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# TABLE OF CONTENTS



**06**  
Preferred Partners



**09**  
Ready, Set, Grow with Whitney



**10**  
Publisher's Note: It's All About Family



**12**  
Featured Affiliate: World Class Title



**18**  
On the Rise: Brittany Stockdale



**26**  
Real Brand Boost




**28**  
Making a Difference: Carole Greenzalis



**34**  
Agent on Fire: Andrena Boyd



**38**  
Legally Speaking



**42**  
Featured Affiliate: The Union Bank Co.



**48**  
Real Producer: Terra Shoaf



**56**  
Top 150 Standings

If you are interested in contributing or nominating Realtors for certain stories, please email us at [katie@rpcolumbus.com](mailto:katie@rpcolumbus.com)

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*Ready, Set, Grow with Whitney Abraham*

**EMAIL MARKETING FOR REAL ESTATE AGENTS:**

For every dollar you spend on email marketing, you'll see a \$44 return on investment, making it THE most profitable marketing expense on your laundry list of marketing options. But sending a monthly "happy holiday" email isn't going to cut it anymore. Your goal as an agent? Nurture the emails you have, and acquire new ones.

**HOW TO NURTURE THE LEADS YOU'VE GOT:**

Start with sending monthly newsletters to your current email list that:

- ADDS VALUE, ANSWERS A QUESTION, OR SOLVES A PROBLEM FOR THEM.

Anything from answering questions they may google relevant to your niche, to spotlighting local new finds they need to know about.

- SHOWCASES HOW GREAT YOU ARE AT WHAT YOU DO!

Share testimonials or happy stories from clients that show them what it looks like to work with you.

- TELLS THEM WHAT TO DO NEXT.

Tell them how best to engage with you - prompt them with a question you want them to respond and answer, drive them to a free resource you've created or tell them to snag some time on your calendar to chat about the best time to list their place.

**HOW TO FIND NEW LEADS:**

- CREATE A FREE RESOURCE ON AN AREA OF INTEREST TO THEM.

Anything from "How to stage your house to list," to "How to buy a second home." This free resource can be a video, a PDF, or even a checklist that tells them information they're looking for. Have them give you their email address in exchange for the guide.

- CREATE A FOLLOW UP EMAIL SERIES THAT HELPS THEM GET TO KNOW YOU AND YOUR EXPERTISE, AND POSITIONS YOU AS THE HELPFUL GUIDE IN YOUR MARKET.

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▶ publisher's note

# It's All About **FAMILY**



Katie, Father Jeff, Mother Kim, Sister Amy



Katie, brother Matt & Sister Amy



Homemade Strawberry Shortcake by Kim - Katie's Mom

July is a month of celebration, the heat of summer, long days, and memories with family. Remember the long days as a child and how the summer months seemed to be half a year until school started again? When I was younger, I always heard people say the older you get the faster time moves, and my goodness, isn't that the truth?

The older I get, the more I return to my childhood memories of family and the slowness of time. Something that I am grateful for today is the fact that my family still makes a point to get together for Sunday lunches as often as possible and local legend states that my Mother is the best cook in Marion County. I have included a photo of a homemade strawberry shortcake she has made on any given "regular" summer Sunday. Every meal she makes is equivalent to a coveted "last meal" wish complete with homemade desserts on the regular. You will often hear her say, "it's just something I made up" while it's one of the most delicious things you have ever eaten. I would like to say that the passion and gift of cooking to this degree were passed down to me, but I cannot. However, I daresay it's pretty delicious when I choose to make something homemade!

In the business of real estate - year-round, it's all about family and while the details of a transaction can vary, the home itself is tied to family and the memories and generations that fill that home. If each of you could write a book, it would be filled with countless stories of many different emotions and details of buying, selling, investing, right decisions, wrong decisions, and the like. I have always said, each person involved in a real estate transaction could write a book - 100%!!

Wouldn't it be so interesting to read each different person's stories over the years? There would be validation, tears, laughter, and understanding scouring through the pages of the details of these emotional transactions. At Real Producers, we understand and this is why we love telling the stories of the successful agents at the front lines of this everyday real estate life.

Happy July and thank you for all you do for the families you serve and we hope you enjoy these beautiful summer months with YOUR family!



Your Friend,  
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- **Candace Neff, Realtor**  
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# WORLD CLASS TITLE

By Kristen  
Vitartas  
Images by  
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*Kelley Shumaker-Sauerzopf, co-owner of World Class Title, has always been independent, having grown up as an only child in Toledo and raised by school teacher parents. She attended Bowling Green State University and earned a degree in communications and psychology. After college, Kelley moved to Columbus and never left.*

“

*I FOUND MY WAY  
RANDOMLY INTO A  
JOB THAT HAD TO  
DO WITH MORTGAGES.*

“I found my way randomly into a job that had to do with mortgages. And then from there, I found my way to the title industry,” she said. “I never really knew what I wanted to do. And then I had an opportunity from an attorney who thought it would be great to partner together.”

Without capital or knowing what she was getting into, Kelley dove into it headfirst. Six months after they started the business, she paid off the attorney and went off on her own.



Kelley remembers, “He gave me my start and told me what to do, but he knew more of the legal end and I knew more of the relationship end with mortgage companies and brokers.”

After deciding to branch out on her own, a woman she worked with, Jacqueline, joined her in starting up World Class Title in 2004. Since Kelley and Jacqueline were already working for a title company, they figured they had nothing to lose.



*AND THEN FROM  
THERE, I FOUND  
MY WAY TO THE  
TITLE INDUSTRY.*

”



“

WHAT GIVES ME THE GREATEST SATISFACTION AT THE END OF EVERY DAY IS THE FACT THAT

*I HAVE A TEAM COMPRISED MOSTLY OF VERY STRONG PEOPLE.*

It's no secret to those who know her that Kelley doesn't follow the typical structure of the corporate world. "It was a joke that the reason why I wanted my own company was to wear jeans whenever I wanted to, and I could have colored Post-its instead of just yellow," she said. "Everybody in corporate is so concerned about the bottom line and the image portrayed, and I just wanted to do what I liked and have fun with it."

In 2008, on the heels of the housing market crash, her now ex-husband, Chris, joined the team to take over the marketing side of the house. "I like the title searches, the abstracts and the entire operations end, but he had all of these great marketing and technology ideas," she said.

Kelley and Chris married in 2012, had their daughter in 2013 and divorced in 2018. But that doesn't stop them from being great business partners, with Chris managing sales, marketing and technology, and Kelley focusing on operations.

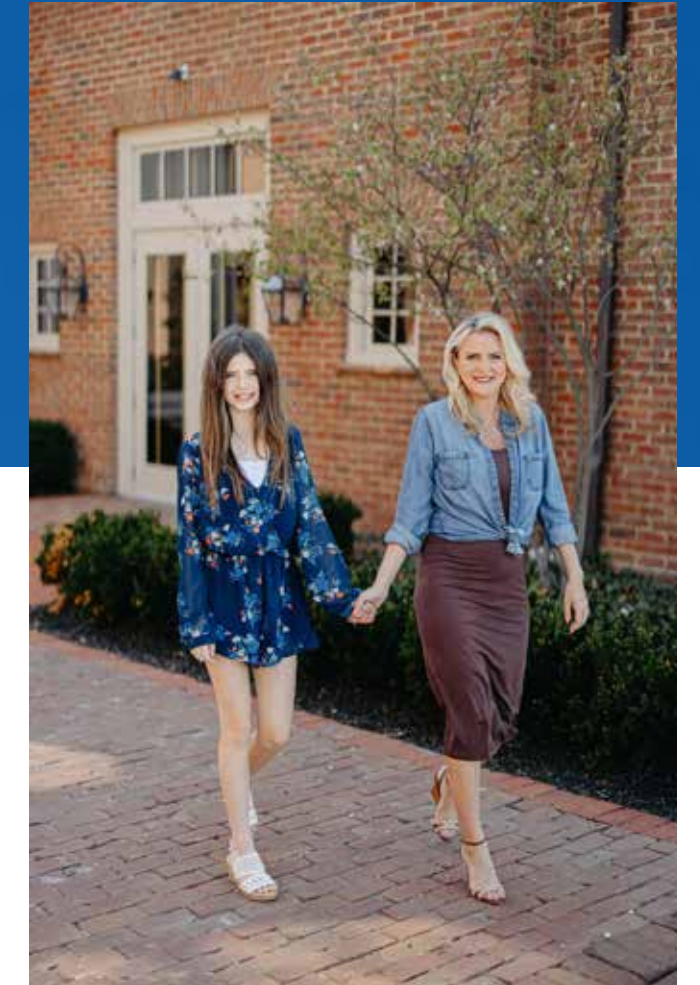
"It has had its challenges, but at the end of the day, our focus is on doing what's best for our daughter," Kelley said. "And we have such an amazing team of people. We could've walked away and burned it all to the ground and done what a lot of people do and that's basically resent each other, but we chose not to do that."

*THEY'RE VERY EMPOWERED.*

In fact, World Class Title's marketing is what makes them unique and stand out from other title companies with Kelley noting their sales reps are strong leaders in the industry and are passionate about what they do. "Anybody can go out and meet with people and talk title insurance. Our team is able to talk marketing, and they're all about bringing value to their clients," she said.

World Class Title also prides itself on the client experience. They recognize when people come into their office, it may be the only time they ever buy or sell a home. It's not just about the REALTORS® they're doing business with or the lenders, but it's the customer who is buying or selling, and they give them a welcoming environment to close.

Kelley is proud to announce World Class Title just celebrated its 20th anniversary in March. "What gives me the greatest satisfaction at the end of every day



is the fact that I have a team comprised mostly of very strong people," Kelley said. "They're very empowered. I love watching people come onto the team and find what they're good at and watching them grow with it. That's my favorite part."

I LOVE WATCHING PEOPLE COME ONTO THE TEAM AND FIND WHAT THEY'RE GOOD AT AND WATCHING THEM GROW WITH IT. THAT'S MY FAVORITE PART.

”





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WORLD CLASS TITLE  
*Anniversary*  
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Thank you for entrusting us as your preferred real estate title partner. Here's to 20 years and beyond with World Class Title!

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# BRITTANY

► on the rise

By Heather Lofy  
Images by Kristen Nester Photography



# STOCKDALE

BRIT STOCKDALE HAD HER DREAM JOB AS A SPEECH PATHOLOGIST, AND SHE WORKED HARD TO GET IT. SHE STUDIED SPEECH PATHOLOGY AT MIAMI UNIVERSITY, WHERE SHE MET HER HUSBAND, MIKE, AND WENT ON TO GET HER MASTER'S DEGREE AT THE UNIVERSITY OF AKRON. BRIT AND MIKE LIVED IN CLEVELAND BEFORE MOVING TO NEW YORK CITY FOR SIX YEARS. AFTER THEY HAD THEIR FIRST CHILD, THEY FOUND THEIR WAY BACK TO COLUMBUS, AND BRIT CONTINUED HER WORK IN SPEECH PATHOLOGY AT A LOCAL HOSPITAL.

"It was my dream job," she says. "I was super excited and motivated and felt like pinching myself. I finally was doing what I wanted."

While she loved the work she was doing, Brit noticed areas for improvement within her department. But when she brought up suggestions, she hit a lot of walls and began reevaluating the rest of her career.

"I realized I was in my mid-30s and I always loved my career, but there was no growth beyond doing what I was doing," Brit says. "I decided I needed to do something else. I was talking to my best friend who had been in real estate for several years, and I decided to make the leap. I applied for a scholarship to go to Hondros College, and I started there in May 2022 while still working my full-time job."

By August 2022, Brit was a licensed REALTOR® and joined her best friend Karleya Chard with The Chard Group. She also found out she was expecting her third child shortly after becoming licensed, but this didn't stop Brit from setting her sights high. Her daughter was born in August 2023 and Brit had already sold the number of houses she wanted in her first year

## CUTLER REAL ESTATE



by her birth. Her first-year portfolio included assisting clients with buying and selling primary homes, new builds, purchasing vacant land, vacation homes and investment properties.

"There were a lot of people who said, 'You shouldn't work with a friend,'" Brit shares. "But we both determined the best thing we can do is have good communication. It has been an amazing partnership, and Karleya has been a great mentor to me."

Brit's family is her number one accomplishment. She and Mike have sons Luke, 8, Ethan, 5, and daughter Mia, who is almost 1. Her children are her motivation, and the family loves to travel and share experiences.

"My kids say when I leave Saturday morning for work, 'Mommy, go sell a house!' We try to show them the value of working and what that can do for you. We talk about saving and spending, and how my work directly impacts what we can do as a family."



Brittany with her best friend and business partner, Karleya Chard of The Chard Group.



“  
AS A GOAL-DRIVEN PERSON,  
I LOVE THAT WITH REAL ESTATE  
I CAN WORK HARD AND SEE A  
DIRECT OUTCOME. THAT’S WHAT  
KEEPS ME EXCITED ABOUT IT.”

Brit also cites how she’s built up her business as a professional accomplishment. She knew she had a good network in the area since she is from Columbus, but what she didn’t realize was that meeting people at open houses would make an impact. Both her personality and ability to relate with most people allowed her to quickly build rapport and convert strangers into clients within minutes of meeting them.

“That’s been my biggest lead generator,” Brit says. “That has been a great accomplishment because I didn’t have to rely on other people. I thought other people would be feeding my pipeline, but I was feeding my own pipeline.”

Being newer in the real estate industry, Brit finds it can be challenging to prove herself to other agents with more tenure and working with clients with different personality traits. But both of these scenarios have allowed her to be a stronger person and a better REALTOR®. Each day, Brit focuses on gratitude and positivity.

“I try to say three gratitudes every day when I wake up,” she says. “And I choose a monthly affirmation that I handwrite 25 times each day. The other thing I try to do is send out personal notes via snail mail. My goal is four per week. I think those things all put me in a good mindset. As a goal-driven person, I love that with real estate I can work hard and see a direct outcome. That’s what keeps me excited about it.”





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

# UNLOCKING SUCCESS: HOW LISTING VIDEOS PROPEL REAL ESTATE AGENTS TO THE FOREFRONT

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The real estate market today is more competitive than ever. To stand out as a real estate agent, you need to leverage every tool at your disposal. Listing videos is one of the most effective ways to demonstrate your value and attract potential clients. These dynamic visual tools can showcase properties in a way that photos alone cannot, giving prospective buyers a more immersive experience. Here's how you can use listing videos to highlight your expertise and set yourself apart in the real estate industry.

### 1. Creating a Strong First Impression

First impressions matter, especially in real estate. A high-quality listing video can captivate potential buyers when they start watching. Unlike static images, videos can convey a property's essence, from the rooms' flow to the neighborhood's ambiance.

By providing a virtual tour, you allow viewers to imagine themselves living in the space, which can significantly increase their interest. As an agent, presenting polished, professional videos demonstrates your commitment to showcasing properties in the best possible light.

### 2. Enhancing Online Presence and Reach

In an era where most home buyers begin their search online, having a solid digital presence is crucial. Listing videos can be easily shared across multiple platforms, including your website, social media channels, and real estate portals. This increases the visibility of your listings and boosts your online presence. Search engines favor video content, meaning listing videos are more likely to appear in relevant online searches. By consistently producing high-quality video content, you position yourself as a forward-thinking agent who embraces modern marketing strategies.

### 3. Saving Time for You and Your Clients

Listing videos can save significant time for both you and prospective buyers. Instead of scheduling multiple in-person showings, potential buyers can get an in-depth view of the property from their homes. This helps to filter out those who may be less genuinely interested, allowing you to focus your efforts on serious buyers. This convenience translates to a more efficient and streamlined home-buying process for clients, making them appreciate your value even more.

### 4. Standing Out in a Competitive Market

In a bustling real estate market, differentiation is critical. Many agents rely solely on traditional methods, such as photo galleries and open houses. By incorporating listing videos into your marketing strategy, you offer something unique and memorable. High-quality videos can highlight not only the property but also the lifestyle it provides,

appealing to buyers on an emotional level. This innovative approach can set you apart from competitors and position you as a leader in the industry.

### 5. Providing Analytics and Insights

Another significant advantage of listing videos is tracking engagement and gathering valuable insights. Platforms like YouTube and social media provide analytics that shows how many people watched your video, how long they watched it, and their geographic locations. This information helps guide your marketing strategies and understand what stands out to your target audience. By leveraging these insights, you can continually improve your content and demonstrate your commitment to staying ahead of the curve.

In conclusion, listing videos are a powerful tool to showcase your value as a real estate agent. They create a solid first impression, enhance your online presence, build trust, save time, help you stand out, and provide valuable analytics. By investing in professional video content, you elevate your property listings and establish yourself as a modern, innovative, and client-focused agent. Embrace the power of video, and watch your real estate business thrive.

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# C A R O L E GREENZALIS

KELLER WILLIAMS  
CAPITAL PARTNERS

By Heather Lofy  
Images by Kristen Nester Photography

**Carole Greenzalis was rocking her son to sleep in the middle of the night when she had an idea. She wanted to do something different and fun that made an impact on someone's life. As a REALTOR® with Keller Williams Capital Partners, she has countless industry connections in Columbus, and she decided to use those connections to make her idea come alive.**



“Everyone loves a before and after, so why not do something where we could marry those two?” Carole says. “I thought we could give back to an amazing individual in Columbus through a home renovation with a big reveal.”

Carole got started on the logistics for what she called Project Refresh. She first called Sarah Bean, interior designer with Altogether Lovely Home Staging & Redesign, who she knew could bring the project to life. After Sarah came on board, she and Carole took the vendor list they’ve curated through the years and brought together nine local vendors willing to donate their time, funding and effort. Next was determining the candidate for the project. Carole connected with several area nonprofits before finding Directions for Youth & Families.

“I shared the idea with them and they knew exactly who to connect me to, a woman named Marcia Jones,” Carole says. “Sarah and I went to her house to explain the project and see if she was open to it, and we didn’t know what we might be walking into. The moment we stepped inside, you could immediately tell how much love was in the home. Marcia

operates an in-home daycare and is so humble. When we told her she was the candidate, her first words were ‘Are you sure?’”

Carole continues: “Her home was the perfect fit. It just needed a little love, like light fixtures, paint and a little storage. We didn’t want to knock down walls or tear out flooring. It is meant to be a process that only takes a couple of days.”

Carole and Sarah returned to their list of vendors to share Marcia’s story and the home measurements so the group could start putting the pieces together. One major learning was how many layers go into a home makeover.

“The shows we have all seen on television make it look so easy,” Carole shares. “We told vendors we would take money, labor, supplies... whatever they could bring. But I also wanted to keep the vendor list on the smaller side. I wanted it to be something where we were giving back to the community but we were also lifting up each other. Sometimes we see these events with all the vendors and their logos or names get lost because there are so





many. I wanted everyone to be proud of what they were doing. I started Project Refresh, ran it and organized it, but this team really did the work.”

One of the biggest changes to Marcia’s home was a paint job. Final Touch Painters painted all of her walls, doors and trim, which Carole notes made a huge difference. And Bradley Electric swapped out three light fixtures total, including a ceiling fan that kept buzzing. All of the work on Marcia’s home had to be completed on the weekends, as the group didn’t want to disrupt the children at her daycare during the week. Marcia also received some new furniture, including a new couch, dining table and chairs, and a console table with storage for toys and diapers.

“Sarah Bean, the lead interior designer on the project, really worked her magic on this,” Carole shares. “She picked and ordered every single piece, assembled it all and really brought Marcia’s



vision to life. Not only does Marcia dedicate her whole house to the daycare with the kids, but her family comes over often. The grandkids come over on Fridays for a movie night. She shares her house with everyone else and we could do something meaningful for her.”

The improvements to Marcia’s home were made in March of this year, and the grand reveal was in April.

“When I saw it for the first time, I couldn’t believe it,” Marcia says in the reveal video. “I just couldn’t believe it was the same house. [The children] are going to be real excited.... It’s a space for all of us. It’s going to change my life because now I can walk into my home and have a beautiful space just to sit.”

Carole shares she would love to do this again in the future, potentially on an annual basis. She had two main goals with Project Refresh and feels both were achieved.

“The first goal was to spread joy,” she says. “Did it inspire somebody to do something or do an act of kindness? I wanted to lift up local vendors to support a local mission and take the time to give back. I have a business and a family, but I carved out time for this and we can all take time to help each other. The second goal was to get some exposure for these amazing local vendors who supported the mission and were just as passionate about the project as I was. I want to get their name out there as much as possible. We need each other as a community.”

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- OCT. 12** Members Only OSU Tailgate
- OCT. 25** Mindset Hike - Quarry Trails
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►► agent on fire

By Heather Lofy  
Images by Orange Visuals

# Andrena CRT REALTORS BOYD



Growing up, Andrena Boyd saw her mother work in real estate, so she knew early on she, too, wanted to be a REALTOR®. Andrena initially worked in the mortgage industry dealing with foreclosures and decided to sign up for classes to get her real estate license after she got married.

But as fate would have it, Andrena became pregnant with her first child, and her due date and the last day of classes coincided.

“I put things on hold and then baby No. 2 came,” Andrena says. “After I was a stay-at-home mom and my girls were in school, I decided to go back and get my license. It’s now been seven years. I thought it was an exciting job to help someone with one of the biggest decisions in their life. Being there every step of the way is so exciting.”





Andrena, who works with CRT, REALTORS®, shares the majority of her business comes from the neighborhood where she's lived for 17 years, near Hilliard and Galloway.

"I've sold 75 houses in that one neighborhood," she says. "I think outside the box and I will do anything for my clients. I have walked people's dogs because they are at work during a showing. I have put mulch down at someone's house. I know how hard it is to sell a house, so I do these things for my clients. People hear about that and want to use me. Every year in May I update the flower bed at all the entries of the neighborhood where I do most of my work. I'll weed it, replant flowers and lay mulch. The neighborhood is so appreciative of it, and it helps the curb appeal."

Andrena and her husband Brian have daughters Addisen, 15, and Ashlyn, 13. Andrena loves attending their school and sporting events, and shares that both Addisen and Ashlyn want to be REALTORS® like their mom, similar to Andrena's aspiration.



Andrena and her family.  
From left to right: Andrena,  
Addisen, Brian and Ashlyn.

"My daughters motivate me," Andrena says. "They are looking up to me. They tell me they want to get into real estate and I love that. They come with me a lot when I'm working and they have seen me do everything. When I talk to clients, I am upfront with them that I am a very active mom. I won't miss a game. I work my schedule around my kids, which is why I love real estate. My kids and my clients appreciate that."

The Boyds love to travel whenever they have a break from school and sports. At home, Andrena enjoys planting flowers and gardening, and the family also has chickens and farm-fresh eggs. Andrena is very passionate about giving back to her community. She likes to sponsor as much as she can, including baseball, softball and hockey teams and local churches.

Andrena jokes that as a REALTOR® it often feels like she's a firefighter putting out fires all day since agents take the brunt of any issues with lending, inspections and the other components of buying and selling. And there's always market challenges like rising interest rates, or finding a home that meets the wants and needs of each person in the family. But the reward is being able to take some from start to finish in the process.



"I have three favorite things about my job," Andrena says. "The first is walking through a home with a client and seeing that moment on their face when they know, 'This is the house.' The second thing is making the phone call to tell them they got the house. I cry and they cry. The third thing is the relationships. You might spend months or even a year with someone helping them find the perfect house. All my clients become my friends."

She continues: "Real estate can be an extremely hard industry to be successful in. I started on a team, and I realized my passion was to be solo and be my own person. It took me almost two years to make a name for myself. The way I market and think outside of the box is why I believe I am not your average REALTOR®."

“  
I WORK  
MY SCHEDULE  
AROUND MY KIDS,  
WHICH IS WHY  
I LOVE REAL ESTATE.  
”



# LEGALLY SPEAKING



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

*NC Enters., LLC v. Norfolk & Western Ry., 2024-Ohio-1454, (9th Dist., Summit Cty.) April 17, 2024, Decided.*

This is an adverse possession case, and the underlying facts are not in dispute. NCE purchased property located in Tallmadge, Ohio, in 1997 adjacent to property owned by Norfolk. NCE started conducting landscaping activities on both properties (collectively “the Parcels”) from April 1998 - present. NCE started performing non-landscaping activities on the Parcels in 2000, when it installed fencing and performed fencing repairs in May and December 2005.

To acquire title by adverse possession, the party claiming title must prove, by clear and convincing evidence, exclusive possession and open, notorious, continuous, and adverse use for a period of 21 years. To satisfy the “adverse use” element, the claimant must have intended to claim title, so manifested by his declarations or his acts, that a failure of the owner to prosecute within the time limited, raises a presumption of an extinguishment or a surrender of his claim. The Ohio Supreme Court has held that in a claim for adverse possession, the intent to possess another’s property is objective rather than subjective, so that the party in possession need not have intended to deprive the owner of the property at issue. Instead, the claimant need only have possessed the property and treated it as the claimant’s own for the statutory period to satisfy the element of adverse use.

At issue is whether the statute of limitations for adverse possession began to run in April 1998, when NCE started performing landscaping and maintenance at the Parcels, or in September 2000 when NCE first installed a structure on the Parcels.

Mere maintenance is generally insufficient to establish adverse possession, but lawn maintenance activities may be combined with other activities to establish adverse possession. Landscaping and maintenance can be combined with other acts such as grading, fencing, and placing other improvements on a structure to establish an adverse possession claim. These obvious signs of continued use may serve to notify a landowner that someone is using their property adverse to the landowner’s interests. Therefore, NCE established that it openly, exclusively, notoriously, adversely, and continuously used and possessed the Parcels for a period of at least 21 years.

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



**For those of you** that know Jim and I, you know we believe in that old saying that knowledge is power. That is why we have so many CE classes we can teach and why we got into inspections and then added air quality testing. One of the classes we teach is about home inspections and how it fits into the home buying process and why it isn’t a scary thing and why a home inspection actually protects you the agent from potential lawsuits.

The reason for all of this is that one of our inspectors had a call the other day from an agent on the buyer’s side. She told him that he was causing her to have a bad day. The reason for this was that there was an area of concern in the report that she did not like, and it worried her. She kept telling our inspector that this was going to blow her deal.

The inspector was confused by this as the client had been with him during the whole inspection and did not seem to be particularly worried at that time. So, he called the client to see what was going on and if he could give him any additional information. The client was confused as to the issue. He did not care about that comment because he was comfortable with the finding.

Think about the fact that this agent said he was causing her to have a bad day. That is not true. This agent created her own issues and her own problems. How you act as an agent in this situation in response to issues like this and your own fears in regard to the transaction come across to your client. Instead of talking calmly to her client and finding out if he was worried or not and then dealing with it, this agent started to make

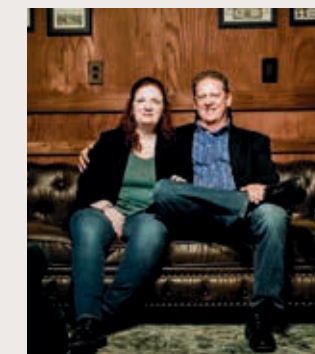
mountains out of molehills right away. As an agent, that is one of the worst things you can do. Prepping your clients for the inspection and then talking calmly through the report is going to go a long way to making your clients feel secure in their purchase and in your concern for them. This discussion and review of the report will also lessen any possible legal issues down the road. An even better idea is to prep your clients prior to the home inspection. Talk to them about it and show them sample reports. Feel free to go to our website and show them any of the sample reports.

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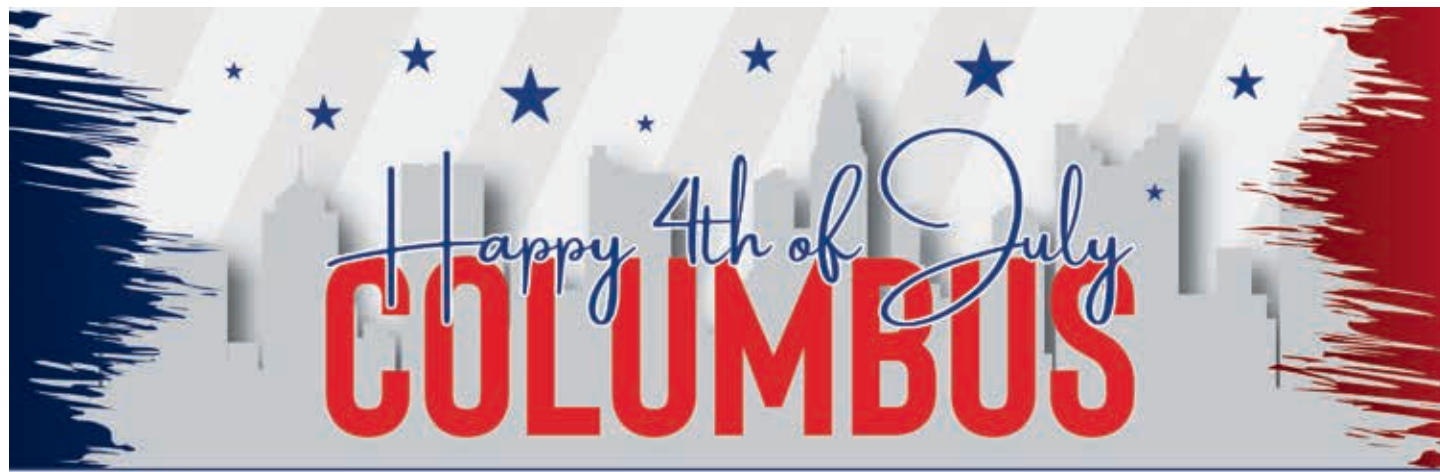
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**YOUR DOWNSIZING TEAM**





The Union Bank team, from left to right: Alex Bates, Joel Swaney, Sebastian Starud and Travis Vulich.



**F**or Alex Bates, Travis Vulich, Joel Swaney and Sebastian Starud at The Union Bank Co., it's all about relationships with their clients and each other. The people they work with become like family.

in Chicago. He has lived in central Ohio since 2012, residing in Worthington.

Joel, a mortgage banker with Union Bank, has been in lending since 2017. Before lending, he worked in the Department of Athletics at The Ohio State University. He joined Union Bank in 2018, initially working alongside Travis. "As I got acclimated to the business and made my own connections, we decided it was best for us to each focus on the individual relationships we had developed," he said.

Sebastian, also a mortgage banker with Union Bank hails from Stockholm, Sweden. Growing up Sebastian wanted to be a professional hockey player, but when he stopped growing at 5'10" he realized it wouldn't work out. He then turned to playing collegiate golf which is what brought him to America. After trying his hand in the professional golf world for a bit, he realized he hated the sport so he quit and realized he had no idea what to do with his life.

By Kristen Vitartas • Images by Orange Visuals

Alex, private banking relationship manager and mortgage banker with Union Bank, was born and raised in Columbus and has been in lending for nearly two and a half years. He started his career in hospitality and client experience, working at the corporate office for Cameron Mitchell Restaurants for about 11 years. Moving into mortgage and banking was quite the industry change, but Alex notes both industries are service and relationship-focused.

"We thrive on building lasting long-term relationships with clients, where we focus on it being more than just a transaction. So that's part of what piqued my interest to dive in," Alex said.

Travis, mortgage division manager with Union Bank joined the industry in 2004 while living

Eight years ago Sebastian fell in love with Columbus, first working as a personal banker with Fifth Third and moving up to branch manager. Shortly after, Travis hired him to join the mortgage world with the Union Bank team.





Union Bank is a small community bank with three branches in the Columbus area and 15 branches in northwest Ohio, where the company is headquartered. Despite its size, Union Bank can do anything that a large bank and the larger non-bank lenders can do.

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”

platform which allows us to process loans quickly,” said Travis. “We also can close loans on our portfolio – helping us offer loans Fannie Mae and Freddie Mac wouldn’t approve. We have some great niche options with our transitional home equity lines as well. So really, we can do just about anything anyone else can do but more.”

Alex, Travis, Joel and Sebastian pride themselves on being available to clients any time of day. “With the mortgage world so fast-paced in the current market, the 9 to 5 gig doesn’t work anymore.

That’s not how the mortgage world works,” said Sebastian. “So for us to be available all the time, I think, is one of the bigger benefits.”

This team also has the unique ability to relate to and anticipate the needs of clients and REALTOR® partners. “We have a strength of putting ourselves in other people’s shoes and trying to make the process truly as simple as possible,” Joel said.

The team pointed out the vulnerability people experience with mortgages. “The first 10 to 15 minutes you talk with a client, you learn more about them than any of their friends or maybe even family,” said Travis, citing credit scores, salaries and whether people pay their bills on time as examples. “There’s a plethora of deep intimate questions that you connect with people on, and that’s an opportunity to build a lot of trust. That’s the great part about our position,” he said.

In his free time, Alex enjoys staying active, cooking and traveling, and took up golfing two years ago.

Travis and his wife, Whitney, are blessed with four children. He has been the treasurer of his church for the last 14 years. When he isn’t preparing for the Christmas season, you’ll find him spending time with his family, remodeling their home, helping others with finances, exercising or simply being creative from an entrepreneurial perspective.

Joel and his wife, Emily, have lived in Hilliard since 2013. They have two kids, Easton (7) and Aria (5), who keep them busy with soccer, volleyball and gymnastics. Joel and his family enjoy traveling when time and opportunity permits and are active in their church community. Joel also enjoys perfecting his lawn and landscaping like a good suburban dad should and inserting movie and TV quotes into conversations any chance he gets.

Sebastian is currently trying to learn the ways of his new hometown, Westerville. He enjoys going out and exploring various entertainment venues, bars and restaurants with his fiancée Sara. All the while trying to not have their two dogs Hank and Willow chase after too many ducks by the ponds. Last, when possible, he is trying to re-learn how to enjoy golf, and as a huge New York Rangers fan he is hopeful by the time this is published that he has seen them lift the Stanley Cup!





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## LENDER SPOTLIGHT

Jesse Heath

NMLS #284429

### ABOUT:

Jesse, a seasoned mortgage originator with 20+ years' experience, relocated to Ohio in 2014 for his wife's job at Nationwide Children's Hospital. Impressed by David's service, he swiftly joined Team Arocho. Drawing on personal experience and deep industry insights, Jesse customizes solutions for each client. Balancing family and work, he ensures commitments are met with equal dedication.

### SPECIALTIES:

Specific and accurate knowledge of the rapidly changing mortgage market; its rules and restrictions as well as its opportunities.

Structuring complex loan applications especially in the cases of high net worth clients, self-employed borrowers, and complex credit situations.



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# TERRA SHOAF



*TERRA SHOAF'S* real estate career had an enviable start—she developed her five-star skill set by working for two of central Ohio's most legendary home builders: M/I Homes and Romanelli and Hughes.

## *KELLER WILLIAMS CONSULTANTS*

Terra, with Keller Williams Consultants, turned the knowledge and experience she gained into a solid foundation for her work as a REALTOR®. And her expertise in both new construction and existing home sales means she can list, sell, market and assist buyers with a wide spectrum of property types.

"The Shoaf Team is super diversified," Terra explains. "We do anything from first-time buyers, investors, land, luxury homes, to commercial real estate. The big thing right now for us, and for me, is continuing our growth in this market in order to better serve our various levels of clientele."

Terra, who grew up in Grove City, Ohio, where she stayed busy with numerous sports and activities with a dad in law enforcement and a stay-at-home mom, has always had an abundance of motivation and energy. "I don't do well with downtime," she said. "For my whole life, I've always been moving which really helps in today's real estate market."

In high school, Terra was active in a range of activities but her favorites were cheerleading and track. "Running has been a big part of my life all the way through to adulthood," she said. Terra often competed in local races and half marathons over the years.

During college, Terra initially studied nursing before having an epiphany during a physiology class. When her professor brought in a human body to study, Terra quickly decided a career in health sciences was not for her. She switched her major to business.

Her first job in the real estate world was during college. She worked part-time as a sales assistant



▶▶ real producer

By Carol Rich  
Images by Wes Mosley Photography



at Qualstan, a now-defunct condo and single-family builder. “I just kind of fell into real estate, and from there built a passion for the business and life around it,” Terra remembers.

She left Qualstan to take a new construction sales position with M/I Homes. “That’s what really sparked the knowledge and learning about the real estate business and the people,” Terra said. “I love building relationships with people, and what better way to do it than helping individuals and families achieve some of, if not the largest, investments in their lives. I also don’t like to have limits, and that’s where I learned that in sales and real estate there’s no limit. You’re in total control. You get out of it what you put into it. But you can pour into something you are passionate about and I am glad I chose real estate for my career path.”

M/I is known for investing in its people, and Terra received intensive training. “I owe so much to my time there,” Terra said. “I learned so much that I’ve brought into my work today.” Terra mastered everything from blueprint reading, to construction, sales and marketing techniques. She often visited job sites to get an up-close view of how home building crews actually perform their work, something most agents don’t have experience with.

Over her nine years at M/I, Terra built a career as a highly successful new build salesperson, winning Rookie of the Year in 2005 at the BIA Annual Awards and many more awards followed. Then in 2008, Terra earned her real estate license. She was recruited to join the sales team of another top local custom luxury home builder, Romanelli and Hughes, in 2010.



*ADDING THE  
INTERIOR  
DESIGN PART  
& STAGING  
GIVES  
MY TEAM  
AN EDGE.*



*I’m a very analytical person and putting together all these puzzle pieces and seeing the outcome of a happy homeowner—*

**THAT’S WHAT  
DRIVES ME.**



“Getting my license was a way of expanding my ability,” she said. “It was all about growth.” Terra worked on Romanelli and Hughes’s new build sales while simultaneously selling existing homes. “It worked out perfectly.”

After ten years at Romanelli and Hughes, Terra decided to focus on building her team at Keller Williams Consultants. She built The Shoaf Team, which today has an office in Dublin. Her team includes four other REALTORS®, Juli Cachat, Mandy Rich, Nick Butler and Erin Shafner, the team’s licensed team administrator.

“We’re always growing, always seeking to do better,” Terra said.

When she isn’t working, Terra, who lives in Dublin, says spending time with her family is her first priority.

Her daughter Skylar recently graduated from the University of Cincinnati with a criminal justice degree and now works as an Intake Probation Officer for the Franklin County Municipal Court. Her son Preston is a senior at West Virginia Wesleyan College, where he’s on the school’s NCAA Division II baseball team. Terra enjoys traveling to watch his games. Terra’s youngest daughter, Brynne, will be a sophomore at Grove City High School this coming fall. The family also has a dog named Bruno that’s an American Bully XL.



“

*I ALSO DON'T LIKE TO HAVE LIMITS,  
AND THAT'S WHERE I LEARNED THAT  
IN SALES AND REAL ESTATE  
**THERE'S NO LIMIT.***

”



The Terra Shoaf team. From left to right: Mandy Rich, Erin Shafner, Terra, Nikki Gallo (referral partner) and Juli Cachat. Photo courtesy of Simon Yao Studio.

Terra loves working out and running, prioritizing health daily. And she makes travel a must because it's her way of winding down. "I don't have weekends, I'm literally working seven days a week. So trips are my time off," Terra said. "It's something that's beneficial for my family and it also helps me decompress." Some of Terra's recent travel destinations include various beaches in Florida, the Keys, Nashville, Scottsdale and Las Vegas.

Terra has a talent for interior design, and she enjoys choosing colors, furnishings and decor. As she built and remodeled several of her own homes, interior design was an element she especially enjoyed.



Terra and her kids. From left to right: Daughters Skylar and Brynne, Terra, and son, Preston.



"It's definitely a passion of mine," Terra said. "I've actually started staging as part of my business. Adding the interior design part and staging gives my team an edge."

While design is a satisfying component of her work, Terra's favorite part of being a REALTOR® is the role she gets to play in guiding clients through their home listings and purchases. "It's such a great thing to go on that journey with someone. It's fun to help them piece things together—it's almost like putting together a puzzle," she said. "I'm a very analytical person and putting together all these puzzle pieces and seeing the outcome of a happy homeowner—that's what drives me."



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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - May 31, 2024, as of June 14 at 1:47 p.m.

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	325	147,928,000
2	Raines, Sandy L	The Raines Group, Inc.	153	86,959,000
3	Tartabini, Daniel V	New Advantage, LTD	158	81,578,000
4	Ruff, Jeffery W	Cutler Real Estate	86	62,534,000
5	Fairman, Charlene K	The Realty Firm	115	56,744,000
6	Riddle, Robert J	New Albany Realty, LTD	88	50,266,000
7	Ruehle, Ryan J	EXP Realty, LLC	129	44,532,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	117	37,817,000
9	Wright, Kacey A	RE/MAX Partners	70	36,897,000
10	Willcut, Roger E	Keller Williams Consultants	40	32,065,000
11	Lynn, Lori	Keller Williams Consultants	92	30,891,000
12	Ciamacco, DeLena	RE/MAX Connection	60	25,097,000
13	Kemp, Brian D	Keller Williams Capital Ptnrs	49	24,520,000
14	Ross, James E	Red 1 Realty	92	23,785,000
15	Shaffer, Donald E	Howard HannaRealEstateServices	72	23,047,000
16	Kendle, Ronald D	RE/MAX Town Center	16	22,006,000
17	Wheeler, Lacey D	Red 1 Realty	45	21,990,000
18	Ritchie, Lee	RE/MAX Partners	54	21,189,000
19	Close, Allison L	Cutler Real Estate	31	20,953,000
20	Clarizio, Bradley	Red 1 Realty	64	20,167,000
21	Casey, Michael A	RE/MAX Connection	48	20,146,000
22	Guanciale, Andrew P	Coldwell Banker Realty	66	20,042,000
23	Conley, Amy E	Cutler Real Estate	23	19,738,000
24	Beirne, Daniel J	Opendoor Brokerage LLC	65	19,637,000
25	Swickard, Marnita C	e-Merge Real Estate	30	18,726,000
26	Mahon, John D	Casto Residential Realty	34	18,423,000
27	MacKenzie, Cynthia C	CYMACK Real Estate	36	18,149,000
28	Price, Hugh H	Howard HannaRealEstateServices	40	17,261,000
29	Bodipudi, Koteswara	Red 1 Realty	41	17,149,000
30	Grandey, M. Michaela	Rolls Realty	23	16,574,000
31	Beckett-Hill, Jill	Beckett Realty Group	21	16,497,000
32	Wainfor, Susan	Coldwell Banker Realty	33	15,926,000
33	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	36	15,733,000
34	Powell, Tina M	Coldwell Banker Realty	39	15,720,000

Rank No	Agent	Office Name	Unit	Volume
35	Looney, Sherry L	Howard HannaRealEstateServices	49	15,681,000
36	Shoaf, Terra J	Keller Williams Consultants	15	15,607,000
37	Diaz, Byron	NextHome Experience	68	15,247,000
38	Ferrari, Rhiannon M	EXP Realty, LLC	44	15,146,000
39	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	37	15,102,000
40	Berrien, Todd V	Coldwell Banker Realty	37	14,914,000
41	Carruthers, Michael D	Coldwell Banker Realty	13	14,824,000
42	Wills, Julie R	Howard Hanna Real Estate Svcs	35	14,752,000
43	Mills, Kim	Cutler Real Estate	17	14,740,000
44	Weiler, Robert J	The Robert Weiler Company	4	14,676,000
45	Alley, Rachel M	Keller Williams Capital Ptnrs	34	14,528,000
46	Roehrenbeck, James F	RE/MAX Town Center	28	14,528,000
47	Fox-Smith, Angelina L	Coldwell Banker Realty	30	14,442,000
48	Cox, Brittany	Coldwell Banker Realty	48	14,334,000
49	Dixon, Tracey L	Keller Williams Greater Cols	43	14,142,000
50	Madosky Shaw, Lari	Coldwell Banker Realty	21	14,112,000

**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.

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Teams and Individuals Closed date from Jan. 1 - May 31, 2024, as of June 14 at 1:47 p.m.

Rank No	Agent	Office Name	Unit	Volume
51	Kessel-White, Jennifer	KW Classic Properties Realty	38	13,927,000
52	Chiero, Kathy L	Keller Williams Greater Cols	36	13,656,000
53	Breeckner, Brian	Beckett Realty Group	52	13,619,000
54	Neff, Mark B	New Albany Realty, LTD	14	13,614,000
55	Davis Spence, Katherine	KW Classic Properties Realty	23	13,476,000
56	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	28	13,415,000
57	Collins, Charles E	Red 1 Realty	45	12,924,000
58	Mitchell, Courtney J	RE/MAX Premier Choice	23	12,698,000
59	Lowe, Regan M	Keller Williams Capital Ptnrs	24	12,617,000
60	Elflein, Joan	Ohio Broker Direct, LLC	39	12,571,000
61	Fisk, Jacob V	Red 1 Realty	45	12,552,000
62	Vanhorn, Vincent K	Di Lusso Real Estate	41	12,535,000
63	Tanner-Miller, Angie R	Coldwell Banker Realty	51	12,465,000
64	Edwards, Kyle	KW Classic Properties Realty	27	11,985,000
65	Stevenson, Michelle L	M3K Real Estate Network Inc.	25	11,880,000
66	Clark, Amy G	LifePoint Real Estate, LLC	36	11,737,000

Rank No	Agent	Office Name	Unit	Volume
67	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	19	11,709,000
68	Redman, Shawn	Street Sotheby's International	6	11,639,000
69	Mancini, Mandy	Keller Williams Consultants	16	11,621,000
70	Smith, Steven S S	Keller Williams Consultants	38	11,406,000
71	Lyubimova, Ekaterina	NextHome Experience	42	11,338,000
72	Hunter, Ling Q	Red 1 Realty	39	11,278,000
73	Evans, Nicole R	Coldwell Banker Realty	20	11,216,000
74	Theado, Lisa D	Theado & Company, LLC	7	11,151,000
75	Godard, Cheryl S	KW Classic Properties Realty	9	11,100,000
76	Pattison, Susie L	Cutler Real Estate	25	11,049,000
77	Smith, Anita K	EPCON Realty, Inc.	24	10,820,000
78	Mahler, Jeff A*	Keller Williams Capital Ptnrs	27	10,782,000
79	Becker, Kathryn K	Coldwell Banker Realty	18	10,763,000
80	Griffith, Tyler R	RE/MAX Peak	38	10,595,000
81	Parsley, David H	Ross, Realtors	23	10,365,000
82	Kessler-Lennox, Jane	New Albany Realty, LTD	10	10,331,000
83	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	26	10,280,000
84	Shaffer, Carlton J	RE/MAX Partners	24	10,234,000
85	Ackermann, Mara	RE/MAX Consultant Group	16	10,224,000
86	DeVoe, Anne	Coldwell Banker Realty	9	10,222,000
87	Reynolds, Ryan D	Keller Williams Consultants	22	10,221,000
88	Hinson, Alan D	New Albany Realty, LTD	7	10,210,000
89	Rano, Richard J	RE/MAX Affiliates, Inc.	26	10,188,000
90	Sanepalli, Ramamohan R	Key Realty	17	10,165,000
91	Goff, Carol	Carol Goff & Assoc.	25	10,119,000
92	Barlow, Jaime	Sell For One Percent	29	10,087,000
93	Kamann, Heather R	Howard Hanna Real Estate Services	29	9,985,000
94	Goodman, Benjamin J	Sorrell & Company, Inc.	20	9,981,000
95	Prewitt, Brandon T	RE/MAX Partners	24	9,973,000
96	Hursh, Andrew J	The Westwood Real Estate Co.	25	9,858,000
97	Powers, David S	Cutler Real Estate	13	9,851,000
98	Hart, Kevin	Keller Williams Capital Ptnrs	30	9,803,000
99	Mathias, Neil W	Cutler Real Estate	14	9,683,000
100	Bruce, Justin	Keller Williams Greater Cols	17	9,618,000

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Teams and Individuals Closed date from Jan. 1 - May 31, 2024, as of June 14 at 1:47 p.m.

Rank No	Agent	Office Name	Unit	Volume
101	Kullman, Gregory S	Street Sotheby's International	10	9,612,000
102	Sunderman, Mary K	Keller Williams Capital Ptnrs	19	9,610,000
103	Miller, Sam	Re/Max Stars	45	9,590,000
104	Russo, Richard	Rich Russo Realty & Co.	39	9,550,000
105	Winter, Brad	Engel & Volkers RE Advisers	21	9,462,000
106	Ramm, Jeff	Coldwell Banker Realty	12	9,393,000
107	El Mejjaty, Omar	Carleton Realty, LLC	42	9,366,000
108	Falah, Sinan	Coldwell Banker Realty	25	9,288,000
109	Pearson, Lauren E	**	22	9,286,000
110	Hood, Shaun	Coldwell Banker Realty	26	9,262,000
111	Abbott, Kelly	Howard Hanna Real Estate Svcs	29	9,180,000
112	Cameron, Christina M	Rolls Realty	10	9,098,000
113	MYERS, AMANDA	Rise Realty	36	8,944,000
114	Liston, Zeke	Reafco	29	8,896,000
115	Kim, Lory	RE/MAX Connection	19	8,884,000
116	Shields, Bradley L	Redfin Corporation	19	8,842,000
117	Godfrey, Alecia	Keller Williams Excel Realty	20	8,827,000
118	Lubinsky, John D	RE/MAX Affiliates, Inc.	21	8,800,000
119	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	20	8,617,000
120	Marvin, Scott A	Team Results Realty	25	8,569,000
121	Kirk, Jon F	RE/MAX Premier Choice	11	8,536,000
122	Provost, Kristy D	Red 1 Realty	16	8,474,000
123	Simpson, Kimberly L	Real Brokerage Technologies	10	8,400,000
124	Jackson, Patricia K	RE/MAX Genesis	32	8,396,000
125	Jones, Jane L	Howard Hanna Real Estate Svcs	9	8,393,000
126	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	17	8,352,000
127	Kanowsky, Jeffrey I	Keller Williams Greater Cols	26	8,330,000
128	Soskin, Alexander	Soskin Realty, LLC	38	8,219,000
129	Farwick, Thomas M	KW Classic Properties Realty	18	8,212,000
130	Lyman, Remington	Reafco	27	8,162,000
131	Heicher Gale, Barbara S	Keller Williams Consultants	19	8,094,000
132	Xue, Yanhua	OwnerLand Realty, Inc.	18	7,985,000
133	Marsh, Troy A	Keller Williams Consultants	22	7,978,000

Rank No	Agent	Office Name	Unit	Volume
134	Reeves, Carol A	RE/MAX Achievers	22	7,971,000
135	Shawver, Morgan Taylor	Coldwell Banker Realty	15	7,941,000
136	Devoll, A. Tyler	Coldwell Banker Realty	17	7,832,000
137	Pacifico, Michael A	RE/MAX ONE	18	7,816,000
138	Laumann, Margot M	Street Sotheby's International	15	7,696,000
139	Murphy, Kristina R	Howard Hanna Real Estate Svcs	21	7,646,000
140	Cliffel, Eric J	KW Classic Properties Realty	30	7,630,000
141	Whiteman, Mike	RE/MAX Achievers	18	7,612,000
142	Fox, Jermaine	EXP Realty, LLC	29	7,594,000
143	Grimm, Shannon	Howard Hanna Real Estate Svcs	16	7,591,000
144	Whitten, Glen	Ohio Property Group, LLC	20	7,558,000
145	Widder, David Lee	Coldwell Banker Realty	8	7,535,000
146	Doyle, Michael	EXP Realty, LLC	22	7,505,000
147	Keener, Angela L	Keller Williams Consultants	23	7,447,000
148	Reed, Chris	Howard Hanna Real Estate Svcs	22	7,441,000
149	Janitzki, Seth J	Cam Taylor Co. Ltd., Realtors	14	7,349,000
150	Hughes, Malia K	Fathom Realty Ohio	24	7,316,000

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - May 31, 2024, as of June 14 at 1:47 p.m.

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	147,928,000	325
2	Tartabini, Daniel V	New Advantage, LTD	81,578,000	158
3	Raines, Sandy L	The Raines Group, Inc.	86,959,000	153
4	Ruehle, Ryan J	EXP Realty, LLC	44,532,000	129
5	Cooper, Sam	Howard Hanna Real Estate Svcs	37,817,000	117
6	Fairman, Charlene K	The Realty Firm	56,744,000	115
7	Lynn, Lori	Keller Williams Consultants	30,891,000	92
8	Ross, James E	Red 1 Realty	23,785,000	92
9	Riddle, Robert J	New Albany Realty, LTD	50,266,000	88
10	Ruff, Jeffery W	Cutler Real Estate	62,534,000	86
11	Shaffer, Donald E	Howard HannaRealEstateServices	23,047,000	72
12	Wright, Kacey A	RE/MAX Partners	36,897,000	70
13	Diaz, Byron	NextHome Experience	15,247,000	68
14	Guanciale, Andrew P	Coldwell Banker Realty	20,042,000	66
15	Beirne, Daniel J	Opendoor Brokerage LLC	19,637,000	65
16	Graham, Mark	Countrytyme Realty, LLC	6,026,000	64

Rank No	Agent	Office Name	Volume	Unit
17	Clarizio, Bradley	Red 1 Realty	20,167,000	64
18	Ciamacco, DeLena	RE/MAX Connection	25,097,000	60
19	Ritchie, Lee	RE/MAX Partners	21,189,000	54
20	Breeckner, Brian	Beckett Realty Group	13,619,000	52
21	Tanner-Miller, Angie R	Coldwell Banker Realty	12,465,000	51
22	Kemp, Brian D	Keller Williams Capital Ptnrs	24,520,000	49
23	Looney, Sherry L	Howard HannaRealEstateServices	15,681,000	49
24	Casey, Michael A	RE/MAX Connection	20,146,000	48
25	Cox, Brittany	Coldwell Banker Realty	14,334,000	48
26	Fisk, Jacob V	Red 1 Realty	12,552,000	45
27	Miller, Sam	Re/Max Stars	9,590,000	45
28	Wheeler, Lacey D	Red 1 Realty	21,990,000	45
29	Collins, Charles E	Red 1 Realty	12,924,000	45
30	Ferrari, Rhiannon M	EXP Realty, LLC	15,146,000	44
31	Dixon, Tracey L	Keller Williams Greater Cols	14,142,000	43
32	Lyubimova, Ekaterina	NextHome Experience	11,338,000	42
33	El Mejjaty, Omar	Carleton Realty, LLC	9,366,000	42
34	Vanhorn, Vincent K	Di Lusso Real Estate	12,535,000	41
35	Bodipudi, Koteswara	Red 1 Realty	17,149,000	41
36	Price, Hugh H	Howard HannaRealEstateServices	17,261,000	40
37	Jones, Tracy J	Keller Williams Elevate - Stro	6,754,000	40
38	Willcut, Roger E	Keller Williams Consultants	32,065,000	40
39	Hunter, Ling Q	Red 1 Realty	11,278,000	39
40	Russo, Richard	Rich Russo Realty & Co.	9,550,000	39
41	Powell, Tina M	Coldwell Banker Realty	15,720,000	39
42	Elflein, Joan	Ohio Broker Direct, LLC	12,571,000	39
43	Smith, Steven S S	Keller Williams Consultants	11,406,000	38
44	Soskin, Alexander	Soskin Realty, LLC	8,219,000	38
45	Griffith, Tyler R	RE/MAX Peak	10,595,000	38
46	Kessel-White, Jennifer	KW Classic Properties Realty	13,927,000	38
47	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	15,102,000	37
48	Berrien, Todd V	Coldwell Banker Realty	14,914,000	37
49	Fader, Scott	Joseph Walter Realty, LLC	4,998,000	37
50	Chiero, Kathy L	Keller Williams Greater Cols	13,656,000	36

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - May 31, 2024, as of June 14 at 1:47 p.m.

Rank No	Agent	Office Name	Volume	Unit
51	MYERS, AMANDA	Rise Realty	8,944,000	36
52	Vance, Chase	Di Lusso Real Estate	4,729,000	36
53	Clark, Amy G	LifePoint Real Estate, LLC	11,737,000	36
54	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	15,733,000	36
55	MacKenzie, Cynthia C	CYMACK Real Estate	18,149,000	36
56	Wills, Julie R	Howard Hanna Real Estate Svcs	14,752,000	35
57	Alley, Rachel M	Keller Williams Capital Ptnrs	14,528,000	34
58	Mahon, John D	Casto Residential Realty	18,423,000	34
59	Hamilton, V. Patrick	REMAX Alliance Realty	7,186,000	33
60	Rooks, Scott David	Lakeside Real Estate & Auction	3,620,000	33
61	Wainfor, Susan	Coldwell Banker Realty	15,926,000	33
62	Jackson, Patricia K	RE/MAX Genesis	8,396,000	32
63	Close, Allison L	Cutler Real Estate	20,953,000	31
64	Flach-Moore, Stacey L	Coldwell Banker Realty	7,086,000	31
65	Winland, Jessica	Coldwell Banker Realty	6,202,000	31
66	Fox-Smith, Angelina L	Coldwell Banker Realty	14,442,000	30
67	McDonald, Jayme	Red 1 Realty	1,504,000	30

Rank No	Agent	Office Name	Volume	Unit
68	Hart, Kevin	Keller Williams Capital Ptnrs	9,803,000	30
69	Swickard, Marnita C	e-Merge Real Estate	18,726,000	30
70	Cliffel, Eric J	KW Classic Properties Realty	7,630,000	30
71	Liston, Zeke	Reafco	8,896,000	29
72	Barlow, Jaime	Sell For One Percent	10,087,000	29
73	Nilsson, Helen J	Nilsson Real Estate LLC	3,545,000	29
74	Fox, Jermaine	EXP Realty, LLC	7,594,000	29
75	Webb, Stephanie	Keller Williams Legacy Group	7,073,000	29
76	Bare, Scott T	Bauer Real Estate Company	7,176,000	29
77	Abbott, Kelly	Howard Hanna Real Estate Svcs	9,180,000	29
78	Wiley, Kelly	Keller Williams Capital Ptnrs	4,214,000	29
79	Kamann, Heather R	Howard Hanna Real Estate Services	9,985,000	29
80	Toth, Sherrie	RE/MAX Consultant Group	6,579,000	28
81	Roehrenbeck, James F	RE/MAX Town Center	14,528,000	28
82	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	13,415,000	28
83	Mahler, Jeff A*	Keller Williams Capital Ptnrs	10,782,000	27
84	Lyman, Remington	Reafco	8,162,000	27
85	Edwards, Kyle	KW Classic Properties Realty	11,985,000	27
86	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	10,280,000	26
87	Hood, Shaun	Coldwell Banker Realty	9,262,000	26
88	Fair, Diana	Ross, Realtors	5,254,000	26
89	Rano, Richard J	RE/MAX Affiliates, Inc.	10,188,000	26
90	Kanowsky, Jeffrey I	Keller Williams Greater Cols	8,330,000	26
91	Falah, Sinan	Coldwell Banker Realty	9,288,000	25
92	Chapman, Susan	Keller Williams Greater Cols	5,245,000	25
93	Pattison, Susie L	Cutler Real Estate	11,049,000	25
94	Fiorello, Kellie A	Coldwell Banker Realty	7,039,000	25
95	Stevenson, Michelle L	M3K Real Estate Network Inc.	11,880,000	25
96	Hursh, Andrew J	The Westwood Real Estate Co.	9,858,000	25
97	Weade, Branen L	Weade Realtors & Auctioneers	3,579,000	25
98	Goff, Carol	Carol Goff & Assoc.	10,119,000	25
99	Keffer, Tracy T	Keller Williams Greater Cols	6,568,000	25
100	Marvin, Scott A	Team Results Realty	8,569,000	25

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - May 31, 2024, as of June 14 at 1:47 p.m.

Rank No	Agent	Office Name	Volume	Unit
101	Barlow, Jaysen E	Sell For One Percent	6,846,000	24
102	Bainbridge, Brian C	CRT, Realtors	6,993,000	24
103	Shaffer, Carlton J	RE/MAX Partners	10,234,000	24
104	Smith, Anita K	EPCON Realty, Inc.	10,820,000	24
105	Prewitt, Brandon T	RE/MAX Partners	9,973,000	24
106	Hughes, Malia K	Fathom Realty Ohio	7,316,000	24
107	Horne, Jeffrey E	Coldwell Banker Heritage	4,965,000	24
108	Lowe, Regan M	Keller Williams Capital Ptnrs	12,617,000	24
109	Parrett, Constance D	Cutler Real Estate	7,177,000	23
110	Grandey, M. Michaela	Rolls Realty	16,574,000	23
111	Keener, Angela L	Keller Williams Consultants	7,447,000	23
112	Davis Spence, Katherine	KW Classic Properties Realty	13,476,000	23
113	Mitchell, Courtney J	RE/MAX Premier Choice	12,698,000	23
114	Allgood, Amanda M	e-Merge Real Estate	5,236,000	23
115	Parsley, David H	Ross, Realtors	10,365,000	23
116	Conley, Amy E	Cutler Real Estate	19,738,000	23
117	Kovacs, Kimberly A	Coldwell Banker Realty	6,476,000	23

Rank No	Agent	Office Name	Volume	Unit
118	Payne, Donald A	Vision Realty, Inc.	4,992,000	23
119	Reed, Chris	Howard Hanna Real Estate Svcs	7,441,000	22
120	Pearson, Lauren E	RE/MAX Consultant Group	9,286,000	22
121	Hensel, Drew R	RE/MAX ONE	7,165,000	22
122	Reeves, Carol A	RE/MAX Achievers	7,971,000	22
123	Hamrick, Kimberly D	Keller Williams Consultants	7,075,000	22
124	Parham, Janene R	Red 1 Realty	3,906,000	22
125	Reynolds, Ryan D	Keller Williams Consultants	10,221,000	22
126	Marsh, Troy A	Keller Williams Consultants	7,978,000	22
127	Doyle, Michael	EXP Realty, LLC	7,505,000	22
128	Watkins, Cindi Ann	e-Merge Real Estate Excellence	4,687,000	22
129	Parker, Kelly A	Howard Hanna Real Estate Svcs	5,993,000	22
130	Figueroa, Ethel Lia	Mi Casa Legacy LLC	5,326,000	22
131	Winter, Brad	Engel & Volkers RE Advisers	9,462,000	21
132	Christensen, Kim	Howard Hanna Real Estate Svcs	6,705,000	21
133	Sluss, Grant B	Sluss Realty Company	5,267,000	21
134	Bethel, John	The Realty Group	2,139,000	21
135	Hall, Connie L	Key Realty	4,917,000	21
136	Lieu, Jimmy	Swiss Realty LTD	4,786,000	21
137	Madosky Shaw, Lari	Coldwell Banker Realty	14,112,000	21
138	Andrews, Trevor R	RE/MAX Revealty	6,269,000	21
139	Harr, Kathryn	RE/MAX ONE	6,124,000	21
140	Jackson, Joseph C	Keller Williams Capital Ptnrs	6,674,000	21
141	Beckett-Hill, Jill	Beckett Realty Group	16,497,000	21
142	Murphy, Kristina R	Howard Hanna Real Estate Svcs	7,646,000	21
143	Lubinsky, John D	RE/MAX Affiliates, Inc.	8,800,000	21
144	Whitten, Glen	Ohio Property Group, LLC	7,558,000	20
145	Metarelis, Steve G	Offerpad Brokerage, LLC	6,753,000	20
146	Godfrey, Alecia	Keller Williams Excel Realty	8,827,000	20
147	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	2,041,000	20
148	Laemmle, Michael R	The Mike Laemmle Team Realty	6,512,000	20
149	Snow, Aubrey	Sluss Realty Company	3,258,000	20
150	Morrison, Natalie H	e-Merge Real Estate	5,670,000	20

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