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Contents



Morgan **46**
Shawver COVER STORY



38

Andrew Murnane



IN THIS ISSUE

- 6 Preferred Partners
- 9 Ready, Set, Grow with Whitney
- 10 Pub Note
- 12 Featured Affiliate - Ohio Real Title
- 18 On the Rise - Michael Gibson
- 24 Trusted Trades
- 28 Commercial Spotlight: Matt Gregory
- 34 Real Brand Boost
- 38 Agent on Fire - Andrew Murnane
- 42 Legally Speaking
- 46 Real Producer - Morgan Shawver
- 54 Standings

PROFILES



18 Michael Gibson



28 Matt Gregory

If you are interested in contributing or nominating Realtors for certain stories, please email us at katie@rpcolumbus.com

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Want to pitch, nominate or share a really cool story with our readers? Scan the QR code below to share with our Publisher.



Ready, Get, Grow with Whitney Abraham



HOW TO TURN "IN CONTRACT / SOLD" POSTS INTO CONTENT THAT GETS YOU MORE BUSINESS.

Looking to make social media a part of your growth strategy in 2025? Whitney Abraham, Business Coach, Marketing Strategist and Co-Founder of REEL SOCIAL AGENT shares how to next level your "in contract" / "sold" content on social.

Listen, you worked hard to get those houses in contract and sold, and it's the PROOF that you're good at what you do. But if we're honest, those pictures of the house with the word "sold" on top is a missed opportunity on social media.

Instead, try these 3 fresh takes on creating content around going into contract or closing deals.

CATCH THEIR ATTENTION WITH FOOTAGE THAT "SHOWS" THE OUTCOME

Show a video of you swapping that sign in the yard, handing over the keys or celebrating with your clients. They're used to seeing "in contract" images and it's going to take more than that to catch their attention.

SHOW THEM HOW YOUR SKILLS SUPPORTED THE OUTCOME

Give the details on what it took to GET the house in contract (how many showings, how many days negotiating back and forth) let your expertise and knowledge shine so they know the reason the deal came together was because YOU were leading it.

LET THEM DO THE TALKING

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For the LOVE of Real Estate

In 2022, I wrote the below Publisher's Note and found it fitting to repeat the message at the beginning of 2025.

Since February is considered the "month of love," I felt it fitting to take a moment and recognize the HEART that comes with living a life dedicated to being a REALTOR®.

I have had the privilege of being a part of this community for 10 years (as of 2022), with many of those years as a title affiliate. I have facilitated hundreds of closings and witnessed story after story of selfless acts of heart from agents who have gone above and beyond the call of duty to get to that closing table. While over time, these transactions can become routine, there is always a family with a story to tell. I have witnessed agents hold the hands of aging clients selling their home after 40 years and through

tear-soaked cheeks, sign paperwork to say goodbye to an old friend, the home they raised their family in. I have seen agents become a support system to a couple that is divorcing, a widow, or children who have lost their parents and need to sell their home. You see, these transactions take more than just a credential. They take HEART.

On the flip side of this are the stories of the young couple, single mom, or person who has worked so hard through adversity to buy their first home. I have seen you celebrate these victories alongside them. Hug them and cry tears of joy. This too takes HEART.

I have also seen clients that don't deserve your kindness or grace. Clients that just "don't get it" or understand all that it takes and what you have done behind the scenes just to get them to the finish line. Clients that make you question why you got into real estate in the first place. This, maybe most of all, takes HEART.

As this year continues and as you face not only the beauty of what your career holds, but also the extreme challenges, remember the HEART of it all. The love that you have for your community, clients and families, peers, and the difference you truly make in being a REALTOR® with HEART.

1 Corinthians 13:4-7 NIV

Love is patient, love is kind. It does not envy, it does not boast, it is not proud. It does not dishonor others, it is not self-seeking, it is not easily angered, it keeps no record of wrongs. Love does not delight in evil but rejoices with the truth. It always protects, always trusts, always hopes, always perseveres.



Your Friend,
Katie Mastroianni
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Gregg Hesterman
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OHIO REAL TITLE

BY NICK MADAMA
IMAGES BY ORANGE VISUALS

Since forming her own law firm in 2015, Ohio Real Title's Sara Thorp has made it her goal to assist and educate her clients in every aspect of real estate law and the title industry.

Sara grew up in Worthington, Ohio, and graduated from The Ohio State University in 2009 with a Bachelor of Arts in social sciences. In 2012, she graduated from Capital University School of Law and passed the Ohio Bar Exam, being sworn in as an attorney in October of the same year. Her career first centered around the oil and gas industry, where she gained experience in chains of title and mineral rights, both of which remain relevant in her work today. According to

Sara, before starting at Ohio Real Title, she had "a vast amount of experience in title issues, residential and commercial transactions, deeds, contracts, anything transactionally related to real estate."

At her previous title company, Sara worked in every position, including as their General Counsel. This experience has been instrumental in her success and has allowed her to confidently "manage and coach employees and clients." In early 2024, Sara joined the Ohio Real Title



The Ohio Real Title team. From left to right: Ron Benjamin, Debbie King, Sara Thorp and Mike Morgan.

team as their Central Ohio Legal Manager and Legal Counsel, where she now has the chance to implement her experiences into her everyday work.

"I enjoy problem solving and coming up with solutions when it seems like a transaction can't close," she said.

Client care and a complete understanding of title are at the center of Sara's passions within the title and real estate industry. Having grown up in the area,

integrating her work into the Columbus real estate industry has been one of the most rewarding aspects of her career thus far.

Sara believes that to achieve success, it is necessary to have the drive to always show up every day for her clients and peers. Her favorite quote is "The way you do anything is the way you do everything," a state of mind that Sara incorporates into her profession passionately. She believes that

"CONSISTENCY IN GOOD CHARACTER AND ACTIONS IS WHAT MAKES AN INDIVIDUAL SUCCESSFUL."

"consistency in good character and actions is what makes an individual successful."

In the future, Sara aspires to "take on new challenges to the point that I am confident that even if it's challenging,

there isn't any situation, person, or issue that I am not equipped to handle." She believes that her position at Ohio Real Title has given her this opportunity. Being a well-rounded resource for her clients and business is



one advantage that Sara has been developing for more than a decade. By working hard and remaining humble, Sara has consistently put her clients and her complex understanding of the industry at the forefront of her professional focus.

The work that Sara does as Ohio Real Title's legal counsel is complemented by the team around her. Mike Morgan, a sales representative with over 10 years of experience, brings authenticity, reliability and dedication to

everything he does. A proud husband and father of two girls, Mike strives to build lasting relationships with his clients and deliver results with a personal touch.

Ron Benjamin, a sales representative with over 20 years in the industry, has become known for his exceptional ability to connect with clients, understand their needs, and offer tailored solutions. Ron's reputation as a trusted advisor allows him to create meaningful relationships with his clients

**"I ENJOY
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SOLVING
AND COMING UP WITH
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SEEMS LIKE
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CAN'T CLOSE."**



**"IF IT'S
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THERE ISN'T ANY SITUATION,
PERSON, OR ISSUE THAT
I AM NOT EQUIPPED
TO HANDLE."**

and coworkers alike. Outside of work, Ron enjoys spending time with his wife, their three kids and five grandchildren.

At home, Sara enjoys spending time with her family. Her husband, Kyle, is a Sales Executive at IBM and the two have a son, Maverick, who is 4 years old. The family also has three large dogs, making for a fun-filled environment. Their Friday

pizza and movie nights are a family staple and Sara and Kyle enjoy taking Maverick "anywhere and everywhere," constantly valuing their time together as a family. Sara enjoys reading self-help books and is always trying to better herself at home and work.

Sara's expansive experiences have made her a multi-faceted component of the Ohio Real Title team.



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The Columbus Agents, Gibson GRP

Michael Gibson's first career was very different from his current life as a real estate agent.

BY HEATHER LOFY
IMAGES BY
KRISTEN NESTER
PHOTOGRAPHY

Born and raised in Powell, Ohio, he attended Worthington Christian and later The Ohio State University with close friend Tyler Joseph of the band Twenty One Pilots. While Tyler was spending time in college working on his band, Michael made a bet with his father to try out to be a walk-on football player during his junior year.

"I grew up loving the game of football, but my high school didn't have a team," Michael says. "As I went through my college career, I missed the excitement of sports. At the beginning of my junior year at OSU, I tried out for the team and by a stroke of luck, I was one of the five guys they took in walk-on tryouts. I made the roster at Ohio State for a brief period."

While Michael was on the football team, Tyler and Twenty One Pilots continued to develop and play more shows to people outside of just friends and family. In 2011, after his football career ended, Michael made a call to Tyler on a whim and ended up joining him at the band's first music festival in Kentucky to lend a hand in any way they needed.

"He asked if I wanted to come sell merchandise and help move his piano on and off the stage," Michael says. "So I packed my bag and drove my car down to Lexington. We did a festival there and from that point on I was on the road with Twenty One Pilots as their tour manager."

For the next few years, Michael went around the globe with the band. He changed roles and grew with the band, wearing many hats including tour manager, tour accountant and head of security.

"We toured around the country and the world," he says. "We were learning everything we could about the business, from playing shows to the logistics of moving band, crew and gear from



Michael Gibson



“I grew up watching my parents build and renovate houses,” he says. “My mom, sisters and wife have an eye for design. I always thought I would like to get into real estate investing. When we moved to Nashville in 2016 for my previous career, that was my first experience of being a homeowner in a really happening and developing city. I started a management company and started managing developing artists while also getting into the production side of the touring business.”

But when the pandemic hit in 2020, the live entertainment business was on an indefinite hiatus and the developing artists Michael was managing were having a hard time breaking into the scene.

“Seeing the changes to the music industry helped me realize I didn’t love the business like I did 10 years prior,” Michael says. “That’s when I started thinking about real estate.”

Returning to Columbus in 2021, Michael connected with real estate agent Jeff Krider through a friend. Jeff helped Michael buy a home in Westerville. As they worked together, Michael observed Jeff’s role as an agent and it resonated with his experience in the entertainment industry: problem-solving, client relationships and building trust. Michael made the leap and by mid-2022, he earned his real estate

**“
The reason I love Columbus is its diversity
but also it’s a city that’s easy to navigate.
We can serve more people here.”**

continent to continent and signing record deals. It was a blast. We went from bars to arenas in five years which is what we call ‘rare air.’ We went from a staff of four guys in a van and trailer to growing a team of upwards of 40 to 50

people, five buses and 20 semi trucks of gear and merchandise.”
In 2014, marriage to his wife Caroline brought clarity: The nomadic lifestyle of a tour manager wasn’t conducive to the family life Michael envisioned.



license, diving headfirst into buying and renovating properties. His first project, a 2,600-square-foot ranch in Worthington, was a testament to his growing expertise and confidence in this new field.

“I was changing careers at 33 years old,” Michael says. “I already had the skill of negotiating contracts from the music industry, so that translated well into real estate. I always want to bring confidence, expertise and reassurance to my clients as they buy or sell a property.”

He continues: “I’ve always looked up to my dad and he is a master connector of people. I’ve learned how to do the same and

I’ve gotten good at finding solutions to problems. It doesn’t matter what industry you are in. If you can find solutions for people, you will never lose an opportunity.”

Since Michael spent so many years traveling around the globe, he’s now a self-proclaimed homebody with his family. He and Caroline love the ecosystem of Columbus and find it the perfect place to raise children Gracie, 4, and Deacon, 2.

“As a family, we’ve always tried to stay aware of the world around us and that it’s bigger than just our four walls,” Michael explains. “I see that in real estate as I am helping people in all different

communities and demographics. The reason I love Columbus is its diversity but also it’s a city that’s easy to navigate. We can serve more people here. I can get across town from Westerville to Grove City in 25 minutes. That’s difficult to do in a really big city.”

Michael shares he’s learned the best way to show people what you do is by the way you live. People will know from your heart how you run your business.

“Most of my business is word of mouth,” he says. “A lot of my business is peer-to-peer. I pride myself on my work ethic and going above and beyond for every client. The fact that most of my clients I’ve worked with have come from a referral is the best vote of confidence. I’m honored that those who know me trust that I can expertly lead them through the process of buying and selling.”

“It doesn’t matter what industry you are in. If you can find solutions for people, you will never lose an opportunity.”



Why Real Estate Agents Should Love Their Business (and How It Can Love You Back)

In the competitive world of business, knowing your numbers is key to growth. Setting yourself apart from others in a competitive market helps to increase the number of clients you will get. Providing great service will help not only to retain clients, but will also give you a good referral base.

1. Boost Property Appeal and Buyer Confidence

When you go above and beyond for your clients, you’re showing that you care about more than just closing the deal; you’re prioritizing their overall experience. Addressing potential concerns early, properties can be improved before listing, enhancing their value. Offering actionable insights or recommendations adds value and builds trust. Buyers are more likely to trust agents who are proactive and detail-oriented, fostering repeat business and referrals.

2. Protecting Your Reputation

A real estate transaction involves significant financial and emotional investments. If buyers encounter issues after the purchase, it could reflect poorly on everyone involved—including you. Ensuring thorough assessments and offering reliable recommendations protects your professional reputation.

3. Differentiating Yourself in the Market

With many agents competing for the same clients, offering value-added services can set you apart. By being proactive and attentive, you’re providing a unique service that many competitors overlook. This differentiation could be the deciding factor for a client choosing you over another agent.

4. Knowing Your Numbers: The Key to Prosperity and for your business to support you

As a small business owner, understanding your numbers is essential to staying ahead and making a profit. How many clients reach out versus how many sign contracts? Knowing this ratio helps you fine-tune your marketing efforts. Identify which campaigns generate the most leads and focus your budget accordingly. From licensing fees to marketing costs, tracking your outflows ensures profitability. Stay informed about local property values and buyer preferences to anticipate opportunities.

Businesses and their owners thrive when they deliver value and build trust with clients. By focusing on excellent service and safeguarding your reputation, you ensure long-term success. Coupled with a strong understanding of your business metrics, this approach can ensure that your small business remains not only

prosperous but also indispensable in your market. As your business stands out and gains clients, you will be able to add people to your team, give back to the city and ensure that you and your family have a good life.

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As a professional home stager, my secret weapon is my staging kit. This month I'm spilling the tea on the items that keep me prepared for anything the day might bring.

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- **Command Strips**- Incase we have pesky walls but we secretly hate these
- **Toolkit**- You never know when you will need to repair furniture on the fly.
- **Painters Tape**- This is my secret to hanging art
- **Gorilla Glue**- Lets face it, things break
- **Goo Gone and a Razor Blade** (if you've ever purchased from home goods you know)
- **Scissors**- (most used item)
- **Glass Cleaner**- Professional Stagers have fingerprint free mirrors
- **Furniture Markers**- dents and dings happen, but we repair before we leave
- **Steamer**- Wrinkled linens are a no no
- **Lint Roller**- because..... Perfection is key
- **Stick Vacuum**- lets face it, freshly vacuumed rugs photograph better
- **Extra furniture screws**- you never know when one will come up missing
- **Furniture Sliders**- so we don't want to leave a mark
- **Furniture polish**- clean and polished furniture is a must
- **Zip Ties**- just in case
- **Fabreeze**- smelly houses don't sell
- **Tide Pen**- emergency stains
- **Wire Cutters**- from flower stems to lamp cords, this item is my MVP
- **Air Pump**- air mattresses are our biggest hack

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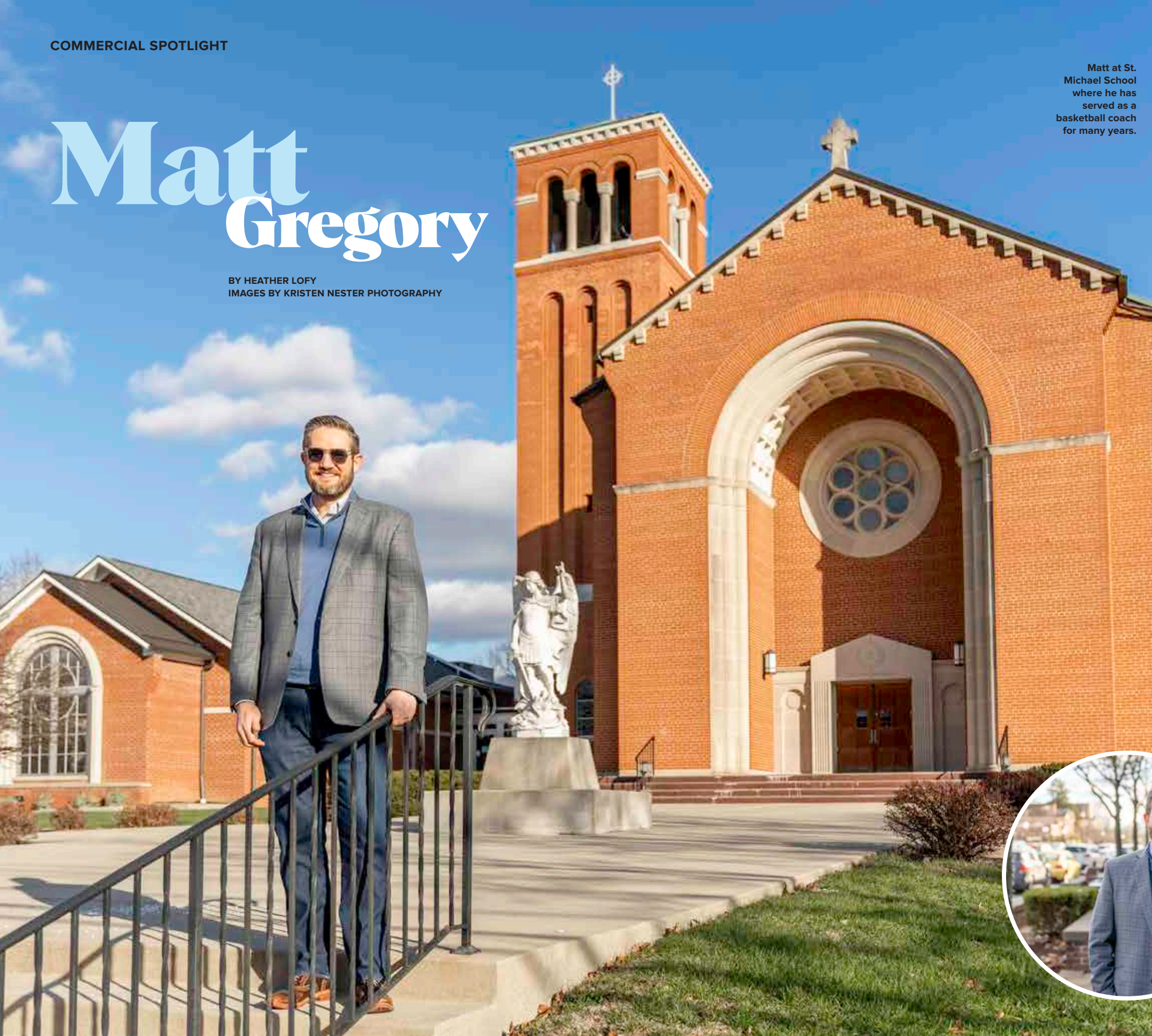
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Matt Gregory

BY HEATHER LOFY
IMAGES BY KRISTEN NESTER PHOTOGRAPHY

Matt at St. Michael School where he has served as a basketball coach for many years.



NAI Ohio Equities

Matt Gregory had an innovative idea. During the summer of 2002, between his junior and senior years at The Ohio State University, he traded in his three part-time jobs for a 12-week summer job filling in for the marketing director of Ohio Equities while she was on maternity leave. Matt was given some pretty mundane tasks: ordering business cards, placing advertisements in the newspaper and creating postcards.

He noticed the receptionist would constantly take phone calls and immediately head to the printer. As people would call to inquire about commercial properties, she would send them a flyer with information about the property via snail mail. Here, Matt saw an opportunity and with a little initiative, his idea came to fruition.

“Adobe PDFs were just coming out,” Matt says. “At Ohio State, I was helping professors convert their information online so this wasn’t new to me. I started converting the property flyers to PDFs so they could be emailed to clients. This was back when websites existed but didn’t offer real-time information. Since I made all these flyers PDFs, I started uploading them to the website and making them clickable links. Realtor.com was just getting popular back then but that was for residential real estate. I also started registering unique URLs for each of the properties and put them on our signs.”

Matt’s knack for technology didn’t stop there. Noticing the company’s reliance on a third-party IT service to fix computer issues, he took it upon himself to troubleshoot and solve these problems since he liked fixing computers.

His initiative didn’t go unnoticed. By the end of the summer, the company’s owners asked him to stay on for an internship his senior year to redesign



their website. He accepted, earning college credit in the process.

As his senior year was ending, Matt was hopeful he could stay on full time with Ohio Equities. Meanwhile, his girlfriend at the time and now-wife Katie, had taken a job in Cleveland and the couple put a deposit on an apartment since Matt didn’t have firm plans. In his final week of college, Matt got a job offer from Ohio Equities and jokes that his first sale was getting Katie to stay in Columbus instead of Cleveland and getting the landlord to give their deposit back.

The rest is history: Matt has been with Ohio Equities, now NAI Ohio Equities, for more than two decades. But he didn’t immediately jump into real estate brokerage. In his first three years, he continued in his newly created role as director of information technology.

“More and more people started marketing online, and I learned the key step to be successful was not actually selling the property but getting the client to list with you,” Matt says. “In a competitive world, you have to differentiate yourself. Ohio Equities was really one of the first in the area to market their products digitally. We had to explain why this new-age digital way was better. We had many traditional salespeople who had only sold the old school way and they needed assistance with this.”





“My goal is to help with all of the gaps to make it a thriving, sustainable community.”



Photo courtesy of Monahan Photography. Matt and his family, from left to right: Lexi (14), Evie (4), Katie, Matt and Max (16).

Agents began taking him on presentations, which boosted the company's success rate. Recognizing his talent for helping both colleagues and clients, the leaders suggested Matt become a licensed real estate agent.

“Katie and I got married and were planning on having kids,” Matt shares. “It was important to my wife that she wanted to be a stay-at-home mom. I knew that the salary I was making wouldn't support her staying at home. We took a leap of faith, and I went through the classes and training. I became licensed in June 2006 and transitioned from technology to sales. Katie staying at home afforded me the support I needed to build a successful brokerage career.”

After getting his license, Matt joined the Ohio Equities Fast Track program, a six-month program where he received real estate sales training. He also was training his technology replacement.

“There is a learning curve in commercial real estate,” he says. “The average transaction takes around nine months to complete. You typically don't start closing transactions for 12 to 18 months. You are investing your time and money into growing your career. In 2008 when the financial crisis happened, interest rates went up and things were falling out of contract. It was an eye-opening moment in my career. It was the best thing to happen as it taught me not to be complacent. Eventually, I started finding my niche. People were really becoming attracted to working with someone with my skill set.”

Matt notes two of his specialties are helping young, growing technology companies with tenant



Photo courtesy of Ian Alexander Photography. Matt and his team, from left to right: Phil Bird, Matt, Jenna Loxterman and Mitchell Moore.



Photo courtesy of Ian Alexander Photography. >>

representation - CoverMyMeds was one of his first high-profile clients - and selling office properties.

“We had some turnover during the recession and several folks that specialized in office properties left at the same time,” he says. “I found it as a path to opportunity and chose that. Office, especially going through the pandemic, gets a black eye and can be an afterthought. 2020 was a down year for everyone, but the last three have been great years for me. Columbus is a collection of small and medium homegrown companies. The big employers are competing on a national scale. They have been catering to work-from-home situations longer than anyone else. My clients with 20 to 100 people brought people back earlier in the pandemic, and they have been able to gain market share by doing that.”

In early 2023, Matt was named Manager and Director of Brokerage at NAI Ohio Equities. In this role, he

reinvented the Fast Track program for five new agents.

“Part of the program is teaching the new agents tools for business development to help build their sphere of influence,” Matt says. “Having a formal program has allowed me to give this five-on-one mentorship to all of these agents. We are also coaching them in their negotiating skills in hopes of shortening the learning curve.”

Matt is also grateful to have his office brokerage team of Phil Bird, Mitchell Moore and Jenna Loxterman behind him. The group has received several commercial real estate awards and is regularly recognized for its performance.

As his role has grown, so has his family. He and Katie are parents to Max, 16, Lexi, 14, and Evie, 4. The Gregorys live in Old Worthington, and they love being within walking distance of so many shops and restaurants. Matt and Katie regularly attend community

fundraising events as a date night activity. Matt has served many years as a basketball coach at St. Michael School, first for his older children's teams and now as a non-parent coach in the middle school program. His family also enjoys going to concerts, Cleveland Browns games and Ohio State athletic events.

“When I was getting my license the owner of Ohio Equities told me, ‘If you want to be successful, you need to get involved with everything you can,’” Matt says. “I've always been heavily involved with the Columbus Board of REALTORS®, including past chair of the commercial section. But, I also wanted to get involved with the Worthington community. The Worthington AM Rotary was my gateway in, and since I've spent time working with a lot of different Worthington organizations including next year as incoming chair of the local Chamber of Commerce. My goal is to help with all of the gaps to make it a thriving, sustainable community.”

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How to Create a Unique Personal Branding Strategy for 2025

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



In 2025, more people than ever are creating video content. The digital landscape is oversaturated, and standing out is no longer about producing the *most* content—it's about creating content that connects. If you want to separate yourself from the noise, the key isn't flashy editing or perfect production quality. The real differentiator is building a *strong personal connection* through your content. Especially in real estate, where so many professionals focus solely on showcasing properties, you have the opportunity to stand out by showcasing *yourself*.

A strong personal branding strategy revolves around three essential pillars: understanding your audience, addressing their pain points, and aligning with their property and price preferences. Here's how to craft a strategy that helps you rise above the competition.

1. Identify Your Target Audience and What Makes Them Interested in You Beyond Real Estate
Your target audience isn't just "people buying homes." To connect on a personal

level, you must dig deeper. Are you reaching first-time buyers, downsizers, or luxury investors? Once you know who you're targeting, the next step is figuring out what makes them interested in you when they're not actively buying or selling.

Here's the reality: 99% of people don't care about your real estate expertise if they're not currently in the market. So, what makes them follow you anyway? It might be your passion for local food spots, your advice on financial literacy, or your behind-the-scenes look at balancing business and family.

By sharing relatable, authentic content outside of real estate, you'll create a personal connection that builds trust and keeps you top of mind. When they *are* ready to buy or sell, they'll already know and trust you—not just as an agent, but as a person.

2. Focus on Solving Your Audience's Biggest Pain Points
When your audience decides to dive into the real estate market, what's keeping them up at night? Addressing their pain points head on is a powerful way to stand out. Are first-time buyers overwhelmed by financing? Are retirees worried about the logistics of downsizing?

Are luxury investors seeking off-market opportunities?

Your content should be laser focused on providing solutions to these problems. For example:

- Create videos breaking down the homebuying process for beginners.
- Share insider tips for staging a home to sell quickly.
- Offer market insights tailored to investors looking for high-value properties.

When your audience feels like you understand their challenges and can guide them through the process, they'll trust you with their business.

3. Align Your Brand with Your Audience's Price Point and Preferences

The final step in your strategy is aligning your content with the price point and property preferences of your target audience. Whether you're working with luxury buyers, first-time homeowners, or retirees, your branding needs to reflect their unique expectations and aspirations.

For luxury clients, your videos might feature high-end properties and polished presentations. For budget-conscious buyers, focus on value-driven advice and accessible housing options.

The key is consistency: showcase properties, neighborhoods, and lifestyles that resonate with your audience's needs and dreams.

And don't worry about making every video look perfect. Whether professional or casual, authenticity is what keeps people engaged.

Building a Brand That Connects

In 2025, it's not enough to just create more content. The content that truly stands out is the content that builds personal connections. By understanding your audience, solving their problems, and aligning with their preferences, you can craft a branding strategy that separates you from the competition. The real breakthrough happens when people don't just see you as another agent—they see you as *their* agent.

Start creating content that's authentic, meaningful, and tailored to your audience, and you'll not only stand out—you'll succeed in building a personal brand that lasts.

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ANDREW MURNANE

Howard Hanna Real Estate Services, The McCurdy Team

BY HEATHER LOFY
IMAGES BY ORANGE VISUALS

When Andrew Murnane was growing up in Westerville, Ohio, he didn't play traditional sports. Instead, he raced motorcycles competitively from the ages of 4 to 17. He and his family would travel the country in a motor home to his motorcycle races. Since he was deeply involved in the world of racing, it sparked his interest in the car industry. His initial career aspiration was to enter the auto industry.

Eventually, when Andrew was introduced to the auto industry, he became mesmerized by the auctioneer.

"When I was in college, I got my auctioneer license and started working auto auctions, which is a great way to get into the business," Andrew says. "I also traveled around selling fine collector cars for a time."

After a few years auctioning cars, Andrew learned that if he wanted to expand into auctioning homes - another huge sector of auctioneering - he had to have a real estate license.

"Auctioneering school is almost identical to real



estate school," he explains. "They're preparing you to eventually go into real estate school as it will enable you to participate in the sale of real estate as well."

Ironically, even with his auctioneer's license, Andrew has focused on traditional sales in the residential space. He went that route in 2014 and has been successful in it ever since.

"I ran into Kurt McCurdy of Howard Hanna Real

Estate Services and he said, 'Why don't you hang out in my office and learn?'" Andrew shares. "I've been part of Kurt's team ever since. We have an office in Uptown Westerville. Growing up in Westerville and participating in its growth has become my passion."

Despite the challenges of the real estate market, Andrew always works to keep his clients happy and

"AUCTIONEERING SCHOOL IS ALMOST IDENTICAL TO REAL ESTATE SCHOOL."



trust you enough that you are helping with one of the biggest decisions in their life. Having that level of trust with people is one of my biggest accomplishments. I know people appreciate my services.”

Andrew lives in Sunbury with his wife, Katee, and son, Jackson, 2. The family is expecting their second child

in May. They love going out to eat and traveling, and Andrew notes they are his biggest cheerleaders.

“What we learned as my business and goals grew was that we are at the mercy of our clients’ working schedules,” Andrew says. “I am working evenings and weekends. Katee was full time in insurance, and it just



Andrew with his son, Jackson (2), and wife, Katee.

develop trust with them for continued partnership.

Our market is challenging, especially for young buyers in an ever-changing market,” Andrew says. “I educate them on every cycle of the buying process to ensure a positive experience.”

He continues: “My biggest accomplishment is being able to support my family in a business that changes often. Growing that rapport and business and having that family call you three times a year because every daughter and aunt and uncle is selling a home is my goal. At that point, you’re part of their family. Your name is coming up at their dinner table. They

wasn’t working as Jackson came along. We were always swapping. At the beginning of 2024, we took the step of Katee leaving her job and she became my support system. It has worked out wonderfully.”

Andrew notes the importance of Kurt’s mentorship throughout his career and also recognizes their current manager Rob Matney, who has provided a motivating environment and a positive learning experience.

“Having a good work environment and backbone has been one of the keys to my success,” he says. “They are people I can bring a problem to and we laugh at the end of the conversation. That’s how I can thrive. Growing up in motorcycle racing, I was competitive. When someone says, ‘Here is what I want to buy,’ I will say, ‘Yes, let’s find that house this year.’ I just love making the client happy and helping them accomplish their dream.”

“HAVING A GOOD WORK ENVIRONMENT AND BACKBONE HAS BEEN ONE OF THE KEYS TO MY SUCCESS.”



Ullmann v. City of Columbus, 2024-Ohio-5223 (10th Dst., Franklin Cty.) October 31, 2024

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

Ullmann is the owner and occupier of a single-family residence in Columbus.

On November 20, 2018, the City filed a complaint for injunctive relief against Ullmann in the Franklin County Municipal Court Environmental Division. The City alleged various violations of the Columbus City Code (“C.C.C.”) that it argued constituted a public nuisance and requested findings from the court declaring such. The City also requested an order requiring Ullmann and any successor in interest or title to bring the property into compliance with the C.C.C. and the Ohio Revised Code and enjoining Ullmann from further violating any applicable provisions of the city code and state law. The City also requested authorization from the court to enter and perform abatement activity on the property, to recover the total cost of the abatement, and to appoint a receiver for the property.

Ullmann filed a separate Complaint against the City in the Court of Common Pleas. In that case, the trial court considered Ullmann’s request for a declaratory judgment that the City cannot seize single-family homes except through eminent domain proceedings because doing so runs afoul of the Fifth and Fourteenth Amendments to the United States Constitution. The trial court rejected this request for a declaratory judgment, finding that the Fifth Amendment does not apply here and that R.C. 715.26 does not violate the Fourteenth Amendment because it requires due process prior to the seizure of buildings to ensure they are in sanitary conditions for the public health, safety, morals, and general welfare of the public.

The trial court determined that the statute capped fines at a maximum \$1,000 penalty to allow courts to enforce the law with proportionate fines related to the offense and is therefore not unconstitutional.

While Ullmann argues on appeal that the trial court should have dismissed the City’s enforcement action against her in the Franklin County Municipal Court, the trial court did not have jurisdiction to do so, as the enforcement action was not at issue in this case.

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



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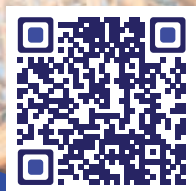
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What stood out the most was how genuinely helpful they were. They took the time to understand my concerns and provided clear, thoughtful answers that made complex situations much easier to navigate. Their expertise was apparent, but it was their willingness 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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Morgan

S H A W V E R

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

Family provides the motivation for Morgan Shawver, Coldwell Banker Realty.

Married to her high school sweetheart and a mother of two, she embraces the starring role family plays in her personal life — and career. As a REALTOR®,

Morgan works side by side with her mom, sister-in-law and cousin, as well as close friends.

“It all boils down to my faith, my family and having fun with my job,” Morgan explained. “I get to do something I love every day and not many people get to say that.”

A lifelong Columbus resident, Morgan grew up in Westerville where she lives today. She went to Central College Christian School, Genoa Middle School and Westerville Central High School.

With her positive attitude, love of fitness and cheerful,



COLDWELL BANKER REALTY,

THE LUNDQUIST GROUP



The Lundquist Group team. From left to right: Ashley Snyder, Morgan Pauuff, Morgan Shawver, Dixie Lundquist and Lindsey Bagby. Not pictured: Jen Van Paepegham.



Morgan and her family, including daughter, Collins (1), son, Oakland (3), and husband, Max.

vibrant personality, Morgan was a perfect fit for cheerleading. “I was a cheerleader all the way from elementary school through high school,” Morgan remembers. “That’s how I met my husband, Max. I was a cheerleader and he was a star basketball player.”

Morgan initially graduated from Ohio University with a marketing degree before going back to OU and earning an education degree. She began her career as a kindergarten teacher at Huber Ridge Elementary School where she worked for four years. “I loved it. I truly felt like it was my calling to be a teacher,” she said.

Encouraged by her mom, Dixie Lundquist, a REALTOR® and today the leader of Coldwell Banker Realty’s The Lundquist Group, Morgan decided to earn her real estate license. Morgan worked part time as an agent while she continued to teach.

But after she had her first child, Morgan understood that while she loved teaching, being a mom was the most important thing in her life. She wanted a job that would give her the flexibility to spend more time with her children.

“I realized I was missing so much of what was going on in the baby’s life,” Morgan said. “I talked to my husband and decided to take the leap. I stopped teaching in 2021 and that’s when I went full time in real estate.” True to her values, while embarking on her career as a REALTOR® Morgan promised herself that she’d always be a mom first.

Morgan joined her mother Dixie, then a solo agent, and became the first member of The Lundquist Group. “I always knew my mom wanted me to join her, but I didn’t know how passionate I was going to be about real estate,” said Morgan. “Being able

“

MY KIDS JUST GET IT.
THEY’RE THE REASON I DO EVERYTHING.”





“ I realized I was missing so much of what was going on in the baby’s life.

I talked to my husband and decided to take the leap. I stopped teaching in 2021 and that’s when I went full time in real estate.”

to watch her work felt like being in an HGTV episode.”

Dixie has been a powerful mentor. “She made me realize you can be your authentic self and do an amazing job as an agent,” observed Morgan. “My mom is the nicest person I’ve ever met. I hope I’ll be half the person she is,” said Morgan. “Watching her be the boss of our team — she just cares about everyone else so much. If I come to her with a problem I think is the end of the

world, she says ‘we’ll do x, y and z and everything will be okay’ — and it always is.”

The Lundquist Group is set apart by how close and supportive its members are. Along with Morgan and Dixie, the team includes Morgan’s cousin, Lindsey Bagby; friends Jen Van Paepegham and Ashley Snyder; and Morgan’s sister-in-law and one-time roommate, Morgan Pauff. The Lundquist Group works out of a Westerville office.

“We’re all individual agents and we all do our own business, but we all come together as a team,” observed Morgan. “We’re all there for each other.”

Morgan and her husband have two children: a son, Oakland (3) and a daughter, Collins, (1). The family also has a Bernedoodle named Rover.

Max teaches government and psychology at Westerville Central High School. Basketball continues to play a key role in his

life and he is the school’s head basketball coach.

“We have a gym in our basement and Max and I love to work out together. And when we can, we like to go on runs together,” said Morgan.

Morgan also enjoys helping out at Kenzie’s Kandi, the Sunbury candy store her parents opened in 2024.

Morgan’s parents live just minutes away in the same Westerville neighborhood where Max’s mom, Kim, lives. “The kids love to be with their grandmother, Kim,” Morgan noted. Max’s dad and stepmother live near the beach in Seabrook Island, South Carolina. “We love to visit them,” said Morgan. Morgan is also close to her brother Mason, an environmental engineer who lives in Florida.

A tragedy brought Morgan’s tight-knit family even closer together. Morgan’s younger sister, Mackenzie Lundquist, passed away in July 2023 at the age of 27. Kenzie was a fighter who was hospitalized at Nationwide Children’s for 388 days before her death.

Throughout the ordeal, Kenzie’s family literally stayed by her side. Family members rotated shifts sitting at her bedside. “Someone was always there with her,” Morgan said.

Butterflies are Nationwide Children’s Hospital’s symbol and for Morgan they are a special reminder of Kenzie. To celebrate Kenzie’s beautiful spirit, family members have gotten butterfly tattoos. And Morgan says her clients also understand the butterfly significance: if they see one before a showing, they

know that’s the house destined for them.

To additionally honor Kenzie, family members now run in the Columbus Marathon to raise money in her name for Nationwide Children’s.

Each day, Morgan feels Kenzie’s love and guidance. “My sister has been a huge, driving factor with everything in my life,” Morgan said. “This has been a part of our family’s journey and God’s plan.”

While Kenzie continues to inspire Morgan — so does the rest of her family. “What drives me every day in real estate are my children,” Morgan said. When appropriate, she likes to bring them along to showings. Oakland already knows how to help guide clients through a house. “My kids just get it. They’re the reason I do everything.”

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614-559-1100 | 12500 Reed Hartman Hwy
Suite 120
Cincinnati, Ohio 45241
513-489-9200 | 1430 Oak Court
Suite 101
Beavercreek, Ohio 45430
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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2024, as of Jan. 8, 2025

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	854	400,456,000
2	Raines, Sandy L	The Raines Group, Inc.	407	244,743,000
3	Tartabini, Daniel V	New Advantage, LTD	369	189,852,000
4	Ruehle, Ryan J	EXP Realty, LLC	351	116,800,000
5	Cooper, Sam	Howard Hanna Real Estate Svcs	332	108,456,000
6	Fairman, Charlene K	The Realty Firm	273	137,649,000
7	Riddle, Robert J	New Albany Realty, LTD	247	163,529,000
8	Ross, James E	Red 1 Realty	238	58,707,000
9	Clarizio, Bradley	Red 1 Realty	231	74,218,000
10	Lynn, Lori	Keller Williams Consultants	218	83,156,000
11	Ruff, Jeffery W	Cutler Real Estate	201	131,493,000
12	Guanciale, Andrew P	Coldwell Banker Realty	171	56,529,000
13	Shaffer, Donald E	Howard HannaRealEstateServices	162	53,691,000
14	Graham, Mark	Countrytyme Realty, LLC	159	17,465,000
15	Beirme, Daniel J	Opendoor Brokerage LLC	156	47,326,000
16	Ritchie, Lee	RE/MAX Partners	156	61,518,000
17	Diaz, Byron	NextHome Experience	148	33,353,000
18	Wright, Kacey A	RE/MAX Partners	147	76,079,000
19	Collins, Charles E	Red 1 Realty	146	43,672,000
20	Tanner-Miller, Angie R	Coldwell Banker Realty	138	38,778,000
21	Looney, Sherry L	Howard HannaRealEstateServices	136	41,205,000
22	Casey, Michael A	RE/MAX Connection	130	59,261,000
23	Jones, Tracy J	Keller Williams Elevate - Stro	129	23,170,000
24	Powell, Tina M	Coldwell Banker Realty	124	51,011,000
25	Wheeler, Lacey D	Red 1 Realty	121	55,548,000
26	Ciamacco, DeLena	RE/MAX Connection	121	64,100,000
27	Ferrari, Rhiannon M	EXP Realty, LLC	119	44,604,000
28	Miller, Sam	Re/Max Stars	117	25,469,000
29	Bodipudi, Koteswara	Red 1 Realty	116	51,422,000
30	Cox, Brittany	Coldwell Banker Realty	113	35,504,000
31	Breeckner, Brian	Beckett Realty Group	112	32,821,000
32	Fisk, Jacob V	Red 1 Realty	109	31,467,000
33	Kemp, Brian D	Keller Williams Capital Ptnrs	108	52,143,000
34	Willcut, Roger E	Keller Williams Consultants	105	73,261,000

Rank No	Agent	Office Name	Unit	Volume
35	Fader, Scott	Joseph Walter Realty, LLC	103	15,357,000
36	Eiflein, Joan	Ohio Broker Direct, LLC	99	38,087,000
37	El Mejjaty, Omar	Carleton Realty, LLC	99	23,039,000
38	Clark, Amy G	LifePoint Real Estate, LLC	98	40,167,000
39	Chiero, Kathy L	Keller Williams Greater Cols	97	39,836,000
40	Toth, Joseph Edward	RE/MAX Consultant Group	95	25,700,000
41	Kamann, Heather R	Howard Hanna Real Estate Services	95	36,076,000
42	Fox, Jermaine	EXP Realty, LLC	93	25,684,000
43	Alley, Rachel M	Keller Williams Capital Ptnrs	93	38,432,000
44	Dixon, Tracey L	Keller Williams Greater Cols	93	34,574,000
45	Hamilton, V. Patrick	REMAX Alliance Realty	92	19,480,000
46	Price, Hugh H	Howard HannaRealEstateServices	92	39,914,000
47	MacKenzie, Cynthia C	CYMACK Real Estate	91	45,903,000
48	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	90	38,284,000
49	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	89	40,181,000
50	Wills, Julie R	Howard Hanna Real Estate Svcs	88	38,482,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2024, as of Jan. 8, 2025

Rank No	Agent	Office Name	Unit	Volume
51	Lyubimova, Ekaterina	NextHome Experience	86	22,473,000
52	Fox-Smith, Angelina L	Coldwell Banker Realty	86	43,337,000
53	Vanhorn, Vincent K	Di Lusso Real Estate	85	27,107,000
54	MYERS, AMANDA	Rise Realty	84	19,819,000
55	Hart, Kevin	Keller Williams Capital Ptnrs	83	26,198,000
56	Roehrenbeck, James F	RE/MAX Town Center	82	36,501,000
57	Soskin, Alexander	Soskin Realty, LLC	81	17,744,000
58	Abbott, Kelly	Howard Hanna Real Estate Svcs	80	26,648,000
59	Kessel-White, Jennifer	KW Classic Properties Realty	79	27,641,000
60	Barlow, Jaime	Sell For One Percent	79	26,310,000
61	Russo, Richard	Rich Russo Realty & Co.	78	21,676,000
62	Wiley, Kelly	Keller Williams Capital Ptnrs	77	14,593,000
63	Winland, Jessica	Coldwell Banker Realty	76	17,847,000
64	Keener, Angela L	Keller Williams Consultants	75	26,650,000
65	Smith, Steven S S	Keller Williams Consultants	74	25,806,000
66	Hunter, Ling Q	Red 1 Realty	73	25,231,000

Rank No	Agent	Office Name	Unit	Volume
67	Barlow, Jaysen E	Sell For One Percent	73	24,196,000
68	Wainfor, Susan	Coldwell Banker Realty	72	31,043,000
69	Kovacs, Kimberly A	Coldwell Banker Realty	72	25,114,000
70	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	72	32,655,000
71	Griffith, Tyler R	RE/MAX Peak	72	21,507,000
72	Edwards, Kyle	The Brokerage House	71	37,348,000
73	Mancini, Mandy	Keller Williams Consultants	71	41,667,000
74	Hursh, Andrew J	The Westwood Real Estate Co.	70	26,754,000
75	Pearson, Lauren E	RE/MAX Consultant Group	70	34,917,000
76	Webb, Stephanie	Keller Williams Legacy Group	69	18,137,000
77	Kanowsky, Jeffrey I	Keller Williams Greater Cols	69	22,956,000
78	Swickard, Marnita C	e-Merge Real Estate	68	39,241,000
79	Hance, Matthew	EXP Realty, LLC	67	24,145,000
80	Berrien, Todd V	Coldwell Banker Realty	67	24,182,000
81	Doyle, Michael	EXP Realty, LLC	66	23,080,000
82	Parham, Janene R	Red 1 Realty	66	11,985,000
83	Close, Allison L	Cutler Real Estate	66	45,359,000
84	Shaffer, Carlton J	RE/MAX Partners	66	30,262,000
85	Murphy, Kristina R	Howard Hanna Real Estate Svcs	66	22,807,000
86	Rano, Richard J	RE/MAX Affiliates, Inc.	65	28,010,000
87	Chudik, Margaret L	Coldwell Banker Realty	65	28,539,000
88	Mahler, Jeff A	The Brokerage House	64	25,098,000
89	Marsh, Troy A	Keller Williams Consultants	64	23,925,000
90	Lambright, Stacey J	EXP Realty, LLC	64	27,257,000
91	Payne, Donald A	Vision Realty, Inc.	64	15,303,000
92	Madosky Shaw, Lari	Coldwell Banker Realty	64	49,012,000
93	Hughes, Malia K	Key Realty	64	23,107,000
94	Hensel, Drew R	RE/MAX ONE	64	19,310,000
95	Jackson, Patricia K	RE/MAX Genesis	63	16,960,000
96	Harr, Kathryn	RE/MAX ONE	62	17,906,000
97	Bainbridge, Brian C	CRT, Realtors	62	18,316,000
98	Ramm, Jeff	Coldwell Banker Realty	62	38,042,000
99	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	62	27,764,000
100	Hood, Shaun	Coldwell Banker Realty	61	24,541,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2024, as of Jan. 8, 2025

Rank No	Agent	Office Name	Unit	Volume
101	Flach-Moore, Stacey L	Coldwell Banker Realty	61	14,642,000
102	Fair, Diana	Ross, Realtors	60	13,245,000
103	Keffer, Tracy T	Keller Williams Greater Cols	59	18,431,000
104	Marvin, Scott A	Team Results Realty	59	20,737,000
105	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	59	17,651,000
106	Davis Spence, Katherine	The Brokerage House	59	38,079,000
107	Rooks, Scott David	Lakeside Real Estate & Auction	58	7,039,000
108	Bell, Megan L	Real Brokerage Technologies	58	17,984,000
109	Lieu, Jimmy	Swiss Realty LTD	57	12,815,000
110	Lubinsky, John D	RE/MAX Affiliates, Inc.	57	24,015,000
111	Bare, Scott T	Bauer Realty & Auctions	56	16,077,000
112	Smith, Anita K	EPCON Realty, Inc.	56	24,889,000
113	Hall, Connie L	Key Realty	55	16,388,000
114	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	55	23,567,000
115	Stevenson, Michelle L	M3K Real Estate Network Inc.	55	21,739,000
116	Ford, Clint A	Howard Hanna Real Estate Svcs	55	19,572,000
117	Erickson, Cinda D	Berkshire Hathaway HS Pro Rty	55	9,081,000
118	Weade, Branen L	Weade Realtors & Auctioneers	55	9,416,000
119	Mahon, John D	Casto Residential Realty	55	29,389,000
120	Horne, Jeffrey E	Coldwell Banker Heritage	54	12,119,000
121	Parrett, Constance D	Cutler Real Estate	54	17,815,000
122	Murphy, Patrick J	Keller Williams Consultants	54	22,339,000
123	Lyman, Remington	Reafco	53	16,465,000
124	Adams, Cody H	Coldwell Banker Realty	53	18,686,000
125	Oakley, Tamara S	Coldwell Banker Realty	53	17,215,000
126	Falah, Sinan	Coldwell Banker Realty	53	20,883,000
127	Grandey, M. Michaela	Rolls Realty	52	38,319,000
128	Pattison, Susie L	Cutler Real Estate	52	28,334,000
129	Sunderman, Mary K	Keller Williams Capital Ptnrs	52	22,152,000
130	Prewitt, Brandon T	RE/MAX Partners	51	22,871,000
131	Mitchell, Courtney J	RE/MAX Premier Choice	51	27,535,000
132	Shea, Christopher M	Keller Williams Consultants	51	17,800,000
133	Solomon, Arthur A	Coldwell Banker Heritage	51	9,226,000

Rank No	Agent	Office Name	Unit	Volume
134	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	51	23,454,000
135	Shroyer, Caroline C	Keller Williams Consultants	50	16,831,000
136	Beckett-Hill, Jill	Beckett Realty Group	50	33,415,000
137	Taylor, Jamie	Town & Country, Realtors	50	12,715,000
138	Goff, Carol	Carol Goff & Assoc.	50	16,424,000
139	Press, Marci L	Home Central Realty	50	22,321,000
140	Richards, Katie C	Keller Williams Greater Cols	50	25,385,000
141	Pacifico, Michael A	RE/MAX ONE	49	20,133,000
142	Christensen, Kim	Howard Hanna Real Estate Svcs	49	14,380,000
143	Boot, Yuriy A	BUCH Realty, LLC	49	12,821,000
144	Reynolds, Ryan D	Keller Williams Consultants	49	19,929,000
145	Liston, Zeke	Verti Commercial Real Estate L	49	14,233,000
146	White, Nathan	NextHome Experience	49	18,649,000
147	Smith, Andrew L	Red 1 Realty	49	14,821,000
148	Morrison, Natalie H	e-Merge Real Estate	48	13,284,000
149	Heicher Gale, Barbara S	Keller Williams Consultants	48	19,488,000
150	Linn, Misty D	Core Realty Collection	48	12,960,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2024, as of Jan. 8, 2025

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	400,456,000	854
2	Raines, Sandy L	The Raines Group, Inc.	244,743,000	407
3	Tartabini, Daniel V	New Advantage, LTD	189,852,000	369
4	Ruehle, Ryan J	EXP Realty, LLC	116,800,000	351
5	Cooper, Sam	Howard Hanna Real Estate Svcs	108,456,000	332
6	Fairman, Charlene K	The Realty Firm	137,649,000	273
7	Riddle, Robert J	New Albany Realty, LTD	163,529,000	247
8	Ross, James E	Red 1 Realty	58,707,000	238
9	Clarizio, Bradley	Red 1 Realty	74,218,000	231
10	Lynn, Lori	Keller Williams Consultants	83,156,000	218
11	Ruff, Jeffery W	Cutler Real Estate	131,493,000	201
12	Guanciale, Andrew P	Coldwell Banker Realty	56,529,000	171
13	Shaffer, Donald E	Howard HannaRealEstateServices	53,691,000	162
14	Graham, Mark	Countrytyme Realty, LLC	17,465,000	159
15	Beirne, Daniel J	Opendoor Brokerage LLC	47,326,000	156
16	Ritchie, Lee	RE/MAX Partners	61,518,000	156

Rank No	Agent	Office Name	Volume	Unit
17	Diaz, Byron	NextHome Experience	33,353,000	148
18	Wright, Kacey A	RE/MAX Partners	76,079,000	147
19	Collins, Charles E	Red 1 Realty	43,672,000	146
20	Tanner-Miller, Angie R	Coldwell Banker Realty	38,778,000	138
21	Looney, Sherry L	Howard HannaRealEstateServices	41,205,000	136
22	Casey, Michael A	RE/MAX Connection	59,261,000	130
23	Jones, Tracy J	Keller Williams Elevate - Stro	23,170,000	129
24	Powell, Tina M	Coldwell Banker Realty	51,011,000	124
25	Wheeler, Lacey D	Red 1 Realty	55,548,000	121
26	Ciamacco, DeLena	RE/MAX Connection	64,100,000	121
27	Ferrari, Rhiannon M	EXP Realty, LLC	44,604,000	119
28	Miller, Sam	Re/Max Stars	25,469,000	117
29	Bodipudi, Koteswara	Red 1 Realty	51,422,000	116
30	Cox, Brittany	Coldwell Banker Realty	35,504,000	113
31	Breeckner, Brian	Beckett Realty Group	32,821,000	112
32	Fisk, Jacob V	Red 1 Realty	31,467,000	109
33	Kemp, Brian D	Keller Williams Capital Ptnrs	52,143,000	108
34	Willcut, Roger E	Keller Williams Consultants	73,261,000	105
35	Fader, Scott	Joseph Walter Realty, LLC	15,357,000	103
36	Elflein, Joan	Ohio Broker Direct, LLC	38,087,000	99
37	El Mejjaty, Omar	Carleton Realty, LLC	23,039,000	99
38	Clark, Amy G	LifePoint Real Estate, LLC	40,167,000	98
39	Chiero, Kathy L	Keller Williams Greater Cols	39,836,000	97
40	Toth, Joseph Edward	RE/MAX Consultant Group	25,700,000	95
41	Kamann, Heather R	Howard Hanna Real Estate Services	36,076,000	95
42	Fox, Jermaine	EXP Realty, LLC	25,684,000	93
43	Alley, Rachel M	Keller Williams Capital Ptnrs	38,432,000	93
44	Dixon, Tracey L	Keller Williams Greater Cols	34,574,000	93
45	Hamilton, V. Patrick	REMAX Alliance Realty	19,480,000	92
46	Price, Hugh H	Howard HannaRealEstateServices	39,914,000	92
47	MacKenzie, Cynthia C	CYMACK Real Estate	45,903,000	91
48	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	38,284,000	90
49	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	40,181,000	89
50	Wills, Julie R	Howard Hanna Real Estate Svcs	38,482,000	88

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2024, as of Jan. 8, 2025

Rank No	Agent	Office Name	Volume	Unit
51	Lyubimova, Ekaterina	NextHome Experience	22,473,000	86
52	Fox-Smith, Angelina L	Coldwell Banker Realty	43,337,000	86
53	Vanhorn, Vincent K	Di Lusso Real Estate	27,107,000	85
54	MYERS, AMANDA	Rise Realty	19,819,000	84
55	Hart, Kevin	Keller Williams Capital Ptnrs	26,198,000	83
56	Roehrenbeck, James F	RE/MAX Town Center	36,501,000	82
57	Soskin, Alexander	Soskin Realty, LLC	17,744,000	81
58	Abbott, Kelly	Howard Hanna Real Estate Svcs	26,648,000	80
59	Kessel-White, Jennifer	KW Classic Properties Realty	27,641,000	79
60	Barlow, Jaime	Sell For One Percent	26,310,000	79
61	Russo, Richard	Rich Russo Realty & Co.	21,676,000	78
62	Wiley, Kelly	Keller Williams Capital Ptnrs	14,593,000	77
63	Winland, Jessica	Coldwell Banker Realty	17,847,000	76
64	Keener, Angela L	Keller Williams Consultants	26,650,000	75
65	Smith, Steven S S	Keller Williams Consultants	25,806,000	74
66	Hunter, Ling Q	Red 1 Realty	25,231,000	73
67	Barlow, Jaysen E	Sell For One Percent	24,196,000	73

Rank No	Agent	Office Name	Volume	Unit
68	Wainfor, Susan	Coldwell Banker Realty	31,043,000	72
69	Kovacs, Kimberly A	Coldwell Banker Realty	25,114,000	72
70	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	32,655,000	72
71	Griffith, Tyler R	RE/MAX Peak	21,507,000	72
72	Edwards, Kyle	The Brokerage House	37,348,000	71
73	Mancini, Mandy	Keller Williams Consultants	41,667,000	71
74	Hursh, Andrew J	The Westwood Real Estate Co.	26,754,000	70
75	Pearson, Lauren E	RE/MAX Consultant Group	34,917,000	70
76	Webb, Stephanie	Keller Williams Legacy Group	18,137,000	69
77	Kanowsky, Jeffrey I	Keller Williams Greater Cols	22,956,000	69
78	Swickard, Marnita C	e-Merge Real Estate	39,241,000	68
79	Hance, Matthew	EXP Realty, LLC	24,145,000	67
80	Berrien, Todd V	Coldwell Banker Realty	24,182,000	67
81	Doyle, Michael	EXP Realty, LLC	23,080,000	66
82	Parham, Janene R	Red 1 Realty	11,985,000	66
83	Close, Allison L	Cutler Real Estate	45,359,000	66
84	Shaffer, Carlton J	RE/MAX Partners	30,262,000	66
85	Murphy, Kristina R	Howard Hanna Real Estate Svcs	22,807,000	66
86	Rano, Richard J	RE/MAX Affiliates, Inc.	28,010,000	65
87	Chudik, Margaret L	Coldwell Banker Realty	28,539,000	65
88	Mahler, Jeff A	The Brokerage House	25,098,000	64
89	Marsh, Troy A	Keller Williams Consultants	23,925,000	64
90	Lambright, Stacey J	EXP Realty, LLC	27,257,000	64
91	Payne, Donald A	Vision Realty, Inc.	15,303,000	64
92	Madosky Shaw, Lari	Coldwell Banker Realty	49,012,000	64
93	Hughes, Malia K	Key Realty	23,107,000	64
94	Hensel, Drew R	RE/MAX ONE	19,310,000	64
95	Jackson, Patricia K	RE/MAX Genesis	16,960,000	63
96	Harr, Kathryn	RE/MAX ONE	17,906,000	62
97	Bainbridge, Brian C	CRT, Realtors	18,316,000	62
98	Ramm, Jeff	Coldwell Banker Realty	38,042,000	62
99	Calhoun, Benjamin S	Berkshire Hathaway HS Pro Rlty	27,764,000	62
100	Hood, Shaun	Coldwell Banker Realty	24,541,000	61

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2024, as of Jan. 8, 2025

Rank No	Agent	Office Name	Volume	Unit
101	Flach-Moore, Stacey L	Coldwell Banker Realty	14,642,000	61
102	Fair, Diana	Ross, Realtors	13,245,000	60
103	Keffer, Tracy T	Keller Williams Greater Cols	18,431,000	59
104	Marvin, Scott A	Team Results Realty	20,737,000	59
105	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	17,651,000	59
106	Davis Spence, Katherine	The Brokerage House	38,079,000	59
107	Rooks, Scott David	Lakeside Real Estate & Auction	7,039,000	58
108	Bell, Megan L	Real Brokerage Technologies	17,984,000	58
109	Lieu, Jimmy	Swiss Realty LTD	12,815,000	57
110	Lubinsky, John D	RE/MAX Affiliates, Inc.	24,015,000	57
111	Bare, Scott T	Bauer Realty & Auctions	16,077,000	56
112	Smith, Anita K	EPCON Realty, Inc.	24,889,000	56
113	Hall, Connie L	Key Realty	16,388,000	55
114	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	23,567,000	55
115	Stevenson, Michelle L	M3K Real Estate Network Inc.	21,739,000	55
116	Ford, Clint A	Howard Hanna Real Estate Svcs	19,572,000	55
117	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	9,081,000	55

Rank No	Agent	Office Name	Volume	Unit
118	Weade, Branen L	Weade Realtors & Auctioneers	9,416,000	55
119	Mahon, John D	Casto Residential Realty	29,389,000	55
120	Horne, Jeffrey E	Coldwell Banker Heritage	12,119,000	54
121	Parrett, Constance D	Cutler Real Estate	17,815,000	54
122	Murphy, Patrick J	Keller Williams Consultants	22,339,000	54
123	Lyman, Remington	Reafco	16,465,000	53
124	Adams, Cody H	Coldwell Banker Realty	18,686,000	53
125	Oakley, Tamara S	Coldwell Banker Realty	17,215,000	53
126	Falah, Sinan	Coldwell Banker Realty	20,883,000	53
127	Grandey, M. Michaela	Rolls Realty	38,319,000	52
128	Pattison, Susie L	Cutler Real Estate	28,334,000	52
129	Sunderman, Mary K	Keller Williams Capital Pttrs	22,152,000	52
130	Prewitt, Brandon T	RE/MAX Partners	22,871,000	51
131	Mitchell, Courtney J	RE/MAX Premier Choice	27,535,000	51
132	Shea, Christopher M	Keller Williams Consultants	17,800,000	51
133	Solomon, Arthur A	Coldwell Banker Heritage	9,226,000	51
134	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	23,454,000	51
135	Shroyer, Caroline C	Keller Williams Consultants	16,831,000	50
136	Beckett-Hill, Jill	Beckett Realty Group	33,415,000	50
137	Taylor, Jamie	Town & Country, Realtors	12,715,000	50
138	Goff, Carol	Carol Goff & Assoc.	16,424,000	50
139	Press, Marci L	Home Central Realty	22,321,000	50
140	Richards, Katie C	Keller Williams Greater Cols	25,385,000	50
141	Pacifico, Michael A	RE/MAX ONE	20,133,000	49
142	Christensen, Kim	Howard Hanna Real Estate Svcs	14,380,000	49
143	Boot, Yuriy A	BUCH Realty, LLC	12,821,000	49
144	Reynolds, Ryan D	Keller Williams Consultants	19,929,000	49
145	Liston, Zeke	Verti Commercial Real Estate L	14,233,000	49
146	White, Nathan	NextHome Experience	18,649,000	49
147	Smith, Andrew L	Red 1 Realty	14,821,000	49
148	Morrison, Natalie H	e-Merge Real Estate	13,284,000	48
149	Heicher Gale, Barbara S	Keller Williams Consultants	19,488,000	48
150	Linn, Misty D	Core Realty Collection	12,960,000	48

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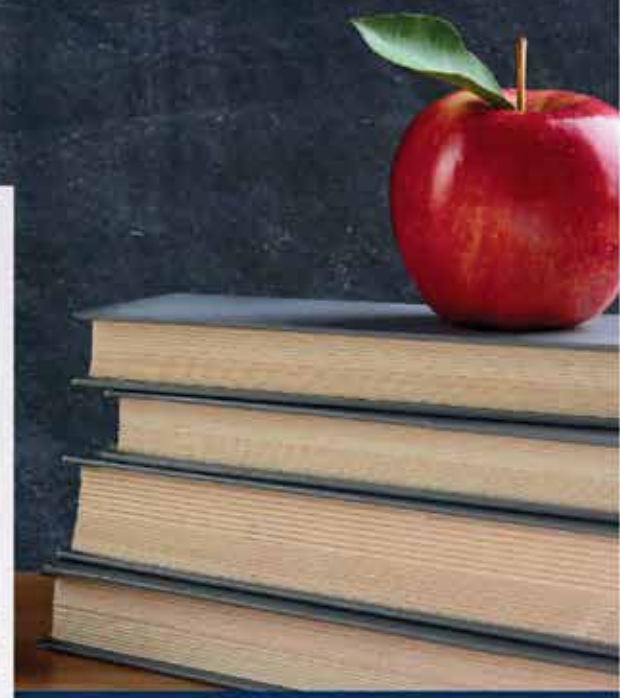


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