

COLUMBUS

JANUARY 2025

# REAL PRODUCERS<sup>®</sup>



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**ON THE RISE:**

Joseph and Samantha  
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# Start the New Year with a Breath of Fresh Air - January is Radon Awareness Month!



As we kick off the new year, let's make health and safety a top priority. January is Radon Awareness Month, a perfect reminder to think about the quality of the air we breathe in our homes. Radon, a naturally occurring radioactive gas, is the second leading cause of lung cancer in the United States, claiming thousands of lives annually. The good news? Testing for radon is simple and affordable, and mitigation systems can dramatically reduce its levels in your home. The best thing is that radon is an easy fix and should never cause a deal to fall through. Education is key.

#### Why Radon Testing Matters

Radon seeps into homes through cracks in floors, walls, and foundations. It's colorless, odorless, and tasteless, making it impossible to detect without a test. According to the Environmental Protection Agency (EPA), nearly 1 in 15 homes in the U.S. have elevated radon levels. In Ohio, it is even more important as statistics from the Ohio Department of Health show that half of all homes in Ohio have elevated radon levels.

When performed during a real estate transaction, the test has to run for a minimum of 48 hours continuously. If radon levels exceed 4 picocuries per liter (pCi/L), mitigation is recommended to protect the health of those in the house.

While testing for radon is vital, it's also a good time to evaluate other aspects of your indoor air quality:

- **Carbon Monoxide (CO):** This odorless gas is a silent killer. Install CO detectors and check them regularly.
- **Mold:** Damp areas can harbor mold, leading to respiratory issues.
- **Volatile Organic Compounds (VOCs):** Emitted by common

household products, VOCs can impact health. Air quality monitors can help detect these pollutants.

- **Allergens and Particulates:** Test for dust, pollen, and other allergens, especially if anyone in your household has asthma or allergies.

Air quality has become more of a concern in recent years. Contact us at Habitation Investigation to learn more about the different air quality testing that we can do. These can be done during the inspection portion of the contract or after the buyers take possession. We have also been contacted more regularly by current homeowners with air quality concerns.

You can schedule online 24/7 at <https://homeinspectionsinohio.com/> for a discount. If you have questions, call the office at 614.413.0075 and we will be happy to help you.

**Let's make 2025 a healthy year.**



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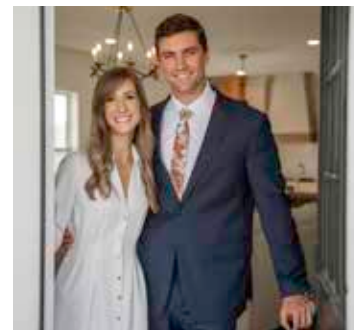


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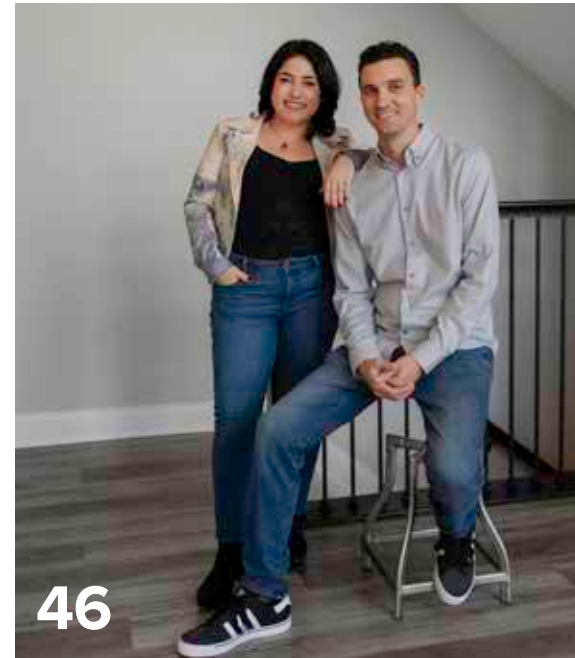
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Columnist

## Have an Idea?

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



# Ready, Set, Grow with Whitney Abraham



**THE THREE TYPES OF VIDEOS EVERY REALTOR SHOULD BE MAKING IN 2025**

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 the 3 styles of content your social strategy needs to include in 2025.

If you're looking to join the 93% of other small business owners that leverage social media as a strong part of their marketing plan, but you're not sure where to start, I am sharing 3 kinds of videos for you to focus on, even if you're a total social media rookie.

## HOME TOURS

Think MTV Cribs or HGTV. These don't have to be overly produced or even professionally filmed. These can be you, walking them through a new listing or showing them features on a new build you're loving. Let's infuse your personality and make this feel exactly like it would if you were showing a client a house.

## LOCALIZED CONTENT

The best way to get found by more LOCAL clients is to make more LOCAL content, so start showcasing your favorite spots around town and leverage relationships with small businesses by tagging them when you feature them. They're likely to share it to their platform, too, opening YOU up to all the people that follow them.

## PROFESSIONAL ADVICE FOR YOUR IDEAL CLIENT

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# "Thank Heavens for Real Estate" 4th Annual Event Look Back!

See you in March at our next Quarterly Event! Details TBA!



Happy New Year! 2024 = A Wild Ride - however, lately, that seems like EVERY YEAR since 2020! As a reminder, *Real Producers* and our preferred partners look forward to another year of supporting you and celebrating your success and hard work in the new year! Join us as we look back to our last quarterly event of 2024.

On November 14th, we held our 4th Annual "Thank Heavens for Real Estate" annual event at Pins Mechanical Co. Easton and it

was a blast! We witnessed a handful of you even be brave enough to go down the slide! We look forward to this event every year and this one was one of our team's favorites!

We look forward to our next event in March celebrating you, your commitment, and your dedication to our communities.

Thank you to our RP Affiliate Sponsors who made this event in November possible:

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See you again in March Friends!  
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22

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## FEBRUARY

27

### Living a BIG Life

Speaker Dana Gentry  
TIME TBD

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## MARCH

12

### Power of Women

Speaker Ashley Kovac  
TIME TBD

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# Habitation INVESTIGATION

BY NICK MADAMA  
IMAGES BY ORANGE VISUALS



**J**im and Laura Troth have been a force in the real estate industry for over two decades, providing high-quality home inspections and instilling confidence in buyers and real estate agents alike.

Laura moved to Ohio in 1993, where she quickly began work at a group home for children. Coincidentally, on her first day of employment, she met Jim. The two developed a team-like relationship that has been integral to their business since. Having both worked in psychology-related fields, Jim and Laura's affinity for helping people continues to be a clear motivating factor in their work.

In 2002, the pair began a new chapter of their lives together: Habitation Investigation. Through home inspections, Jim and Laura could maintain their mutual love of helping communities while branching out into the field of real estate, new for them both. Their "service-based company" prioritizes homebuyers and aims to educate individuals on the finer details of home inspections. Ultimately, the safety of one's home or property is paramount to its other qualities.

As Habitation Investigation has grown in its two decades of service, seven home inspectors have joined the team to expand the company's capabilities. Jim and Laura's daughters, Kaitlyn and Megan, have also become involved in their parents' work. Kaitlyn, their oldest, has written articles for the company while Megan, their younger daughter,

focuses on marketing and Habitation Investigation's online presence. The business has also branched into commercial property inspections while maintaining inspections for residential homes.

Integration of business and personal life is how Jim and Laura define success. The opportunity for them to collaborate with their daughters and to maintain a healthy balance between their work and private lives has been a key aspect of their work philosophy and a source of pride. Educating and teaching people is one of Jim and Laura's favorite opportunities their



**For Jim and Laura, "treating people right" is a staple of their personal lives, a virtue that undoubtedly meshes well with their professional ventures.**



**Integration of business and personal life is how Jim and Laura define success.**



**Educating and teaching people is one of Jim and Laura's favorite opportunities their career gives them.**

career gives them. Over the years, the two have talked extensively to hundreds of real estate agents, teaching online classes aimed at helping new and experienced agents better understand their role in the home buying process. Their wealth of knowledge is an asset that many real estate agents have benefitted from, something that Jim and Laura credit to their backgrounds in social work and communications.

Jim and Laura have supported Vitamin Angels for years, a nonprofit dedicated

to the improvement of maternal and child nutrition throughout a child's life. In addition, Habitation Investigation also collaborates with ADT, which shares its alarm profits with Champaign County Animal Welfare League and Vitamin Angels.

In their free time, Jim and Laura work on their secluded property in McArthur, Ohio, where they keep several chickens, plant fruit trees, and grow food for their daughters Kaitlyn and Megan, who are vegetarian and vegan respectively. Creating a sustainable and

healthy environment has proven to be a fulfilling venture for the Troths, who have always strived to give back to the people and communities of Ohio.

For Jim and Laura, "treating people right" is a staple of their personal lives, a virtue that undoubtedly meshes well with their professional ventures. People are at the center of all their engagements, residential and commercial, big and small.

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# Joseph & Samantha Bielanski

**KELLER WILLIAMS CAPITAL PARTNERS REALTY  
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BY HEATHER LOFY  
IMAGES BY KRISTEN NESTER PHOTOGRAPHY

Joe and Samantha Bielanski were both looking for a job change. The couple, who met in high school and got married in 2021, realized they had different career aspirations than they originally thought.

Joe, who always wanted to be a home builder, worked for a custom builder right out of college. After doing that for three years, Joe had an itch to sell the homes rather than build them.

“I had a lot of pride in what I was doing, but you think you know what you want to do until you actually do it,” Joe says. “I told my boss I wanted to sell new homes for him instead of build them, but he said I’d have to move to Sandusky or Findlay to do that as the Columbus sales position was filled.”

At the same time, Samantha was working as a stylist for Hollister at the Abercrombie & Fitch home office. She decided to leave to pursue a freelance career.

Since Joe and Samantha knew they didn’t want to move away from Columbus they decided to get their real estate licenses. It would allow Joe to stay in the home business while honing in on the sales aspect. Samantha kept her business as they studied for their

licenses, and Joe resigned from his job shortly before they became licensed REALTORS® in 2022.

Both now full time in the real estate business, the Bielanskis found a work home at Keller Williams Capital Partners.

“In our first year, we had a goal of doing 14 transactions and we did 15,” Joe says. “It was super motivating. We also got rookie of the year at our office.”

As they built their real estate business, the Bielanskis had to figure out how to work together while also being intentional with their time.

“As a REALTOR® you don’t have a set work schedule,” Samantha explains. “This last year, we’ve been open with our clients that we take one day of the week off, on Thursdays. Every single person has been so respectful of that boundary. That was a big challenge for us at the beginning because there is a lot of pressure to work constantly. But after a while, we felt like we needed to set some boundaries. It’s an awesome thing that we can work together as husband and wife, and it’s important to us to prioritize our personal life as well as our business.”

Most of Joe and Samantha’s business comes from referrals, as they’ve built a great network from their friends and family. They enjoy the networking that comes from the industry.

“It makes me smile so much to think that other people enjoyed our service so immensely that

“IN OUR FIRST YEAR, WE HAD A GOAL OF DOING 14 TRANSACTIONS AND WE DID 15. IT WAS SUPER MOTIVATING. WE ALSO GOT ROOKIE OF THE YEAR AT OUR OFFICE.”





they recommended it to other people,” Samantha says. “That’s the biggest compliment to me. A lot of our referrals come from friends who aren’t direct clients of ours, but know us and how hard we work.”

Joe is grateful for his home building knowledge, as it aids in how he can help clients.

“It was beneficial for me coming into this knowing how the house system works. It’s the creative problem solving I have enjoyed and bringing that construction knowledge has helped. It’s an extra level of service I’m able to provide to my clients.”

The Bielanskis recently bought their own home in Worthington, where they both grew up, and it’s something they have immense pride in and speaks of their journey to succeed as REALTORS®.

“We bought a duplex in the spring of 2021,” Samantha says. “We moved in and our plan was to be in for a year, do it again and

then buy a house. The duplex ended up being a huge blessing at the time of our career transitions. I am proud of us and how we buckled down and worked hard to purchase this home and leave the duplex. It was a one-year plan that turned into three years, but it allowed us additional flexibility when starting to build our real estate business.”

“Real estate is a good investment,” Joe says. “We educate people on protecting that asset, and we try to practice what we preach.”



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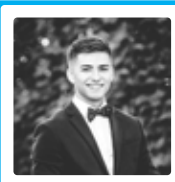
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## How to Appear **Confident** and **Engaging** on Camera for Real Estate Videos

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



In luxury real estate, a high-end listing video is often the first opportunity to connect with potential buyers. It's not just about showcasing the home—it's also about presenting yourself as a knowledgeable, approachable, and confident expert.

However, for many REALTORS®, appearing on camera can feel intimidating. This is where the expertise of a skilled videographer can make all the difference. Not only can they help you feel more comfortable, but they can also guide you to deliver a performance that will captivate your audience and make the property shine.

The first step to feeling confident on camera is establishing a sense of trust and comfort with the videographer. It's common to feel nervous in front of the lens, but the right videographer will know how to ease those nerves. Before the camera starts rolling, the vision for the video, the key features of the property, and your role in showcasing it should all be discussed.

A good videographer will reassure you that it's normal to feel nervous and will be there to guide you throughout the process. They can help you understand the flow of the shoot and what they need from you, which makes the process feel less intimidating. A relaxed mindset will help you appear more confident and natural on camera.

Body language is critical in projecting confidence. Videographers guide REALTORS® on how to stand and move in front of the camera. A strong, open posture conveys authority and approachability, while poor posture or closed-off gestures

can make a REALTOR® appear tense or disengaged. A good videographer will direct the REALTOR® on how to stand tall with shoulders back, use open hand gestures, and maintain a friendly but professional demeanor. These small adjustments can significantly improve how a REALTOR® comes across on camera.

The way a REALTOR® speaks on camera is just as important as how they look. Videographers help by coaching the REALTOR® on tone, pacing, and delivery. A confident REALTOR® speaks clearly and at a steady pace, without rushing through key points. Videographers can direct REALTORS® to slow down, use pauses to emphasize important features, and vary their tone to keep the viewer's attention. This kind of coaching helps the REALTOR® sound authoritative and engaged, further boosting their confidence.

Appearances matter in real estate, especially when it comes to high-end listings. With the guidance of a skilled videographer, REALTORS® can enhance their on-camera presence and deliver confident, engaging performances. From pre-shoot planning to real-time coaching, a collaborative effort between the REALTOR® and videographer is key to creating a video that not only showcases the property but also highlights the REALTOR's® expertise. With the right support, you'll not only shine on camera—you'll also build a stronger connection with potential buyers, showcasing your professionalism and confidence.

Reach out to us at [realtor@orangevisuals.com](mailto:realtor@orangevisuals.com) or visit our website at [orangevisuals.com](https://orangevisuals.com) to learn more about how we can assist you!

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# JENNIFER SCARLETT LEE

KELLER WILLIAMS CONSULTANTS REALTY

BY HEATHER LOFY  
IMAGES BY KRISTEN NESTER PHOTOGRAPHY



Change doesn't scare Jennifer Scarlett Lee. In fact, it has helped her be a better REALTOR®.

Growing up near Seattle, Washington, her parents divorced when she was 7 years old, and in middle school, she moved an hour away from where she had grown up, requiring her to make new friends and navigate a new setting.

"At the time, it was a big transition and I look back and think how all that change helped me be adaptable," Jennifer says. "Now, change doesn't really scare me and real estate is always changing."

Jennifer, an agent with Keller Williams Consultants, started her career in politics. While finishing her college degree in political science, she had the opportunity to work on a U.S. Congressional campaign. After the candidate won, she invited more change into her life when she moved to Washington, D.C. to work on staff for the newly elected congressman. At the time Jennifer was dating her now-husband, Jordan, whom she met in

middle school. They got engaged while she was working in Washington, D.C. and he was in seminary, and ultimately they decided to move back to Washington state.

"We got married and I ended up transitioning my skills to marketing," Jennifer shares. "It fit nicely, going from marketing a candidate to marketing a product. My husband is a pastor, and he had worked at two different churches in the Seattle area. I happened to stumble upon a job opportunity for him in Ohio. We really liked the church, so he applied and got the job. We are both open to change and like adventure and we felt God was calling us to this, so we moved our family and put down roots."

Jennifer, Jordan and their children, Vienna, 15, and Braddock, 12, moved to Ohio in 2017. Once they got settled in the Midwest, Jordan mentioned to Jennifer that she should try real estate. He had always told her she would be good at it.

"I was pretty reluctant," Jennifer says. "I viewed it as potentially cheesy, pushy and too



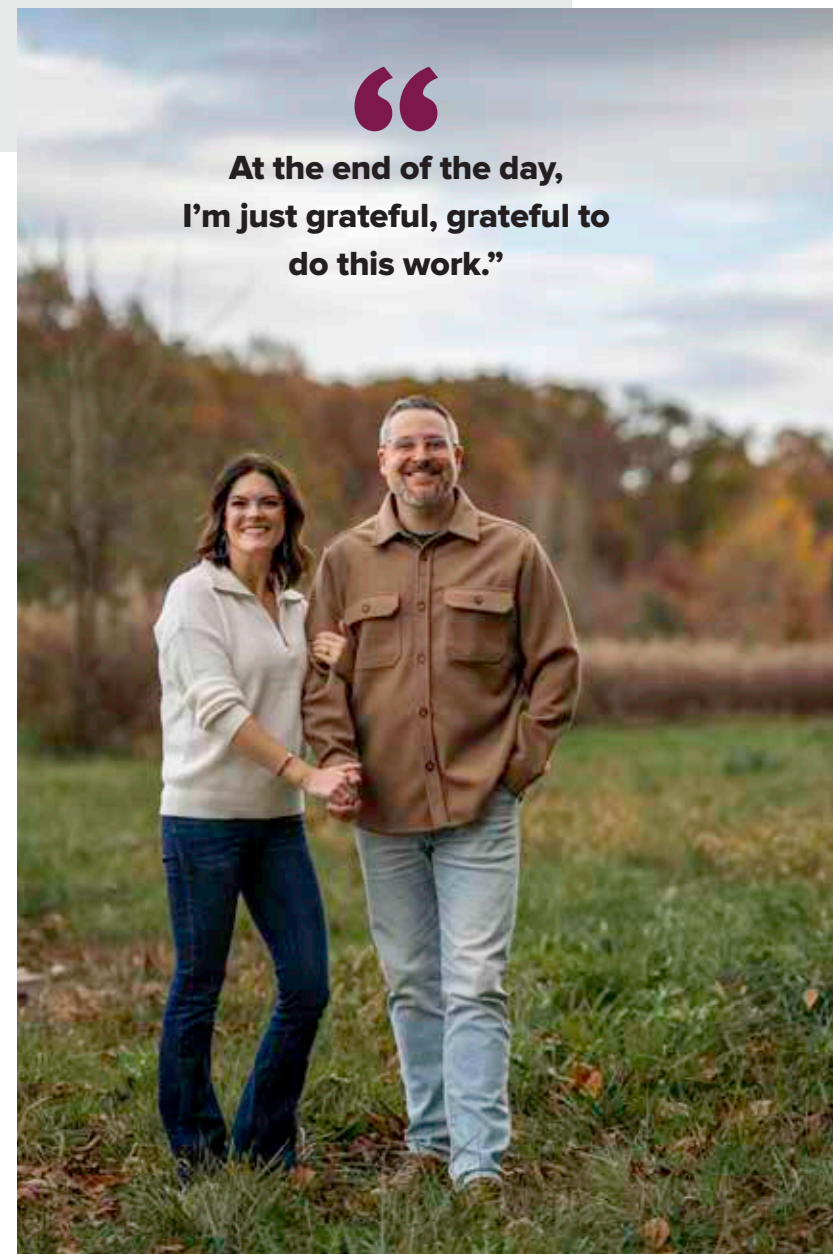
Jennifer with her husband, Jordan, and their two children, Braddock, 12, and Vienna, 15.



made to do. Nothing feels better than doing what God created you to do, and I love it.”

Jennifer was licensed toward the end of 2020 but really launched her business in February of 2021. Not being from Columbus, she realized she had to figure out a way to grow her database. After building a small network, Jennifer decided to work with Zillow leads. This ended up being a game-changer for her.

“The reason Zillow works well for me is that they do live connection calls,” Jennifer says. “These are people primed to buy. My first call was someone transferring to Columbus from out of state to teach at a Bible college. It felt like this was confirmation I had made the right call with Zillow. This year, things have



“  
**At the end of the day,  
I'm just grateful, grateful to  
do this work.”**

much about sales. I wanted to be a serious person who was taken seriously and to be seen as someone who genuinely cares about people. None of these things leapt to mind when thinking of real estate. But eventually, Jordan convinced me to sign up for the classes. I reached out to a real estate friend who told me about Brian Buffini, who has a whole program for REALTORS®. Brian talks about planting seeds of blessing to people around you and letting the chips fall as they may. This allowed me to have a big mental shift. I could simply serve people well while being comfortable and confident in who I am. I took the leap of faith and now my only regret is not doing it sooner. More than anything I've ever done, I feel like I'm doing what I was



“  
**I want to make God, my  
husband and my family  
proud, not through  
production stats, awards  
and rankings, but in how I  
treat people along the way.”**

expanded because a lot of the leads I have been working for months and even years are coming to fruition. I'm starting to get repeat and referral business.”

Jennifer shares this has allowed her to cater to her strengths as a REALTOR®.

“With real estate, there's not one right way to do it. I have found the right way to do it for me that caters to my strengths, but some agents have opposite strengths and can still do it the way that works for them. You can be intentional about playing to your strengths, and that's what I've done. What I find makes me a good REALTOR® is that it's not about me. It's about each individual client and it's going to be different for everyone.”

Jennifer notes that she couldn't do this job without a very supportive husband.

“When I need to run out to do a showing at the drop of a hat or take a call, he is there to do what is necessary on the home front,” she says. “And he works full time, too. He wants to see me succeed and he doesn't just give that lip service, he tells me everyday through his actions.”

She continues: “At the end of the day, I'm just grateful, grateful to do this work. I am passionate about doing this job and serving people well. I want to make God, my husband and my family proud, not through production stats, awards and rankings, but in how I treat people along the way. People are what really matter and that is what leaves a lasting impact.”



## Finn v. Seiser, 2024-Ohio-5288 (First Dist., Hamilton Cty.) November 6, 2024

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

This matter involved a residential home sale contract with the buyers' purchase contingent on various factors, including a home inspection. Two days after the inspection conducted by the buyers' inspector, massive flooding occurred at the property coming from the primary bathroom's shower wand. The damage

included water intrusion and a partially collapsed ceiling found by the inspector when he went back to the property to collect his radon testing equipment. The cause of the water damage was highly contested at trial.

The sellers accordingly believed the inspector caused the flooding by not properly turning off the shower wand in the primary bathroom shower during the inspection. The inspector denied causing the shower wand to malfunction and denied apologizing to the sellers on the phone.

The parties negotiated and extended the closing date multiple times to allow for repairs. However, the buyers ultimately terminated the contract and refused to close, citing ongoing issues with the property and increased insurance costs. The sellers sued the buyers for breach of contract and breach of the implied duty of good faith and fair dealing. The trial court ruled in favor of the buyers, finding that the sellers had not proven that the buyers or the inspector caused the water damage and that the property was not in move-in ready condition at the time of the scheduled closing, which decision was upheld on appeal.

With regard to whether the buyers breached the contract, the material facts regarding the sellers' performance—i.e., whether the sellers delivered the property in the condition for which the buyers contracted to buy it—and the buyers' potential excuses from performance under the contract—i.e., whether the buyers were at fault for the water damage—were in genuine dispute. Where the facts as to whether the parties' respective actions satisfied the contract are contested, as they were here, is a question of fact is presented for the trier of fact to decide. The Court of Appeals found no error in the trial court's decision setting the breach of contract claim for trial, rather than granting summary judgment, as disputed factual questions were for the trial court to decide.

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



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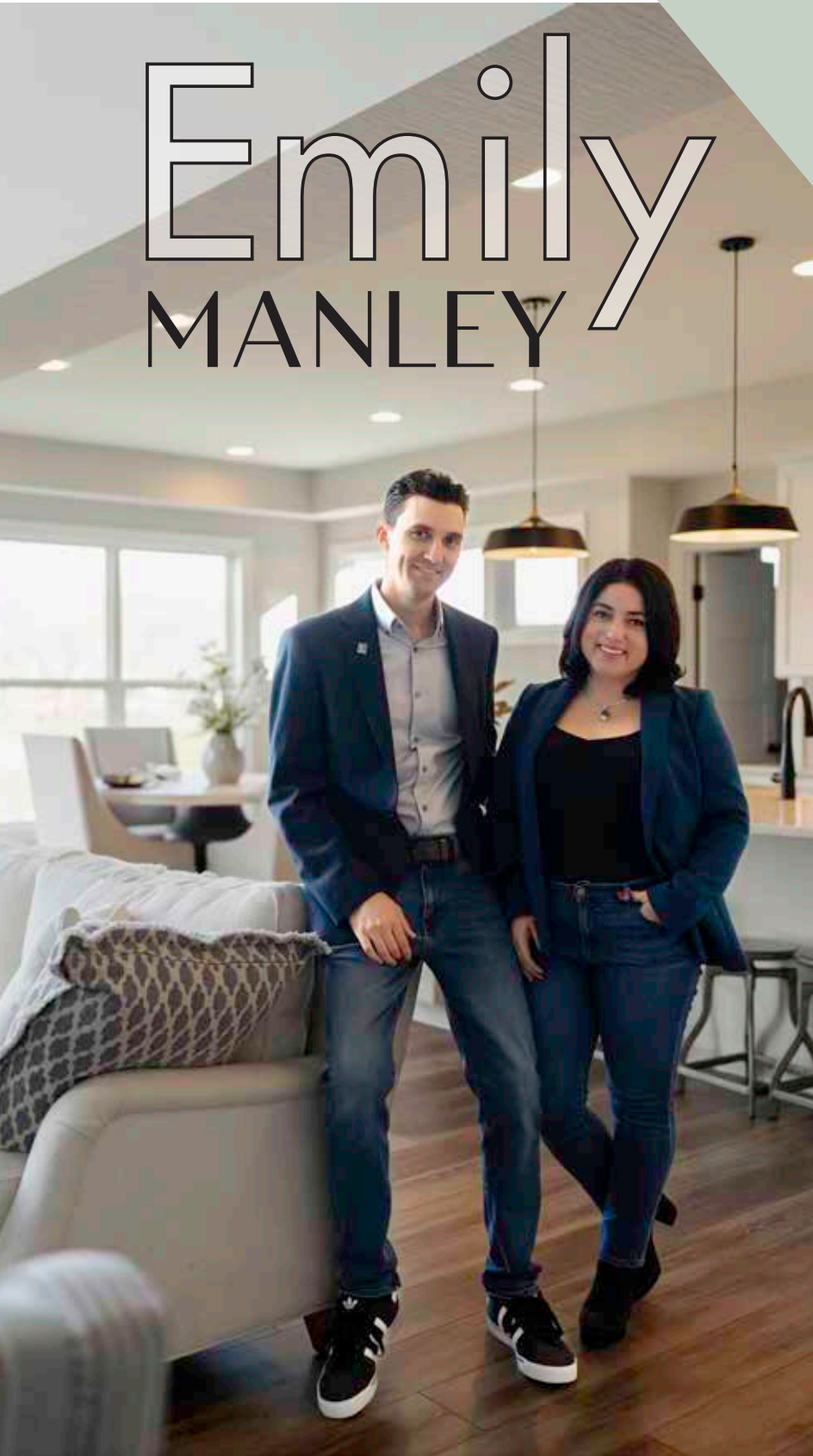
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# Emily MANLEY



E-MERGE REAL ESTATE UNLIMITED

BY NICK MADAMA  
IMAGES BY KRISTEN NESTER PHOTOGRAPHY

*Having met her husband during her senior year of high school at the age of 18, Emily and Dan Manley have made the real estate industry their shared passion for over 20 years.*

Emily was born and raised in Columbus, Ohio, where her father was known as a renowned musician and composer. When she was just 5 years old, her father passed away after struggling with opioid addiction. This experience would go on to shape Emily's worldviews and perspectives when it comes to caring for and understanding people. Her mother later remarried and the family moved to Bexley, where Emily attended Bexley High School.

While in college, Emily worked for Rockford Homes and Ryan Homes, where she sold new builds and provided back-office support in new construction for 10 years. Simultaneously, she was working on acquiring her real estate license, which she earned in 2007. While her time and experience in the building industry were valuable, Emily decided in 2013 to establish her own real estate business, with her husband Dan joining her in 2016. Doing so allowed for a more people-centric and personal approach to real estate where Emily felt she could make a bigger difference in the lives of everyday people.

People, Emily stresses, are the backbone of any community. She considers herself an "artist of people" in that she values the individual relationships that her career allows her to make. One of her core beliefs is that "everyone needs housing," a value and goal that she continues to pursue every day. Through her real estate team, she has aspired to provide homebuyers with the most personalized and consumer-friendly experience possible. For Emily and Dan, serving the public in this way has been an ever-gratifying process.

Dan, Emily's husband, is her "best friend" and supportive pillar. The pair have two daughters, Regan, 14, and Roslyn, 12. Regan, a freshman in high school, is full of intelligence and wit and is an animal lover. Roslyn,







Emily and her husband, Dan, with their two daughters, Regan (14) and Roslyn (12).



Photo courtesy of Nikki Lee Photography.



## “ANY PLACE, ANY PRICE”

currently in seventh grade, is artistic, loves theater and is very sociable.

“Any place, any price” is Emily’s motto. The lack of affordable and available housing is something that Emily cares deeply about. For many people, certain barriers make the acquisition of housing an uphill battle and at times, unobtainable altogether. Having struggled with opioid addiction herself, Emily understands some of the tough circumstances

that many individuals face when trying to find a home. Finding a home can be “make or break” for some people, so being a guiding light for those who need a home has been a goal of Emily’s for a large part of her life. Today, Emily is proudly 12 years sober and believes that her journey can be an inspiration for those struggling with addiction.

According to Emily, the biggest challenge that she faces is herself. Forming healthy habits has been vital to her mental health and personal success, which she believes is “internal” and “relative to your own experiences.” By keeping an organized schedule, she strives to be the best agent she can be. By defining success in her terms, Emily has been able to celebrate all wins, big and small. Through mentoring other agents, she has tried to instill this virtue in all her relationships.

In her free time, Emily enjoys reading books about self-care and personal development. She also enjoys true crime, thriller, and horror novels and movies. Last year, a friend of Emily and Dan’s installed a small farm in the family’s backyard. The process of learning to be more sustainable is an important part of her life and is a goal she believes we can all strive toward.

Volunteering is also a large part of Emily and Dan’s life. The two volunteer at Urban Farm Church to grow vegetables and other crops, which are then given back to the community. Emily, who is a singer, is a member of the choir at Maize Manor United Methodist Church. Emily is an avid supporter of the local arts community, specifically the Milo Arts District, including 934 Gallery, Mural Remix and The Dallas, which are Columbus-based nonprofits supporting and encouraging those in the art community. The pair have also found volunteering opportunities through an organization called Besa, which works with nonprofits to create a wide variety of volunteer roles that can be scheduled online. These experiences give Emily and Dan the chance to give back to the community for which they care so much about.

Emily has created a career around her passion for helping people in the Columbus area. By drawing on her past experiences and her love of people, she and Dan have built a team that aims to lift up homebuyers and give opportunities to those who might otherwise not be able to get the homes they deserve.

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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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# BEN GOODMAN

## THE BROKERAGE HOUSE

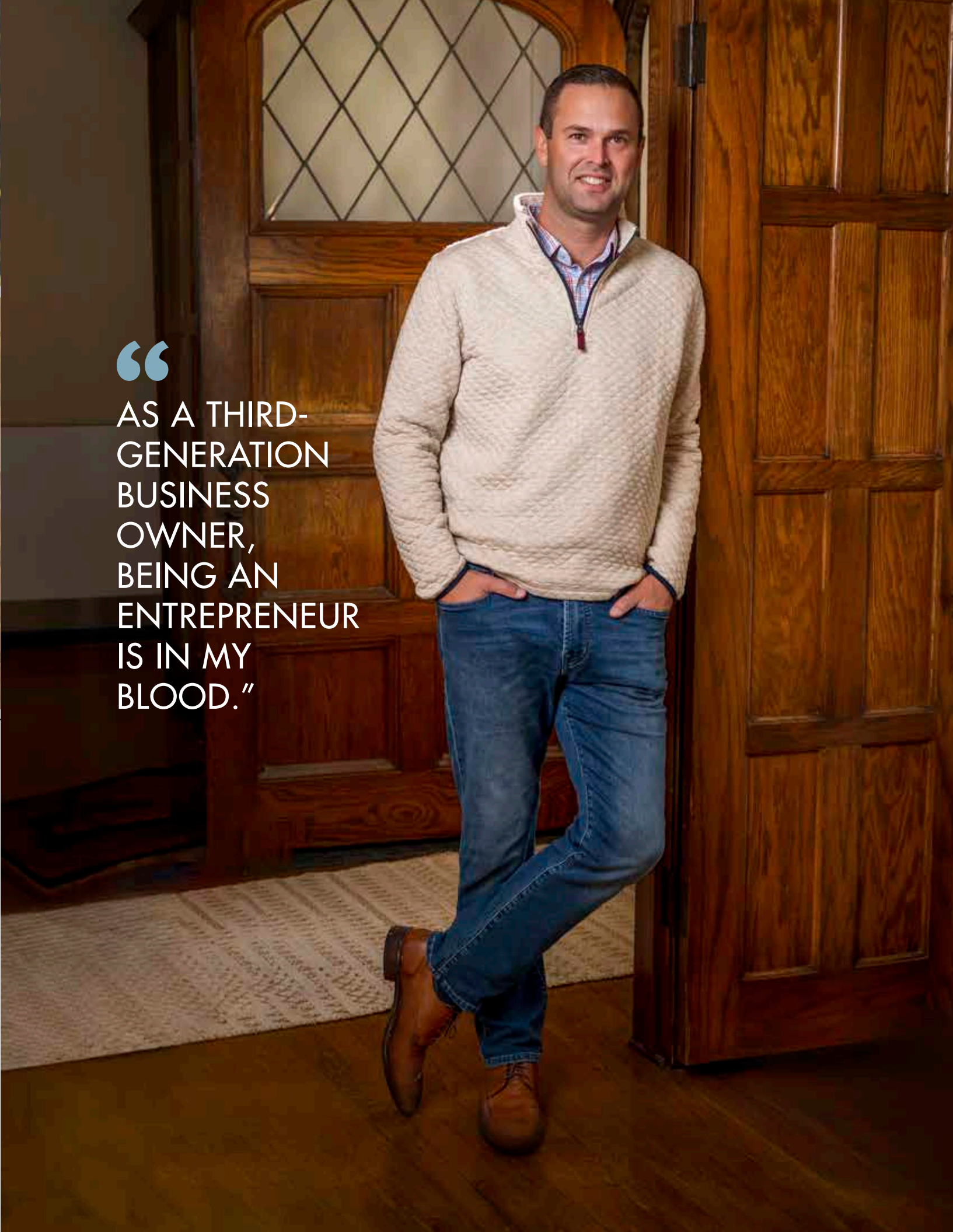
BY CAROL RICH  
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With stellar mentorship right in his own family and an instinctive understanding of how to run a business, Ben Goodman, The Brokerage House, was born to be an entrepreneur. But real estate is in his blood too. His parents instilled both a passion and a know-how for real estate that has fueled Ben's career as an investor and REALTOR®.

"Real estate was always something my parents were interested in and, at an early age, I got interested in it too," said Ben. "I'd drive around with them while they were looking at potential investment properties and they were constantly talking about real estate, which led to my obsession."



Ben and his family. From left to right: Jack (5), Margot, Cavapoo Stella, Ben and Caroline (4).



“AS A THIRD-GENERATION BUSINESS OWNER, BEING AN ENTREPRENEUR IS IN MY BLOOD.”

Ben, who grew up in Canal Winchester, comes from an entrepreneurial family that founded and ran their own company, Goodman Uniform. “As a third-generation business owner, being an entrepreneur is in my blood,” said Ben.

While studying finance at Ohio University, Ben began launching businesses. For example, he struck a deal with a national furniture company going out of business and sold their remaining inventory for a profit.

After college, Ben took over running Goodman Uniform. But he was still obsessed with real estate and at age 23 he bought his first investment property, a duplex in Upper Arlington. He and his future wife, Margot, lived in half and rented out the other unit.

“One day my dad took me aside and said, ‘You know enough about real estate, that’s your passion, you should pursue it,’” Ben remembers. “I jumped in full time.”

Ben’s work ethic and drive translated well to real estate, which he saw as a natural offshoot of his entrepreneurial ventures. He began flipping houses and buying more rentals. In 2015, he earned his REALTORS® license.

“Negotiating is one of the things I’ve really enjoyed doing,” he said. “Going the extra mile on behalf of my clients — that’s something I really love.”

Ben initially specialized in investment property sales. He now sells a complete spectrum of residential single-family homes.

In November 2024, Ben and five other founding partners launched



Ben with friends at Silverleaf Country Club in Scottsdale, Arizona. Pictured are Derek Lichtfuss, Derek Felici, Tim Janasek, Kevin Crowley and Adolph Lombardi.

Ben with Mike Reed, Whitney Logan and Brendan Mass golfing at Muirfield in Edinburgh, Scotland. It was formed in 1744 and is the world's oldest golf club.



The Brokerage House, a breakthrough brokerage of top-producing agents that formulated a collaborative, agent-driven approach to local real estate sales, along with an agent-centric culture unlike any other real estate firm. Ben and his partner agents – Jeff Mahler, Katie Davis Spence, Kyle Edwards, Emily Yoko and John Houk – all continue to run and operate their individual real estate businesses while working together collectively as business partners in this new venture.

“We’ve all worked deals together and we talked about what it would be like to do this on a higher scale,” Ben observes. “We’re going from competition to collaboration.”

The market share of these six founding agents, as of 2024 statistics, ranks The Brokerage House in the top 20 brokerages within the Columbus MLS. The founding agents are focused on improving that ranking in 2025 while furthering their individual real estate businesses and recruiting other like-minded, highly esteemed real estate professionals.

Deeply involved in his new business collaboration, Ben still prioritizes his family. He and his wife Margot, manager of visual merchandising with DSW, live in Upper Arlington. The couple has a son Jack (5) and a daughter Caroline (4), plus a Cavapoo named Stella.

The Goodman children are both active, and Ben and Margot enjoy watching

them participate in their sports events. “My son is currently in hockey, soccer and tennis, and my daughter is in gymnastics, tennis and swimming,” Ben said.

“I enjoy playing golf and I’m a member of the Worthington Hills Country Club and also a stock member at Hickory Hills Golf Club,” said Ben. “I’m also an active member of the squash league at the Athletic Club of Columbus.” Ben is an involved St. Charles alumnus and actively supports the school’s athletic programs.

In addition to attending his kids’ sports events, Ben is a Blue Jackets and Clippers season ticket holder. His son, Jack, plays Little League during the summer and Ben enjoys watching his games.

“We travel quite a bit,” Ben said. “I go on golf trips a couple of times a year and we enjoy family travel.” The Goodmans recently went to Aruba, where they had their wedding, to show their children where they got married.

Ben loves his real estate work — especially now that he’s part of The Brokerage House. “For me, it’s been like the cliché — do what you love and you never work a day in your life,” he said. “I take a personal and emotional interest in each of my clients. That’s what drives me and motivates me.”



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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2024, as of Dec. 11, 2024

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	771	362,870,000
2	Raines, Sandy L	The Raines Group, Inc.	372	221,021,000
3	Tartabini, Daniel V	New Advantage, LTD	332	170,590,000
4	Riddle, Robert J	New Albany Realty, LTD	218	143,101,000
5	Ruff, Jeffery W	Cutler Real Estate	185	123,730,000
6	Fairman, Charlene K	The Realty Firm	240	121,363,000
7	Ruehle, Ryan J	EXP Realty, LLC	318	105,826,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	302	98,657,000
9	Long, Bryan	Century 21 Frank Frye	17	79,469,000
10	Lynn, Lori	Keller Williams Consultants	205	75,360,000
11	Wright, Kacey A	RE/MAX Partners	141	73,512,000
12	Willcut, Roger E	Keller Williams Consultants	98	69,720,000
13	Clarizio, Bradley	Red 1 Realty	208	68,801,000
14	Ciamacco, DeLena	RE/MAX Connection	115	60,331,000
15	Ritchie, Lee	RE/MAX Partners	150	58,745,000
16	Casey, Michael A	RE/MAX Connection	126	57,688,000
17	Ross, James E	Red 1 Realty	219	54,499,000
18	Wheeler, Lacey D	Red 1 Realty	115	52,515,000
19	Guanciale, Andrew P	Coldwell Banker Realty	156	52,358,000
20	Shaffer, Donald E	Howard HannaRealEstateServices	154	51,418,000
21	Kemp, Brian D	Keller Williams Capital Ptnrs	103	49,619,000
22	Powell, Tina M	Coldwell Banker Realty	118	48,327,000
23	Beirne, Daniel J	Opendoor Brokerage LLC	149	45,498,000
24	Close, Allison L	Cutler Real Estate	65	44,589,000
25	MacKenzie, Cynthia C	CYMACK Real Estate	89	44,402,000
26	Bodipudi, Koteswara	Red 1 Realty	104	43,999,000
27	Ferrari, Rhiannon M	EXP Realty, LLC	109	41,619,000
28	Fox-Smith, Angelina L	Coldwell Banker Realty	81	41,594,000
29	Collins, Charles E	Red 1 Realty	133	40,333,000
30	Conley, Amy E	Cutler Real Estate	47	38,665,000
31	Swickard, Marnita C	e-Merge Real Estate	65	38,216,000
32	Mancini, Mandy	Keller Williams Consultants	64	38,018,000
33	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	85	37,920,000
34	Grandey, M. Michaela	Rolls Realty	50	37,585,000

Rank No	Agent	Office Name	Unit	Volume
35	Price, Hugh H	Howard HannaRealEstateServices	83	37,381,000
36	Madosky Shaw, Lari	Coldwell Banker Realty	54	37,154,000
37	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	87	36,923,000
38	Looney, Sherry L	Howard HannaRealEstateServices	124	36,853,000
39	Chiero, Kathy L	Keller Williams Greater Cols	89	36,641,000
40	Alley, Rachel M	Keller Williams Capital Ptnrs	85	36,472,000
41	Clark, Amy G	LifePoint Real Estate, LLC	88	36,307,000
42	Davis Spence, Katherine	The Brokerage House	56	35,899,000
43	Tanner-Miller, Angie R	Coldwell Banker Realty	129	35,702,000
44	Elflein, Joan	Ohio Broker Direct, LLC	92	35,657,000
45	Edwards, Kyle	The Brokerage House	66	35,054,000
46	Wills, Julie R	Howard Hanna Real Estate Svcs	78	34,910,000
47	Roehrenbeck, James F	RE/MAX Town Center	74	33,227,000
48	Kamann, Heather R	Howard Hanna Real Estate Services	87	32,928,000
49	Shoaf, Terra J	Keller Williams Consultants	39	32,649,000
50	Beckett-Hill, Jill	Beckett Realty Group	48	32,619,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2024, as of Dec. 11, 2024

Rank No	Agent	Office Name	Unit	Volume
51	Cox, Brittany	Coldwell Banker Realty	103	32,235,000
52	Ramm, Jeff	Coldwell Banker Realty	54	31,983,000
53	Powers, David S	Cutler Real Estate	40	31,265,000
54	Breeckner, Brian	Beckett Realty Group	107	31,176,000
55	Dixon, Tracey L	Keller Williams Greater Cols	84	30,971,000
56	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	68	30,934,000
57	Diaz, Byron	NextHome Experience	137	30,648,000
58	Carruthers, Michael D	Coldwell Banker Realty	34	30,469,000
59	Kendle, Ronald D	RE/MAX Town Center	36	30,461,000
60	Pearson, Lauren E	RE/MAX Consultant Group	62	30,435,000
61	Neff, Mark B	New Albany Realty, LTD	35	30,266,000
62	Shaffer, Carlton J	RE/MAX Partners	63	29,121,000
63	Wainfor, Susan	Coldwell Banker Realty	66	28,647,000
64	Mahon, John D	Casto Residential Realty	53	28,594,000
65	Chudik, Margaret L	Coldwell Banker Realty	64	27,729,000
66	Fisk, Jacob V	Red 1 Realty	95	26,810,000

Rank No	Agent	Office Name	Unit	Volume
67	Rano, Richard J	RE/MAX Affiliates, Inc.	61	26,160,000
68	Kessel-White, Jennifer	KW Classic Properties Realty	74	26,079,000
69	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	41	25,907,000
70	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	56	25,813,000
71	Lambright, Stacey J	EXP Realty, LLC	60	25,787,000
72	Vanhorn, Vincent K	Di Lusso Real Estate	79	25,559,000
73	Smith, Steven S S	Keller Williams Consultants	73	25,364,000
74	Hunter, Ling Q	Red 1 Realty	73	25,231,000
75	Richards, Katie C	Keller Williams Greater Cols	49	25,086,000
76	Bruce, Justin	Keller Williams Greater Cols	45	24,904,000
77	Mitchell, Courtney J	RE/MAX Premier Choice	46	24,813,000
78	Fenters, Margaret M	Coldwell Banker Realty	37	24,667,000
79	Pattison, Susie L	Cutler Real Estate	48	23,974,000
80	Hart, Kevin	Keller Williams Capital Ptnrs	75	23,757,000
81	Hood, Shaun	Coldwell Banker Realty	58	23,509,000
82	Miller, Sam	Re/Max Stars	109	23,241,000
83	Smith, Anita K	EPCON Realty, Inc.	52	23,229,000
84	Hance, Matthew	EXP Realty, LLC	64	23,126,000
85	Jones, Jane L	Howard Hanna Real Estate Svcs	22	23,115,000
86	Abbott, Kelly	Howard Hanna Real Estate Svcs	69	23,104,000
87	Godard, Cheryl S	KW Classic Properties Realty	20	23,090,000
88	Berrien, Todd V	Coldwell Banker Realty	63	23,081,000
89	Mahler, Jeff A*	The Brokerage House	59	23,062,000
90	Marsh, Troy A	Keller Williams Consultants	61	22,999,000
91	Keener, Angela L	Keller Williams Consultants	62	22,595,000
92	Hursh, Andrew J	The Westwood Real Estate Co.	61	22,571,000
93	DeVoe, Anne	Coldwell Banker Realty	24	22,483,000
94	Weiler, Robert J	The Robert Weiler Company	7	22,438,000
95	Mills, Kim	Cutler Real Estate	29	22,307,000
96	Lubinsky, John D	RE/MAX Affiliates, Inc.	52	22,048,000
97	Press, Marci L	Home Central Realty	49	22,031,000
98	Barlow, Jaime	Sell For One Percent	65	21,911,000
99	Prewitt, Brandon T	RE/MAX Partners	48	21,906,000
100	Kanowsky, Jeffrey I	Keller Williams Greater Cols	65	21,753,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2024, as of Dec. 11, 2024

Rank No	Agent	Office Name	Unit	Volume
101	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	47	21,719,000
102	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	51	21,683,000
103	Fox, Jermaine	EXP Realty, LLC	83	21,666,000
104	Barlow, Jaysen E	Sell For One Percent	66	21,652,000
105	Jones, Tracy J	Keller Williams Elevate - Stro	119	21,393,000
106	Toth, Sherrie	RE/MAX Consultant Group	89	21,381,000
107	Murphy, Kristina R	Howard Hanna Real Estate Svcs	61	21,293,000
108	Lyubimova, Ekaterina	NextHome Experience	81	21,274,000
109	Laumann, Margot M	Street Sotheby's International	40	21,088,000
110	Kovacs, Kimberly A	Coldwell Banker Realty	60	21,058,000
111	Sanepalli, Ramamohan R	Key Realty	37	21,045,000
112	Murphy, Patrick J	Keller Williams Consultants	51	20,912,000
113	Stevenson, Michelle L	M3K Real Estate Network Inc.	51	20,888,000
114	Farwick, Thomas M	KW Classic Properties Realty	42	20,851,000
115	Hinson, Alan D	New Albany Realty, LTD	16	20,551,000
116	Ackermann, Mara	RE/MAX Consultant Group	35	20,337,000
117	Winter, Brad	Engel & Volkers Real Estate Advisors	41	20,314,000
118	Mathias, Neil W	Cutler Real Estate	30	20,111,000
119	Doyle, Michael	EXP Realty, LLC	58	20,095,000
120	Bluvstein, Jake	RE/MAX Connection	41	20,069,000
121	Maze, Jamie L	Cutler Real Estate	42	20,030,000
122	Griffith, Tyler R	RE/MAX Peak	68	19,964,000
123	Shields, Bradley L	Redfin Corporation	44	19,787,000
124	Falah, Sinan	Coldwell Banker Realty	49	19,784,000
125	Sunderman, Mary K	Keller Williams Capital Ptnrs	45	19,744,000
126	El Mejjaty, Omar	Carleton Realty, LLC	86	19,720,000
127	Groza Yoko, Emily	The Brokerage House	43	19,713,000
128	Lowe, Regan M	The Brokerage House	40	19,586,000
129	Russo, Richard	Rich Russo Realty & Co.	73	19,567,000
130	Hughes, Malia K	Key Realty	54	19,497,000
131	Pacifico, Michael A	RE/MAX ONE	47	19,419,000
132	Kessler-Lennox, Jane	New Albany Realty, LTD	19	19,266,000
133	Reynolds, Ryan D	Keller Williams Consultants	47	19,239,000

Rank No	Agent	Office Name	Unit	Volume
134	Redman, Shawn	Street Sotheby's International	19	19,230,000
135	Marvin, Scott A	Team Results Realty	54	19,214,000
136	Reil, Timothy C	Keller Williams Consultants	25	19,195,000
137	Meyer, James D	Cutler Real Estate	40	19,150,000
138	Becker, Kathryn K	Coldwell Banker Realty	37	18,856,000
139	Heicher Gale, Barbara S	Keller Williams Consultants	47	18,825,000
140	Pankuch, Michael T	Forman Realtors, Inc	20	18,798,000
141	Goodman, Benjamin J	The Brokerage House	34	18,768,000
142	Chambers, Tracy	Keller Williams Consultants	41	18,560,000
143	Ford, Clint A	Howard Hanna Real Estate Svcs	52	18,512,000
144	Koontz Gilmour, Paula	KW Classic Properties Realty	36	18,446,000
145	Kullman, Gregory S	Street Sotheby's International	22	18,317,000
146	Espy, Seana M	Cutler Real Estate	30	18,302,000
147	White, Nathan	NextHome Experience	48	18,301,000
148	Adams, Cody H	Coldwell Banker Realty	52	18,291,000
149	Duff, Paige	Choice Properties Real Estate	35	17,925,000
150	Xue, Yanhua	OwnerLand Realty, Inc.	38	17,906,000

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2024, as of Dec. 11, 2024

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	362,870,000	771
2	Raines, Sandy L	The Raines Group, Inc.	221,021,000	372
3	Tartabini, Daniel V	New Advantage, LTD	170,590,000	332
4	Ruehle, Ryan J	EXP Realty, LLC	105,826,000	318
5	Cooper, Sam	Howard Hanna Real Estate Svcs	98,657,000	302
6	Fairman, Charlene K	The Realty Firm	121,363,000	240
7	Ross, James E	Red 1 Realty	54,499,000	219
8	Riddle, Robert J	New Albany Realty, LTD	143,101,000	218
9	Clarizio, Bradley	Red 1 Realty	68,801,000	208
10	Lynn, Lori	Keller Williams Consultants	75,360,000	205
11	Ruff, Jeffery W	Cutler Real Estate	123,730,000	185
12	Guanciale, Andrew P	Coldwell Banker Realty	52,358,000	156
13	Shaffer, Donald E	Howard HannaRealEstateServices	51,418,000	154
14	Ritchie, Lee	RE/MAX Partners	58,745,000	150
15	Beirne, Daniel J	Opendoor Brokerage LLC	45,498,000	149
16	Wright, Kacey A	RE/MAX Partners	73,512,000	141

Rank No	Agent	Office Name	Volume	Unit
17	Graham, Mark	Countrytyme Realty, LLC	15,503,000	138
18	Diaz, Byron	NextHome Experience	30,648,000	137
19	Collins, Charles E	Red 1 Realty	40,333,000	133
20	Tanner-Miller, Angie R	Coldwell Banker Realty	35,702,000	129
21	Casey, Michael A	RE/MAX Connection	57,688,000	126
22	Looney, Sherry L	Howard HannaRealEstateServices	36,853,000	124
23	Jones, Tracy J	Keller Williams Elevate - Stro	21,393,000	119
24	Powell, Tina M	Coldwell Banker Realty	48,327,000	118
25	Wheeler, Lacey D	Red 1 Realty	52,515,000	115
26	Ciamacco, DeLena	RE/MAX Connection	60,331,000	115
27	Miller, Sam	Re/Max Stars	23,241,000	109
28	Ferrari, Rhiannon M	EXP Realty, LLC	41,619,000	109
29	Breeckner, Brian	Beckett Realty Group	31,176,000	107
30	Bodipudi, Koteswara	Red 1 Realty	43,999,000	104
31	Cox, Brittany	Coldwell Banker Realty	32,235,000	103
32	Kemp, Brian D	Keller Williams Capital Ptnrs	49,619,000	103
33	Willcut, Roger E	Keller Williams Consultants	69,720,000	98
34	Fader, Scott	Joseph Walter Realty, LLC	13,804,000	96
35	Fisk, Jacob V	Red 1 Realty	26,810,000	95
36	Elflein, Joan	Ohio Broker Direct, LLC	35,657,000	92
37	Toth, Sherrie	RE/MAX Consultant Group	21,381,000	89
38	Chiero, Kathy L	Keller Williams Greater Cols	36,641,000	89
39	MacKenzie, Cynthia C	CYMACK Real Estate	44,402,000	89
40	Clark, Amy G	LifePoint Real Estate, LLC	36,307,000	88
41	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	36,923,000	87
42	Kamann, Heather R	Howard Hanna Real Estate Services	32,928,000	87
43	El Mejjaty, Omar	Carleton Realty, LLC	19,720,000	86
44	Alley, Rachel M	Keller Williams Capital Ptnrs	36,472,000	85
45	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	37,920,000	85
46	Dixon, Tracey L	Keller Williams Greater Cols	30,971,000	84
47	Fox, Jermaine	EXP Realty, LLC	21,666,000	83
48	Price, Hugh H	Howard HannaRealEstateServices	37,381,000	83
49	Fox-Smith, Angelina L	Coldwell Banker Realty	41,594,000	81
50	Lyubimova, Ekaterina	NextHome Experience	21,274,000	81

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2024, as of Dec. 11, 2024

Rank No	Agent	Office Name	Volume	Unit
51	Hamilton, V. Patrick	REMAX Alliance Realty	17,232,000	80
52	Vanhorn, Vincent K	Di Lusso Real Estate	25,559,000	79
53	Wills, Julie R	Howard Hanna Real Estate Svcs	34,910,000	78
54	MYERS, AMANDA	Rise Realty	17,615,000	76
55	Hart, Kevin	Keller Williams Capital Ptnrs	23,757,000	75
56	Kessel-White, Jennifer	KW Classic Properties Realty	26,079,000	74
57	Soskin, Alexander	Soskin Realty, LLC	15,993,000	74
58	Roehrenbeck, James F	RE/MAX Town Center	33,227,000	74
59	Wiley, Kelly	Keller Williams Capital Ptnrs	13,746,000	74
60	Hunter, Ling Q	Red 1 Realty	25,231,000	73
61	Russo, Richard	Rich Russo Realty & Co.	19,567,000	73
62	Smith, Steven S S	Keller Williams Consultants	25,364,000	73
63	Winland, Jessica	Coldwell Banker Realty	17,036,000	73
64	Abbott, Kelly	Howard Hanna Real Estate Svcs	23,104,000	69
65	Griffith, Tyler R	RE/MAX Peak	19,964,000	68
66	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	30,934,000	68
67	Wainfor, Susan	Coldwell Banker Realty	28,647,000	66

Rank No	Agent	Office Name	Volume	Unit
68	Edwards, Kyle	The Brokerage House	35,054,000	66
69	Barlow, Jaysen E	Sell For One Percent	21,652,000	66
70	Swickard, Marnita C	e-Merge Real Estate	38,216,000	65
71	Close, Allison L	Cutler Real Estate	44,589,000	65
72	Kanowsky, Jeffrey I	Keller Williams Greater Cols	21,753,000	65
73	Barlow, Jaime	Sell For One Percent	21,911,000	65
74	Hance, Matthew	EXP Realty, LLC	23,126,000	64
75	Mancini, Mandy	Keller Williams Consultants	38,018,000	64
76	Chudik, Margaret L	Coldwell Banker Realty	27,729,000	64
77	Shaffer, Carlton J	RE/MAX Partners	29,121,000	63
78	Webb, Stephanie	Keller Williams Legacy Group	17,094,000	63
79	Berrien, Todd V	Coldwell Banker Realty	23,081,000	63
80	Keener, Angela L	Keller Williams Consultants	22,595,000	62
81	Pearson, Lauren E	RE/MAX Consultant Group	30,435,000	62
82	Marsh, Troy A	Keller Williams Consultants	22,999,000	61
83	Rano, Richard J	RE/MAX Affiliates, Inc.	26,160,000	61
84	Murphy, Kristina R	Howard Hanna Real Estate Svcs	21,293,000	61
85	Hursh, Andrew J	The Westwood Real Estate Co.	22,571,000	61
86	Lambright, Stacey J	EXP Realty, LLC	25,787,000	60
87	Parham, Janene R	Red 1 Realty	10,950,000	60
88	Kovacs, Kimberly A	Coldwell Banker Realty	21,058,000	60
89	Mahler, Jeff A*	The Brokerage House	23,062,000	59
90	Jackson, Patricia K	RE/MAX Genesis	15,575,000	59
91	Payne, Donald A	Vision Realty, Inc.	14,169,000	58
92	Doyle, Michael	EXP Realty, LLC	20,095,000	58
93	Hood, Shaun	Coldwell Banker Realty	23,509,000	58
94	Keffer, Tracy T	Keller Williams Greater Cols	16,986,000	57
95	Bainbridge, Brian C	CRT, Realtors	16,841,000	56
96	Calhoun, Benjamin S	Berkshire Hathaway HS Pro Rlty	25,813,000	56
97	Davis Spence, Katherine	The Brokerage House	35,899,000	56
98	Flach-Moore, Stacey L	Coldwell Banker Realty	13,336,000	56
99	Fair, Diana	Ross, Realtors	12,022,000	55
100	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	16,778,000	55

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2024, as of Dec. 11, 2024

Rank No	Agent	Office Name	Volume	Unit
101	Hensel, Drew R	RE/MAX ONE	16,358,000	55
102	Marvin, Scott A	Team Results Realty	19,214,000	54
103	Hughes, Malia K	Key Realty	19,497,000	54
104	Ramm, Jeff	Coldwell Banker Realty	31,983,000	54
105	Madosky Shaw, Lari	Coldwell Banker Realty	37,154,000	54
106	Rooks, Scott David	Lakeside Real Estate & Auction	6,363,000	54
107	Mahon, John D	Casto Residential Realty	28,594,000	53
108	Bare, Scott T	Bauer Realty & Auctions	14,837,000	52
109	Harr, Kathryn	RE/MAX ONE	15,569,000	52
110	Parrett, Constance D	Cutler Real Estate	17,090,000	52
111	Adams, Cody H	Coldwell Banker Realty	18,291,000	52
112	Smith, Anita K	EPCON Realty, Inc.	23,229,000	52
113	Ford, Clint A	Howard Hanna Real Estate Svcs	18,512,000	52
114	Lubinsky, John D	RE/MAX Affiliates, Inc.	22,048,000	52
115	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	21,683,000	51
116	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	8,285,000	51
117	Bell, Megan L	Real Brokerage Technologies	16,135,000	51

Rank No	Agent	Office Name	Volume	Unit
118	Murphy, Patrick J	Keller Williams Consultants	20,912,000	51
119	Hall, Connie L	Key Realty	15,213,000	51
120	Stevenson, Michelle L	M3K Real Estate Network Inc.	20,888,000	51
121	Grandey, M. Michaela	Rolls Realty	37,585,000	50
122	Horne, Jeffrey E	Coldwell Banker Heritage	11,510,000	50
123	Lyman, Remington	Reafco	15,225,000	50
124	Weade, Branen L	Weade Realtors & Auctioneers	8,246,000	50
125	Lieu, Jimmy	Swiss Realty LTD	11,006,000	50
126	Falah, Sinan	Coldwell Banker Realty	19,784,000	49
127	Richards, Katie C	Keller Williams Greater Cols	25,086,000	49
128	Press, Marci L	Home Central Realty	22,031,000	49
129	Pattison, Susie L	Cutler Real Estate	23,974,000	48
130	Beckett-Hill, Jill	Beckett Realty Group	32,619,000	48
131	Prewitt, Brandon T	RE/MAX Partners	21,906,000	48
132	Taylor, Jamie	Town & Country, Realtors	12,335,000	48
133	White, Nathan	NextHome Experience	18,301,000	48
134	Boot, Yuriy A	BUCH Realty, LLC	12,373,000	48
135	Linn, Misty D	Core Realty Collection	12,960,000	48
136	Heicher Gale, Barbara S	Keller Williams Consultants	18,825,000	47
137	Solomon, Arthur A	Coldwell Banker Heritage	8,741,000	47
138	Conley, Amy E	Cutler Real Estate	38,665,000	47
139	Goff, Carol	Carol Goff & Assoc.	15,551,000	47
140	Pacifico, Michael A	RE/MAX ONE	19,419,000	47
141	Oakley, Tamara S	Coldwell Banker Realty	15,558,000	47
142	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	21,719,000	47
143	Reynolds, Ryan D	Keller Williams Consultants	19,239,000	47
144	Shroyer, Caroline C	Keller Williams Consultants	15,262,000	46
145	Mitchell, Courtney J	RE/MAX Premier Choice	24,813,000	46
146	Reed, Chris	Howard Hanna Real Estate Svcs	16,945,000	46
147	Morrison, Natalie H	e-Merge Real Estate	12,437,000	45
148	Churchill, Carlton A	Rich Russo Realty & Co.	11,323,000	45
149	Bruce, Justin	Keller Williams Greater Cols	24,904,000	45
150	Sunderman, Mary K	Keller Williams Capital Ptnrs	19,744,000	45

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## STAGING SELLS 2025 TRENDS

Amanda Williams  
Owner of Mission Design Co.



*It's officially the new year, so lets talk about the Design Trends we will be seeing in 2025*

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**Gold** - Gold is officially taking over. Most manufacturers are bringing on multiple shades of gold. Golds are showing up in all sheens as well, proving that there is a gold option for everyone. Matte, burnished, and yes, even the controversial polished brass is back!

**Organics** - Think about any element you find in nature. Stone looks, natural forms, natural colors, recycled materials, natural woods, natural fabrics.

**Travertine** - We are going to see this everywhere. Floors, walls, showers and furniture.



**Bold Stone** - Granite and bold stone patterns are back! Natural stone patterns will adorn fireplaces, countertops, backsplash and even bathroom sinks. The look is best in a leathered or matte finish with interesting edges and even ridges or fluting.

**Warm Tones** - We have officially moved into warmer paint tones. Think creams, caramels and chocolates.

We will see these tones reflected in paint, furniture, accessories, tile, wallpaper and even lighting.

**Mauve** - It's true. The experts are calling dusty, rosy, mauve tones are all the rage for 2025.

**Burgundy** - This beautiful, warm, rich color will be in everything from tile to textiles. It pairs perfectly with golds and wood tones.

**Ceiling Details** - Move over accent walls, it's time for ceilings to have their moment. We will be seeing wood, beams, coffords, wall paper and paint applications adorning ceilings this year.

**Wood Cabinets** - We have officially moved away from the all white kitchen and wood cabinets are taking the spotlight.

**Antiques** - Mass produced furniture is out. We are seeing beautiful antique furniture making a comeback. Personalized spaces curated with unique furniture pieces are stepping in to the spotlight and we are here for it!



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