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Ready, Get, Grow with Whitney Abraham



HOW TO INCREASE YOUR LEAD GENERATION BY 45% FOR FREE.

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 increase your lead generation and scale your Real Estate business leveraging social media.

If I told you there was a way to increase your lead generation by 45% for FREE, I'm guessing you'd be willing to look into it, right?

According to a survey done by NAR in 2021, 45% of real estate professionals surveyed said that social media was responsible for generating leads and 22% said it helped them close a deal.

In the past 5 years, we've seen a massive surge of service based professionals leveraging their social footprint to build their businesses, but for those of you thinking you're too late, I assure you, you're right on time.

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& DISTRACTED & DROWNING?

With the advancement of technology has come the seeming neverending access to our time, energy, and focus. When your career resides in the real estate space, this is an ever-present detail of life that takes some managing to achieve that elusive illusion of balance.

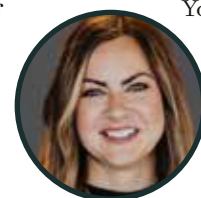
Sometimes I daydream of driving to a remote cabin in the woods having zero access to technology for 2 weeks to detox and refocus with just a pen and paper. It's probably not a bad idea! Alas, our livelihood depends on the access our clients have to us which brings me to the title of this Publisher's Note. Do you ever feel constantly distracted while drowning in responsibility and expectation? I know I do! While I don't have a magic formula or 5-step process to make this go away, I have found the root of the answer does depend on me and my ability to implement boundaries and self-discipline. It can be as simple as turning on your "do not disturb" on your phone while checking emails on your laptop. Or when you are taking 30 minutes before starting your day to read or listen to a podcast - leave your phone in a different room. Turning on auto-responses when you have a 3-hour event or when you know you will be busy with appointments for an extended period of time can help that feeling of overwhelm as well while setting an expectation for those reaching out. I am also a fan of time blocking BUT this strategy is only as good as your ability to stick to it! Designate specific days for specific tasks or a day for no tasks, for instance, I typically leave Mondays & Fridays open without

scheduled appointments so that I set what I need to do around business whether that be setting appointments, planning catching up, and the like.

While we are blessed by the addition of having so much at our fingertips, I believe it is more important than ever to edit and really be intentional about what we are giving our time, energy, and focus to. There is always an event, another self-help recommendation, an opinion of a peer, and a new trend to grab our attention. Have you implemented what you learned from your last book? From that last podcast? We can drown not only in daily distractions but in the endless opportunities to learn to be better and do more! We have become a culture addicted to "what's next" before mastering what is now or what we have already learned.

Our first quarterly event of 2024 is centered around helping us with some of these things and we look forward to seeing all of you on March 6th at 1pm for "Manage Your Mindset & Body."





See you soon and here's to less distraction and more intention!



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publisher's note

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 <p>SR. LOAN OFFICER ANDY PAYNE NMLS 2046562</p> <p>(740) 504-4894 Columbus, OH andy.payne@umcincy.com</p> <p><i>I HAVE 4 YEARS EXPERIENCE IN THE INDUSTRY AS A LOAN OFFICER, AND 3 YEARS EXPERIENCE AS A REALTOR. IT GIVES ME THE UNDERSTANDING OF HOW BOTH SIDES WORK, AND HOW WE NEED TO WORK AS A TEAM ON EVERY DEAL TO PROVIDE THE BEST SERVICE TO CLIENTS.</i></p> <p>FINANCING OPTIONS</p> <ul style="list-style-type: none"> Conventional FHA, USDA, VA One-Time Close Construction (Conventional and VA) 1-0 Buy-Down 1% Down Bank Statement DSCR Commercial <p>APPLY WITH US HERE!</p> 	 <ul style="list-style-type: none"> Clear to close in 14 days or less Constant communication with agents and borrowers Get the CD out after initial underwrite Bolt underwrite-get fully approved before making an offer We are YES people! We always try to find a way to make a deal work! Aggressive rates. We'll beat any quote you get. 	 <p>What Our Clients Say</p> <p>"Thank you for all you did to assist us in closing on our home. I appreciate how you moved so quickly and provided outstanding options that worked perfectly for our situation. Very responsive to every question and walked us all the way through the process. I will definitely recommend any of my friends looking to purchase homes. Just an amazing experience!"</p>

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Renovation *Sells*



Jeff with his family, including his wife, Erin, 19-year-old daughter, Avery, and 16-year-old son, Evan.

Renovation Sells is a fairly new player in central Ohio that many industry insiders may not have heard of yet. Jeff Spiker brought the national pre-sale, home renovation business to Columbus in January 2023, making it the second such franchise in Ohio. Their mission is to partner with REALTORS® to help get homes market-ready in a timely manner. Renovation Sells was started in 2018 in Chicago, Illinois, and has rapidly grown into a national home renovation business with over 40 franchises in more than 23 states.





Born and raised in Zanesville, Ohio, Spiker attended Bowling Green University and began working for BMW Financial Services after graduation. Within 10 years, he worked his way up to Area Manager in the Central Region for BMW North America where he worked for several more years until the COVID pandemic hit in 2020. At that point, he decided to take early retirement and pursue opportunities working for himself. Entrepreneurial in spirit, he always aspired to own his own business and this seemed like the right time to make a change. In 2021, he earned his real estate license so that he could handle his own transactions as a real estate investor. From there he saw a need to help prepare homes for market and decided to buy a Renovation Sells franchise.

Renovation Sells specializes in providing quick updates to get houses ready to sell faster and for more money than homes that have not been updated. The idea is to take an existing space and give it a high-end makeover without changing the footprint. Spiker noticed that while the Columbus market has a lot of

beautiful homes with wonderful layouts, there is a large unmet need for updating 20-year-old houses quickly without gutting the structure. Renovation Sells simplifies renovations by providing project design and planning, performance of the work, management of the entire project, and financing. As you would expect, they typically renovate kitchens and master baths with the average project coming in around \$30,000 with a completion time of about three weeks.

“We’re living in a world where people love HGTV and are constantly looking at social media. Buyers want move-in ready homes with today’s popular updates,” says Spiker. “Most homeowners don’t have the vision or the energy to do this on their own, so we offer a turn-key service to update the property to make it more attractive and appealing to more buyers.”

“Most buyers start their new home search online where they form an impression within the first few seconds of viewing online photos. Our goal is to make those first few photos really stand out and motivate buyers to come see the home in person and make an offer.”

Renovation Sells has a blueprint for success that each project follows, ensuring a fast turnaround with a high-quality renovation. “Our contractors and designers understand that speed and quality of work are crucial for agents and homeowners trying to get their houses market-ready as quickly as possible. This is achievable with our streamlined process to meet the tight timelines.”

You can expect to see more of Jeff Spiker in 2024 as he looks to continue building relationships with REALTOR® partners. In fact, he was just elected VP of the New Albany Realty Association. He’s also involved with the Granville Chamber of Commerce, a member of the Knights of Columbus, and sits on the board for the Newark Ice Hockey Association. An Air National Guard veteran, he and his wife are the proud parents of two kids, a sophomore in college and a sophomore in high school. When not working, he enjoys watching his kids play sports and is a seven-time, 100-mile ride Pelotonia participant.

“
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▶▶ on the rise



Jenné ROSS

By Audrey Brill • Images by Tammy Dean Photography

Jenné Ross describes success as “the ability to pursue your aspirations regardless of setbacks or discouragements.” Her plethora of knowledge allows Jenné not only to build up her career but also to best support her clients.

While Jenné spent a lot of her childhood in North Carolina, her family relocated several times as she grew up due to her parents’ careers. Even attending three different high schools did not curate a negative experience for Jenné. She says: “I strongly believe those transitions and experiences taught me how to adapt quickly and build new relationships even quicker.”

After graduating from Appalachian State University with a degree in Finance and Risk Management, Jenné began her career in corporate insurance and sales leadership roles through organizations like Nationwide and Allstate/Encompass.

In 2017 the company she was working for began to reorganize and her position was impacted. Jenné had the option to either stay at the company in a different role, or leave. “I left and it was such a blessing,” she says. As this career came to an end, Jenné began a new adventure: the start to her sales career in real estate.

Jenné’s husband, Paul, is a real estate developer and her biggest supporter. Together, Jenné and Paul shared an interest in real estate investing. They began doing so several years before Jenné had even considered a career change. Initially, Jenné was intrigued but hesitant. The second they began growing their portfolio and learning more about the business, she was hooked.

Rich Russo
Realty & Co.



“
*I love what I do,
and I love business.
Therefore it can be hard
for me to just turn it off.*
”



With skills and experience under her belt from investing, Jenné confidently went into her new career with an open mindset. She has a passion for growing her personal knowledge on different aspects of her business to ensure she can provide the best service possible for her clients.

Now, working with Rich Russo Realty, Jenné has created a career she takes pride in; but, it is not always easy. The biggest challenge she has faced in her work is finding a work-life balance. “I love what I do, and I love business,” she says. “Therefore it can be hard for me to just turn it off.” It can be especially hard to keep this balance when she is growing her business. “You want to be present for your family but also accessible to your clients,” she says.

One thing she felt was missing while she worked for corporations was the ability to leave a positive impact on people directly. Jenné says, “I believe I’ll look back years from now and remember the people I’ve worked with along the way and how fortunate I was to be a part of achieving their real estate goals.” She finds it very rewarding to see her clients grow and find success.

When Jenné and her husband aren’t working in the busy world of real estate, they are directing all of their focus toward their two sons, George and Franklin. They prioritize being as present as possible for their boys and love spending time together doing activities like playing outside, traveling, or participating in outreach programs through their church!

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EMBRACING CHANGE: 3 REAL ESTATE TRENDS SHAPING 2024

In the constantly evolving world of real estate, staying ahead of the curve of change is crucial for success. As we step into 2024, it's evident that several exciting trends are reshaping the industry. Below, we will explore three prominent trends transforming the real estate landscape and how professionals adapt.

1. THE YOUTUBE REVOLUTION

Often overlooked in real estate marketing, YouTube has become a powerful platform for agents to connect with potential clients. Traditionally, social media giants like Facebook and Instagram dominated the scene. However, agents have recognized YouTube's potential as the second-largest search engine worldwide.

Why the shift? Many homebuyers turn to YouTube to gather information about prospective neighborhoods and properties. REALTORS® have seized this opportunity to establish a presence and engage with a broader audience. They can be trusted experts by creating informative and visually appealing content about neighborhoods, property tours, and real estate tips.

2. VIDEO MARKETING TAKES CENTER STAGE

In 2024, cold calls are becoming a thing of the past. With most people averse to receiving unsolicited phone calls, agents have adapted by using videos as a primary means of communication. Videos can be easily shared through text messages and email, providing a non-intrusive way to connect with potential clients.

The value of video marketing lies in its effectiveness. Text messages have an astonishing open rate of up to 90% within the first hour, making them an ideal channel for sending property videos or market updates. Additionally, email lets agents track who opened their videos, providing valuable insights into client interest.

One success story we've witnessed involves an agent who generated a million dollars in transactional volume by leveraging mass texts and emails with video content.

3. PERSONALIZATION AND SOLVING PAIN POINTS

Real estate professionals seek unique ways to stand out with changing market dynamics, including higher interest rates and a more discerning buyer pool. The key to differentiation is understanding your ideal client. What are their pain points? What fears or questions do they have? Offering real solutions to these challenges is the path to success.

In response to this need, Orange Visuals introduced the VIP program to simplify agents' lives. By taking care of all marketing aspects on YouTube, Instagram, and Facebook, this program requires just three hours of your time per month. It lets you focus on what truly matters—solving your clients' problems and meeting their needs.

In conclusion, 2024 is a year of transformation in the real estate industry. The rise of YouTube as a marketing platform, the shift toward video communication, and the emphasis on personalization and problem-solving are reshaping how agents approach their profession. To thrive in this evolving landscape, real estate professionals must adapt to these trends, staying ahead of the change and delivering exceptional value to their clients. Embrace change, and success will follow.

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MOLLY MOSLEY



▶▶ agent on fire

RE/MAX TOWN CENTER

By Madison Powers
Images by Kristen Nester Photography

MOLLY MOSLEY HAD HER EYE ON THE PRIZE FROM THE MOMENT SHE GRADUATED FROM TEAYS VALLEY HIGH SCHOOL.



Introduced to real estate at the age of 19, Molly knows what it takes to be a star in the industry. From working as an office sales coordinator to covering model homes on weekends, she respectfully made a name for herself as an accomplished central Ohio REALTOR®.

“I was young when I got my real estate license in 2008, and a lot of the people I worked with were older and already partnering with other agents,” says Molly. “So, I went to a lot of networking events to get my name out there.”

Priding herself in her unique marketing strategy, Molly hit the ground running by attracting clients she previously worked with from new builds. Now, 100% of her clientele is repeat or past clients.

“I can’t see myself doing anything else,” shares Molly. “My passion for the job and clients is what keeps them coming back to me, sometimes as many as five or six times.”

In addition to serving her clients, Molly also serves



I TRY TO READ ONE MOTIVATIONAL OR BUSINESS BOOK PER WEEK.



the community as a RE/MAX Miracle Agent for Children's Miracle Network. After each closed transaction, Molly donates proceeds to Nationwide Children's Hospital on behalf of her clients. This is a charity near and dear to Molly's heart, as Nationwide Children's saved her daughter's life when she was born premature and cared for her son after emergency gastrointestinal treatment.

Molly shares her love for giving back with her children, too. A blended family, Molly and her husband have six children and two grandchildren together. Each Christmas, they sponsor families, feed the homeless, and deliver coats to those in need. She also feels strongly about supporting veterans, as her husband and son both have military backgrounds.

With such a large family, having a reliable support system is key to her success - and Molly has just that. Her husband helps by driving her around and placing signs. Sometimes, Molly takes her children to showings, as her youngest daughter likes to help sell the client (never underestimate the power of cute kids!).

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Molly and her family. Back row, from left to right: Stepson, Garrett, husband, Mike, and son, Brendon. Front row, from left to right: Daughter, Ava, Molly, and daughter, Sophie. Not pictured are her daughter, Olivia, and grandson, Taytum.

Outside of work, family and social events, Molly enjoys spending her time cooking, reading and working out.

"I try to read one motivational or business book per week," explains Molly. "My husband and I are team players when going to the gym, so we hold each other accountable."

They are also team players in their side business, "Ready, Set, List." While Molly does the listings, her husband helps with the preparation by picking up legwork like updating light fixtures, mowing lawns and painting. They typically target clients who have relocated and need an extra hand with their property before selling.

When asked about her goals for 2024, Molly shared she is focused on building a bigger team to raise her RE/MAX club status. She currently has an assistant but hopes to add more real estate professionals to the group. Anything is possible with Molly's consistency, passion and tenacity!



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Christopher H | Columbus, OH

“I appreciate everyone taking the time to answer all of our questions and get back with us in a timely manner. Having people available to help with price scenarios in the evening was great! Being first time homebuyers we were nervous but you made it less scary and a seamless process!”

Molly B | Columbus, OH

“Closed in 2 weeks and great team work and communication.”

Hasina N | Columbus, OH

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JORDAN CROSBY

▶▶ featured leader



DI LUSSO REAL ESTATE



By Madison Powers • Images by Kristen Nester Photography

Jordan Crosby knew what he wanted from a young age and hasn't given up since.

A central Ohio native, Jordan grew up in Lewis Center and attended Olentangy High School. He began to follow the path he believed was paved for him by attending college directly after graduation. After two years at The Ohio State University, he quickly realized that journey wasn't the one he wanted to encounter.

Around this same time, Jordan was having conversations with his older brother regarding the decision to rent or buy a house. He listened to the advice he was given and bought a home but rented rooms to friends to continue living as cheaply as possible. While doing this, he became interested in equity and how much it was increasing at the time. He bought another rental property at the age of 24, which led him to the flipping business.

"When I flipped houses, I realized how much the agent would make from commissions, and it made me want to do the same," explains Jordan. "I got my real estate license in 2016 and started my career by passing out door hangers around the neighborhood."

Jordan and his wife, Kelsey.



I HIRED A FULL-TIME CONTENT CREATOR AND VIDEOGRAPHER THAT AGENTS HAVE ACCESS TO FOR FREE.

MARKETING IS A HUGE FACTOR IN THIS BUSINESS.

Besides their one-on-one mentorship, training and support, one thing that sets Di Lusso Real Estate apart from competitors is the age demographic. As a young broker, Jordan has attracted young talent. While many may perceive this as an obstacle, he's taken advantage of the opportunities at his fingertips with a team of ambitious Millennials and Gen-Zers by meeting them where they spend the most time – social media.

I've never been a fan of the camera myself, but I have to lead by example. I started creating content so they know it's not that hard, which has motivated them to do their own stuff."

Aside from real estate, Jordan is also passionate about the car community. He sponsors local car and coffee events, often leading to private networking opportunities. Even when he's not working, he's still working!

"I hired a full-time content creator and videographer that agents have access to for free," says Jordan. "Marketing is a huge factor in this business, so if I can help them by paying for it, that removes one of their biggest barriers.

Jordan's hard work ethic and mentorship mentality have earned him the title of a respected broker and leader in Columbus.

For the next few years, Jordan's career was pretty smooth sailing as he was building his name in the industry. At the end of 2019, he took his next big step and opened a brokerage. Little did he know, this endeavor was about to become a lot more challenging as COVID-19 was knocking at the door (no pun intended).

"On top of starting something new during a pandemic, I was learning how to manage agents while also still figuring out how to be a successful broker," says Jordan. "Opening the brokerage was very eye opening and taught me a lot as a person and professional."

Jordan often found himself taking a step back and reevaluating priorities. There was a learning curve that came with teaching students and putting responsibilities in the hands of others. However, when asked what his proudest accomplishments are, he was quick to mention the remarkable feeling that comes with helping students and watching agents reach their full potential.



Jordan with his assistant, Ben Webster.



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LEGALLY SPEAKING



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

Slak v. Strozier, 2024-Ohio-286, 2024 Ohio App. LEXIS 269, 2024 WL 295276 (6th Dist., Lucas Cty.)

This matter involved an eviction, also known as a forcible entry and detainer action. In 2018, the Plaintiff, as landlord, and Defendant, as tenant, entered into a lease agreement for a house in Toledo. The term of the lease was from August 1, 2018, to February 28, 2022, \$650 per month in rent and a “water fee” of \$100.

On January 1, 2020, the parties signed a second document, titled “TCC Lease with option to purchase plan” (“2020 document”). The 2020 document does not indicate whether it is intended to supplement or replace the 2018 lease. The parties did not enter into another lease agreement when the 2018 lease expired in February 2022.

In November 2022, Plaintiff served a notice of termination of lease and requested Defendant leave the house. When Defendant did not leave, Plaintiff filed the underlying eviction action. Regarding the 2020 document, Defendant argued that the option to purchase was still in effect and that she was in compliance with the document’s terms by making monthly payments.

A lease is a contract, and, like any other contract, it must be construed to carry out the intent of the parties. If the contract language is clear and unambiguous, a court must enforce the terms as written, without turning to evidence beyond the four corners of the agreement.

The Court of Appeals held that the 2020 document cannot be given a definite legal meaning and is susceptible to more than one reasonable interpretation. As such, it agreed with the trial court that the 2020 document is ambiguous.

As a result, the trial court construed the 2020 document against Plaintiff, the drafter, and determined that it was a monthly lease lasting until 2028, unless Defendant missed payments. Based on the poorly-drafted agreement and the minimal evidence presented at the eviction hearing, this interpretation was not unreasonable, arbitrary, or unconscionable, and was supported by some competent, credible evidence. The agreement contemplates Defendant paying monthly rent and refers to monthly payments and credits through 2028, which—in the absence of any contract language or extrinsic evidence more clearly explaining the parties’ intent—could reasonably be construed as the parties agreeing to Defendant’s use and occupancy of the home for nine years on the condition that she timely pay rent of \$650 per month and property taxes. The trial court decision denying Plaintiff’s claim for possession was upheld.

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

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A Phase 1 ESA pulls Federal, State and Local databases to look for issues and violations on the subject property. Based upon the information that is found, the recommendation can be for environmental testing to be done during a Phase 2 inspection. If no concerns are found, further testing is not recommended.

The process involves a thorough review of historical records, site inspections, and interviews with current and past property owners, occupants, and other relevant parties. The focus is on identifying potential sources of contamination, such as previous industrial activities, underground storage tanks, or hazardous waste disposal, that may have occurred on or near the property.

A Phase 1 ESA is often conducted in the context of real estate transactions, particularly for commercial and industrial properties. Lenders may require a Phase 1 ESA to assess the potential environmental risks associated with a property before completing the loan process.

It's important to note that a Phase 1 ESA does not provide a guarantee of environmental compliance or the absence of contamination on a property. Instead, it serves as a tool to identify potential environmental issues that may require further investigation. The standards and guidelines for Phase 1 ESAs are often set by organizations such as the American Society for Testing and Materials (ASTM) in the United States. The newest standard is the ASTM E1527-21. It replaced the ASTM E1527-13 on February 13, 2023. The Phase 1 ESA is an important part of the innocent landowner defense. This helps protect a new owner if they purchase a property that has some type of environmental contamination.

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-Lucas

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

-Julie

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

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

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

-Acacia

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

-Sarah

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

-Cody

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

-J M



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➤ real producer

By Carol Rich • Images by Wes Mosley

SHANNON GRIMM

SHANNON GRIMM, HOWARD HANNA REAL ESTATE SERVICES, IS A SELF-DESCRIBED SCI-FI NERD. SO IT'S FITTING THAT SO MANY OF HER REAL ESTATE CLIENTS SEE HER AS A SUPERHERO — TO THE EXTENT ONE EVEN PRESENTED HER WITH A DC COMICS COVER ART REPLICA THAT DEPICTED SHANNON AS SUPERGIRL.

With her superhero reputation, it makes sense that Shannon has a superpower: her almost psychic ability to know right away which home and/or builder a client is going to love.

“A lot of times if it’s someone who’s looking to build, after I see their current home I’ll know exactly what builder will work for them and sometimes even what floor plan will work for them,” Shannon said. “You have to know what’s important to somebody and figure out what’s their best fit.”

Originally from Vermilion, Ohio, Shannon says throughout school she had teachers that had a positive impact on her. “They basically told me I could do anything and be anything and I believed them.” Her senior year in high school, out of a class of just 143 students, three people voted for Shannon as most likely to succeed. “I just thought that was the coolest thing ever and that was a confidence booster,” she said. “I never wanted to disappoint those three people.”

A fundamental part of Shannon’s character is that she’s always been motivated by a desire to help people. So after graduating from high school, she enrolled in the University of Akron’s School of Nursing. But Shannon soon realized nursing wasn’t for her. “I still wanted to help people,” she said, “but not in a medical way.”

HOWARD HANNA REAL ESTATE SERVICES **SHANNON GRIMM & PARTNERS**

A natural entrepreneur with a lifelong interest in the home market, Shannon shifted her focus to real estate. She obtained her REALTOR® license in 1996, and later earned her broker’s license.

Initially, Shannon worked on other agent’s teams, representing builders as a buyers agent. A few years into her career, she was working as a REALTOR® while simultaneously running two businesses: a Circlepix franchise (real estate photography) and Real Estate Executive of Central Ohio (a real estate publication). In 2010, newly married, she told her husband she thought the best way to help her real estate clients would be to drop her other ventures and sell homes full-time.

Shannon stayed true to her word. Today she leads a tight-knit, award-winning 10-person team, Shannon Grimm & Partners, Howard Hanna Real Estate Services. Shannon and her team members handle new construction sales, as well as sales and purchases of existing homes.

“I take on the role of team leader but I’m also a mentor and a trainer and a confidant,” she said. “I feel like I work for my agents and I want them to be the most confident they can be going into a situation and be sure they’re taking care of their clients.”

With a track record as an exceptional marketing innovator and expert, Shannon stays on top of industry and promotional trends. Her most high-profile marketing effort is her sponsorship of the annual Central Ohio Builder Expo.



Shannon and her husband, Steve, on a cruise with Amanda, whom she helped raise, and Amanda's 16-year-old son, Jonathan, who works for Shannon each summer.

Unlike most agents, who are extroverts, Shannon classifies herself as more of an introvert. As a result, she doesn't usually socialize in large group settings. And on the rare occasions when she attends networking events, she often ends up in a corner, catching up with her team members.

Shannon and her husband, Steve, a network engineer, live in Dublin with their dog, Riley. Shannon jokes that her pooch is a mix of "Springer Spaniel, Pointer, terrier and pooh."

Shannon is a big fan of Marvel and DC movies, as well as Star Trek, and she adores going to sci-fi conventions. At one convention, her husband made sure she was able to meet Stan Lee, the legendary creator of all-things Marvel — including iconic superheroes like Spider-Man, the X-Men, the Fantastic Four and the Hulk. "I met him and got to talk to him," she said. "One of the highlights of my life."

Another cool hobby: Shannon collects rubber ducks. "I've been looking for rubber ducks forever. People bring them to me from all over the world," she said. "I have all types of rubber ducks, in all sizes."

Although she doesn't have children of her own, Shannon spent several years helping raise a little girl. "I would take her to school, pick her up from school and she would spend several nights a week with me and I took her everywhere I went," she said. "Amanda would even help with my real estate mailers." Amanda just turned 33 in December and now has a 16-year-old son. And that son, Jonathan, works with Shannon's team every summer.



**“
MY GOAL IS
TO ALWAYS
HELP THE
CLIENT.
REAL ESTATE
IS ABOUT
DOING THE
RIGHT THING
BY THE
CLIENT.
”**



Shannon's beloved dog, Riley.



Shannon and team, from left to right: Abby Jessup, Mike Stanley, Shannon, Slavi Jordanov, Jennifer Scott and Earl Westfall.



“I’m not sure (when we first met) if my husband understood that even though she wasn’t my biological daughter, we were a package deal,” Shannon said. “My husband and I met in April 2007 and Amanda’s son, Jonathan, was born in December 2007. The four of us go on “family vacations” all over the world together.”

Shannon says that she and Jonathan also take trips just by themselves. “He now loves Boston as much as I do and he is also responsible for all of us loving to cruise. On Jonathan’s first trip to Disney World, on his 7th birthday, he saw a replica Disney cruise ship, and I promised him we would go on a cruise when he was 10. I thought that would give us enough time to wrap our heads around cruising, since I never make a promise to a kid I can’t keep. My husband and I never thought we would be cruisers, but now we look forward to the next one.”

In real estate as in real life, Shannon is deeply committed to helping the people she cares about — and that includes her team, industry partners and her clients. “My goal is to always help the client,” she said. “Real estate is about doing the right thing by the client.”

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, 2024, as of Feb. 19, 2024, at 9:20 a.m.

Rank No	Agent	Office Name	Units	Volume
1	Hencheck, Alexander A	HMS Real Estate	59	25,921,000
2	Raines, Sandy L	The Raines Group, Inc.	24	15,058,000
3	Willcut, Roger E	Keller Williams Consultants	9	11,597,000
4	Riddle, Robert J	New Albany Realty, LTD	13	9,656,000
5	Tartabini, Daniel V	New Advantage, LTD	18	9,428,000
6	Fairman, Charlene K	The Realty Firm	18	9,307,000
7	Ruehle, Ryan J	EXP Realty, LLC	22	7,209,000
8	Kemp, Brian D	Keller Williams Capital Ptnrs	13	7,161,000
9	Ruff, Jeffery W	Cutler Real Estate	11	6,693,000
10	Ramm, Jeff	Coldwell Banker Realty	3	6,250,000
11	Goff, Carol	Carol Goff & Assoc.	9	5,884,000
12	Klingel, Carrie	Keller Williams Consultants	2	5,400,000
13	Ross, James E	Red 1 Realty	18	4,717,000
14	Davis, Brian G	Auction Ohio	7	4,223,000
15	Cooper, Sam	Howard Hanna Real Estate Svcs	15	4,186,000
16	Lynn, Lori	Keller Williams Consultants	14	3,976,000
17	Smith, Amanda	Howard Hanna Real Estate Svcs	2	3,945,000
18	Batcheck, Mark	Red 1 Realty	5	3,850,000
19	Clarizio, Bradley	Red 1 Realty	14	3,756,000
20	Smith, Eric R	Doug Smith Realty & Auction Co	1	3,750,000
21	DeLeon, Zachary T	Keller Williams Greater Cols	4	3,425,000
22	Diaz, Byron	NextHome Experience	12	3,352,000
23	Jones, Jane L	Howard Hanna Real Estate Svcs	4	3,285,000
24	Wright, Kacey A	RE/MAX Partners	6	3,272,000
25	Dixon, Tracey L	Keller Williams Greater Cols	9	3,144,000
26	Grandey, M. Michaela	Rolls Realty	4	3,131,000
27	Fox-Smith, Angelina L	Coldwell Banker Realty	6	3,064,000
28	Berrien, Todd V	Coldwell Banker Realty	8	3,015,000
29	Hamrick, Kimberly D	Keller Williams Consultants	7	2,980,000
30	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	6	2,977,000
31	Shaffer, Donald E	Howard HannaRealEstateServices	8	2,962,000
32	Fisk, Jacob V	Red 1 Realty	12	2,915,000
33	Lesnick, Jean M	New Albany Realty, LTD	2	2,850,000
34	Casey, Michael A	RE/MAX Connection, Realtors	5	2,850,000

Rank No	Agent	Office Name	Units	Volume
35	Ciamacco, DeLena	RE/MAX Connection, Realtors	7	2,813,000
36	Breeckner, Brian	Beckett Realty Group	11	2,758,000
37	Beckett-Hill, Jill	Beckett Realty Group	4	2,738,000
38	Close, Allison L	Cutler Real Estate	5	2,699,000
39	Conley, Amy E	Cutler Real Estate	4	2,691,000
40	Shawver, Morgan Taylor	Coldwell Banker Realty	5	2,653,000
41	Sunderman, Mary K	Keller Williams Capital Ptnrs	3	2,578,000
42	Cameron, Christina M	Rolls Realty	3	2,540,000
43	Mahler, Jeff A*	Keller Williams Capital Ptnrs	6	2,515,000
44	Frole, Alanna J	Coldwell Banker Realty	5	2,446,000
45	Yuhas, Hannah	Coldwell Banker Realty	3	2,393,000
46	Golla, Desalen M	Coldwell Banker Realty	6	2,322,000
47	Smith, Steven S S	Keller Williams Consultants	6	2,296,000
48	Veeragandham, Kishore	Red 1 Realty	5	2,258,000
49	Woo, Jeffrey D	Howard Hanna Real Estate Svcs	4	2,245,000
50	El Mejjaty, Omar	Carleton Realty, LLC	8	2,244,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, 2024, as of Feb. 19, 2024, at 9:20 a.m.

Rank No	Agent	Office Name	Units	Volume
51	Beirne, Daniel J	Opendoor Brokerage LLC	8	2,174,000
52	Barnes, Corey W	Villa Real Estate Consultants	5	2,168,000
53	Wills, Julie R	Howard Hanna Real Estate Svcs	5	2,151,000
54	Wheeler, Lacey D	Red 1 Realty	4	2,146,000
55	Lyle, Marka A	Howard Hanna Real Estate Svcs	2	2,142,000
56	Bodipudi, Koteswara	Red 1 Realty	6	2,129,000
57	Hamilton, V. Patrick	REMAX Alliance Realty	4	2,110,000
58	Kessler-Lennox, Jane	New Albany Realty, LTD	2	2,106,000
59	MacKenzie, Cynthia C	CYMACK Real Estate	4	2,030,000
60	Ritchie, Lee	RE/MAX Partners	5	2,022,000
61	Collins, Charles E	Red 1 Realty	8	2,001,000
62	Reil, Timothy C	Keller Williams Consultants	4	1,960,000
63	Sarrouf, Anthony C	Red 1 Realty	4	1,958,000
64	Janitzki, Seth J	Cam Taylor Co. Ltd., Realtors	3	1,954,000
65	Sabo, Violetta	LRG Realty	5	1,925,000
66	Hance, Matthew	EXP Realty, LLC	5	1,925,000

Rank No	Agent	Office Name	Units	Volume
67	Kovacs, Kimberly A	Coldwell Banker Realty	6	1,912,000
68	Chapman, Oliver	Keller Williams Consultants	4	1,881,000
69	Bainbridge, Brian C	CRT, Realtors	5	1,880,000
70	Seagle, Eric	Move Real Estate	4	1,879,000
71	Cox, Brittany	Coldwell Banker Realty	7	1,878,000
72	Hart, Kevin	Keller Williams Greater Cols	5	1,869,000
73	MYERS, AMANDA	Rise Realty	10	1,856,000
74	Hursh, Andrew J	The Westwood Real Estate Co.	5	1,830,000
75	Claypool, Sarah	Rock House Realty LLC	1	1,800,000
76	Bluvstein, Jake	RE/MAX Connection, Realtors	5	1,778,000
77	Farwick, Thomas M	KW Classic Properties Realty	3	1,754,000
78	Griffith, Tyler R	RE/MAX Peak	5	1,741,000
79	Hunter, Ling Q	Red 1 Realty	5	1,741,000
80	Boyd, Christopher T	RE/MAX Leading Edge	5	1,729,000
81	Hood, Shaun	Coldwell Banker Realty	7	1,726,000
82	Graham, Mark	Countrytyme Realty, LLC	18	1,721,000
83	Clark, Amy G	LifePoint Real Estate, LLC	4	1,720,000
84	Assmann, Jenny	Core Realty Collection	3	1,714,000
85	Listebarger, Laura E	Century 21 Excellence Realty	5	1,714,000
86	Evans, Nicole R	Coldwell Banker Realty	4	1,710,000
87	Harr, Kathryn	RE/MAX ONE	6	1,706,000
88	Provost, Kristy D	Red 1 Realty	3	1,705,000
89	Allgood, Amanda M	e-Merge Real Estate	5	1,694,000
90	Metarelis, Steve G	Offerpad Brokerage, LLC	6	1,668,000
91	Van Woerkom, Sue A	Keller Williams Capital Ptnrs	5	1,654,000
92	Looney, Sherry L	Howard HannaRealEstateServices	5	1,654,000
93	Shubaily, Raad	Red 1 Realty	3	1,645,000
94	Russo, Richard	Rich Russo Realty & Co.	6	1,637,000
95	Theado, Lisa D	Theado & Company, LLC	1	1,634,000
96	Marsh, Troy A	Keller Williams Consultants	4	1,630,000
97	Becker, Kathryn K	Coldwell Banker Realty	3	1,621,000
98	Churchill, Carlton A	Rich Russo Realty & Co.	5	1,614,000
99	Jeffery, Rebecca	Carol Goff & Assoc.	2	1,590,000
100	Chapman, Susan	Keller Williams Greater Cols	7	1,570,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, 2024, as of Feb. 19, 2024, at 9:20 a.m.

Rank No	Agent	Office Name	Units	Volume
101	Figueroa, Ethel Lia	Mi Casa Legacy LLC	8	1,560,000
102	Simpson, Kimberly L	Cutler Real Estate	2	1,550,000
103	Busch, Michael D	Coldwell Banker Realty	4	1,549,000
104	Kearns-Davis, Pat	RE/MAX Capital Centre	3	1,547,000
105	Petrof, Vincent J	RE/MAX Connection, Realtors	4	1,540,000
106	Culbertson, Dave T	Howard Hanna Real Estate Svcs	5	1,537,000
107	McCartney, Brian	JMG Ohio	5	1,521,000
108	Shaffer, Carlton J	RE/MAX Partners	6	1,515,000
109	Linsker, Michael L	Northsteppe Realty	3	1,515,000
110	Pahouja, Sumeet	New Home Star, LLC	3	1,511,000
111	Trepkoski, Isabelle Debra	Styer RE Professionals	5	1,509,000
112	Joseph, Sony	Red 1 Realty	3	1,506,000
113	Kharel, Bhim	Howard Hanna Real Estate Svcs	3	1,500,000
114	Freyhof, Kristin M	Champaign Realty	1	1,500,000
115	Torgerson, Lauren E	NextHome Experience	2	1,500,000
116	Ludwig, Kelly R	Coldwell Banker Realty	1	1,500,000
117	Hattaway, Heather A	LakefrontLivingRealty-LakeTeam	1	1,500,000
118	Langhirt, Valerie	EXP Realty, LLC	1	1,500,000
119	Abbott, Kelly	Howard Hanna Real Estate Svcs	7	1,500,000
120	Henderson, Dawn	New Home Star, LLC	3	1,492,000
121	Andrews, Jenna L	Plum Tree Realty	6	1,471,000
122	Lustnauer, Milt	RE/MAX Premier Choice	2	1,465,000
123	Hawk, Lorna V	Berkshire Hathaway HS Pro Rlty	4	1,454,000
124	Heyd, Patricia	Redfin Corporation	3	1,446,000
125	Heicher Gale, Barbara S	Keller Williams Consultants	4	1,437,000
126	Van Paepeghem, James B	RE/MAX Revealty	3	1,435,000
127	Shields, Bradley L	Redfin Corporation	3	1,435,000
128	Nguyen, Vi	Fathom Realty Ohio	5	1,434,000
129	Ferrari, Rhiannon M	EXP Realty, LLC	6	1,430,000
130	Matney, Rob	Howard Hanna Real Estate Svcs	3	1,430,000
131	Wainfor, Susan	Coldwell Banker Realty	2	1,430,000
132	Johnston, Carrie	Keller Williams Greater Cols	4	1,428,000
133	Winter, Brad	Engel & Volkers RE Advisers	3	1,415,000

Rank No	Agent	Office Name	Units	Volume
134	Edwards, Kyle	KW Classic Properties Realty	3	1,412,000
135	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	4	1,408,000
136	Parrett, Constance D	Cutler Real Estate	4	1,408,000
137	Keener, Angela L	Keller Williams Consultants	4	1,403,000
138	Andrews, Trevor R	RE/MAX Revealty	4	1,402,000
139	Lyman, Remington	Reafco	6	1,375,000
140	Bebinger, Tara A	Keller Williams Consultants	4	1,369,000
141	Singerman, Aaron T	Key Realty	3	1,366,000
142	Laumann, Margot M	Street Sotheby's International	3	1,354,000
143	Abbruzzese, Scott J	Coldwell Banker Realty	2	1,341,000
144	Blanken, Holly K	Heart & Home Realty	4	1,339,000
145	McClaine, Michele A	Coldwell Banker Realty	3	1,330,000
146	Kelly, Kimberly Jo	Di Lusso Real Estate	4	1,326,000
147	Morris, Alison C	RE/MAX Revealty	3	1,323,000
148	Valentine, Jennifer A	ValEquity Real Estate	2	1,311,000
149	Hazard, Beth E	NextHome Experience	4	1,310,000
150	Buck, Christy A	LEPI & ASSOCIATES	3	1,304,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, 2024, as of Feb. 19, 2024, at 9:20 a.m.

Rank No	Agent	Office Name	Volume	Units
1	Hencheck, Alexander A	HMS Real Estate	25,921,000	59
2	Raines, Sandy L	The Raines Group, Inc.	15,058,000	24
3	Ruehle, Ryan J	EXP Realty, LLC	7,209,000	22
4	Fairman, Charlene K	The Realty Firm	9,307,000	18
5	Graham, Mark	Countrytyme Realty, LLC	1,721,000	18
6	Tartabini, Daniel V	New Advantage, LTD	9,428,000	18
7	Ross, James E	Red 1 Realty	4,717,000	18
8	Cooper, Sam	Howard Hanna Real Estate Svcs	4,186,000	15
9	Lynn, Lori	Keller Williams Consultants	3,976,000	14
10	Clarizio, Bradley	Red 1 Realty	3,756,000	14
11	Kemp, Brian D	Keller Williams Capital Ptnrs	7,161,000	13
12	Riddle, Robert J	New Albany Realty, LTD	9,656,000	13
13	Fisk, Jacob V	Red 1 Realty	2,915,000	12
14	Diaz, Byron	NextHome Experience	3,352,000	12
15	Ruff, Jeffery W	Cutler Real Estate	6,693,000	11
16	Breckner, Brian	Beckett Realty Group	2,758,000	11

Rank No	Agent	Office Name	Volume	Units
17	MYERS, AMANDA	Rise Realty	1,856,000	10
18	Goff, Carol	Carol Goff & Assoc.	5,884,000	9
19	Willcut, Roger E	Keller Williams Consultants	11,597,000	9
20	Fader, Scott	Joseph Walter Realty, LLC	994,000	9
21	Dixon, Tracey L	Keller Williams Greater Cols	3,144,000	9
22	Figueroa, Ethel Lia	Mi Casa Legacy LLC	1,560,000	8
23	Berrien, Todd V	Coldwell Banker Realty	3,015,000	8
24	El Mejjaty, Omar	Carleton Realty, LLC	2,244,000	8
25	Shaffer, Donald E	Howard HannaRealEstateServices	2,962,000	8
26	Collins, Charles E	Red 1 Realty	2,001,000	8
27	Beirne, Daniel J	Opendoor Brokerage LLC	2,174,000	8
28	Hamrick, Kimberly D	Keller Williams Consultants	2,980,000	7
29	Hood, Shaun	Coldwell Banker Realty	1,726,000	7
30	Rooks, Scott David	Lakeside Real Estate & Auction	665,000	7
31	Rowe, Robert A	RE/MAX Capital Centre	1,159,000	7
32	Cox, Brittany	Coldwell Banker Realty	1,878,000	7
33	Chapman, Susan	Keller Williams Greater Cols	1,570,000	7
34	Davis, Brian G	Auction Ohio	4,223,000	7
35	Abbott, Kelly	Howard Hanna Real Estate Svcs	1,500,000	7
36	Ciamacco, DeLena	RE/MAX Connection, Realtors	2,813,000	7
37	Smith, Steven S S	Keller Williams Consultants	2,296,000	6
38	Rice, Marc A	Reafco	1,261,000	6
39	Russo, Richard	Rich Russo Realty & Co.	1,637,000	6
40	Payne, Donald A	Vision Realty, Inc.	1,140,000	6
41	Lyman, Remington	Reafco	1,375,000	6
42	Andrews, Jenna L	Plum Tree Realty	1,471,000	6
43	Shaffer, Carlton J	RE/MAX Partners	1,515,000	6
44	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	2,977,000	6
45	Mahler, Jeff A*	Keller Williams Capital Ptnrs	2,515,000	6
46	McDonald, Jayme	Red 1 Realty	75,000	6
47	Fox-Smith, Angelina L	Coldwell Banker Realty	3,064,000	6
48	Bodipudi, Koteswara	Red 1 Realty	2,129,000	6
49	Ferrari, Rhiannon M	EXP Realty, LLC	1,430,000	6
50	Wright, Kacey A	RE/MAX Partners	3,272,000	6

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, 2024, as of Feb. 19, 2024, at 9:20 a.m.

Rank No	Agent	Office Name	Volume	Units
51	Golla, Desalen M	Coldwell Banker Realty	2,322,000	6
52	Harr, Kathryn	RE/MAX ONE	1,706,000	6
53	Kovacs, Kimberly A	Coldwell Banker Realty	1,912,000	6
54	Metarelis, Steve G	Offerpad Brokerage, LLC	1,668,000	6
55	Lieu, Jimmy	Swiss Realty LTD	1,204,000	5
56	Looney, Sherry L	Howard HannaRealEstateServices	1,654,000	5
57	Hensel, Drew R	RE/MAX ONE	1,108,000	5
58	Listebarger, Laura E	Century 21 Excellence Realty	1,714,000	5
59	Corbin, Mark D	NextHome Experience	1,275,000	5
60	Batcheck, Mark	Red 1 Realty	3,850,000	5
61	Bluvstein, Jake	RE/MAX Connection, Realtors	1,778,000	5
62	Veeragandham, Kishore	Red 1 Realty	2,258,000	5
63	McCartney, Brian	JMG Ohio	1,521,000	5
64	Sabo, Violetta	LRG Realty	1,925,000	5
65	Churchill, Carlton A	Rich Russo Realty & Co.	1,614,000	5
66	Hunter, Ling Q	Red 1 Realty	1,741,000	5
67	Hart, Kevin	Keller Williams Greater Cols	1,869,000	5

Rank No	Agent	Office Name	Volume	Units
68	Hance, Matthew	EXP Realty, LLC	1,925,000	5
69	Casey, Michael A	RE/MAX Connection, Realtors	2,850,000	5
70	Barnes, Corey W	Villa Real Estate Consultants	2,168,000	5
71	Weade, Branen L	Weade Realtors & Auctioneers	325,000	5
72	Trepkoski, Isabelle Debra	Styer RE Professionals	1,509,000	5
73	Hursh, Andrew J	The Westwood Real Estate Co.	1,830,000	5
74	Allgood, Amanda M	e-Merge Real Estate	1,694,000	5
75	Nguyen, Vi	Fathom Realty Ohio	1,434,000	5
76	Frole, Alanna J	Coldwell Banker Realty	2,446,000	5
77	Wills, Julie R	Howard Hanna Real Estate Svcs	2,151,000	5
78	Ritchie, Lee	RE/MAX Partners	2,022,000	5
79	Boyd, Christopher T	RE/MAX Leading Edge	1,729,000	5
80	Shawver, Morgan Taylor	Coldwell Banker Realty	2,653,000	5
81	Culbertson, Dave T	Howard Hanna Real Estate Svcs	1,537,000	5
82	Close, Allison L	Cutler Real Estate	2,699,000	5
83	Bainbridge, Brian C	CRT, Realtors	1,880,000	5
84	Van Woerkom, Sue A	Keller Williams Capital Ptnrs	1,654,000	5
85	Griffith, Tyler R	RE/MAX Peak	1,741,000	5
86	Patterson, Charmin M	Howard Hanna Real Estate Services	899,000	5
87	Watkins, Cindi Ann	e-Merge Real Estate Excellence	615,000	5
88	Toth, Sherrie	RE/MAX Consultant Group	497,000	5
89	Reil, Timothy C	Keller Williams Consultants	1,960,000	4
90	Ringer, Scott	Keller Williams Consultants	1,121,000	4
91	Hazard, Beth E	NextHome Experience	1,310,000	4
92	Evans, Nicole R	Coldwell Banker Realty	1,710,000	4
93	Jones, Jane L	Howard Hanna Real Estate Svcs	3,285,000	4
94	Styer, Jonathan C	Styer RE Professionals	1,226,000	4
95	Fiorello, Kellie A	Coldwell Banker Realty	1,014,000	4
96	Mullins, Rebekah	Red 1 Realty	900,000	4
97	Adair, Sandra M	Century 21 Darfus Realty	591,000	4
98	McClellan, Kimberlee	Ai Brokers LLC	553,000	4
99	Buchan, Kevin	Red 1 Realty	1,082,000	4
100	Soskin, Alexander	Soskin Realty, LLC	1,096,000	4

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, 2024, as of Feb. 19, 2024, at 9:20 a.m.

Rank No	Agent	Office Name	Volume	Units
101	Chapman, Oliver	Keller Williams Consultants	1,881,000	4
102	Johnston, Carrie	Keller Williams Greater Cols	1,428,000	4
103	Blanken, Holly K	Heart & Home Realty	1,339,000	4
104	Seagle, Eric	Move Real Estate	1,879,000	4
105	Busch, Michael D	Coldwell Banker Realty	1,549,000	4
106	Hall, Dennie	Fathom Realty Ohio	140,000	4
107	Kelly, Kimberly Jo	Di Lusso Real Estate	1,326,000	4
108	Lyubimova, Ekaterina	NextHome Experience	890,000	4
109	Jones, Tracy J	Keller Williams Legacy Group	530,000	4
110	Hughes, Malia K	Fathom Realty Ohio	1,209,000	4
111	Lane, Jeffrey S	Prodigy Properties	562,000	4
112	Heicher Gale, Barbara S	Keller Williams Consultants	1,437,000	4
113	Beckett-Hill, Jill	Beckett Realty Group	2,738,000	4
114	Tharp, Rebecca J	CRT, Realtors	1,240,000	4
115	Keener, Angela L	Keller Williams Consultants	1,403,000	4
116	Hood, Dustin M	Keller Williams Consultants	1,047,000	4
117	Ogden Oxender, Erin	Keller Williams Capital Ptns	1,408,000	4

Rank No	Agent	Office Name	Volume	Units
118	Leukart, Crystal L	Casto Residential Realty	909,000	4
119	Johnston, Dawnette A	Howard Hanna Real Estate Svcs	703,000	4
120	Berg, Jeffery D	Berkshire Hathaway HS Pro Rlty	1,250,000	4
121	Miller, Sam	Re/Max Stars	665,000	4
122	Price, Hugh H	Howard HannaRealEstateServices	862,000	4
123	MacKenzie, Cynthia C	CYMACK Real Estate	2,030,000	4
124	Barker, Dara L	Keller Williams Consultants	640,000	4
125	Sarrouf, Anthony C	Red 1 Realty	1,958,000	4
126	Medalie, Charles D	ListWithFreedom.com	354,000	4
127	Petrof, Vincent J	RE/MAX Connection, Realtors	1,540,000	4
128	Clark, Amy G	LifePoint Real Estate, LLC	1,720,000	4
129	Roberge, Charlene	Lagonda Creek Real Estate, LLC	832,000	4
130	Parrett, Constance D	Cutler Real Estate	1,408,000	4
131	Devoll, A. Tyler	Coldwell Banker Realty	1,227,000	4
132	Bates, Lisadiana Elaine	Fathom Realty Ohio	696,000	4
133	Gamble, Angel	REAL ESTATE PRO'S	56,000	4
134	Hamilton, V. Patrick	REMAX Alliance Realty	2,110,000	4
135	Cliffel, Eric J	KW Classic Properties Realty	903,000	4
136	Wheeler, Lacey D	Red 1 Realty	2,146,000	4
137	Fair, Diana	Ross, Realtors	618,000	4
138	Sluijters, Frederique	Red 1 Realty	783,000	4
139	Vance, Chase	Di Lusso Real Estate	757,000	4
140	Elflein, Joan	Ohio Broker Direct, LLC	1,210,000	4
141	Grandey, M. Michaela	Rolls Realty	3,131,000	4
142	Marvin, Scott A	Team Results Realty	1,225,000	4
143	Bebinger, Tara A	Keller Williams Consultants	1,369,000	4
144	Marsh, Troy A	Keller Williams Consultants	1,630,000	4
145	Conley, Amy E	Cutler Real Estate	2,691,000	4
146	Woo, Jeffrey D	Howard Hanna Real Estate Svcs	2,245,000	4
147	Kidwell, Jennifer M	e-Merge Real Estate	839,000	4
148	Rogers, John D	Key Realty	458,000	4
149	Parham, Janene R	Red 1 Realty	796,000	4
150	Hawk, Lorna V	Berkshire Hathaway HS Pro Rlty	1,454,000	4

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.



WHAT'S UP, WOMEN'S COUNCIL?

Women's Council of REALTORS Columbus



MARCH 14TH

Navigating Safe Practices

The Dynamic Self Defense Training is your ticket to enhancing your knowledge of practical self-defense tactics specifically tailored to the unique challenges faced in the real estate field. Get ready to apply these skills effectively and, most importantly, have a blast doing it! CE eligible



APRIL 18TH

Women's Panel Empowerment Exchange

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



MAY 16TH

Member's Only Mastermind

Connect with top-producing women in the industry, share strategies, unlock growth secrets, and skyrocket your business, all in a supportive, confidential space. Don't just climb the ladder - rewrite the rules of the game. Join the Mastermind and build an empire fueled by support and success.

let's connect!

INTERESTED IN BECOMING A MEMBER & GETTING INVOLVED?

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"The **process was clear, communication was prompt, and everything was fast.** I liked how I never had questions on what was left to do and I knew where I was in the whole process."

-RACHEL



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