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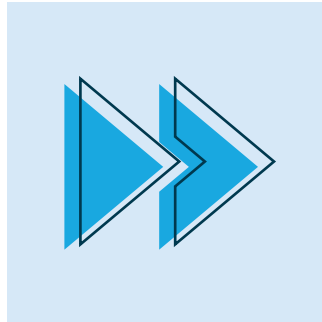





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TABLE OF CONTENTS

| | | |
|--|--|--|
|  06 Preferred Partners |  09 Ready, Set, Grow with Whitney |  10 Publisher's Note |
|  12 Featured Affiliate: First American Home Warranty |  18 On the Rise: Stephanie Harget |  22 Trusted Trades |
|  24 Real Brand Boost |  28 Agent on Fire: Brianne Bahl |  34 Featured Leader: Thomas Raabe |
|  40 Legally Speaking |  44 Real Producer: Chris Rosen |  52 Top 150 Standings |

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Ready, Get, Grow with Whitney Abraham

Marketing Strategist and Co-Founder of Reel Social, Whitney Abraham is sharing the secrets behind positioning yourself as the go-to agent online.



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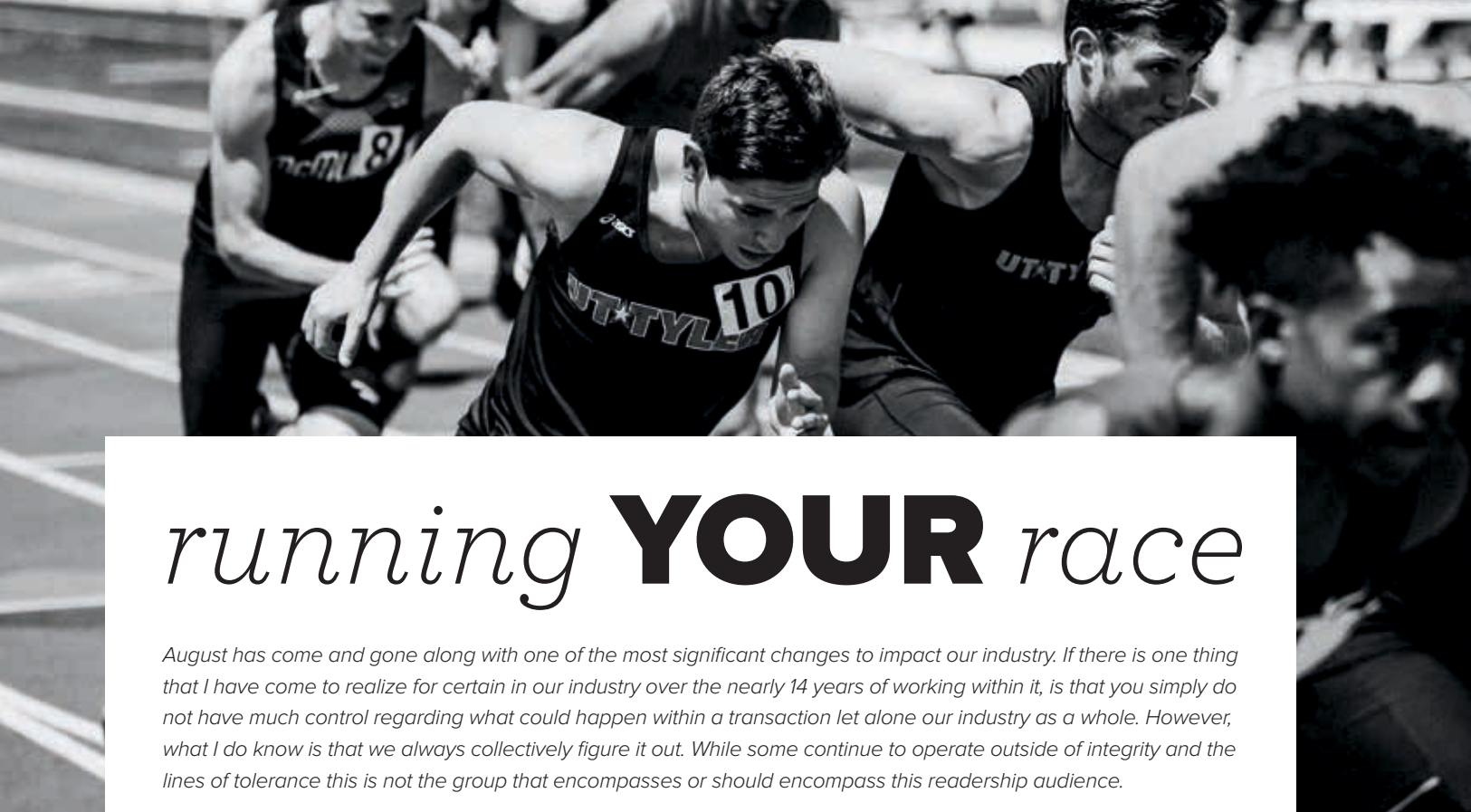
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running **YOUR** race

August has come and gone along with one of the most significant changes to impact our industry. If there is one thing that I have come to realize for certain in our industry over the nearly 14 years of working within it, is that you simply do not have much control regarding what could happen within a transaction let alone our industry as a whole. However, what I do know is that we always collectively figure it out. While some continue to operate outside of integrity and the lines of tolerance this is not the group that encompasses or should encompass this readership audience.

publisher's note

Instead of focusing on things we cannot control, focusing on what is within our control, in our industry as a standard, is the **ONLY** way to live - for our peace of mind and the sake of our clients and dare I say sanity.

With this thought in mind, I can't help but reflect on the purpose of blinkers on a horse during a race and how this relates to our personal career "races" agent, or affiliate, that each of us runs. In an industry filled with competition and the distractions of industry disruptions; I invite you to review the facts below:

Horses wear blinkers, also known as blinkers, for a variety of reasons, including:

DISTRACTION

To help horses focus on the task at hand and avoid distractions like crowds or other horses

EYE POSITION

To help horses focus on what's in front of them, rather than what's to the side or behind

SAFETY

To keep horses safe, especially when they're being driven in crowded areas or racehorses are running around a track

Do you see the correlation? Our industry is unique in many ways but something that I have been fascinated by for years is the number of details outside of our "said control" on any given transaction. I believe the only way to stay "on track" and to "win" is to stay in our lane with our blinkers on daily. Pressing towards the mark, running businesses with integrity, focusing on the client, and always learning and leaning into the "uncontrollable" variables is the only choice.

We need relationships and professionalism **ALWAYS** but I believe like never before and it is an honor for myself and our team to serve the best of the best.

Always pressing towards the mark, your friend,



KATIE MASTROIANNI

Owner & Publisher
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FIRST AMERICAN HOME WARRANTY

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Images by Orange Visuals • By Lori Carter

LAUREN CALHOON DIDN'T ENTER COLLEGE THINKING ABOUT A SALES CAREER, BUT AFTER 17 YEARS IN THE WARRANTY BUSINESS, SHE HAS CERTAINLY FOUND HER NICHE AS THE NORTHEAST OHIO AREA MANAGER FOR FIRST AMERICAN HOME WARRANTY.

“Out of college, I landed a job at a local home warranty company that was well known in the real estate market,” she said. “I worked my way up in the home warranty business.”

While at that company, she worked with contracts, in claims, customer service, contractor relations, and accounting. “I did it all, six years behind the scenes, and then I transitioned to sales and never looked back, serving as area manager for six years,” she said.



Lauren and her family, from left to right: Sam, Ben, Lauren, Scarlett, Jack and Bear the Newfie.

TAKING THE BATON FROM HER MENTOR

Along the way, she met Joyce Rhinehart, a longtime area manager for First American Home Warranty. After several years of “friendly competition” with her, Joyce retired, and Lauren jumped on the opportunity to move to First American, taking over Joyce’s territory.

“Joyce was a staple of the community for more than 20 years and was a mentor to me,” said Lauren. “I always admired her, First American, and their product.”

Born and raised in Sunbury, Ohio, Lauren lives in Upper Arlington with her real estate broker husband, with whom she is raising their family of three children alongside Bear, their cherished Newfoundland.

Lauren relies on what she jokingly calls her “mom skills” of patience, listening, and problem-solving to help

real estate agents get the most value for their clients from home warranty coverage.

“Having the knowledge, experience and determination is invaluable,” she said. “You have to take a question or concern, identify what is needed, and find a solution.”

WARRANTIES BRING PEACE OF MIND AND BUDGET PROTECTION

When she advises real estate agents about how their clients can benefit from home warranty coverage, Lauren stresses the peace of mind and potential cost savings a home warranty offers.

“It’s about budget protection and risk reduction,” Lauren said. “A home warranty can come in handy when an appliance or system fails.”

“
YOU HAVE TO TAKE A QUESTION OR CONCERN, IDENTIFY WHAT IS NEEDED, AND FIND A SOLUTION.”



“from A to Z,” she said. She wants to share that knowledge with the real estate agents she meets and is building relationships with.

“I want to genuinely know people. If you have trust in a relationship, you can work together, grow your business, and be successful,” she said.

It helps that she has full faith in First American and its home warranties.

“We have some of the most robust coverage in the industry,” she said. “First American is a long-standing industry leader that stands behind its coverage, while maintaining high standards for its independent service providers.

“We’ve been in the home warranty business for more than 40 years and our service plans can be tailored for real estate transactions.”

*Home warranty coverage varies by location, plan, and selected options.



A First American home warranty is a renewable service contract that protects a home’s systems and appliances from unexpected repair or replacement costs due to a breakdown. When a covered item breaks, First American sends an independent service contractor to the home to diagnose and repair or replace the item.

Home warranties generally cover systems, such as heating, air conditioning, and plumbing, and specified appliances, including dishwashers, ovens, clothes washers and dryers, and refrigerators – with upgrades and options available.* In contrast, homeowners insurance doesn’t cover mechanical failures, so a home warranty can help bridge that gap in protection and save a homeowner’s budget for those inevitable breakdowns.

With Lauren’s guidance and expertise, real estate agents can help their clients decide which warranty coverage is right for them.

FIRST AMERICAN HOME WARRANTY’S HIGH STANDARDS

Though Lauren is relatively new to First American, she’s a lifelong Ohioan and knows home warranties



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▶▶ on the rise

STEPHANIE HARGET

RE/MAX APEX

By Heather Lofy • Images by Kristen Nester Photography

Stephanie Harget had a strong desire to become a REALTOR®, and she wanted to make sure she was well educated on the process before taking the leap. So when she and her husband were buying their first home in December 2021, she studied every aspect of the process.

“I wanted to own our own home first and go through that experience,” Stephanie says. “It made me focus on what our REALTOR® was doing and the process she was going through, and I was learning the steps of purchasing from our end. We were in bidding wars and trying to get our house so I really paid attention. I knew that when I had clients in similar situations, I could say ‘I know exactly how you feel’ and I could relate to them. I could help calm them down and take that stress off of them. Shortly after in March 2022, I decided to go ahead and take the jump and get into it. I took my classes and got licensed over the summer.”

Attending every class she could find, Stephanie then submersed herself into real estate. She immediately offered to host as many open houses for other agents as possible and volunteered to do showings for other agents when they had conflicts.

When Stephanie became licensed, she joined the RE/MAX Apex team out of Lithopolis.

“I felt immediately at home there,” Stephanie shares. “Once you get to know

everyone, you become part of the family. I couldn’t see myself at any other brokerage.”

Real estate is also a family affair for Stephanie’s own family. Her husband Jason, a police officer, is currently studying for his real estate license. And Stephanie’s 13-year-old son Jay also has his sights set on becoming a REALTOR®.

“Jay has done open houses with me and loves it,” she says. “He wants to know what’s going on with my clients. He loves everyone at the brokerage and going to hang out there. He would love for me to drop him off there and leave him there for the day.”

Stephanie also has her next endeavor planned: investment properties.

“I want to have good affordable housing available for people to rent since I know that is such a big issue in central Ohio right now,” she says. “It would be a great way to help others while looking toward my son’s future - if real estate is something he wants to get into, I want to set him up for success with that.”

Although she initially set sales goals for herself, Stephanie has realized that focusing on her clients is the most rewarding aspect. She will persevere to get those clients to the closing table and sends property options multiple times a day.

“People are hearing from me daily if they are actively looking,” she says. “I stay consistent. That is a huge thing for me. Whether I am super busy or not, I am doing the same thing every day, reaching out to people, prospecting, promoting and branding, consistently.”

As a result, Stephanie’s business has consistently grown in the short two years she has been an agent. She has 58 closed transactions as of her second anniversary date.

Covering mostly residential real estate, Stephanie especially loves working with first-time homebuyers. When Stephanie was growing up, her mother rented because she never thought she was able to afford a home. Being able to help people buy their first home inspires Stephanie to keep going.





SO MANY PEOPLE THINK THEY CAN'T AFFORD A HOME,



BUT THERE ARE SO MANY RESOURCES AND BUYING TECHNIQUES THAT CAN HELP THEM.



Stephanie with her husband, Jason, and son, Jay.



“So many people think they can’t afford a home, but there are so many resources and buying techniques that can help them,” Stephanie says. “As a REALTOR®, I have the knowledge to help people beyond opening doors and putting in an offer. Whether you are a first-time homebuyer or it is your tenth time, I’m still looking to see how I can help make the purchase as affordable as possible.”

And Stephanie says that giving other people a voice has helped her come out of her shell.

“I was a stay-at-home mom for over a decade, so this has helped me be more social,” she says. “I started a mom’s group, and I am the boys’ rep with my

son’s gymnastics team where I plan events and am in charge of things like travel plans and competition organization. It’s been a terrific way for me to grow my sphere while being involved in my son’s activities.”

She continues: “It’s been unexpected, in the best way. My love for real estate and my love for working with people... as soon as I got into it, I realized this is what I was always meant to do. It’s not just a job.”

Additionally, Stephanie loves mentoring new agents.

“There’s no need for them to reinvent the wheel,” she says. “I’m happy to share how I started my business. There is a lot to learn, and I want to make their entry into this industry simpler and I love to see them succeed.”

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▶▶ real brand boost

BEYOND LISTINGS: HOW REAL ESTATE AGENTS CAN SHINE ON SOCIAL MEDIA

By Timothy Zaritsky, Business Strategist at Orange Visuals

In today's digital world, it's important for real estate agents to understand how people use social media. Unlike what you might think, people don't usually use platforms like Instagram or Facebook to find their next home. Instead, they use these platforms for fun, looking for inspiration, and staying connected with friends and family. This means that real estate agents need to adjust their approach to match how people use social media.

It's a mistake to think that social media can be a direct path to selling homes. While some users might see real estate posts or ads, they're not usually looking for this kind of content when they're scrolling. Instagram, for example, is mainly a place for unique photos and videos. Users are there to be entertained or inspired,

not to search for homes. This means that real estate agents should create content that fits with the platform's purpose and what an audience is looking for rather than trying to make hard sales pitches.

Instead of posting direct property advertisements or detailed market reports, the best

approach is to share engaging and useful content that people will find interesting. On Instagram, this could mean posting beautiful home design ideas, the lifestyle of the local area, or behind-the-scenes looks at the real estate world. By sharing content that grabs attention and provides value, you're more likely to keep people interested and engaged.

Building a personal brand is key in this strategy. Even if people aren't looking for real estate on social media right now, having a strong and trustworthy presence can have them think of you when they do decide to buy or sell a home. Regularly posting high-quality content that shows your expertise and personality helps build trust and keeps you in people's minds. When the time comes for them to make a real estate decision, they'll remember you and your valuable content.

Building a personal brand as a REALTOR® is more than just showing off properties. It's about sharing your

story, useful information, and showing what makes you unique. By reaching an audience through these platforms, you will begin to build relationships that can lead to future business opportunities. When people are ready to make a real estate move, they'll turn to someone they've seen and trusted on social media. This is how REALTORS® should properly use social media to gain leads and traction.

In conclusion, while social media might not be the place where people are actively searching for homes, it's a powerful tool for building your brand and staying connected with potential clients. By utilizing your content to fit the social media experience and consistently sharing valuable information, you can make a lasting impression. This way, when people do start thinking about buying or selling a home, you'll be the one they remember. Building a strong, trustworthy presence on social media is all about forming connections that will pay off in the long run.

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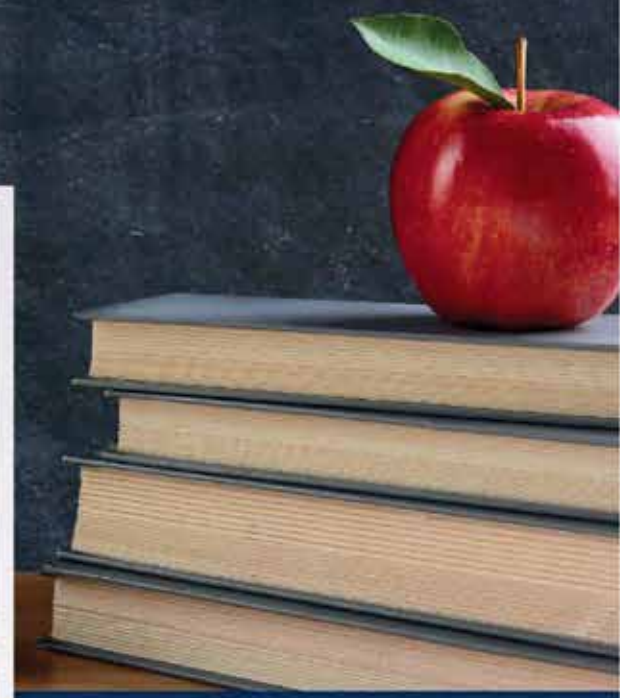
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By Heather Lofy
Images by Kristen Nester Photography

WHEN BRIANNE BAHL WAS GETTING HER TWO BACHELOR'S DEGREES - ONE IN INFORMATION TECHNOLOGY AND ONE IN HUMAN ECOLOGY - AND A MASTER'S DEGREE IN BUSINESS STRATEGY, SHE HAD NO IDEA HOW INSTRUMENTAL THEY WOULD BE WHEN SHE ENDED UP IN A CAREER IN REAL ESTATE.

"Being a REALTOR® involves so much more than most people think," she says. "It's not just showing pretty houses and writing offers. You are solely responsible for running your own business and I really enjoy those aspects of it as well, like marketing, strategizing and utilizing technology to grow. Though my intent when getting my degrees was for a much different career path, ultimately that foundation has served me well with running a successful real estate business."

Bre, who grew up in Pickerington and now lives in Johnstown with her husband and four children, worked a desk job for a decade but didn't find it satisfying. She knew she didn't want to drop her children off at daycare to go to a job she disliked. So she got her real estate license in 2014 and has been enjoying life as a REALTOR® ever since.

Bre works for Red 1 Realty where she runs a successful team of agents. Alongside Bre are Kristin Evans, Emilie Hausch, Taylor Walker, Vanessa Harvell and Lindsey Hamilton.

"I started a real estate team initially because I had more business than



Brianne with her team. From left to right: Vanessa Harvell, Lindsey Hamilton, Emilie Hausch, Brianne, Kristin Evans and Taylor Walker.

I could handle alone," Bre says. "It has quickly grown into a team of six and being a team leader is an aspect of this business that I never knew I would enjoy so much. Most of my team members have joined as brand-new agents and it is very rewarding to see each of them develop and thrive in their careers. It's not an easy career by any means, but having this very close and supportive team environment has absolutely contributed to everyone's success. These ladies are all hardworking, ambitious and so fun to be around. We have a blast when we get together and we love bouncing ideas off each other and pushing each other to be our best."

One of Bre's favorite parts about being a REALTOR® is all of the different people she gets to meet and help along the way.

"Each client and their journey is different and incredibly special to me and it's such an honor and very fulfilling to be a part of these huge life events," she says. "It never gets old and I'm genuinely excited for each and every client when we make it to the closing table and I get to hand over the keys or a big check."

She continues: "I've been able to help people from all walks of life in very different situations. There are first-time homebuyers, including many immigrants buying their first house in the United States and being so thrilled they were able to make it happen. There are people downsizing and selling the house they raised their families in that holds so many special memories for them. Sometimes it's families selling their loved ones' houses after they've passed, or having to sell and buy a house after a divorce and starting a new chapter. They are all very significant moments in someone's life and I love being a part of it."

Along with her role as an agent, Bre and her husband Matt, an aircraft mechanic at Spirit and with the Navy Reserves, have a real estate investing business. Not only do they raise children Genevieve, 7, Grant, 5, Alex, 4, and Claire, 2, but they also manage 17 rental properties, including an Airbnb.

"We take our kids along to 'help' sometimes and would love to get them started in real estate investing themselves at an early age," Bre says. "I want my kids to see the hard work their parents put in at all of our jobs



Brianne and her family. From left to right: Alex (4), Claire (2), Brianne, Genevieve (7), Matt and Grant (5). Photo courtesy of Ivory Daisy Photography.

and that our success is determined by the amount of work and effort we put into it. It's definitely not handed to us. Life is short and if you aren't happy where you are, it's never too late to push yourself and make changes to live the life you want. My dad passed away soon after I had my first child and it made me start to think about leaving a legacy for my kids. We used some of the inheritance I received to start going full force into investing under the business name KRB Homes LLC in his honor. KRB were my dad's initials. This, along with being a REALTOR®, has allowed us a lot of financial freedom and flexibility to be able to spend time with and enjoy our family, which is exactly what my dad would have wanted."

Bre shares that being an investor in real estate has also made her a better REALTOR®.

"I've been involved in countless house rehabs and projects, including major renovations on my own 1915 farmhouse," she says. "I have developed a good understanding of how houses are constructed and how

the major components and systems work, including how much updates or repairs might cost. That way I feel confident advising my clients on things to be concerned about or what may not be a big deal when we are looking at houses. Also, I'm frequently going through the buying and selling process myself, so I can put myself in my client's shoes and be reminded of how nerve-wracking and exciting the process can be."



Bre and her family love to travel and have been all over the world. They love visiting historical places and taking guided food tours to get to experience some of the local's favorite spots. She also contributes heavily to her local Johnstown community by sponsoring events for teachers, volunteering as a Girl Scout troop leader and hosting events for local families like visits with Santa and "date nights" for moms and their kids.

"It can be a challenge trying to find the right work-life balance, especially as a business owner," Bre says. "The work never really ends. But finding success is very rewarding because you know it's a direct result of those long days and nights you've put in. There's that saying, 'If you love what you do, you never work a day in your life.' That's exactly how I feel about real estate. I never dread it. It's so fulfilling."



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THOMAS RAABE

PRINCIPAL BROKER, CO-OWNER

By Heather Lofy • Images by Wes Mosley Photography



Take a chance on your dreams. That's the biggest lesson Thomas Raabe wants to teach his two young children.

"I want Lincoln, who is 3, and Miley, who is 10 months old, to know they can follow their true passions in life," Thomas says. "It's important to explore different interests, find what you're good at, love doing and jump in. Don't be afraid to make mistakes and fail quickly. That's how you learn and improve."

Thomas, who wears the hats of Co-owner, Principal Broker and Team Lead at Westwood Real Estate Co., followed his aspirations to get to where he is today in the real estate industry. He got his feet wet during his time at Ohio University as he was pursuing his master's degree in public administration with a focus on economic development. During his second year of the program, he served as the graduate assistant for the director of real estate at the university, Donna Goss. Donna now has a similar role at The Ohio State University.

"She was and is still instrumental in my professional development and career," Thomas says. "Upon graduating, she shared with me that Ohio University had recently acquired 160 acres of land in Dublin. At that time, the construction of a new satellite campus was still in the infancy stage of development for the university. We were

discovering what made sense for new programs and expanding others and what types of new facilities would support amazing student experiences. She asked if I wanted to move to Columbus and be her project manager to help facilitate its buildout. I accepted and for five years I helped manage the existing real estate as well as future real estate development on that campus."

Thomas gained invaluable knowledge during that time working in commercial real estate development. In his mid-20s, he was interviewing and working with presidents of large construction companies and university and government officials. He helped conduct feasibility studies to create the master plan for the entire campus.

"As my mentor, Donna encouraged me to get my real estate license at the same time," Thomas explains. "I obtained my license in 2016 and that's when I started helping people buy and sell homes as a side hustle while working for the university."

In 2019, Thomas ended up leaving Ohio University to work for Dupler Office, which helps companies space plan and sell innovative products for work environments. That's where Thomas learned more about being an entrepreneur.

"I was incentivized to sell, so I learned the harder you work, the better systems you have in place and the

WESTWOOD REAL ESTATE CO.

Thomas and his family. From left to right: Wife, Cecilia, daughter, Miley (10 months), Thomas and son, Lincoln (3).



more you nurture industry relationships, the more successful you become," he says.

That's also when Thomas realized he wanted to pivot to spending the majority of his time on his own ambitions. At a corporate meeting, he felt that in the moment he was living in someone else's dream and wanted to take control of his destiny.

"I had been selling real estate on the side for three to four years, so that's when I decided to take a chance on myself," Thomas says. "In 2020, at 30 years old, I went into real estate full time. I leaned into my sphere of influence, showcased my personality through video marketing techniques and developed a new core of industry partners. Building my foundation, having a social media presence and having a solid referral network was important to get me off the ground to obtain a sustainable business. Each year since then I have seen significant growth. To this day it does not feel like work and I'm having fun."

Last year, Thomas began his team, The Raabe Team. He has three team members: Alpna Sheth, Jimmy Quang and Georgena Starr. He's also co-owner of Westwood Real Estate Co. with his two business partners, Andrew

“
I feel like
each client ends up
becoming like family or
close friends.
”

Hursh and Andy Warnock. One thing Thomas is known for is his engaging marketing style when showcasing favorable property characteristics. Recently, he introduced a Buckeye Lake home riding on a jet ski going 60 mph before falling off.

“Content creation is one of my favorite parts of my profession,” Thomas shares. “It helps advertise the property and drive more showings, more showings generate more demand, more demand generates more offers, and more offers net my sellers a chunkier bottom line. Every property is an opportunity for me to show the positive, unique qualities of a home.”

Thomas' home life is vibrant too - he and his wife Cecilia have a son Lincoln and a daughter Miley. The family recently moved to their forever home in Plain City where they did a custom home build on two acres of land. They love being outdoors and are currently exploring all of the playgrounds in the metro parks around town.

Community involvement is very important to Thomas, especially with area chambers of commerce like the Union County Chamber of Commerce and the Hilliard

Area Chamber of Commerce. And each year, his brokerage encourages associates to participate in REALTOR® Care Day.

Ultimately, fostering a strong, meaningful client relationship is top of Thomas' list. His brokerage mantra is “trusted advisors, lasting relationships” - and the team frequently puts on client events to reconnect with people they've worked with before.

“I get invited to housewarmings and even birthday parties for clients' kids,” Thomas says. “I feel like each client ends up becoming like family or close friends. I am there to coach them through a transitional period and one of the largest financial transactions of their life, through that we become close. Most of the time previous clients send me warm referrals and introduce me to their closest family and friends. It's a wonderful feeling when they feel confident in my abilities and make that connection. I truly care about the people I work with.”



Thomas and his team. From left to right: Georgena Starr, Thomas, Jimmy Quang and Alpna Sheth.



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LEGALLY SPEAKING



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

David Rentals, LLC v. Va. Woods, LLC, 2024 Ohio 1446, Apr 17, 2024 (1st Dist., Hamilton Cty.)

The case centers around a property-management dispute between the parties. The defendants, Virginia Woods, LLC, and Cypress Woods, LLC, appealed the trial court judgment, where they were ordered to pay damages and attorney's fees to the plaintiff, David Rentals, LLC, also known as RAW Property Management. Virginia Woods also appealed the dismissal of its counterclaims for slander of title and breach of fiduciary duty. RAW cross-appealed that portion of the trial court's judgment that determined RAW owes damages to Virginia Woods for mishandled security deposits and undelivered pest-control materials and failed to award prejudgment interest.

On one of the assignments of error on appeal, Virginia Woods argues that the trial court erred in awarding damages to RAW because RAW performed property management as an unlicensed real estate broker. Only a licensed real estate broker can obtain legal recovery for broker activities under R.C. 4735.21, which provides: No right of action shall accrue to any person, partnership, association, or corporation for the collection of compensation for the performance of the acts mentioned in section 4735.01 of the Revised Code, without alleging and proving that such person, partnership, association, or corporation was licensed as a real estate broker or foreign real estate dealer.

RAW does not dispute the fact that it failed to prove at trial that it was a licensed real estate broker, but instead RAW makes a statutory-construction argument that it is exempt from R.C. 4735.21 because it is a limited liability company.

RC. 4735.01(A) defines "real estate broker." R.C. 4735.21 does not expressly list a limited liability company among the entities prohibited from seeking recovery for broker activities without first proving it has a valid real estate license; however, R.C. 4735.21 does apply to any "person." The Court concluded that a limited liability company is a "person" for purposes of R.C. 4735.21 and cannot seek recovery for broker activities without first proving that it has a valid real estate license under R.C. Chapter 4735.

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CHRIS ROSEN

CUTLER REAL ESTATE

By Carol Rich • Photos by Wes Mosley Photography

Maybe it stems from his inherent traits, like loyalty, concern for others and determination. Or it might have been instilled through his training at the U.S. Naval Academy in Annapolis. But however it developed, Chris Rosen, Cutler Real Estate, is all in on his commitments — and he's there for the people who depend on him.

"I always want my clients to know I've got their back," stressed Chris. "I want them to know I'm available to them, and also that I'm their trusted advisor and skilled negotiator. I sleep better knowing I got the best deal possible for them."

Chris grew up in Columbus's east side Olde Orchard neighborhood with a dad who was a dentist and a mom who worked as a REALTOR® during the 1980s. Athletic from the start, he began playing tennis in elementary school and quickly showed talent. Chris's skill grew so solid that he qualified for various U.S. Tennis Association's National Level tournaments throughout the country, including the Fiesta Bowl where a young Andre Agassi – a former world No. 1 tennis player – had also been in Chris's draw.

In 1989, as he neared high school graduation, Chris began exploring the possibility of attending the Naval Academy. His dad, a proud veteran, served as a Navy dentist, and it inspired Chris to pursue his own dream of becoming a naval officer and possibly a fighter pilot!

Chris submitted his academic credentials to the Academy, which happened to be the most selective school in the country that year. He met with his local congressman (John Kasich) and senator (Howard Metzenbaum) and was nominated for an appointment to the Academy by both of them.

After his acceptance, Chris was on active duty as a midshipman. He majored in political science and played tennis and squash on the Academy's varsity teams. One of his most vivid memories of his time in Annapolis was the month he trained on a submarine. "It was two weeks underwater and two weeks in port. It was a really cool experience," he remembers. "One of the most exciting parts of the training was when I was completely in control of driving the submarine."

One night the submarine surfaced in the shallow waters off New London, Connecticut, and Chris and another officer climbed on the sail of the sub to stand on a visual watch. Chris was shocked to see the water all around them lit up. The electric-blue glow came from plankton



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— tiny organisms that produced bioluminescence after being disturbed by the sub's movement. After a while of soaking in that beautiful sight, he noticed a group of dolphins playing in the wake!

At the two year point in his training, Chris was faced with the decision of whether to commit to multiple years of obligatory Navy service or pivot to a different career. He decided business would be a better path for him and transferred to The Ohio State University.

Chris's mom, uncle and great uncle all worked in real estate. "I was exposed to real estate my whole life," Chris said. After graduating from OSU with a political science degree, Chris's great uncle recruited him to join his real estate brokerage in Middletown, Ohio.

Chris earned his license in 1989 and went into his great uncle's business. "After ten months I realized I loved real estate but I didn't love living in Middletown," he said. He decided to return to Columbus. "I thought, I'm from Columbus, I know my way around, I know the history and the neighborhoods. I wanted to come back and settle here."

Chris interviewed with the manager of Cam Taylor's Bexley office, Ron Robbins. At the end of their meeting, Ron asked Chris: "Do you want to start this afternoon?" And Chris immediately said he did.

Chris joined the Cam Taylor team on the spot and remained there for 24 years. He moved to Cutler Real Estate in 2014. For seven years he worked as both a manager and REALTOR® at Cutler before choosing to work solely as a REALTOR®.





Chris is based in Cutler's New Albany office and he works with both buyers and sellers. He is differentiated by the complete market analysis he produces for each client. Chris is deeply impressed by Cutler's collaborative culture and its company president, Andy Camp. "Andy is a hands-on president and he's very forward thinking in his leadership."

For Chris, a key Cutler benefit is the company's Ninja Selling training and certification. Chris took Ninja Selling coursework in 2015, and again in 2024. He lives his professional life by Ninja's philosophy, which is based on building personal relationships with clients and helping them achieve their goals. Chris says other benefits of Cutler include their in-house, award-winning marketing department and having some of the best office managers in town. "Our complete support staff is unbelievable!"

While Chris sells all over central Ohio, he is a big fan of the community where he lives and works: New Albany. He and his wife, Bridget, moved there 25 years ago, right after the birth of their daughter, Sophia.

"We could walk with the baby for miles and miles in all different sections of New Albany, to different parks, and we were less than a mile from the school campus so later she could walk or bike to school," Chris said. "It's just been a perfect spot for us."

Bridget relocated to Columbus to work as a merchant for Express and became a stay-at-home mom after Sophia was



Chris with his daughter, Sophia, and wife, Bridget.



born. Sophia currently works for McHenry Advisers, a third party administrator and actuarial firm located in New Albany.

"As a family we love to go to music concerts and golf together," Chris said. Chris and Bridget also like to work out together. "I got into pickleball and my wife is addicted to it."

The Rosens love to travel. "We enjoy traveling in Europe, going to beaches and going to Las Vegas," Chris said. "I am an avid poker and blackjack player."

Chris is active in the New Albany Chamber of Commerce and he loves attending Chamber classes and programs with Sophia, who is also a member. He additionally remains involved in the Naval Academy's alumni association.

In both his private and work lives, Chris thrives on being with people. And his extroverted nature is one reason why real estate turned into such a stellar career choice for him. "I look forward to meeting with my clients and I enjoy the people I'm working with," he said. "Real estate has always been a great fit for me."



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|---------|-----------------------|--------------------------------|------|-------------|
| 1 | Hencheck, Alexander A | HMS Real Estate | 452 | 208,112,000 |
| 2 | Raines, Sandy L | The Raines Group, Inc. | 225 | 132,161,000 |
| 3 | Tartabini, Daniel V | New Advantage, LTD | 209 | 107,041,000 |
| 4 | Fairman, Charlene K | The Realty Firm | 172 | 87,094,000 |
| 5 | Ruff, Jeffery W | Cutler Real Estate | 124 | 86,836,000 |
| 6 | Riddle, Robert J | New Albany Realty, LTD | 126 | 80,881,000 |
| 7 | Long, Bryan | Century 21 Frank Frye | 13 | 70,751,000 |
| 8 | Ruehle, Ryan J | EXP Realty, LLC | 190 | 64,898,000 |
| 9 | Cooper, Sam | Howard Hanna Real Estate Svcs | 178 | 57,500,000 |
| 10 | Willcut, Roger E | Keller Williams Consultants | 73 | 49,579,000 |
| 11 | Wright, Kacey A | RE/MAX Partners | 92 | 48,638,000 |
| 12 | Lynn, Lori | Keller Williams Consultants | 136 | 46,279,000 |
| 13 | Clarizio, Bradley | Red 1 Realty | 119 | 40,892,000 |
| 14 | Casey, Michael A | RE/MAX Connection | 75 | 36,339,000 |
| 15 | Ritchie, Lee | RE/MAX Partners | 96 | 36,089,000 |
| 16 | Wheeler, Lacey D | Red 1 Realty | 74 | 35,690,000 |
| 17 | Ross, James E | Red 1 Realty | 134 | 34,477,000 |
| 18 | Kemp, Brian D | Keller Williams Capital Ptnrs | 71 | 34,180,000 |
| 19 | Ciamacco, DeLena | RE/MAX Connection | 80 | 33,497,000 |
| 20 | Shaffer, Donald E | Howard HannaRealEstateServices | 97 | 31,512,000 |
| 21 | Guanciale, Andrew P | Coldwell Banker Realty | 101 | 30,705,000 |
| 22 | MacKenzie, Cynthia C | CYMACK Real Estate | 60 | 30,001,000 |
| 23 | Close, Allison L | Cutler Real Estate | 45 | 29,984,000 |
| 24 | Swickard, Marnita C | e-Merge Real Estate | 49 | 28,049,000 |
| 25 | Beirne, Daniel J | Opendoor Brokerage LLC | 90 | 27,427,000 |
| 26 | Bodipudi, Koteswara | Red 1 Realty | 62 | 27,143,000 |
| 27 | Price, Hugh H | Howard HannaRealEstateServices | 57 | 26,576,000 |
| 28 | Grandey, M. Michaela | Rolls Realty | 35 | 26,338,000 |
| 29 | Kendle, Ronald D | RE/MAX Town Center | 25 | 25,697,000 |
| 30 | Ferrari, Rhiannon M | EXP Realty, LLC | 68 | 25,449,000 |
| 31 | Elflein, Joan | Ohio Broker Direct, LLC | 65 | 25,213,000 |
| 32 | Wills, Julie R | Howard Hanna Real Estate Svcs | 52 | 25,108,000 |
| 33 | Looney, Sherry L | Howard HannaRealEstateServices | 84 | 24,989,000 |
| 34 | Mahon, John D | Casto Residential Realty | 42 | 24,555,000 |

| Rank No | Agent | Office Name | Unit | Volume |
|---------|--------------------------|-------------------------------|------|------------|
| 35 | Conley, Amy E | Cutler Real Estate | 29 | 23,921,000 |
| 36 | Alley, Rachel M | Keller Williams Capital Ptnrs | 53 | 23,811,000 |
| 37 | Fox-Smith, Angelina L | Coldwell Banker Realty | 46 | 23,242,000 |
| 38 | Powell, Tina M | Coldwell Banker Realty | 59 | 23,001,000 |
| 39 | Davis Spence, Katherine | KW Classic Properties Realty | 38 | 22,762,000 |
| 40 | Beckett-Hill, Jill | Beckett Realty Group | 30 | 22,603,000 |
| 41 | Powers, David S | Cutler Real Estate | 28 | 22,595,000 |
| 42 | Ogden Oxender, Erin | Keller Williams Capital Ptnrs | 53 | 22,303,000 |
| 43 | Shoaf, Terra J | Keller Williams Consultants | 27 | 22,269,000 |
| 44 | Yoder-Barnhart, Nicole R | Howard Hanna Real Estate Svcs | 48 | 22,247,000 |
| 45 | Roehrenbeck, James F | RE/MAX Town Center | 49 | 21,780,000 |
| 46 | Carruthers, Michael D | Coldwell Banker Realty | 21 | 21,681,000 |
| 47 | Chiero, Kathy L | Keller Williams Greater Cols | 54 | 21,447,000 |
| 48 | Collins, Charles E | Red 1 Realty | 70 | 21,131,000 |
| 49 | Tanner-Miller, Angie R | Coldwell Banker Realty | 79 | 21,022,000 |
| 50 | Clark, Amy G | LifePoint Real Estate, LLC | 57 | 20,772,000 |

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - July 31, 2024, as of Aug. 13 at 8:05 p.m.

| Rank No | Agent | Office Name | Unit | Volume |
|---------|------------------------|-----------------------------------|------|------------|
| 51 | Madosky Shaw, Lari | Coldwell Banker Realty | 32 | 20,738,000 |
| 52 | Mancini, Mandy | Keller Williams Consultants | 29 | 20,461,000 |
| 53 | Breeckner, Brian | Beckett Realty Group | 74 | 20,266,000 |
| 54 | Kessel-White, Jennifer | KW Classic Properties Realty | 56 | 19,985,000 |
| 55 | LaBuda, Jo-Anne | Keller Williams Capital Ptnrs | 45 | 19,898,000 |
| 56 | Cox, Brittany | Coldwell Banker Realty | 65 | 19,851,000 |
| 57 | Pearson, Lauren E | RE/MAX Consultant Group | 41 | 19,627,000 |
| 58 | Dixon, Tracey L | Keller Williams Greater Cols | 60 | 19,252,000 |
| 59 | Wainfor, Susan | Coldwell Banker Realty | 41 | 19,167,000 |
| 60 | Edwards, Kyle | KW Classic Properties Realty | 41 | 18,802,000 |
| 61 | Ramm, Jeff | Coldwell Banker Realty | 29 | 18,612,000 |
| 62 | Neff, Mark B | New Albany Realty, LTD | 22 | 18,399,000 |
| 63 | Mills, Kim | Cutler Real Estate | 22 | 18,320,000 |
| 64 | Diaz, Byron | NextHome Experience | 83 | 18,203,000 |
| 65 | Jones, Jane L | Howard Hanna Real Estate Svcs | 16 | 17,865,000 |
| 66 | Kamann, Heather R | Howard Hanna Real Estate Services | 49 | 17,737,000 |

Disclaimer: Beginning January 2024, data includes all agents reporting regardless of transaction type. We do not have the ability to know and understand the base of a licensed agent's business and type. This data should be used for informational purposes only. Information is based on reported numbers through the MLS as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported which affects all parties involved in a transaction. New construction or numbers not reported through the MLS within the date range listed are not included. Asterisk indicates individual.

| Rank No | Agent | Office Name | Unit | Volume |
|---------|--------------------------|--------------------------------|------|------------|
| 67 | Vanhorn, Vincent K | Di Lusso Real Estate | 54 | 17,636,000 |
| 68 | Shaffer, Carlton J | RE/MAX Partners | 39 | 17,575,000 |
| 69 | Mahler, Jeff A* | Keller Williams Capital Ptnrs | 44 | 17,409,000 |
| 70 | Fisk, Jacob V | Red 1 Realty | 62 | 17,409,000 |
| 71 | Lambright, Stacey J | EXP Realty, LLC | 38 | 17,367,000 |
| 72 | Lyubimova, Ekaterina | NextHome Experience | 62 | 16,996,000 |
| 73 | Smith, Steven S S | Keller Williams Consultants | 48 | 16,922,000 |
| 74 | Berrien, Todd V | Coldwell Banker Realty | 45 | 16,806,000 |
| 75 | Redman, Shawn | Street Sotheby's International | 12 | 16,755,000 |
| 76 | Hinson, Alan D | New Albany Realty, LTD | 12 | 16,308,000 |
| 77 | Calhoon, Benjamin S | Berkshire Hathaway HS Pro Rlty | 37 | 16,234,000 |
| 78 | Prewitt, Brandon T | RE/MAX Partners | 36 | 16,115,000 |
| 79 | Lowe, Regan M | Keller Williams Capital Ptnrs | 33 | 16,099,000 |
| 80 | Richards, Katie C | Keller Williams Greater Cols | 32 | 15,946,000 |
| 81 | Abbott, Kelly | Howard Hanna Real Estate Svcs | 46 | 15,863,000 |
| 82 | Sunderman, Mary K | Keller Williams Capital Ptnrs | 33 | 15,775,000 |
| 83 | Smith, Anita K | EPCON Realty, Inc. | 35 | 15,689,000 |
| 84 | Hunter, Ling Q | Red 1 Realty | 49 | 15,660,000 |
| 85 | Marsh, Troy A | Keller Williams Consultants | 39 | 15,574,000 |
| 86 | Hemmert, Benjamin Thomas | Howard Hanna Real Estate Svcs | 32 | 15,552,000 |
| 87 | Laumann, Margot M | Street Sotheby's International | 29 | 15,463,000 |
| 88 | Rano, Richard J | RE/MAX Affiliates, Inc. | 37 | 15,419,000 |
| 89 | Ackermann, Mara | RE/MAX Consultant Group | 24 | 15,156,000 |
| 90 | Pattison, Susie L | Cutler Real Estate | 29 | 15,075,000 |
| 91 | Mitchell, Courtney J | RE/MAX Premier Choice | 27 | 14,793,000 |
| 92 | Stevenson, Michelle L | M3K Real Estate Network Inc. | 34 | 14,748,000 |
| 93 | Godard, Cheryl S | KW Classic Properties Realty | 12 | 14,690,000 |
| 94 | Weiler, Robert J | The Robert Weiler Company | 4 | 14,676,000 |
| 95 | Mathias, Neil W | Cutler Real Estate | 21 | 14,590,000 |
| 96 | Barlow, Jaysen E | Sell For One Percent | 46 | 14,586,000 |
| 97 | Sanepalli, Ramamohan R | Key Realty | 24 | 14,585,000 |
| 98 | Simpson, Kimberly L | Real Brokerage Technologies | 17 | 14,571,000 |
| 99 | Bluvstein, Jake | RE/MAX Connection | 26 | 14,479,000 |
| 100 | Murphy, Patrick J | Keller Williams Consultants | 33 | 14,291,000 |

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - July 31, 2024, as of Aug. 13 at 8:05 p.m.

| Rank No | Agent | Office Name | Unit | Volume |
|---------|----------------------|-------------------------------|------|------------|
| 101 | Hood, Shaun | Coldwell Banker Realty | 36 | 14,215,000 |
| 102 | Evans, Nicole R | Coldwell Banker Realty | 25 | 14,205,000 |
| 103 | Fox, Jermaine | EXP Realty, LLC | 57 | 14,071,000 |
| 104 | Becker, Kathryn K | Coldwell Banker Realty | 26 | 13,944,000 |
| 105 | Lubinsky, John D | RE/MAX Affiliates, Inc. | 32 | 13,793,000 |
| 106 | Vlasidis, Nick J | Howard Hanna Real Estate Svcs | 24 | 13,741,000 |
| 107 | Griffith, Tyler R | RE/MAX Peak | 48 | 13,724,000 |
| 108 | Kovacs, Kimberly A | Coldwell Banker Realty | 40 | 13,692,000 |
| 109 | Reynolds, Ryan D | Keller Williams Consultants | 32 | 13,587,000 |
| 110 | Marvin, Scott A | Team Results Realty | 37 | 13,544,000 |
| 111 | Hursh, Andrew J | The Westwood Real Estate Co. | 35 | 13,493,000 |
| 112 | Maze, Jamie L | Cutler Real Estate | 29 | 13,443,000 |
| 113 | Miller, Sam | Re/Max Stars | 66 | 13,388,000 |
| 114 | Lesnick, Jean M | New Albany Realty, LTD | 14 | 13,384,000 |
| 115 | Shields, Bradley L | Redfin Corporation | 28 | 13,379,000 |
| 116 | Kanowsky, Jeffrey I | Keller Williams Greater Cols | 39 | 13,212,000 |
| 117 | Meyer, James D | Cutler Real Estate | 27 | 13,188,000 |
| 118 | Rano-Jonard, Linda M | RE/MAX Affiliates, Inc. | 31 | 13,099,000 |
| 119 | Goodman, Benjamin J | Sorrell & Company, Inc. | 25 | 13,001,000 |
| 120 | Falah, Sinan | Coldwell Banker Realty | 34 | 12,818,000 |
| 121 | Barlow, Jaime | Sell For One Percent | 37 | 12,745,000 |
| 122 | Kessler-Lennox, Jane | New Albany Realty, LTD | 13 | 12,736,000 |
| 123 | Doyle, Michael | EXP Realty, LLC | 35 | 12,709,000 |
| 124 | DeVoe, Anne | Coldwell Banker Realty | 12 | 12,704,000 |
| 125 | Keffer, Tracy T | Keller Williams Greater Cols | 42 | 12,575,000 |
| 126 | El Mejjaty, Omar | Carleton Realty, LLC | 53 | 12,563,000 |
| 127 | Godfrey, Alecia | Keller Williams Excel Realty | 30 | 12,498,000 |
| 128 | MYERS, AMANDA | Rise Realty | 52 | 12,382,000 |
| 129 | Ford, Clint A | Howard Hanna Real Estate Svcs | 35 | 12,369,000 |
| 130 | Kirk, Jon F | RE/MAX Premier Choice | 14 | 12,336,000 |
| 131 | Parsley, David H | Ross, Realtors | 27 | 12,296,000 |
| 132 | Russo, Richard | Rich Russo Realty & Co. | 48 | 12,254,000 |
| 133 | Fenters, Margaret M | Coldwell Banker Realty | 21 | 12,168,000 |

| Rank No | Agent | Office Name | Unit | Volume |
|---------|-------------------------|--------------------------------|------|------------|
| 134 | Heicher Gale, Barbara S | Keller Williams Consultants | 30 | 12,165,000 |
| 135 | Smith, Karen S | Keller Williams Capital Ptnrs | 30 | 12,120,000 |
| 136 | Bruce, Justin | Keller Williams Greater Cols | 23 | 12,112,000 |
| 137 | Hance, Matthew | EXP Realty, LLC | 32 | 11,982,000 |
| 138 | Soller, Martin F | Coldwell Banker Realty | 27 | 11,961,000 |
| 139 | Theado, Lisa D | Theado & Company, LLC | 9 | 11,949,000 |
| 140 | Chambers, Tracy | Keller Williams Consultants | 26 | 11,807,000 |
| 141 | Pacifico, Michael A | RE/MAX ONE | 28 | 11,807,000 |
| 142 | Jones, Tracy J | Keller Williams Elevate - Stro | 65 | 11,806,000 |
| 143 | Murphy, Kristina R | Howard Hanna Real Estate Svcs | 31 | 11,659,000 |
| 144 | Hart, Kevin | Keller Williams Capital Ptnrs | 35 | 11,636,000 |
| 145 | Devoll, A. Tyler | Coldwell Banker Realty | 24 | 11,600,000 |
| 146 | White, Nathan | NextHome Experience | 29 | 11,599,000 |
| 147 | Macaluso, Krystin A | Coldwell Banker Realty | 22 | 11,582,000 |
| 148 | Adams, Cody H | Coldwell Banker Realty | 29 | 11,571,000 |
| 149 | Chudik, Margaret L | Coldwell Banker Realty | 28 | 11,536,000 |
| 150 | Reed, Chris | Howard Hanna Real Estate Svcs | 32 | 11,534,000 |

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - July 31, 2024, as of Aug. 13 at 8:05 p.m.

| Rank No | Agent | Office Name | Volume | Unit |
|---------|-----------------------|--------------------------------|-------------|------|
| 1 | Hencheck, Alexander A | HMS Real Estate | 208,112,000 | 452 |
| 2 | Raines, Sandy L | The Raines Group, Inc. | 132,161,000 | 225 |
| 3 | Tartabini, Daniel V | New Advantage, LTD | 107,041,000 | 209 |
| 4 | Ruehle, Ryan J | EXP Realty, LLC | 64,898,000 | 190 |
| 5 | Cooper, Sam | Howard Hanna Real Estate Svcs | 57,500,000 | 178 |
| 6 | Fairman, Charlene K | The Realty Firm | 87,094,000 | 172 |
| 7 | Lynn, Lori | Keller Williams Consultants | 46,279,000 | 136 |
| 8 | Ross, James E | Red 1 Realty | 34,477,000 | 134 |
| 9 | Riddle, Robert J | New Albany Realty, LTD | 80,881,000 | 126 |
| 10 | Ruff, Jeffery W | Cutler Real Estate | 86,836,000 | 124 |
| 11 | Clarizio, Bradley | Red 1 Realty | 40,892,000 | 119 |
| 12 | Guanciale, Andrew P | Coldwell Banker Realty | 30,705,000 | 101 |
| 13 | Shaffer, Donald E | Howard HannaRealEstateServices | 31,512,000 | 97 |
| 14 | Ritchie, Lee | RE/MAX Partners | 36,089,000 | 96 |
| 15 | Wright, Kacey A | RE/MAX Partners | 48,638,000 | 92 |
| 16 | Graham, Mark | Countrytyme Realty, LLC | 10,720,000 | 92 |

| Rank No | Agent | Office Name | Volume | Unit |
|---------|------------------------|--------------------------------|------------|------|
| 17 | Beirne, Daniel J | Opendoor Brokerage LLC | 27,427,000 | 90 |
| 18 | Looney, Sherry L | Howard HannaRealEstateServices | 24,989,000 | 84 |
| 19 | Diaz, Byron | NextHome Experience | 18,203,000 | 83 |
| 20 | Ciamacco, DeLena | RE/MAX Connection | 33,497,000 | 80 |
| 21 | Tanner-Miller, Angie R | Coldwell Banker Realty | 21,022,000 | 79 |
| 22 | Casey, Michael A | RE/MAX Connection | 36,339,000 | 75 |
| 23 | Wheeler, Lacey D | Red 1 Realty | 35,690,000 | 74 |
| 24 | Breeckner, Brian | Beckett Realty Group | 20,266,000 | 74 |
| 25 | Willcut, Roger E | Keller Williams Consultants | 49,579,000 | 73 |
| 26 | Kemp, Brian D | Keller Williams Capital Ptnrs | 34,180,000 | 71 |
| 27 | Collins, Charles E | Red 1 Realty | 21,131,000 | 70 |
| 28 | Ferrari, Rhiannon M | EXP Realty, LLC | 25,449,000 | 68 |
| 29 | Miller, Sam | Re/Max Stars | 13,388,000 | 66 |
| 30 | Elflein, Joan | Ohio Broker Direct, LLC | 25,213,000 | 65 |
| 31 | Jones, Tracy J | Keller Williams Elevate - Stro | 11,806,000 | 65 |
| 32 | Fader, Scott | Joseph Walter Realty, LLC | 8,342,000 | 65 |
| 33 | Cox, Brittany | Coldwell Banker Realty | 19,851,000 | 65 |
| 34 | Bodipudi, Koteswara | Red 1 Realty | 27,143,000 | 62 |
| 35 | Lyubimova, Ekaterina | NextHome Experience | 16,996,000 | 62 |
| 36 | Fisk, Jacob V | Red 1 Realty | 17,409,000 | 62 |
| 37 | Dixon, Tracey L | Keller Williams Greater Cols | 19,252,000 | 60 |
| 38 | MacKenzie, Cynthia C | CYMACK Real Estate | 30,001,000 | 60 |
| 39 | Powell, Tina M | Coldwell Banker Realty | 23,001,000 | 59 |
| 40 | Fox, Jermaine | EXP Realty, LLC | 14,071,000 | 57 |
| 41 | Clark, Amy G | LifePoint Real Estate, LLC | 20,772,000 | 57 |
| 42 | Price, Hugh H | Howard HannaRealEstateServices | 26,576,000 | 57 |
| 43 | Kessel-White, Jennifer | KW Classic Properties Realty | 19,985,000 | 56 |
| 44 | Chiero, Kathy L | Keller Williams Greater Cols | 21,447,000 | 54 |
| 45 | Vanhorn, Vincent K | Di Lusso Real Estate | 17,636,000 | 54 |
| 46 | Ogden Oxender, Erin | Keller Williams Capital Ptnrs | 22,303,000 | 53 |
| 47 | El Mejjaty, Omar | Carleton Realty, LLC | 12,563,000 | 53 |
| 48 | Alley, Rachel M | Keller Williams Capital Ptnrs | 23,811,000 | 53 |
| 49 | MYERS, AMANDA | Rise Realty | 12,382,000 | 52 |
| 50 | Wills, Julie R | Howard Hanna Real Estate Svcs | 25,108,000 | 52 |

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - July 31, 2024, as of Aug. 13 at 8:05 p.m.

| Rank No | Agent | Office Name | Volume | Unit |
|---------|--------------------------|-----------------------------------|------------|------|
| 51 | Hunter, Ling Q | Red 1 Realty | 15,660,000 | 49 |
| 52 | Roehrenbeck, James F | RE/MAX Town Center | 21,780,000 | 49 |
| 53 | Swickard, Marnita C | e-Merge Real Estate | 28,049,000 | 49 |
| 54 | Kamann, Heather R | Howard Hanna Real Estate Services | 17,737,000 | 49 |
| 55 | Russo, Richard | Rich Russo Realty & Co. | 12,254,000 | 48 |
| 56 | Griffith, Tyler R | RE/MAX Peak | 13,724,000 | 48 |
| 57 | Yoder-Barnhart, Nicole R | Howard Hanna Real Estate Svcs | 22,247,000 | 48 |
| 58 | Soskin, Alexander | Soskin Realty, LLC | 10,442,000 | 48 |
| 59 | Smith, Steven S S | Keller Williams Consultants | 16,922,000 | 48 |
| 60 | Hamilton, V. Patrick | REMAX Alliance Realty | 9,914,000 | 47 |
| 61 | Barlow, Jaysen E | Sell For One Percent | 14,586,000 | 46 |
| 62 | Parham, Janene R | Red 1 Realty | 8,657,000 | 46 |
| 63 | Abbott, Kelly | Howard Hanna Real Estate Svcs | 15,863,000 | 46 |
| 64 | Fox-Smith, Angelina L | Coldwell Banker Realty | 23,242,000 | 46 |
| 65 | Toth, Sherrie | RE/MAX Consultant Group | 9,316,000 | 45 |
| 66 | Winland, Jessica | Coldwell Banker Realty | 9,195,000 | 45 |
| 67 | Close, Allison L | Cutler Real Estate | 29,984,000 | 45 |

| Rank No | Agent | Office Name | Volume | Unit |
|---------|-------------------------|--------------------------------|------------|------|
| 68 | LaBuda, Jo-Anne | Keller Williams Capital Ptnrs | 19,898,000 | 45 |
| 69 | Berrien, Todd V | Coldwell Banker Realty | 16,806,000 | 45 |
| 70 | Mahler, Jeff A* | Keller Williams Capital Ptnrs | 17,409,000 | 44 |
| 71 | Keffer, Tracy T | Keller Williams Greater Cols | 12,575,000 | 42 |
| 72 | Flach-Moore, Stacey L | Coldwell Banker Realty | 9,566,000 | 42 |
| 73 | Mahon, John D | Casto Residential Realty | 24,555,000 | 42 |
| 74 | Wiley, Kelly | Keller Williams Capital Ptnrs | 6,415,000 | 42 |
| 75 | Webb, Stephanie | Keller Williams Legacy Group | 10,208,000 | 42 |
| 76 | Edwards, Kyle | KW Classic Properties Realty | 18,802,000 | 41 |
| 77 | Wainfor, Susan | Coldwell Banker Realty | 19,167,000 | 41 |
| 78 | Pearson, Lauren E | RE/MAX Consultant Group | 19,627,000 | 41 |
| 79 | Cliffel, Eric J | The Columbus Agents | 10,899,000 | 41 |
| 80 | Kovacs, Kimberly A | Coldwell Banker Realty | 13,692,000 | 40 |
| 81 | Rooks, Scott David | Lakeside Real Estate & Auction | 4,415,000 | 40 |
| 82 | Marsh, Troy A | Keller Williams Consultants | 15,574,000 | 39 |
| 83 | Shaffer, Carlton J | RE/MAX Partners | 17,575,000 | 39 |
| 84 | Kanowsky, Jeffrey I | Keller Williams Greater Cols | 13,212,000 | 39 |
| 85 | Davis Spence, Katherine | KW Classic Properties Realty | 22,762,000 | 38 |
| 86 | Lambright, Stacey J | EXP Realty, LLC | 17,367,000 | 38 |
| 87 | Jackson, Patricia K | RE/MAX Genesis | 10,544,000 | 38 |
| 88 | Calhoon, Benjamin S | Berkshire Hathaway HS Pro Rlty | 16,234,000 | 37 |
| 89 | Fair, Diana | Ross, Realtors | 8,107,000 | 37 |
| 90 | Marvin, Scott A | Team Results Realty | 13,544,000 | 37 |
| 91 | Rano, Richard J | RE/MAX Affiliates, Inc. | 15,419,000 | 37 |
| 92 | Barlow, Jaime | Sell For One Percent | 12,745,000 | 37 |
| 93 | McDonald, Jayme | Red 1 Realty | 2,698,000 | 37 |
| 94 | Vance, Chase | Di Lusso Real Estate | 4,964,000 | 37 |
| 95 | Bare, Scott T | Bauer Realty & Auctions | 10,010,000 | 36 |
| 96 | Prewitt, Brandon T | RE/MAX Partners | 16,115,000 | 36 |
| 97 | Hood, Shaun | Coldwell Banker Realty | 14,215,000 | 36 |
| 98 | Smith, Anita K | EPCON Realty, Inc. | 15,689,000 | 35 |
| 99 | Doyle, Michael | EXP Realty, LLC | 12,709,000 | 35 |
| 100 | Bainbridge, Brian C | CRT, Realtors | 10,458,000 | 35 |

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - July 31, 2024, as of Aug. 13 at 8:05 p.m.

| Rank No | Agent | Office Name | Volume | Unit |
|---------|-----------------------|--------------------------------|------------|------|
| 101 | Hart, Kevin | Keller Williams Capital Ptnrs | 11,636,000 | 35 |
| 102 | Grandey, M. Michaela | Rolls Realty | 26,338,000 | 35 |
| 103 | Payne, Donald A | Vision Realty, Inc. | 7,952,000 | 35 |
| 104 | Hursh, Andrew J | The Westwood Real Estate Co. | 13,493,000 | 35 |
| 105 | Weade, Branen L | Weade Realtors & Auctioneers | 4,992,000 | 35 |
| 106 | Ford, Clint A | Howard Hanna Real Estate Svcs | 12,369,000 | 35 |
| 107 | Falah, Sinan | Coldwell Banker Realty | 12,818,000 | 34 |
| 108 | Stevenson, Michelle L | M3K Real Estate Network Inc. | 14,748,000 | 34 |
| 109 | Christensen, Kim | Howard Hanna Real Estate Svcs | 8,494,000 | 34 |
| 110 | Linn, Misty D | Core Realty Collection | 9,004,000 | 34 |
| 111 | Hensel, Drew R | RE/MAX ONE | 10,043,000 | 34 |
| 112 | Lyman, Remington | Reafco | 10,213,000 | 33 |
| 113 | Morrison, Natalie H | e-Merge Real Estate | 9,383,000 | 33 |
| 114 | Lowe, Regan M | Keller Williams Capital Ptnrs | 16,099,000 | 33 |
| 115 | Murphy, Patrick J | Keller Williams Consultants | 14,291,000 | 33 |
| 116 | Sunderman, Mary K | Keller Williams Capital Ptnrs | 15,775,000 | 33 |
| 117 | Erickson, Cinda D | Berkshire Hathaway HS Pro Rlty | 5,688,000 | 33 |

| Rank No | Agent | Office Name | Volume | Unit |
|---------|--------------------------|--------------------------------|------------|------|
| 118 | Hance, Matthew | EXP Realty, LLC | 11,982,000 | 32 |
| 119 | Fiorello, Kellie A | Coldwell Banker Realty | 8,598,000 | 32 |
| 120 | Richards, Katie C | Keller Williams Greater Cols | 15,946,000 | 32 |
| 121 | Allgood, Amanda M | e-Merge Real Estate | 7,358,000 | 32 |
| 122 | Lubinsky, John D | RE/MAX Affiliates, Inc. | 13,793,000 | 32 |
| 123 | Madosky Shaw, Lari | Coldwell Banker Realty | 20,738,000 | 32 |
| 124 | Reed, Chris | Howard Hanna Real Estate Svcs | 11,534,000 | 32 |
| 125 | Hemmert, Benjamin Thomas | Howard Hanna Real Estate Svcs | 15,552,000 | 32 |
| 126 | Reynolds, Ryan D | Keller Williams Consultants | 13,587,000 | 32 |
| 127 | Liston, Zeke | Reafco | 9,640,000 | 31 |
| 128 | Shroyer, Caroline C | Keller Williams Consultants | 10,528,000 | 31 |
| 129 | Harr, Kathryn | RE/MAX ONE | 8,491,000 | 31 |
| 130 | Keener, Angela L | Keller Williams Consultants | 10,813,000 | 31 |
| 131 | Murphy, Kristina R | Howard Hanna Real Estate Svcs | 11,659,000 | 31 |
| 132 | Sluss, Grant B | Sluss Realty Company | 9,048,000 | 31 |
| 133 | Parrett, Constance D | Cutler Real Estate | 10,128,000 | 31 |
| 134 | Hughes, Malia K | Key Realty | 10,781,000 | 31 |
| 135 | Rano-Jonard, Linda M | RE/MAX Affiliates, Inc. | 13,099,000 | 31 |
| 136 | Nilsson, Helen J | Nilsson Real Estate LLC | 3,877,000 | 31 |
| 137 | Beckett-Hill, Jill | Beckett Realty Group | 22,603,000 | 30 |
| 138 | Horne, Jeffrey E | Coldwell Banker Heritage | 6,581,000 | 30 |
| 139 | Heicher Gale, Barbara S | Keller Williams Consultants | 12,165,000 | 30 |
| 140 | Godfrey, Alecia | Keller Williams Excel Realty | 12,498,000 | 30 |
| 141 | Smith, Karen S | Keller Williams Capital Ptnrs | 12,120,000 | 30 |
| 142 | Jacob, Nathan D | LifePoint Real Estate, LLC | 9,093,000 | 30 |
| 143 | Maze, Jamie L | Cutler Real Estate | 13,443,000 | 29 |
| 144 | Goff, Carol | Carol Goff & Assoc. | 10,721,000 | 29 |
| 145 | Figueroa, Ethel Lia | Mi Casa Legacy LLC | 7,139,000 | 29 |
| 146 | Laumann, Margot M | Street Sotheby's International | 15,463,000 | 29 |
| 147 | Parker, Kelly A | Howard Hanna Real Estate Svcs | 7,448,000 | 29 |
| 148 | Andrews, Trevor R | RE/MAX Revealty | 8,932,000 | 29 |
| 149 | Lepi, Roberta | LEPI & ASSOCIATES | 8,256,000 | 29 |
| 150 | Chapman, Susan | Keller Williams Greater Cols | 6,320,000 | 29 |

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