Volume
1	Hencheck, Alexander A	HMS Real Estate	632	325,276,000
2	Raines, Sandy L	The Raines Group, Inc.	349	229,374,000
3	Tartabini, Daniel V	New Advantage, LTD	278	146,728,000
4	Ruff, Jeffery W	Cutler Real Estate	194	121,014,000
5	Fairman, Charlene K	The Realty Firm	221	104,627,000
6	Riddle, Robert J	New Albany Realty, LTD	138	92,161,000
7	Cooper, Sam	Howard Hanna Real Estate Svcs	265	85,038,000
8	Lynn, Lori	Keller Williams Consultants	212	72,251,000
9	Ritchie, Lee	RE/MAX Partners	171	68,795,000
10	Wright, Kacey A	RE/MAX Partners	142	67,565,000
11	Ruehle, Ryan J	EXP Realty, LLC	188	60,054,000
12	Ciamacco, DeLena	RE/MAX Connection, Realtors	141	58,438,000
13	Ross, James E	Red 1 Realty	246	58,324,000
14	Willcut, Roger E	Keller Williams Consultants	115	57,840,000
15	Bodipudi, Koteswara	Red 1 Realty	108	53,383,000
16	Price, Hugh H	Howard HannaRealEstateServices	117	52,405,000
17	Madosky Shaw, Lari	Coldwell Banker Realty	76	51,926,000
18	Casey, Michael A	RE/MAX Connection, Realtors	109	51,113,000
19	Shaffer, Donald E	Howard HannaRealEstateServices	155	45,599,000
20	Beirne, Daniel J	Opendoor Brokerage LLC	145	42,186,000
21	MacKenzie, Cynthia C	CYMACK Real Estate	92	40,989,000
22	Neff, Mark B	New Albany Realty, LTD	52	40,359,000
23	Ferrari, Rhiannon M	EXP Realty, LLC	107	40,299,000
24	Ackermann, Mara	RE/MAX Consultant Group	43	37,531,000
25	Wheeler, Lacey D	Red 1 Realty	95	37,523,000
26	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	95	37,417,000
27	Smith, Anita K	EPCON Realty, Inc.	72	37,263,000
28	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	99	36,788,000
29	Pearson, Lauren E	RE/MAX Consultant Group	76	36,102,000
30	Alley, Rachel M	Keller Williams Capital Ptnrs	88	35,647,000
31	Chiero, Kathy L	Keller Williams Greater Cols	95	35,532,000
32	Fox-Smith, Angelina L	Coldwell Banker Realty	72	35,066,000
33	Hinson, Alan D	New Albany Realty, LTD	25	34,808,000
34	Berrien, Todd V	Coldwell Banker Realty	78	34,653,000

Rank No	Agent	Office Name	Units	Volume
35	Roehrenbeck, James F	RE/MAX Town Center	100	34,587,000
36	Clark, Amy G	LifePoint Real Estate, LLC	104	34,578,000
37	Looney, Sherry L	Howard HannaRealEstateServices	129	34,520,000
38	Beckett-Hill, Jill	Beckett Realty Group	37	32,404,000
39	Hunter, Ling Q	Red 1 Realty	98	31,755,000
40	Close, Allison L	Cutler Real Estate	48	31,424,000
41	Abbott, Kelly	Howard Hanna Real Estate Svcs	89	31,036,000
42	Chudik, Margaret L	Coldwell Banker Realty	73	30,568,000
43	Kamann, Heather R	Howard Hanna Real Estate Services	97	30,434,000
44	Clarizio, Bradley	Red 1 Realty	120	30,016,000
45	Guanciale, Andrew P	Coldwell Banker Realty	104	29,948,000
46	Kim, Lory	RE/MAX Connection, Realtors	77	29,381,000
47	Griffith, Tyler R	RE/MAX Peak	75	29,362,000
48	Powell, Tina M	Coldwell Banker Realty	69	29,348,000
49	Wills, Julie R	Howard Hanna Real Estate Svcs	70	29,278,000
50	Cox, Brittany	Coldwell Banker Realty	96	29,130,000

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.

Stylish, Fast & Affordable Updates to maximize your ROI!



Design
Construction
Financing

	<p>Pre-Reno Value - \$950k</p> <p>Post Reno Value - \$1.2M</p> <p>Reno Cost - \$15k (included financing)</p> <p>Profit - \$250,000</p>	
--	--	--



Call Jeff to Increase Your Sales!

Jeff Spiker

Renovation Sells Columbus

jeff@renovationsells.com

(614) 714-6168

www.renovationsells.com/location/columbus



Get started at



TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1, 2023, to Nov. 30, 2023, as of Dec. 11 at 1:45 p.m.

Rank No	Agent	Office Name	Units	Volume
51	Kemp, Brian D	Keller Williams Capital Ptnrs	71	28,829,000
52	Smith, Steven S S	Keller Williams Consultants	74	28,289,000
53	Hance, Matthew	EXP Realty, LLC	75	28,072,000
54	Swickard, Marnita C	e-Merge Real Estate	54	27,681,000
55	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	58	27,574,000
56	Weiler, Robert J	The Robert Weiler Company	18	27,535,000
57	Collins, Charles E	Red 1 Realty	85	27,499,000
58	Elflein, Joan	Ohio Broker Direct, LLC	80	27,177,000
59	Sky, Trent	Heart & HomePropertyManagement	72	26,327,000
60	Hood, Shaun	Coldwell Banker Realty	80	26,114,000
61	Gledhill, Eric W	Howard Hanna Real Estate Svcs	52	25,961,000
62	Lenker, David C	Howard Hanna Lenker Group	16	25,940,000
63	Simpson, Kimberly L	Cutler Real Estate	27	25,806,000
64	Davis Spence, Katherine	KW Classic Properties Realty	45	25,788,000
65	Breeckner, Brian	Beckett Realty Group	94	25,530,000
66	Lucas, Lauren L	KW Classic Properties Realty	72	25,376,000

Rank No	Agent	Office Name	Units	Volume
67	Mitchell, Courtney J	RE/MAX Premier Choice	48	25,249,000
68	Miller, Sam	Re/Max Stars	123	25,143,000
69	Fenters, Margaret M	Coldwell Banker Realty	37	25,106,000
70	Hart, Kevin	Keller Williams Greater Cols	82	25,027,000
71	Andrews, Trevor R	RE/MAX Revealty	67	24,861,000
72	Chambers, Tracy	Keller Williams Consultants	48	24,724,000
73	Tanner-Miller, Angie R	Coldwell Banker Realty	91	24,383,000
74	Hursh, Andrew J	The Westwood Real Estate Co.	56	24,241,000
75	Dixon, Tracey L	Keller Williams Greater Cols	76	23,975,000
76	Ramm, Jeff	Coldwell Banker Realty	37	23,909,000
77	Sunderman, Mary K	Keller Williams Capital Ptnrs	44	23,534,000
78	Powers, David S	Cutler Real Estate	34	23,494,000
79	Reil, Timothy C	Keller Williams Consultants	45	23,206,000
80	Rudler, Jill D	Keller Williams Excel Realty	57	23,189,000
81	Koontz Gilmour, Paula	KW Classic Properties Realty	26	23,064,000
82	Winter, Brad	Engel & Volkers RE Advisers	52	23,037,000
83	Conley, Amy E	Cutler Real Estate	32	22,989,000
84	Meyer, James D	Cutler Real Estate	50	22,896,000
85	Mahler, Jeff A*	Keller Williams Capital Ptnrs	56	22,481,000
86	Vanhorn, Vincent K	Di Lusso Real Estate	69	22,148,000
87	Grandey, M. Michaela	Rolls Realty	33	21,976,000
88	Brunner, Johnathon	Keller Williams Consultants	38	21,847,000
89	Parsley, David H	Ross, Realtors	46	21,614,000
90	Toth, Sherrie	RE/MAX Consultant Group	65	21,574,000
91	Barlow, Jaime	Sell For One Percent	63	21,500,000
92	Rano, Richard J	RE/MAX Affiliates, Inc.	56	21,414,000
93	Cliffel, Eric J	KW Classic Properties Realty	77	21,376,000
94	Timsina, Gopal	Red 1 Realty	61	21,349,000
95	Hamilton, V. Patrick	REMAX Alliance Realty	79	20,874,000
96	Murphy, Kristina R	Howard Hanna Real Estate Svcs	65	20,678,000
97	Wainfor, Susan	Coldwell Banker Realty	47	20,472,000
98	Bare, Scott T	Bauer Real Estate Company	50	20,420,000
99	Krider, Jeffrey D	The Columbus Agents	51	20,338,000
100	Pattison, Susie L	Cutler Real Estate	35	20,109,000

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.



TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1, 2023, to Nov. 30, 2023, as of Dec. 11 at 1:45 p.m.

Rank No	Agent	Office Name	Units	Volume
101	Edwards, Kyle	KW Classic Properties Realty	47	20,053,000
102	Carruthers, Michael D	Coldwell Banker Realty	31	19,541,000
103	Parrish, Susan T	KW Classic Properties Realty	42	19,508,000
104	Linn, Misty D	Core Realty Collection	65	19,486,000
105	Wiley, Kelly	Keller Williams Excel Realty	98	19,415,000
106	Calhoun, Benjamin S	Berkshire Hathaway HS Pro Rlty	45	19,378,000
107	Kessler-Lennox, Jane	New Albany Realty, LTD	15	19,359,000
108	Isabel, Darryl W	Premier Select Homes	14	19,337,000
109	Lubinsky, John D	RE/MAX Affiliates, Inc.	47	19,109,000
110	Lambright, Stacey J	EXP Realty, LLC	56	19,102,000
111	Bell, Megan L	RE/MAX Apex	54	19,020,000
112	Payne, Donald A	Vision Realty, Inc.	86	18,939,000
113	Mulvany, Bryan R	Howard Hanna Real Estate Svcs	58	18,918,000
114	Janitzki, Seth J	Cam Taylor Co. Ltd., Realtors	36	18,917,000
115	Whiteman, Mike	RE/MAX Achievers	39	18,806,000
116	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	45	18,760,000
117	Press, Marci L	Home Central Realty	47	18,736,000
118	Webb, Stephanie	Keller Williams Legacy Group	70	18,650,000
119	Harr, Debbie	Homes that Click Advantage LLC	44	18,355,000
120	George, Paul J	Keller Williams Greater Cols	39	18,329,000
121	Falah, Sinan	Coldwell Banker Realty	55	18,268,000
122	Berg, Susan J	Coldwell Banker Realty	39	18,099,000
123	Pacifico, Michael A	RE/MAX ONE	46	17,964,000
124	Jones, Jane L	Howard Hanna Real Estate Svcs	26	17,961,000
125	Shaffer, Carlton J	RE/MAX Partners	45	17,945,000
126	Goff, Carol	Carol Goff & Assoc.	58	17,885,000
127	McCallie, Madeline	Thrive Realty, Ltd.	25	17,841,000
128	Lowe, Regan M	Keller Williams Capital Ptnrs	43	17,785,000
129	Goodman, Benjamin J	Sorrell & Company, Inc.	36	17,541,000
130	MYERS, AMANDA	Rise Realty	53	17,529,000
131	Shields, Bradley L	Redfin Corporation	41	17,513,000
132	Eaglin, Courtney J	RE/MAX Consultant Group	36	17,464,000
133	Doyle, Michael	EXP Realty, LLC	59	17,399,000

Rank No	Agent	Office Name	Units	Volume
134	Keener, Angela L	Keller Williams Consultants	59	17,374,000
135	Panhuis, Tiffany	Coldwell Banker Realty	36	17,344,000
136	Fisk, Jacob V	Red 1 Realty	82	17,228,000
137	DeVoe, Anne	Coldwell Banker Realty	26	17,167,000
138	Montunnas, Julian	Howard Hanna Real Estate Svcs	44	17,101,000
139	El Mejjaty, Omar	Carleton Realty, LLC	81	17,091,000
140	Parker, Kelly	Howard Hanna Real Estate Svcs	56	16,921,000
141	Diaz, Byron	NextHome Experience	82	16,896,000
142	Jacob, Nathan D	LifePoint Real Estate, LLC	57	16,809,000
143	Xue, Yanhua	OwnerLand Realty, Inc.	40	16,773,000
144	Shoaf, Terra J	Keller Williams Consultants	43	16,662,000
145	Keffer, Tracy T	Keller Williams Greater Cols	47	16,606,000
146	Godard, Cheryl S	KW Classic Properties Realty	15	16,595,000
147	Lantry, Tana	Ohio Broker Direct, LLC	46	16,385,000
148	Rowe, Robert A	RE/MAX Capital Centre	22	16,337,000
149	Reed, Chris	Howard Hanna Real Estate Svcs	41	16,248,000
150	Burnheimer, Colin	Thrive Realty, Ltd.	23	16,118,000

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.

hit the
pause
button on
life.

Kristen Nester

KRISTENNESTERPHOTOGRAPHY.COM





We're Not Your Typical Title Company.
www.ohiorealtitle.com
 216.373.9900




Stop babysitting your lender

At Union Home Mortgage, we put your customers first with world-class service and personalized loan options to ensure the dream of homeownership is achieved.

Contact us today to learn more about UHM!



Sam Hardy
 Loan Officer
 C: 614.312.4015
 shardy@uhm.com
 735 Ceramic Place,
 Westerville, OH 43081
 NMLS 1118075
 OH MLO.044157.000



Jeremy Frase
 Loan Officer
 C: 614.403.5976
 jfrase@uhm.com
 250 W Old Wilson Bridge Rd.
 Suite 360, Worthington,
 OH 43085
 NMLS 1118075
 OH MLO.044157.000

Union Home Mortgage Corp., UHM NMLS #2229, Equal Housing Lender, nmlsconsumeraccess.org, OH RMLA RM.802837.000
 This flyer is not intended for a consumer direct audience.



HOME stretch

HOME PREPARATION SERVICES

HOMEstretch partners with realtors to prepare homes to sell by providing value-added cosmetic services.




WE'D LOVE TO WORK WITH YOU!
 (614) 344-8272
www.home-stretch.com

HEART OF GOLD TITLE



Ohio's Gold Standard of Title



Chris Hamilton
 President, Heart of Gold Title
 614-812-0102
 chris@heartofgoldtitle.com
 5919 Karric Sq. Dr., Dublin, OH 43016

TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1, 2023, to Nov. 30, 2023, as of Dec. 11 at 1:45 p.m.

Rank No	Agent	Office Name	Volume	Units
Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	325,276,000	632
2	Raines, Sandy L	The Raines Group, Inc.	229,374,000	349
3	Tartabini, Daniel V	New Advantage, LTD	146,728,000	278
4	Cooper, Sam	Howard Hanna Real Estate Svcs	85,038,000	265
5	Ross, James E	Red 1 Realty	58,324,000	246
6	Fairman, Charlene K	The Realty Firm	104,627,000	221
7	Lynn, Lori	Keller Williams Consultants	72,251,000	212
8	Ruff, Jeffery W	Cutler Real Estate	121,014,000	194
9	Ruehle, Ryan J	EXP Realty, LLC	60,054,000	188
10	Ritchie, Lee	RE/MAX Partners	68,795,000	171
11	Shaffer, Donald E	Howard HannaRealEstateServices	45,599,000	155
12	Beirne, Daniel J	Opendoor Brokerage LLC	42,186,000	145
13	Wright, Kacey A	RE/MAX Partners	67,565,000	142
14	Ciamacco, DeLena	RE/MAX Connection, Realtors	58,438,000	141
15	Riddle, Robert J	New Albany Realty, LTD	92,161,000	138
16	Looney, Sherry L	Howard HannaRealEstateServices	34,520,000	129
17	Miller, Sam	Re/Max Stars	25,143,000	123

Rank No	Agent	Office Name	Volume	Units
18	Clarizio, Bradley	Red 1 Realty	30,016,000	120
19	Price, Hugh H	Howard HannaRealEstateServices	52,405,000	117
20	Willcut, Roger E	Keller Williams Consultants	57,840,000	115
21	Graham, Mark	Countrytyme Realty, LLC	9,754,000	109
22	Casey, Michael A	RE/MAX Connection, Realtors	51,113,000	109
23	Bodipudi, Koteswara	Red 1 Realty	53,383,000	108
24	Ferrari, Rhiannon M	EXP Realty, LLC	40,299,000	107
25	Clark, Amy G	LifePoint Real Estate, LLC	34,578,000	104
26	Guanciale, Andrew P	Coldwell Banker Realty	29,948,000	104
27	Roehrenbeck, James F	RE/MAX Town Center	34,587,000	100
28	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	36,788,000	99
29	Wiley, Kelly	Keller Williams Excel Realty	19,415,000	98
30	Hunter, Ling Q	Red 1 Realty	31,755,000	98
31	Kamann, Heather R	Howard Hanna Real Estate Services	30,434,000	97
32	Cox, Brittany	Coldwell Banker Realty	29,130,000	96
33	Wheeler, Lacey D	Red 1 Realty	37,523,000	95
34	Chiero, Kathy L	Keller Williams Greater Cols	35,532,000	95
35	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	37,417,000	95
36	Breeckner, Brian	Beckett Realty Group	25,530,000	94
37	MacKenzie, Cynthia C	CYMACK Real Estate	40,989,000	92
38	Tanner-Miller, Angie R	Coldwell Banker Realty	24,383,000	91
39	Abbott, Kelly	Howard Hanna Real Estate Svcs	31,036,000	89
40	Alley, Rachel M	Keller Williams Capital Ptnrs	35,647,000	88
41	Payne, Donald A	Vision Realty, Inc.	18,939,000	86
42	Collins, Charles E	Red 1 Realty	27,499,000	85
43	Hart, Kevin	Keller Williams Greater Cols	25,027,000	82
44	Fisk, Jacob V	Red 1 Realty	17,228,000	82
45	Diaz, Byron	NextHome Experience	16,896,000	82
46	Jones, Tracy J	Keller Williams Legacy Group	14,121,000	81
47	El Mejjaty, Omar	Carleton Realty, LLC	17,091,000	81
48	Elflein, Joan	Ohio Broker Direct, LLC	27,177,000	80
49	Hood, Shaun	Coldwell Banker Realty	26,114,000	80
50	Hamilton, V. Patrick	REMAX Alliance Realty	20,874,000	79

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.

BRIDGETITLE & ESCROW

Trust the Bridge.

Ohio's Premier Real Estate Partner for Commercial and Residential Transactions.

TRUSTBRIDGETITLE.COM

614.768.2734

110 Polaris Pkwy #225 • Westerville, OH 43082

TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1, 2023, to Nov. 30, 2023, as of Dec. 11 at 1:45 p.m.

Rank No	Agent	Office Name	Volume	Units
51	Berrien, Todd V	Coldwell Banker Realty	34,653,000	78
52	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	9,373,000	77
53	Kim, Lory	RE/MAX Connection, Realtors	29,381,000	77
54	Cliffel, Eric J	KW Classic Properties Realty	21,376,000	77
55	Madosky Shaw, Lari	Coldwell Banker Realty	51,926,000	76
56	Dixon, Tracey L	Keller Williams Greater Cols	23,975,000	76
57	Pearson, Lauren E	RE/MAX Consultant Group	36,102,000	76
58	Griffith, Tyler R	RE/MAX Peak	29,362,000	75
59	Hance, Matthew	EXP Realty, LLC	28,072,000	75
60	Smith, Steven S S	Keller Williams Consultants	28,289,000	74
61	Chudik, Margaret L	Coldwell Banker Realty	30,568,000	73
62	Fox-Smith, Angelina L	Coldwell Banker Realty	35,066,000	72
63	Lucas, Lauren L	KW Classic Properties Realty	25,376,000	72
64	Smith, Anita K	EPCON Realty, Inc.	37,263,000	72
65	Sky, Trent	Heart & HomePropertyManagement	26,327,000	72
66	Kemp, Brian D	Keller Williams Capital Ptnrs	28,829,000	71
67	Wills, Julie R	Howard Hanna Real Estate Svcs	29,278,000	70

Rank No	Agent	Office Name	Volume	Units
68	Webb, Stephanie	Keller Williams Legacy Group	18,650,000	70
69	Vanhorn, Vincent K	Di Lusso Real Estate	22,148,000	69
70	Powell, Tina M	Coldwell Banker Realty	29,348,000	69
71	Andrews, Trevor R	RE/MAX Revealty	24,861,000	67
72	Murphy, Kristina R	Howard Hanna Real Estate Svcs	20,678,000	65
73	Linn, Misty D	Core Realty Collection	19,486,000	65
74	Toth, Sherrie	RE/MAX Consultant Group	21,574,000	65
75	Fair, Diana	Ross, Realtors	13,360,000	64
76	Winland, Jessica	Coldwell Banker Realty	12,539,000	64
77	Barlow, Jaime	Sell For One Percent	21,500,000	63
78	Timsina, Gopal	Red 1 Realty	21,349,000	61
79	Soskin, Alexander	Soskin Realty, LLC	14,016,000	61
80	Lyman, Remington	Reafco	12,964,000	60
81	Hart, Georgia	Keller Williams Capital Ptnrs	10,848,000	60
82	Doyle, Michael	EXP Realty, LLC	17,399,000	59
83	Schillig, Cynthia A	Coldwell Banker Realty	8,109,000	59
84	Keener, Angela L	Keller Williams Consultants	17,374,000	59
85	Goff, Carol	Carol Goff & Assoc.	17,885,000	58
86	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	27,574,000	58
87	Mulvany, Bryan R	Howard Hanna Real Estate Svcs	18,918,000	58
88	Rudler, Jill D	Keller Williams Excel Realty	23,189,000	57
89	Jacob, Nathan D	LifePoint Real Estate, LLC	16,809,000	57
90	Mahler, Jeff A	Keller Williams Capital Ptnrs	22,481,000	56
91	Lambright, Stacey J	EXP Realty, LLC	19,102,000	56
92	Rano, Richard J	RE/MAX Affiliates, Inc.	21,414,000	56
93	Hursh, Andrew J	The Westwood Real Estate Co.	24,241,000	56
94	Horne, Jeffrey E	Coldwell Banker Heritage	11,372,000	56
95	Parker, Kelly	Howard Hanna Real Estate Svcs	16,921,000	56
96	Fader, Scott	Joseph Walter Realty, LLC	9,587,000	55
97	Falah, Sinan	Coldwell Banker Realty	18,268,000	55
98	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	15,926,000	55
99	Swickard, Marnita C	e-Merge Real Estate	27,681,000	54
100	Bell, Megan L	RE/MAX Apex	19,020,000	54

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.

**YOU'RE NOT JUST
A POLICY-YOU'RE
A PERSON**

Contact me for your free coverage review and no-obligation quote.

Megan Brooks



Executive Agent
440 Polaris Pkwy
Ste 150
Westerville, OH 43082
(P) (614) 372-9858 (Text & Call)
Megan.Brooks@LibertyMutual.com



Average combined annual savings based on countrywide survey of new customers from 8/1/16 to 8/1/17 who reported savings from prior insurers' premiums when they switched to Liberty Mutual. Savings comparison does not apply in MA. Coverage provided and underwritten by Liberty Mutual Insurance and its affiliates, 175 Berkeley Street, Boston, MA 02116 USA. Equal Housing Insurer. ©2018 Liberty Mutual Insurance

TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1, 2023, to Nov. 30, 2023, as of Dec. 11 at 1:45 p.m.

Rank No	Agent	Office Name	Volume	Units
101	MYERS, AMANDA	Rise Realty	17,529,000	53
102	Neff, Mark B	New Albany Realty, LTD	40,359,000	52
103	Winter, Brad	Engel & Volkers RE Advisers	23,037,000	52
104	Gledhill, Eric W	Howard Hanna Real Estate Svcs	25,961,000	52
105	Parrett, Constance D	Cutler Real Estate	14,889,000	51
106	Krider, Jeffrey D	The Columbus Agents	20,338,000	51
107	Flach-Moore, Stacey L	Coldwell Banker Realty	12,446,000	51
108	Meyer, James D	Cutler Real Estate	22,896,000	50
109	Lepi, Roberta	LEPI & ASSOCIATES	10,304,000	50
110	Stevenson, Michelle L	M3K Real Estate Network Inc.	14,861,000	50
111	Hall, Connie L	Key Realty	12,713,000	50
112	Hensel, Drew R	RE/MAX ONE	15,018,000	50
113	Bare, Scott T	Bauer Real Estate Company	20,420,000	50
114	Lyubimova, Ekaterina	NextHome Experience	13,954,000	49
115	Shroyer, Caroline C	Keller Williams Consultants	13,872,000	48
116	Close, Allison L	Cutler Real Estate	31,424,000	48
117	Chambers, Tracy	Keller Williams Consultants	24,724,000	48

Rank No	Agent	Office Name	Volume	Units
118	Mitchell, Courtney J	RE/MAX Premier Choice	25,249,000	48
119	Liston, Zeke	Reafco	15,112,000	48
120	Solomon, Arthur A	Coldwell Banker Heritage	7,844,000	48
121	Wainfor, Susan	Coldwell Banker Realty	20,472,000	47
122	Keffer, Tracy T	Keller Williams Greater Cols	16,606,000	47
123	Edwards, Kyle	KW Classic Properties Realty	20,053,000	47
124	Hughes, Malia K	Fathom Realty Ohio	12,997,000	47
125	Jackson, Patricia K	RE/MAX Genesis	12,392,000	47
126	Lubinsky, John D	RE/MAX Affiliates, Inc.	19,109,000	47
127	Edelblute, Martha M	REAL ESTATE PRO'S	7,794,000	47
128	Marvin, Scott A	Team Results Realty	13,911,000	47
129	Moog, Glenn C	Keller Williams Capital Ptnrs	14,340,000	47
130	Kovacs, Kimberly A	Coldwell Banker Realty	15,321,000	47
131	Press, Marci L	Home Central Realty	18,736,000	47
132	Tiu, Trudy D	Walker Tiu Real Estate Group	10,651,000	47
133	Crocco, Katie	RE/MAX Winners	14,876,000	47
134	Weade, Branen L	Weade Realtors & Auctioneers	8,142,000	46
135	Russo, Richard	Rich Russo Realty & Co.	13,981,000	46
136	Lantry, Tana	Ohio Broker Direct, LLC	16,385,000	46
137	Grimm, Shannon	Howard Hanna Real Estate Svcs	13,893,000	46
138	Pacifico, Michael A	RE/MAX ONE	17,964,000	46
139	Parsley, David H	Ross, Realtors	21,614,000	46
140	Ford, Clint A	Howard Hanna Real Estate Svcs	13,938,000	46
141	Reeves, Carol A	RE/MAX Achievers	14,003,000	46
142	Fox, Jermaine	EXP Realty, LLC	12,659,000	45
143	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	19,378,000	45
144	Truitt, David A	Keller Williams Greater Cols	13,076,000	45
145	Hiss, Erik	Keller Williams Capital Ptnrs	15,920,000	45
146	Shaffer, Carlton J	RE/MAX Partners	17,945,000	45
147	Davis Spence, Katherine	KW Classic Properties Realty	25,788,000	45
148	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	18,760,000	45
149	Reil, Timothy C	Keller Williams Consultants	23,206,000	45
150	Ilich, Kevin	EXP Realty, LLC	11,070,000	44

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.

Board & Batten
REAL ESTATE PHOTOGRAPHY

Wes Mosley
Owner/Photographer

WWW.BOARDANDBATTEN.US • INFO@BOARDANDBATTEN.US • 740-816-2707

Peace of Mind, One Inspection At A Time.

- ✓ 50+ combined years of experience.
- ✓ Residential & Commercial Inspections
- ✓ Flexible Schedule/ Evening & Weekend Appointments
- ✓ State Licensed Inspectors
- ✓ 120 Day Warranty
- ✓ Free Repair Estimates
- ✓ Same Day Inspection Reports
- ✓ Free Personalized Closing Gifts
- ✓ Free Infrared Scans
- ✓ Radon, Termite, Well, Septic, Sewer Camera, Mold Testing, Asbestos Testing, Foundation & Roof Certifications and More.
- ✓ Free home binder for every client
- ✓ Over 3400 Google reviews
- ✓ We do it all one stop shop

Coming soon free five point inspection with a market analysis

One Stop Shop For All Your Inspection Needs!



Schedule Your Inspection Online!

www.LinkhornInspections.com

614.260.1776

2024

Happy New Year Feliz Año Nuevo

Start 2024 with your trusted bilingual lender!

Michele Rodriguez

Your local expert in your client's preferred language.

**Bilingual Loan Officer | LO NMLS 1454329
Union Home Mortgage Corp. | NMLS 2229
(512) 704-2180 | michelerodriguez@uhm.com**

250 W Old Wilson Bridge Rd | Suite 360
Worthington, OH 43085





20 YEARS OF
THE N2 COMPANY

Excellence Aligned: Elevate Your Business with a *Top Mortgage Partner.*

My team is here to help you
and your clients:

- Get their offer accepted.
- Have an experience they will tell all of their friends and family about.
- Help you get more referrals, clients, and closings.

NOAH BRADER

Loan Officer | NMLS 224079

O: (614) 212.6921 | C: (740) 815.1573 | nbrader@uhm.com



The Official Home Lending Sponsor of Ohio State Athletics

Get a mortgage you can *rave about!*