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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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» publisher's note

OCTOBER IS A SPECIAL EDITION!

In March of this year, I met with Rudy Wesolek, Colin Burnheimer & Maddie McCallie of Thrive Companies/Realty at Quarry Trails and was so moved by their vision individually as well as a company as a whole and decided to dedicate an entire issue to their voices, mission, and personal stories.

In August of this year, Real Producers of Columbus celebrated a big milestone of serving our real estate community for 8 years and we continue to be inspired daily and monthly by our local agent and affiliate voices that serve and make a difference.

We hope you feel more connected, elevated, and inspired after reading this very special edition of those helping to change the face of Columbus in such an impactful way. Just like YOU every single day.

Your friend,



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HOME

WARRANTY

By Kristen Vitartas
Images by Orange Visuals



MINDY WILLARD, owner of HSP Home Warranty, comes from a line of hard-working women. Born in Zanesville, Ohio, Mindy was raised by her single teen mother and grandmother. Her grandfather passed away when she was 2, leaving her grandmother a widow at the age of 47 with five young children. They all moved to Columbus so that her grandmother and mother could find work.

Mindy's mom worked as a secretary and bartended to make ends meet while her grandmother worked at Lazarus. Mindy was a latchkey kid at 8. They often lived in income-based apartments, living off of minimum wage, her grandfather's social security and WIC to supplement groceries. Mindy's father was never a part of her life and unfortunately passed away before she had the opportunity to locate him.

She was surrounded by families in the same boat so never really knew the difference. "It was a huge achievement when a family member graduated high school. That wasn't our norm so there was definitely no talk of college."

Determined to change the trajectory of her life, Mindy focused on education and working hard at a very young age.

"If I wanted anything, I worked for it," said Mindy. "My experiences taught me so many things about working hard and understanding what people go through in life. It has helped me in this role. I am elated for people who are buying their first home no matter their age or price of their home."

"My grandma never owned a home. My mom didn't until she was 45. Every step is a step up," she recalls. "I look at things a little bit differently and do my best to appreciate and enjoy everything in life," she said.

She began working at Burger King at 14 and started working part-time in an office her freshman year of high school. Mindy was going into the seventh grade when her mom rented a home in Grove City. It was then she felt what it was like to belong to a community.

Having only worked in the corporate world with the comfort of a steady paycheck and health insurance, when Mindy's entrepreneurial-spirited husband, Lou, encouraged her to step out on her own, Mindy wasn't immediately on board. "I was like, 'Are you kidding me? Absolutely not,'" she recalls. "I thought no way would I ever leave a steady job and paycheck," she said. But Lou pushed.



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Lou has always been her biggest fan and pushes her out of her comfort zone but Mindy had to get over her fear of failure.

Meanwhile, Lou often encountered frustrated homeowners in his home inspection business who were getting claims denied by their home warranty companies six months after move-in. They took notice that there weren't a lot of local home warranty companies. Lou started lining up investors to start their company. That was the push Mindy needed to quit her corporate job to run their company in 2018.



“We're a local home warranty company that covers more of the day-to-day things that can go wrong in a home, such as appliances, HVAC, plumbing issues, and those nuances that can come with homeownership,” she said.

“Customer service is severely lacking today. So many things are being outsourced and there is a lack of empathy. We took those into account when we were doing our research on what our company should look like. We found part of the struggle was when working with larger national franchise companies, it's harder to keep your finger on the pulse of the timeliness and quality of repairs,” she said. “We live in a world where we can get packages and groceries delivered in two hours. Waiting 7-10 days for a repair is not acceptable,” Mindy said.

Other things that set them apart is they have one simple annual product that covers all of the interior mechanicals with a low \$50 deductible and includes two free annual tune-ups for the furnace and AC. They also only work with small family-owned businesses so their clients can get quality service quickly.

Since then, HSP Home Warranty has grown to six employees and 30 contracting companies.



“I am still always learning. We've grown it into a company that provides the best service in central Ohio, that I have no doubt. We truly care about our clients and are grateful to have an amazing team alongside us,” she said.

For Mindy and her team, it circles back to understanding the gift of homeownership and not taking that for granted for people. “Some new homeowners are barely able to pay their bills so when something breaks it shouldn't be harder than it needs to be when they call,” she said.

Once Mindy and Lou became empty nesters, they moved to downtown Columbus with their two rescue pups, Lincoln and Emmie. They enjoy walking to find live music, new restaurants and visiting the Columbus Museum of Art. They love to travel, mainly to visit their son Trey in Colorado Springs, Colorado, and daughter Jalyn in Charlotte, North Carolina.

Mindy also loves fashion, design and a bargain. “I'm at estate sales all the time. I'm usually the person in the room wearing the wildest outfit or accessory, but I just have fun with it. I enjoy following local designers. Columbus has a huge fashion design presence that people don't know about,” she said.

Mindy is a member of the Columbus Fashion Council, the Midtown Real Estate Association, Downtown Residents Association, and the Women's Council of REALTORS®, for which she will sit on the board next year.



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MARIA



PICKEN

►► behind the scenes vip

By Heather Lofy
Images by Wes Mosley Photography

THRIVE REALTY

Maria Picken has a long background in interior design, and she had a relationship with Thrive Companies before she even became an official member of the team. She owned her own design company for eight years before joining Michael David Interiors, where she had the opportunity to grow and shift from residential remodeling, decorating and design work to new build construction and design.

“I was working mainly on semi-custom and custom homes,” Maria says. “That’s where I grew the most. I started working on the Thrive account in late 2018 as an outside designer.”

Maria’s work included curating the interiors of Thrive’s Quarry Trails project.

“That project has been a baby of mine for over five years,” Maria shares. “Thrive decided they needed to bring the interior design position internally, so I decided that it was time for me to make a change, leave the company I had been with for 14 years and take the leap.”

Maria officially became a member of the Thrive Realty team as a client experience manager and interior designer in February 2023 and loves everything the company has to offer.

“It is such a unique place to work,” she says. “The atmosphere is open and accepting. Work life balance is a focus of the company. I was also





Maria's kids with their four-legged companion, Max.



I LOVE WHAT I DO, BUT IT'S TRULY REMARKABLE TO BE ABLE TO DO IT EVERY DAY AS A MEMBER OF THE THRIVE REALTY TEAM.



fortunate to have known so many people before I came on board. From day one, I didn't feel like the new kid on the block with all the friendly faces around the office."

One of Maria's favorite things about her role at Thrive is that no two days are the same. One day she might be in front of the computer creating diagrams and layouts, and another day she might be with a client for a design appointment. Maria also stages homes and community spaces for some of Thrive's projects, so she'll curate items and coordinate with movers.

"We build a few different products: flats, townhomes and freestanding single-family condos," Maria explains. "We have several new prototypes in the works for future projects. Our team has the opportunity to relay client feedback throughout the build. The company

takes pride in considering every team's input at the developmental stage of new projects."

Design work also brought Maria and her husband, Brian, and his daughter Ava, together. They first met while working on a remodel in Muirfield. The couple has been married for 11 years and their family has grown. Ava is now 16, their son Lucas is 10 and Max the chocolate lab is 4.

Along with staying busy with the kids' activities and her design role, Maria is currently getting her real estate license. Thankfully, the team atmosphere and camaraderie at Thrive are strong and they motivate Maria each day.

"It's unbelievable how supportive the company is, and I'm so fortunate to be part of this team," Maria says. "Everyone is willing to collaborate. No one is above anyone else and we're always helping each other learn and grow. I love what I do, but it's truly remarkable to be able to do it every day as a member of the Thrive Realty team."



Maria with her family: Husband, Brian, 16-year-old daughter, Ava, and 10-year-old son, Lucas.

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By Timothy Zaritskyy,
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WHY SPECIALIZATION BEATS GENERALIZATION IN REAL ESTATE MARKETING

In today's real estate world, many agents ask themselves a certain question: Should they market themselves as experts in a particular area or maintain a broad approach to attract as many clients as possible? While the idea of being a generalist seems appealing—hoping to capture a wide range of clients—this often leads to diluted branding and ineffective marketing. In reality, focusing on a specific need clients need can significantly enhance your visibility and success as a REALTOR®. Here's why having a targeted approach is essential for standing out in the real estate market.

The inclination to remain general can be from a desire to not alienate certain potential clients. Many real estate agents fear that by narrowing their focus, they might limit their opportunities. For example, an agent who advertises themselves as a jack-of-all-trades in real estate might think they are maximizing their appeal. However, this often results in a lack of distinctiveness. When potential clients seek out an agent, they are usually looking for someone who knows exactly how to solve their specific problems. A generalist agent may struggle to communicate their value proposition clearly and convincingly, making it harder to attract clients who are looking for specialized advice.

In contrast, agents who focus on the needs of specific clients—such as relocation services, luxury homes, or first-time homebuyers—can build a strong reputation as an expert in that area. For instance, if you position yourself as a relocation specialist, your marketing efforts can be tailored to address the unique needs and concerns of individuals and families moving to a new area. This could involve creating content about the relocation process, showing the lifestyle of a community, or sharing success stories of previous clients.

When clients are aware that you have expertise in their particular area of need, they are more likely to choose you over an agent that caters to everyone.

The importance of having an ideal target client also helps in building a strong personal brand. When clients and prospects know exactly what your expertise is and what problems you solve, your name becomes synonymous with that specialty. This strong, clear branding makes you more memorable and sets you apart from competitors. For example, if you are known as the go-to agent for luxury properties, clients seeking high-end homes will think of you first, leading to more referrals and repeat business.

In conclusion, while it might seem safer to cater to everyone's needs, real estate agents can achieve greater success by embracing their expertise. By defining your ideal target client and focusing your efforts, you can create more impactful marketing, build a strong personal brand, and ultimately attract and retain clients more effectively. So, take the time to identify your target client, hone your expertise, and you'll ultimately see more clients reach out to you on their specific needs.

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By Heather Lofy • Images by Wes Mosley Photography

THRIVE REALTY

When someone buys a new home and gets the keys, the excitement sets in... but so does all the information swirling through their head. That's where Aimee Whitlatch comes in. Aimee, senior client experience manager at Thrive Companies, focuses on the post-closing experience for each of Thrive's clients.

"After someone closes on a home, we have a post-closing walk-through several

weeks later where I meet with them," Aimee says. "I guide them into what the warranty process looks like and who they contact for various things. Our goal was to really improve their move-in experience."

Aimee has been working for Thrive's realty division since February 2019. She had experience in several sales roles that have helped prepare her for the role she has today. She was a





stay-at-home mom to her son Brady, now 16. Aimee and her husband, Brad, moved to the Columbus area in 2005 for a teaching job for Brad.

After having Brady, Aimee developed a rare hearing condition that took her out of the working world as it got worse. She eventually had surgeries on both her ears that restored her hearing to normal and, shortly after, she was approached about a role at Thrive. She had a lifelong friendship with one of the company leaders, and she was brought in to help create a sales process — everything from the client and community engagement to guiding the client through the build and warranty period.

“When I started in the industry, I had limited knowledge but was eager to learn,” Aimee notes. “Initially, I collaborated closely with other department leads to define our sales process. My role involved meeting with clients to understand their building experiences, identify what was working well, and pinpoint areas needing improvement. I collected this feedback and worked with the team to develop the process we use today. Although we will continue to learn from our clients and refine our approach, our process emphasizes strong communication and a high level of focus on their overall experience.”

Another part of the client experience Aimee enjoys is creating different touchpoints for clients throughout the buying and building process.

“We know that building a new home can be stressful, so there are little things we do to make it special,” Aimee explains. “We will leave little gifts for them throughout the process for them to enjoy. We make it personal and intentional, and that is a part of my position I love.”

Aimee, along with the rest of her Thrive Realty colleagues, has her real estate license as well. She loves the teamwork and bonds she creates.

“As a team, we do everything together,” she says. “I love being part of this team. We learn from each other and all bring something very special.”

Her role comes with its share of challenges, but she tackles them head-on by collaborating closely with clients. Aimee is dedicated to solving problems and providing the answers they need.

“Proactive communication is key,” Aimee says. “The more we engage openly with our clients, the more they see our commitment to addressing their concerns.”

Aimee notes that her positive attitude helps, especially in these situations.

“When you are dealing with any challenges, it’s great to put a positive spin on things,” Aimee says. “I truly do love connecting with people. To get up, come in here and have that connection and even problem-solve for the greater good... that motivates me. I love to be part of that. I am proud to be here and do what I do.”



Aimee and her family on a trip in Venice, Italy.

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Aimee with her son, Brady, and husband, Brad, enjoying the beach in Destin, Florida.

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

Garcia v. Ewais, 2024-Ohio-3024,
2024 Ohio App. LEXIS 2845
(8th Dist., Cuyahoga Cty).
August 8, 2024 Released.

Garcia purchased a single-family residence from Abraham (the “Property”). Appellee A.J., also an engineer, owned the adjacent property (“A.J.’s Property”). Abraham installed a driveway with A.J.’s consent to provide parking for the Property and agreed to waterproof the basements of both properties. More than a year after closing, boundary surveys revealed that A.J.’s property line extended to more than one-half of the driveway. A.J. had an eight-foot wooden fence bolted onto the length of the driveway marking his property line, leaving Garcia just enough space to pull the front portion of her automobile into the driveway.

Garcia argues that a grant of easement by estoppel, also known as an equitable easement, applies. The easement by estoppel doctrine in Ohio applies where “an owner of land, without objection, permits another to expend money in reliance upon a supposed easement, when in justice and equity the former ought to have disclaimed his or her conflicting rights.” “The party seeking to establish an equitable easement must show (1) a misrepresentation or fraudulent failure to speak, and (2) reasonable detrimental reliance.”

A.J. as the owner of the servient parcel, agreed that Abraham, the owner of the dominant parcel, could finance and install a permanent 18-foot-wide concrete driveway to serve as a driveway for the Property, and to waterproof both properties that A.J. testified benefited his property. A.J. and Abraham testified that they did not know the boundaries of the properties until the surveys were taken approximately two years after Garcia’s purchase. Thus, A.J. expressly agreed that Abraham could expend money to install a permanent structure for parking for the Property in reliance on what constitutes an equitable easement.

Garcia established the elements of an easement by estoppel and the court of appeals reversed the judgment of the trial court. The court remanded the case for the limited purpose of establishing the width of the easement to allow for Garcia’s reasonable use of the driveway to park, open the car doors, and exit the vehicle and order that the fence be removed to the boundary of the easement.

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

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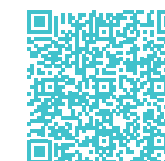
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RUDY WESOLEK

THRIVE REALTY

By Heather Lofy • Images by Wes Mosley Photography

Rudy Wesolek has seen the growth of Thrive Companies over the years, from about a dozen people a decade ago to the nearly 200 people at the company today. Rudy, who is a partner and senior vice president of realty, started at Thrive in 2013 when it was under its former name of Wagenbrenner Development. After graduating college at The Ohio State University with a biology degree, Rudy didn't quite have a roadmap for his career. So he worked in restaurants for a time until he got an opportunity with Wagenbrenner Development.

"My uncle worked there, and I had even done a career shadowing day with them back in middle school," Rudy says. "My uncle was still working with them and had some connections. They needed some help around the office because they were a 12- to 15-person operation. I jumped at the chance, figuring I might learn a little about real estate and could still hold on to my restaurant jobs. I was getting coffee and starting from the ground up. It really has evolved from there."

Rudy was hungry to learn anything he could about the real estate industry, and

the company offered him the chance to get his real estate license in 2014.

"That was a big turning point for me," Rudy shares. "Once I got my license, I started to be put in more positions where I would be a sales assistant and I learned the ropes on the real estate sales side. I was up for anything... My main role was sales and selling the new home projects, but I was willing to attach myself to any meetings and any projects."

Several years later, Wagenbrenner Development made the shift to

become Thrive Companies, and Rudy was vocal about wanting to continue to grow his role and responsibility.

"Thrive was kind of a refresh," Rudy says. "At that time, I moved into a role that was a liaison between the construction company and the sales team. Then I became the lead of sales in 2018, where we brought on a whole new sales team. We believe the customer is the most important person and that was the true transformation for me. It was the first time I was managing anyone."



“

I MAY NOT ALWAYS
KNOW THE ANSWER BUT
I WANT TO BE THE ONE
TO SEARCH IT OUT
& MAKE IT WORK.

”

Now, Rudy manages a team of five and is amazed at the growth of the company since he started there 10 years ago. The Thrive Realty team functions as a real estate brokerage to sell homes in four different Thrive communities around Columbus. And with the challenges of the real estate market today, Rudy and his team pride themselves on their customer service.

“We have been lucky enough that our ownership group has put us in a great position as to what we are selling,” he says. “It’s a different market now after the pandemic. We have to look at ourselves and say we have to put more thought and effort into what we are selling about ourselves as Thrive Companies. We need to sell who we are and our customer service. A lot of times people have to live through the construction of a community.”

He continues: “When I think of my successes I think of my team. Several people who have left my team are still with Thrive in different capacities. They are still successful here. When I look at them in their new roles, I see how



they have grown since being on my team and I take pride in that. And I’m proud of learning this industry with no real estate background. I still feel some imposter syndrome. It’s a kudos to the people around me here. We all truly work together for a common goal.”

Outside of work, Rudy loves to spend time with his family - wife, Kristi, and son, William, 8 months. They live in Old Worthington just two blocks from the downtown area. Rudy shares that having his own family is his greatest motivation.

“I am very determined to show that I have what it takes to do this and I won’t allow myself to fail,” he says. “That’s different than making mistakes. I may not always know the answer but I want to be the one to search it out and make it work. I want people to know they can come to me for help or answers... I like that mentorship role.”



Rudy with his wife, Kristi, and 8-month-old son, William.



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of Judith Madrid
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COLIN BURNHEIMER

►► real producer

By Carol Rich
Images by Wes Mosley Photography

THRIVE REALTY

Colin Burnheimer, Senior Client Experience Manager at Thrive Realty, has a philosophy that's powered him throughout his career: he's committed to giving clients an exceptional experience. From his start in the hospitality business to his current role with Thrive Realty (part of central Ohio real estate development company, Thrive Companies), treating others with kindness and respect has remained a constant.

"My main role at Thrive is to make sure everyone has an exceptional experience," emphasized Colin. "It's not just a buy-sell transaction. It's having that good experience with everybody you come in contact with, from pre-sale through closing and post-closing. It's a human approach to real estate."

Colin is from Terrace Park, a Cincinnati suburb that he describes as a very small, tight-knit community. "I still have friends there," he said. Colin's dad owned a business that provided fireproofing for commercial buildings. His mom is a teacher. "My dad showed me what it takes to lift yourself up by your bootstraps. I learned early on from my mom how to be a leader and teach people." Growing up, his brother who's just 14 months older, shared the same group of friends.

"I was a very sports-driven kid," Colin said. "I enjoyed playing all kinds of sports in every season. It taught me dedication and teamwork."

Colin started Ohio University as a history education major. But after becoming intrigued by the opportunities in hospitality management, he switched majors. After graduating from OU, Colin took a front desk job at the Hyatt

Regency in Cincinnati and began learning the hotel management business from the ground up. His inherent administrative and operational capabilities, plus his passion for helping people, made the hospitality business a perfect match. He was quickly promoted to increasingly responsible positions within Hyatt.

After Colin's girlfriend, Kelli, now his wife, took a teaching job in Charlotte, North Carolina, Colin decided to move to Charlotte too. He took a position as the Assistant General Manager at a Marriott International hotel.

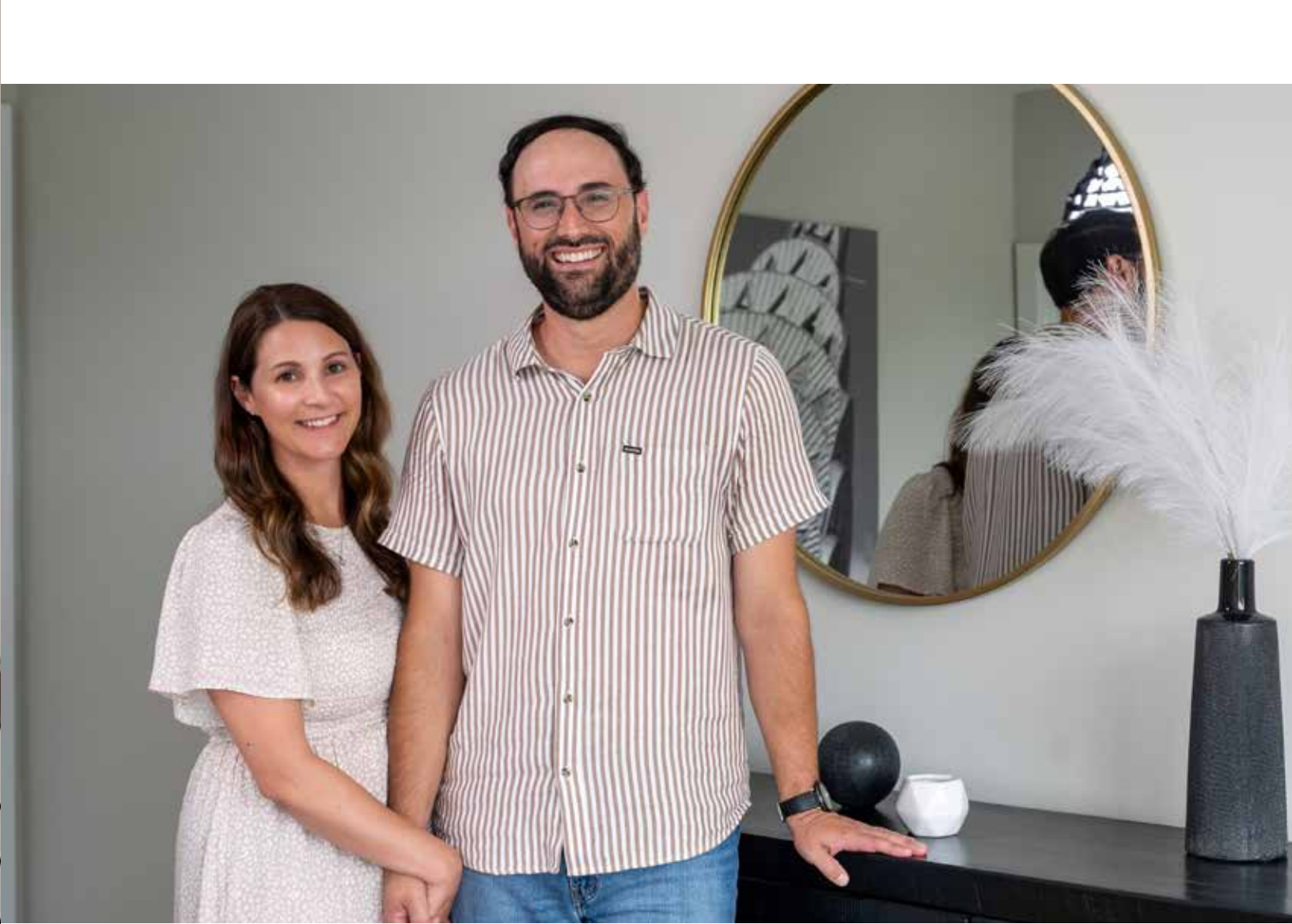
In Charlotte, Colin forged a strong working relationship with his former boss, Don Lockhart. "Don became a mentor to me in the hospitality world in Charlotte. He helped me develop my skill set in hospitality," Colin said. "I followed him to various jobs in hotels in the Charlotte area."

One of those jobs taught Colin the essentials of the building process — knowledge that helps him in his current position within Thrive Realty. Colin served as Assistant General Manager of a Hyatt Hotel while it was under construction in Uptown Charlotte. When complete, the new build had 172 hotel rooms, as well as 66 condos plus a rooftop restaurant and bar.



“
FAMILY IS THE MOST
IMPORTANT THING,
ONE HUNDRED
PERCENT.
”

Colin with his family. From left to right: Dylan (6), Colin, Hazel, Lewis (3) and Kelli.



“That experience gave me the building blocks of the construction and new build world. It sparked my interest in that field,” Colin said. “It not only gave me a focus on people management and timelines but also navigating construction relationships with production managers, general contractors and subcontractors.”

After having a new baby in 2018, Colin and Kelli decided to move back to Ohio so they could be close to family. Colin was contacted by Steve

Bollinger, a lifelong friend who is Thrive’s Principal & Executive Vice President of Development. Steve described how Thrive Realty prioritizes taking care of clients and giving them a meaningful and curated experience — and Colin saw that the company’s vision and goals aligned with his own.

“In the summer of 2019, I decided to join Thrive,” Colin said. “It was absolutely the right decision both professionally and personally.” Shortly after, Colin earned his REALTORS® license.

Thrive was previously known as Wagenbrenner Development — a legendary name in central Ohio real estate development since the 1940s. The company has a strong track record for reviving neglected land and transforming it into flourishing communities.

Thrive Realty offers a personal and engaging buying experience. Thrive’s high-caliber, well-planned urban developments include Jeffrey Park, near downtown Columbus; Homes on Pullman, in

Grandview Heights; Founders, in Harrison West; and Homes on Hartford, just west of the Scioto Peninsula.

One of Thrive’s newest and most high-profile projects is Quarry Trails, located next to Quarry Trails Metro Park. Thrive turned a location previously used as a quarry into a beautiful, contemporary development. Now in its second phase, the 607-acre, mixed-use community features both for-rent and for-sale homes built in a unique,



urban architectural style. “We try to provide a visually stunning aesthetic to pair with our exceptional service,” said Colin.

Colin and Kelli were happy to return to Ohio for Colin’s job with Thrive. Today they live in Powell with their two sons Dylan (6) and Lewis (3), and newborn daughter, Hazel. Kelli teaches English as a second language in the Columbus City Schools.

“Family is the most important thing, one hundred percent,” said Colin. “We like to be together and to eat dinner together as a family.” The Burnheimers enjoy staying active. “We go to parks and playgrounds, and we take walks in the neighborhood multiple times a day,” said Colin.

Colin and his family love to travel. Some of their favorite spots for family

vacations include Disney World, Wrightsville Beach in North Carolina, Hilton Head in South Carolina and Lake Leelanau in Northern Michigan.

The Burnheimers also enjoy an occasional date night. “Kelli and I like to go out to dinner, and check out the new restaurants gaining attention,” said Colin. He and Kelli additionally like watching their sons play sports.

In both his personal and professional life, authenticity is a top priority for Colin. That’s one more reason why Thrive is such a perfect fit for him.

“One thing I love about Thrive is they want you to be your authentic self. They want your personality to shine,” Colin said. “That’s important to me and it’s true to my core.”

“
 ONE THING I LOVE ABOUT
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THRIVE REALTY

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MADDIE MCCALLIE

By Heather Lofy • Images by Wes Mosley Photography

If anyone knows the importance of teamwork, it's Maddie McCallie.

Growing up, her mother was a Division I basketball coach at the collegiate level. Maddie was brought up in a high-paced, competitive environment and got to see the team aspect of her mom's work, but the family also moved around frequently. Maddie even spent time overseas when her mom coached USA basketball. Maddie was also part of a team herself, playing basketball at Miami University in Oxford, Ohio, before transferring to Elon University to finish her collegiate career.

"We won our conference title, which got us a bid to the NCAA tournament," Maddie says. "Then I was left with the question 'What do I do next?' I had an extra year from sitting out of basketball so I started my MBA. I started doing personal training and spent time working in the service industry, as I was still spending the majority of time commuting to my MBA classes at Elon. I eventually landed a recruiting sales role that was remote due to the uncertainty with COVID, which overall transitioned to an in-person role that excitedly brought me to Columbus."

Maddie always loved the midwestern vibe, as she spent some time when she was younger living in Michigan, so she was excited to make her home in Ohio. Quickly after getting here, she connected with someone she knew who worked at Thrive, and real estate piqued her interest.

"I was a little lost and not sure recruiting sales was the end all be all for me," Maddie says. "It was the perfect time for me to get into real estate."

Maddie joined the Thrive Realty team of Thrive Companies in November 2021 and is a senior client experiences manager. Her role, which does draw upon her sales background, involves client communication and prospecting for new clients who are interested in the Thrive community's new builds.

"I'm readily available for calls, tours and on-site meetings," she explains. "We focus on making the buying or building process better and more fun for clients. I'm that middle person to keep everyone up to speed. I'm proud of my communication skills and quick response time."



Maddie also got her real estate license in 2022. She shares it was something she not only wanted to do herself but was also supported and encouraged to get it by her Thrive team. It helps Maddie connect with other agents and see what they are dealing with.

“I can read the room well and can figure out time and place and the way to word challenging things,” Maddie says. “A lot of the clients we have are going through a big life purchase and experience. Oftentimes, there is frustration or variables in construction that might happen, and being able to stay steady and calmly and transparently relay the facts is important. Being that hand holder and helper, along with providing emotional support throughout the process can be tough. Some things are out of our control, too, when it comes to timing with construction. It’s our communication while also being able to listen well in order to provide that balance for clients. I’m proud of the way I can feel people’s energy. People know that I’m a ‘good vibes only’ person and it gives me an elevated energy even for myself that people can recognize.”



“

I can read the room well and can figure out time and place and the way to word challenging things.

”



Maddie’s positive energy translates to her personal life, too, where she is motivated to create healthy habits with workouts and eating routines. She enjoys trying out different classes through Class Pass, like Pilates, along with lifting and running. She keeps her competitive side with sports like golf, tennis and pickleball. Maddie recently got married to her husband, Nick Bapst, and is excited for the next chapter of life.

“I’m proud of the direction of life I created living away from my family,” Maddie says. “Being true to myself helped land me my role with Thrive, which has been super fulfilling. I didn’t stretch to be something I wasn’t. Creating that path on my own and putting myself out there is something I am very grateful for.”

Maddie’s teamwork comes full circle with her close-knit Thrive Realty team. She notes one of her favorite things about Thrive is how the company has a “one team” mentality.

“Everyone is really approachable and easygoing,” Maddie says. “They truly care about you as a person and what you have going on. Being able to actually have a true friendship with a co-worker makes it easier to communicate on work things.”

She continues: “Thrive really emphasizes work-life balance and it’s a very understanding company. They want people to work hard but also have a lot of fun. There is a very good energy to our working environment. The attention to detail to each one of us makes it fun and makes Thrive really unique as a company.”

“

Thrive really emphasizes work-life balance and it’s a very understanding company.

”

Adventures ⁱⁿ Home Building

Most of you that know Jim and I also know that we have been building a house in Vinton County. The house is finally almost completed. We have started moving into our new home this past week. No house is perfect, not even new ones. Our builder is a custom builder. He only does one home at a time, and it took us a year and a half on a wait list for him to start on our home.

He knew what we did for a living when he agreed to build our home. He knew we were going to be out regularly checking on the framing during the construction and pre-drywall phase. And we were there. Yet, in spite of that, we still noticed some issues this weekend when we spent some time there. We had a leak in a shower head and dishwasher (Jim fixed). There was a leak in the gas line and it needed to be taken out from the wall and a new one put in (It was apparently punctured while putting the façade on the front). The most concerning one to us is the water heater. We have a heated floor system and the boiler for that also is used to heat the water we use daily. Somehow it was wired incorrectly (the HVAC guy did this one) and when the regular water is used, the other side gets hot without circulating the water for the radiant heating.

The reason I am sharing this with you is that it is VERY important for you as an agent to make sure that your clients always get their new home inspected. We were there all the time to catch small things. However, we also have some big things. No house is ever perfect because humans are never perfect. That is why we do inspections. It is much easier to catch little things early on before any damage is done and while it is easier to fix it than to live in the house for almost a year and have to fight to get issues taken care of.

I belong to several groups online that talk about new build issues and how their builder is ignoring them or how they have had to spend thousands of dollars to fix issues that the builder refuses to. I have seen several involved in lawsuits. Many people believe that just because a house is new, it is perfect. That is not the case. Even Jim and I, who had a great, responsive builder found issues. Imagine how much that can change with a larger builder who subcontracts out all of the work?

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 to Aug. 31, 2024, as of Sept. 10 at 10:50 a.m.

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	532	246,788,000
2	Raines, Sandy L	The Raines Group, Inc.	271	159,821,000
3	Tartabini, Daniel V	New Advantage, LTD	244	126,032,000
4	Riddle, Robert J	New Albany Realty, LTD	160	105,911,000
5	Ruff, Jeffery W	Cutler Real Estate	145	100,242,000
6	Fairman, Charlene K	The Realty Firm	191	97,286,000
7	Long, Bryan	Century 21 Frank Frye	15	78,751,000
8	Ruehle, Ryan J	EXP Realty, LLC	225	78,206,000
9	Cooper, Sam	Howard Hanna Real Estate Svcs	204	66,834,000
10	Willcut, Roger E	Keller Williams Consultants	82	56,862,000
11	Wright, Kacey A	RE/MAX Partners	104	54,652,000
12	Lynn, Lori	Keller Williams Consultants	149	52,354,000
13	Clarizio, Bradley	Red 1 Realty	142	48,216,000
14	Ritchie, Lee	RE/MAX Partners	114	44,664,000
15	Ciamacco, DeLena	RE/MAX Connection	88	42,503,000
16	Casey, Michael A	RE/MAX Connection	87	40,557,000
17	Ross, James E	Red 1 Realty	150	38,798,000
18	Kemp, Brian D	Keller Williams Capital Ptnrs	81	38,317,000
19	Wheeler, Lacey D	Red 1 Realty	81	37,957,000
20	Shaffer, Donald E	Howard HannaRealEstateServices	110	36,384,000
21	Close, Allison L	Cutler Real Estate	53	34,936,000
22	Guanciale, Andrew P	Coldwell Banker Realty	112	34,504,000
23	Beirne, Daniel J	Opendoor Brokerage LLC	109	33,564,000
24	Bodipudi, Koteswara	Red 1 Realty	77	33,262,000
25	MacKenzie, Cynthia C	CYMACK Real Estate	67	32,482,000
26	Grandey, M. Michaela	Rolls Realty	42	32,209,000
27	Elflein, Joan	Ohio Broker Direct, LLC	75	29,792,000
28	Wills, Julie R	Howard Hanna Real Estate Svcs	62	29,763,000
29	Swickard, Marnita C	e-Merge Real Estate	52	29,589,000
30	Ferrari, Rhiannon M	EXP Realty, LLC	77	29,146,000
31	Price, Hugh H	Howard HannaRealEstateServices	60	28,991,000
32	Looney, Sherry L	Howard HannaRealEstateServices	94	28,959,000
33	Conley, Amy E	Cutler Real Estate	35	28,862,000
34	Alley, Rachel M	Keller Williams Capital Ptnrs	62	28,176,000

Rank No	Agent	Office Name	Unit	Volume
35	Fox-Smith, Angelina L	Coldwell Banker Realty	56	28,126,000
36	Powers, David S	Cutler Real Estate	34	27,670,000
37	Powell, Tina M	Coldwell Banker Realty	69	27,595,000
38	Kendle, Ronald D	RE/MAX Town Center	28	27,280,000
39	Tanner-Miller, Angie R	Coldwell Banker Realty	96	27,134,000
40	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	62	26,640,000
41	Clark, Amy G	LifePoint Real Estate, LLC	68	26,413,000
42	Collins, Charles E	Red 1 Realty	88	26,041,000
43	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	55	25,588,000
44	Mahon, John D	Casto Residential Realty	45	25,580,000
45	Davis Spence, Katherine	KW Classic Properties Realty	43	25,559,000
46	Chiero, Kathy L	Keller Williams Greater Cols	62	25,537,000
47	Mancini, Mandy	Keller Williams Consultants	36	25,107,000
48	Roehrenbeck, James F	RE/MAX Town Center	56	25,068,000
49	Madosky Shaw, Lari	Coldwell Banker Realty	39	24,970,000
50	Beckett-Hill, Jill	Beckett Realty Group	36	24,731,000

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TOP 150 STANDINGS • BY VOLUME


Teams and Individuals Closed date from Jan. 1 to Aug. 31, 2024, as of Sept. 10 at 10:50 a.m.

Rank No	Agent	Office Name	Unit	Volume
51	Kamann, Heather R	Howard Hanna Real Estate Services	63	24,354,000
52	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	54	24,037,000
53	Pearson, Lauren E	RE/MAX Consultant Group	50	23,686,000
54	Cox, Brittany	Coldwell Banker Realty	75	23,559,000
55	Carruthers, Michael D	Coldwell Banker Realty	24	23,533,000
56	Neff, Mark B	New Albany Realty, LTD	27	23,063,000
57	Breeckner, Brian	Beckett Realty Group	82	22,925,000
58	Shoaf, Terra J	Keller Williams Consultants	28	22,708,000
59	Wainfor, Susan	Coldwell Banker Realty	49	22,157,000
60	Edwards, Kyle	KW Classic Properties Realty	44	21,982,000
61	Ramm, Jeff	Coldwell Banker Realty	35	21,928,000
62	Kessel-White, Jennifer	KW Classic Properties Realty	62	21,845,000
63	Smith, Steven S S	Keller Williams Consultants	61	21,368,000
64	Shaffer, Carlton J	RE/MAX Partners	44	20,325,000
65	Dixon, Tracey L	Keller Williams Greater Cols	64	20,287,000
66	Diaz, Byron	NextHome Experience	92	20,164,000

Rank No	Agent	Office Name	Unit	Volume
67	Fisk, Jacob V	Red 1 Realty	69	19,531,000
68	Mahler, Jeff A*	Keller Williams Capital Ptnrs	49	19,395,000
69	Mills, Kim	Cutler Real Estate	24	19,160,000
70	Mitchell, Courtney J	RE/MAX Premier Choice	35	18,853,000
71	Jones, Jane L	Howard Hanna Real Estate Svcs	18	18,755,000
72	Weiler, Robert J	The Robert Weiler Company	5	18,686,000
73	Prewitt, Brandon T	RE/MAX Partners	41	18,683,000
74	Lambright, Stacey J	EXP Realty, LLC	42	18,610,000
75	Richards, Katie C	Keller Williams Greater Cols	36	18,591,000
76	Vanhorn, Vincent K	Di Lusso Real Estate	56	18,501,000
77	Lyubimova, Ekaterina	NextHome Experience	67	18,241,000
78	Rano, Richard J	RE/MAX Affiliates, Inc.	43	18,220,000
79	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	40	18,204,000
80	Berrien, Todd V	Coldwell Banker Realty	48	17,921,000
81	Pattison, Susie L	Cutler Real Estate	33	17,735,000
82	Fox, Jermaine	EXP Realty, LLC	68	17,670,000
83	Abbott, Kelly	Howard Hanna Real Estate Svcs	53	17,635,000
84	Hunter, Ling Q	Red 1 Realty	55	17,630,000
85	Redman, Shawn	Street Sotheby's International	14	17,630,000
86	Lowe, Regan M	Keller Williams Capital Ptnrs	36	17,528,000
87	Laumann, Margot M	Street Sotheby's International	32	17,463,000
88	Hinson, Alan D	New Albany Realty, LTD	14	17,346,000
89	Marsh, Troy A	Keller Williams Consultants	43	17,210,000
90	Ackermann, Mara	RE/MAX Consultant Group	27	17,146,000
91	Murphy, Patrick J	Keller Williams Consultants	39	16,717,000
92	Sunderman, Mary K	Keller Williams Capital Ptnrs	37	16,705,000
93	Smith, Anita K	EPCON Realty, Inc.	37	16,699,000
94	Barlow, Jaysen E	Sell For One Percent	53	16,697,000
95	Chudik, Margaret L	Coldwell Banker Realty	40	16,605,000
96	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	34	16,436,000
97	Fenters, Margaret M	Coldwell Banker Realty	27	16,334,000
98	Mathias, Neil W	Cutler Real Estate	24	16,332,000
99	Heicher Gale, Barbara S	Keller Williams Consultants	39	16,298,000
100	Sanepalli, Ramamohan R	Key Realty	28	16,143,000


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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 to Aug. 31, 2024, as of Sept. 10 at 10:50 a.m.

Rank No	Agent	Office Name	Unit	Volume
101	Shields, Bradley L	Redfin Corporation	35	16,126,000
102	Stevenson, Michelle L	M3K Real Estate Network Inc.	38	16,072,000
103	Hance, Matthew	EXP Realty, LLC	42	16,057,000
104	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	38	15,927,000
105	Bluvstein, Jake	RE/MAX Connection	29	15,906,000
106	Hood, Shaun	Coldwell Banker Realty	40	15,780,000
107	Goodman, Benjamin J	Sorrell & Company, Inc.	30	15,764,000
108	Griffith, Tyler R	RE/MAX Peak	53	15,519,000
109	Lubinsky, John D	RE/MAX Affiliates, Inc.	35	15,349,000
110	Simpson, Kimberly L	Real Brokerage Technologies	18	15,321,000
111	Ford, Clint A	Howard Hanna Real Estate Svcs	43	15,317,000
112	Kovacs, Kimberly A	Coldwell Banker Realty	45	15,105,000
113	Marvin, Scott A	Team Results Realty	42	15,101,000
114	Pacifico, Michael A	RE/MAX ONE	36	15,079,000
115	DeVoe, Anne	Coldwell Banker Realty	16	15,070,000
116	Reynolds, Ryan D	Keller Williams Consultants	37	15,070,000
117	Parsley, David H	Ross, Realtors	32	15,047,000
118	Barlow, Jaime	Sell For One Percent	44	14,967,000
119	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	27	14,917,000
120	Becker, Kathryn K	Coldwell Banker Realty	28	14,874,000
121	Meyer, James D	Cutler Real Estate	31	14,860,000
122	Press, Marci L	Home Central Realty	35	14,742,000
123	Godard, Cheryl S	KW Classic Properties Realty	12	14,690,000
124	Miller, Sam	Re/Max Stars	72	14,650,000
125	Maze, Jamie L	Cutler Real Estate	32	14,620,000
126	Evans, Nicole R	Coldwell Banker Realty	26	14,571,000
127	Kim, Lory	RE/MAX Connection	35	14,545,000
128	Winter, Brad	Engel & Volkers RE Advisers	31	14,536,000
129	MYERS, AMANDA	Rise Realty	62	14,481,000
130	Jones, Tracy J	Keller Williams Elevate - Stro	78	14,467,000
131	Hursh, Andrew J	The Westwood Real Estate Co.	39	14,465,000
132	El Mejjaty, Omar	Carleton Realty, LLC	60	14,396,000
133	Kirk, Jon F	RE/MAX Premier Choice	16	14,216,000

Rank No	Agent	Office Name	Unit	Volume
134	Reed, Chris	Howard Hanna Real Estate Svcs	38	14,212,000
135	Kanowsky, Jeffrey I	Keller Williams Greater Cols	43	14,175,000
136	Xue, Yanhua	OwnerLand Realty, Inc.	32	13,999,000
137	Keener, Angela L	Keller Williams Consultants	39	13,989,000
138	Macaluso, Krystin A	Coldwell Banker Realty	26	13,962,000
139	Doyle, Michael	EXP Realty, LLC	39	13,869,000
140	Kessler-Lennox, Jane	New Albany Realty, LTD	14	13,766,000
141	Falah, Sinan	Coldwell Banker Realty	37	13,505,000
142	Janitzki, Seth J	Cam Taylor Co. Ltd., Realtors	25	13,494,000
143	Godfrey, Alecia	Keller Williams Excel Realty	33	13,478,000
144	Russo, Richard	Rich Russo Realty & Co.	54	13,403,000
145	Lesnick, Jean M	New Albany Realty, LTD	14	13,384,000
146	Gledhill, Eric W	Cutler Real Estate	26	13,355,000
147	Reil, Timothy C	Keller Williams Consultants	18	13,320,000
148	Adams, Cody H	Coldwell Banker Realty	35	13,195,000
149	White, Nathan	NextHome Experience	33	13,023,000
150	Keffer, Tracy T	Keller Williams Greater Cols	43	12,990,000

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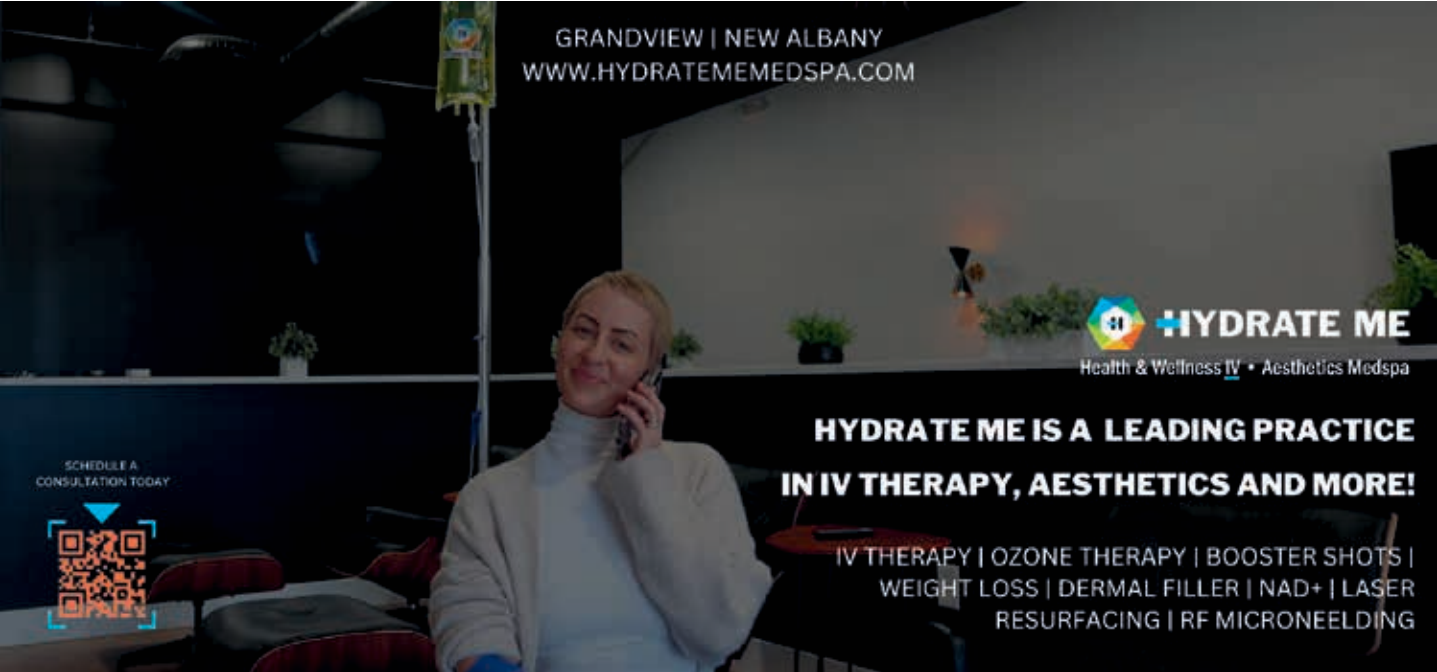
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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Aug. 31, 2024, as of Sept. 10 at 10:50 a.m.

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	246,788,000	532
2	Raines, Sandy L	The Raines Group, Inc.	159,821,000	271
3	Tartabini, Daniel V	New Advantage, LTD	126,032,000	244
4	Ruehle, Ryan J	EXP Realty, LLC	78,206,000	225
5	Cooper, Sam	Howard Hanna Real Estate Svcs	66,834,000	204
6	Fairman, Charlene K	The Realty Firm	97,286,000	191
7	Riddle, Robert J	New Albany Realty, LTD	105,911,000	160
8	Ross, James E	Red 1 Realty	38,798,000	150
9	Lynn, Lori	Keller Williams Consultants	52,354,000	149
10	Ruff, Jeffery W	Cutler Real Estate	100,242,000	145
11	Clarizio, Bradley	Red 1 Realty	48,216,000	142
12	Ritchie, Lee	RE/MAX Partners	44,664,000	114
13	Guanciale, Andrew P	Coldwell Banker Realty	34,504,000	112
14	Shaffer, Donald E	Howard HannaRealEstateServices	36,384,000	110
15	Beirne, Daniel J	Opendoor Brokerage LLC	33,564,000	109
16	Wright, Kacey A	RE/MAX Partners	54,652,000	104

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Rank No	Agent	Office Name	Volume	Unit
17	Graham, Mark	Countrytyme Realty, LLC	11,400,000	102
18	Tanner-Miller, Angie R	Coldwell Banker Realty	27,134,000	96
19	Looney, Sherry L	Howard HannaRealEstateServices	28,959,000	94
20	Diaz, Byron	NextHome Experience	20,164,000	92
21	Collins, Charles E	Red 1 Realty	26,041,000	88
22	Ciamacco, DeLena	RE/MAX Connection	42,503,000	88
23	Casey, Michael A	RE/MAX Connection	40,557,000	87
24	Breeckner, Brian	Beckett Realty Group	22,925,000	82
25	Willcut, Roger E	Keller Williams Consultants	56,862,000	82
26	Wheeler, Lacey D	Red 1 Realty	37,957,000	81
27	Kemp, Brian D	Keller Williams Capital Ptnrs	38,317,000	81
28	Jones, Tracy J	Keller Williams Elevate - Stro	14,467,000	78
29	Bodipudi, Koteswara	Red 1 Realty	33,262,000	77
30	Ferrari, Rhiannon M	EXP Realty, LLC	29,146,000	77
31	Fader, Scott	Joseph Walter Realty, LLC	11,013,000	76
32	Elflein, Joan	Ohio Broker Direct, LLC	29,792,000	75
33	Cox, Brittany	Coldwell Banker Realty	23,559,000	75
34	Miller, Sam	Re/Max Stars	14,650,000	72
35	Powell, Tina M	Coldwell Banker Realty	27,595,000	69
36	Fisk, Jacob V	Red 1 Realty	19,531,000	69
37	Clark, Amy G	LifePoint Real Estate, LLC	26,413,000	68
38	Fox, Jermaine	EXP Realty, LLC	17,670,000	68
39	Lyubimova, Ekaterina	NextHome Experience	18,241,000	67
40	MacKenzie, Cynthia C	CYMACK Real Estate	32,482,000	67
41	Dixon, Tracey L	Keller Williams Greater Cols	20,287,000	64
42	Kamann, Heather R	Howard Hanna Real Estate Services	24,354,000	63
43	Kessel-White, Jennifer	KW Classic Properties Realty	21,845,000	62
44	Chiero, Kathy L	Keller Williams Greater Cols	25,537,000	62
45	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	26,640,000	62
46	Alley, Rachel M	Keller Williams Capital Ptnrs	28,176,000	62
47	MYERS, AMANDA	Rise Realty	14,481,000	62
48	Wills, Julie R	Howard Hanna Real Estate Svcs	29,763,000	62
49	Smith, Steven S S	Keller Williams Consultants	21,368,000	61
50	El Mejjaty, Omar	Carleton Realty, LLC	14,396,000	60

TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Aug. 31, 2024, as of Sept. 10 at 10:50 a.m.

Rank No	Agent	Office Name	Volume	Unit
51	Price, Hugh H	Howard HannaRealEstateServices	28,991,000	60
52	Vanhorn, Vincent K	Di Lusso Real Estate	18,501,000	56
53	Fox-Smith, Angelina L	Coldwell Banker Realty	28,126,000	56
54	Roehrenbeck, James F	RE/MAX Town Center	25,068,000	56
55	Toth, Sherrie	RE/MAX Consultant Group	11,827,000	55
56	Hunter, Ling Q	Red 1 Realty	17,630,000	55
57	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	25,588,000	55
58	Russo, Richard	Rich Russo Realty & Co.	13,403,000	54
59	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Svcs	24,037,000	54
60	Soskin, Alexander	Soskin Realty, LLC	11,725,000	54
61	Close, Allison L	Cutler Real Estate	34,936,000	53
62	Barlow, Jaysen E	Sell For One Percent	16,697,000	53
63	Griffith, Tyler R	RE/MAX Peak	15,519,000	53
64	Abbott, Kelly	Howard Hanna Real Estate Svcs	17,635,000	53
65	Swickard, Marnita C	e-Merge Real Estate	29,589,000	52
66	Parham, Janene R	Red 1 Realty	9,494,000	52
67	Hamilton, V. Patrick	REMAX Alliance Realty	10,828,000	52

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JILL SAYRE

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Rank No	Agent	Office Name	Volume	Unit
68	Winland, Jessica	Coldwell Banker Realty	10,505,000	51
69	Pearson, Lauren E	RE/MAX Consultant Group	23,686,000	50
70	Wainfor, Susan	Coldwell Banker Realty	22,157,000	49
71	Mahler, Jeff A	Keller Williams Capital Ptnrs	19,395,000	49
72	Berrien, Todd V	Coldwell Banker Realty	17,921,000	48
73	Flach-Moore, Stacey L	Coldwell Banker Realty	10,978,000	48
74	Webb, Stephanie	Keller Williams Legacy Group	12,108,000	47
75	Wiley, Kelly	Keller Williams Capital Ptnrs	7,372,000	46
76	Payne, Donald A	Vision Realty, Inc.	10,529,000	45
77	Kovacs, Kimberly A	Coldwell Banker Realty	15,105,000	45
78	Mahon, John D	Casto Residential Realty	25,580,000	45
79	Shaffer, Carlton J	RE/MAX Partners	20,325,000	44
80	Edwards, Kyle	KW Classic Properties Realty	21,982,000	44
81	Barlow, Jaime	Sell For One Percent	14,967,000	44
82	Rooks, Scott David	Lakeside Real Estate & Auction	4,800,000	44
83	Keffer, Tracy T	Keller Williams Greater Cols	12,990,000	43
84	Marsh, Troy A	Keller Williams Consultants	17,210,000	43
85	Rano, Richard J	RE/MAX Affiliates, Inc.	18,220,000	43
86	Davis Spence, Katherine	KW Classic Properties Realty	25,559,000	43
87	Ford, Clint A	Howard Hanna Real Estate Svcs	15,317,000	43
88	Kanowsky, Jeffrey I	Keller Williams Greater Cols	14,175,000	43
89	Bare, Scott T	Bauer Realty & Auctions	12,708,000	42
90	Lambright, Stacey J	EXP Realty, LLC	18,610,000	42
91	Grandey, M. Michaela	Rolls Realty	32,209,000	42
92	Hance, Matthew	EXP Realty, LLC	16,057,000	42
93	Marvin, Scott A	Team Results Realty	15,101,000	42
94	Bainbridge, Brian C	CRT, Realtors	12,143,000	41
95	Fair, Diana	Ross, Realtors	8,947,000	41
96	Cliffel, Eric J	The Columbus Agents	10,899,000	41
97	Prewitt, Brandon T	RE/MAX Partners	18,683,000	41
98	Weade, Branen L	Weade Realtors & Auctioneers	5,945,000	41
99	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	18,204,000	40
100	Hart, Kevin	Keller Williams Capital Ptnrs	12,968,000	40

TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 to Aug. 31, 2024, as of Sept. 10 at 10:50 a.m.

Rank No	Agent	Office Name	Volume	Unit
101	Jackson, Patricia K	RE/MAX Genesis	11,080,000	40
102	Vance, Chase	Di Lusso Real Estate	5,603,000	40
103	Hood, Shaun	Coldwell Banker Realty	15,780,000	40
104	Chudik, Margaret L	Coldwell Banker Realty	16,605,000	40
105	Hensel, Drew R	RE/MAX ONE	11,264,000	40
106	Heicher Gale, Barbara S	Keller Williams Consultants	16,298,000	39
107	Doyle, Michael	EXP Realty, LLC	13,869,000	39
108	Hursh, Andrew J	The Westwood Real Estate Co.	14,465,000	39
109	Madosky Shaw, Lari	Coldwell Banker Realty	24,970,000	39
110	Keener, Angela L	Keller Williams Consultants	13,989,000	39
111	Murphy, Patrick J	Keller Williams Consultants	16,717,000	39
112	Harr, Kathryn	RE/MAX ONE	10,577,000	38
113	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	15,927,000	38
114	Stevenson, Michelle L	M3K Real Estate Network Inc.	16,072,000	38
115	McDonald, Jayme	Red 1 Realty	3,013,000	38
116	Reed, Chris	Howard Hanna Real Estate Svcs	14,212,000	38
117	Murphy, Kristina R	Howard Hanna Real Estate Svcs	12,986,000	37

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Rank No	Agent	Office Name	Volume	Unit
118	Falah, Sinan	Coldwell Banker Realty	13,505,000	37
119	Christensen, Kim	Howard Hanna Real Estate Svcs	9,226,000	37
120	Smith, Anita K	EPCON Realty, Inc.	16,699,000	37
121	Reynolds, Ryan D	Keller Williams Consultants	15,070,000	37
122	Sunderman, Mary K	Keller Williams Capital Ptnrs	16,705,000	37
123	Beckett-Hill, Jill	Beckett Realty Group	24,731,000	36
124	Pacifico, Michael A	RE/MAX ONE	15,079,000	36
125	Lyman, Remington	Reafco	10,868,000	36
126	Morrison, Natalie H	e-Merge Real Estate	10,167,000	36
127	Horne, Jeffrey E	Coldwell Banker Heritage	8,047,000	36
128	Allgood, Amanda M	e-Merge Real Estate	7,716,000	36
129	Richards, Katie C	Keller Williams Greater Cols	18,591,000	36
130	Lowe, Regan M	Keller Williams Capital Ptnrs	17,528,000	36
131	Mancini, Mandy	Keller Williams Consultants	25,107,000	36
132	Boot, Yuriy A	BUCH Realty, LLC	8,795,000	36
133	Shields, Bradley L	Redfin Corporation	16,126,000	35
134	Mitchell, Courtney J	RE/MAX Premier Choice	18,853,000	35
135	Parrett, Constance D	Cutler Real Estate	11,366,000	35
136	Ramm, Jeff	Coldwell Banker Realty	21,928,000	35
137	Conley, Amy E	Cutler Real Estate	28,862,000	35
138	Parker, Kelly A	Howard Hanna Real Estate Svcs	9,623,000	35
139	Adams, Cody H	Coldwell Banker Realty	13,195,000	35
140	Oakley, Tamara S	Coldwell Banker Realty	11,224,000	35
141	Hughes, Malia K	Key Realty	11,896,000	35
142	Lubinsky, John D	RE/MAX Affiliates, Inc.	15,349,000	35
143	Linn, Misty D	Core Realty Collection	9,674,000	35
144	Kim, Lory	RE/MAX Connection	14,545,000	35
145	Press, Marci L	Home Central Realty	14,742,000	35
146	Shroyer, Caroline C	Keller Williams Consultants	11,536,000	34
147	Powers, David S	Cutler Real Estate	27,670,000	34
148	Bell, Megan L	Real Brokerage Technologies	11,392,000	34
149	Fiorello, Kellie A	Coldwell Banker Realty	9,107,000	34
150	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	9,956,000	34

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