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Ready, Get, Grow with Whitney Abraham



HOW TO INCREASE YOUR LEAD GENERATION BY 45% FOR FREE.

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 increase your lead generation and scale your Real Estate business leveraging social media.

If I told you there was a way to increase your lead generation by 45% for FREE, I'm guessing you'd be willing to look into it, right?

According to a survey done by NAR in 2021, 45% of real estate professionals surveyed said that social media was responsible for generating leads and 22% said it helped them close a deal.

In the past 5 years, we've seen a massive surge of service based professionals leveraging their social footprint to build their businesses, but for those of you thinking you're too late, I assure you, you're right on time.

Referrals are headed to your social platforms to learn more about you. What will they find when they get there? If you're one of our Reel Social Clients, they'll find a thriving collection of videos that showcase your personality and your knowledge, so that by the time they decide to reach out to you, their decision is already made. The most important investment you can make in your business right now is learning how to leverage social media to attract and convert clients.

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CONGRATULATIONS TO OUR **TOP 500** FOR **2025!**



Every year, around the end of January, a new class of Top 500 by volume is announced from the prior year's on-market data. It is always so exciting to see the messages and emails that we receive from agents who have made this recognition a part of their vision boards and what it means to be in this space. What a privilege it is to connect this facet of our community through the monthly personal stories of perseverance, dedication, hardship and heart that fill these pages month in and month out.

Numbers and ranking can be a double-edged sword in that they don't always tell the whole story and we can allow a number to consume our thoughts and even define our worth and value. I have met many agents who have no idea or care what their "number" is because what drives them is their service to others and the integrity of their work ethic and passion for making a difference. While the basis of our national platform is connecting a certain number of agents in each market, there is so much more to who we are and what we do than this ranking and number!

Our main mission in this very special community is to always Connect, Elevate & Inspire our Agents and Preferred Affiliate Partners to higher levels of relationship, growth and understanding through true connections and meaningful partnerships. We want to create a valuable space that equates to such value, that the community would not be the same without this platform.

We want to extend a sincere congratulations to our Top 500 for 2025 and THANKS for how you support us and all you do for this great city and surrounding communities.

It is a privilege to serve you!

Your Friend,

Katie Mastroianni
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See you at our Pathways to Progress event on March 12 at Columbus Academy. Grab your ticket at our event link on social media and in your email - code word for ticket purchase is: Elevate

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Amanda Williams
Owner of Mission Design Co.

The spring market has arrived and let's face it: first impressions in real estate are made online. If your listing photos don't stop potential buyers mid-scroll, you've already lost them. The good news? Home staging is your secret weapon to creating swoon-worthy spaces that make buyers want to see more.

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1. Start With a Clean Slate (Literally)

Buyers want to imagine their lives in the home, not someone else's clutter. Encourage your clients to declutter and deep-clean every space. This isn't just about tidying up—it's about creating a fresh, inviting vibe. **Pro Tip:** Don't skip the professional cleaners. This investment will go far.

2. Light It Up

Lighting is everything in photos. A dim room can look sad and uninviting, while a bright, well-lit space feels airy and welcoming. Open all the blinds, switch out yellow bulbs for daylight tones, and highlight natural light as much as possible. **Pro Tip:** Ask your photographer to shoot during "golden hour"—that dreamy time when natural light is soft and warm.

3. Creative Swaps to Depersonalize

Family photos, kid's artwork, and quirky collectibles? They've got to go. Keep the frames and swap them out for neutral photos. Books are personal, turn them around so spines face in and pages face out. **Pro Tip:** Grab a calendar with photos of landscapes and use the pictures to swap out family photos.

4. Think Like a Photographer

Photos capture what the eye doesn't always see. Advise clients to keep surfaces clear, furniture balanced, and spaces symmetrical. Make sure that all cords and tags are tucked away. Straighten that lamp shade and wipe the water spots off the faucets. **Pro Tip:** Take a few test photos with your phone. If something looks out of place or cluttered, fix it before the pros show up.

5. Highlight the Hero Rooms

Not every inch of the home needs to shine equally. Focus your efforts (and budget) on staging key spaces that buyers care about most: the living room, kitchen, master bedroom, and bathrooms. These are the rooms that sell homes. **Pro Tip:** A fluffy white duvet and coordinated throw pillows can make any bedroom look like a luxury retreat in minutes.

6. Don't Forget Curb Appeal

The outside of the home sets the tone for what's inside. A freshly mowed lawn, some potted plants, and a clean front door can go a long way in creating that "welcome home" vibe. **Pro Tip:** Have your photographer grab a twilight shot of the exterior with the lights on. It's an instant showstopper for online listings.

The Final Frame

Great staging isn't about masking flaws; it's about showcasing potential. A well-staged home doesn't just photograph better—it feels better. And when buyers feel connected to a space, they're far more likely to make an offer.

So, next time you're preparing a listing, remember: staging isn't an expense—it's an investment. With a little creativity and attention to detail, you can turn any property into the hottest ticket on the market.

Whitney Abraham

WHITNEY ABRAHAM & CO

BY NICK MADAMA • IMAGES BY KRISTEN NESTER PHOTOGRAPHY



Whitney Abraham has spent more than 15 years utilizing the powerful communicative aspects of social media. For the past seven years, she has made it her goal to share her knowledge of marketing and branding with other entrepreneurs.

In 2009, while working a high-pressure fundraising job, Whitney decided to begin a new adventure. Having always possessed a fondness for the internet's ability to connect people, she began writing a food blog. The viewership grew exponentially, eventually amassing an audience of over 1 million unique annual readers. Built solely through social media, her blog's success was the encouragement she needed to try her hand at other internet-based business ideas.

"At the time, I was just playing around and having fun. I had no idea that the skills I was learning through my hobby would eventually become a career path that would lead to so much fulfillment."

Before long, she started to use the skills she acquired from writing her blog to start an online business, which would go on to become a seven-figure platform.

Today, Whitney runs a digital marketing agency, Reel Social, that she created with her partner Kim Mills, and has a thriving private practice of clients for which she serves as their business coach and stand-in Chief Marketing Director.

Whitney grew up in Worthington, Ohio, where she attended high school and met her high school sweetheart, who she would marry once out of school. She attended Miami University, earned her degree, started her family, and began building her career. Despite this success, "there comes a time when you realize the path runs out and no one is sitting around telling you what the next right step should be."

This realization led Whitney to start living life on her terms, carving out a unique path on which she felt she could unabashedly be herself. "That's when I really started having fun."

Growing up, Whitney found it easier to suppress her strong ambitions, instead opting for a tried-and-true path. Finding the power and reach of entrepreneurship allowed her to turn her ambitions into a strength and a tool. She has never looked back.

One of the most enjoyable aspects of Whitney's career is watching her clients realize their full potential in building brands that reflect their personalities and expertise. Because social media gives individuals the opportunity to share their stories, goals and experiences with the world, Whitney finds observing her clients' online development to be an ever-rewarding process.

Much of Whitney's strength and mindset comes from her family. Her daughter Charlie, 9, has an infectious zest for everything and as her mother says, "everything she touches shines." Her son Cooper, 7, brims with ambition. His competitive spirit is a joy for his parents to witness. For Whitney, having children has turned her ambitious energy up "1,000%. Once you have a child, you realize that their willingness to go after their dreams depends on you showing them how to do that. Motherhood locked everything in for me. I knew it wasn't just about me anymore."

"I want people to know, especially women, that the possibilities for their careers are endless when they start to think of themselves as a brand instead of just a person who sells houses."

Empowering women to build strong, powerful careers is a passion Whitney gets to explore every day. To see women climb off the corporate ladder

"I want people to know,
especially women,
that the possibilities for
their careers are endless."



“The runway is truly open for success through building a personal brand.”



and forge a future that reflects their values is one of the best aspects of her job. Providing people with skills they can use for decades to come is a large part of Whitney's role. "Whether it's teaching clients how to plan, create and elevate their content, or it's helping them build additional digital revenue streams, the runway is truly open for success through building a personal brand."

One challenge that Whitney faces is keeping ahead of the rapidly changing curve that social media follows. Online marketing is always evolving, so it is necessary to keep thinking of new ways to reach people and effectively build strong brands. While her career is a large part of her identity, Whitney strives to "be the best version of myself I can be and to help as many people as possible along the way who have a mission in their hearts to do good work for good people." This goal fits into her life both at work and at home.

Outside of work, Whitney spends her time with her husband of 20 years and their children. Gardening, reading, family game nights and cooking are all ways for her to unwind. Her podcast, Capture Your Confidence, works to build confidence in adult women. Empowering a community of hard-working, free-thinking individuals is at the heart of who Whitney is.



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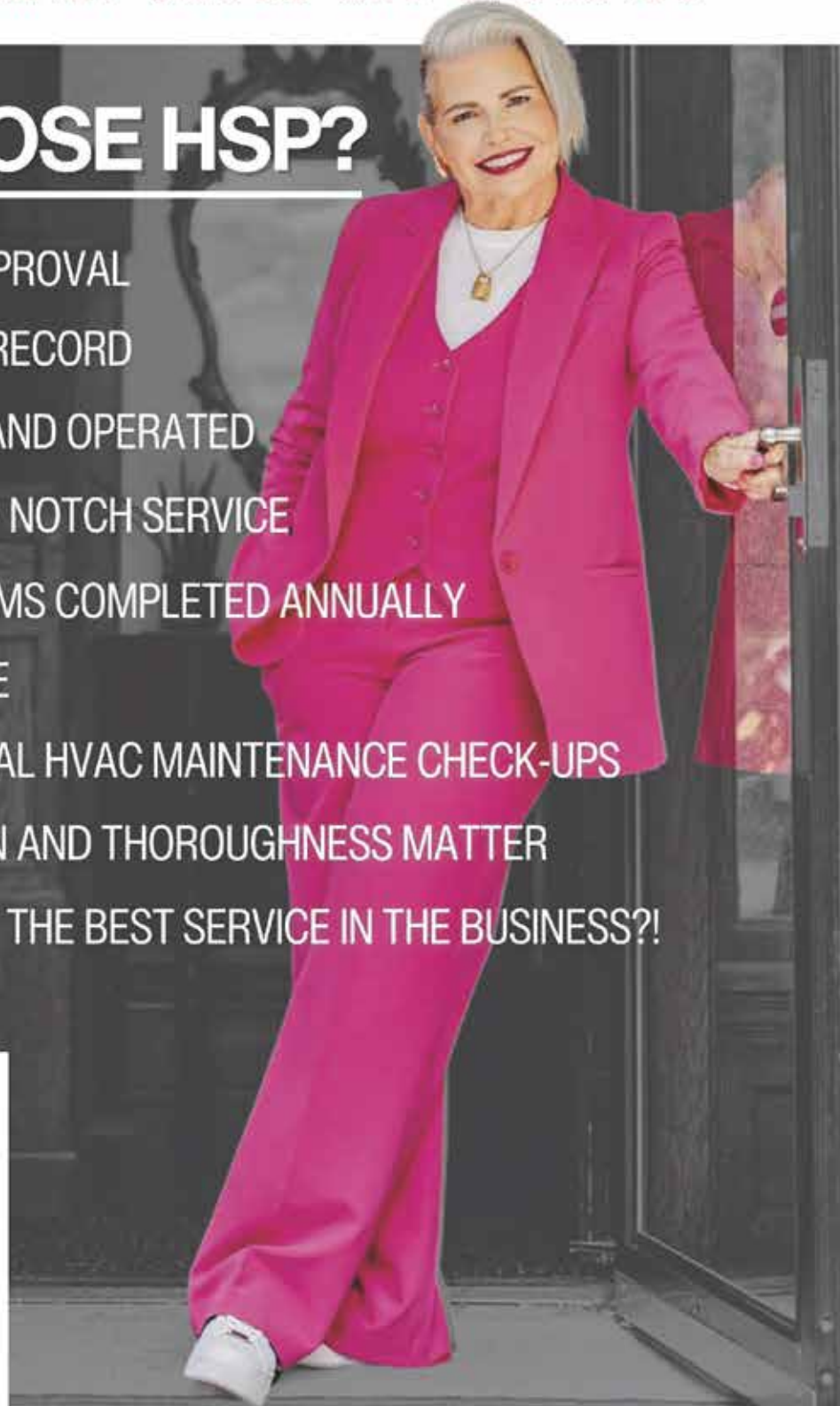
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Gabriela Durig dreamed of being a veterinarian since she was 4 years old. Born and raised in southern California, she attended UC Davis for her undergraduate degree. One visit to The Ohio State University was all it took for her to know this was the veterinary medical school for her and the Midwest is where she wanted to be.

“I received many interviews to schools, but I’m a very decisive person,” Gabriela says. “I went with my dad on a trip to Columbus for my vet school interview and instantly fell in love with Columbus. “Twenty-four hours after my interview, Ohio State called me to offer a spot in the incoming class and I made a pretty quick decision. At that point it just felt right and I canceled all my other interviews and accepted the offer.”

Gabriela met her now-husband, Drew, also a veterinarian, while at Ohio State and the couple lived in Upper Arlington. Gabriela knew she wanted to one day raise a family in Columbus with a Midwest lifestyle. However, after Gabriela and Drew graduated in 2015, they took internships in Arizona and lived there for





“Socializing and meeting new people is essential for my well-being.”

several years. They welcomed two sons: Wade, 6, and Jack, 4. The COVID-19 pandemic spurred their decision to return to Columbus in 2021, and that’s

when Gabriela’s interest in real estate began to take root.

“When we got back to Columbus, Drew and I really wanted to start investing here,” she says. “We saw the growth and believed in Columbus. We bought a few duplexes and wanted to keep growing our portfolio. I was calling my REALTOR® every day and thought, ‘Why not get my own license?’ With a little encouragement from

my husband, I studied and got licensed in late 2022.”

Gabriela’s first sale was helping a friend she met while in vet school purchase a condo in the same Upper Arlington complex where the Durigs lived during their time at OSU.

“That first transaction was so rewarding for me,” Gabriela says. “I just loved being able to make such a meaningful impact on my client and friend’s life. The excitement and appreciation that was shown by that first client left such an impression on me. I initially got into real estate to help my husband and me with buying and selling investment properties, but it quickly turned into something so much more rewarding when I started working with clients and seeing the difference it was making in their lives.”

Today, Gabriela’s career is unique: She practices both as a veterinarian and a REALTOR®, and is able to serve people in both capacities.

“2023 was my first full year as a licensed REALTOR®,” she says. “Balancing both medicine and real estate was a lot of fun, but as my real estate business expanded, I knew I had to adjust my schedule to dedicate more time to my clients and growing business. That’s when I chose to transition back to emergency medicine, where I’ve spent most of my career. This change freed up a significant amount of my daytime hours, allowing me to be fully available for my clients.”

Gabriela also knows being a mom to her two boys is a third career, and real estate allows her to spend more time with her family. Her family, especially Drew, have been so supportive of her career.

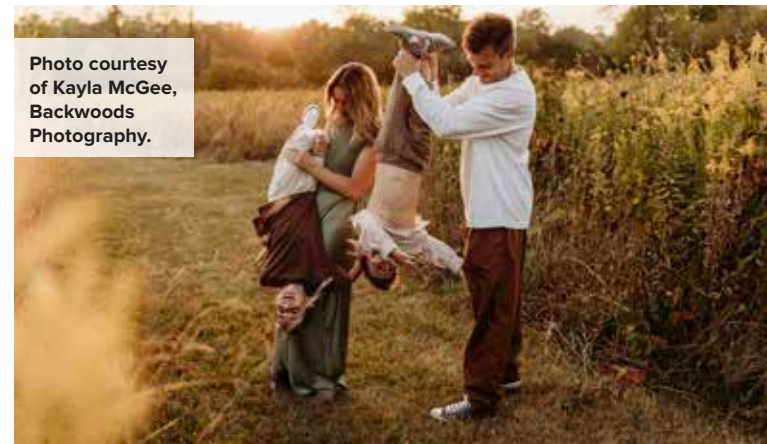


Photo courtesy of Kayla McGee, Backwoods Photography.



Gaby with her family, including husband, Drew, and sons, Wade (6) and Jack (4). Photo courtesy of Kayla McGee, Backwoods Photography.

“My mom was a stay-at-home mom and I didn’t realize how fortunate I was to have that,” Gabriela says. “Real estate has been incredibly rewarding. I now get to spend so much more quality time with my family. Being present for most school drop-offs, pick-ups and sports events is so important to me. When I decided to transition to full-time real estate, this was exactly what I envisioned achieving. I get to be a mom to the two coolest kids in the world, and having my husband as my partner and my rock is amazing. It feels like I’ve got it all.”

In the fall of 2024, Gabriela joined Jill Beckett-Hill and Beckett Realty Group. She was excited

to be able to grow alongside such a prominent agent like Jill, whose father interestingly was well-known in the Columbus veterinary world.

Gabriela’s biggest professional accomplishment is her impressive growth in the real estate industry. She continues to surpass the goals she sets for herself each year. In 2023, she received the 2023 President’s Merit Award from Columbus REALTORS®. She shares that her relationship skills really impact her business.

“I thrive on meeting new people and connecting with people from diverse backgrounds,” Gabriela says. “Socializing and meeting new people is essential for my

well-being. Most of my business has been from organic growth and the relationships I have built. I treat every client the same, regardless of the home’s price. I believe in supporting others the way I hope to be supported, and that has been a key to my success. If I’ve mastered something in any area of my life, I feel it’s my duty to share that knowledge and help others grow. When I’m helping someone, I give them my all. Being there to encourage others is incredibly rewarding. I’ve had people who did that for me, and I’m forever grateful. Treating everyone with kindness and cheering them on truly makes a difference.”

Gaby with fellow agent Jill Beckett-Hill. Photo courtesy of Lindzy Lee Photography.





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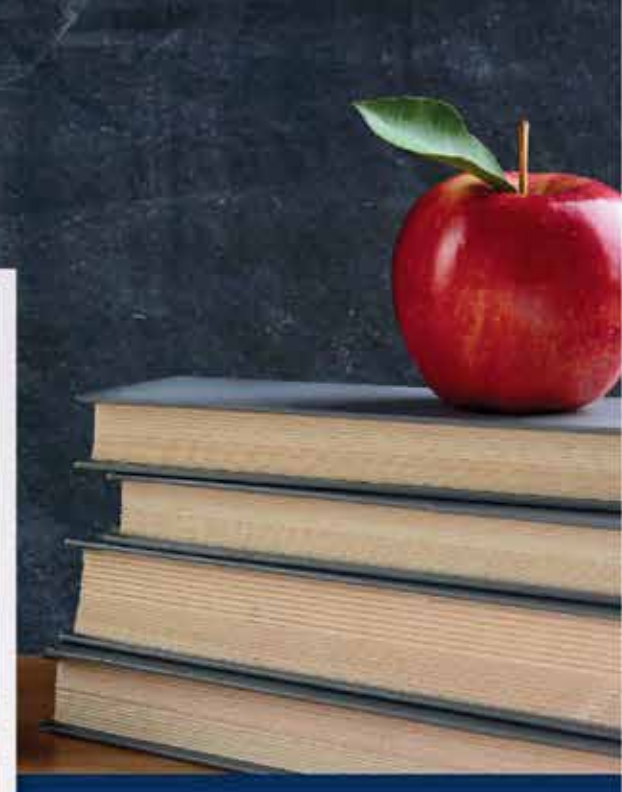
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DEEPA BAUSMAN

THE COLUMBUS AGENTS



BY HEATHER LOFY • IMAGES BY KRISTEN NESTER PHOTOGRAPHY

Many details happen behind the scenes when buying or selling a home, and Deepa Bausman is no stranger to those details. As the brokerage manager of The Columbus Agents, she focuses

on the operations to support the team's real estate agents.

Deepa credits her background in project management as the key to where she is today. Born and raised in Columbus,

Deepa earned a marketing degree from The Ohio State University and spent time doing grassroots marketing for Kaplan Test Prep in Cleveland. After she got engaged to her now-husband Jason, Deepa left her job in

Cleveland and the couple moved back to Columbus.

"I am a big believer that things happen for a reason," Deepa says. "I got a two-week temporary job to cover the front desk at

Resource Interactive (now Resource Ammirati, An IBM Company). I loved the energy and the culture there. I was lucky to get an opportunity to get hired as a project coordinator. That was the biggest turning point in my career. I spent seven years there learning what I needed to be a successful project manager. Then I moved to different agencies continuing in project management and operational roles."

Deepa and Jason also purchased their first investment property on Ohio State's campus in 2017. They still own the property today.

"I've always been so interested in homes, the interiors and the design elements," Deepa says. "After Resource I worked with FITCH, a company that does retail interior design. The folks there were a mix of architects and 3D designers. They would use 3D modeling to design interior spaces, and then would take it steps further to pick out textiles, furniture and floor coverings. It was so amazing to see that process. I was the studio manager and focused on operations including getting processes in place."

So that same year, in 2017, Deepa decided to get her real estate license. For the next two years, she balanced being a new REALTOR® with her full-time management role and being a mom to three children (she and Jason have Bela, 13, Iyla, 9, and Lian, 7). By 2019, she fully transitioned into real estate, partnering with Jeff Krider, who had helped Deepa

“ I LOVE THAT MY CHILDREN GET TO SEE THEIR MOM DOING WHAT SHE LOVES PLUS PROVIDING & CONTRIBUTING TO THE FAMILY.”



and Jason purchase their property. Deepa's first clients were a blend of investors and homeowners, and she quickly realized that her true passion lay in the operational side of real estate.

“When COVID hit and I was working from home, it allowed me to hone in on what I wanted to do,” she says. “Jeff and I were working as a team. We grew to eight agents, and I was figuring out processes for our team.”

By 2023, Deepa and Jeff made it official and formed a brokerage: The Columbus Agents. The team has now tripled their growth.

“We complement each other's strengths very well,” Deepa says. “Jeff is out there networking as the face of the brokerage and I focus on operations and really supporting the agents. We want our agents to have the best experience. The buyers and sellers are my clients, but our agents are also my clients. I am here to make sure they have the tools and support they need to succeed.”

She continues: “What I love about our brokerage is we have agents who come from all walks of life and all backgrounds. We have veterans, nurses, teachers and a former college football athlete. There are so many folks with amazing experiences, and we all have this common thread of real estate.”

Deepa notes as she and Jeff were building the team and

processes, they couldn't find a system or platform they could simply pick up and start using immediately to manage transactions and operations. After researching tools, Deepa was innovative and found something that could be adapted for their needs.

“We landed on a widely used digital platform with mobile capabilities which historically was used to manage project workflows, but we were successfully able to customize it to what we needed for real estate,” Deepa explains. “This included getting a total holistic look at our team's volume and stats and getting to a granular task level for transactions from the very start of prepping a listing through post-closing. We also leveraged it to house contact information for our trusted partners, and to store templates.”

Working in real estate also allowed Deepa to follow a passion for volunteering.

Now that all her children are in school full time, Deepa started volunteering for OhioHealth Kobacker House and HomeReach Hospice. She lost both her mom and grandma at a young age, so Deepa has always felt a calling for hospice work. Also important to her is being a mom who can balance owning a business and being present for her children.

“I love that my children get to see their mom doing what she loves plus providing and contributing to the family,” Deepa says. “When I left my former career in 2019, one of the biggest things I wanted was to work for myself. I hit a point in my life where I realized the amount of energy I have is limited and I want to have time for my family. Real estate is beautiful for that. At the end of the day, you are making a name and brand for yourself and working the way you want to work.”



Deepa with her family, including husband, Jason, and children, Lyla, 9, Lian, 7 and Bela, 13.

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Realtors, Stop Overthinking Content We Have You Covered

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS

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At Orange Visuals, we believe that every REALTOR® deserves to succeed in their marketing. While we specialize in professional real estate content, we also recognize that not every piece of marketing content needs a full production team. Sometimes, the most impactful content comes from REALTORS® themselves—raw, authentic, and filmed right from their homes.

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DERRICK SMITH

KELLER WILLIAMS CLASSIC PROPERTIES REALTY

BY HEATHER LOFY • IMAGES BY ORANGE VISUALS

Derrick Smith was working as a paralegal in foreclosure law when he had a realization. Instead of taking people's houses, he wanted to help people find one.

"I was tired of reading hardship letters," he says. "I was tired of processing files by number and not by people. I liked my job because of the workplace environment and culture, but it was not a place to grow. I felt like I would be stuck in office work the rest of my life or I could do something about it."

So in early 2020, right before the COVID-19 pandemic, Derrick got his real estate license. His plan was to work his full-time job while getting his real estate career up and running on nights and weekends, but the pandemic had other ideas. Derrick was let go from his job and was living off his 401K. He even took a job as an Uber driver and would don personal protective equipment to take COVID-positive patients to the hospital. He had a few clients here and there but was still figuring out how to grow personally and professionally.

"The person I was in 2020 is vastly different than the person I am today," Derrick says. "For a time, I was more focused on my work than interpersonal relationships and now I understand the value of work-life harmony. I feel that many in our industry, myself included, are strong individuals and we sometimes lack the ability to lean on others to make it through hard times. Mental health matters and I've spent the last few years investing in my health, mentally and physically, and I have become a better person for it. I encourage my colleagues to do the same - find your support system and live life genuinely."

Derrick's life as a REALTOR® took off in the spring of 2021 when he connected with a friend who knew the president of a company in Colorado that was relocating to Columbus. He flew to Colorado and slept on his friend's couch to take three senior leaders from the company to three separate lunches.

"I spoke to each one about Columbus," Derrick says. "I told them I was born



“HELPING PEOPLE IS WHAT I WANT TO BE KNOWN FOR”

and raised in Columbus and I wanted to share Columbus and answer any questions they had. Some were already working with a REALTOR® but others were not. One of the senior vice presidents said ‘Hey, we’d like to work with you.’ I just listed the 21st property from that adventure. I have worked really hard on referrals. A random pickleball match or conversation at a coffee shop can turn into a client. I don’t cold call. I don’t look at a numbers game. My goal is to help 20 to 30 people a year find a home and I feel that is a healthy number to goal myself with.”

The rest of 2021 was fruitful for Derrick: He was Rookie of the Year and a 2021 Top Individual Producer at Keller Williams Greater Columbus. He also received the President’s Excellence Award from Columbus REALTORS®. He’s very active and engaged on social media, especially Instagram.

“I love working with a diverse group of people,” Derrick says. “My clients stretch from first-time homebuyers to investors to professional athletes. I enjoy every challenge and every scenario. It’s really fun to make real estate a joyful journey.”

Derrick also finds joy in the things he loves outside



of work. He’s big into photography and got into snowboarding over the last few years.

“My partner is from the west coast,” Derrick explains. “I noticed she was big into snowboarding and I immediately wanted to learn. Learning snowboarding at 38 is not for the weak of heart. It’s fun and adventurous. I never want to tell myself no on trying something new. I like to work hard, play hard and rest hard.”

He continues: “The thing I love about snowboarding is you have to overcome your fear of doing it. You know you are not made of rubber. You have to overcome fear, and being able to do that is one of the most important things to grow. When you are uncomfortable, that’s when you grow. I love it for the mental exercise, and that has helped me in real estate too.”

Problem-solving and the desire to be there for his clients are essential to Derrick. A recent read, “Feel-Good Productivity” by Ali Abdaal, allowed Derrick to realize what’s most important and help him chart his course as a REALTOR®.

“I learned to have a whole mindset shift for a showing,” he says. “If I get to help a client find their home, it will be a fun day. Even if it’s the 50th home, I’m just excited



to be part of the process. I like to be lighthearted. When there is a problem, I like to smile and figure out how to solve it. For example, if I’m helping a renter, even though I’m not getting paid, I’m helping someone in their life. Making the process of buying, selling or renting a home fun for

my clients, even when it can be a stressful time, is important for all parties. We think and act more clearly and it is a win for everyone. I use the analogy that I’m a whitewater raft guide. We can go through any class of rapids, but we can navigate around the remedies and negotiations - the scary

stuff of any real estate transaction - as we need to. Just let me know your appetite for adventure and I’ll help you navigate to the finish line. Helping people is what I want to be known for, and I’m excited to reintroduce people to the truest version of myself.”



Gerhard Meyer, Et Al. v. Countrytyme Land LLC, Et Al. 2025 Ohio 151 (5th Dist., Fairfield Cty.) Jan. 21, 2025

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



In 2018, the Plaintiffs purchased 45.89 acres of land from Defendant Countrytyme Land LLC for their son's family. Countrytyme, a real estate development company, had acquired the property from an individual who previously owned 550 acres and mined 2.7 acres under a permit. Ohio Department of Natural Resources (ODNR) reported noncompliance with water monitoring and the presence of acid/toxic materials in the watershed. Collier ceased mining in 2014 and began reclamation.

Before purchasing the property, Countrytyme consulted with ODNR, completed required reclamation work, and obtained approval to change the land's use to Residential. The property, which included a house near the former mining pit, was improved and sold with disclosure that 2.7 acres were under a reclamation bond. Plaintiffs' chosen home inspection noted multiple issues, but no repairs were requested, and the purchase proceeded.

The Plaintiffs moved in with plans to establish a sanctuary for 22 rescue therapy horses. The horses drank surface water from the property. In April 2018, one horse died, followed by additional deaths in later months, all exhibiting neurological symptoms. Family members also began experiencing neurological issues, and a baby born in December 2018 had developmental delays. The family moved in May 2020, alleging eight horse deaths and ongoing health problems.

Plaintiffs claimed negligence, unjust enrichment, breach of fiduciary duty, and fraudulent misrepresentation, asserting that toxins from mining and mold caused injuries and property damage. They also alleged subsidence and landslides from improper reclamation.

The trial court ruled that the doctrine of caveat emptor barred claims of negligent misrepresentation. Under the doctrine, a buyer is precluded from recovery for a structural defect in real estate where (1) the condition complained of is open to observation or discoverable upon reasonable inspection, (2) the purchaser had the unimpeded opportunity to examine the premises, and (3) there is no fraud on the part of the vendor. The doctrine only applies to those defects that are readily discoverable upon inspection, not latent defects that are not readily discoverable. The purchase agreement stated that the offer was contingent on inspection and that buyers relied on their examination of the property. Since the Plaintiffs failed to prove fraud, those claims were also dismissed in favor of the Defendants.

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Darcie Barton

BY CAROL RICH
IMAGES BY WES AT
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REAL ESTATE MEDIA

Throughout life, Darcie Barton, Keller Williams Capital Partners, has followed her passions, led with her confidence — and achieved success.

“If you follow your passion it doesn’t feel like work,” said Darcie. “Sometimes you hit that fork in the road and it will lead you to something that you not only love to do but you happen to be good at.”

Darcie, who grew up in Hilliard, has always been very social and creative. She started college at Ohio Northern on a ceramics scholarship. “I was going to be an artist, that was the plan,” she remembers. But injuring her arm playing powderpuff football hampered her ability to create ceramic art and she lost her scholarship. Darcie transferred to Ohio State, and then decided to follow her heart and go into car sales.

For 15 years Darcie sold cars at some of central Ohio’s top dealerships including Acura of Columbus, Midwestern Auto Group and Kelly BMW. She became an expert in German luxury brands. Darcie continues to adore German-made cars. While she has an abiding love for sporty BMWs and Mercedes-Benzes, after suffering through 11 flat tires in a single year she switched to a large SUV which features super-large and hardy tires.

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“Keeping it Local” is a motto Darcie takes to heart. And it’s the reason she chose to have her photos taken at Eversole Run Farm Cattle, located in Powell. The cattle are Waygu, the breed that made Kobe beef famous. The farm’s owners raise their cattle with chemical-free grass, clover and hay pastures. Pictured, from left to right: Eversole Run Farm Cattle owners Karen and Bill Johns, Darcie and teammate Tracy Ravenscraft.

She also became a champion in a unique sport — pool. Friends recruited her to be a fourth player in a game at Fats Bar & Billiard, even though she’d never picked up a pool cue before. Darcie says the other players made so much fun of her beginner’s moves that it made her determined to up her game — and through practice, tips from a top area pool player and regular play with leagues, she did. After playing on a team that won the American Pool Players national championship, Darcie jokes that she thought, “If the car thing doesn’t work out, I could become a professional pool player.”

Darcie was still selling cars when she and her husband, Brian, moved to Harlingen, Texas, a city near South Padre Island, in 2002. Six years later, when the Great Recession hit, luxury car sales came to an abrupt halt. And Darcie started to think about changing careers.

“My husband said, ‘You would be great at real estate,’” said Darcie. “He pushed me to check it out.” Another mom in Darcie’s Mommy and Me class was a real estate agent and team leader with Keller Williams and she helped Darcie become a KW agent.



“
I love the
people! I get
to look at
houses all
day long.
Wow, this
doesn’t feel
like work
to me.”





“I absolutely fell in love with real estate,” Darcie said. “I’m a people person. I love the people! I get to look at houses all day long. Wow, this doesn’t feel like work to me.”

Darcie, who excels at strategy and loves risk, especially enjoys negotiating on her clients’ behalf. “It’s setting my clients up for a win-win situation. I’m always trying to figure out the best moves and stay two steps ahead of the game.”

In 2012, Darcie and Brian moved back to Ohio. She jokes that Columbus is Cowtown, and that she was happy to return. “Ohio will always be home. It really is a dream to be back and continue to be a part of this place called home,” Darcie said.

Going from a town with housing price points around \$80,000 to the large and thriving central Ohio market was a big adjustment. “It was like starting out all over again,” Darcie said.

Darcie stayed with Keller Williams and worked as a team leader and office manager. She found the position rewarding, but she missed working directly with buyers and sellers. In 2013, she joined The Raines Group. “I worked with The Raines Group for seven and a half years and it was an amazing experience. I owe a lot of where I am today to the systems and practices that team used.”

For the past two years, Darcie has been a managing partner with Lisa Gibbs in Keller Williams Capital Partners and the LDR Group. They work out of the company’s Worthington office along with team members Elizabeth Gibbs Conway and Tracy Ravenscraft.

Darcie and the LDR Group’s exceptional staging sets them apart. “Just putting the kitty litter in the garage doesn’t cut it anymore,” she said. “We’re very much about staging and our photographer Aaron Cropper is incredible. This combination completes our listings for the market.”

Today Darcie and her husband, a regional manager for Rail Products, live in Powell.



Darcie and team. From left to right: Tracy Ravenscraft, Darcie and Lisa Gibbs.

“Brian has been my cheerleader,” Darcie said. “If it wasn’t for him, I’d never be where I am today.”

The Bartons’ daughter Katelyn (20) is a junior at Miami University and Darcie’s marketing guru. Their son Corbin (18) sells cars at The Ricart Automall and works as Darcie’s partner in staging. The family pets include a German Shepherd, Elly, and a Husky, Lillie, plus two cats, Cozy and Gizmo.

During the COVID-19 pandemic, Darcie, missing the camaraderie of being with fellow agents, joined a Clubhouse group. Over the last four years the group of REALTORS® and vendors has stayed connected through daily calls. They share information on everything from market conditions to team-building tips.

“I’ve created some very good friendships and rapport out of these calls,” she said.

Early in 2024, while attending Keller Williams Family Reunion in Las Vegas, a spontaneous, freak accident radically changed Darcie’s plans for the year. When road construction blocked her way to the fine dining establishment, In-N-Out Burger, she made a quick decision to take a shortcut by climbing over a fence to get to the other side of the road. As graceful as Nadia Comaneci, she stuck the landing... and realized within seconds that the ground was “really hard,” and that she isn’t 21 anymore. As they say, a force in motion stays in motion. Darcie fractured her leg in 31 places. She rejected the suggestion for immediate surgery, and instead opted for some heavy pain pills, a bag of ice

and a plane home to Ohio where she has past clients in orthopedics.

For the next three months, Darcie spent time in a wheelchair during her recovery. Her sense of humor and deep well of resilience carried her through the ordeal. While she overcame daunting physical challenges – she says staging homes in a wheelchair was very interesting – her team picked up the pace and moved the business forward. “Overcoming the hurdles our team experienced — I’m very proud of all of us,” observed Darcie.

Darcie found out she could rebound from adversity and emerge stronger. And her clients are a big reason why. Summed up Darcie: “It’s definitely my clients that keep me motivated.”

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals *Corrected numbers by volume from the February 2025 edition.
Closed date from Jan. 1 - Dec. 31, 2024

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	Riddle, Robert J	New Albany Realty, LTD	247	163,529,000
5	Fairman, Charlene K	The Realty Firm	273	137,649,000
6	Ruff, Jeffery W	Cutler Real Estate	201	131,493,000
7	Ruehle, Ryan J	EXP Realty, LLC	351	116,800,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	332	108,456,000
9	Lynn, Lori	Keller Williams Consultants	218	83,156,000
10	Long, Bryan	Century 21 Frank Frye	17	79,469,000
11	Wright, Kacey A	RE/MAX Partners	147	76,079,000
12	Clarizio, Bradley	Red 1 Realty	231	74,218,000
13	Willcut, Roger E	Keller Williams Consultants	105	73,261,000
14	Ciamacco, DeLena	RE/MAX Connection	121	64,100,000
15	Ritchie, Lee	RE/MAX Partners	156	61,518,000
16	Casey, Michael A	RE/MAX Connection	130	59,261,000
17	Ross, James E	Red 1 Realty	238	58,707,000
18	Guanciale, Andrew P	Coldwell Banker Realty	171	56,529,000
19	Wheeler, Lacey D	Red 1 Realty	121	55,548,000
20	Shaffer, Donald E	Howard HannaRealEstateServices	162	53,691,000
21	Kemp, Brian D	Keller Williams Capital Ptnrs	108	52,143,000
22	Bodipudi, Koteswara	Red 1 Realty	116	51,422,000
23	Powell, Tina M	Coldwell Banker Realty	124	51,011,000
24	Madosky Shaw, Lari	Coldwell Banker Realty	64	49,012,000
25	Beirne, Daniel J	Opendoor Brokerage LLC	156	47,326,000
26	MacKenzie, Cynthia C	CYMACK Real Estate	91	45,903,000
27	Close, Allison L	Cutler Real Estate	66	45,359,000
28	Ferrari, Rhiannon M	EXP Realty, LLC	119	44,604,000
29	Collins, Charles E	Red 1 Realty	146	43,672,000
30	Fox-Smith, Angelina L	Coldwell Banker Realty	86	43,337,000
31	Mancini, Mandy	Keller Williams Consultants	71	41,667,000
32	Looney, Sherry L	Howard HannaRealEstateServices	136	41,205,000
33	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	89	40,181,000
34	Clark, Amy G	LifePoint Real Estate, LLC	98	40,167,000

Rank No	Agent	Office Name	Unit	Volume
35	Price, Hugh H	Howard HannaRealEstateServices	92	39,914,000
36	Chiero, Kathy L	Keller Williams Greater Cols	97	39,836,000
37	Swickard, Marnita C	e-Merge Real Estate	68	39,241,000
38	Tanner-Miller, Angie R	Coldwell Banker Realty	138	38,778,000
39	Conley, Amy E	Cutler Real Estate	47	38,665,000
40	Wills, Julie R	Howard Hanna Real Estate Svcs	88	38,482,000
41	Alley, Rachel M	Keller Williams Capital Ptnrs	93	38,432,000
42	Grandey, M. Michaela	Rolls Realty	52	38,319,000
43	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	90	38,284,000
44	Elflein, Joan	Ohio Broker Direct, LLC	99	38,087,000
45	Davis Spence, Katherine	The Brokerage House	59	38,079,000
46	Ramm, Jeff	Coldwell Banker Realty	62	38,042,000
47	Edwards, Kyle	The Brokerage House	71	37,348,000
48	Roehrenbeck, James F	RE/MAX Town Center	82	36,501,000
49	Kamann, Heather R	Howard Hanna Real Estate Services	95	36,076,000
50	Cox, Brittany	Coldwell Banker Realty	113	35,504,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals *Corrected numbers by volume from the February 2025 edition.
Closed date from Jan. 1 - Dec. 31, 2024




Rank No	Agent	Office Name	Unit	Volume
51	Pearson, Lauren E	RE/MAX Consultant Group	70	34,917,000
52	Dixon, Tracey L	Keller Williams Greater Cols	93	34,574,000
53	Beckett-Hill, Jill	Beckett Realty Group	50	33,415,000
54	Diaz, Byron	NextHome Experience	148	33,353,000
55	Neff, Mark B	New Albany Realty, LTD	39	33,015,000
56	Breeckner, Brian	Beckett Realty Group	112	32,821,000
57	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	72	32,655,000
58	Shoaf, Terra J	Keller Williams Consultants	39	32,649,000
59	Powers, David S	Cutler Real Estate	41	31,769,000
60	Kendle, Ronald D	RE/MAX Town Center	39	31,676,000
61	Carruthers, Michael D	Coldwell Banker Realty	36	31,661,000
62	Fisk, Jacob V	Red 1 Realty	109	31,467,000
63	Wainfor, Susan	Coldwell Banker Realty	72	31,043,000
64	Shaffer, Carlton J	RE/MAX Partners	66	30,262,000
65	Mahon, John D	Casto Residential Realty	55	29,389,000
66	Chudik, Margaret L	Coldwell Banker Realty	65	28,539,000

Rank No	Agent	Office Name	Unit	Volume
67	Pattison, Susie L	Cutler Real Estate	52	28,334,000
68	Rano, Richard J	RE/MAX Affiliates, Inc.	65	28,010,000
69	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	62	27,764,000
70	Kessel-White, Jennifer	KW Classic Properties Realty	79	27,641,000
71	Mitchell, Courtney J	RE/MAX Premier Choice	51	27,535,000
72	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	45	27,383,000
73	Lambright, Stacey J	EXP Realty, LLC	64	27,257,000
74	Vanhorn, Vincent K	Di Lusso Real Estate	85	27,107,000
75	Hursh, Andrew J	The Westwood Real Estate Co.	70	26,754,000
76	Keener, Angela L	Keller Williams Consultants	75	26,650,000
77	Abbott, Kelly	Howard Hanna Real Estate Svcs	80	26,648,000
78	Barlow, Jaime	Sell For One Percent	79	26,310,000
79	Hart, Kevin	Keller Williams Capital Ptnrs	83	26,198,000
80	Fenters, Margaret M	Coldwell Banker Realty	40	25,817,000
81	Smith, Steven S S	Keller Williams Consultants	74	25,806,000
82	Toth, Joseph Edward	RE/MAX Consultant Group	95	25,700,000
83	Fox, Jermaine	EXP Realty, LLC	93	25,684,000
84	Miller, Sam	Re/Max Stars	117	25,469,000
85	Richards, Katie C	Keller Williams Greater Cols	50	25,385,000
86	Hunter, Ling Q	Red 1 Realty	73	25,231,000
87	Kovacs, Kimberly A	Coldwell Banker Realty	72	25,114,000
88	Mahler, Jeff A*	The Brokerage House	64	25,098,000
89	Bruce, Justin	Keller Williams Greater Cols	45	24,904,000
90	DeVoe, Anne	Coldwell Banker Realty	26	24,892,000
91	Smith, Anita K	EPCON Realty, Inc.	56	24,889,000
92	Hinson, Alan D	New Albany Realty, LTD	20	24,767,000
93	Jones, Jane L	Howard Hanna Real Estate Svcs	24	24,680,000
94	Hood, Shaun	Coldwell Banker Realty	61	24,541,000
95	Barlow, Jaysen E	Sell For One Percent	73	24,196,000
96	Berrien, Todd V	Coldwell Banker Realty	67	24,182,000
97	Hance, Matthew	EXP Realty, LLC	67	24,145,000
98	Lubinsky, John D	RE/MAX Affiliates, Inc.	57	24,015,000
99	Marsh, Troy A	Keller Williams Consultants	64	23,925,000
100	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	55	23,567,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals *Corrected numbers by volume from the February 2025 edition.
Closed date from Jan. 1 - Dec. 31, 2024

Rank No	Agent	Office Name	Unit	Volume
101	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	51	23,454,000
102	Jones, Tracy J	Keller Williams Elevate - Stro	129	23,170,000
103	Hughes, Malia K	Key Realty	64	23,107,000
104	Godard, Cheryl S	KW Classic Properties Realty	20	23,090,000
105	Doyle, Michael	EXP Realty, LLC	66	23,080,000
106	El Mejjaty, Omar	Carleton Realty, LLC	99	23,039,000
107	Kanowsky, Jeffrey I	Keller Williams Greater Cols	69	22,956,000
108	Prewitt, Brandon T	RE/MAX Partners	51	22,871,000
109	Murphy, Kristina R	Howard Hanna Real Estate Svcs	66	22,807,000
110	Mills, Kim	Cutler Real Estate	30	22,761,000
111	Ackermann, Mara	RE/MAX Consultant Group	37	22,526,000
112	Lyubimova, Ekaterina	NextHome Experience	86	22,473,000
113	Weiler, Robert J	The Robert Weiler Company	7	22,438,000
114	Murphy, Patrick J	Keller Williams Consultants	54	22,339,000
115	Press, Marci L	Home Central Realty	50	22,321,000
116	Sunderman, Mary K	Keller Williams Capital Ptnrs	52	22,152,000
117	Winter, Brad	Engel & Volkers Real Estate Advisors	44	22,088,000
118	Stevenson, Michelle L	M3K Real Estate Network Inc.	55	21,739,000
119	Russo, Richard	Rich Russo Realty & Co.	78	21,676,000
120	Maze, Jamie L	Cutler Real Estate	46	21,561,000
121	Laumann, Margot M	Street Sotheby's International	41	21,558,000
122	Griffith, Tyler R	RE/MAX Peak	72	21,507,000
123	Farwick, Thomas M	KW Classic Properties Realty	43	21,446,000
124	Shields, Bradley L	Redfin Corporation	47	21,350,000
125	Parsley, David H	Ross, Realtors	45	21,141,000
126	Sanepalli, Ramamohan R	Key Realty	37	21,045,000
127	Falah, Sinan	Coldwell Banker Realty	53	20,883,000
128	Goodman, Benjamin J	The Brokerage House	37	20,808,000
129	Marvin, Scott A	Team Results Realty	59	20,737,000
130	Vietmeier, Joshua Michael	EPCON Realty, Inc.	34	20,552,000
131	Meyer, James D	Cutler Real Estate	45	20,545,000
132	Carpenter, C. H. Chip	Real Estate & Auction Services	46	20,517,000
133	Mathias, Neil W	Cutler Real Estate	31	20,486,000

Rank No	Agent	Office Name	Unit	Volume
134	Becker, Kathryn K	Coldwell Banker Realty	40	20,448,000
135	Davis, Christopher A	Auction Ohio	27	20,371,000
136	Bluvstein, Jake	RE/MAX Connection	42	20,299,000
137	Pacifico, Michael A	RE/MAX ONE	49	20,133,000
138	Lowe, Regan M	The Brokerage House	42	20,111,000
139	Chambers, Tracy	Keller Williams Consultants	44	20,046,000
140	Reynolds, Ryan D	Keller Williams Consultants	49	19,929,000
141	Kessler-Lennox, Jane	New Albany Realty, LTD	20	19,871,000
142	Reil, Timothy C	Keller Williams Consultants	26	19,860,000
143	MYERS, AMANDA	Rise Realty	84	19,819,000
144	Groza Yoko, Emily	The Brokerage House	43	19,713,000
145	Redman, Shawn	Street Sotheby's International	21	19,623,000
146	Ford, Clint A	Howard Hanna Real Estate Svcs	55	19,572,000
147	Grimm, Shannon	Howard Hanna Real Estate Svcs	44	19,489,000
148	Heicher Gale, Barbara S	Keller Williams Consultants	48	19,488,000
149	Hamilton, V. Patrick	REMAX Alliance Realty	92	19,480,000
150	Hensel, Drew R	RE/MAX ONE	64	19,310,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, 2025, as of Feb. 11, 2025

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	38	17,241,000
2	Pritchard, David S	e-Merge Real Estate Crossroads	4	12,611,000
3	Raines, Sandy L	The Raines Group, Inc.	21	12,337,000
4	Ruff, Jeffery W	Cutler Real Estate	9	8,978,000
5	Fairman, Charlene K	The Realty Firm	18	8,918,000
6	Tartabini, Daniel V	New Advantage, LTD	15	7,752,000
7	Cooper, Sam	Howard Hanna Real Estate Svcs	19	6,503,000
8	Ruehle, Ryan J	EXP Realty, LLC	22	5,978,000
9	Ross, James E	Red 1 Realty	18	4,623,000
10	Casey, Michael A	RE/MAX Connection	8	4,525,000
11	Guanciale, Andrew P	Coldwell Banker Realty	13	4,103,000
12	Willcut, Roger E	Keller Williams Consultants	5	4,080,000
13	Redman, Shawn	Street Sotheby's International	7	4,008,000
14	Lesnick, Jean M	New Albany Realty, LTD	3	3,960,000
15	Tanner-Miller, Angie R	Coldwell Banker Realty	14	3,904,000
16	Lynn, Lori	Keller Williams Consultants	13	3,833,000
17	Carruthers, Michael D	Coldwell Banker Realty	3	3,698,000
18	Wright, Kacey A	RE/MAX Partners	7	3,644,000
19	Edwards, Kyle	The Brokerage House	6	3,619,000
20	Ciamacco, DeLena	RE/MAX Connection	6	3,562,000
21	Curtis, Jamie M.	Street Sotheby's International	2	3,519,000
22	Messery, Stephen M	Red 1 Realty	1	3,500,000
23	Wigton, Wesley L	Wigton Real Estate & Auction	1	3,500,000
24	Clarizio, Bradley	Red 1 Realty	11	3,306,000
25	Keffer, Tracy T	Keller Williams Greater Cols	3	3,272,000
26	Riddle, Robert J	New Albany Realty, LTD	6	3,155,000
27	Grandey, M. Michaela	Rolls Realty	3	2,904,000
28	King, Joan D	RE/MAX Achievers	3	2,900,000
29	Ritchie, Lee	RE/MAX Partners	9	2,876,000
30	Ramm, Jeff	Coldwell Banker Realty	4	2,818,000
31	Wills, Julie R	Howard Hanna Real Estate Svcs	5	2,807,000
32	Breeckner, Brian	Beckett Realty Group	11	2,802,000
33	Chiero, Kathy L	Keller Williams Greater Cols	9	2,757,000
34	Sunderman, Mary K	Keller Williams Capital Ptnrs	5	2,725,000

Rank No	Agent	Office Name	Unit	Volume
35	Mancini, Mandy	Keller Williams Consultants	8	2,710,000
36	Houston, Angela D	Coldwell Banker Realty	6	2,668,000
37	Reil, Timothy C	Keller Williams Consultants	4	2,653,000
38	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	6	2,631,000
39	Fortin, Thomas J	Thomas Fortin & Company LLC.	1	2,605,000
40	MacKenzie, Cynthia C	CYMACK Real Estate	5	2,602,000
41	Fisk, Jacob V	Red 1 Realty	10	2,569,000
42	Earl, Jennifer S	Keller Williams Capital Ptnrs	5	2,566,000
43	Holt, Amanda	Coldwell Banker Realty	3	2,426,000
44	Beirne, Daniel J	Opendoor Brokerage LLC	7	2,410,000
45	Conley, Amy E	Cutler Real Estate	2	2,386,000
46	Romanelli, Antonio	Keller Williams Greater Cols	5	2,349,000
47	Patzer, Staci L	Keller Williams Consultants	3	2,345,000
48	Bodipudi, Koteswara	Red 1 Realty	5	2,326,000
49	Ferrari, Rhiannon M	EXP Realty, LLC	3	2,294,000
50	Hughes, Malia K	Key Realty	7	2,272,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, 2025, as of Feb. 11, 2025

Rank No	Agent	Office Name	Unit	Volume
51	Goecke, Thomas A	Crawford Hoying Real Estate	2	2,270,000
52	Lawson, Jessica L	Revolution Realty LLC	5	2,230,000
53	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	4	2,213,000
54	Lubinsky, John D	RE/MAX Affiliates, Inc.	5	2,194,000
55	Burnheimer, Colin	Thrive Realty, Ltd.	2	2,180,000
56	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	8	2,154,000
57	Hinson, Alan D	New Albany Realty, LTD	2	2,150,000
58	Giessler, Gregory J	Cam Taylor Co. Ltd., Realtors	2	2,150,000
59	Taylor, Jamie	Town & Country, Realtors	8	2,108,000
60	Jagger, Stephen L	Auction Ohio	2	2,100,000
61	Hamilton, V. Patrick	REMAX Alliance Realty	9	2,066,000
62	Parker, Kelly A	Howard Hanna Real Estate Svcs	7	2,059,000
63	Wahlsmith, Butch	Redfin Corporation	2	2,050,000
64	Lambright, Stacey J	EXP Realty, LLC	5	2,020,000
65	Hoffman, Julie	Howard Hanna Real Estate Svcs	2	2,014,000
66	Lucas, Lauren L	KW Classic Properties Realty	5	1,987,000

Rank No	Agent	Office Name	Unit	Volume
67	Hance, Matthew	EXP Realty, LLC	5	1,974,000
68	West, Jared	e-Merge Real Estate	4	1,927,000
69	Ullman, Jon W	J W Cutler & Assocs., Inc	6	1,910,000
70	Pacifico, Michael A	RE/MAX ONE	4	1,910,000
71	Turner, Jamie L	Coldwell Banker Realty	1	1,900,000
72	Parrett, Constance D	Cutler Real Estate	5	1,894,000
73	Shetler, Kobe	Kaufman Realty & Auctions	3	1,865,000
74	Kean, Kaitlyn Christine	Core Realty Collection	3	1,860,000
75	Buehler, Craig	Coldwell Banker Realty	5	1,858,000
76	Sanepalli, Ramamohan R	Key Realty	2	1,858,000
77	Alley, Rachel M	Keller Williams Capital Ptnrs	6	1,842,000
78	Shaffer, Donald E	Howard HannaRealEstateServices	5	1,830,000
79	Hood, Shaun	Coldwell Banker Realty	5	1,820,000
80	Goff, Carol	Carol Goff & Assoc.	5	1,810,000
81	Reeves, Carol A	RE/MAX Achievers	4	1,805,000
82	Provost, Kristy D	Red 1 Realty	3	1,800,000
83	Guzzo, Ronald A	RE/MAX Premier Choice	2	1,775,000
84	Durant, Rachael Grace	Coldwell Banker Realty	2	1,755,000
85	Dotson, Sarah	Coldwell Banker Realty	3	1,753,000
86	Collins, Charles E	Red 1 Realty	7	1,752,000
87	West, James D	Revolution Realty LLC	2	1,750,000
88	Garner, Mark A	Mainstream Realty Pros	6	1,730,000
89	Listebarger, Laura E	Century 21 Excellence Realty	4	1,726,000
90	Brooks, Michelle R	Red 1 Realty	5	1,726,000
91	Chamberlain Horner, Susanne	Engel & Volkers Real Estate Advisors	1	1,725,000
92	Lehner, Ian J	Realty Solutions	3	1,705,000
93	Harrington, Sarah	RE/MAX Revealty	1	1,700,000
94	Pahouja, Sumeet	New Home Star, LLC	4	1,700,000
95	sabarna, qais	Keller Williams Greater Cols	6	1,697,000
96	Alexander, Danielle Y	Coldwell Banker Realty	5	1,690,000
97	Payne, Donald A	Vision Realty, Inc.	7	1,688,000
98	Barker, Tera	Century 21 Excellence Realty	2	1,683,000
99	Whitten, Glen	Ohio Property Group, LLC	6	1,666,000
100	Jackson, Patricia K	RE/MAX Genesis	5	1,661,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, 2025, as of Feb. 11, 2025

Rank No	Agent	Office Name	Unit	Volume
101	Cox, Brittany	Keller Williams Greater Cols	5	1,653,000
102	Panhuis, Tiffany	Coldwell Banker Realty	3	1,643,000
103	Kidd, Tatyana	Coldwell Banker Realty	3	1,640,000
104	Tiu, Trudy D	Walker Tiu Real Estate Group	4	1,625,000
105	Esker, Wendy	Howard Hanna Real Estate Svcs	5	1,603,000
106	Xue, Yanhua	OwnerLand Realty, Inc.	4	1,599,000
107	Campbell Staebler, Mary H	Coldwell Banker Realty	4	1,595,000
108	Looney, Sherry L	Howard HannaRealEstateServices	6	1,585,000
109	Pattison, Susie L	Cutler Real Estate	3	1,580,000
110	Lorenz, Jonathan	Lim Realty Group	1	1,577,000
111	Styer, Jonathan C	Styer RE Professionals	1	1,577,000
112	Janitzki, Seth J	Cam Taylor Co. Ltd., Realtors	3	1,553,000
113	Shields, Bradley L	Redfin Corporation	6	1,553,000
114	Forman, Martin J	Forman Realtors, Inc	2	1,550,000
115	Hamilton, Lindsey Nicole	Red 1 Realty	1	1,550,000
116	Carman, Danielle W	MDC Realty Limited	1	1,550,000
117	Knecht, Dylan J	RE/MAX Apex	6	1,550,000
118	Chambers, Tracy	Keller Williams Consultants	2	1,549,000
119	Fergus, Jill S	Keller Williams Capital Ptnrs	4	1,546,000
120	Kirk, Jon F	RE/MAX Premier Choice	2	1,545,000
121	Straub, Sheila M	Coldwell Banker Realty	2	1,545,000
122	Barnett, Terri Ann	RE/MAX Main Street	2	1,540,000
123	Webster, Jenna A	Webster Real Estate	6	1,539,000
124	Roginson, Gretchen M	Coldwell Banker Realty	3	1,535,000
125	Crocco, Katie	RE/MAX Winners	4	1,523,000
126	Liston, Zeke	Verti Commercial Real Estate L	5	1,520,000
127	Miller, Samuel T	Howard Hanna Real Estate Svcs	6	1,517,000
128	Fair, Diana	Ross, Realtors	5	1,510,000
129	Kenney, Teresa M	Keller Williams Consultants	2	1,455,000
130	Sotherden, Mark H	EMC Realty LLC	2	1,453,000
131	Herman, Amanda	Realty ONE Group Refined	3	1,447,000
132	Mulvany, Bryan R	Hart Real Estate Agency LLC	5	1,445,000
133	Rano, Richard J	RE/MAX Affiliates, Inc.	2	1,443,000

Rank No	Agent	Office Name	Unit	Volume
134	Moore, John W	Key Realty	4	1,418,000
135	Nungesser, Joshua	Keller Williams Greater Cols	4	1,408,000
136	Kanowsky, Jeffrey I	Keller Williams Greater Cols	5	1,407,000
137	Hursh, Andrew J	The Westwood Real Estate Co.	5	1,406,000
138	Ryan, Kristina	Move Real Estate	3	1,405,000
139	Warner, Mark A	RE/MAX Premier Choice	1	1,400,000
140	Jubach, Jody M	Key Realty	2	1,395,000
141	Judd, Katrina M	Howard Hanna Real Estate Svcs	2	1,395,000
142	Young, Renee C	BerkshireHathawayPlatRltyGroup	3	1,393,000
143	Neff, Mark B	New Albany Realty, LTD	2	1,380,000
144	Dooley, Bruce W	KW Classic Properties Realty	2	1,379,000
145	Lyubimova, Ekaterina	NextHome Experience	6	1,379,000
146	Russell, Kimberly J	RE/MAX ONE	4	1,377,000
147	Montunna, Julian	Howard Hanna Real Estate Svcs	2	1,375,000
148	Beckett-Hill, Jill	Beckett Realty Group	3	1,367,000
149	Lepore, Sarah S	Fourseasons Realty LLC.	4	1,358,000
150	Simpson, Kimberly L	Real of Ohio	1	1,355,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, 2025, as of Feb. 11, 2025

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	17,241,000	38
2	Ruehle, Ryan J	EXP Realty, LLC	5,978,000	22
3	Raines, Sandy L	The Raines Group, Inc.	12,337,000	21
4	Cooper, Sam	Howard Hanna Real Estate Svcs	6,503,000	19
5	Ross, James E	Red 1 Realty	4,623,000	18
6	Fairman, Charlene K	The Realty Firm	8,918,000	18
7	Tartabini, Daniel V	New Advantage, LTD	7,752,000	15
8	Tanner-Miller, Angie R	Coldwell Banker Realty	3,904,000	14
9	Lynn, Lori	Keller Williams Consultants	3,833,000	13
10	Guancia, Andrew P	Coldwell Banker Realty	4,103,000	13
11	Graham, Mark	Countrytyme Realty, LLC	1,271,000	12
12	Breckner, Brian	Beckett Realty Group	2,802,000	11
13	Clarizio, Bradley	Red 1 Realty	3,306,000	11
14	Fisk, Jacob V	Red 1 Realty	2,569,000	10
15	Ritchie, Lee	RE/MAX Partners	2,876,000	9
16	Chiero, Kathy L	Keller Williams Greater Cols	2,757,000	9

Rank No	Agent	Office Name	Volume	Unit
17	Hamilton, V. Patrick	REMAX Alliance Realty	2,066,000	9
18	Ruff, Jeffery W	Cutler Real Estate	8,978,000	9
19	Milligan, Dana M	Parker Realty Associates	1,102,000	8
20	Casey, Michael A	RE/MAX Connection	4,525,000	8
21	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	2,154,000	8
22	Mancini, Mandy	Keller Williams Consultants	2,710,000	8
23	Taylor, Jamie	Town & Country, Realtors	2,108,000	8
24	Wright, Kacey A	RE/MAX Partners	3,644,000	7
25	Payne, Donald A	Vision Realty, Inc.	1,688,000	7
26	Soskin, Alexander	Soskin Realty, LLC	1,179,000	7
27	Hughes, Malia K	Key Realty	2,272,000	7
28	Redman, Shawn	Street Sotheby's International	4,008,000	7
29	Solomon, Arthur A	Coldwell Banker Heritage	1,106,000	7
30	Hensel, Taryn L	RealtyOhio Real Estate	772,000	7
31	Hensel, Drew R	RE/MAX ONE	1,258,000	7
32	Collins, Charles E	Red 1 Realty	1,752,000	7
33	Beirne, Daniel J	Opendoor Brokerage LLC	2,410,000	7
34	Parker, Kelly A	Howard Hanna Real Estate Svcs	2,059,000	7
35	Ullman, Jon W	J W Cutler & Assocs., Inc	1,910,000	6
36	Rooks, Scott David	Lakeside Real Estate & Auction	865,000	6
37	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	2,631,000	6
38	sabarna, qais	Keller Williams Greater Cols	1,697,000	6
39	Miller, Samuel T	Howard Hanna Real Estate Svcs	1,517,000	6
40	Looney, Sherry L	Howard HannaRealEstateServices	1,585,000	6
41	Whitten, Glen	Ohio Property Group, LLC	1,666,000	6
42	Miller, Sam	Re/Max Stars	410,000	6
43	Houston, Angela D	Coldwell Banker Realty	2,668,000	6
44	Garner, Mark A	Mainstream Realty Pros	1,730,000	6
45	Riddle, Robert J	New Albany Realty, LTD	3,155,000	6
46	Ciamacco, DeLena	RE/MAX Connection	3,562,000	6
47	Knecht, Dylan J	RE/MAX Apex	1,550,000	6
48	Lyubimova, Ekaterina	NextHome Experience	1,379,000	6
49	Waite, Greg L	Home Central Realty	841,000	6
50	Edwards, Kyle	The Brokerage House	3,619,000	6

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, 2025, as of Feb. 11, 2025

Rank No	Agent	Office Name	Volume	Unit
51	Shields, Bradley L	Redfin Corporation	1,553,000	6
52	Jones, Tracy J	Keller Williams Elevate	1,233,000	6
53	Webster, Jenna A	Webster Real Estate	1,539,000	6
54	Alley, Rachel M	Keller Williams Capital Ptnrs	1,842,000	6
55	Jackson, Patricia K	RE/MAX Genesis	1,661,000	5
56	MacKenzie, Cynthia C	CYMACK Real Estate	2,602,000	5
57	Hance, Matthew	EXP Realty, LLC	1,974,000	5
58	Romanelli, Antonio	Keller Williams Greater Cols	2,349,000	5
59	Earl, Jennifer S	Keller Williams Capital Ptnrs	2,566,000	5
60	Watson, Gregery T	Red 1 Realty	1,284,000	5
61	Wills, Julie R	Howard Hanna Real Estate Svcs	2,807,000	5
62	Liston, Zeke	Verti Commercial Real Estate L	1,520,000	5
63	Fair, Diana	Ross, Realtors	1,510,000	5
64	Kanowsky, Jeffrey I	Keller Williams Greater Cols	1,407,000	5
65	Lieu, Jimmy	Swiss Realty LTD	1,158,000	5
66	Edelblute, Martha M	REAL ESTATE PRO'S	799,000	5
67	Cooper, Joshua D	RE/MAX Revealty	1,167,000	5

Rank No	Agent	Office Name	Volume	Unit
68	Pettit, Jennifer N	EXP Realty, LLC	785,000	5
69	Lubinsky, John D	RE/MAX Affiliates, Inc.	2,194,000	5
70	Mullins, Rebekah	Red 1 Realty	1,194,000	5
71	Price, Hugh H	Howard HannaRealEstateServices	1,231,000	5
72	Alexander, Danielle Y	Coldwell Banker Realty	1,690,000	5
73	Huscroft, Nicholas	Chosen Real Estate Group	808,000	5
74	Fader, Scott	Joseph Walter Realty, LLC	514,000	5
75	Cox, Brittany	Keller Williams Greater Cols	1,653,000	5
76	Goff, Carol	Carol Goff & Assoc.	1,810,000	5
77	Cottrell, Shelley A	Howard Hanna Real Estate Svcs	1,147,000	5
78	Buehler, Craig	Coldwell Banker Realty	1,858,000	5
79	Welch, Colleen A	New Millennium Realty	243,000	5
80	Sunderman, Mary K	Keller Williams Capital Ptnrs	2,725,000	5
81	Shaffer, Donald E	Howard HannaRealEstateServices	1,830,000	5
82	Lawson, Jessica L	Revolution Realty LLC	2,230,000	5
83	Lambright, Stacey J	EXP Realty, LLC	2,020,000	5
84	Mulvany, Bryan R	Hart Real Estate Agency LLC	1,445,000	5
85	Lucas, Lauren L	KW Classic Properties Realty	1,987,000	5
86	Brooks, Michelle R	Red 1 Realty	1,726,000	5
87	Adams, Cody H	Coldwell Banker Realty	1,251,000	5
88	Willcut, Roger E	Keller Williams Consultants	4,080,000	5
89	Jacob, Nathan D	Valor Real Estate	1,354,000	5
90	Thompson, Drey B	ERA Real Solutions Realty	821,000	5
91	Orewiler, Alec	Errington Realty LLC.	1,232,000	5
92	Hood, Shaun	Coldwell Banker Realty	1,820,000	5
93	Cozad, Jason	Sibcy Cline, Inc	1,033,000	5
94	Parrett, Constance D	Cutler Real Estate	1,894,000	5
95	Esler, Wendy	Howard Hanna Real Estate Svcs	1,603,000	5
96	Hursh, Andrew J	The Westwood Real Estate Co.	1,406,000	5
97	Bodipudi, Koteswara	Red 1 Realty	2,326,000	5
98	Freyhof, Kristin M	Champaign Realty	440,000	4
99	Reil, Timothy C	Keller Williams Consultants	2,653,000	4
100	Reeves, Carol A	RE/MAX Achievers	1,805,000	4

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, 2025, as of Feb. 11, 2025

Rank No	Agent	Office Name	Volume	Unit
101	Barker, Dara L	Keller Williams Consultants	1,140,000	4
102	Ramm, Jeff	Coldwell Banker Realty	2,818,000	4
103	Pritchard, David S	e-Merge Real Estate Crossroads	12,611,000	4
104	Tiu, Trudy D	Walker Tiu Real Estate Group	1,625,000	4
105	Finch, Dawn R	Coldwell Banker Realty	1,077,000	4
106	White, Nathan	NextHome Experience	1,335,000	4
107	Stern, Phillip Warren	Realistar	705,000	4
108	Flach-Moore, Stacey L	Coldwell Banker Realty	1,255,000	4
109	Bluvstein, Jake	RE/MAX Connection	1,179,000	4
110	Webb, Stephanie	Keller Williams Legacy Group	840,000	4
111	Schutte, Linda M	Key Realty	716,000	4
112	Clark, Amy G	Cutler Real Estate	1,024,000	4
113	Minor, Heather C	Core Realty Collection	960,000	4
114	El Mejjaty, Omar	Carleton Realty, LLC	959,000	4
115	Adkins, Arielle L	NextHome Experience	1,342,000	4
116	Russell, Kimberly J	RE/MAX ONE	1,377,000	4
117	Crocco, Katie	RE/MAX Winners	1,523,000	4

Rank No	Agent	Office Name	Volume	Unit
118	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	1,124,000	4
119	Kovacs, Kimberly A	Coldwell Banker Realty	888,000	4
120	Pacifico, Michael A	RE/MAX ONE	1,910,000	4
121	Cashman, Stephanie J	RE/MAX Allegiance	902,000	4
122	West, Jared	e-Merge Real Estate	1,927,000	4
123	Keener, Angela L	Keller Williams Consultants	1,267,000	4
124	Hunter, Ling Q	Red 1 Realty	1,230,000	4
125	Langley, Jason N	Langley, Realtors&Auctioneers	436,000	4
126	Hemmert, Benjamin Thomas	Howard Hanna Real Estate Svcs	2,213,000	4
127	Diaz, Byron	NextHome Experience	1,124,000	4
128	Kemp, Brian D	Keller Williams Capital Ptnrs	1,333,000	4
129	Listebarger, Laura E	Century 21 Excellence Realty	1,726,000	4
130	Pahouja, Sumeet	New Home Star, LLC	1,700,000	4
131	Moore, John W	Key Realty	1,418,000	4
132	Weade, Branen L	Weade Realtors & Auctioneers	1,224,000	4
133	Xue, Yanhua	OwnerLand Realty, Inc.	1,599,000	4
134	Lepore, Sarah S	Fourseasons Realty LLC.	1,358,000	4
135	Cliffel, Carrie	The Columbus Agents	1,194,000	4
136	Bruce, Justin	Keller Williams Greater Cols	977,000	4
137	Barlow, Jaysen E	Sell For One Percent	1,130,000	4
138	Paul, Amy E	e-Merge Real Estate Premium	1,255,000	4
139	Fergus, Jill S	Keller Williams Capital Ptnrs	1,546,000	4
140	Collins, Matthew	Bauer Realty & Auctions	1,092,000	4
141	Campbell Staebler, Mary H	Coldwell Banker Realty	1,595,000	4
142	Hottle, Jason R	MODERN OHIO REALTY	1,332,000	4
143	Cumbo, Kimberly A	Key Realty	1,158,000	4
144	Lawhorn, Kimberly J	RE/MAX ONE	1,071,000	4
145	Nungesser, Joshua	Keller Williams Greater Cols	1,408,000	4
146	Allgood, Amanda M	e-Merge Real Estate	648,000	4
147	Layton, Cynthia	Century 21 Frank Frye	745,000	4
148	Morgan, Rayna J	e-Merge Real Estate	642,000	3
149	Wright, Reuel O	Coldwell Banker Realty	1,059,000	3
150	Brenner, Andrew O	LPT Realty	500,000	3

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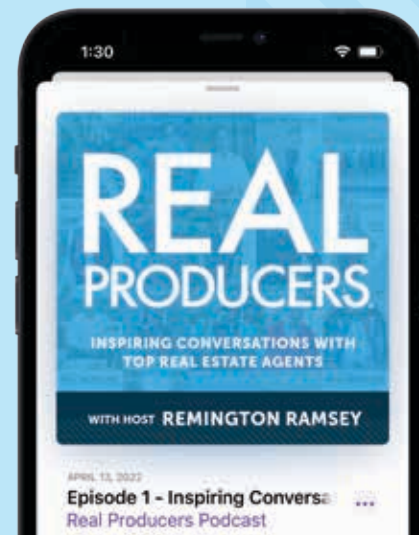
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