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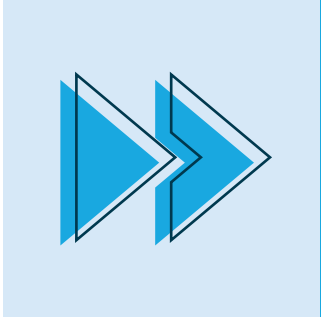








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# MEET THE COLUMBUS

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*Ready, Set, Grow with Whitney Abraham*

Marketing Strategist and CO-Founder of REEL SOCIAL, the full service marketing firm for Real Estate Professionals. Whitney Abraham is sharing the secrets behind positioning yourself as the go-to agent online.



### DOES SOCIAL MEDIA HAVE AN ROI?

You keep hearing that you need to make social media marketing a priority, but it's hard to understand what the return on investment truly is. Join me as we share the case study on what has happened to Reel Social's CO-Founder Kim Mills (Kim Mills Group, Cutler Real Estate) over the past 2 years of prioritizing social media.

In 2020, Kim started leveraging social media to market her Real Estate business. In February 2021, she started incorporating video into her strategy. In 18 months she saw her average views on social media increase 14.9x and her reach has increased 8.7x. In fact, Kim doubled her revenue from 2021 to 2022. But even that doesn't tell us if social media is the reason why her business has grown.

If you look at the list of clients she's worked with in the last 3 years, almost ALL of them interacted with her in some way on social media prior to or during their working relationship. Even more compelling, when you track where her leads are coming from and how they found her when asked, they're listing Instagram as the primary referral source. The truth is, strong ROI on social media takes time. But it is the ONLY lead generating strategy that simultaneously allows you to attract the kind of client you want AND turn them from cold leads into warm leads at the same time.

Truthfully, the only real way to know that social media is working for Kim is the fact that she gets messages from strangers on Instagram asking her to list their houses. And THAT, is how we're measuring ROI.

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

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# THANKSGIVING for Our RP Preferred Partners

Annually, during the month of November, I like to pause and shine a light on our affiliate partners, as the month of Thanksgiving always serves as a great reminder to do so. Our partners make the Real Producers platform possible.

As one of Columbus' top producing REALTORS®, you receive a copy of *Columbus Real Producers* every month, free of charge. Simply put, our publication and networking platform would not exist without our partners. Each month, we have the honor of sharing stories and fostering connections between REALTORS® and reputable partners through our publication and in-person events with the goal of elevating our industry and making a real difference.

Our featured affiliates are REALTOR®-loving partners who appreciate your hard work and success in the real estate

industry. It is important to remember, our partners have all been referred to our team by respected individuals in the real estate industry and have been thoroughly vetted to ensure our partners provide the high-quality service expected when working with the high-caliber REALTORS® who make up our readership.

As you look through this November edition, take an extra moment to look at each and every partner. Do you have room to add one of them to your trusted referral list? They are the reason we can celebrate YOU. I encourage you to take a moment to express your gratitude.

Here are a few ways that you can thank our partners:

1. Follow them on social media and share their page with your friends, family and clients!
2. Reach out to them personally and thank them for partnering with *Columbus Real Producers*!
3. Add them to your list of preferred vendors and call them first when you need the services they can provide. I am always happy to make a personal introduction!
4. Invite them to coffee or dinner and invite some other REALTORS® to join you. Relationships are the root of good business!
5. Share their information with newer agents and give them an opportunity to help them succeed in this industry.

Our team at Real Producers is grateful to serve the real estate community, and we are grateful to each and every one of you and our dedicated partners who make all of this possible.

With gratitude,

**Katie Mastroianni**

Owner & Publisher  
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Don't miss our fourth annual "Thank Heavens for Real Estate" event at Pins Mechanical Easton on November 14, from 2 to 5 p.m.! You can purchase tickets at our Eventbrite link on our Facebook page.

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# Compass HOMES

By Kristen Vitartas • Images by Orange Visuals

To say Mark Braunsdorf, owner of Compass Homes, has always been passionate about homebuilding is an understatement. The story goes that when he was 3 years old, he saw a blueprint on display at a local grocery store undergoing a remodel. Intrigued by what he saw, he asked his parents who made it and quickly decided that he would be an architect in the winter and a builder in the summer.

Fast forward through a childhood filled with Legos and helping neighbors fix things around their homes, Mark attended the College of Wooster, earning his degree in Theater with a specialization in Scene Design and Painting. After graduating, he began his career in homebuilding, first in his hometown of Rochester, New York, with Ryan

Homes before ultimately relocating to Columbus to work first for M/I Homes' Showcase division and then Joshua Homes.

His love of creating and building drove Mark to establish Compass Homes in Columbus, Ohio, in October 2000. As a luxury boutique custom home builder, Compass Homes focuses on building a small number of outstanding homes each year through a detailed design-build process and putting "more thought" into every step of building each unique home.

Mark and his closely knit team believe that thoughtful, intentional design can transform a home from ordinary to extraordinary, which is why their



Photo courtesy of Columbus Pics.



Photo courtesy of Columbus Pics.







The Compass team. From left to right: David Sharping, project manager, Pamela Saloom, director of sales and marketing, Hylas Stemen, director of design, Amanda Oyler, sales, James Blankenship, purchasing and estimating manager, Molly Young, interior design, and Sean Boesch, project manager.



The Compass Homes tagline, *More Thought Per Square Foot*, is clearly more than just a tagline, but rather the company culture. Pamela Saloom, Director of Sales and Marketing, says, "It's not just having a focus on being cost-effective but being thoughtful in everything we do." She goes on to say, "The entire experience is completely elevated; it always comes back to thinking through each and every detail."

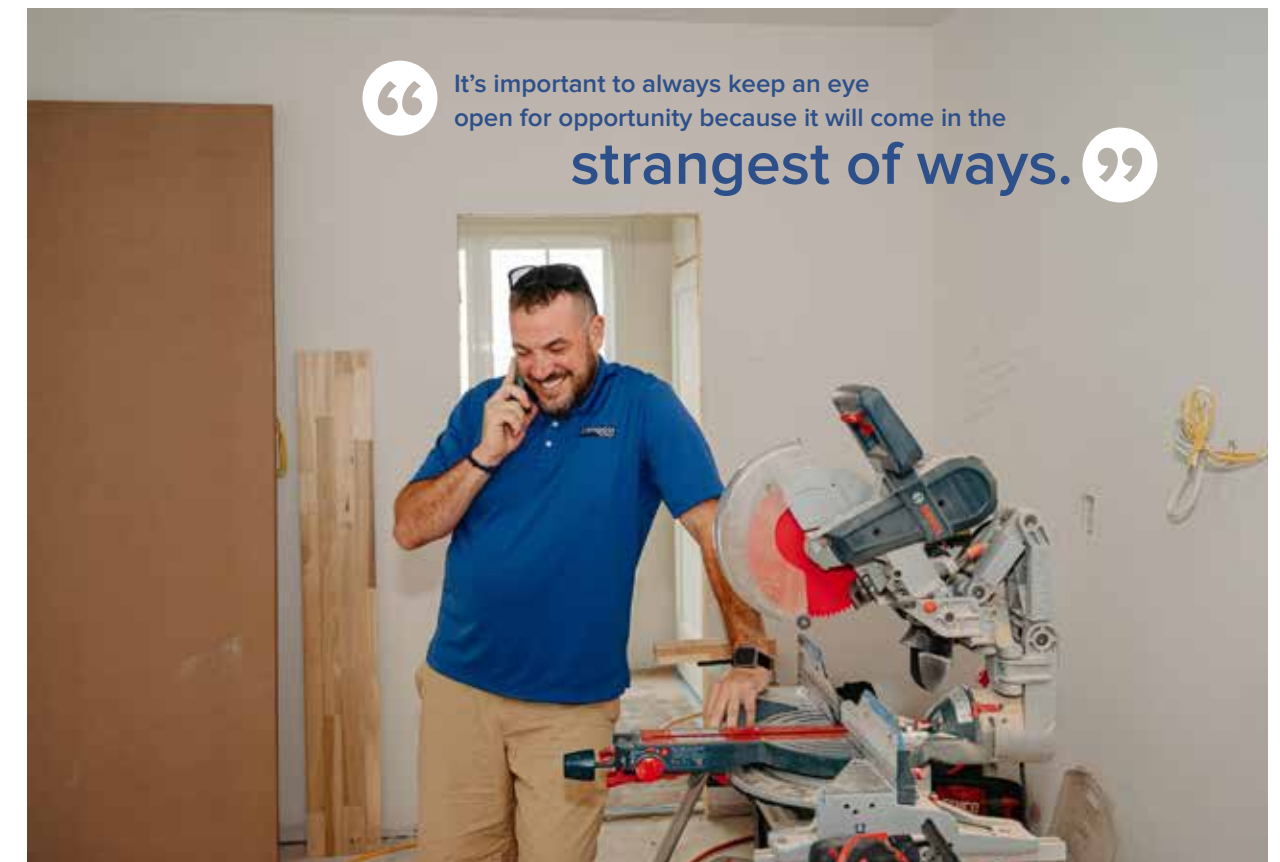
While Compass Homes has received many awards from the BIA and Parade of Homes over the years, it is the passion of the entire team for the art of homebuilding that makes them different from others in the industry.

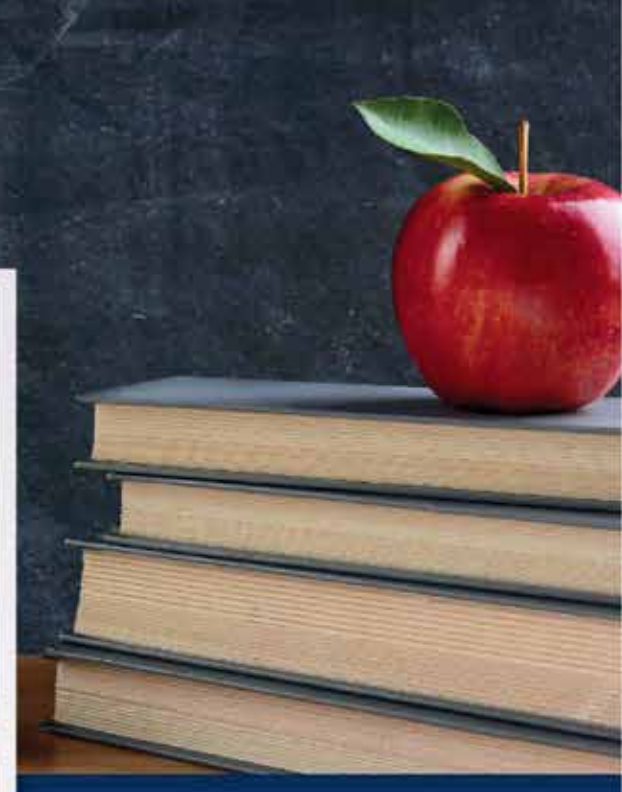
Mark credits his uncle who has since passed away with grounding him in how he runs his business. "Get involved in your industry, get your people involved - and not just locally," he notes. "It's important to always keep an eye open for opportunity because it will come in the strangest of ways. And always take the opportunity to learn everything that you can."

Mark and his wife have been married for 18 years and have two children, a freshman and a junior in high school. Mark is an avid sailor and skier and likes to travel to Florida and Michigan.

process is rooted in asking "why" and never settling for half-baked ideas. They also pay close attention to cost, "on the front end, not just the back end - our designs are constantly thought through with the cost in mind."

At Compass, respect and honesty are at the core of their approach, helping uncover genuine needs and desires, through meaningful conversations with their clients. Their award-winning designers are trained to do more than present colors and materials, instead helping clients visualize how design elements contrast and fit into the larger space. With their expertise, they guide homeowners through difficult decisions, making them feel confident in every choice.





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# Adventures in Home Building

As I am writing this for the November article, I just realized that November 20 will be Habitation Investigation's 22-year anniversary.

Jim and I both worked in social services and actually met at a job when I first moved to Ohio. We knew we wanted to do something different, something that could actually help people. We also wanted to be the ones to make the decisions and so Jim started Habitation Investigation.

Through the years we have tried different systems, schedulers, and the like. However, through all of that, one thing remained constant – the reason we do what we do. We believe in education for the buyer. We teach them about what is probably the largest purchase of their lives (until the next home). Many of our clients are first-time homebuyers. They are nervous and scared and excited all at the same time. An inspection gives them a crash course on their home, how things operate, where the filter goes, and things like that. We give them a peace of mind that their purchase is a good one.

At Habitation Investigation, we do business right. We listen to our clients and we do right by them. We have been in Central Ohio for 22 years. We have expanded into SE Ohio and into Eastern Ohio. We have clients that have used us for every home purchase they have made. We have watched families grow and decrease in size as kids move out.

With Thanksgiving on the way, Jim and I are counting our blessings. We have great kids, great people that work with us and a hard-earned reputation. And, best of all, we are

able to still help people in a way that is healthier for both of us.

So, for this Thanksgiving, I am thankful for my friends, coworkers, my family and the ability to help make a difference in people's lives. This Thanksgiving, I am thankful for so much. For those of you that have been with us from the start, thank you for believing in us and for trusting us to do right by our clients.

As always, Habitation Investigation is here to help with all of your inspection needs. Call or text us at 614.413.0075 or schedule online 24/7 at <https://homeinspectionsohio.com/>. To sign up for our newsletter full of fun facts and class schedules, scan this barcode.



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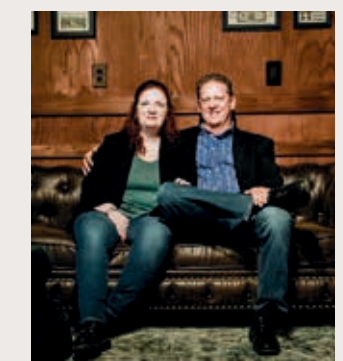
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## THE COLUMBUS AGENTS

*Kaleigh Chatfield Allred set a goal for herself: She wanted to buy her first house before she was 25. So after an eight-year career in the Air Force right out of high school that had her in places like Qatar and Afghanistan, Kaleigh took a position with a civilian contracting company in 2011. She moved back to the Columbus area and began looking for houses.*

By Heather Lofy • Images by Kristen Nester Photography

“I ended up reaching out to an agent that I knew casually,” Kaleigh says. “We must have walked through more than 50 houses. I ended up buying an amazing house in German Village built in 1901. I had no idea what I was doing but I started renovating it. I did all the landscaping, I gutted a bathroom... I taught myself and did it myself. My dad is the king of do-it-yourself and has instilled in me an overblown sense of confidence. I wasn’t scared to dive in even if I didn’t know how to swim. I started putting this house together and I loved it.”

That was Kaleigh’s first time dipping her toe in the real estate and renovation industry and the second time happened when she and her now-husband, Michael decided to open a CrossFit gym in Texas. Michael is also a veteran and when he moved to Texas in 2014 for a job, Kaleigh rented out her house in German Village to move there with him. Having met at a CrossFit gym in Afghanistan and sharing a passion for functional movement, the couple renovated an old building in an Austin, Texas suburb. After a few years and some expansion to their family, city renovation in the area caused them to make the difficult decision to close the gym and move back to Ohio.

“We had a real baby, our business that was our baby and Michael’s 7-year-old who has special needs,” Kaleigh says. “When we made that decision I reached out to Jeff Krider, who I had worked with at the civilian contracting company in Columbus. I asked him to help me sell my house in German Village. I sold that house for almost double what I bought it for. I reached back out to him after it closed and I asked him to talk to me about real estate. He told me he thought I would be good at it, and I loved the brand he was creating as a one-man show with The Columbus Agent. Going in to help people buy and sell wasn’t that much of a stretch for him because he could connect with them on a different level.”

She continues: “That resonated with me. During my life, I’ve been a connector - the link that can join other people together and help them get what they need and be that resource for them. I feel like I can assimilate and relate to different people because of my military experience

and background. Jeff and I kept in close touch and I started my real estate classes before we even left Texas. When we got back to Columbus in August 2018, we rented a house in Uptown Westerville. I kept plugging along with my classes. I took the test in November 2018 and passed for my real estate license. I officially pluralized The Columbus Agents.”

Kaleigh and her family. From left to right: Ella (14), Milena (2), Michael, Amelia (7), Kaleigh and their German Shepherd, Annabelle. Photo taken at their property in Delaware where they are renovating their forever home on eight acres.





acres of land. They've been renovating it ever since, and Kaleigh shares that this is making her even more knowledgeable for her clients.

"This project has expanded my network of people I love working with," she says. "I have a guy for everything - people I know and trust from lending and preapproval to renovation work. I love being a one-stop shop for people. I take a lot of pride in that. I want buyers to feel empowered and not overwhelmed. I tell people I never want them to be at the mercy of Google, but to call me first."

Kaleigh loves the design aspect of building or renovating a home and is excited about an upcoming partnership with a smaller scale custom home builder in 2025.

"I love the element of smart, functional and almost irreverent design: layering on colors and textures, and mixing both old and new pieces. Not everyone can walk into a space and see what it could be, which is something I learned when we renovated and opened our gym in Texas. To be able to bring things out of my head and build things into reality is amazing. It's exciting that I have found a home builder and team that wants to expand on that with me, in addition to helping clients buy and sell. Being able to tap into that creative, design-driven part of my brain will really help deliver a curated, custom experience for our clients. I really am so grateful to be doing something I love, something that doesn't feel forced. I think that is a gift."



For her first six months in the industry, Kaleigh spent time shadowing Jeff to learn all the ins and outs. She would help him write his deals and host showings.

"When you get into real estate you need to understand it is a hustle," she explains. "You need to have that entrepreneurial mindset. You don't get paid unless you have clients. I had my own construction knowledge from my renovations and the network of people I am surrounded with."

Taking some time to learn from Jeff paid off. In 2019, Kaleigh set a goal to close at least one deal a month during the last half of the year (six total) and she ended up closing eight. She wanted to double that to 16 in 2020 and beat it with 22. Kaleigh loves being a resource for people and walking them through all the intricacies of buying or selling a home.

"I believe when things are meant to come together, they do so really beautifully," Kaleigh says. "Doing this and helping people navigate this process has never felt forced. I love what I do and I show up super pumped every day. The connections I have made and the people I meet are all great. I am never bored."

Several years ago, Kaleigh, Michael and their three daughters found their forever home in Delaware on eight



“

**I love the element of smart, functional and almost irreverent design: layering on colors and textures, and mixing both old and new pieces.**

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# STORYTELLING & ITS RELATIONSHIP WITH REAL ESTATE

By Timothy Zaritsky, Business Strategist at Orange Visuals

In today's real estate market, where buyers have access to a wealth of information at their fingertips, it is not enough to only list the features of a property. Storytelling is a powerful tool in real estate media, transforming how properties are marketed and helping buyers connect on a deeper level with potential homes. By creating a narrative that taps into emotions, lifestyle aspirations, and unique property details, real estate professionals can create a lasting

impression that goes deeper than square footage and floor plans.

At its core, storytelling humanizes the property. While data points like the number of bedrooms, lot size, and neighborhood amenities are essential, they often fail to evoke a sense of place or belonging. A well-told story, however, invites potential buyers to visualize their lives unfolding within the space. It paints a picture of

experiences: children playing in the backyard, quiet mornings sipping coffee on the patio, or family gatherings around the fireplace. These narratives allow buyers to see themselves in the home, creating an emotional connection that facts and numbers cannot achieve.

Storytelling also helps differentiate properties in a crowded market. In many cases, homes with similar layouts or features are aiming for the attention of the same buyers. Through storytelling, real estate professionals can highlight what makes a property unique. Maybe it's the history of the house, the craftsmanship of its design, or the lifestyle it affords—a lakeside retreat, an urban loft, or a peaceful suburban house. By emphasizing these elements, storytelling adds layers to the property's appeal, making it stand out from the competition.

Furthermore, storytelling in real estate media plays a critical role in targeting the right audience. Understanding the prospective buyer's needs, desires, and pain points allows real estate professionals to create narratives that resonate with those buyers. For example,

a young family might be drawn to stories that emphasize safe neighborhoods, good schools, and ample space for children to grow, while a single professional might connect more with a story that highlights proximity to nightlife and modern design elements. Storytelling helps align the property's message with the values and lifestyle of its target market, increasing the likelihood of a meaningful connection. Adding elements like interviews with the homeowner and day-to-night transitions all contribute to a dynamic narrative that holds the viewer's attention and builds a sense of anticipation.

In conclusion, storytelling in real estate media is not just a trend—it is a strategic approach that elevates the property marketing experience. By creating a narrative that connects emotionally, differentiates the property, and resonates with the target audience, storytelling transforms how homes are perceived and valued. In a market where competition is fierce and buyers are overwhelmed with choices, the power of a good story can be the key to standing out and forging lasting connections.



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# KATRINA JUDD



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By Heather Lofy • Images by Orange Visuals

It's not often you hear of a college student buying a home. But Katrina Judd bought her first house when she was 21 years old after she and her now-husband, Matt, were tired of renting while students at The Ohio State University. And if it weren't for that decision then, she might not be a REALTOR® today.

"We didn't know a whole lot about the process, but thought why not buy a house?" Katrina shares. "We bought our first house in the Gahanna area, where we both grew up and met while in high school. I was studying to be a doctor at OSU but was realizing I didn't love science. I knew I wanted to help people and work with people. When we bought our house we called the name on the sign and bought from a dual agent, and after going through that process I thought that being a REALTOR® was something that I could potentially enjoy and be good at. I decided to take my real estate classes on the weekends while still at OSU."

The decision paid off, and Katrina got her real estate license when she was 23.

"I was the first person in my immediate family to ever buy a home," she says. "Then I sold my mom a house and I sold my dad a house and thought, 'Now what?'"



Katrina joined a real estate team, initially as a buyer's agent, and then ultimately was in a position where she spent time training each new agent who came into the brokerage. She also became well-versed in corporate relocations and worked with many internet leads and first-time homebuyers.

"That's how I grew my book of business," Katrina says. "Eventually it became time to spread my wings. Last year I came to Howard Hanna to work on my own and I am loving it. It's nice to be in a place where I have been able to spend time building my own systems and making sure that everything we do is really centralized and focused on the clients. This time has given me the opportunity to really focus on that. I'm really there for my clients every step of the way now, and I'm back in the thick of it from start to finish."

Now that she feels like she and her clients are fully set up for success, Katrina looks forward to building a "small but mighty" team at Howard Hanna. Over the years she has been approached by several agents, but she now feels like the time is right.



Since Katrina has been licensed for nearly two decades, she's seen many market shifts and has worked with clients with all different needs. She prides herself on her ability to adapt to those needs to help each client achieve their dreams.

"I am a people person," Katrina says. "I am warm and fuzzy. I am a hand holder and I'm not someone who is going to push you. I am in my clients' corner. But I also understand that not everyone wants a hand holder. They might want someone straight to the point. I can adapt to the client's needs and wants and that has been helpful. I make sure they feel I have their back whether it is the first house or the 100th we look at. As long as they do what they need to to be successful, I am going to be right there with them."

Katrina also notes the support she has both in and out of the industry. She and a fellow Howard Hanna agent, Sherri Resnick, became REALTORS® the same year and support and respect each other in their careers. And her family knows real estate has allowed them to both work hard and play hard. She and Matt have two children and a dog, a lab named Cona. Anthony recently entered his freshman year at Ohio University and Aubrey is a sophomore at Gahanna Lincoln.

"We love to camp and travel," Katrina says. "We have a camper that we got in 2019 and we have been to more than 20 states in it. We did a 10-state trip on the east coast and that was really cool. We have also flown out west to Yellowstone and Zion. We have a lot more to see but we have enjoyed going on these camping trips and hitting national parks."

Katrina knows how lucky she is to have spent her whole career doing a job she loves.

"I'm so excited to go to work and some people never find that," she says. "I truly feel I get to work doing something I love and what also motivates me is to have those experiences with my family. To be rewarded for doing something I love and then rewarding our family is so motivating."



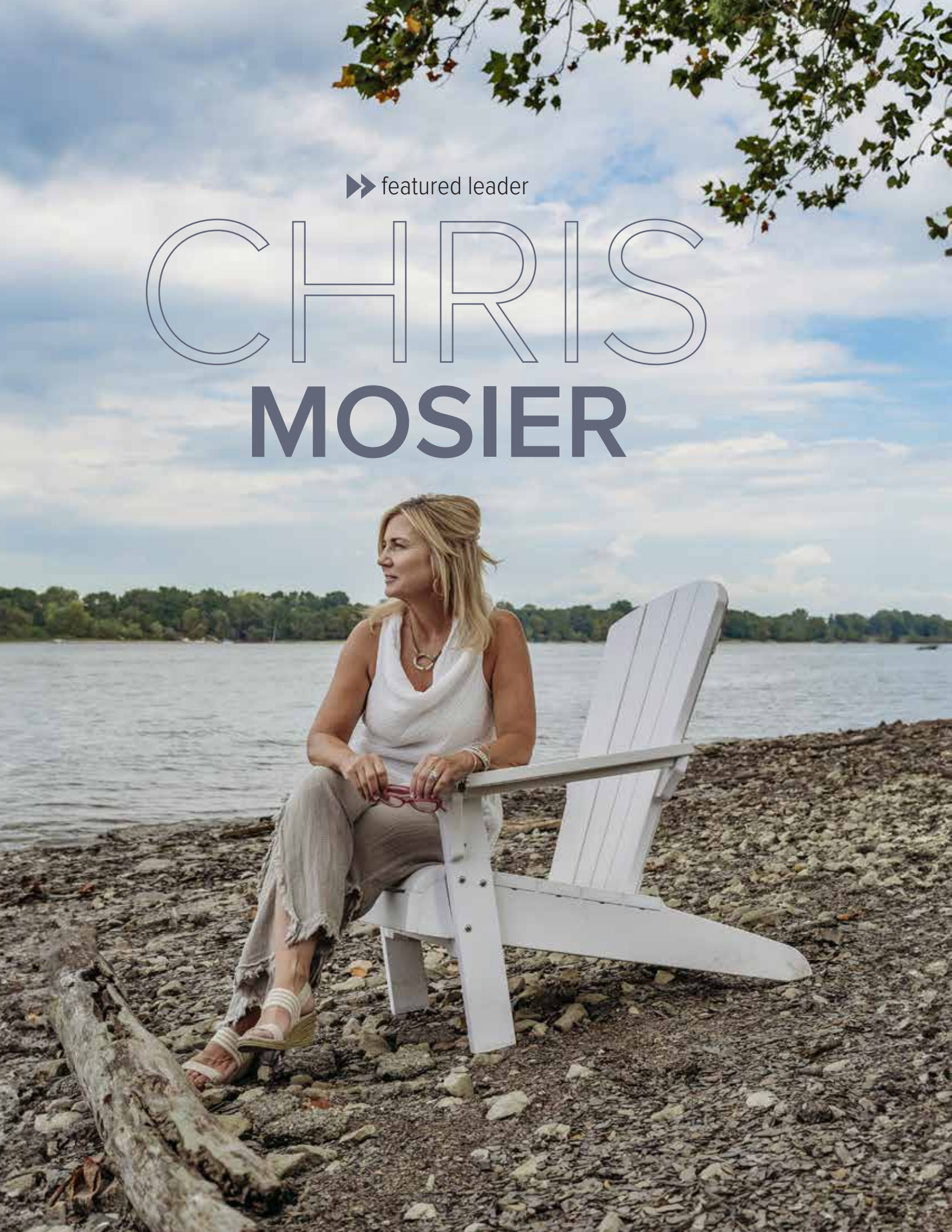
Katrina and her family, from left to right: Anthony, Matt, Cona, Katrina and Aubrey.





▶▶ featured leader

# CHRIS MOSIER



## LAKEFRONT LIVING REALTY

By Heather Lofy • Images by Kristen Nester Photography

Often REALTORS® have a specialty in the real estate industry. For some, it's residential properties in certain areas. For others, it's commercial space. And for Chris Mosier of Lakefront Living Realty, it's the lake. Dubbed "The Lake REALTOR®," Chris knows everything there is to know about buying and selling a home on an Ohio lake.

Chris was a single mom when she started a career in real estate in 2003. Having recently divorced and not knowing how to get a listing or a buyer, her faith in God guided her over the next few years.

"When I turned to the Bible, I found peace in trusting he would help me," she says. "I remember praying and saying, 'Lord, I don't even know what to say to a seller to try and get their listing.'"

It was not a coincidence to Chris when her first listing came about when getting her teeth cleaned. The hygienist noticed her record said she was a REALTOR® and she asked Chris to list her home without Chris having to say a word.



Photo courtesy of Klatte Photography.



"I didn't really know what I was doing," Chris says. "I put the sign on the yard and next thing I knew we had a cash offer. The next month, it was the same thing again. Something fell into my lap and another cash buyer came along. Every month it was a miracle."

In 2005 Chris would meet her husband Bruce. Upon the unfortunate passing of his parents, he decided to use the small inheritance to purchase a lake home with the idea of this being the perfect ground for blending their new family. At that time, the internet was not what it is today and Chris drove around all lakes within two hours of New Albany to try and find a lake home and understand each lake's features. Little did she know this was the building block to a future she never imagined. They purchased a lakefront cottage at Apple Valley Lake and today it continues to be part of the fabric of their family. It was here where Chris discovered

the love of lake life. Chris decided she was going to become central Ohio's lakefront specialist. Her research showed her no one in the area was tackling that niche, so she made it her mission to be that agent.

As the word got out, her lake niche business grew statewide. The brokerage she was with had territory restrictions and would not allow her to have offices at many of the lakes. She began the search for a real estate franchise that focused strictly on lake homes and found that it did not exist. It would be her faith that would have her leap for her unimaginable dream. In her search for a franchise, she came across Massachusetts "Lake Guy," Scott Freerksen. Scott was doing the same thing Chris was doing in Ohio.

"We started comparing our stories," Chris says. "He had a website where he got all the MLS from states to download only lakefront homes, plus he had information about all the specific lakes. He had a truly detailed site that I didn't have. I am the people side and he is the IT side. It was a fantastic match. In 2015 we partnered to create the franchise Lakefront Living International LLC."

Ten years later, Lakefront Living Realty is in 12 states and did \$153 million in sales in 2023.

"It's unbelievable," Chris shares. "I love leading the agents on my team. We really work with a team mentality. We do discovery tours for clients at every lake because we are not just selling the home, we are selling the lake, too. After we interview our buyers to see what they are looking for, we narrow it down to three lakes and

take them on tours of each. We have boats at most lakes to take them out and explore."

Chris also had success when HGTV contacted her to be on a show called "Lakefront Bargain Hunt Renovation" six years ago. They filmed at Apple Valley and although Chris has only been on one episode, agents on her team have been featured in other episodes as well.

Chris' favorite thing about her career and specialty is helping clients find that perfect lake home, just like she and Bruce did all those years ago.

"What I love is we are helping families," she says. "It is so fulfilling. I am going on 20 years of doing this and I'm not tired of it. I can't even see myself retiring. I have such a passion for helping my agents help families. I knew what a weekend at a lake home did for my blended family. Now that our kids are all in their late 20s, it is the place they go with their friends. My son recently turned 27 and his high school friends are all coming back for the weekend to come to the lake and celebrate. After all these years, it brings them home."

She continues: "I want to be a blessing to people... to the agents and the families we are going to help in Ohio and nationwide. My agents know they can

call me at any time for guidance and to pray for the wisdom to help their clients knowing faith works over stress every time."





# LEGALLY SPEAKING



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

*Havel v. Bd. of Zoning Appeals*, 2024-Ohio-4544, 2024 Ohio App. LEXIS 3308 (11th Dist., Portage Cty.) September 16, 2024, decided.

Havel appealed a decision by the City of Kent's Board of Zoning Appeals (BZA) denying him a non-conforming use certificate for his property, which he intended to use to house more than two unrelated individuals. Havel's property is located in an R-3 high-density residential zoning district, which limits single-family dwellings to no more than two unrelated individuals. Havel argued that his use of the property was consistent with the zoning code and that the restriction was unconstitutional.

The trial court initially ruled in Havel's favor, stating that he did not need a non-conforming use certificate and that the zoning restriction was unconstitutional. The Court of Appeals found that the trial court misapplied the City of Kent's zoning code.

The appellate court clarified that the zoning code does indeed restrict single-family dwellings in the R-3 district to no more than two unrelated individuals. The court also held that this restriction is constitutional, as it serves the purpose of encouraging single-family residential development and efficient public facility extension, unlike a similar restriction in a different case (*Yoder v. City of Bowling Green*) which was deemed arbitrary. It is well-settled law that zoning restrictions that limit unrelated individuals residing within single-family dwellings are constitutional.

The appellate court concluded that Havel's intended use of the property as a rooming house for more than two unrelated individuals required a non-conforming use certificate, which he did not obtain. Therefore, the trial court's decision was reversed, and the case was remanded for further proceedings consistent with the appellate court's opinion.

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By Kristen Vitartas  
Images by Orange Visuals

# RESOURCE SETTLEMENT SERVICES

Jennifer McIntyre, vice president of sales with Resource Settlement Services, is no stranger to meeting new people. Jennifer hails from Canton, Ohio, and attended nine schools in 12 years spanning Ohio, Florida, North Carolina and Pennsylvania. She attended the University of Pittsburgh for journalism where she wrote creative nonfiction that led to an early career as an entertainment writer and a photographer.



“I wrote long magazine articles that read like fiction, but were real-life immersive journalism stories,” she said. Jennifer would spend six months digging deep into the subjects for her articles. “I specialized in the seedy underground. I would spend months with bookies, drug addicts, strippers, rock bands and more. I would always discover something that nobody else knows about. As a writer for *“Columbus Real Producers,”* I still love to dig deep and learn something interesting or unusual from REALTORS® too.”

So how did Jennifer make the leap from journalism to the title industry? After getting married, she stayed home to raise her children – three of her own and two stepchildren – two of them with autism.



Jennifer with her husband, David.

“  
I COULD  
NOT BE ANY  
HAPPIER.  
I FOUND MY  
PERFECT  
TITLE HOME.”



In 2017, her sister bought a title company in Canton called Patriot Title. Since her children were older at that point, and the company had no footprint in Columbus, Jennifer decided to jump in, figuring out the world of title as she went along.

“Because there was no office here originally and there was nobody here to really mentor me, I had to figure it out on my own. I did it completely differently than anyone else. Most title representatives go to meetings, sponsor events and try to find REALTORS® out in the public. I just went straight to LinkedIn. I knew one REALTOR® and I asked her for business, and she gave it to me. I built my entire business through LinkedIn,” she said.

Jennifer would then take people to lunch and ask them what they loved and hated about their current title company. “I would ask them if I could change one thing they hated, would they send me their next contract?” she recalls. “If I told them I can give them everything they loved and fix the things they hated, what were they going to say, ‘No, I want to continue to do something I hate?’” she said.

Jennifer continued to build her business on relationships. “I genuinely care about their business. The funny thing is, back then, since I was new to the title world, I didn’t know if I was talking to somebody who got their license yesterday or an established agent like Sandy Raines. I had no clue,” she said. “So, I wasn’t nervous. I had no preconceived notion of how big an agent was, and I treated them all the same. I genuinely cared about helping them grow their business. It was and always has been more about my clients than it is about me.”

Despite a decent following in the Columbus market with her sister's company, Jennifer wanted to join a Columbus-based title company, eventually joining Bridge Title from 2018 to 2023. Jennifer helped to grow Bridge from a few employees to over 14 employees and will always cherish the time and mentorship she had with the owner Shawn Stevens.

"Ironically, Resource reached out to me during my time with Bridge. I liked the appeal of them because they're a national title company and I had a lot of clients in the investor space, and most investors invest in multiple states. They liked doing title work with me, but they would always say, 'I wish you were in this state, too,'" she said.

Even though Resource Settlement Services appealed to Jennifer, and she was limited to Ohio, the timing wasn't right. Before taking the leap with Resource Settlement Services, Jennifer left Bridge and took a leap of her own by starting her own title company, New Leaf Title.

"I had a business partner, but after about four months, I learned that we were not aligned. I realized very quickly that this was not the partnership that I thought it was and we were not going to have the long-term growth that I was looking for," she said.

“

THERE ARE A LOT OF GREAT PEOPLE IN THIS INDUSTRY WHO HAVE BECOME MY CORE FRIENDS, AND NOW MY SURROGATE FAMILY.

”



Jennifer sold her shares back to the rest of the New Leaf investors and joined Resource Settlement Services, a Maryland-based company with a satellite office in Columbus.

"The goal for me to come over to Resource was to get business in Ohio, but the main objective was to take it to a national level. So, my objective was to get deals in [almost] every state, which I have already accomplished," she said.

Jennifer owes a large part of that success to Resource Settlement Services COO Thomas Dunn, pointing out their similar collaboration styles. "It is wonderful to work with somebody who has the same ideas, the same customer service smarts, same philosophy, values and business structure. From the moment I met him, all the sadness about New Leaf became crystal clear to me. I am meant to be here, and I needed to learn that from starting up New Leaf," she said. "I could not be any happier. I found my perfect title home."

Jennifer's journey through different title companies has not been easy. The move from Jennifer's sister's company was exceptionally painful. Most of Jennifer's family



stopped speaking to her when she left Patriot Title. But that loss, on top of outgrowing Bridge and leaving Shawn, and departing from her own newly formed company New Leaf, explains Jennifer's passion behind her work at Resource Settlement Services.

"Of course, there are pieces of [losing my family] that I'm sad about, but if it wasn't for my sister, I never would have gotten into title. There are a lot of great people in this industry who have become my core friends, and now my surrogate family that I never would have met," she said.

Jennifer served on the board of directors for Easterseals Central and Southeast Ohio and both the Women's Council of REALTORS® Ohio and Columbus. Jennifer and her husband David share five adult children, Charles, Morgan, Steven, Madison and Cole. She's a huge Pittsburgh Steelers fanatic and she and David love traveling the country, especially to Key West every year.

"Unfortunately, being in the title business, I don't really get to vacation. I just work in another location," jokes Jennifer. "But I love what I do and wouldn't have it any other way."

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

-Lucas

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

-Julie

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

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

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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# STACEY LAMBRIGHT

▶ real producer

**N**o matter the obstacles, no matter the odds — Stacey Lambright, EXP Realty, LLC, always finds a way to prevail. With perseverance and heart, she's soared over challenges and rebounded from difficulties.

By Carol Rich • Images by Wes Mosley Photography

Observes Stacey: "The comeback is always greater than the setback."

Stacey, who grew up in Johnstown, Ohio, experienced two life-changing events before she was 25: she launched her real estate career — and she met Jim Lambright, her now-husband and business partner.

In 1997, Stacey took a job in new build sales with M/I Homes. From the start, Stacey was a success. "At M/I, I was fortunate enough and extremely grateful to get paired with Mike Smith, the best mentor I could have asked for in the industry!"

Three years later it was love at first sight when she met Jim. From Medina, Ohio, Jim graduated from The Ohio State University with a microbiology degree. At the time he was already in sales and recently honorably discharged from the military when he and Stacey began what she calls a whirlwind romance.

Jim's start in real estate began as a necessity: he had to help Stacey when a high-risk pregnancy forced her to take medical leave from her job. Stacey didn't want to lose her position as the model rep at a New Albany community in her division's most coveted location. So Jim quit his job and joined M/I to cover Stacey's sales model.

After the couple's son, James, was born, the two became a stellar team at M/I, consistently achieving some of the highest numbers for units sold throughout M/I Homes' operation nationwide. In late

EXP  
REALTY



2005, the U.S. housing market began to crash — and the slide started with home building. Seeing the peril in the new build market, Stacey and Jim left M/I and jumped into existing home sales. But the existing home market also collapsed and when it did, the Lambrights hit bottom. “We literally lost everything,” Stacey remembers.

Characteristically, Stacey and Jim found a path forward. They became one of the top short sale teams in Ohio.

“I literally sat at kitchen tables and cried with the families,” said Stacey. “I knew exactly where they were coming from with the stress and trauma of the whole situation.” Stacey refused to lose a short sale. Drawing on her resolve and compassion, she made sure her clients were able to move on with their lives and walk away without lingering damage.

“Stacey was right there helping them,” said Jim. “Stacey always stands up for the underdog.”

In 2018, Stacey and Jim joined EXP Realty. “We realized through the recession the value of building numerous income streams and EXP gave us a vehicle to really focus on residual income,” Jim said.

Stacey and Jim have separate but complementary roles at EXP. Jim is a recruiter, mentor and trainer, while Stacey is an independent agent. A hundred percent of Jim’s efforts have built a group of over 175 successful agents that the two call their tribe. Stacey is always available as a production mentor to their tribe and really loves helping newer agents or under-producing agents achieve their real estate goals.

A hands-on REALTOR® who loves what she does, Stacey expects 2024 to close as her best year as an independent agent. She is the second highest-selling agent in Ohio for EXP and 64th for EXP’s 90,000 agents nationally.

Jim is ranked in the top 2% of EXP’s agents for attracting recruits and mentoring. “His dedication and commitment to our tribe is heroic — if they need him, he is there. If they want to build an empire, he is the first to pick up a hammer to help them!” Stacey said.

Stacey and Jim live in New Albany with their rescue German Shepherd, Ezekiel “Zeke” Elliott,



as well as a changing group of foster cats and a herd of raccoons with an Instagram famous one named “Hot Dog”. The couple’s son, James, now 23, has completed classes for his real estate exam and hopefully will join them in 2025.

Stacey goes full throttle in her work, but she saves time for her passions. A self-proclaimed bourbon aficionado, she founded the Buckeye Bourbon Babes and has a personal collection of over 600 rare bottles of bourbon. The Lambrights love to travel and they enjoy spending time in their second home in St. Croix. They also travel frequently with trips all over the country to build their tribe and enjoy life while doing it. Their motto is “Making real estate fun again.”

Stacey is deeply committed to the community. Inspired by her 30-plus years of treatment for a rare blood disorder and lupus at the James Cancer Hospital, she has been a prolific fundraiser for The Leukemia & Lymphoma Society.

Stacey has founded two nonprofits that have made a difference for thousands of people around the world — and even saved lives. “Both of the nonprofits we started came out of helping someone and then we realized we could scale it and help more people,” Stacey said.

The idea for Drill4Life was sparked by an in-depth conversation Stacey had with a man named Simba born and raised in Zimbabwe whom Stacey met when she hired him to clean her carpets. After



Simba described the life-threatening conditions in his tiny drought-stricken home village, Stacey immediately felt compelled to help. She founded Drill4Life, which has funded the drilling of 17 much-needed wells in Zimbabwe.

Stacey was moved to start another nonprofit, Faithful Forgotten Best Friends after she saw a Facebook post about a pet store that had lost its lease and needed to give away large amounts of dog food. Stacey took action and mobilized trucks to pick up the pet store's dog food and take it to homeless people who needed it for their dogs. Today Faithful Forgotten Best Friends provides food and medical care for the companion animals of homeless people and those less fortunate.

Stacey has won awards for her nonprofit work. She was named a Sunny 95 Top 20 Outstanding Woman of the Year as well as an ABC 6 Champion On Your Side.

Both Stacey and Jim are committed to living the maxim that a rising tide lifts all ships. When they share how they built their business into a success story — even after the ravages of the housing market crash — their goal is to inspire others and teach them ways to flourish.

“We believe in an abundance mindset,” Jim said. “Everything comes in seasons. A lot of agents aren't having a monster year. Stick with it though and it will turn the corner.”

“Authentic is definitely our word to live by,” emphasizes Stacey. “We want everyone to succeed.”

“  
**EVERYTHING  
COMES IN  
SEASONS.**  
A LOT OF AGENTS AREN'T  
HAVING A MONSTER YEAR.  
STICK WITH IT THOUGH AND  
IT WILL TURN THE CORNER.”

Stacey with her husband and business partner, Jim.

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Sept. 30, 2024, as of Oct. 16 at 3 p.m.

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	634	294,322,000
2	Raines, Sandy L	The Raines Group, Inc.	294	176,384,000
3	Tartabini, Daniel V	New Advantage, LTD	271	139,840,000
4	Riddle, Robert J	New Albany Realty, LTD	184	125,590,000
5	Ruff, Jeffery W	Cutler Real Estate	163	111,053,000
6	Fairman, Charlene K	The Realty Firm	208	105,945,000
7	Ruehle, Ryan J	EXP Realty, LLC	258	89,724,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	244	80,516,000
9	Long, Bryan	Century 21 Frank Frye	15	78,751,000
10	Willcut, Roger E	Keller Williams Consultants	91	63,801,000
11	Wright, Kacey A	RE/MAX Partners	122	63,799,000
12	Clarizio, Bradley	Red 1 Realty	182	61,624,000
13	Lynn, Lori	Keller Williams Consultants	169	59,294,000
14	Ciamacco, DeLena	RE/MAX Connection	101	52,372,000
15	Ritchie, Lee	RE/MAX Partners	123	48,177,000
16	Wheeler, Lacey D	Red 1 Realty	95	44,444,000
17	Casey, Michael A	RE/MAX Connection	95	43,335,000
18	Ross, James E	Red 1 Realty	166	43,244,000
19	Shaffer, Donald E	Howard HannaRealEstateServices	129	42,931,000
20	Kemp, Brian D	Keller Williams Capital Ptnrs	86	40,151,000
21	Close, Allison L	Cutler Real Estate	59	39,723,000
22	Guanciale, Andrew P	Coldwell Banker Realty	125	39,635,000
23	MacKenzie, Cynthia C	CYMACK Real Estate	78	38,144,000
24	Bodipudi, Koteswara	Red 1 Realty	87	37,429,000
25	Beirne, Daniel J	Opendoor Brokerage LLC	123	37,381,000
26	Fox-Smith, Angelina L	Coldwell Banker Realty	71	37,236,000
27	Powell, Tina M	Coldwell Banker Realty	88	36,202,000
28	Swickard, Marnita C	e-Merge Real Estate	60	35,749,000
29	Grandey, M. Michaela	Rolls Realty	45	34,314,000
30	Conley, Amy E	Cutler Real Estate	40	33,494,000
31	Collins, Charles E	Red 1 Realty	112	33,268,000
32	Price, Hugh H	Howard HannaRealEstateServices	69	32,818,000
33	Looney, Sherry L	Howard HannaRealEstateServices	108	32,501,000
34	Ferrari, Rhiannon M	EXP Realty, LLC	84	32,354,000

Rank No	Agent	Office Name	Unit	Volume
35	Wills, Julie R	Howard Hanna Real Estate Svcs	68	31,883,000
36	Elflein, Joan	Ohio Broker Direct, LLC	81	31,738,000
37	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	71	31,579,000
38	Mancini, Mandy	Keller Williams Consultants	48	31,448,000
39	Clark, Amy G	LifePoint Real Estate, LLC	75	30,784,000
40	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	69	30,175,000
41	Chiero, Kathy L	Keller Williams Greater Cols	72	29,860,000
42	Alley, Rachel M	Keller Williams Capital Ptnrs	67	29,761,000
43	Powers, David S	Cutler Real Estate	36	29,375,000
44	Ramm, Jeff	Coldwell Banker Realty	46	29,092,000
45	Tanner-Miller, Angie R	Coldwell Banker Realty	104	28,819,000
46	Madosky Shaw, Lari	Coldwell Banker Realty	44	28,572,000
47	Pearson, Lauren E	RE/MAX Consultant Group	59	28,526,000
48	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	62	28,450,000
49	Beckett-Hill, Jill	Beckett Realty Group	40	28,231,000
50	Kendle, Ronald D	RE/MAX Town Center	30	27,826,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Sept. 30, 2024, as of Oct. 16 at 3 p.m.

Rank No	Agent	Office Name	Unit	Volume
51	Davis Spence, Katherine	KW Classic Properties Realty	47	27,489,000
52	Kamann, Heather R	Howard Hanna Real Estate Services	73	27,316,000
53	Cox, Brittany	Coldwell Banker Realty	88	27,284,000
54	Carruthers, Michael D	Coldwell Banker Realty	29	27,155,000
55	Mahon, John D	Casto Residential Realty	47	26,231,000
56	Roehrenbeck, James F	RE/MAX Town Center	59	26,228,000
57	Wainfor, Susan	Coldwell Banker Realty	59	25,961,000
58	Shoaf, Terra J	Keller Williams Consultants	31	25,382,000
59	Breeckner, Brian	Beckett Realty Group	89	25,315,000
60	Neff, Mark B	New Albany Realty, LTD	28	24,463,000
61	Shaffer, Carlton J	RE/MAX Partners	52	24,265,000
62	Edwards, Kyle	KW Classic Properties Realty	46	23,142,000
63	Diaz, Byron	NextHome Experience	105	23,103,000
64	Dixon, Tracey L	Keller Williams Greater Cols	72	22,806,000
65	Kessel-White, Jennifer	KW Classic Properties Realty	64	22,347,000
66	Lambright, Stacey J	EXP Realty, LLC	51	21,940,000

Rank No	Agent	Office Name	Unit	Volume
67	Fisk, Jacob V	Red 1 Realty	77	21,838,000
68	Smith, Steven S S	Keller Williams Consultants	62	21,820,000
69	Rano, Richard J	RE/MAX Affiliates, Inc.	51	21,644,000
70	Mills, Kim	Cutler Real Estate	28	21,617,000
71	Vanhorn, Vincent K	Di Lusso Real Estate	66	21,427,000
72	Berrien, Todd V	Coldwell Banker Realty	56	21,161,000
73	Mahler, Jeff A	Keller Williams Capital Ptnrs	53	20,811,000
74	Pattison, Susie L	Cutler Real Estate	41	20,776,000
75	Hinson, Alan D	New Albany Realty, LTD	16	20,551,000
76	Abbott, Kelly	Howard Hanna Real Estate Svcs	60	20,496,000
77	Mitchell, Courtney J	RE/MAX Premier Choice	38	20,461,000
78	Jones, Jane L	Howard Hanna Real Estate Svcs	20	20,215,000
79	Smith, Anita K	EPCON Realty, Inc.	44	20,130,000
80	Richards, Katie C	Keller Williams Greater Cols	39	19,777,000
81	Chudik, Margaret L	Coldwell Banker Realty	48	19,743,000
82	Fenters, Margaret M	Coldwell Banker Realty	31	19,742,000
83	Hunter, Ling Q	Red 1 Realty	60	19,647,000
84	Marsh, Troy A	Keller Williams Consultants	51	19,627,000
85	Prewitt, Brandon T	RE/MAX Partners	42	19,483,000
86	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	43	19,292,000
87	Fox, Jermaine	EXP Realty, LLC	75	19,289,000
88	Barlow, Jaysen E	Sell For One Percent	58	19,114,000
89	Sunderman, Mary K	Keller Williams Capital Ptnrs	43	19,035,000
90	Ackermann, Mara	RE/MAX Consultant Group	31	18,948,000
91	Lyubimova, Ekaterina	NextHome Experience	70	18,728,000
92	Weiler, Robert J	The Robert Weiler Company	5	18,686,000
93	Godard, Cheryl S	KW Classic Properties Realty	16	18,680,000
94	Mathias, Neil W	Cutler Real Estate	27	18,670,000
95	Meyer, James D	Cutler Real Estate	37	18,459,000
96	Shields, Bradley L	Redfin Corporation	40	18,378,000
97	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	38	18,303,000
98	Lowe, Regan M	Keller Williams Capital Ptnrs	37	18,276,000
99	Sanepalli, Ramamohan R	Key Realty	32	18,150,000
100	Laumann, Margot M	Street Sotheby's International	33	17,915,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Sept. 30, 2024, as of Oct. 16 at 3 p.m.

Rank No	Agent	Office Name	Unit	Volume
101	Murphy, Patrick J	Keller Williams Consultants	43	17,911,000
102	Miller, Sam	Re/Max Stars	85	17,869,000
103	Doyle, Michael	EXP Realty, LLC	51	17,868,000
104	Press, Marci L	Home Central Realty	40	17,731,000
105	Stevenson, Michelle L	M3K Real Estate Network Inc.	43	17,673,000
106	Hance, Matthew	EXP Realty, LLC	48	17,666,000
107	Redman, Shawn	Street Sotheby's International	14	17,630,000
108	Maze, Jamie L	Cutler Real Estate	37	17,525,000
109	Hart, Kevin	Keller Williams Capital Ptnrs	53	17,468,000
110	Keener, Angela L	Keller Williams Consultants	48	17,274,000
111	Bluvstein, Jake	RE/MAX Connection	33	17,239,000
112	Ford, Clint A	Howard Hanna Real Estate Svcs	48	17,134,000
113	Jones, Tracy J	Keller Williams Elevate - Stro	95	16,993,000
114	Lubinsky, John D	RE/MAX Affiliates, Inc.	39	16,894,000
115	Xue, Yanhua	OwnerLand Realty, Inc.	35	16,889,000
116	Heicher Gale, Barbara S	Keller Williams Consultants	41	16,845,000
117	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	40	16,792,000
118	Reynolds, Ryan D	Keller Williams Consultants	40	16,734,000
119	Kirk, Jon F	RE/MAX Premier Choice	18	16,706,000
120	DeVoe, Anne	Coldwell Banker Realty	18	16,577,000
121	Kanowsky, Jeffrey I	Keller Williams Greater Cols	50	16,544,000
122	Hood, Shaun	Coldwell Banker Realty	42	16,462,000
123	Murphy, Kristina R	Howard Hanna Real Estate Svcs	47	16,327,000
124	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	30	16,322,000
125	Toth, Sherrie	RE/MAX Consultant Group	66	16,286,000
126	Simpson, Kimberly L	Real Brokerage Technologies	19	16,226,000
127	Marvin, Scott A	Team Results Realty	45	16,214,000
128	El Mejaty, Omar	Carleton Realty, LLC	69	16,211,000
129	Hursh, Andrew J	The Westwood Real Estate Co.	42	16,140,000
130	Barlow, Jaime	Sell For One Percent	48	16,063,000
131	Gledhill, Eric W	Cutler Real Estate	32	15,974,000
132	Griffith, Tyler R	RE/MAX Peak	54	15,954,000
133	Reed, Chris	Howard Hanna Real Estate Svcs	43	15,910,000

Rank No	Agent	Office Name	Unit	Volume
134	Kessler-Lennox, Jane	New Albany Realty, LTD	16	15,861,000
135	Becker, Kathryn K	Coldwell Banker Realty	30	15,826,000
136	Kovacs, Kimberly A	Coldwell Banker Realty	47	15,803,000
137	Goodman, Benjamin J	Charles Hart Residential	30	15,764,000
138	Kim, Lory	RE/MAX Connection	39	15,747,000
139	Whitten, Glen	Ohio Property Group, LLC	39	15,642,000
140	Soller, Martin F	Coldwell Banker Realty	34	15,243,000
141	Bainbridge, Brian C	CRT, Realtors	51	15,231,000
142	MYERS, AMANDA	Rise Realty	66	15,211,000
143	Winter, Brad	Engel & Volkers Real Estate Advisors	32	15,196,000
144	Parsley, David H	Ross, Realtors	33	15,154,000
145	Pacifico, Michael A	RE/MAX ONE	36	15,079,000
146	Kullman, Gregory S	Street Sotheby's International	19	14,942,000
147	Macaluso, Krystin A	Coldwell Banker Realty	27	14,693,000
148	Shawver, Morgan Taylor	Coldwell Banker Realty	30	14,653,000
149	Groza Yoko, Emily	KW Classic Properties Realty	31	14,635,000
150	Godfrey, Alecia	Keller Williams Greater Cols	36	14,614,000

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Sept. 30, 2024, as of Oct. 16 at 3 p.m.

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	294,322,000	634
2	Raines, Sandy L	The Raines Group, Inc.	176,384,000	294
3	Tartabini, Daniel V	New Advantage, LTD	139,840,000	271
4	Ruehle, Ryan J	EXP Realty, LLC	89,724,000	258
5	Cooper, Sam	Howard Hanna Real Estate Svcs	80,516,000	244
6	Fairman, Charlene K	The Realty Firm	105,945,000	208
7	Riddle, Robert J	New Albany Realty, LTD	125,590,000	184
8	Clarizio, Bradley	Red 1 Realty	61,624,000	182
9	Lynn, Lori	Keller Williams Consultants	59,294,000	169
10	Ross, James E	Red 1 Realty	43,244,000	166
11	Ruff, Jeffery W	Cutler Real Estate	111,053,000	163
12	Shaffer, Donald E	Howard HannaRealEstateServices	42,931,000	129
13	Guanciale, Andrew P	Coldwell Banker Realty	39,635,000	125
14	Ritchie, Lee	RE/MAX Partners	48,177,000	123
15	Beirne, Daniel J	Opendoor Brokerage LLC	37,381,000	123
16	Wright, Kacey A	RE/MAX Partners	63,799,000	122

Rank No	Agent	Office Name	Volume	Unit
17	Collins, Charles E	Red 1 Realty	33,268,000	112
18	Graham, Mark	Countrytyme Realty, LLC	13,180,000	112
19	Looney, Sherry L	Howard HannaRealEstateServices	32,501,000	108
20	Diaz, Byron	NextHome Experience	23,103,000	105
21	Tanner-Miller, Angie R	Coldwell Banker Realty	28,819,000	104
22	Ciamacco, DeLena	RE/MAX Connection	52,372,000	101
23	Wheeler, Lacey D	Red 1 Realty	44,444,000	95
24	Casey, Michael A	RE/MAX Connection	43,335,000	95
25	Jones, Tracy J	Keller Williams Elevate - Stro	16,993,000	95
26	Willcut, Roger E	Keller Williams Consultants	63,801,000	91
27	Breeckner, Brian	Beckett Realty Group	25,315,000	89
28	Powell, Tina M	Coldwell Banker Realty	36,202,000	88
29	Cox, Brittany	Coldwell Banker Realty	27,284,000	88
30	Bodipudi, Koteswara	Red 1 Realty	37,429,000	87
31	Kemp, Brian D	Keller Williams Capital Ptnrs	40,151,000	86
32	Miller, Sam	Re/Max Stars	17,869,000	85
33	Ferrari, Rhiannon M	EXP Realty, LLC	32,354,000	84
34	Elflein, Joan	Ohio Broker Direct, LLC	31,738,000	81
35	Fader, Scott	Joseph Walter Realty, LLC	12,120,000	80
36	MacKenzie, Cynthia C	CYMACK Real Estate	38,144,000	78
37	Fisk, Jacob V	Red 1 Realty	21,838,000	77
38	Clark, Amy G	LifePoint Real Estate, LLC	30,784,000	75
39	Fox, Jermaine	EXP Realty, LLC	19,289,000	75
40	Kamann, Heather R	Howard Hanna Real Estate Services	27,316,000	73
41	Chiero, Kathy L	Keller Williams Greater Cols	29,860,000	72
42	Dixon, Tracey L	Keller Williams Greater Cols	22,806,000	72
43	Fox-Smith, Angelina L	Coldwell Banker Realty	37,236,000	71
44	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	31,579,000	71
45	Lyubimova, Ekaterina	NextHome Experience	18,728,000	70
46	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	30,175,000	69
47	El Mejjaty, Omar	Carleton Realty, LLC	16,211,000	69
48	Price, Hugh H	Howard HannaRealEstateServices	32,818,000	69
49	Wills, Julie R	Howard Hanna Real Estate Svcs	31,883,000	68
50	Alley, Rachel M	Keller Williams Capital Ptnrs	29,761,000	67

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Sept. 30, 2024, as of Oct. 16 at 3 p.m.

Rank No	Agent	Office Name	Volume	Unit
51	Toth, Sherrie	RE/MAX Consultant Group	16,286,000	66
52	Vanhorn, Vincent K	Di Lusso Real Estate	21,427,000	66
53	MYERS, AMANDA	Rise Realty	15,211,000	66
54	Wiley, Kelly	Keller Williams Capital Ptnrs	12,027,000	66
55	Kessel-White, Jennifer	KW Classic Properties Realty	22,347,000	64
56	Smith, Steven S S	Keller Williams Consultants	21,820,000	62
57	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	28,450,000	62
58	Hamilton, V. Patrick	REMAX Alliance Realty	13,259,000	61
59	Hunter, Ling Q	Red 1 Realty	19,647,000	60
60	Swickard, Marnita C	e-Merge Real Estate	35,749,000	60
61	Abbott, Kelly	Howard Hanna Real Estate Svcs	20,496,000	60
62	Close, Allison L	Cutler Real Estate	39,723,000	59
63	Roehrenbeck, James F	RE/MAX Town Center	26,228,000	59
64	Wainfor, Susan	Coldwell Banker Realty	25,961,000	59
65	Soskin, Alexander	Soskin Realty, LLC	12,652,000	59
66	Pearson, Lauren E	**	28,526,000	59
67	Barlow, Jaysen E	Sell For One Percent	19,114,000	58

Rank No	Agent	Office Name	Volume	Unit
68	Russo, Richard	Rich Russo Realty & Co.	14,196,000	57
69	Winland, Jessica	Coldwell Banker Realty	12,577,000	57
70	Berrien, Todd V	Coldwell Banker Realty	21,161,000	56
71	Parham, Janene R	Red 1 Realty	9,757,000	55
72	Griffith, Tyler R	RE/MAX Peak	15,954,000	54
73	Webb, Stephanie	Keller Williams Legacy Group	13,794,000	54
74	Mahler, Jeff A	Keller Williams Capital Ptnrs	20,811,000	53
75	Hart, Kevin	Keller Williams Capital Ptnrs	17,468,000	53
76	Shaffer, Carlton J	RE/MAX Partners	24,265,000	52
77	Bainbridge, Brian C	CRT, Realtors	15,231,000	51
78	Rano, Richard J	RE/MAX Affiliates, Inc.	21,644,000	51
79	Lambright, Stacey J	EXP Realty, LLC	21,940,000	51
80	Payne, Donald A	Vision Realty, Inc.	12,172,000	51
81	Marsh, Troy A	Keller Williams Consultants	19,627,000	51
82	Doyle, Michael	EXP Realty, LLC	17,868,000	51
83	Kanowsky, Jeffrey I	Keller Williams Greater Cols	16,544,000	50
84	Flach-Moore, Stacey L	Coldwell Banker Realty	11,495,000	50
85	Jackson, Patricia K	RE/MAX Genesis	13,246,000	49
86	Bare, Scott T	Bauer Realty & Auctions	14,222,000	48
87	Ford, Clint A	Howard Hanna Real Estate Svcs	17,134,000	48
88	Keener, Angela L	Keller Williams Consultants	17,274,000	48
89	Chudik, Margaret L	Coldwell Banker Realty	19,743,000	48
90	Mancini, Mandy	Keller Williams Consultants	31,448,000	48
91	Hance, Matthew	EXP Realty, LLC	17,666,000	48
92	Barlow, Jaime	Sell For One Percent	16,063,000	48
93	Murphy, Kristina R	Howard Hanna Real Estate Svcs	16,327,000	47
94	Mahon, John D	Casto Residential Realty	26,231,000	47
95	Kovacs, Kimberly A	Coldwell Banker Realty	15,803,000	47
96	Davis Spence, Katherine	KW Classic Properties Realty	27,489,000	47
97	Edwards, Kyle	KW Classic Properties Realty	23,142,000	46
98	Ramm, Jeff	Coldwell Banker Realty	29,092,000	46
99	Rooks, Scott David	Lakeside Real Estate & Auction	5,145,000	46
100	Weade, Branen L	Weade Realtors & Auctioneers	7,073,000	45

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Kristen Nester

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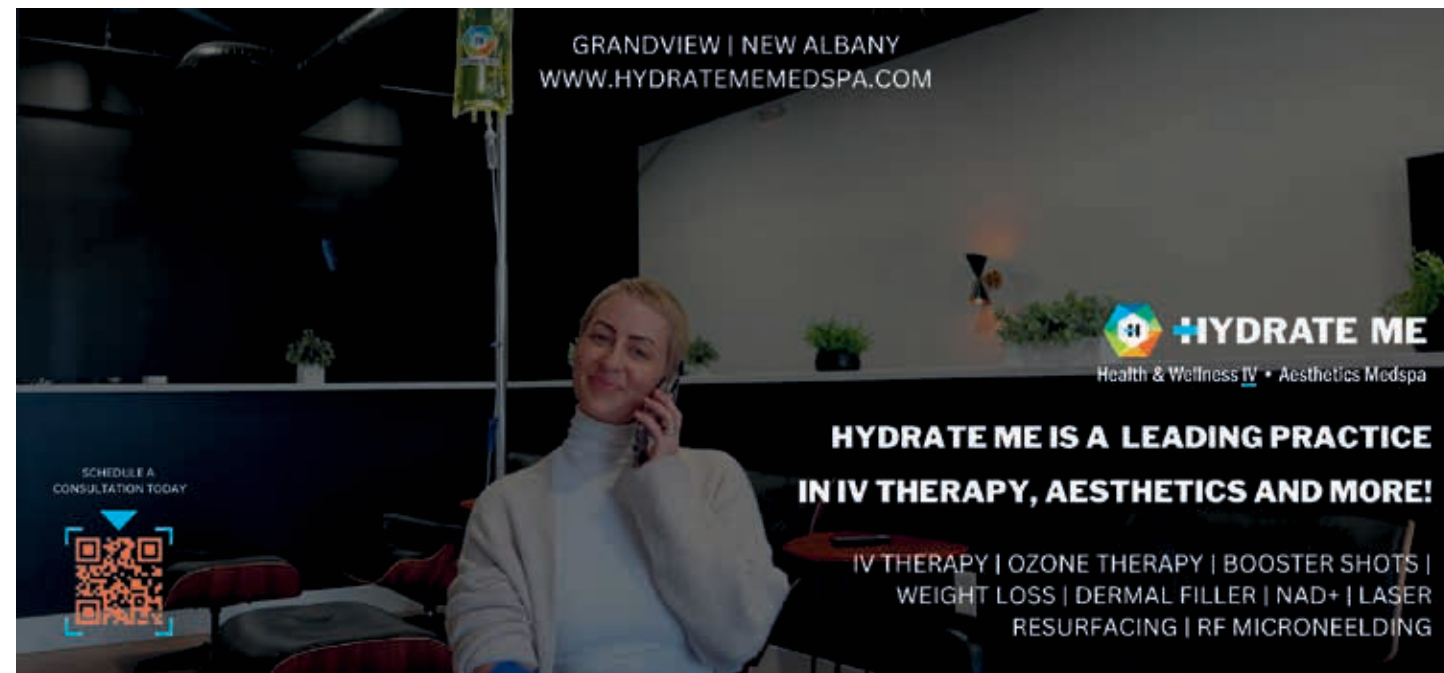
# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Sept. 30, 2024, as of Oct. 16 at 3 p.m.

Rank No	Agent	Office Name	Volume	Unit
101	Grandey, M. Michaela	Rolls Realty	34,314,000	45
102	Marvin, Scott A	Team Results Realty	16,214,000	45
103	Keffer, Tracy T	Keller Williams Greater Cols	13,126,000	44
104	Madosky Shaw, Lari	Coldwell Banker Realty	28,572,000	44
105	Smith, Anita K	EPCON Realty, Inc.	20,130,000	44
106	Stevenson, Michelle L	M3K Real Estate Network Inc.	17,673,000	43
107	Sunderman, Mary K	Keller Williams Capital Ptnrs	19,035,000	43
108	Calhoun, Benjamin S	Berkshire Hathaway HS Pro Rlty	19,292,000	43
109	Reed, Chris	Howard Hanna Real Estate Svcs	15,910,000	43
110	Murphy, Patrick J	Keller Williams Consultants	17,911,000	43
111	Fair, Diana	Ross, Realtors	9,792,000	43
112	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	13,515,000	42
113	Hursh, Andrew J	The Westwood Real Estate Co.	16,140,000	42
114	Prewitt, Brandon T	RE/MAX Partners	19,483,000	42
115	Hensel, Drew R	RE/MAX ONE	12,062,000	42
116	Hood, Shaun	Coldwell Banker Realty	16,462,000	42
117	Boot, Yuriy A	BUCH Realty, LLC	10,357,000	42

Rank No	Agent	Office Name	Volume	Unit
118	Harr, Kathryn	RE/MAX ONE	12,201,000	42
119	Horne, Jeffrey E	Coldwell Banker Heritage	9,076,000	42
120	Cliffel, Eric J	The Columbus Agents	10,899,000	41
121	Heicher Gale, Barbara S	Keller Williams Consultants	16,845,000	41
122	Linn, Misty D	Core Realty Collection	10,767,000	41
123	Vance, Chase	Di Lusso Real Estate	5,728,000	41
124	Bell, Megan L	Real Brokerage Technologies	12,903,000	41
125	Falah, Sinan	Coldwell Banker Realty	14,465,000	41
126	Pattison, Susie L	Cutler Real Estate	20,776,000	41
127	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	16,792,000	40
128	Conley, Amy E	Cutler Real Estate	33,494,000	40
129	Beckett-Hill, Jill	Beckett Realty Group	28,231,000	40
130	Press, Marci L	Home Central Realty	17,731,000	40
131	Reynolds, Ryan D	Keller Williams Consultants	16,734,000	40
132	Lieu, Jimmy	Swiss Realty LTD	8,652,000	40
133	Allgood, Amanda M	e-Merge Real Estate	8,351,000	40
134	Shields, Bradley L	Redfin Corporation	18,378,000	40
135	Hughes, Malia K	Key Realty	13,978,000	40
136	Lubinsky, John D	RE/MAX Affiliates, Inc.	16,894,000	39
137	Kim, Lory	RE/MAX Connection	15,747,000	39
138	Adams, Cody H	Coldwell Banker Realty	14,498,000	39
139	Bevins, James	RE/MAX Revealty	12,801,000	39
140	Whitten, Glen	Ohio Property Group, LLC	15,642,000	39
141	Christensen, Kim	Howard Hanna Real Estate Svcs	10,526,000	39
142	Richards, Katie C	Keller Williams Greater Cols	19,777,000	39
143	Shroyer, Caroline C	Keller Williams Consultants	13,072,000	38
144	Parrett, Constance D	Cutler Real Estate	12,302,000	38
145	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	18,303,000	38
146	McDonald, Jayme	Red 1 Realty	3,013,000	38
147	Mitchell, Courtney J	RE/MAX Premier Choice	20,461,000	38
148	Hall, Connie L	Key Realty	11,258,000	38
149	Maze, Jamie L	Cutler Real Estate	17,525,000	37
150	Meyer, James D	Cutler Real Estate	18,459,000	37

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# STAGING SELLS

... AND SO DO YOU

Amanda Williams  
Owner of Mission Design Co.

The first home I ever staged was broken into. I finally went out on my own, left my lucrative sales job in commercial plumbing (yes, you read that right. I was a professional toilet salesperson), spent my savings to buy furniture for this home, and it was basically all gone. Since then, I have staged over a thousand homes, and designed over 400. What's my secret?

**Never give up on your dream.**

It sounds so cliché to say. I feel like so many people in our industry likely think about giving up at least once a day. It is overwhelming, and just plain difficult. In times like these I remind myself why I started, and what it means to me to continue my path forward.



## ABOUT US

At Mission Design Co, we would love to hear from you. Whether you have a question about our services or want to schedule a consultation, we are always here to help.

## OUR SERVICES:

- Virtual Interior Design
- Floor Plans
- Design Consult
- Interior Design
- Home Staging
- Home Organization

I have been obsessed with houses and furniture since I was young. My parents would let me pick out most everything in my childhood home as early as I can remember. I have memories of talking my mom into letting me sponge paint our entire kitchen. Her and I worked long hours together to accomplish my vision. I would rally the whole family together to talk them into helping me rearrange our furniture for maximum living potential. I was the self-appointed

Christmas decorator making my siblings salty until I made it my profession. I even went as far as creating my own wallpaper with contents from every Seventeen Magazine I could acquire, begging friends for every one they were finished with. We moved a lot – eleven houses in the same school district was not easy. Being the oldest of 4, I moved a lot of furniture with my dad and I earned how to pack the U-Haul like a professional. When I learned about home staging I realized that my childhood actually prepared me to create and execute my dream job. My goal then was the same as my goal now: to see potential in an empty, sometimes cold or outdated house, and make it feel like a warm and inviting home.



## CONTACT US

- [www.mission.design](http://www.mission.design)
- [Mission Design Co](https://www.facebook.com/MissionDesignCo)
- [@missiondesignco](https://www.instagram.com/missiondesignco)
- [info@mission.design](mailto:info@mission.design)
- 614.706.6076

I was given this platform to talk to you about home design and staging, and I look forward to diving into several topics in the coming months. But for now, know this: your job and mine depend on client relationships. Sales relationships are best built on trust and integrity. You aren't just selling homes, you are creating a client experience for the most important investment of their life. We don't just design and stage, we create beautiful spaces that show your clients the potential of the home. So, let's talk about how we can partner for your staging and design needs.



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