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On the Rise:
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LEAP OF Faith



Six years ago this month, I took a leap of faith to join Real Producers of Columbus. The year was 2019 and I was at a life's crossroads. I knew I couldn't stay where I was but I had NO IDEA what might lie ahead if I chose something different. My daughter was about to graduate from high school and I was the main income earner for our family. However, I looked around and knew, I just knew, that I was made for more. There was more for me to accomplish in this life through all that I had learned and everything I had been through. I just didn't know what that meant exactly.

Then, Bobby Wright walked through the front door where I was working. He wanted us to consider being a preferred partner affiliate with Real Producers and I mean...of course I was sold! However, the owner of my company was not. I ended up making a fateful phone call and asked if he was hiring. You see, the human story has always been a source of fascination to me and he got to tell stories for a living. He initially told me that he was not hiring and that phone call ended. Then, he called me back and decided to do what he could to add me to the team. He created a position for me to run events and help with sales for RP and the salary for that, well, let's just say I was betting on myself. If I didn't make sales, the base salary that I would be receiving would not be paying the bills.

BUT, I knew, I just knew that this was what I was supposed to do. I can't explain it, but

I was willing to bet it all on this opportunity. The first couple of months, while questioning my decision and receiving electric shut-off notices, I continued to choose to stay focused and keep moving forward. Then in July of that year, Bobby helped cover the cost for me to attend a Tony Robbins conference that helped navigate the trajectory for the rest of this story.

That conference gave me the courage to leave a less than healthy marriage, say yes to taking over Bobby's business when asked that December, and help change the entire rest of my life including meeting the man of my dreams along with running the business of my dreams.

Has it been easy? Absolutely not. Have I wanted to quit and felt not qualified for the position? Absolutely yes. Was the leap of faith that I took six years ago this year worth it? A RESOUNDING YES.

The pressures of this position are very heavy at times but the relationships that I have gained, the impact we have been able to make as a platform, and the stories that I have helped create and be a part of, I treasure and am grateful for EVERY. DAY.

Thank you to our readership and community for your support - it means the world to me, this team, and my family.

Your Friend,

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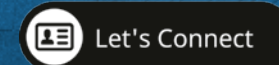


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AMANDA WILLIAMS
Owner of Mission Design Co.

The Rule of Three: The Secret Sauce to a Cohesive Home Design

Realtors, we've all been there—walking into a house that feels...off. Maybe it's the clashing colors, the oddly arranged furniture, or the fact that every room looks like it belongs in a different decade. If you want to help sellers create a home that buyers will fall in love with, it's time to embrace the Rule of Three. It's a simple design principle that works like magic—no wand required!



- 1. Three Colors to Rule Them All**
A simple rule: stick to three main colors. One dominant, one secondary, and one accent. Keep it classy!
- 2. Three Elements in Décor**
When styling, use groups of three—three candles on the mantel, three books stacked on a coffee table, or three pillows on a couch. It's just enough to look intentional without giving off crazy antique shop vibes.
- 3. Three Textures for Depth**
Flat, one-dimensional spaces are a no-go. To create a home that feels inviting, mix three textures—wood, fabric, and metal.
- 4. The Rule of Three in Layouts**
This rule even applies to furniture placement! Think about arranging furniture in sets of three. Triangular layouts create balance, flow, and a natural visual path that keeps buyers engaged as they tour the space.
- 5. Three Focal Points Per Room (Max!)**
A room should tell a story, not scream a thousand different things at once. Too many focal points create chaos. Instead, pick up to three: a fireplace, a gorgeous light fixture, and a statement art piece. Anything more, and the buyer's brain short-circuits.

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Ready to Rock the Rule of Three?

By following this easy design principle, you can help sellers create a home that feels harmonious, stylish, and downright irresistible. The best part? It's simple, foolproof, and makes every home feel like it belongs in a design magazine—without the designer price tag. So go forth, realtors, and spread the magic of three!



UNION Home Mortgage

NOAH BRADER

BY NICK MADAMA
IMAGES BY
KRISTEN NESTER
PHOTOGRAPHY



Noah and his family. From left to right: Children Sienna, Sadie and Beckham, wife, Simone, Noah, and their pup, Baxter.



This year marks two decades of experience in the mortgage industry for Noah Brader. In that time, Noah has prioritized and is passionate about putting his clients first in every endeavor.

Although Noah was born in Arizona, his parents — who were working as teachers at the time — moved back to Columbus to be near family. It was in Columbus where Noah was first exposed to the business through multiple family members, including his father, uncle, cousin and grandfather.

Noah attended Olentangy High School and Ohio University. Immediately after graduating from college in 2005, Noah began his career in the mortgage industry.

After further discussing the choice with his family, he said, “I was able to see the life it was able to provide my family and the joy and satisfaction that they received in helping people make the biggest purchase of their life.”

For Noah, the mortgage business is highly personal. Every client is different, so it is essential to deliver a personalized approach when working together.

“I’m committed to a client-centric approach, ensuring that we understand each client’s unique needs,” he said.

This approach builds trust, which is paramount in the real estate industry. Noah also strives to empower the REALTORS® he works with by providing “tailored

training and resources that equip them with essential skills and insights into market trends.”

Noah also believes in integrating innovative technology into their processes. This streamlining allows the company’s data-driven insights to create an efficient, modern and practical working environment. Additionally, Noah’s dedication to a culture of mentorship and continuous learning within his branch allows for a stronger, more capable team to work alongside.

The most rewarding aspect of Noah’s career has been the opportunity to observe his colleagues’ growth and success.



He said, “When I see REALTORS® thriving — whether they’re closing challenging deals, achieving personal milestones, or gaining recognition in their markets — it reinforces my passion for this industry.”

Noah and his team value the joy they can bring to the clients they serve. Many buyers lack some of the experience and knowledge that makes the prospect of buying a house easier to navigate, so having an experienced team is highly beneficial. Noah realizes that while daunting, buying a home should be a joyful and exciting experience.

“These moments remind me that real estate isn’t

just about transactions; it’s about helping people find stability and creating lasting memories,” he said.

In Noah’s 20 years of experience, much has happened in the industry to challenge his constituents. From 2007-2009, the Great Recession caused a sharp decline in demand for homes, leading to a tightening of lending. More recently, fluctuating mortgage rates have posed challenges. Noah maintains that a strong work ethic and a passion for people are key to navigating uncertain times.

Fostering a healthy work-life balance is another one of Noah’s values. “Being present when at work and when I am

with my family and friends outside of work is a major priority,” he said.

At home, Noah spends his time with his wife, Simone, and their children, Sienna, Sadie, Beckham and their dog Baxter. Their family is heavily involved in soccer, basketball and lacrosse and the family of five loves to travel both across the states and abroad. Their home is a soundscape of jazz, rock and indie music, befitting of the active family. As a family, they are also involved in the Brian Muha Foundation, a charity that aims to provide love, hope and support for young people across Ohio. Additionally, they support Lifepoint Church and the Make-A-Wish Foundation.

“Being present when at work and when I am with my family and friends outside of work is a major priority.”





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Taylor REID



CENTURY 21

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estate. While at Ohio University, I was a student instructor for some of my classes and was helping other students. When I graduated, I decided there was no better time to jump into real estate. I graduated on May 5, 2018, and by May 21 I was a licensed agent.”

Despite her finance and customer service background, Taylor was nervous being such a new, young REALTOR®. Without a huge sphere of influence, Taylor got busy learning everything she could about the industry.

“I dove in and wanted to learn everything,” she says. “I wanted to know everything before I even had that first client. I wanted buyers and sellers to understand the process and what they were signing, while also having the best representation during the transaction.”

BY HEATHER LOFY
IMAGES BY KRISTEN NESTER
PHOTOGRAPHY

Taylor Reid knew early on she wanted to be in the real estate industry. The Delaware, Ohio, native was attending Ohio University majoring in finance and minoring in customer service when she decided to take some real estate classes. Taylor realized she had a knack for real estate and it combined her degree with her love of helping people.

“I had a passion for helping and teaching,” Taylor says. “That translated well into real





“
I ALWAYS
HAD IN THE
BACK OF
MY MIND
I WANTED
TO FLIP
PROPERTIES
MYSELF.”



Taylor with her husband, Brendan, and their two dogs, Frannie and Millie.

In her first year, Tayler sold several homes as she was growing her business, but what really changed the game was helping several of her clients who were investors flip properties.

“I was even helping them with design,” Tayler says. “I always had in the back of my mind I wanted to flip properties myself. I accomplished my first flip in my second year of real estate, which was 2020. That fueled everything and to date, I have flipped 12 homes.”

Taylor was both helping her clients buy and sell houses while also flipping homes, but she still felt something was missing. She drew upon her college education and teaching experience and began doing training and recruiting for Century 21.

“In 2023, I took on an additional role as the manager of our office while still being a full-time agent and investor,” Tayler explains. “I am able to help new agents, guide experienced agents and conduct training.”

She loves seeing new agents grow just like she did as a new REALTOR®.

“I was not going to let myself fail,” Tayler says. “I had my sights set on real estate. There are many times where I’ve been overwhelmed or put in many hours with little to no results, but I always tell our agents even if you feel that way, just keep going. There seems to be this two-year hump in real estate and once you get over that, everything will fall into place. What kept me going was my love for helping people, and now I can help other agents. I can see them from a brand new agent to selling 20 homes a year.”

Taylor notes that one of her biggest accomplishments has been learning to take risks when it comes to flipping homes.

“The number one thing I am proud of with flipping is getting out of the analysis paralysis,” she says. “I would say I am risk-averse. I am not always someone who wants to jump in. Flipping can be a little risky. But it’s an amazing thing

seeing a house that was an eyesore in a neighborhood and now it’s a beautiful house that someone will love and live in for many years.”

Taylor is currently working on renovating her own recently-purchased home in Delaware. She also loves spending time with her husband and two rescue dogs, Frannie and Millie, and volunteers her time at the Humane Society of Delaware County. Another one of Taylor’s passions is cultivating both her indoor plants and outdoor garden.

Taylor’s caring nature, whether for her dogs, plants or clients, is the personality trait she considers to be most crucial to her career.

“To be successful you have to know how to work well with people and be a nice, caring person,” she says. “That will get you far in life and in real estate. There is a lot of emotion that goes with real estate whether that is with my clients or my agents and listening to them, caring for them and being that person they can lean on is so important.”



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- MAY 6**
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- JUNE 11**
Realtor Care Day
- JULY**
Strategic Partner Event
- AUGUST**
Women of the Industry Breakout Panels
- SEPTEMBER**
4th Annual WCR Fashion Show
- OCTOBER**
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Sarah

BERLIN MOORE



COLDWELL BANKER REALTY

BY HEATHER LOFY • IMAGES BY ORANGE VISUALS

Sarah Berlin Moore loves to motivate people.

When Sarah and her husband, Chip, started their family, she left her role in the wine business to raise their three boys, Trey, Angus and Quinn. As the boys grew older, Sarah began teaching fitness classes like spinning, where she could inspire her students and then return

home to be a mom. While she continues to teach spinning, Sarah has also been motivating clients and fellow REALTORS® as a real estate agent and manager at Coldwell Banker. In this role, she leads and guides an office of 250 agents.

“There are parallels between teaching my fitness classes and working with real estate



It was Sarah's brother, John, an appraiser, along with her husband, who encouraged her to become a REALTOR® in 2014. At the time, her oldest son was a freshman in high school. Sarah knew real estate would allow her to help contribute financially to high school and college for their three boys and still have flexibility while her husband, Chip, still traveled for work.

"I started out with another brokerage and my manager there was fantastic," Sarah shares. "As a new agent, he said he would always be there for me 24/7. That has always been my promise to all agents in my role. I want to help them no matter what. Real estate is not a Monday to Friday, 9 to 5 job and being available and accessible to our agents is important."

In August 2020, Sarah aimed to elevate her real estate career by joining Coldwell Banker. When she entered real estate, she did not have a leadership position in mind. However, by 2023, she transitioned into a sales specialist position supporting other agents. She was soon asked to lead the office full time.

"We are the largest Coldwell Banker office in Columbus," Sarah says. "I had some big shoes to fill as the previous managers built an amazing office with top-producing agents. I look forward to each day as the agents are now my clients and my focus. Helping them achieve success is incredibly rewarding."

Sarah notes she is competitive — but primarily

with herself. This self-competition has driven her to achieve her goals regardless of the task.

"When I learned that the average real estate agent only lasts three to five years in the business, I was determined to surpass that milestone," she says. "Making it past those critical years made me realize I had truly established myself as a real estate professional, not just someone with a license. Receiving my \$25 million award in 2023 was a proud moment for me."

While Sarah motivates others, her now-adult sons have been a source of motivation and her "why."

"I've always had that drive to be successful so that I could provide for them," Sarah says. "I have observed how they have approached college academics and extracurriculars and am proud to say they are driven, too. I hope that I have set a good example."

Outside of work, Sarah likes to cook, bake and cycle outside to counterbalance the baking. A perfect evening for Sarah is spending time with her husband, two dogs Bowie and Duncan, and a great glass of wine.

Reflecting on her teaching experience, Sarah realizes the importance of entering the classroom with positivity and motivation. This same enthusiasm carries over when she steps into Coldwell Banker eager for new opportunities each day. She focuses on maintaining a positive outlook. She will readily admit to having severe fear of missing out,



and this drives her to attend events even if she has heard the speaker before because there's always a chance to learn something new. Sarah values every piece of information that can enhance her skills as an agent and manager.

"My advice to new agents is to jump in with both feet

and maintain and build relationships, not just with your friends and family but with other experienced agents," Sarah says. "Agents at the root level are independent, but this is a collaborative profession based in relationships. I'm blessed to have rewarding relationships with the agents that I support and my clients."



Sarah with her husband, Chip, and their Bernese Mountain Dog, Bowie.

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How REALTORS® Can Elevate Their Social Media With Casual and Documentary-Style Content

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



In today's digital world, the real estate industry is shifting toward authenticity. The days of stiff, overly polished marketing content are fading. Instead, audiences are craving real, behind-the-scenes glimpses into the lives of the professionals they follow. That's where casual, documentary-style content comes in.

Look at top-performing real estate influencers like Ryan Serhant. He doesn't just post listing videos—he takes followers along on his daily journey, sharing candid moments, challenges, and wins. This approach humanizes his brand and builds a connection with his audience. The good news? You don't need a massive team or a production budget to achieve this for your own brand.

Why Casual Content Works

Casual, behind-the-scenes content makes you relatable. People don't just buy homes; they buy into the agent they trust. When you showcase your process, personality, and passion in an unscripted way, you create an emotional connection with potential clients.

Additionally, social media algorithms favor engagement. More authentic, unfiltered videos tend to get better

watch times, shares, and comments compared to traditional marketing posts.

Easy Ways REALTORS® Can Create Documentary-Style Content

- 1. Day in the Life Vlogs**
Take your audience through a typical (or not-so-typical) day as a real estate agent. Show them the highs, the unexpected challenges, and even the fun moments in between.
- 2. Property Walkthroughs With Personality**
Instead of just stating facts about a listing, talk about what makes it unique. Share your personal favorite features, highlight quirks, or tell the story of the property.
- 3. Client Journey Stories**
Film short testimonials or walkthroughs with buyers and sellers, sharing their experiences working with you. People trust other people's experiences.
- 4. Behind-the-Scenes of the Selling Process**
Give a peek into negotiations, staging, and prepping a home for sale. Even time-lapse videos of a home transformation before listing can be engaging.
- 5. Market Updates in a Conversational Way**
Ditch the formal scripts and talk to the camera as if you're giving advice to a friend. Explain trends, interest

rates, and home-buying tips in a way that's digestible and engaging.

- 6. Community Spotlights**
Take your audience to local coffee shops, restaurants, or parks that make a neighborhood special. This not only promotes local businesses but also positions you as the go-to expert on the area.

How To Make It Look Good (Without Overcomplicating It)

- **Use your phone:** Most smartphones today have incredible cameras. Keep it steady and use natural light whenever possible.
- **Keep it short:** Attention spans are limited. Aim for 30-90 seconds per video unless it's a longer-form vlog.
- **Add subtitles:** Many people watch social media videos on mute.
- **Be consistent:** Post at least a few times a week to stay top of mind.

Final Thoughts

In a competitive market, the REALTORS® who win aren't just the ones with the best listings—they're the ones who create relationships before a client even needs to buy or sell. By embracing casual, documentary-style content, you position yourself as an approachable, knowledgeable, and trustworthy professional. It's not about being perfect; it's about being real.

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Allow me to re-introduce myself... *cue Eminem track* 🎵



For years, I played the mortgage game as a retail lender, completely oblivious to the magic of the broker world— until I did my homework. Turns out, the broker world offers insanely competitive rates and costs. Why? Because we're not drowning in corporate overhead and nonsense.

Here's the thing— trust isn't built on smooth talk and charm alone. It's built on doing right by people. And now I've got the ultimate power combo: top-tier pricing, a ridiculously streamlined process, and a ride-or-die team to back it all up.

“ **I'm Sarah Engstrom, and I just took the boldest, ballsiest leap of faith in my two-decade career to prove one thing: smaller CAN be better. A LOT BETTER.** ”

The real game-changer? The experience. Buying a home should be exciting, empowering, and (dare I say) enjoyable. With the right lender (hi, that's me 🤪) and a rockstar agent, we can make the process so seamless you'll wonder why everyone else makes it so complicated.

My small-but-mighty squad of powerhouse women runs a mortgage operation so smooth, our clients practically float out of the closing room yelling, "OMG, that was amazing!" (See what I did there? 😊)

When I'm not making the mortgage world a better place, I'm spoiling my two four-legged misfits, Frank & Mia, my rescue French Bulldogs.

Oh, and did I mention Lend4Good? That's my passion project—where every loan I close means a donation to local animal rescues. Over \$80K given back so far, and we're just getting started.

So yeah—OMG isn't just about mortgages. It's about doing things differently. It's about setting a new standard. And honestly? If you're not working with OMG, I hate to say it, but... you might be experiencing a serious case of FOMO. 🐶



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Catching Up with Arnold & Christine



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Real estate is a family affair for Arnold and Christine DeSena.

After a tragic motorcycle accident in 2019 paralyzed Arnold from the chest down, Christine gave up her role in corporate retail to not only aid in Arnold's recovery but also to become a REALTOR® and partner with him in his business.

It was Christine's retail career that brought the DeSenas to Columbus from Connecticut in the early 2000s. Arnold, previously a pipe fitter, became a REALTOR® in 2003 after purchasing their home in Columbus and observing the role of their agent.

"I worked for stores like Schottenstein's, Victoria's Secret and Big Lots," Christine says. "Arnold had his accident and I stopped working. There was no way I could do the hours of corporate retail with all I had to do to take care of him. I decided to get my license to help him. He had given up his old career to move to Ohio to support me, and then he found real estate. So then I said, 'Why don't I support him now?'"

The way Arnold and Christine structure their roles is unique and a true partnership. Arnold brings in business by staying in touch with former clients and working on marketing and his sphere of influence. He also works on negotiations and contractual items. Since Arnold is in a wheelchair and is physically limited to the properties he can visit, Christine handles listing appointments, staging and touring properties.

"I'll bring in buyers and help them figure out what houses to view," Arnold shares. "Then Christine meets with them to tour properties, and she gives them her input on the pros and cons of houses they have looked at. Once they decide the right fit, I step in and do the data analysis to write our offer and submit it, and Christine goes to all the closing appointments. I do a lot of the talking with people for video and phone calls, but Christine really is the face now. We have a converted van we travel around in and I call it my mobile command center. I'll stay in the van while she's inside with the clients. I am taking in what I see, like the neighboring houses. After everyone comes outside we will conduct meetings in my van. We'll have a quick huddle on the property

Arnold and Christine with their daughter, Jessica, who has joined them in real estate as the Director of First Impressions with Keller Williams.



they viewed. Christine will even FaceTime me from inside the property so I can answer questions.”

This divide and conquer really works well, Christine says, since Arnold has a background in construction.

“I may look at something and not know what it is, but I will FaceTime Arnold or send him pictures so he can answer the questions right there on the spot,” Christine shares. “I can then give the client an answer right away.”

Despite challenges with both his physical limitations and the real estate market, Arnold doesn’t let that define him.

“During the last few years, even for able-bodied REALTORS®, it has been challenging since so much has changed,” Arnold says. “We’ve had to move quickly, both physically and mentally. We’ve had to learn new skills. Couple that with my being stuck in a wheelchair and the logistics of moving me around has presented more challenges. The most rewarding thing is that most people don’t know what I go through, and they are shocked I am in a wheelchair and can do what I do. We have been able to adapt to help out clients. Even with physical issues, we have found a way to be successful while we cope with everything.”

For the last three years, Arnold has been working on his physical health through training with an exercise physiologist. During his sessions Arnold does cardio and lifts weights, and this training has allowed him to regain some muscle control.

“It has woken up sleeping muscles while my body and brain have rewired new neuro pathways,” Arnold shares.

Other recent accomplishments for Arnold include becoming a wedding officiant — he’s married four couples — and has started public speaking. His focus is helping people learn how to overcome adversity and deal with perceived limitations and challenges.

The DeSenas work for Keller Williams Greater Columbus Realty, and now their youngest daughter, Jessica, does too. Jessica spent a few years in Connecticut working at an elementary school with children with learning disabilities before moving back to Columbus. An opportunity to work for Keller Williams popped up, and she’s now the Director of First Impressions.

“The biggest part of Jessica’s role is to work with 350 agents,” Arnold says. “She helps new agents with their onboarding and teaching them the tools. She’s been doing that for close to a year, and she has decided she also wants to be a REALTOR®. She’s currently studying for her exam. She learned real estate from the kitchen table at the age of 4. She sees mom doing it and she sees dad doing it. By going through the schooling, she better understands what we deal with and can better understand what her agents are dealing with. She can apply that to

what she does in her role. Jessica loves helping new REALTORS® get their business up and running, and is looking forward to becoming a REALTOR® so she can help clients with their real estate investments.”

Arnold and Christine enjoy working together, and Christine leans on Arnold’s expertise to help her grow.

“I am still learning,” Christine says. “He is really the expert and I look to him. I am his assistant here and he is the driver of the business. But we have fun. It’s interesting to be in business with your husband and spend all your time together. I never imagined we’d do that. We laugh a lot and have fun.”

Arnold agrees: “We have to laugh. With the way our world is structured, if we aren’t laughing, we’re crying.”



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State of Ohio v. Dean,
2025-Ohio-342
(11th Dist., Portage Cty.)
February 3, 2025



BY JEFFREY J. MADISON, ESQ., PARK STREET LAW GROUP LLC

Dean was indicted by the Portage County grand jury for burglary, a felony of the second degree, in violation of R.C. 2911.12.

The real estate broker had represented Dean in the sale of multiple properties. Relative to the present matter, she represented him in the sale of his residence to the Thomases. The Thomases requested that various repairs be made to the property prior to purchase. The parties also signed an addendum stating that Dean would place money in escrow to pay for any repairs to the septic system. He was “not happy” about this. Prior to closing, the house was appraised at \$10,000 lower than expected, resulting in a decreased sale price. As part of the sale, the parties agreed that the washer and dryer would transfer to the Thomases. The broker testified that she made this issue clear to Dean and it was contained in the purchase agreement.

On January 6, the buyers visited the home and changed all of the locks. On January 7, they dropped off appliances at the residence in the evening and were there until approximately 8:30 p.m. and the washer and dryer were still there. On January 8, they observed that the washer and dryer were missing. The side door was “open,” and there was damage to the door frame and nearby drywall. Three days later, the washer and dryer were returned. Dean later admitted he had taken the items.

R.C. 2911.12(A)(2) provides: “No person, by force, stealth, or deception, shall... [trespass in an occupied structure or in a separately secured or separately occupied portion of an occupied structure that is a permanent or temporary habitation of any person when any person other than an accomplice of the offender is present or likely to be present, with purpose to commit in the habitation any criminal offense.”

A person is likely to be present when a consideration of all the circumstances would seem to justify a logical expectation a person could be present. Courts have found that this element can be established by showing that the occupants of the dwelling were in and out on the day in question. Dean’s conviction for burglary was affirmed.

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

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"I recently had the pleasure of working with David and his team, and I cannot speak highly enough of my experience. From the very start, their level of professionalism and commitment to customer service was evident. No matter when I had a question or needed assistance, David and his team were readily available, often responding in mere moments. This kind of accessibility made the entire process seamless and stress-free.



What stood out the most was how genuinely helpful they were. They took the time to understand my concerns and provided clear, thoughtful answers that made complex situations much easier to navigate. Their expertise was apparent, but it was their willingness to go the extra mile that truly impressed me. They didn't just provide solutions; they ensured I felt supported and informed every step of the way.

Overall, I highly recommend David and his team to anyone in need of assistance. Their professionalism, availability, and commitment to customer satisfaction set them apart from the rest. It's rare to find a team that is so dedicated to ensuring a positive experience, and I am grateful for their support. Thank you, David and team, for your outstanding service! - **Joel**

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ANDREA KAPER

**KELLER WILLIAMS
CONSULTANTS REALTY,
NEW NEST & CO. GROUP**

BY CAROL RICH
IMAGES BY WES
AT BOARD &
BATTEN REAL
ESTATE MEDIA

With her depth of real estate experience and first-class skills, Andrea Kaper, New Nest & Co. Group, Keller Williams Consultants, has the expertise needed to give clients a smooth buying or selling experience. But Andrea's fun, upbeat personality brings an extra measure of ease to every deal.

"It's the connections with the people that really drive me," Andrea observes.

Andrea, who grew up in the Detroit suburbs, launched her real estate career in 1997 while she was just 16 and still in high school. When a friend left her job as a REALTOR's® assistant to work in the automotive industry, she recommended that Andrea, who had solid computer skills, take her place.

"This was when the MLS was going from book-based to computer-based," remembers Andrea. "My friend said, 'you're good with computers' and she introduced me to the agent she worked with because I knew how to work the computer and he didn't."

Andrea capably completed the paper-to-digital transition and her boss soon had her handling a range of administrative responsibilities. In the process, she found that real estate was an outstanding fit. Andrea worked her way up through the real estate world, moving from assistant to assistant manager by the age of 20.

Even though Andrea was a Michigan native, Columbus became her favorite spot for weekend getaways. "I grew to love Columbus," she said. She developed a network of Ohio friends and became so attached to Columbus that in 2006 she moved here with her young son.

Andrea's real estate career evolved after she left Michigan. She moved into a leadership role and became regional operations manager for Keller Williams Realty's Ohio Valley Region — a job she took when she was just 32. She served as a recruiter and mentor to new agents throughout central Ohio. Andrea also launched the Keller Williams Young Professionals Chapter of Columbus and in 2016 became

chapter president before passing the torch to the next in line a few years later.

In March 2022 Andrea was able to shift her focus and concentrate solely on sales. "All those years in leadership helped me pivot easily," she said.

Today she owns and leads Keller Williams Consultants' New Nest & Co. Group. Her team includes two other agents: Fawn Christy and Stacy Tackett. "Both of them are absolutely fantastic — they have impressive creativity, motivation and drive," she said. "They're both dynamic people that push me to be better every day. I feel fortunate to be able to surround myself with people like them. I wouldn't want to do what I do without them."

Andrea's stellar people skills have always propelled her career. And years in leadership have given her the experience and insight needed for choosing other professionals to work with — from her team members to title companies and mortgage brokers — that will deliver for clients. "I definitely want to make sure I'm

“

I DEFINITELY WANT TO MAKE SURE I'M PARTNERING WITH PEOPLE THAT HAVE **SIMILAR ENERGY** AND **SIMILAR GOALS.**



partnering with people that have similar energy and similar goals,” she said.

New Nest & Co. Group is located in a Keller Williams office in Dublin and they help both buyers and sellers. “I handle a lot of clients relocating to and from the Columbus area,” Andrea said. “Having been in leadership I was fortunate to have met a lot of agents from across the country over the years and that really has opened the door to many agent-to-agent referrals.”

Andrea works throughout the Columbus area and she is especially passionate about her Clintonville neighborhood. She and her husband, Jason, both love the community. Jason is a GIS specialist who works for the Mid-Ohio Regional Planning Commission, where he works with geospatial data to improve transportation and development around the region.



Andrea with her husband, Jason, and son, Lucas.





“
IT’S THE
CONNECTIONS
WITH THE
PEOPLE
THAT REALLY
DRIVE ME.”

Andrea’s 23-year-old son, Lucas, recently graduated college with a double major in neuroscience and health systems. He is currently working at The James Cancer Hospital and is planning to go to graduate school to become a physician assistant.

The family has a mini Goldendoodle named Otis who Andrea says is one of their team mascots. “Stacy on my team has Otis’s brother, Finnegan, who is our other mascot. We have double doodles at my office. It’s a lot of fun.”

When they met in 2017, Andrea and Jason were both living in Clintonville. They have recently moved into a new home together which they are now painting and renovating. Unlike most Clintonville homes, which were built before 1930, the Kapers’ home is part of a small enclave built by M/I Homes in 1988. They currently own two single-family rental properties in the Beechwood neighborhood of Clintonville and are excited for future growth of their rental portfolio.

“
WHAT I
LOVE MOST
ABOUT REAL
ESTATE IS THE
PEOPLE.”

Andrea and Jason love to travel and especially enjoy beach vacations. “Jamaica is our hot spot,” Andrea said. “We tend to favor that island vibe.”

The two seek out live music whenever they can. “Reggae is my number one favorite,” said Andrea. “I think I’m made to live on an island. I’m also a huge fan of the Grateful Dead.”

Another passion for Andrea is her family’s lake house on Thompson Lake in Howell, Michigan. “Our lake house was built in the 1920s by family and has been passed on through the generations ever since,” Andrea said. “We do a lot of boating and we do a lot of floating. Our whole family will gather throughout the spring, summer and fall. There are a lot of family game nights. We really get a lot of quality time together.”

While Andrea’s friendly, outgoing attitude is reflected in her outside interests, she also brings her sociable side to the business part of her life. “What I love most about real estate is the people,” Andrea said. “I have been so fortunate to have been able to come in contact with so many amazing clients. Many I would consider a friend today.”

Andrea with teammates Stacy Tackett (left) and Fawn Christy (right).





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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Feb. 28 as of March 12

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	92	43,857,000
2	Raines, Sandy L	The Raines Group, Inc.	53	32,685,000
3	Tartabini, Daniel V	New Advantage, LTD	37	19,470,000
4	Fairman, Charlene K	The Realty Firm	37	18,864,000
5	Ruehle, Ryan J	EXP Realty, LLC	62	18,567,000
6	Ruff, Jeffery W	Cutler Real Estate	16	15,970,000
7	Pritchard, David S	e-Merge Real Estate Crossroads	4	12,611,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	34	10,889,000
9	Ross, James E	Red 1 Realty	34	10,061,000
10	Riddle, Robert J	New Albany Realty, LTD	15	9,095,000
11	Willcut, Roger E	Keller Williams Consultants	14	8,941,000
12	Jagger, Stephen L	Auction Ohio	6	7,705,000
13	Buehler, Craig	Coldwell Banker Realty	19	7,286,000
14	Clarizio, Bradley	Red 1 Realty	22	7,249,000
15	Ciamacco, DeLena	RE/MAX Connection	17	7,066,000
16	Ritchie, Lee	RE/MAX Partners	19	7,000,000
17	Wright, Kacey A	RE/MAX Partners	14	6,709,000
18	Lynn, Lori	Keller Williams Consultants	22	6,607,000
19	Godard, Cheryl S	KW Classic Properties Realty	2	6,577,000
20	Barlow, Jaysen E	Sell For One Percent	20	6,515,000
21	Guancia, Andrew P	Coldwell Banker Realty	23	6,458,000
22	Bodipudi, Koteswara	Red 1 Realty	15	6,236,000
23	Sunderman, Mary K	Keller Williams Capital Ptnrs	12	6,031,000
24	Beirne, Daniel J	Opendoor Brokerage LLC	20	6,023,000
25	Carruthers, Michael D	Coldwell Banker Realty	6	5,995,000
26	Casey, Michael A	RE/MAX Connection	12	5,890,000
27	Smith, Steven S S	Keller Williams Consultants	19	5,872,000
28	Edwards, Kyle	The Brokerage House	11	5,792,000
29	Fisk, Jacob V	Red 1 Realty	23	5,770,000
30	Reil, Timothy C	Keller Williams Consultants	8	5,710,000
31	Shaffer, Donald E	Howard HannaRealEstateServices	15	5,683,000
32	Simpson, Kimberly L	Real of Ohio	5	5,633,000
33	MacKenzie, Cynthia C	CYMACK Real Estate	9	5,507,000
34	Tanner-Miller, Angie R	Coldwell Banker Realty	21	5,002,000

Rank No	Agent	Office Name	Unit	Volume
35	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	14	4,883,000
36	White, Nathan	NextHome Experience	8	4,860,000
37	Mancini, Mandy	Keller Williams Consultants	14	4,671,000
38	Gibson, Michael Bradley	The Columbus Agents	9	4,671,000
39	Miller, Samuel T	Howard Hanna Real Estate Svcs	14	4,634,000
40	Wills, Julie R	Howard Hanna Real Estate Svcs	9	4,627,000
41	Dandrea, Mark C	Red 1 Realty	6	4,585,000
42	Berrien, Todd V	Coldwell Banker Realty	12	4,562,000
43	Ferrari, Rhiannon M	EXP Realty, LLC	10	4,560,000
44	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	10	4,474,000
45	Chiero, Kathy L	Keller Williams Greater Cols	19	4,436,000
46	Provost, Kristy D	Red 1 Realty	8	4,414,000
47	Redman, Shawn	Street Sotheby's International	8	4,273,000
48	Breeckner, Brian	Beckett Realty Group	16	4,257,000
49	Hinson, Alan D	New Albany Realty, LTD	3	4,250,000
50	Saxton, Eric W	Howard Hanna Real Estate Svcs	6	4,247,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Feb. 28 as of March 12

Rank No	Agent	Office Name	Unit	Volume
51	Ramm, Jeff	Coldwell Banker Realty	10	4,243,000
52	Collins, Charles E	Red 1 Realty	16	4,228,000
53	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	16	4,098,000
54	Chudik, Margaret L	Coldwell Banker Realty	8	4,089,000
55	Wigton, Wesley L	Wigton Real Estate & Auction	5	4,078,000
56	Cox, Brittany	Keller Williams Greater Cols	13	4,054,000
57	Parrett, Constance D	Cutler Real Estate	11	4,004,000
58	Lesnick, Jean M	New Albany Realty, LTD	3	3,960,000
59	Clark, Amy G	Cutler Real Estate	12	3,946,000
60	Ackermann, Mara	RE/MAX Consultant Group	8	3,921,000
61	Chamberlain Horner, Susanne	Engel & Volkers Real Estate Advisors	4	3,812,000
62	Parsley, David H	Ross, Realtors	8	3,809,000
63	Lucas, Lauren L	KW Classic Properties Realty	10	3,777,000
64	Kovacs, Kimberly A	Coldwell Banker Realty	10	3,740,000
65	Wheeler, Lacey D	Red 1 Realty	11	3,704,000
66	Hamilton, V. Patrick	REMAX Alliance Realty	16	3,696,000

Rank No	Agent	Office Name	Unit	Volume
67	Hood, Shaun	Coldwell Banker Realty	12	3,696,000
68	Conley, Amy E	Cutler Real Estate	4	3,682,000
69	Price, Hugh H	Howard HannaRealEstateServices	11	3,649,000
70	Elflein, Joan	Ohio Broker Direct, LLC	6	3,610,000
71	Lubinsky, John D	RE/MAX Affiliates, Inc.	7	3,539,000
72	Curtis, Jamie M.	Street Sotheby's International	2	3,519,000
73	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	7	3,518,000
74	Messerly, Stephen M	Red 1 Realty	1	3,500,000
75	Keffer, Tracy T	Keller Williams Greater Cols	5	3,472,000
76	Lyubimova, Ekaterina	NextHome Experience	12	3,412,000
77	Crococo, Katie	RE/MAX Winners	9	3,409,000
78	Grandey, M. Michaela	Rolls Realty	4	3,404,000
79	Brooks, Michelle R	Red 1 Realty	9	3,401,000
80	Hughes, Malia K	Key Realty	12	3,368,000
81	Shields, Bradley L	Redfin Corporation	10	3,368,000
82	Esker, Wendy	Howard Hanna Real Estate Svcs	9	3,338,000
83	Straub, Sheila M	Coldwell Banker Realty	4	3,303,000
84	Wainfor, Susan	Coldwell Banker Realty	7	3,276,000
85	Maze, Jamie L	Cutler Real Estate	6	3,260,000
86	Lowe, Regan M	The Brokerage House	7	3,237,000
87	Panhuis, Tiffany	Coldwell Banker Realty	6	3,173,000
88	Davis, Christopher A	Auction Ohio	4	3,143,000
89	Flach-Moore, Stacey L	Coldwell Banker Realty	12	3,127,000
90	Richards, Katie C	Keller Williams Greater Cols	5	3,120,000
91	Goff, Carol	Carol Goff & Assoc.	9	3,119,000
92	Payne, Donald A	Vision Realty, Inc.	11	3,082,000
93	Hart, Kevin	Keller Williams Capital Ptnrs	7	3,079,000
94	Jones, Tracy J	Keller Williams Elevate	15	3,072,000
95	Pattison, Susie L	Cutler Real Estate	6	3,071,000
96	Styer, Jonathan C	Styer RE Professionals	2	3,027,000
97	Hance, Matthew	EXP Realty, LLC	8	3,004,000
98	Goecke, Thomas A	Crawford Hoying Real Estate	3	2,990,000
99	Mulvany, Bryan R	Hart Real Estate Agency LLC	9	2,966,000
100	Burnheimer, Colin	Thrive Realty, Ltd.	3	2,935,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Feb. 28 as of March 12

Rank No	Agent	Office Name	Unit	Volume
101	Chambers, Tracy	Keller Williams Consultants	5	2,932,000
102	Pacifico, Michael A	RE/MAX ONE	7	2,920,000
103	Houston, Angela D	Coldwell Banker Realty	7	2,918,000
104	King, Joan D	RE/MAX Achievers	3	2,900,000
105	Soskin, Alexander	Soskin Realty, LLC	15	2,863,000
106	Cameron, Christina M	Rolls Realty	5	2,858,000
107	Webb, Stephanie	Keller Williams Legacy Group	9	2,838,000
108	Smith, Emily K	Keller Williams Consultants	3	2,837,000
109	Mahon, John D	Casto Residential Realty	6	2,832,000
110	Fox-Smith, Angelina L	Coldwell Banker Realty	5	2,814,000
111	Shea, Christopher M	Keller Williams Consultants	9	2,809,000
112	Morrison, Natalie H	e-Merge Real Estate	8	2,803,000
113	Looney, Sherry L	Howard HannaRealEstateServices	10	2,780,000
114	Parker, Kelly A	Howard Hanna Real Estate Svcs	9	2,766,000
115	Graham, Mark	Countrytyme Realty, LLC	27	2,751,000
116	Neff, Mark B	New Albany Realty, LTD	3	2,730,000
117	Taylor, Jamie	Town & Country, Realtors	11	2,723,000
118	Garner, Mark A	Mainstream Realty Pros	9	2,693,000
119	Alley, Rachel M	Keller Williams Capital Ptnrs	9	2,677,000
120	Lyle, Marka A	Howard Hanna Real Estate Svcs	6	2,665,000
121	Swickard, Marnita C	e-Merge Real Estate	7	2,665,000
122	Andrews, Jenna L	Plum Tree Realty	9	2,631,000
123	Harr, Debbie	Homes that Click Advantage LLC	6	2,628,000
124	Sotherden, Mark H	EMC Realty LLC	3	2,627,000
125	Kamann, Heather R	Howard Hanna Real Estate Services	7	2,619,000
126	Roehrenbeck, James F	RE/MAX Town Center	6	2,609,000
127	Fortin, Thomas J	Thomas Fortin & Company LLC.	1	2,605,000
128	Campbell Staebler, Mary H	Coldwell Banker Realty	6	2,605,000
129	Kemp, Brian D	Keller Williams Capital Ptnrs	8	2,576,000
130	Earl, Jennifer S	Keller Williams Capital Ptnrs	5	2,566,000
131	Fair, Diana	Ross, Realtors	12	2,565,000
132	Romanelli, Antonio	Keller Williams Greater Cols	6	2,554,000
133	Janszen, Joseph A	Keller Williams Greater Cols	4	2,532,000

Rank No	Agent	Office Name	Unit	Volume
134	Davis Spence, Katherine	The Brokerage House	5	2,527,000
135	Beckett-Hill, Jill	Beckett Realty Group	5	2,515,000
136	Doyle, Michael	Real of Ohio	9	2,510,000
137	Smith, Derrick	KW Classic Properties Realty	7	2,496,000
138	Lambright, Stacey J	EXP Realty, LLC	7	2,495,000
139	Diaz, Byron	NextHome Experience	10	2,474,000
140	Hamilton, Lindsey Nicole	Red 1 Realty	3	2,469,000
141	Berg, Susan J	Coldwell Banker Realty	4	2,467,000
142	Lawson, Jessica L	Revolution Realty LLC	6	2,450,000
143	Hodak, Lori S	Cutler Real Estate	4	2,441,000
144	Roginson, Gretchen M	Coldwell Banker Realty	5	2,440,000
145	Holt, Amanda	Coldwell Banker Realty	3	2,426,000
146	Reeves, Carol A	RE/MAX Achievers	6	2,402,000
147	Coakley, Tony	BARTLETT BENNER REALTY	7	2,402,000
148	Hayden, Christopher A	Whitetail PropertiesRealEstate	2	2,400,000
149	Farwick, Thomas M	KW Classic Properties Realty	4	2,398,000
150	Groza Yoko, Emily	The Brokerage House	7	2,395,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Feb. 28 as of March 12

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	43,857,000	92
2	Ruehle, Ryan J	EXP Realty, LLC	18,567,000	62
3	Raines, Sandy L	The Raines Group, Inc.	32,685,000	53
4	Tartabini, Daniel V	New Advantage, LTD	19,470,000	37
5	Fairman, Charlene K	The Realty Firm	18,864,000	37
6	Ross, James E	Red 1 Realty	10,061,000	34
7	Cooper, Sam	Howard Hanna Real Estate Svcs	10,889,000	34
8	Graham, Mark	Countrytyme Realty, LLC	2,751,000	27
9	Guanciale, Andrew P	Coldwell Banker Realty	6,458,000	23
10	Fisk, Jacob V	Red 1 Realty	5,770,000	23
11	Clarizio, Bradley	Red 1 Realty	7,249,000	22
12	Lynn, Lori	Keller Williams Consultants	6,607,000	22
13	Tanner-Miller, Angie R	Coldwell Banker Realty	5,002,000	21
14	Barlow, Jaysen E	Sell For One Percent	6,515,000	20
15	Beirne, Daniel J	Opendoor Brokerage LLC	6,023,000	20
16	Smith, Steven S S	Keller Williams Consultants	5,872,000	19

Rank No	Agent	Office Name	Volume	Unit
17	Ritchie, Lee	RE/MAX Partners	7,000,000	19
18	Buehler, Craig	Coldwell Banker Realty	7,286,000	19
19	Chiero, Kathy L	Keller Williams Greater Cols	4,436,000	19
20	Ciamacco, DeLena	RE/MAX Connection	7,066,000	17
21	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	4,098,000	16
22	Ruff, Jeffery W	Cutler Real Estate	15,970,000	16
23	Breeckner, Brian	Beckett Realty Group	4,257,000	16
24	Collins, Charles E	Red 1 Realty	4,228,000	16
25	Hamilton, V. Patrick	REMAX Alliance Realty	3,696,000	16
26	Bodipudi, Koteswara	Red 1 Realty	6,236,000	15
27	Soskin, Alexander	Soskin Realty, LLC	2,863,000	15
28	Riddle, Robert J	New Albany Realty, LTD	9,095,000	15
29	Jones, Tracy J	Keller Williams Elevate	3,072,000	15
30	Shaffer, Donald E	Howard HannaRealEstateServices	5,683,000	15
31	Mancini, Mandy	Keller Williams Consultants	4,671,000	14
32	Willcut, Roger E	Keller Williams Consultants	8,941,000	14
33	Miller, Samuel T	Howard Hanna Real Estate Svcs	4,634,000	14
34	Wright, Kacey A	RE/MAX Partners	6,709,000	14
35	Solomon, Arthur A	Coldwell Banker Heritage	2,319,000	14
36	Stern, Phillip Warren	Realistar	1,547,000	14
37	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	4,883,000	14
38	Cox, Brittany	Keller Williams Greater Cols	4,054,000	13
39	Milligan, Dana M	Parker Realty Associates	1,427,000	13
40	Hood, Shaun	Coldwell Banker Realty	3,696,000	12
41	Clark, Amy G	Cutler Real Estate	3,946,000	12
42	Fair, Diana	Ross, Realtors	2,565,000	12
43	Hughes, Malia K	Key Realty	3,368,000	12
44	Casey, Michael A	RE/MAX Connection	5,890,000	12
45	Berrien, Todd V	Coldwell Banker Realty	4,562,000	12
46	Lyubimova, Ekaterina	NextHome Experience	3,412,000	12
47	Flach-Moore, Stacey L	Coldwell Banker Realty	3,127,000	12
48	Sunderman, Mary K	Keller Williams Capital Ptnrs	6,031,000	12
49	Wheeler, Lacey D	Red 1 Realty	3,704,000	11
50	Parrett, Constance D	Cutler Real Estate	4,004,000	11

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Feb. 28 as of March 12

Rank No	Agent	Office Name	Volume	Unit
51	Payne, Donald A	Vision Realty, Inc.	3,082,000	11
52	Edwards, Kyle	The Brokerage House	5,792,000	11
53	Taylor, Jamie	Town & Country, Realtors	2,723,000	11
54	Price, Hugh H	Howard HannaRealEstateServices	3,649,000	11
55	Lucas, Lauren L	KW Classic Properties Realty	3,777,000	10
56	Ramm, Jeff	Coldwell Banker Realty	4,243,000	10
57	Shields, Bradley L	Redfin Corporation	3,368,000	10
58	Ferrari, Rhiannon M	EXP Realty, LLC	4,560,000	10
59	Kovacs, Kimberly A	Coldwell Banker Realty	3,740,000	10
60	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	4,474,000	10
61	Diaz, Byron	NextHome Experience	2,474,000	10
62	Rooks, Scott David	Lakeside Real Estate & Auction	1,364,000	10
63	Lieu, Jimmy	Swiss Realty LTD	2,230,000	10
64	Looney, Sherry L	Howard HannaRealEstateServices	2,780,000	10
65	Hensel, Taryn L	RealtyOhio Real Estate	1,074,000	9
66	Huscroft, Nicholas	Chosen Real Estate Group	2,161,000	9
67	Gibson, Michael Bradley	The Columbus Agents	4,671,000	9

Rank No	Agent	Office Name	Volume	Unit
68	Fader, Scott	Joseph Walter Realty, LLC	779,000	9
69	Doyle, Michael	Real of Ohio	2,510,000	9
70	Andrews, Jenna L	Plum Tree Realty	2,631,000	9
71	Mulvany, Bryan R	Hart Real Estate Agency LLC	2,966,000	9
72	Waite, Greg L	Home Central Realty	1,476,000	9
73	Wills, Julie R	Howard Hanna Real Estate Svcs	4,627,000	9
74	Esker, Wendy	Howard Hanna Real Estate Svcs	3,338,000	9
75	Alley, Rachel M	Keller Williams Capital Ptnrs	2,677,000	9
76	Brooks, Michelle R	Red 1 Realty	3,401,000	9
77	Lyman, Remington	Reafco	2,240,000	9
78	Garner, Mark A	Mainstream Realty Pros	2,693,000	9
79	Cottrell, Shelley A	Howard Hanna Real Estate Svcs	2,162,000	9
80	Parker, Kelly A	Howard Hanna Real Estate Svcs	2,766,000	9
81	Webb, Stephanie	Keller Williams Legacy Group	2,838,000	9
82	MacKenzie, Cynthia C	CYMACK Real Estate	5,507,000	9
83	El Mejjaty, Omar	Carleton Realty, LLC	1,864,000	9
84	Kelker, Ashley C	KW Classic Properties Realty	2,218,000	9
85	Crocco, Katie	RE/MAX Winners	3,409,000	9
86	Knecht, Dylan J	RE/MAX Apex	2,310,000	9
87	Goff, Carol	Carol Goff & Assoc.	3,119,000	9
88	Shea, Christopher M	Keller Williams Consultants	2,809,000	9
89	Webster, Jenna A	Webster Real Estate	2,149,000	8
90	Hursh, Andrew J	The Westwood Real Estate Co.	2,241,000	8
91	White, Nathan	NextHome Experience	4,860,000	8
92	Reil, Timothy C	Keller Williams Consultants	5,710,000	8
93	Kemp, Brian D	Keller Williams Capital Ptnrs	2,576,000	8
94	Parsley, David H	Ross, Realtors	3,809,000	8
95	Hensel, Drew R	RE/MAX ONE	1,486,000	8
96	Morrison, Natalie H	e-Merge Real Estate	2,803,000	8
97	Hance, Matthew	EXP Realty, LLC	3,004,000	8
98	Ackermann, Mara	RE/MAX Consultant Group	3,921,000	8
99	Cashman, Stephanie J	RE/MAX Allegiance	1,930,000	8
100	Provost, Kristy D	Red 1 Realty	4,414,000	8

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Teams and Individuals Closed date from Jan. 1 - Feb. 28 as of March 12

Rank No	Agent	Office Name	Volume	Unit
101	Thompson, Drey B	ERA Real Solutions Realty	1,376,000	8
102	Chudik, Margaret L	Coldwell Banker Realty	4,089,000	8
103	Redman, Shawn	Street Sotheby's International	4,273,000	8
104	Whitten, Glen	Ohio Property Group, LLC	2,081,000	8
105	Miller, Sam	Re/Max Stars	1,088,000	8
106	Figueroa, Ethel Lia	Mi Casa Legacy LLC	1,634,000	7
107	Pacifico, Michael A	RE/MAX ONE	2,920,000	7
108	Lubinsky, John D	RE/MAX Affiliates, Inc.	3,539,000	7
109	Ecklar, Trent	Heart & HomePropertyManagement	1,639,000	7
110	Kranyik, Amanda	Red 1 Realty	1,669,000	7
111	Bishop, Michael A	Howard Hanna Real Estate Svcs	1,363,000	7
112	Lambright, Stacey J	EXP Realty, LLC	2,495,000	7
113	Wainfor, Susan	Coldwell Banker Realty	3,276,000	7
114	Swickard, Marnita C	e-Merge Real Estate	2,665,000	7
115	Groza Yoko, Emily	The Brokerage House	2,395,000	7
116	Fisher, Keli M	e-Merge Real Estate Results	1,839,000	7
117	Kurpita, Nataliya S	Ross, Realtors	2,090,000	7

Rank No	Agent	Office Name	Volume	Unit
118	Harr, Kathryn	RE/MAX ONE	2,088,000	7
119	Woodrow, Ronnie D	Realistar	2,155,000	7
120	Bailey, Chelsey K	Bell Hankins Realty Group, LLC	1,697,000	7
121	Croom, David M	Berkshire Hathaway HS Pro Rlty	2,361,000	7
122	Wills, Elizabeth Genevieve	Rock House Realty LLC	2,360,000	7
123	Press, Marci L	Home Central Realty	2,070,000	7
124	Hamrick, Kimberly D	Keller Williams Consultants	1,995,000	7
125	Lowe, Regan M	The Brokerage House	3,237,000	7
126	Horne, Jeffrey E	Coldwell Banker Heritage	872,000	7
127	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	1,446,000	7
128	Murphy, Kristina R	Howard Hanna Real Estate Svcs	1,726,000	7
129	Weade, Branen L	Weade Realtors & Auctioneers	1,701,000	7
130	Smith, Anita K	EPCON Realty, Inc.	2,337,000	7
131	Yoder, John M	Key Realty	1,287,000	7
132	Houston, Angela D	Coldwell Banker Realty	2,918,000	7
133	Zaffini, Derek	e-Merge Real Estate	2,030,000	7
134	Bell, Megan L	Real of Ohio	2,361,000	7
135	Hart, Kevin	Keller Williams Capital Ptnrs	3,079,000	7
136	Kamann, Heather R	Howard Hanna Real Estate Services	2,619,000	7
137	Keener, Angela L	Keller Williams Consultants	2,247,000	7
138	Hunter, Ling Q	Red 1 Realty	2,365,000	7
139	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	3,518,000	7
140	Smith, Derrick	KW Classic Properties Realty	2,496,000	7
141	Abbott, Kelly	Howard Hanna Real Estate Svcs	2,289,000	7
142	Pearson, Lauren E	RE/MAX Consultant Group	1,957,000	7
143	Langley, Jason N	Langley, Realtors&Auctioneers	700,000	7
144	Frank, Melissa	Century 21 Darfus Realty	1,718,000	7
145	Russell, Eric	RE/MAX ONE	1,783,000	7
146	Cooper, Joshua D	RE/MAX Revealty	1,429,000	7
147	Bluvstein, Jake	RE/MAX Connection	2,390,000	7
148	Coakley, Tony	BARTLETT BENNER REALTY	2,402,000	7
149	Faulkner, JP	Faulkner Realty Group	1,680,000	6
150	Carruthers, Michael D	Coldwell Banker Realty	5,995,000	6

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