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

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Ready, Get, Grow with Whitney Abraham



HOW TO CREATE MORE CONTENT WITHOUT HAVING TO SPEAK ON CAMERA.

Looking to make social media a part of your growth strategy in 2024? Whitney Abraham, Business Coach, Marketing Strategist and Co-Founder of REEL SOCIAL AGENT shares how to start showing up on social media without the first time film jitters.

While speaking on video is still the most accelerated way to build your authority online, many Realtors find speaking on camera to be uncomfortable in the beginning. But the good news, is that in 2024, you don't even have to talk to create content that features YOU online to help you gain clients. How?

B-ROLL FOOTAGE.

If you've ever seen video content on social media that shows either people doing things in the video where they aren't looking at the camera and talking, or even footage that makes you feel like you're exploring and seeing what the videographer is seeing - THAT is B-Roll footage. It's casual in nature, meant to make you feel like you're actually in the moment, and people LOVE to see it. There's something about feeling like you're looking behind the scenes of someone else's world - and video content that uses B-Roll footage performs really well on social media.

Want some ideas on where to start? We've put together a resource of more than 50 Real Estate Video Ideas for you to capture, none of which require you to talk, and you can download it with the QR code for free!

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► publisher's note

YOU AREN'T LIKE THE Others

FIVE YEARS AGO this past April, I joined Real Producers and from that moment on, my life pretty much did a full 360. Before being hired on with Bobby, the original owner of RP Columbus, I spent eight years as an affiliate in our industry. Two years working as a loan officer assistant and nearly six years in the title industry and now, I own my own company and have the privilege of leading this platform. I love my previous roles because I have had the advantage of seeing an agent's experience as well as an affiliate's experience during a transaction.

This industry can feel like a love/hate relationship at times and while we all have our roles to play in getting a client to the closing table, sometimes the "crap" rolls downhill to the affiliate. I remember cleaning up many messes at that closing table and ensuring everyone involved looked like a hero after panicking to get papers hot off the press due to a lender waiting to get docs to us last minute and then organize them for signature. We would like to say that people assumed we had a "magic printer" that just printed them in proper order. To be honest, in that position, you can also work with REALTOR® partners who are less than kind or respectful of the part that you play in that transaction, and at times, it was disheartening.

On the contrary to that experience, since being with RP, the level of agents and affiliates that I have had the pleasure to get to know and build relationships with over the past five years has been nothing short of refreshing and inspiring. In any industry, you can have bad apples and those that just shouldn't be allowed in the space with the true professionals. I bet an agent or affiliate you have encountered in your career comes to mind even now. I have been at the closing table many a time thinking, this client deserved better professional assistance.

However, the community that we are a part of here at Real Producers has renewed my belief in agents and affiliates who live to serve with integrity, determination and excellence. True professionals who are dedicated to evolving, educating and collaborating.

More than ever, our industry is dependent on individuals like this and like you. We MUST continue to connect with one another and hold each other accountable to ensure the community understands our value and the magic that is worked behind the scenes for our people. Unless you are in the trenches and experience a real estate transaction, you JUST DON'T KNOW. At Real Producers, we are committed to helping communicate the value that you bring to our communities and bring you together in meaningful and impactful ways.

Have an idea? Let me know! We are here to serve you. We love real estate and live to share the value that each of you brings. Never forget the difference that each of you make and on the hard days, remember that ONE transaction. You know the one, that elderly couple you helped in their next season of life, the first-time homebuyer, the single mother who is buying her first home, the family who lost a loved one and needed your help - THAT transaction.

We Love You!! YOU make a difference and are set apart from the rest.



Your Friend,

KATIE MASTROIANNI

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See you on June 18 at 2 p.m. for our annual I Heart REALTORS® event - get your ticket at our Eventbrite link on our Facebook page

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HYDRATE ME



FROM 16-YEAR-OLD LOVE BIRDS TO BUSINESS OWNERS, SARAH AND MATT DORSKY HAVE A WINNING RECIPE FOR SUCCESS, PERSONALLY AND PROFESSIONALLY.

High school sweethearts, the couple grew up in northeast Ohio before moving to central Ohio for college. Sarah holds a nursing degree from Capital University while Matt studied Fire Science and is an EMT and paramedic. Sarah started her career as an emergency room nurse, then transitioned to family practice. Matt, on the other hand, worked at a trauma center before shifting into a role as a full-time firefighter. While working at the trauma center, he was approached by a doctor who also serves as the medical director for Hydrate Me, an IV therapy and medical aesthetics company. Matt subsequently became one of the company's first paramedics. Then, another opportunity presented itself – becoming a franchise owner.

“Matt has always been very business minded. I loved what I was

doing and questioned whether we could afford to own a business,” said Sarah. “We, alongside our partners, Matt and Kiley Frazier, have now been open for almost two years, however, and are proud to say we are the first Hydrate Me franchise.”

Sarah started part-time with the company, but the pandemic forced her to look into it further. She slowly earned her certification in aesthetics and today is the leading nurse practitioner and only full-time employee at the New Albany location. They have grown to a team of 20, including wellness coordinators, medics and nurses.

“Our people are our differentiator,” she said. “I went to school with or previously worked with all of our nurse practitioners and

they in turn have recruited those they work with on a full-time basis. Just like Matt and I, they have put their blood, sweat and tears into this business. Most of them are part-time as well, which shows how passionate they are about this work.”

So, what exactly is a med spa? Hydrate Me offers a full menu of wellness IV's, aesthetics, anti-aging and weight loss options to help you look and feel your best. IV's range from basic wellness IV's to very specific IV's like a migraine drip. Their aesthetic lineup includes Botox and fillers as well as RF microneedling and laser-ing geared toward transforming skin health. Related to anti-aging, they provide advanced NAD+, an intense anti-aging drip that heals mitochondrial health on a cellular level. Their most unique and valued treatment is High Dose 10-pass Ozone Therapy.



Sarah, Matt and their three girls. From left to right: Norah (7), Sadie (5) and Josie (10).

“We are the only med spa in Ohio, and one of only a few in the Midwest to carry this device,” said Sarah. “Ozone therapy is used by those suffering from chronic inflammation, brain fog, autoimmune diseases, chronic or acute illness, or those trying to prevent disease. I can personally speak to its benefits. It is part of my regular treatment to help reduce inflammation and pain as a result of having Psoriatic arthritis.”

Hydrate Me rolls out the red carpet for their clients as well. Not only do they offer a concierge service, which means if you are home sick or stuck at the office, they will bring your IV treatment to you. Another thing that sets them apart is their membership offerings. Two levels of membership gain customers a certain percentage off all products and services each month. But that’s not all – they recently

moved to a credit/bank membership system. Any membership dollars you pay get banked so that customers can accrue money to be used in the store at a future date.

She offers the following advice for those in the real estate industry: “REALTORS® work harder than most people realize and are always focused on the next client or how they can help current clients. Our services give you the chance to work and relax at the same time, giving you the refresh you need so you can be the best REALTOR® possible.”

Personally, Sarah and Matt have three girls, ages 10, 7 and 5 and two dogs. They live on 13 acres east of Columbus where they have a vegetable garden and chickens. She loves making homemade bread and teaching her girls the importance of “sowing seeds.”

“We live in such an instant gratification culture. I enjoy seeing my girls get excited to check our garden each day to see how things are

progressing and helping with bread making since it’s not a quick thing to do.”

Visit hydratememedspa.com to book an appointment online, or call 614-965-6603. Walk-ins for IV treatments are welcome. And stay tuned for new locations opening near you! In the next year, the company expects to double in size. In addition to the original location in Grandview and the New Albany site, Hydrate Me will open in Dublin this summer and is finalizing plans for a store in Granville.



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“

I HOPE THAT AS MY CHILDREN GROW UP, THEY TOO WILL BE INSPIRED BY THE WORK THAT I DO.

”



PEP was only the beginning of Emily's diverse and impressive resume. She next went to M/I Homes in Cincinnati as their marketing manager, before deciding to move to Columbus with her husband. In Columbus, Emily joined the sales team with Ryan Homes, which exposed her to the entire sales process of new construction. She eventually went on to accept a digital marketing position back at M/I Homes but at their corporate office in Columbus. "I think my experience in new home sales and corporate settings with national homebuilders has profoundly shaped my journey as a real estate professional. It has provided me with invaluable knowledge of the process, and I consider this an area of expertise as I progress in my real estate career."

Through her experience at M/I Homes, Emily got involved in the M/I Homes Pelotonia team. Pelotonia is a non-profit organization in Columbus. She says, "I absolutely love Pelotonia and everything it stands for as I have many family members and friends who have been impacted by cancer, including my dad, grandmother, aunt and many others." This manifested in Emily accepting her dream job as Pelotonia's marketing and communications manager. On top of these jobs, Emily was also running a jewelry business, Miss Em's, out of her home!

The end of this career marked the beginning of her career as a REALTOR® with CRT in 2021. Emily says, "I had always wanted to get my real estate license, but was terrified of going full commission and taking that leap. I was constantly doubting myself." Her opportunity to leap presented itself after she had her first child and decided she needed a job that offered a bit more flexibility. Her husband encouraged her to take that leap of faith. Emily fell in love with her career quickly after it began, and the experiences and knowledge gained from her past jobs made her success possible. "I often wish I would have taken the leap into real estate sooner but am constantly reminded of all the knowledge I gained from the companies, mentors and roles I've had in the past. I believe that without those roles, the start of my real estate career could have been very different."

Fast forward to today, Emily is a REALTOR® with Cutler Real Estate but she is still involved in her social media and marketing roots with her own digital marketing business, Every Bit Social. In her real estate career, Emily has found a passion for helping others navigate such



Photo courtesy of Lindsey Schmitz.

an enormous and exciting purchase. She puts the needs of her clients first, saying, "I have wonderful memories of my home growing up, and I want that to be the case for each and every one of my clients." She loves getting to form new connections and make new friends through her work. "This job is incredibly rewarding. My hope is that in my career as a REALTOR®, my clients will remember me for being there as their mentor, their confidant, and for making them feel incredibly supported."

The motivation behind Emily's hard work is her family. She and her husband have a 3-year-old daughter, Sophia, a 1-year-old son, Charlie, and

two dogs, Rex and Xena. They love spending time together and especially enjoy being outdoors, taking walks or riding bikes, traveling, supporting OSU football, listening to country music, and being with friends. They also value supporting nonprofit organizations and local companies, and participating in various fundraisers, while also hosting their own. "I hope that as my children grow up, they too will be inspired by the work that I do, my entrepreneurial spirit, my compassion, my resilience to challenges that I face, and my 'if you can dream it, you can do it,' attitude. That's the lasting impression I want to leave for them. And of course, lots of love."

Emily with her family. From left to right: Emily's husband, Brandon, their 1-year-old son, Charlie, Emily, and their 3-year-old daughter, Sophia.





Builders are human too...

Last month, Jim and I spoke at an event for agents on new home construction. We learned that only about 4 percent of new homes are getting inspections. We also learned that most agents do not realize that there are three inspections that can and should be performed on new builds to protect their clients.

The first inspection is done before drywall is put up. This allows the inspector to look at the electrical and plumbing to make sure that nail plates are put in where they should be. We performed post clearance mold testing on a new home that was under 2 years old because during construction, the builder did not put nail plates where they should have been. Then, a nail pierced the water line in the kitchen where it leaked for 2 years creating a mold issue behind the drywall. The whole kitchen had to be torn out to the studs to figure out the issue. All that hassle could have been prevented by a pre-drywall inspection. We have also found major joists cut out too much for HVAC venting needs and for plumbing. Remember that once the drywall is up, you cannot tell what is being hidden.

The second type of inspection is done prior to the final walkthrough with the builder. We do our inspection about a week prior to the builder taking the client through the home. This is essentially a full home inspection that gives the buyer information that they can take to the builder to have fixed prior to purchase.

The last inspection is performed just prior to the warranty expiring from the builder. This is typically a year warranty, and we perform our inspection at 11

months. The home has gone through several season changes at this point. The owners have been there for a year and are able to let us know what they have seen and experienced in the home. Our report can then be taken to the builder prior to the warranty being over to have them repair any issues that are found.

It is important to note that no home inspector should be doing code inspections. The county or city will have a representative come out for specific areas that are required by them such as for septic. If we see a potential issue, we have at times looked up the manufacturer's recommendations for installation to verify correct practices as manufacturer recommendations outweigh local code.

Contact us at Habitation Investigation to learn about the new build packages we offer. They can be a la carte or all three. If you have specific questions, feel free to contact Jim and I for a coffee or lunch meeting to learn more about this type of inspection and why it is so important for your clients. As always, we are here to educate and help. Call or text us at 614.413.0075 to schedule or ask questions. You can also schedule online 24/7 at <https://homeinspectionsinohio.com/>.



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ASHLEY KLINGEL

▶▶ behind the
scenes vip

By Heather Lofy
Images by
Orange Visuals

Photo courtesy of P&H Productions.


Ashley Klingel knows what it's like to be a key player both behind the scenes and at the forefront of the real estate industry. Not only is she the operations and productions team leader with the Columbus House team of EXP Realty, but she's also a licensed REALTOR® serving the northern central Ohio market. She got started in real estate in 2012 after meeting Ryan Ruehle of EXP Realty.

"I met Ryan through a previous role," shares Ashley. "He said he wanted to hire me because I was good at talking to people. Ryan, our team leader, and Jon Harp, our agent success leader, have been such important mentors to me. Together between the three of us, we have grown this mega team of amazing agents. Our mission is to help new or struggling agents become successful and cultivate a thriving business. Behind every successful team and agent is a team of professionals making it all happen," Ashley says. "The mission I have to watch and help my agents flourish is the same mission that I have for my community as well. It's all a very big part of my being, to help and to service."

EXP Realty has offices both in Westerville and Marion, and Ashley's job is transactional support for 65 real estate agents daily. She helps REALTORS® manage their production and become well-rounded professionals in the industry. She also got her real estate license in 2015 to further improve her knowledge and ability to assist agents and their clients.

"Ashley joined the team in 2012 on a leap of faith with a lot of promises and the idea of being a part of something much bigger than we were producing at the time," Jon Harp shares. "She has impacted many lives by helping our agents become better REALTORS®. As our team admin, she has been behind the scenes making everything run smoothly for us. Without her, the Columbus House Team wouldn't be doing the level of business we are currently doing."

Ashley's community is a huge part of her life. The Waldo, Ohio native helps manage the Waldo Community Facebook page and is on the Waldo



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IT FEEDS MY SOUL
when people have enough trust in me to be that point of contact, both personally and career-wise.

summer festival committee. She also helped save the Waldo Swim and Recreation community pool from closing, creating and operating a pool board with her cousin and raising \$30,000 over two years for repairs so people could spend summers making memories.

“It’s a town of around 300 people, but it’s my mission to make it a really great place to live,” Ashley says. “I’m someone that anyone in the community knows they can reach out to for help at any time.”

Outside of work, Ashley loves spending time with her family. She has four siblings and 17 nieces and nephews she calls her “littles.” Additionally, Ashley values her close relationships with friends and co-workers. She notes she couldn’t do what she does without her co-worker Michelle Sigler, the second administrator on her team.

“Michelle has been an absolute blessing to my career,” Ashley says. “She has been the best co-worker. I couldn’t do what I am currently doing without her. She is my counterpart.”

One recommendation Ashley shares with others new to the industry is to join a team to have the support that she EXperiences - and gives to others - daily.

“As a brand new agent, the biggest struggle is getting out of school and saying ‘What do I do now?’” Ashley says. “With our team, you have that full support and my job is to walk you through every milestone and hurdle, from listings to contracts, from start to finish.”

Ryan Ruehle notes that Ashley is not only an amazing addition to his team, but also an amazing friend.

“She has been an unbelievable partner in my business, and has been instrumental in us growing to a consistent top five team in the market,” Ryan says. “Ashley has gone above and beyond expectations in ways that make me proud to this day. She consistently demonstrates a strong work ethic, attention to detail and a willingness to tackle any challenge that comes her way. I am beyond grateful for what

Ashley has brought to my business and life and am excited for the future accomplishments we will tackle together.”

Ashley’s ultimate goal is to watch her team succeed and see her community succeed, too.

“Having people love where they live is very important to me,” she says. “It feeds my soul when people have enough trust in me to be that point of contact, both personally and career-wise. I love being the one-stop-shop call for my agents, clients and community members. They can call me at any time and I know I am helping them succeed. I can’t see myself doing anything else.”



Ashley with her pups, Zeke and Louie. Photo courtesy of P&H Productions.



► real brand boost

By Timothy Zaritsky, Business Strategist at Orange Visuals

CRAFTING YOUR UNIQUE VALUE: ESSENTIAL TACTICS FOR REAL ESTATE AGENTS

In the fast-paced real estate market, distinguishing yourself as a real estate agent is essential. It's not just about what you do but how you communicate your value to potential clients that sets you apart. Whether you're working with first-time homebuyers or experienced investors, articulating your value clearly and effectively is vital to building trust and expanding your business. Here are some essential strategies to help you convey your worth as a real estate professional.

Start by defining what makes you different from other agents. Is it your in-depth local market knowledge, your negotiation skills, or your dedication to customer service? Identify your strengths and package them into a compelling value proposition. This is the cornerstone of your brand and the first step in articulating your value.

Clients are looking for guidance, not just a sales pitch. Position yourself as an educator and advisor rather than just a salesperson. Share relevant market insights, buying tips, and property news through blogs, newsletters, and social media. Using information to help guide them will also help you in establishing credibility. By providing valuable information, you demonstrate your expertise and become a trusted resource.

Nothing is more powerful than past clients' success stories and positive feedback. Testimonials are powerful because they provide social proof and real-life examples of your expertise. Include these reviews on your website, social media profiles, and marketing materials. Sharing specific times when you have successfully helped clients navigate the real estate process shows your value.

One of your assets as a real estate agent is your network. Highlight your connections with local contractors, lawyers, and other service providers. Explain how these relationships benefit your clients by facilitating smoother transactions or getting exclusive deals. This not only shows that you are well-connected but also that you are resourceful and proactive in supporting your clients' needs.

In real estate, there are better approaches than a one-size-fits-all approach. Show potential clients how you personalize your services to meet their personal needs. Discuss how you tailor your strategy based on their preferences, budget, and timeline. This personal touch not only enhances their experience but also sets them apart from competitors who may offer more generic services.

The real estate industry is constantly changing, and staying educated on the latest trends, laws, and technologies is crucial. Let your clients know you invest in continuous professional development to serve them better. This commitment to learning shows that you're a dedicated professional serious about providing the best possible service.

Articulating your value as a real estate agent involves more than just telling people you are good at your job; it's about showing them through your actions, knowledge, and the personalized service you provide. Using these strategies, you'll communicate your worth effectively and build lasting relationships with your clients.

Remember, your value proposition in real estate is your promise to your clients. Make sure it's clear, compelling, and consistent, and you will see your business grow.

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► agent on fire

DEWAYNE YATES

By Heather Lofy
Images by Kristen Nester Photography



Perseverance has been a common theme in Dewayne Yates' life. Growing up in Kentucky, Dewayne's family was affected by addiction. He was also figuring out how to be his true self in a small town.

"I almost didn't graduate high school," Dewayne says. "I was a little bit rebellious, not because of my attitude or disrespect, but because I felt like I didn't have anyone in my corner. People there weren't familiar with the LGBTQ community. My first stretch of coming out of my shell was trying out for cheerleading during my senior year of high school. That confidence boost helped get me where I am today. And although my family had their challenges, they have always rallied behind me."

After high school, Dewayne decided to move to Ohio and call Columbus home. Here he persevered again - this time to star on a reality television show. Being on reality TV was something Dewayne always wanted to do and since he was living in a small studio apartment and serving in restaurants part-time, he knew a cash prize could help. So when he couldn't figure out the online application for a "Survivor"-like show, he called the casting group directly. That paid off, as he eventually had conversations with producers and was cast on a TNT show called "72 Hours."

"I remember freaking out," Dewayne recalls. "I had to last 72 hours in the wilderness of the Rocky Mountains with basically nothing. We were put in three teams of three and I ended up winning the entire TV show. The money was split three ways. There



Dewayne with his husband, Dan Purkeypyle.

were so many times I wanted to give up, but I knew I wouldn't have this opportunity again. When we won the producers shook the others' hand, but they gave me a hug. They said, 'We thought you wouldn't last but you were the one who inspired everyone.'"

Post-show, Dewayne dabbled in several industries. He spent time as a flight attendant and traveled the world, then went back to serving in and managing restaurants. Dewayne quickly decided he wanted a different career.

"I was working all the time," he says. "I felt like my personality and my life was way too big to just do that. I thought back to high school when I thought being a REALTOR® would be cool. I remember thinking to myself, 'I am going to get my real estate license.'"

So he did just that, becoming a licensed REALTOR® in 2018 thanks to the support of his now-husband Dan Purkeypyle and mentor Dr. John Lucas. He also cites his grandfather as being one of his biggest supporters over the years. Dewayne is an agent with Coldwell Banker Realty and the team lead and owner of the 614RLTR Group.

"I thrive on competition and I thrive on a challenge," Dewayne says. "When COVID hit, a lot of people in real estate got scared but I thrived. It's the same thing with the interest rates in the last year. I am all about making connections and finding a way to get my clients what they need. I find it very important to make connections and ask lots of questions. It's important to expand your circle at any time to expand your knowledge in the industry."



Dewayne loves being involved in every step of the process with his clients and is very involved with lending, too. He works closely with his transaction coordinator Emily Powell to ensure clients have what they need. Dewayne also travels all over the state to help his clients find the perfect home or area.

“I think some people in the industry forget we are licensed in the whole state of Ohio,” he says. “I am absolutely going to help someone if they want me to travel elsewhere throughout the state. I love that my clients continue to trust me and refer me to people.”

Along with his day-to-day work as a REALTOR®, Dewayne is very involved in the LGBTQ community. He participates in several sports leagues and serves many clients in the community, too, noting how important it is for him to be a safe space for them. And “72 Hours” isn’t the only reality show in which Dewayne has appeared. He also was on HGTV’s “House Hunters” during a Columbus episode.

Dewayne credits his upbringing for really shaping the person and REALTOR® he is today. He’s grateful for the family and friends who have taken him under their wing when he needed it the most.

“I wouldn’t be where I am today without everyone who has helped me from high school to now,” Dewayne says. “And my husband always lifts me up when I’m down and keeps me on the right track.”

Dewayne’s perseverance and his past experiences allow him to relate to everyone he encounters.

“Growing up how I did and getting me to where I am now is important to my story,” he says. “At a young age, I learned how to be accepting of anyone, no matter their condition or background. That’s important in the real estate industry. Everyone has a story and everyone is different. It’s important to be a good human. I can do real estate every day but if I am not a good human, what is it all for? I want to be someone who can always help somebody and help them know they are worth it. I always want to help people.”



LEGALLY SPEAKING



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

*Wylie v. Wylie, 2024 Ohio 1179
(6th Dist., Fulton Cty.)
March 28, 2024.*

The parties' marriage was dissolved in 2013. The husband was represented by legal counsel, who drafted the separation agreement. The separation agreement specified how the parties' marital property would be divided and was incorporated into the decree of dissolution. The separation agreement identified real estate called the "Sand Lot" owned by the husband's business, but was considered "marital property" and was to be divided equally upon sale. The husband was responsible for all debts of the business. In 2019, when the Sand Lot was sold for \$400,000 the wife sought her half of the sale proceeds, i.e. \$200,000 (less taxes and insurance) per the separation agreement.

Even prior to the dissolution, the Sand Lot was encumbered by a mortgage which at the time of sale exceeded the sale value. The husband had to pay funds at the closing to sell the Sand Lot and there were no proceeds paid to the seller. The magistrate found the husband in contempt for failing to pay the wife half of the sale price, because the separation agreement directed him to pay half of the "proceeds" rather than half of the "net proceeds."

Contracts are generally construed against the drafter. If the terms are clear and unambiguous, the court cannot create a new agreement by finding an intent not expressed in the clear language employed by the parties. Applying the ordinary meaning of "proceeds," the amount owed must be calculated by using the sale amount minus only the costs specified in the separation agreement, which were taxes and insurance, but not other costs. The agreement did not condition payment on there being "a remaining balance" from which funds could be distributed. Under the clear and unambiguous language of the parties' agreement, the husband and wife were to share equally in proceeds from the sale of the Sand Lot after subtracting only taxes and insurance from the purchase price.

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

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By Kaitlin Hall • Images by Orange Visuals

*Several years ago, **Gary LeVox**, lead singer of Rascal Flatts, used Black Tie Moving, headquartered in Nashville, Tennessee, for his family's move. He was so impressed by the experience and care they took with his belongings that he opened not one, but three locations in Ohio — Columbus, Cincinnati and Cleveland.*

Today, the moving company, which serves families and businesses, has 12 locations in 7 states in the U.S. and was named one of Inc. 5000's fastest-growing companies in America.

Chris Hess, managing partner of Ohio's Columbus and Cincinnati branches, grew up with Gary. It wasn't their shared past that made Gary peg Chris for the role, however. Rather, he knew that Chris would

live out his vision of doing things differently. That was nearly a decade ago and Black Tie's commitment to white glove service and giving back to the communities they serve is as evident as ever.

They are longtime supporters of the Family Mentor Foundation, the Magical Moments Foundation, Veterans Companion Animal Services, Sam's Fans, collect and deliver winter coats to children through



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GARY LEVOX OF RASCAL FLATTS WAS THE HEADLINER.

schools and other organizations through Coats 4 Children, partner with ABC 6 on its annual Toys for Tots campaign, and many other small community endeavors.

Their latest initiative was bringing back a free, private concert for customers, including REALTOR® partners, leasing managers and their senior living communities, that began pre-COVID. The concert was held on April 12 at Kemba Live. Gary LeVox of Rascal Flatts was the headliner for the special

occasion. They, along with singer Dusty Black and up-and-coming country band North of Nashville, performed for nearly 1,700 people. All proceeds went to the Veteran Companion Animal Services organization, which pairs animals with veterans and military families to enhance lives.

Their reputation continues to precede them. Chris said the majority of their work is referral-based, which is evidenced by the Columbus branch's 11,000+ moves since opening.

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ABOUT:

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▶▶ real producer

Seth JANITZKI

Seth Janitzki, Cam Taylor REALTORS®, can trace his initial interest in real estate to the influence of his grandfather, Bill Kiss, a northern Ohio REALTOR®. He connects his current industry success to his strong ties with his brokerage's past and current leadership, Phil, Greg and Amy Giessler.

But while Seth's career has been inspired and strengthened by family and friends, the characteristics that have made him successful — an analytical mind, perceptive insights, a quick-to-respond business approach and in-depth market knowledge — are purely his.

"It really goes back to growing up, when my grandfather would let me tag along with him on showing and listing appointments," remembers Seth. "That interest in real estate stuck with me."

By Carol Rich • Images by Wes Mosley Photography



Seth grew up in Huron, Ohio, in a house right on Lake Erie, with parents who were both teachers. From the start, he loved soccer. Seth started playing when he was 5, played throughout high school and college, and has been involved in club soccer.

While he earned his business administration degree at The Ohio State University, Seth interned with the OSU football team. As part of this sought-after internship, he coordinated team travel, assisted with recruitment, and covered other organizational details. "I helped with the non-x's and o's things," he jokes.

Seth's experience working with the Buckeye football team influences his current perspective on his real estate work. "Working in real estate is sometimes like an individual sport and sometimes like a team sport," he observed. "I take more of a team approach with my clients, and also the title agencies and mortgage lenders I work with."

After graduation, Seth spent a year working as an analyst before earning his REALTOR® license in October 2014. When he was ready to launch his real estate career, his choice of which brokerage to join was an easy one: Cam Taylor.

Seth has a lifelong friendship and admiration for the family behind Cam Taylor, the Giesslers. Phil Giessler, a prominent Columbus



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REALTOR® who owned and operated Cam Taylor for decades, his wife, Carol, and their kids, had a vacation cottage just three doors down from the Janitzkis' home. The families became good friends.

When Seth moved to Columbus for school, he maintained his bonds with the Giesslers. "At the tail end of college, I would go and shadow Phil from time to time on listing appointments and open houses," remembers Seth.

Seth's parents' closeness with the Giesslers became a factor in their support for Seth going into real estate. "Phil Giessler reminded my mom of her dad. He does have a lot of the mannerisms of my grandfather," Seth observed.

Phil quickly recognized Seth's potential to be an exceptional REALTOR® - and his understanding has only grown stronger over the years.

"Seth is outstanding and well deserving of recognition and high praise and I am honored to have an opportunity to say a few words about him," said Phil. "I believe that the most important qualities of a great REALTOR® are the ability to listen and to work above and beyond the wants and needs of people with honesty and integrity. Seth truly practices those qualities and cares about people."

Observed Phil: "From his start in the real estate industry, I have known that Seth's goal was, through his personal and professional life, to strive to be the best that he could be. In my eyes he has reached that goal and will continue to be among the industry's top REALTORS®."

Phil's son, Greg, and his wife, Amy, are both award-winning agents who purchased Cam Taylor in 2018. Seth thrives on their work connection and friendship. The relationship has worked out so well



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THAN
COMPETITIVE
AND WE HAVE
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TIME WORKING
TOGETHER.





that Seth has spent his entire 10 years as an agent with Cam Taylor.

“The Giessler family is the big reason why I’ve been able to succeed in this business,” Seth said. “I’m fortunate to work with agents that are more collaborative than competitive, and we have a really fun time working together. It’s been enjoyable and exciting.”

The admiration is mutual. “It has been my good fortune to have worked in the world of real estate with Seth for more than 10 years,” said Greg. “Seth is a true professional and I am lucky to consider him a good friend. He is dedicated and gives of his time endlessly for the benefit of his clients. Surrounding yourself with the right people makes everything work and Seth is one of those people.”

Phil agreed: “He is a team worker who gives graciously of his time and talent. Cam Taylor REALTORS® is fortunate to have Seth Janitzki on our team.”

A boutique agency that works with both sellers and buyers, Cam Taylor’s expertise in corporate relocation is one of its strengths — and it quickly became one of Seth’s. He learned the essentials of finding homes for those moving to central Ohio for their jobs from Phil and Greg. “To this day, I do a good amount of corporate relocations,” Seth said.

An expert on the Columbus luxury home market and downtown neighborhoods, Seth lives in German Village. His girlfriend, Hannah Fitzgerald, is an artist who interned at the Wexner Center for the Arts, served as artist-in-residence at Barcelona, Spain’s Metàfora, Art Studio & Art Therapy School and is currently the Gallery Assistant at Adamah Ceramics in The Short North.

“We do like to travel,” Seth said. “I like researching travel destinations and going to different places. I love a quick trip to Chicago.”

Seth likes to hang out with friends and he especially enjoys being around his friends’ kids.



SETH IS
OUTSTANDING
AND WELL
DESERVING OF
RECOGNITION
AND HIGH
PRAISE.

- PHIL GIESSLER



“I like to try different restaurants,” he said. “I like to golf, even though I’m not very good.”

Seth is also committed to giving back to the community. He’s a member of Next Gen James Ambassadors, an advocacy group that raises awareness for the cancer treatments and research performed by the OSU Comprehensive Cancer Center - Arthur G. James Cancer Hospital and Richard J. Solove Research Institute. Seth is an active participant in the organization’s fundraising activities.

In an attitude that reflects the motivation behind his volunteer work, Seth brings a blend of idealism and dedication to his clients. He draws on both data and his market awareness to help them make informed decisions that will lead to their long-term happiness.

“I try to relate to what my clients need, either looking for homes or getting ready to list their homes,” said Seth. “I try to put myself in their shoes.”





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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - April 30, 2024, as of May 10 at 1:05 p.m.

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	127,918,000	284
2	Tartabini, Daniel V	New Advantage, LTD	64,649,000	127
3	Raines, Sandy L	The Raines Group, Inc.	61,686,000	112
4	Fairman, Charlene K	The Realty Firm	46,761,000	95
5	Ruff, Jeffery W	Cutler Real Estate	40,961,000	61
6	Riddle, Robert J	New Albany Realty, LTD	37,354,000	65
7	Ruehle, Ryan J	EXP Realty, LLC	30,874,000	89
8	Cooper, Sam	Howard Hanna Real Estate Svcs	28,982,000	94
9	Willcut, Roger E	Keller Williams Consultants	24,733,000	29
10	Kemp, Brian D	Keller Williams Capital Ptnrs	20,898,000	40
11	Kendle, Ronald D	RE/MAX Town Center	20,833,000	11
12	Ross, James E	Red 1 Realty	19,979,000	75
13	Lynn, Lori	Keller Williams Consultants	19,976,000	65
14	Wright, Kacey A	RE/MAX Partners	19,728,000	41
15	Ciamacco, DeLena	RE/MAX Connection	18,688,000	47
16	Ritchie, Lee	RE/MAX Partners	17,718,000	45
17	Wheeler, Lacey D	Red 1 Realty	16,242,000	34
18	Shaffer, Donald E	Howard HannaRealEstateServices	16,137,000	50
19	Casey, Michael A	RE/MAX Connection	15,784,000	36
20	Mahon, John D	Casto Residential Realty	15,406,000	28
21	Weiler, Robert J	The Robert Weiler Company	14,676,000	4
22	Swickard, Marnita C	e-Merge Real Estate	14,648,000	21
23	Guancia, Andrew P	Coldwell Banker Realty	14,559,000	51
24	Close, Allison L	Cutler Real Estate	14,299,000	22
25	Shoaf, Terra J	Keller Williams Consultants	13,737,000	11
26	Beirne, Daniel J	Opendoor Brokerage LLC	13,483,000	44
27	Bodipudi, Koteswara	Red 1 Realty	13,314,000	34
28	Looney, Sherry L	Howard HannaRealEstateServices	13,259,000	42
29	Wills, Julie R	Howard Hanna Real Estate Svcs	12,891,000	31
30	Clarizio, Bradley	Red 1 Realty	12,744,000	42
31	Fox-Smith, Angelina L	Coldwell Banker Realty	12,042,000	24
32	Dixon, Tracey L	Keller Williams Greater Cols	11,959,000	36
33	Diaz, Byron	NextHome Experience	11,843,000	53
34	Kessel-White, Jennifer	KW Classic Properties Realty	11,760,000	31

Rank No	Agent	Office Name	Volume	Unit
35	Breeckner, Brian	Beckett Realty Group	11,718,000	45
36	Mills, Kim	Cutler Real Estate	11,715,000	13
37	Wainfor, Susan	Coldwell Banker Realty	11,692,000	25
38	Redman, Shawn	Street Sotheby's International	11,639,000	6
39	Powell, Tina M	Coldwell Banker Realty	11,542,000	28
40	Fisk, Jacob V	Red 1 Realty	11,091,000	39
41	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	10,962,000	23
42	Madosky Shaw, Lari	Coldwell Banker Realty	10,946,000	18
43	Theado, Lisa D	Theado & Company, LLC	10,716,000	6
44	Collins, Charles E	Red 1 Realty	10,553,000	35
45	Alley, Rachel M	Keller Williams Capital Ptnrs	10,409,000	23
46	Edwards, Kyle	KW Classic Properties Realty	10,368,000	24
47	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	10,111,000	22
48	Beckett-Hill, Jill	Beckett Realty Group	10,046,000	15
49	Mancini, Mandy	Keller Williams Consultants	10,001,000	13
50	Berrien, Todd V	Coldwell Banker Realty	9,773,000	25

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - April 30, 2024, as of May 10 at 1:05 p.m.

Rank No	Agent	Office Name	Volume	Unit
51	Grandey, M. Michaela	Rolls Realty	9,680,000	14
52	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	9,647,000	23
53	Hunter, Ling Q	Red 1 Realty	9,274,000	32
54	Pattison, Susie L	Cutler Real Estate	9,224,000	19
55	Chiero, Kathy L	Keller Williams Greater Cols	9,087,000	26
56	Price, Hugh H	Howard HannaRealEstateServices	8,986,000	23
57	Cox, Brittany	Coldwell Banker Realty	8,939,000	34
58	Carruthers, Michael D	Coldwell Banker Realty	8,750,000	7
59	Hart, Kevin	Keller Williams Capital Ptnrs	8,663,000	25
60	Ferrari, Rhiannon M	EXP Realty, LLC	8,655,000	29
61	Barlow, Jaime	Sell For One Percent	8,597,000	25
62	Parsley, David H	Ross, Realtors	8,516,000	19
63	Ramm, Jeff	Coldwell Banker Realty	8,454,000	9
64	Cameron, Christina M	Rolls Realty	8,438,000	9
65	Powers, David S	Cutler Real Estate	8,381,000	11
66	Neff, Mark B	New Albany Realty, LTD	8,355,000	9

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Rank No	Agent	Office Name	Volume	Unit
67	Mitchell, Courtney J	RE/MAX Premier Choice	8,317,000	16
68	Smith, Steven S S	Keller Williams Consultants	8,243,000	27
69	Farwick, Thomas M	KW Classic Properties Realty	8,212,000	18
70	Sanepalli, Ramamohan R	Key Realty	8,195,000	13
71	Smith, Anita K	EPCON Realty, Inc.	8,042,000	18
72	Winter, Brad	Engel & Volkers RE Advisers	8,038,000	17
73	Tanner-Miller, Angie R	Coldwell Banker Realty	7,987,000	36
74	Sunderman, Mary K	Keller Williams Capital Ptnrs	7,957,000	15
75	MacKenzie, Cynthia C	CYMACK Real Estate	7,891,000	18
76	Clark, Amy G	LifePoint Real Estate, LLC	7,844,000	24
77	Vanhorn, Vincent K	Di Lusso Real Estate	7,820,000	30
78	Elflein, Joan	Ohio Broker Direct, LLC	7,799,000	26
79	Lyubimova, Ekaterina	NextHome Experience	7,763,000	27
80	Kessler-Lennox, Jane	New Albany Realty, LTD	7,751,000	8
81	Griffith, Tyler R	RE/MAX Peak	7,689,000	24
82	Russo, Richard	Rich Russo Realty & Co.	7,655,000	29
83	El Mejjaty, Omar	Carleton Realty, LLC	7,649,000	34
84	Jackson, Patricia K	RE/MAX Genesis	7,648,000	28
85	Widder, David Lee	Coldwell Banker Realty	7,535,000	8
86	Goff, Carol	Carol Goff & Assoc.	7,478,000	16
87	DeVoe, Anne	Coldwell Banker Realty	7,457,000	7
88	Murphy, Kristina R	Howard Hanna Real Estate Svcs	7,386,000	20
89	Becker, Kathryn K	Coldwell Banker Realty	7,348,000	15
90	Godfrey, Alecia	Keller Williams Excel Realty	7,307,000	16
91	Davis, Brian G	Auction Ohio	7,301,000	10
92	Abbott, Kelly	Howard Hanna Real Estate Svcs	7,150,000	24
93	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	7,111,000	21
94	Lowe, Lisa Marie	Red 1 Realty	7,070,000	5
95	Mahler, Jeff A*	Keller Williams Capital Ptnrs	7,009,000	18
96	Kanowsky, Jeffrey I	Keller Williams Greater Cols	6,975,000	19
97	Doyle, Michael	EXP Realty, LLC	6,872,000	19
98	Shaffer, Carlton J	RE/MAX Partners	6,860,000	17
99	Hinson, Alan D	New Albany Realty, LTD	6,840,000	4
100	Hursh, Andrew J	The Westwood Real Estate Co.	6,831,000	17

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - April 30, 2024, as of May 10 at 1:05 p.m.

Rank No	Agent	Office Name	Volume	Unit
101	Marvin, Scott A	Team Results Realty	6,830,000	21
102	Shields, Bradley L	Redfin Corporation	6,792,000	16
103	Metarelis, Steve G	Offerpad Brokerage, LLC	6,753,000	20
104	Conley, Amy E	Cutler Real Estate	6,699,000	10
105	Reil, Timothy C	Keller Williams Consultants	6,615,000	11
106	Shawver, Morgan Taylor	Coldwell Banker Realty	6,599,000	12
107	Kullman, Gregory S	Street Sotheby's International	6,583,000	7
108	Falah, Sinan	Coldwell Banker Realty	6,540,000	18
109	Reynolds, Ryan D	Keller Williams Consultants	6,497,000	13
110	Miller, Sam	Re/Max Stars	6,454,000	31
111	Singh, Jazzy	Coldwell Banker Realty	6,386,000	10
112	Ackermann, Mara	RE/MAX Consultant Group	6,302,000	11
113	Cliffel, Eric J	KW Classic Properties Realty	6,269,000	25
114	Devoll, A. Tyler	Coldwell Banker Realty	6,214,000	14
115	Reed, Chris	Howard Hanna Real Estate Svcs	6,177,000	18
116	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	6,171,000	12
117	Whitten, Glen	Ohio Property Group, LLC	6,168,000	16
118	Golla, Desalen M	Coldwell Banker Realty	6,123,000	17
119	Jones, Tracy J	Keller Williams Elevate - Stro	6,106,000	36
120	Lowe, Regan M	Keller Williams Capital Ptnrs	6,089,000	13
121	Soskin, Alexander	Soskin Realty, LLC	6,072,000	28
122	Luft, Laurie D	RE/MAX Revealty	6,067,000	9
123	Bluvstein, Jake	RE/MAX Connection	6,059,000	16
124	Prewitt, Brandon T	RE/MAX Partners	6,028,000	16
125	Casey, Susanne	Keller Williams Capital Ptnrs	6,018,000	16
126	Pacifico, Michael A	RE/MAX ONE	6,011,000	13
127	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	6,009,000	11
128	Jackson, Joseph C	Keller Williams Capital Ptnrs	6,006,000	18
129	Laumann, Margot M	Street Sotheby's International	5,959,000	12
130	MYERS, AMANDA	Rise Realty	5,950,000	26
131	Mathias, Neil W	Cutler Real Estate	5,895,000	10
132	Keffer, Tracy T	Keller Williams Greater Cols	5,853,000	20
133	Kovacs, Kimberly A	Coldwell Banker Realty	5,853,000	19

Rank No	Agent	Office Name	Volume	Unit
134	Bare, Scott T	Bauer Real Estate Company	5,809,000	22
135	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	5,786,000	12
136	Liston, Zeke	Reafco	5,781,000	16
137	Hensel, Drew R	RE/MAX ONE	5,780,000	19
138	Martie, Sarah	Keller Williams Greater Cols	5,779,000	12
139	Pearson, Lauren E	RE/MAX Consultant Group	5,765,000	14
140	Evans, Nicole R	Coldwell Banker Realty	5,749,000	12
141	Hood, Shaun	Coldwell Banker Realty	5,742,000	19
142	Toth, Sherrie	RE/MAX Consultant Group	5,737,000	23
143	Hamrick, Kimberly D	Keller Williams Consultants	5,731,000	17
144	Goldman, Dustin	NextHome Experience	5,729,000	13
145	Andrews, Trevor R	RE/MAX Revealty	5,716,000	19
146	Kamann, Heather R	Howard Hanna Real Estate Services	5,707,000	19
147	Hamilton, V. Patrick	REMAX Alliance Realty	5,651,000	26
148	Marsh, Troy A	Keller Williams Consultants	5,618,000	16
149	Chudik, Margaret L	Coldwell Banker Realty	5,615,000	14
150	Reeves, Carol A	RE/MAX Achievers	5,598,000	17

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Wes Mosley
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- JUNE 27** Mindset Hike - Sharon Woods
- JULY** Mental Health Yoga x Mind Matters
- AUG.** Financial Literacy
- AUG. 29** Mindset Hike - Walnut Woods
- SEPT.** Annual Fall Fashion Show
- SEPT. 26** Mindset Hike - Highbanks
- NOV** 2024 Installation Dinner

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - April 30, 2024, as of May 10 at 1:05 p.m.

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	284	127,918,000
2	Tartabini, Daniel V	New Advantage, LTD	127	64,649,000
3	Raines, Sandy L	The Raines Group, Inc.	112	61,686,000
4	Fairman, Charlene K	The Realty Firm	95	46,761,000
5	Cooper, Sam	Howard Hanna Real Estate Svcs	94	28,982,000
6	Ruehle, Ryan J	EXP Realty, LLC	89	30,874,000
7	Ross, James E	Red 1 Realty	75	19,979,000
8	Riddle, Robert J	New Albany Realty, LTD	65	37,354,000
9	Lynn, Lori	Keller Williams Consultants	65	19,976,000
10	Ruff, Jeffery W	Cutler Real Estate	61	40,961,000
11	Diaz, Byron	NextHome Experience	53	11,843,000
12	Guanciale, Andrew P	Coldwell Banker Realty	51	14,559,000
13	Shaffer, Donald E	Howard Hanna Real Estate Services	50	16,137,000
14	Graham, Mark	Countrytyme Realty, LLC	50	5,028,000
15	Ciamacco, DeLena	RE/MAX Connection	47	18,688,000
16	Ritchie, Lee	RE/MAX Partners	45	17,718,000

Rank No	Agent	Office Name	Unit	Volume
17	Breckner, Brian	Beckett Realty Group	45	11,718,000
18	Beirne, Daniel J	Opendoor Brokerage LLC	44	13,483,000
19	Clarizio, Bradley	Red 1 Realty	42	12,744,000
20	Looney, Sherry L	Howard Hanna Real Estate Services	42	13,259,000
21	Wright, Kacey A	RE/MAX Partners	41	19,728,000
22	Kemp, Brian D	Keller Williams Capital Ptnrs	40	20,898,000
23	Fisk, Jacob V	Red 1 Realty	39	11,091,000
24	Dixon, Tracey L	Keller Williams Greater Cols	36	11,959,000
25	Casey, Michael A	RE/MAX Connection	36	15,784,000
26	Tanner-Miller, Angie R	Coldwell Banker Realty	36	7,987,000
27	Jones, Tracy J	Keller Williams Elevate - Stro	36	6,106,000
28	Collins, Charles E	Red 1 Realty	35	10,553,000
29	Wheeler, Lacey D	Red 1 Realty	34	16,242,000
30	El Mejjaty, Omar	Carleton Realty, LLC	34	7,649,000
31	Bodipudi, Koteswara	Red 1 Realty	34	13,314,000
32	Cox, Brittany	Coldwell Banker Realty	34	8,939,000
33	Hunter, Ling Q	Red 1 Realty	32	9,274,000
34	Wills, Julie R	Howard Hanna Real Estate Svcs	31	12,891,000
35	Fader, Scott	Joseph Walter Realty, LLC	31	3,845,000
36	Kessel-White, Jennifer	KW Classic Properties Realty	31	11,760,000
37	Miller, Sam	Re/Max Stars	31	6,454,000
38	Vanhorn, Vincent K	Di Lusso Real Estate	30	7,820,000
39	Ferrari, Rhiannon M	EXP Realty, LLC	29	8,655,000
40	Russo, Richard	Rich Russo Realty & Co.	29	7,655,000
41	Willcut, Roger E	Keller Williams Consultants	29	24,733,000
42	Soskin, Alexander	Soskin Realty, LLC	28	6,072,000
43	Powell, Tina M	Coldwell Banker Realty	28	11,542,000
44	Mahon, John D	Casto Residential Realty	28	15,406,000
45	Jackson, Patricia K	RE/MAX Genesis	28	7,648,000
46	Rooks, Scott David	Lakeside Real Estate & Auction	28	3,327,000
47	Lyubimova, Ekaterina	NextHome Experience	27	7,763,000
48	Smith, Steven S S	Keller Williams Consultants	27	8,243,000
49	Chiero, Kathy L	Keller Williams Greater Cols	26	9,087,000
50	Elflein, Joan	Ohio Broker Direct, LLC	26	7,799,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - April 30, 2024, as of May 10 at 1:05 p.m.

Rank No	Agent	Office Name	Unit	Volume
51	Hamilton, V. Patrick	REMAX Alliance Realty	26	5,651,000
52	MYERS, AMANDA	Rise Realty	26	5,950,000
53	Berrien, Todd V	Coldwell Banker Realty	25	9,773,000
54	Wainfor, Susan	Coldwell Banker Realty	25	11,692,000
55	Cliffel, Eric J	KW Classic Properties Realty	25	6,269,000
56	Hart, Kevin	Keller Williams Capital Ptnrs	25	8,663,000
57	Barlow, Jaime	Sell For One Percent	25	8,597,000
58	Nilsson, Helen J	Nilsson Real Estate LLC	25	3,036,000
59	Edwards, Kyle	KW Classic Properties Realty	24	10,368,000
60	Fox-Smith, Angelina L	Coldwell Banker Realty	24	12,042,000
61	Clark, Amy G	LifePoint Real Estate, LLC	24	7,844,000
62	Griffith, Tyler R	RE/MAX Peak	24	7,689,000
63	Abbott, Kelly	Howard Hanna Real Estate Svcs	24	7,150,000
64	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	23	10,962,000
65	Toth, Sherrie	RE/MAX Consultant Group	23	5,737,000
66	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	23	9,647,000
67	Alley, Rachel M	Keller Williams Capital Ptnrs	23	10,409,000

Rank No	Agent	Office Name	Unit	Volume
68	Price, Hugh H	Howard Hanna Real Estate Services	23	8,986,000
69	Close, Allison L	Cutler Real Estate	22	14,299,000
70	Bare, Scott T	Bauer Real Estate Company	22	5,809,000
71	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	22	10,111,000
72	Chapman, Susan	Keller Williams Greater Cols	22	4,898,000
73	Lyman, Remington	Reafco	22	5,119,000
74	Wiley, Kelly	Keller Williams Excel Realty	22	3,264,000
75	Fox, Jermaine	EXP Realty, LLC	21	5,379,000
76	Marvin, Scott A	Team Results Realty	21	6,830,000
77	Calhoun, Benjamin S	Berkshire Hathaway HS Pro Rlty	21	7,111,000
78	Winland, Jessica	Coldwell Banker Realty	21	4,339,000
79	Swickard, Marnita C	e-Merge Real Estate	21	14,648,000
80	Webb, Stephanie	Keller Williams Legacy Group	21	5,235,000
81	Fiorello, Kellie A	Coldwell Banker Realty	21	5,417,000
82	McDonald, Jayme	Red 1 Realty	21	1,126,000
83	Payne, Donald A	Vision Realty, Inc.	20	4,404,000
84	Keffer, Tracy T	Keller Williams Greater Cols	20	5,853,000
85	Barlow, Jaysen E	Sell For One Percent	20	5,448,000
86	Murphy, Kristina R	Howard Hanna Real Estate Svcs	20	7,386,000
87	Horne, Jeffrey E	Coldwell Banker Heritage	20	3,925,000
88	Fair, Diana	Ross, Realtors	20	4,014,000
89	Flach-Moore, Stacey L	Coldwell Banker Realty	20	4,468,000
90	Metarelis, Steve G	Offerpad Brokerage, LLC	20	6,753,000
91	Parsley, David H	Ross, Realtors	19	8,516,000
92	Sluss, Grant B	Sluss Realty Company	19	4,362,000
93	Hensel, Drew R	RE/MAX ONE	19	5,780,000
94	Kovacs, Kimberly A	Coldwell Banker Realty	19	5,853,000
95	Andrews, Trevor R	RE/MAX Revealty	19	5,716,000
96	Doyle, Michael	EXP Realty, LLC	19	6,872,000
97	Allgood, Amanda M	e-Merge Real Estate	19	4,769,000
98	Hood, Shaun	Coldwell Banker Realty	19	5,742,000
99	Kamann, Heather R	Howard Hanna Real Estate Services	19	5,707,000
100	Kanowsky, Jeffrey I	Keller Williams Greater Cols	19	6,975,000

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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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - April 30, 2024, as of May 10 at 1:05 p.m.

Rank No	Agent	Office Name	Unit	Volume
101	Bethel, John	The Realty Group	19	1,754,000
102	Pattison, Susie L	Cutler Real Estate	19	9,224,000
103	Reed, Chris	Howard Hanna Real Estate Svcs	18	6,177,000
104	Weade, Branan L	Weade Realtors & Auctioneers	18	2,197,000
105	Farwick, Thomas M	KW Classic Properties Realty	18	8,212,000
106	MacKenzie, Cynthia C	CYMACK Real Estate	18	7,891,000
107	Smith, Anita K	EPCON Realty, Inc.	18	8,042,000
108	Jackson, Joseph C	Keller Williams Capital Ptnrs	18	6,006,000
109	Parrett, Constance D	Cutler Real Estate	18	5,532,000
110	Madosky Shaw, Lari	Coldwell Banker Realty	18	10,946,000
111	Mahler, Jeff A*	Keller Williams Capital Ptnrs	18	7,009,000
112	Figueroa, Ethel Lia	Mi Casa Legacy LLC	18	4,321,000
113	Buchan, Kevin	Red 1 Realty	18	5,081,000
114	Falah, Sinan	Coldwell Banker Realty	18	6,540,000
115	Triplett, Coral	Errington Realty LLC.	18	2,795,000
116	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	18	1,912,000
117	Reeves, Carol A	RE/MAX Achievers	17	5,598,000

Rank No	Agent	Office Name	Unit	Volume
118	Hamrick, Kimberly D	Keller Williams Consultants	17	5,731,000
119	Harr, Kathryn	RE/MAX ONE	17	4,864,000
120	Golla, Desalen M	Coldwell Banker Realty	17	6,123,000
121	Winter, Brad	Engel & Volkers RE Advisers	17	8,038,000
122	Rogers, John D	Key Realty	17	3,735,000
123	Hursh, Andrew J	The Westwood Real Estate Co.	17	6,831,000
124	Rowe, Robert A	RE/MAX Capital Centre	17	4,114,000
125	Shaffer, Carlton J	RE/MAX Partners	17	6,860,000
126	Oakley, Tamara S	Coldwell Banker Realty	17	5,467,000
127	Godfrey, Alecia	Keller Williams Excel Realty	16	7,307,000
128	Listebarger, Laura E	Century 21 Excellence Realty	16	5,214,000
129	Marsh, Troy A	Keller Williams Consultants	16	5,618,000
130	Parham, Janene R	Red 1 Realty	16	2,836,000
131	Prewitt, Brandon T	RE/MAX Partners	16	6,028,000
132	Casey, Susanne	Keller Williams Capital Ptnrs	16	6,018,000
133	Hance, Matthew	EXP Realty, LLC	16	5,495,000
134	Liston, Zeke	Reafco	16	5,781,000
135	Keener, Angela L	Keller Williams Consultants	16	5,278,000
136	Bainbridge, Brian C	CRT, Realtors	16	5,220,000
137	Tache, Michale M	Coldwell Banker Realty	16	3,854,000
138	Heicher Gale, Barbara S	Keller Williams Consultants	16	5,235,000
139	Andrews, Jenna L	Plum Tree Realty	16	3,920,000
140	Abouseada, Omar	Red 1 Realty	16	4,461,000
141	Goff, Carol	Carol Goff & Assoc.	16	7,478,000
142	Watkins, Cindi Ann	e-Merge Real Estate Excellence	16	2,808,000
143	Shields, Bradley L	Redfin Corporation	16	6,792,000
144	Koehler, Tina	Red 1 Realty	16	3,782,000
145	Whitten, Glen	Ohio Property Group, LLC	16	6,168,000
146	Mitchell, Courtney J	RE/MAX Premier Choice	16	8,317,000
147	Bluvstein, Jake	RE/MAX Connection	16	6,059,000
148	Becker, Kathryn K	Coldwell Banker Realty	15	7,348,000
149	Beckett-Hill, Jill	Beckett Realty Group	15	10,046,000
150	Sunderman, Mary K	Keller Williams Capital Ptnrs	15	7,957,000

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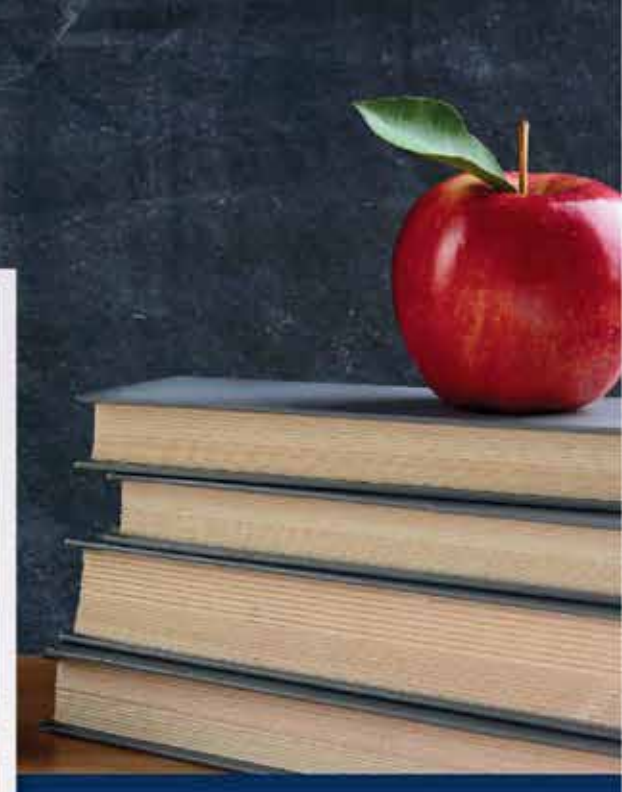


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