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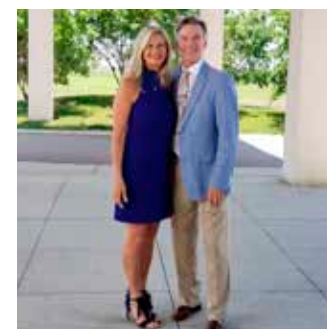



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Ready, Set, Grow with Whitney Abraham  
 HOW TO LEVERAGE TESTIMONIALS IN A WAY



THAT WORKS ONLINE.

Whitney Abraham, Business Coach, Marketing Strategist and Co-Founder of REEL SOCIAL AGENT shares how to position yourself as the go-to agent online.

83% of agents say they get their new client leads from referrals. 44% say they get new client leads from social media.

Both are solid areas of focus that require your attention as an agent who's prioritizing growth...but imagine what would happen if we could combine these two sources? What if we could leverage the voice of our clients on social media to 10x our exposure and leads?

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Instead of taking their google review and posting it on your feed, why don't you ask them if they'd be willing to have a 5 minute casual conversation with you about what it was like to work together? Film that talk and use the video clips to create endless content to show how great you are at your job. The more organic and unrehearsed, the better.

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# MANAGE YOUR MINDSET & BODY EVENT RECAP!

## ▶▶ publisher's note

Our March 8 "Manage Your Mindset & Body" quarterly event was truly impactful! We enjoyed providing meaningful content from Dr. Tim Stauffer and learning about helpful tools from Matt and Sarah Dorsky of Hydrate Me, New Albany to feel our best! Look for their ad every month and schedule an appointment. You can connect with Dr. Stauffer at [timstauffercounseling.com](http://timstauffercounseling.com) and check out his podcast! THANK YOU to our esteemed agent panelists, Desalen Golla, Shaun Hood, Cristina Romanelli and Tracy Chambers for their insight and perspective.

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

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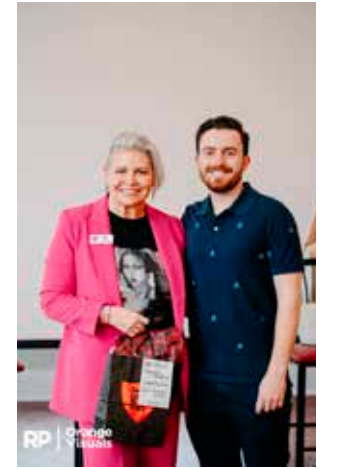
We would also like to extend a special thanks to our Giveaway Sponsors along with Buckeye Sky Media for our event and promo video and Orange Visuals for our incredible photos!

See you at our next event!



Your Friend,  
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# Buckeye

**B A S E M E N T S O L U T I O N S**



By Nancy LaMarca • Images by Orange Visuals

*Most people go into business thinking of how they can make a living while doing something they enjoy. For Brian Mastroianni, owner of Buckeye Basement Solutions, it's a little more personal than that. He set out to form a company that would help people live healthier lives. He has a passion that is evident in the way he runs his business and has taken on this mission of creating clean and healthy living environments.*

When COVID hit in 2020, many people found themselves at a crossroads professionally. Everything was changing and many people were living with

uncertainty and saw this time as a way to reinvent themselves. Such was the case with Brian.

He is one of many people suffering from rheumatoid arthritis, a condition that affects the joints causing pain and stiffness, sometimes debilitating. Complications from this disease actually claimed the life of his mother. As someone who was always healthy, worked out and ate a clean diet, he thought he could beat this disease. That's what led him to look into the impact of living with unknown household toxins and what effect they have on our bodies and autoimmune diseases. It is widely believed that



**BEING A PARENT IS THE MOST DIFFICULT AND THE MOST REWARDING JOB AT THE SAME TIME. I'M ALSO VERY LUCKY TO BE WITH KATIE. SHE'S IN MY LIFE FOR A REASON AND I AM GRATEFUL EVERY DAY.**

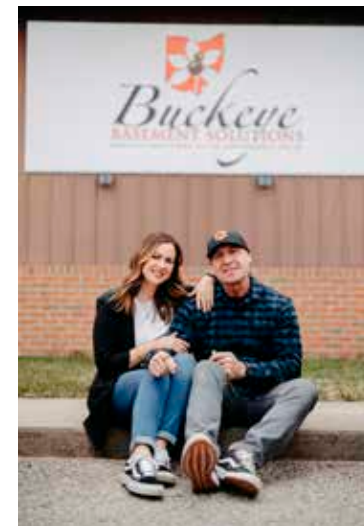


the root cause of the disease is both genetic and environmental factors. While we can't control our genetics, we can control our environment. During his research, Brian found a direct correlation to mold and autoimmune disorders. As our society has become more aware of environmental concerns, he thought this was the perfect time and the perfect way to help people improve the quality of the air in their homes, saying, "It's a very personal business for me. It's not just about redirecting water or putting gutters on someone's home."

Buckeye Basement Solutions was formed in 2020 with Brian and another partner, whom he later bought out. Today, he is proud to say he has grown the company to include ten field technicians, an office manager and two non-commissioned sales reps. As a small, family-owned company, everyone who works with him knows his story and shares his mindset for helping people live healthy. And because they are not owned by a large corporation, he personally selects every product they use, making sure to use only non-toxic materials. "I am almost subconsciously talking to people about their health," he says.

"We are happy to be a local, almost boutique company where we can provide consistency and build personal relationships with all our customers. We become emotionally invested in every job we do. In fact, every new client gets a welcome to our family letter in the mail," he said.

Outside of running his business, Brian is a devoted husband and father who enjoys spending time with his 11-year-old daughter, Taylor, and his wife, Katie. He stops to reflect on what they bring to his life and credits them with inspiring him to be the man he is. "Being a parent is the most difficult and the most rewarding job at the same time. I'm also very lucky to be with Katie. She's in my life for a reason and I am grateful every day."



Brian with his wife, Katie.



Brian and his daughter, Taylor.



  
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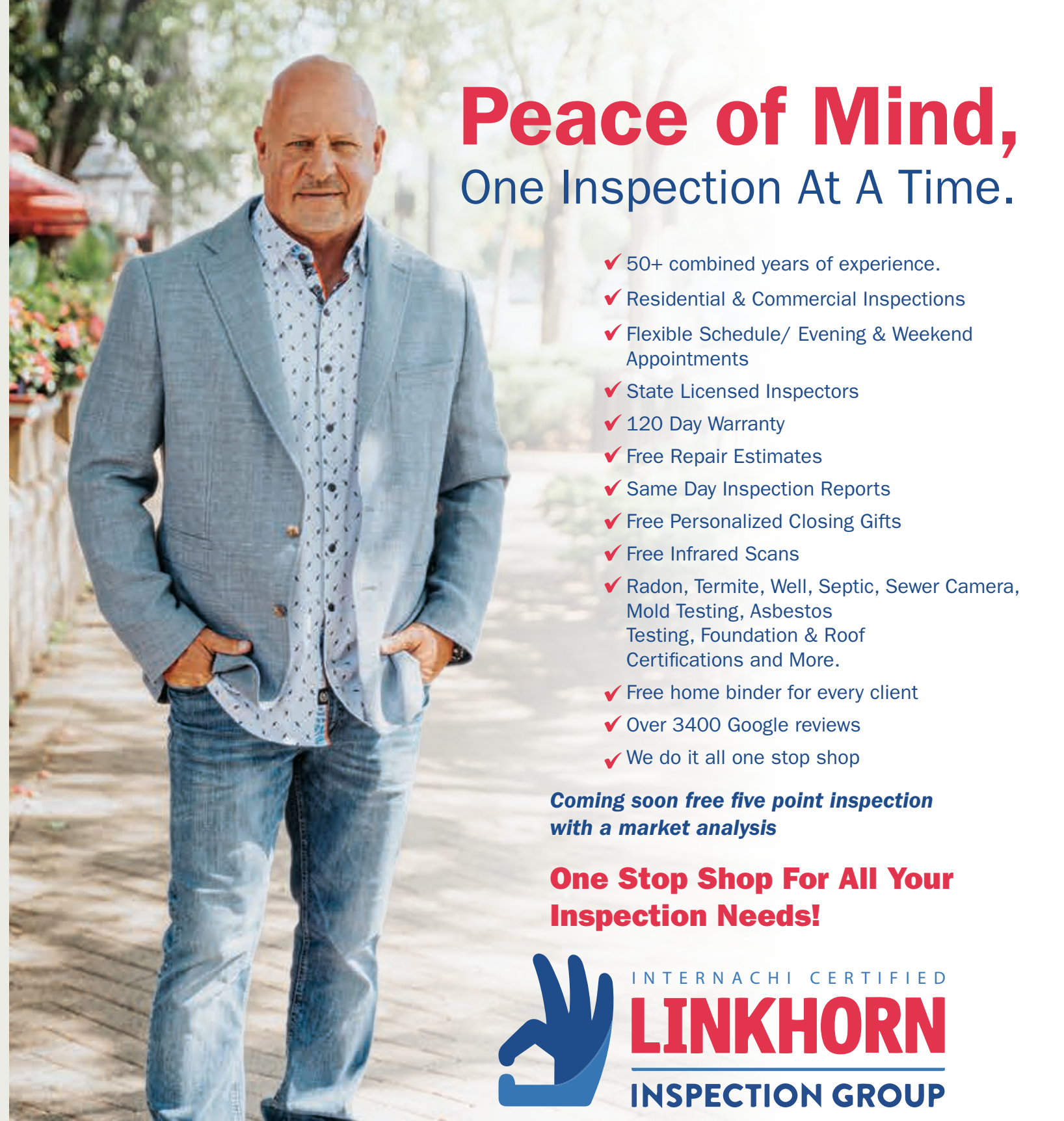
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# BENJAMIN JONES

▶ on the rise



By Audrey Brill • Images by Orange Visuals

“People need to be seen, heard and valued,” says REALTOR® Benjamin Jones, who aims to build a business embodying that concept.

KELLER WILLIAMS GREATER COLUMBUS REALTY

Born in Columbus, Ben grew up with his family in Gahanna. His family consisted of his dad, who was a pastor, his mom, who stayed home with their kids, his four brothers and his six sisters. With their dad being a pastor, Ben was raised in the church, and that upbringing combined with having so many siblings resulted in his top priorities today: faith and family.

While attending Gahanna Lincoln High School, Ben played varsity basketball before going on to play basketball for Malone University in Canton, Ohio. He was continuously the “worst player on the best teams” but he gained a sense of humility he applies to his everyday life. It was through basketball that Ben developed his work ethic, and through Malone University that he met his now wife, Erica.

He began his professional career in 2012 as a new home sales consultant with Dominion Homes. There, he was trained by Jim King, who eventually became his mentor. Ben says: “He taught me so much about the business of real estate, how to carry



“  
 THEY SAY  
 YOU CAN'T  
 TAKE ANYONE  
 FURTHER  
 THAN YOU  
 HAVE BEEN.”

myself professionally, and how to serve clients well.” From there, he joined Eye Homes in 2018 where he discovered a new perspective on real estate in buying, renovating and selling properties.

After eight years of different real estate experience, Ben decided to take a leap of faith toward becoming a REALTOR®. Since taking classes and earning his license in 2020, Ben has been able to help numerous families on his journey.

However, his transition to becoming a REALTOR® was not easy. To kickstart his career, Ben was taking on any and all side jobs to support his family. This included driving for Uber from 10 p.m. to 3 a.m. a lot of nights, as to work once everyone else was asleep to avoid taking away any family time.

In his business, Ben follows a “people over transactions” mentality. “I feel a calling and purpose in life to educate and love others,” he says. “Not from a place of strength but from a humble place of knowing I have been there.” He



truly cares for his clients and strives to provide the best service possible while educating them on real estate opportunities.

To Ben, success is “less about obtaining a goal and more about setting a goal and growing into the best version of yourself in the process.” Taking a glimpse into the future, Ben has dreams of running a team that mentors, coaches and

equips people looking to get their start in real estate. He looks forward to first gaining more knowledge himself. “They say you can’t take anyone further than you have been,” he said.

One of the biggest sources of Ben’s inner strength and motivation is his family. He and his wife have four daughters, Adela (11), Mya (9), Sophia (7), and Mercy (1). Erica stays home

with the girls and Ben is eternally grateful describing her as “the mom of all moms.” The family is very involved in church and loves spending time together watching movies and traveling. Personally, Ben enjoys basketball and golf as well as collecting shoes in his free time; however, his favorite thing is spending time with his family.



Ben and his family. From left to right: Mercy (1), Ben, Adela (11), Sophia (7), Mya (9), and wife, Erica.

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

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## CHANGING THE WORLD, One Life at a Time

By Shauna Osborne, National Editor

**N2GIVES** giving partner **Love Justice International (LJI)** is changing lives all over the world, one person at a time. First launched in 2004 as **Tiny Hands International**, providing homes for orphaned children in Nepal and Bangladesh, this 501(c)(3) nonprofit has expanded its humanitarian reach to encompass over 30 countries, the newest being Argentina, which was added in 2023. With their mission of “Sharing the love of Jesus Christ by fighting the world’s greatest injustices,” LJI is bravely serving on the “front lines,” fighting human rights injustices through anti-trafficking work and care for orphaned and abandoned children.

LJI works to end trafficking primarily through tactical transit monitoring, interception, and follow-up. They carefully train monitors to recognize trafficking “red flags” and station them at strategic transit hubs and border crossings to identify and prevent exploitation before it can happen. LJI shelters and educates potential victims about trafficking and



First launched in 2004 in Nepal and Bangladesh as Tiny Hands International, LJI has expanded its humanitarian reach to encompass 24 countries, the newest being Liberia, Indonesia, Ethiopia, and Ecuador.

secure foreign employment. Alongside these interceptions, team members gather intelligence about trafficking trends, networks, and suspects and work with police to attempt to prosecute. As of February 2024, they had secured over 1,440 arrests, with 28% of closed cases ending in convictions.

LJI's other focus is caring for humanity's most vulnerable: orphaned and abandoned children. They currently operate 15 family homes in Nepal and Bangladesh, small households with devoted house parents and a family-like atmosphere. These loving family homes provide a developmental environment where children can thrive, supporting the mission of LJI's children's ministry: to provide a loving and nurturing home that equips orphaned and abandoned children to live connected, flourishing, and impactful lives.

Last fall, LJI shared the story of one such difference-maker: Binu, a 22-year-old Love Justice family home graduate who recently opened her own children's home with her best friend, another former child orphan. They happily care for 10 children and plan to expand to help more children and single women. Binu's is just one of LJI's countless inspiring stories of hope.

With a 2024 vision for even greater impact, our partners at LJI recently shared encouraging news: they averaged over 1,000 intercepts monthly in 2023, thanks to the steadfast efforts of transit monitors, project managers, national office staff, country champions, regional stewards, field officers, and other committed prayer warriors. N2GIVES is proud to support LJI's lifesaving work.





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- MAR. 14** Self Defense + Realtor Safety
- MAR. 29** Mindset Hike - Glacier Ridge
- APR. 18** Women's Panel | Empowerment Exchange
- APR. 25** Mindset Hike - Scioto Audobon
- MAY 16** Members Only MasterMind
- MAY 23** WCR Golf Clinic
- JUNE 12** WCR Realtor Care Day
- JUNE 27** Mindset Hike - Sharon Woods
- JULY** Mental Health (Yoga) | 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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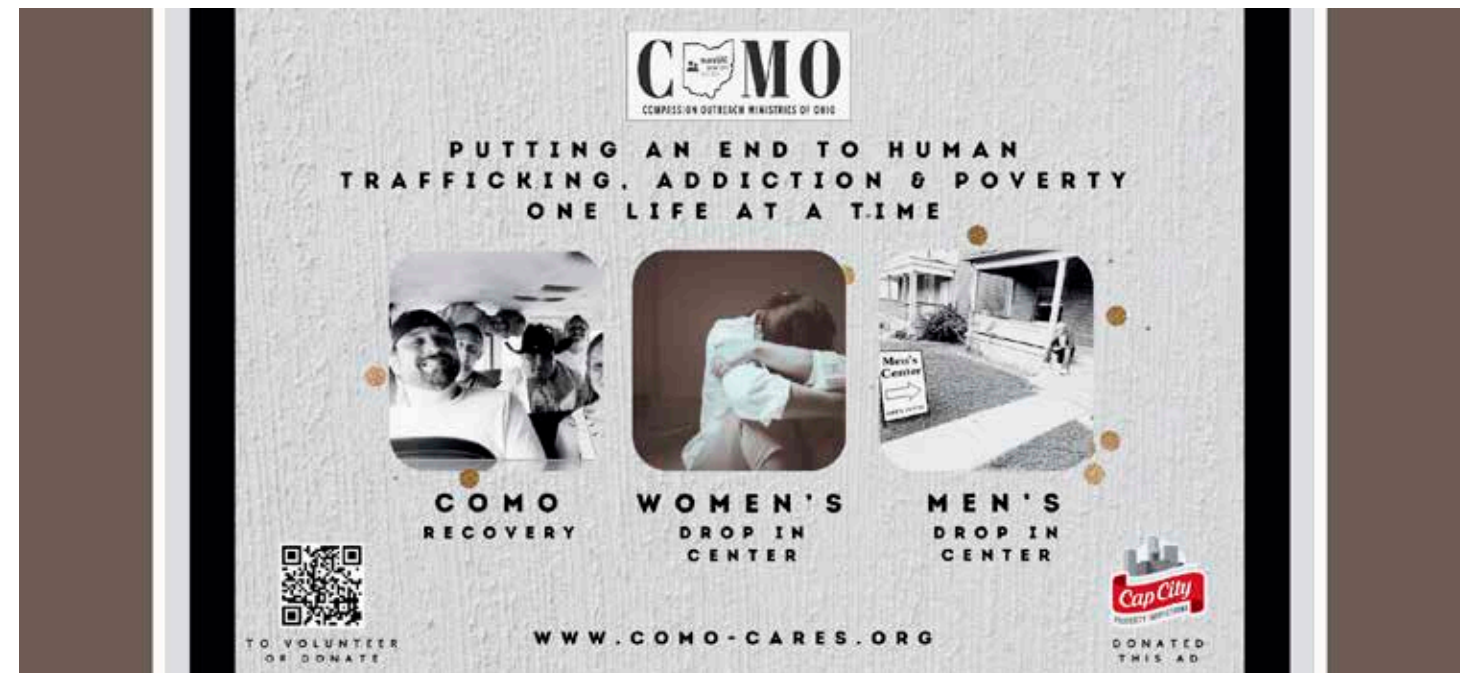


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# THE VALUE OF YOUTUBE CONTENT

By Timothy Zaritsky, Business Strategist at Orange Visuals

In today's digital age, real estate is evolving at an unprecedented pace, and so are its strategies for success. YouTube video content is one of the most potent tools in a real estate agent's arsenal. While some may overlook the power of video in favor of traditional methods, the truth is that embracing YouTube can be a game changer for your business, catapulting you to new heights of visibility, credibility, and, ultimately, profitability.

So, why is YouTube video content so essential for real estate professionals? The answer is the ability to enhance your online presence and attract potential clients significantly.

First, Google owns YouTube, the undisputed king of search engines. This means that content uploaded to YouTube is highly favored by Google's algorithms, often appearing prominently in search results. By regularly creating and sharing valuable

video content related to real estate, you're effectively increasing your chances of ranking higher on Google searches. This heightened visibility boosts your credibility and ensures that potential clients can discover you when they need your services.

Moreover, YouTube offers an unparalleled opportunity to showcase your expertise and personality. Through engaging videos, you can demonstrate your local market knowledge, provide valuable insights into buying or selling properties, and establish yourself as a trusted authority in your field. Whether you're giving virtual tours of properties, sharing tips for first-time homebuyers, or offering advice on home staging, video allows you to connect with your audience on a deeper level, instilling trust and rapport.

On top of increasing your visibility and credibility, YouTube video content has the potential to generate leads and drive sales. As your channel grows and your videos accumulate views, likes, and comments, you'll naturally attract a

following of engaged viewers who are interested in what you have to offer. These viewers could turn into prospective clients, contacting you for assistance with their real estate needs. Furthermore, by embedding your videos on your website and sharing them across your social media platforms, you're amplifying their reach and maximizing their impact, ultimately leading to more inquiries, listings, and sales.

It's essential to acknowledge that building a successful YouTube channel is a long-term endeavor that requires dedication, consistency, and creativity. However, the rewards far outweigh the investment. Over time, as your library of videos grows and your subscriber base expands, you'll reap the benefits of increased brand awareness, enhanced credibility, and a steady stream of leads and referrals. In essence, YouTube video content is a powerful catalyst for your real estate business, propelling you toward tremendous success and prosperity in the competitive market.

In conclusion, the importance of creating YouTube video content for real estate professionals cannot be overstated. From boosting your online visibility and credibility to generating leads and driving sales, YouTube offers many opportunities to elevate your career and stand out. So, don't wait any longer—begin recording, and share your expertise with the world. Your future clients are waiting.

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Michele's Abuelo



Michele's Abuela

Michele's work ethic is drawn from the courageous footsteps of her grandparents, who traveled the Mexico Texas borders in pursuit of the American Dream. When Michele's grandparents and parents arrived in America they were migrant farm workers. They worked from state-to-state in migrant farming camps picking lettuce, strawberries or whatever was in season. **This instilled Michele with a deep sense of gratitude and responsibility,** igniting a determination to honor their sacrifices by making a meaningful difference in the lives of others.

For Michele, being a Spanish speaking loan officer is more than transactions; it embodies a sacred mission to foster economic empowerment and instill hope. **Each interaction is infused with warmth, understanding, and unwavering support,** as she guides clients through the path of homeownership.



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# NICK WULF

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EXPERTISE IN SERVING OTHERS.  
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AFTER HIGH SCHOOL, HE WORKED  
IN RETAIL, MANAGED AIRBNBS  
AND EVEN SPENT TIME AS A  
FLIGHT ATTENDANT.**

“I had the opportunity to visit different places, see cultures and work with people, and learn how to provide a great customer experience,” Nick says. “But I couldn’t see myself keeping up that lifestyle full time. My best friend Lauren, who was in real estate, asked if I ever thought about being a REALTOR®. I was always intrigued by new things being built, and I love modern design. Lauren was in real estate and had a desire to be a flight attendant, so we helped each other.”

Nick got his real estate license in 2018 and jumped headfirst into his new career. In his first year, he focused his business on selling homes to flight attendants and pilots and sold eight houses. He then had the opportunity to join a team and sold 40 homes the following year.

“When clients are making a home purchase, you want to help them have an experience every time they walk in the door,” Nick says. “I want them to know I am an advocate for them and I’m also very genuine. I will tell them how it is. I was recently complimented twice in one day for my professionalism and Midwest charm.”

In 2021 Nick started the Wulf Property Group. His business is unique in that he has his real estate license in Ohio and Florida and actively sells in both states.

“Central Ohio is where I was born and raised, so it’s my bread and butter,” Nick explains. “But I always had a passion to want to sell luxury high-end real estate. In Ohio, you sell someone into a home. In

▶ agent on fire

By Heather Lofy  
Images by Kristen Nester Photography





Florida, you are selling someone into a lifestyle. Typically I am selling someone a second home in Florida.”

Nick sells mostly in Fort Lauderdale and Miami. When he’s not in Ohio, his sister Alissa Wulf, also a REALTOR®, helps with his Columbus business. One of Nick’s favorite things is being hands-on with his clients.

“I love being the face of the showing and interacting with people,” he says. “I get so happy seeing someone’s face light up. I love seeing them walk into a house and know it is the house for them.”

Nick has been recognized by Columbus REALTORS® several times, including receiving the \$10 Million Dollar Award. He was also named an “Under 30” top professional by Business Elite. Nick also likes to give back and is very involved in the LGBTQ community in both Columbus and Florida.

“I have sold roughly \$90 million in real estate in seven years,” Nick says. “Getting the awards and recognition is amazing, but my biggest accomplishment is watching myself grow and become the person I am today. I never thought years ago I’d be in a situation where I am selling in two states and working with luxury clients.”

Nick says the support from his family and friends helps him continue his passion, and he is inspired by others in real estate.

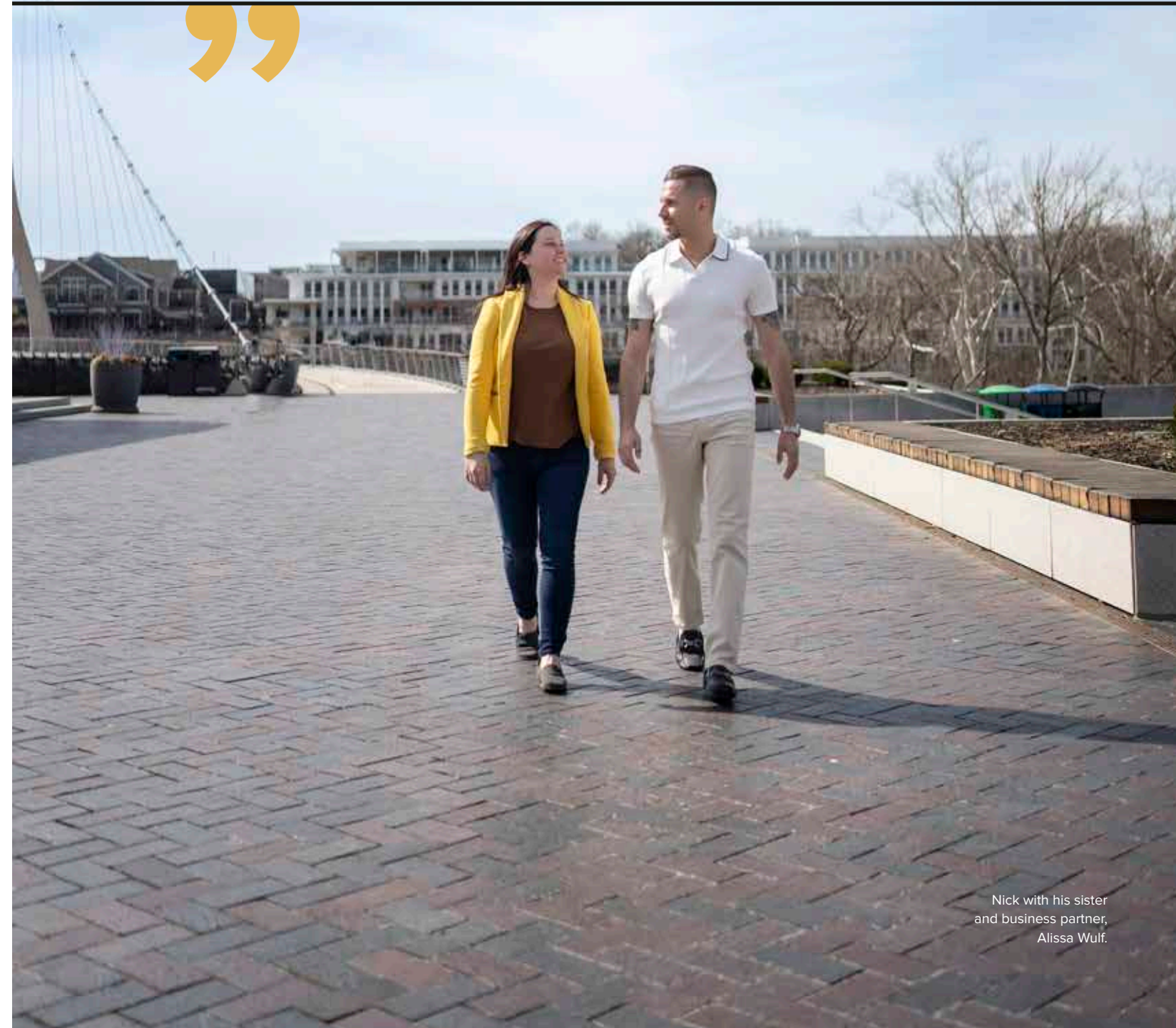
“I look up to so many professionals and they are my inspiration,” he says. “I am always watching everyone and their growth and success and that helps me be the best person and REALTOR® I can be. I really look up to others in the industry. I have my eyes and ears open to see what others are doing and I support them.”

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“

GETTING THE AWARDS & RECOGNITION IS AMAZING, BUT MY BIGGEST ACCOMPLISHMENT IS WATCHING MYSELF GROW & BECOME THE PERSON I AM TODAY.

”



Nick with his sister and business partner, Alissa Wulf.

# DARYL

► a life well lived

## SCHORSTEN

By Heather Lofy

Every month, as a new home sales associate for Epcon Communities, Jeanne Schorsten would make roughly 52 dozen cookies and send them to area REALTORS®, encouraging them to contact their “magic condo Jeanne.” In 2018, one of these cookie packages landed in the hands of Daryl Schorsten, a REALTOR® with RE/MAX Affiliates in Dublin. He and Jeanne had initially met that year at a real estate event at Vaso in the Bridge Park area of Dublin.

“Daryl called me and asked if I was still selling in the Muirfield area,” recalls Jeanne. “I told him I was, and he asked me for a drink at Tartan Fields. He had picked out a perfect table to see a sunset.”

Although he thought Jeanne was trying to ditch their date when she told him she had to leave once it started getting dark to take care of her chickens (a photo from Jeanne later that evening

“

*Daryl was a breath of fresh air whenever you were around him. His beautiful smile made everyone else smile. I will always remember how he made one feel.*

**-CINDY STEINBRICK GROENIGER**

RE/MAX AFFILIATES



Daryl with his sons, Adam (left) and Eric (right).



“

*I don't know how to put into words what Daryl meant to me. He was a true friend and was always there for me when I needed a good ear to listen. He always tried his best at making others happy.*

**-WESTON SHEFFEL**



Jeanne and Daryl on their wedding day in 2019. They were married over the waterfalls in Sioux Falls, South Dakota, with their children, siblings, a few friends and Jeanne's parents in attendance.

proved it was true!), the couple went out again. This time, Daryl told Jeanne he wanted to be honest with her that he was dating other women. Jeanne told him if friends told him to date around he should, but told him not to call her as she hated drama. That was when Daryl knew he hated drama, too. By the end of the evening everyone around Daryl could see that he was smitten with Jeanne, and the two quickly became exclusive. They married in 2019 in South Dakota with her two daughters and his two sons as attendants.

“Our love was strong, solid and respectful,” Jeanne says. “He wowed me from the beginning.”

Daryl passed away in December 2023 following a short bout with cancer. But wow-ing was Daryl's specialty - he spent almost 50 years in the real estate industry. After graduating from Youngstown State, Daryl worked for two television news stations before catching the eye of Youngstown REALTOR® Elaine DeLaCroix.

“She noticed a lot of talent in Daryl,” Jeanne says. “He lit up the room and made people feel special. He got his real estate license and worked with Elaine for a few years, then moved to Columbus to create RE/MAX Winners where he was the co-owner and operator.”

Daryl has numerous achievements in the industry. He received REALTOR® Emeritus Status from the National Association of REALTORS®, the \$10 Million Dollar Award from Columbus REALTORS® and was inducted into the RE/MAX Hall of Fame. Jeanne notes Daryl loved connecting with people, which helped him excel.

“He was truly a master at listening to people,” Jeanne says. “Everyone said they always felt listened to. He would seek out and find the best in people. I rarely heard him say a negative word. He didn't like conflict, so he made sure there was always a great resolution.”

Daryl was also very involved in his community. He spent time as president of the Dublin AM Rotary as well as the Greater Dublin Area Realty Association (GDRA), New Albany Realty Association and Southern Delaware County Realty Association (now PARA), among other groups. Additionally, Daryl helped organize the Dam Jam and Rally in the Alley fundraisers. He and Jeanne also put their faith at the forefront of their life and work.

“Daryl kept himself strong and centered, and most important to him was

Daryl and Elise, Jeanne's niece's daughter. Daryl and Jeanne stayed with Elise and her family in Rochester, Minnesota while they were at the Mayo Clinic, and had many fun adventures with them.



his faith in God," Jeanne says. "That was his top priority and everything trickled down from there. We were leaders of a small group at Rock City Church. We were always traveling, and Daryl was certified in scuba and enjoyed skiing and golf. He loved his

family and cherished the times we could all be together. What that did was recharge him and make him better and more productive at work. He also had a great sense of humor. Daryl was the kid in the city park, the father, the friend and the husband

that truly did bring out the best in everyone and sought to bring joy to others. The top REALTORS® have that humility to serve in a respectful way that is stress free. They empower people to find the best property to make into a home filled with love, care and memories.

"The really great REALTORS® out there give of themselves," Jeanne continues. "Daryl did give a lot to help improve the world around him and had a life well lived."

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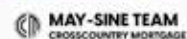
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# LEGALLY SPEAKING



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

*Ashmus v. Coughlin, 2024 Ohio 341 (8th Dist., Cuyahoga Cty.) Feb. 1, 2024.*

The Coughlins purchased a home in Bay Village, Ohio, for \$1,010,000 with a \$2,500 credit. The Coughlins entered into the Purchase Agreement to perform new construction. As a result, they did not conduct any inspections of the existing Property but the Purchase Agreement was subject to a “14 [day] Due Diligence Period to evaluate land and feasibility for new construction[.]” The Purchase Agreement also provided that Ashmus shall convey marketable title to the Coughlins “by general warranty deed \* \* \* free and clear of all liens and encumbrances whatsoever, except \* \* \* such restrictions, conditions, easements (however created) and encroachments as do not materially adversely affect the use or value of the Property. On Sept. 10, 2021, the 14-day due diligence period expired.

After Sept. 10, 2021, the Coughlins became aware of a main sanitary sewer line that stretched diagonally through the center of the land. After investigating various options, the Coughlins determined that a new house could not be constructed on a suitable area of the property, nor could the sewer line be moved.

The Supreme Court of Ohio has held that the doctrine of caveat emptor precludes recovery in an action by the purchaser for a structural defect in real estate where (1) the condition complained of is open to observation or discoverable upon reasonable inspection, (2) the purchaser had the unimpeded opportunity to examine the premises, and (3) there is no fraud on the part of the vendor.

However, when there are latent defects not easily discoverable, coupled with misrepresentations or concealment, the doctrine of caveat emptor will not preclude recovery for fraud in a real estate transaction. The doctrine precludes buyers from recovering for patent, as opposed to latent, not readily observable defects. Here, Section N of the Disclosure Form defines “defect” broadly to include “any non-observable physical condition that could inhibit a person’s use of the property.” This suggests that the sewer line is a “defect” that should have been disclosed on the Disclosure Form.

The court found that the seller could not argue that caveat emptor applied to protect him since the sewer line was not easily discoverable and he knew that the line existed.

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

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*"David and I have known each other for over 25 years... in 2018, I joined his team and we have continued the great relationship we've always shared. I admire David, who is more like a brother to me than a co-worker. Each member of David's team has unique strengths and we work together as one to help our clients navigate the mortgage process with ease, knowledge and kindness- Cheers to helping many more!"*

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**Her knowledge, kindness and expertise in marketing homes have helped make Angie Tanner-Miller, Coldwell Banker Realty, a highly successful REALTOR®. But family is at the heart of Angie's life — and, literally, central to how she lives.**

▶▶ real producer

By Carol Rich • Images by Wes Mosley

Angie and her husband, Terrill Miller, live on a Marion County corn and soybean farm that's surrounded by the homes of family members. Angie's daughter lives in a new-build right across the field, her son is a quick drive away, and Terrill's mom, sister and brother are just a country mile down the road.

Angie loves the proximity that makes it easy to share holidays, family dinners and casual gatherings with relatives. "Family is very important to me," she said. "Faith and family are my driving forces."

By watching her hard-working mother as she grew up, Angie absorbed the qualities that have made her an award-winning REALTOR® today. A single mom, Cathy Cheney worked her way up at Sears, fighting hard for every promotion. She rose from part-time receptionist to store manager.

"My mom was my mentor," Angie said. "She refused to take no for an answer. She was very motivated and very determined and her work ethic was unmatched."

Growing up in Marion, Angie says she and her sister and brother had a "Mayberry experience." In high school, she ran track and was a dancer and cheerleader.

After studying at Bowling Green State University, Angie got married and returned to Marion, where she became a stay-at-home mom. She and her first husband regularly bought homes, lived in them while they made improvements, and then sold them for a profit. Angie discovered she had a talent for adding the decorative touches that help sell a home. And her success in selling her own houses helped her decide to make real estate her career.

Angie got her license in 2012. After her divorce in 2016, she ramped up and became a full-time REALTOR®. Her philosophy of providing high levels of personal service paid off, and soon she had more work than she could cover alone. "I was a solo agent closing around 70 deals a year. I had no time to do anything else," she remembers.



Angie and her family. From left to right: son-in-law, Cory, daughter, Taylor, grandson, Graham, husband, Terrill, granddaughter, Lila, and son, Colt.

In 2021, Angie moved to Coldwell Banker Realty and launched the Tanner-Miller Group. “The first year there were four of us,” she said. “Today we have a total of 10.”

Her team initially included two other agents, Joshua Cox (who now serves as the team’s buying director) and Krista Smith (now the team’s listing director). Grace Cobb, who started as the group’s administrator, was so inspired by her work that she earned her license and became one of the team’s REALTORS®. Another new agent, Sarita Lawrence, also joined the team that first year. Angie’s daughter additionally provided key support by handling the team’s social media.

The team grew rapidly in 2023 when Angie added a co-team lead and stager, Betsey Woken, who today also handles agent development. “The addition of Betsy, along with Dena Seckel, Megan Miller, Klayton Kinney, my son-in-law, Cory, and Gabrielle Harter, as the new social media director, brought so much

more to the service we could provide our clients. So we decided we needed a team name that more fully described the complete package we strive to offer,” Angie said. “After a lot of brainstorming, The Agency Real Estate Group was born.”

The Agency Real Estate Group has offices in Marion and Delaware. In 2022 and 2023, the team won the Best of the Best designation as one of the Top 10 Large Teams in Central Ohio.

Angie observes that her team operates as a true family and they consider their clients an extension of that family. “We end our weekly team meetings with a prayer to help us make a difference in someone’s life — that’s our biggest thing,” Angie said.

“  
**WE END OUR WEEKLY TEAM MEETINGS WITH A PRAYER TO HELP US MAKE A DIFFERENCE IN SOMEONE’S LIFE — THAT’S OUR BIGGEST THING.**  
”



Angie's husband is a former Green Beret who served in the U.S. Army Special Forces for 11 years. Today, he does industrial contracting and also farms a few hundred acres of his land.

After they married six years ago, Angie and Terrill moved into the Marion County home where Terrill grew up and renovated it. Among the changes: they installed rustic wood beams salvaged from the farm's barn.

"One day I came home on a Saturday, after being out doing a showing that day, and Terrill had a kitchen pantry all framed," said Angie. "The next day, he brought in an original door for the pantry from the barn."

Angie is close to her children and grandchildren. And her family members play a key role in her work life. "My son, Colt Tanner, is also my biggest client. He's an investor who buys rentals and commercial property but he also buys homes

in Marion and renovates them and sells them," said Angie. Additionally, Colt owns All Drain Plumbing companies in Cincinnati and Dayton.

Her daughter, Taylor White, a network engagement manager for YPO, at one time ran the social media for Angie's business. Taylor's husband, Cory, is a REALTOR® and a member of Angie's team. Taylor and Cory have two children: Graham (7) and Lila (4).

Angie's two stepchildren (Terrill's adult children), Kallie and Trevor, are also an important part of the family circle. Kallie and her husband Chris have a 3-year-old son, and Trevor and his wife Stephanie have two sons - a 2 year old and 7 month old.

"Terrill and I love to travel," said Angie. "We got married on a beach in Punta Cana in the Dominican Republic and we try to go back there once a year." Angie

and Terrill also enjoy family vacations. They take regular trips with Terrill's mother and siblings to spots like the Outer Banks and Hilton Head.

Angie likes baking, and pumpkin pies are her specialty. For years, she has given her neighbors home-baked pies to enjoy at their Thanksgiving tables. Her team expands on the holiday tradition Angie started by delivering Costco pies to clients right before Thanksgiving. "We delivered 123 pies this year," Angie said.

Angie builds strong bonds with the people in her life — family, friends, her team and her clients. Her clients become like family to her, so it's not surprising that she prioritizes giving them a positive buying experience. "That's always remained our team's goal: how can we make this as stress free and smooth for our clients as possible," she said. "The fact that people trust us enough to help them in that journey — that's huge to me."



# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - March 31, 2024, as of April 15 at 10:40 a.m.

Rank No	Agent	Office Name	Units	Volume
1	Hencheck, Alexander A	HMS Real Estate	229	102,063,000
2	Tartabini, Daniel V	New Advantage, LTD	101	51,198,000
3	Raines, Sandy L	The Raines Group, Inc.	77	42,468,000
4	Fairman, Charlene K	The Realty Firm	68	32,747,000
5	Riddle, Robert J	New Albany Realty, LTD	45	25,448,000
6	Ruff, Jeffery W	Cutler Real Estate	36	23,844,000
7	Ruehle, Ryan J	EXP Realty, LLC	71	23,715,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	63	19,625,000
9	Kendle, Ronald D	RE/MAX Town Center	5	19,098,000
10	Willcut, Roger E	Keller Williams Consultants	21	17,703,000
11	Kemp, Brian D	Keller Williams Capital Ptnrs	30	15,579,000
12	Ross, James E	Red 1 Realty	55	15,364,000
13	Wright, Kacey A	RE/MAX Partners	31	14,776,000
14	Ciamacco, DeLena	RE/MAX Connection	32	14,608,000
15	Lynn, Lori	Keller Williams Consultants	42	12,763,000
16	Wheeler, Lacey D	Red 1 Realty	23	11,902,000
17	Mahon, John D	Casto Residential Realty	19	11,204,000
18	Close, Allison L	Cutler Real Estate	18	10,971,000
19	Casey, Michael A	RE/MAX Connection	26	10,970,000
20	Mills, Kim	Cutler Real Estate	11	10,710,000
21	Shaffer, Donald E	Howard HannaRealEstateServices	34	10,414,000
22	Guanciale, Andrew P	Coldwell Banker Realty	34	9,779,000
23	Fisk, Jacob V	Red 1 Realty	34	9,661,000
24	Clarizio, Bradley	Red 1 Realty	33	9,402,000
25	Diaz, Byron	NextHome Experience	40	9,235,000
26	Edwards, Kyle	KW Classic Properties Realty	21	9,208,000
27	Grandey, M. Michaela	Rolls Realty	13	8,805,000
28	Bodipudi, Koteswara	Red 1 Realty	23	8,327,000
29	Collins, Charles E	Red 1 Realty	26	8,234,000
30	Ramm, Jeff	Coldwell Banker Realty	8	8,137,000
31	Ritchie, Lee	RE/MAX Partners	24	8,084,000
32	Dixon, Tracey L	Keller Williams Greater Cols	26	8,082,000
33	Wainfor, Susan	Coldwell Banker Realty	17	7,950,000
34	Fox-Smith, Angelina L	Coldwell Banker Realty	15	7,925,000

Rank No	Agent	Office Name	Units	Volume
35	Beirne, Daniel J	Opendoor Brokerage LLC	25	7,784,000
36	Hart, Kevin	Keller Williams Greater Cols	21	7,638,000
37	Cameron, Christina M	Rolls Realty	8	7,628,000
38	Looney, Sherry L	Howard HannaRealEstateServices	26	7,445,000
39	Griffith, Tyler R	RE/MAX Peak	21	7,436,000
40	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	14	7,209,000
41	Berrien, Todd V	Coldwell Banker Realty	20	7,195,000
42	Kessler-Lennox, Jane	New Albany Realty, LTD	7	7,031,000
43	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	14	6,988,000
44	Widder, David Lee	Coldwell Banker Realty	6	6,855,000
45	DeVoe, Anne	Coldwell Banker Realty	6	6,846,000
46	Breeckner, Brian	Beckett Realty Group	29	6,838,000
47	Goff, Carol	Carol Goff & Assoc.	13	6,818,000
48	Wills, Julie R	Howard Hanna Real Estate Svcs	16	6,812,000
49	Theado, Lisa D	Theado & Company, LLC	4	6,770,000
50	Weiler, Robert J	The Robert Weiler Company	2	6,750,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - March 31, 2024, as of April 15 at 10:40 a.m.

Rank No	Agent	Office Name	Units	Volume
51	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	16	6,749,000
52	Sanepalli, Ramamohan R	Key Realty	9	6,634,000
53	Ferrari, Rhiannon M	EXP Realty, LLC	21	6,417,000
54	Smith, Anita K	EPCON Realty, Inc.	14	6,284,000
55	Mahler, Jeff A*	Keller Williams Capital Ptnrs	16	6,245,000
56	Carruthers, Michael D	Coldwell Banker Realty	5	6,205,000
57	Sunderman, Mary K	Keller Williams Capital Ptnrs	12	6,187,000
58	Neff, Mark B	New Albany Realty, LTD	8	6,155,000
59	Pattison, Susie L	Cutler Real Estate	14	6,148,000
60	Hunter, Ling Q	Red 1 Realty	21	6,106,000
61	Parsley, David H	Ross, Realtors	13	6,089,000
62	Kessel-White, Jennifer	KW Classic Properties Realty	17	6,044,000
63	Cox, Brittany	Coldwell Banker Realty	23	5,957,000
64	MacKenzie, Cynthia C	CYMACK Real Estate	13	5,953,000
65	Swickard, Marnita C	e-Merge Real Estate	10	5,818,000
66	Clark, Amy G	LifePoint Real Estate, LLC	17	5,813,000

Rank No	Agent	Office Name	Units	Volume
67	Beckett-Hill, Jill	Beckett Realty Group	9	5,714,000
68	El Mejjaty, Omar	Carleton Realty, LLC	26	5,703,000
69	Falah, Sinan	Coldwell Banker Realty	15	5,609,000
70	Metarelis, Steve G	Offerpad Brokerage, LLC	17	5,572,000
71	Reynolds, Ryan D	Keller Williams Consultants	10	5,568,000
72	Kirk, Jon F	RE/MAX Premier Choice	6	5,539,000
73	Basireddy, Sreekanth	Key Realty	1	5,500,000
74	Alley, Rachel M	Keller Williams Capital Ptnrs	15	5,476,000
75	Smith, Steven S S	Keller Williams Consultants	18	5,448,000
76	Klingel, Carrie	Keller Williams Consultants	2	5,400,000
77	Barlow, Jaime	Sell For One Percent	17	5,331,000
78	Conley, Amy E	Cutler Real Estate	8	5,307,000
79	Whitten, Glen	Ohio Property Group, LLC	12	5,271,000
80	Jackson, Joseph C	Keller Williams Capital Ptnrs	14	5,227,000
81	Shields, Bradley L	Redfin Corporation	12	5,227,000
82	Chiero, Kathy L	Keller Williams Greater Cols	18	5,173,000
83	Shawver, Morgan Taylor	Coldwell Banker Realty	9	5,102,000
84	Hood, Shaun	Coldwell Banker Realty	17	5,085,000
85	Doyle, Michael	EXP Realty, LLC	13	5,074,000
86	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	14	5,063,000
87	Murphy, Kristina R	Howard Hanna Real Estate Svcs	14	5,057,000
88	Mitchell, Courtney J	RE/MAX Premier Choice	10	5,051,000
89	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	10	5,009,000
90	Golla, Desalen M	Coldwell Banker Realty	14	5,003,000
91	Powell, Tina M	Coldwell Banker Realty	12	4,982,000
92	Tanner-Miller, Angie R	Coldwell Banker Realty	23	4,969,000
93	Andrews, Trevor R	RE/MAX Revealty	16	4,956,000
94	Shaffer, Carlton J	RE/MAX Partners	14	4,921,000
95	Godfrey, Alecia	Keller Williams Excel Realty	10	4,920,000
96	Vanhorn, Vincent K	Di Lusso Real Estate	22	4,913,000
97	Price, Hugh H	Howard HannaRealEstateServices	15	4,886,000
98	Bluvstein, Jake	RE/MAX Connection	13	4,853,000
99	Farwick, Thomas M	KW Classic Properties Realty	11	4,798,000
100	Lyubimova, Ekaterina	NextHome Experience	16	4,782,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - March 31, 2024, as of April 15 at 10:40 a.m.

Rank No	Agent	Office Name	Units	Volume
101	Mancini, Mandy	Keller Williams Consultants	8	4,781,000
102	Kovacs, Kimberly A	Coldwell Banker Realty	15	4,753,000
103	Goodman, Benjamin J	Sorrell & Company, Inc.	10	4,748,000
104	Russo, Richard	Rich Russo Realty & Co.	21	4,697,000
105	Elflein, Joan	Ohio Broker Direct, LLC	16	4,695,000
106	Soskin, Alexander	Soskin Realty, LLC	22	4,680,000
107	Hamilton, V. Patrick	REMAX Alliance Realty	20	4,673,000
108	Marvin, Scott A	Team Results Realty	15	4,636,000
109	Janitzki, Seth J	Cam Taylor Co. Ltd., Realtors	9	4,624,000
110	Hensel, Drew R	RE/MAX ONE	15	4,580,000
111	Powell, Teresa A	Coldwell Banker Realty	6	4,574,000
112	Hance, Matthew	EXP Realty, LLC	13	4,574,000
113	Listebarger, Laura E	Century 21 Excellence Realty	14	4,566,000
114	Graham, Mark	Countrytyme Realty, LLC	44	4,539,000
115	Smith, Eric R	Doug Smith Realty & Auction Co	4	4,534,000
116	Hamrick, Kimberly D	Keller Williams Consultants	12	4,519,000
117	Lee, Jennifer	Keller Williams Consultants	9	4,477,000
118	Laumann, Margot M	Street Sotheby's International	8	4,454,000
119	Bell, Megan L	RE/MAX Apex	11	4,453,000
120	Abbott, Kelly	Howard Hanna Real Estate Svcs	15	4,442,000
121	Kanowsky, Jeffrey I	Keller Williams Greater Cols	11	4,442,000
122	Davis, Brian G	Auction Ohio	8	4,434,000
123	Goldman, Dustin	NextHome Experience	10	4,434,000
124	Petrof, Vincent J	RE/MAX Connection	10	4,404,000
125	Jones, Jane L	Howard Hanna Real Estate Svcs	6	4,398,000
126	Chudik, Margaret L	Coldwell Banker Realty	12	4,378,000
127	Lowe, Regan M	Keller Williams Capital Ptnrs	10	4,352,000
128	Woo, Jeffrey D	Howard Hanna Real Estate Svcs	10	4,315,000
129	Lawasani, Ryan	Coldwell Banker Realty	8	4,311,000
130	Ackermann, Mara	RE/MAX Consultant Group	7	4,303,000
131	Jackson, Patricia K	RE/MAX Genesis	17	4,291,000
132	Chambers, Tracy	Keller Williams Consultants	10	4,260,000
133	Smith, Amanda	Howard Hanna Real Estate Svcs	3	4,213,000

Rank No	Agent	Office Name	Units	Volume
134	Keener, Angela L	Keller Williams Consultants	13	4,211,000
135	Collins, Matthew	Bauer Real Estate Company	4	4,203,000
136	Jones, Tracy J	Keller Williams Legacy Group	27	4,198,000
137	Winter, Brad	Engel & Volkers RE Advisers	9	4,190,000
138	Provost, Kristy D	Red 1 Realty	7	4,182,000
139	Gleaves, Gregory	KW Classic Properties Realty	10	4,179,000
140	Evans, Nicole R	Coldwell Banker Realty	8	4,167,000
141	Wilson, Mark F	Wilson National Real Estate	5	4,153,000
142	Parrett, Constance D	Cutler Real Estate	12	4,150,000
143	Prewitt, Brandon T	RE/MAX Partners	12	4,127,000
144	Keffer, Tracy T	Keller Williams Greater Cols	14	4,116,000
145	Hess, Tracy L	Hess Realty Group, LLC	12	4,091,000
146	Madosky Shaw, Lari	Coldwell Banker Realty	10	4,076,000
147	Eagleson, Sarah R	KW Classic Properties Realty	7	4,067,000
148	Pacifico, Michael A	RE/MAX ONE	8	4,063,000
149	Casey, John P	EXP Realty, LLC	8	4,053,000
150	Lesnick, Jean M	New Albany Realty, LTD	4	4,025,000

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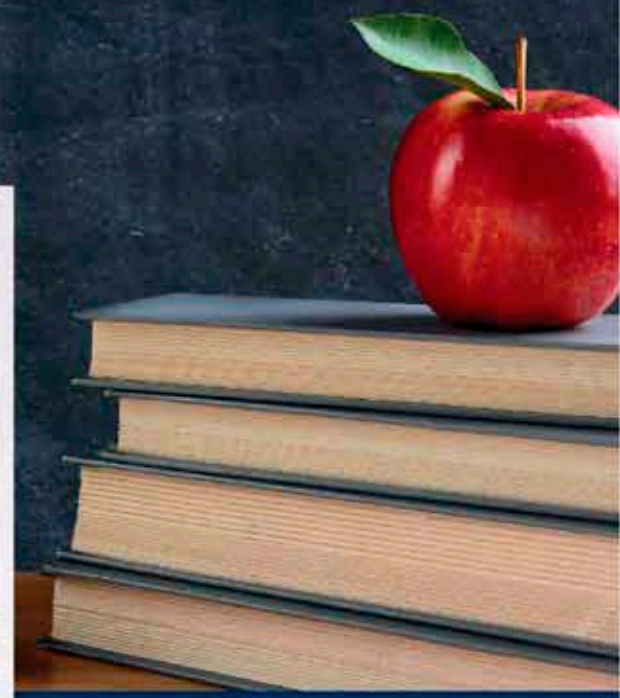


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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 31 - March 31, 2024, as of April 15 at 10:40 a.m.

Rank No	Agent	Office Name	Volume	Units
1	Hencheck, Alexander A	HMS Real Estate	102,063,000	229
2	Tartabini, Daniel V	New Advantage, LTD	51,198,000	101
3	Raines, Sandy L	The Raines Group, Inc.	42,468,000	77
4	Ruehle, Ryan J	EXP Realty, LLC	23,715,000	71
5	Fairman, Charlene K	The Realty Firm	32,747,000	68
6	Cooper, Sam	Howard Hanna Real Estate Svcs	19,625,000	63
7	Ross, James E	Red 1 Realty	15,364,000	55
8	Riddle, Robert J	New Albany Realty, LTD	25,448,000	45
9	Graham, Mark	Countrytyme Realty, LLC	4,539,000	44
10	Lynn, Lori	Keller Williams Consultants	12,763,000	42
11	Diaz, Byron	NextHome Experience	9,235,000	40
12	Ruff, Jeffery W	Cutler Real Estate	23,844,000	36
13	Shaffer, Donald E	Howard HannaRealEstateServices	10,414,000	34
14	Guancia, Andrew P	Coldwell Banker Realty	9,779,000	34
15	Fisk, Jacob V	Red 1 Realty	9,661,000	34
16	Clarizio, Bradley	Red 1 Realty	9,402,000	33

Rank No	Agent	Office Name	Volume	Units
17	Ciamacco, DeLena	RE/MAX Connection	14,608,000	32
18	Wright, Kacey A	RE/MAX Partners	14,776,000	31
19	Kemp, Brian D	Keller Williams Capital Ptnrs	15,579,000	30
20	Breeckner, Brian	Beckett Realty Group	6,838,000	29
21	Jones, Tracy J	Keller Williams Legacy Group	4,198,000	27
22	El Mejjaty, Omar	Carleton Realty, LLC	5,703,000	26
23	Collins, Charles E	Red 1 Realty	8,234,000	26
24	Dixon, Tracey L	Keller Williams Greater Cols	8,082,000	26
25	Casey, Michael A	RE/MAX Connection	10,970,000	26
26	Looney, Sherry L	Howard HannaRealEstateServices	7,445,000	26
27	Fader, Scott	Joseph Walter Realty, LLC	3,266,000	25
28	Beirne, Daniel J	Opendoor Brokerage LLC	7,784,000	25
29	Ritchie, Lee	RE/MAX Partners	8,084,000	24
30	Wheeler, Lacey D	Red 1 Realty	11,902,000	23
31	Bodipudi, Koteswara	Red 1 Realty	8,327,000	23
32	Tanner-Miller, Angie R	Coldwell Banker Realty	4,969,000	23
33	Cox, Brittany	Coldwell Banker Realty	5,957,000	23
34	Soskin, Alexander	Soskin Realty, LLC	4,680,000	22
35	Vanhorn, Vincent K	Di Lusso Real Estate	4,913,000	22
36	Hart, Kevin	Keller Williams Greater Cols	7,638,000	21
37	Edwards, Kyle	KW Classic Properties Realty	9,208,000	21
38	Russo, Richard	Rich Russo Realty & Co.	4,697,000	21
39	Ferrari, Rhiannon M	EXP Realty, LLC	6,417,000	21
40	Hunter, Ling Q	Red 1 Realty	6,106,000	21
41	Willcut, Roger E	Keller Williams Consultants	17,703,000	21
42	Griffith, Tyler R	RE/MAX Peak	7,436,000	21
43	Miller, Sam	Re/Max Stars	3,972,000	21
44	Berrien, Todd V	Coldwell Banker Realty	7,195,000	20
45	Hamilton, V. Patrick	REMAX Alliance Realty	4,673,000	20
46	Toth, Sherrie	RE/MAX Consultant Group	3,977,000	19
47	Mahon, John D	Casto Residential Realty	11,204,000	19
48	Smith, Steven S S	Keller Williams Consultants	5,448,000	18
49	Chiero, Kathy L	Keller Williams Greater Cols	5,173,000	18
50	Close, Allison L	Cutler Real Estate	10,971,000	18

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Wes Mosley  
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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 31 - March 31, 2024, as of April 15 at 10:40 a.m.

Rank No	Agent	Office Name	Volume	Units
51	Rooks, Scott David	Lakeside Real Estate & Auction	2,129,000	18
52	MYERS, AMANDA	Rise Realty	3,812,000	18
53	Jackson, Patricia K	RE/MAX Genesis	4,291,000	17
54	Wainfor, Susan	Coldwell Banker Realty	7,950,000	17
55	Barlow, Jaime	Sell For One Percent	5,331,000	17
56	Kessel-White, Jennifer	KW Classic Properties Realty	6,044,000	17
57	Hood, Shaun	Coldwell Banker Realty	5,085,000	17
58	Clark, Amy G	LifePoint Real Estate, LLC	5,813,000	17
59	Metarelis, Steve G	Offerpad Brokerage, LLC	5,572,000	17
60	Lyubimova, Ekaterina	NextHome Experience	4,782,000	16
61	Wills, Julie R	Howard Hanna Real Estate Svcs	6,812,000	16
62	Andrews, Trevor R	RE/MAX Revealty	4,956,000	16
63	Elflein, Joan	Ohio Broker Direct, LLC	4,695,000	16
64	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	6,749,000	16
65	Mahler, Jeff A*	Keller Williams Capital Ptnrs	6,245,000	16
66	Allgood, Amanda M	e-Merge Real Estate	3,768,000	16
67	Hensel, Drew R	RE/MAX ONE	4,580,000	15

Rank No	Agent	Office Name	Volume	Units
68	Marvin, Scott A	Team Results Realty	4,636,000	15
69	Cliffel, Eric J	KW Classic Properties Realty	2,894,000	15
70	Kovacs, Kimberly A	Coldwell Banker Realty	4,753,000	15
71	Payne, Donald A	Vision Realty, Inc.	3,266,000	15
72	Figueroa, Ethel Lia	Mi Casa Legacy LLC	3,526,000	15
73	Abbott, Kelly	Howard Hanna Real Estate Svcs	4,442,000	15
74	Fox-Smith, Angelina L	Coldwell Banker Realty	7,925,000	15
75	Alley, Rachel M	Keller Williams Capital Ptnrs	5,476,000	15
76	Rogers, John D	Key Realty	3,355,000	15
77	Fiorello, Kellie A	Coldwell Banker Realty	3,687,000	15
78	Falah, Sinan	Coldwell Banker Realty	5,609,000	15
79	Flach-Moore, Stacey L	Coldwell Banker Realty	3,085,000	15
80	Bethel, John	The Realty Group	1,341,000	15
81	McDonald, Jayme	Red 1 Realty	706,000	15
82	Price, Hugh H	Howard HannaRealEstateServices	4,886,000	15
83	Weade, Branen L	Weade Realtors & Auctioneers	1,528,000	14
84	Listebarger, Laura E	Century 21 Excellence Realty	4,566,000	14
85	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	5,063,000	14
86	Lyman, Remington	Reafco	2,821,000	14
87	Harr, Kathryn	RE/MAX ONE	3,632,000	14
88	Keffer, Tracy T	Keller Williams Greater Cols	4,116,000	14
89	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	6,988,000	14
90	Golla, Desalen M	Coldwell Banker Realty	5,003,000	14
91	Jackson, Joseph C	Keller Williams Capital Ptnrs	5,227,000	14
92	Smith, Anita K	EPCON Realty, Inc.	6,284,000	14
93	Shaffer, Carlton J	RE/MAX Partners	4,921,000	14
94	Murphy, Kristina R	Howard Hanna Real Estate Svcs	5,057,000	14
95	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	7,209,000	14
96	Chapman, Susan	Keller Williams Greater Cols	3,186,000	14
97	Pattison, Susie L	Cutler Real Estate	6,148,000	14
98	Parsley, David H	Ross, Realtors	6,089,000	13
99	MacKenzie, Cynthia C	CYMACK Real Estate	5,953,000	13
100	Messmer, Jeffrey A	Keller Williams Consultants	2,556,000	13

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 31 - March 31, 2024, as of April 15 at 10:40 a.m.

Rank No	Agent	Office Name	Volume	Units
101	Hance, Matthew	EXP Realty, LLC	4,574,000	13
102	Grandey, M. Michaela	Rolls Realty	8,805,000	13
103	Doyle, Michael	EXP Realty, LLC	5,074,000	13
104	Keener, Angela L	Keller Williams Consultants	4,211,000	13
105	Fox, Jermaine	EXP Realty, LLC	3,391,000	13
106	Andrews, Jenna L	Plum Tree Realty	3,560,000	13
107	Horne, Jeffrey E	Coldwell Banker Heritage	2,343,000	13
108	Goff, Carol	Carol Goff & Assoc.	6,818,000	13
109	Triplett, Coral	Errington Realty LLC.	2,039,000	13
110	Bluvstein, Jake	RE/MAX Connection	4,853,000	13
111	Hess, Tracy L	Hess Realty Group, LLC	4,091,000	12
112	Sluss, Grant B	Sluss Realty Company	2,901,000	12
113	Skinner, Charles Gregory	VIP Realty, Inc.	3,137,000	12
114	Rowe, Robert A	RE/MAX Capital Centre	3,179,000	12
115	Merriman, Brent J	Red 1 Realty	3,531,000	12
116	Sunderman, Mary K	Keller Williams Capital Ptnrs	6,187,000	12
117	Prewitt, Brandon T	RE/MAX Partners	4,127,000	12

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Rank No	Agent	Office Name	Volume	Units
118	Chudik, Margaret L	Coldwell Banker Realty	4,378,000	12
119	Fair, Diana	Ross, Realtors	2,225,000	12
120	Buchan, Kevin	Red 1 Realty	3,234,000	12
121	Hamrick, Kimberly D	Keller Williams Consultants	4,519,000	12
122	Stasel, Heather M	Howard Hanna Real Estate Services	3,416,000	12
123	Parrett, Constance D	Cutler Real Estate	4,150,000	12
124	Powell, Tina M	Coldwell Banker Realty	4,982,000	12
125	Kamann, Heather R	Howard Hanna Real Estate Services	3,772,000	12
126	Winland, Jessica	Coldwell Banker Realty	2,356,000	12
127	Whitten, Glen	Ohio Property Group, LLC	5,271,000	12
128	Crain, John	Howard Hanna Real Estate Svcs	3,408,000	12
129	Wiley, Kelly	Keller Williams Excel Realty	1,475,000	12
130	Shields, Bradley L	Redfin Corporation	5,227,000	12
131	Nilsson, Helen J	Nilsson Real Estate LLC	1,392,000	12
132	Coakley, Tony	BARTLETT BENNER REALTY	2,932,000	12
133	Mills, Kim	Cutler Real Estate	10,710,000	11
134	Bennett, Anthony J	Red 1 Realty	3,313,000	11
135	Linn, Misty D	Core Realty Collection	3,060,000	11
136	Farwick, Thomas M	KW Classic Properties Realty	4,798,000	11
137	Kanowsky, Jeffrey I	Keller Williams Greater Cols	4,442,000	11
138	Faulkner, JP	Faulkner Realty Group	3,812,000	11
139	Churchill, Carlton A	Rich Russo Realty & Co.	3,070,000	11
140	Medalie, Charles D	ListWithFreedom.com	1,708,000	11
141	Barlow, Jaysen E	Sell For One Percent	2,987,000	11
142	Bell, Megan L	RE/MAX Apex	4,453,000	11
143	Kelker, Ashley C	KW Classic Properties Realty	3,214,000	11
144	Lieu, Jimmy	Swiss Realty LTD	2,142,000	11
145	Webb, Stephanie	Keller Williams Legacy Group	2,986,000	11
146	Hughes, Malia K	Fathom Realty Ohio	3,867,000	11
147	Parker, Kelly A	Howard Hanna Real Estate Svcs	2,772,000	11
148	Godfrey, Alecia	Keller Williams Excel Realty	4,920,000	10
149	Goldman, Dustin	NextHome Experience	4,434,000	10
150	Bevins, James	RE/MAX Revealty	3,473,000	10

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Spring is a time for change and renewal. The saying April showers bring May flowers is part of that renewal. The snow melts, the rain comes and the flowers bloom. With the change of season, we have to make sure to do some Spring cleaning of our houses.

The first thing to do is to check and make sure that all the water from rain is going away from your house. Check to make sure that your gutters have no leaks that are putting water beside your foundation. Next, make sure your downspouts are extended away from your home also so that water gets taken away from your foundation. Now, you want to check the grading around the foundation. Does it slope away from your foundation? If not, you need to fix that. The easiest way to do that is to grab bags of dirt and build up the dirt around the house with a gradual downward slope away from the foundation. Most issues in the foundation are caused by this issue. If you use every spring to look over the gutters and grading, it will go a long way to protecting your foundation.

Spring is also the time with the increased water when sewer lines can become overwhelmed and back up into the house. Having a sewer line scope is the only way to know what is going on in your lines. Offsets, root intrusions and broken or cracked pipes can all cause issues that can impact the use of your home if not taken care of. With improved technology, sewer line repairs

don't have to use up all of your savings. There is a new technology that does not require digging up the sewer lines. Better yet, the system is able to be used as soon as the job is completed. So, contact us at Habitation Investigation for your sewer scope during the home inspection to learn what is going on in your system.

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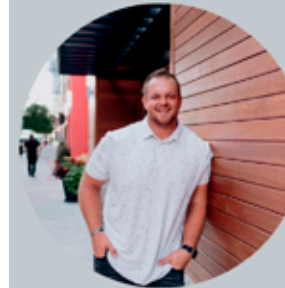
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