

COLUMBUS

AUGUST 2026

REAL PRODUCERS[®]



On the Rise
ANDREA HENG

Agent on Fire
MEGAN BROWN

COVER IMAGE BY WES AT BOARD &
BATTEN REAL ESTATE MEDIA

The Powell Buehler Group

COLDWELL BANKER REALTY: LEAVING A LEGACY

CONNECTING. ELEVATING. INSPIRING.



ZIPPY SHELL GREATER COLUMBUS

Moving & Storage Made Simple

Zippy Shell treats each customer with the highest quality of care for all services. We bring the storage container to you.

You load the street-legal Zippy Shell at your own pace and when you're done, we'll pick it up and take it safely to storage or your new home local or nationwide. It's as easy as that!



"We came to know the owner of Zippy Shell Greater Columbus, David Rothman, after we sold his home. We have used Zippy Shell numerous times and fully trust their services and staff with our clients."

~ The Raines Group



We offer:

Traditional Zippy Shell or POD-Style Containers
Local & Nationwide Moving
Indoor Climate Controlled Storage
DIY Loading or Full Service Loading is available

Call **614-915-0800** and mention this offer
to claim one month of **FREE** declutter storage!

ZippyShellColumbus.com

THE RIGHT GUIDE CHANGES EVERYTHING.

Most people don't
struggle because they
lack talent.

They struggle because
nobody showed them the
way.

LET'S FIND OUT WHAT'S POSSIBLE.

MARK JAYNES | NMLS 12220

614.845.5200

mjaynes@rapidmortgage.com



Contents



The Powell
Buehler Group **52**
COVER STORY

PROFILES



22 Two Men and a Truck |
Two Men and a JUNK Truck



28 Andrea Heng



42 Megan Brown

IN THIS ISSUE

- 6** Preferred Partners
- 12** Publisher's Note
- 22** **Featured Affiliate:** Two Men and a Truck |
Two Men and a JUNK Truck
- 28** **On the Rise:** Andrea Heng
- 36** **Real Brand Boost:** How to Write a
Script for a Good Listing Video
- 42** **Agent on Fire:** Megan Brown
- 48** Legally Speaking
- 52** **Real Producer:** The Powell Buehler Group,
Coldwell Banker Realty
- 62** Standings

If you are interested in nominating people for certain stories,
please email us at: katie@rpcolumbus.com

AMANDA WILLIAMS
Owner of Mission Design Co.



The Secret Weapon for Faster Sales in Columbus? A Design Consultation.

In the current Columbus housing market, differentiation is crucial. Buyers are quickly scrolling through listings, forming opinions in mere seconds, and making emotional choices based on the ambiance of a home—not solely its price per square foot. I strongly believe that one of the most strategic decisions a real estate agent can make is to collaborate with an interior designer for a pre-listing consultation. Here's why.

Working with a design expert can significantly improve the experience for both you and your clients in the following ways:

1. We See What Buyers Will See

As interior designers, we're trained to spot what's helping a space shine – and what's distracting from the home's potential. Maybe it's a too-bold paint color, an oversized sectional that makes the room feel cramped, or a dated chandelier that's dragging down an otherwise bright space. These are small, often affordable changes that can make a big impact when the listing hits the market.

2. You Don't Have to Be the Bad Guy

Telling sellers, they need to paint over their deep purple accent wall or remove the entire gallery of family vacation photos? That's awkward – and risky to your relationship. That's where we come in. Designers can take on those tough conversations with professionalism and kindness. We're the neutral expert, not the person they're signing a contract with, so we can help make necessary changes without the emotional tension.



3. Your Listing Photos Will Pop

In a digital-first real estate world, photos are your first showing. A designer can help prep the home, so it photographs beautifully – think better furniture placement, improved lighting, and thoughtful styling that makes every room feel bright, clean, and welcoming. It's not just about taste – it's strategy.

4. You Look Like the Pro You Are

Bringing a designer in shows your clients you're not cutting corners. You're offering them the full package: marketing, strategy, and presentation. It elevates your brand and helps build trust – not just with this client, but with the referrals they send your way later.

5. Homes Sell Faster (and for More)

At the end of the day, it's about results. Listings that are well-prepared and thoughtfully presented tend to sell quicker and closer to asking price. A pre-listing consultation is a small investment that can yield a big return – for both your client and your reputation.



www.mission.design
Mission Design Co.
@missiondesignco
info@mission.design
614.706.6076



Conclusion: A design consultation can be your listing's new superpower.

If you're a Columbus agent looking to level up your listings and impress your sellers from day one, consider adding a designer to your team – even if it's just for a one-time consultation. We're here to make you look good, make your listings shine, and help homes sell faster.
Want to team up? Reach out – I'd love to walk your next listing.

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

AUCTIONS AND DOWNSIZING

Auction Ohio
(614) 846-3300
www.auctionohio.com

Suzy's Helping Hands
(614) 560-5448
suzyshelpinghands.com

BASEMENT WATERPROOFING & BASEMENT REPAIR

Buckeye Basement Solutions
buckeyebasementsolutions.com

CUSTOM HOME BUILDERS

Compass Homes
(614) 957-3793
compasshomes.com

M/I Homes of Central Ohio
Conor Crotty
(614) 330-0649
mihomes.com

Parry Custom Homes
(614) 321-8199
experienceparry.com

HEATING / COOLING / PLUMBING

Atlas Butler Heating|Cooling|Plumbing
atlasbutler.com

HOME INSPECTION

Cap City Property Inspection
(614) 654-6632
capcityinspect.com

Linkhorn Inspection Group
(614) 260-1776
linkhorninspections.com

HOME WARRANTY

First American Home Warranty
Lauren Calhoon
(614) 633-7295

HSP - Home Service Plan of Ohio
(614) 626-3984
myhomeserviceplan.com

SafePro Home Warranty, Inc.
(614) 905-6259
safeprohomewarranty.com

INSURANCE

Bolton Insurance
(614) 551-6469
boltoninsuranceagency.com

USA Benefits Group
(614) 806-4250
usabg.com/thinds

INTERIOR DESIGN

Mission Design Co.
(614) 706-6076
mission.design

JUNK REMOVAL

Two Men And A JUNK Truck
(614) 901-1573
twomenjt.com/columbus

LISTING PREPARATION SERVICES

HOMEstretch
Hailey Major
(614) 532-4663

MED SPA / WELLNESS

Hydrate Me
(614) 965-6603
hydratemedspa.com

MORTGAGE LENDER

CIVISTA BANK
(614) 210-2427 x11827
civista.bank

Evergreen Home Loans
(614) 565-1172
evergreenhomeloans.com

JPMorgan Chase Bank NA
(614) 323-5080
homelendingadvisor.chase.com/
John.P.Priestas

Lower
Austin Clarkson
(419) 236-5388
lower.com/loan-officers/
ohio/columbus/austin-clarkson

Lower Mortgage Team
(614) 431-3164
lowerlocal.com

NFM Lending
Sebastian Starud
(484) 515-4711
nfm lending.com

NFM Lending, The Daniel Sa Team
Daniel Sa
(614) 369-4856
nfm lending.com

NFM Lending/TeamArocho
David Arocho
(614) 840-5013
davidarocho.com

Oasis Mortgage Group
Sarah Engstrom
(614) 594-8281
omg-loans.com

Rapid Mortgage
Mark Jaynes
(614) 845-5200

Ruoff Mortgage
ruoffmortgage.com

Rural 1st
(502) 276-8712
rural1st.com

Union Home Mortgage Noah Brader
(614) 212-6921
uhm.com/nbrader

MOVING & STORAGE

Black Tie Moving
(614) 599-3693
blacktiemoving.com

Silver Bullets Moving
(614) 558-5750
silverbulletsmoving.com

Two Men And A Truck
(614) 901-1573
twomen.com/columbusoh

Zippy Shell Columbus
Dave Rothman
(614) 812-7970
zippyshellcolumbus.com

NEW HOME SALES

Jill Sayre
(740) 341-7209

Justin Phillips
(614) 732-1283

Kristy Reynolds-Rafiyq, D.R. Horton
Kristy Reynolds
(614) 795-4663
drhorton.com

M/I Homes-Chelsea Baker
Chelsea Baker
(614) 425-7131

NON-PROFIT ORGANIZATION

Women's Council of Realtors
(740) 501-3547
www.wcrcolumbus.org

PAINTING

CertaPro Painters
certapro.com/columbus-res

PHOTOGRAPHY

Board & Batten Real Estate Media
(740) 816-2707
www.wesmosleyphotography.com and
boardandbatten.us

DSg Real Estate Photography
(614) 395-5096

Kristen Nester Marketing & Photography
(614) 314-9340
kristennesterphotography.com

Leslie Fox Photography
(614) 565-8098
lesliefoxphotography.com

TourDSpace Productions
tourspace.com

PROPERTY MANAGEMENT

Styer Real Estate Professionals
(614) 843-5656
www.StyerHospitalityCo.com

RESTORATION / RENOVATION

Nordine & Associates
(614) 216-2202
nordineandassociates.com

ROOFING SERVICES

Near Me Roofing Ohio
(330) 413-9182
nearmerooftingohio.com

STAGE & DESIGN

Ashworth Home
(614) 285-6808
ashworthhomeco.com

TITLE COMPANY

Cbus Title Agency
(614) 880-9327
cbus-title.com

Heart of Gold Title
(614) 398-8226
heartofgoldtitle.com

Northwest Title
(614) 420-2995
nwttitle.com

Ohio Real Title
(614) 602-4440
ohiorealttitle.com

Resource Settlement Services
(614) 537-3096
resourceres.com

Title First
(614) 431-0497
titlefirst.com

ValMer Land Title Agency, LLC
(614) 860-0005
valmerland.com

World Class Title
(614) 882-8022
worldclasstitle.com

The PetPromise Pet Connection

Sanctuary and Adoption Center

Make a dream a reality for homeless pets

PetPromise, a nonprofit animal welfare organization, is celebrating its 25th year and is ready to go brick and mortar. The first-of-its-kind destination space in the heart of the city will be a place to connect with adoptable cats and dogs. Come lounge and mingle in a homelike setting, attend an event, and get to know the PetPromise pets. Seeking donors for the capital campaign and exclusive naming rights now.



Scan the QR code for information.

Artist's rendering of building facade



This ad space donated by:



Meet
The
Team



Katie Mastroianni
Owner and Publisher
katie.mastroianni@
realproducersmag.com



Kaitlin Hall
Assistant Publisher & Editor
kaitlin.hall@realproducersmag.com



Christina Kitchen
Ad Strategist
columbusrealproducersads@
gmail.com



Megan Sullivan
Reprint Specialist
columbusrclientcare@gmail.com



Sara Albertson
Social Media Manager



Wes Mosley
Photography



Timothy Zaritsky
*Videography
& Photography*



Kristen Nester
Photography



Leslie Fox
Photography



Abbi Wagner
Photography



Carol Rich
Writer



Jennifer McIntyre
Writer



Heather Lofy
Writer



Joseph Cottle
Writer



Jeff Madison
Columnist

Guaranteed on-time
closing or your
buyers get \$5,000

The Chase Closing Guarantee¹ will give your buyers the confidence they need to plan their move. We promise an on-time closing for eligible products in as soon as three weeks, or they get \$5,000, if they qualify.

Visit chase.com/cg for more details.
I'm here for your buyers:



Steve Kick, Senior Home Lending Advisor
Military Veteran
Chase certified in VA loans
steve.kick@chase.com
homeloan.chase.com/steve.kick
NMLS ID: 1422948

CHASE



Scan to visit my
website

For real estate and lending professionals only and not for distribution to consumers. This document is not an advertisement for consumer credit as defined in 12 C.F.R. 1026.2(a)(1)(i). Ask me about eligibility, timing and documentation requirements. Contract closing date must be at least 21 calendar days (30 calendar days for FHA- and VA-backed loans and 60 calendar days for all cooperative project (co-op) purchases) after receipt of a completed mortgage application, supporting documents and a fully-executed purchase contract. Loan type, property type and other restrictions and limitations apply. This offer is subject to change at any time without notice. All home lending products are subject to credit and property approval. Rates, program terms and conditions are subject to change without notice. Not all products are available in all states or for all amounts. Other restrictions and limitations apply. The Chase Closing Guarantee may be reported on Form 1099-MISC. Your client should contact their tax advisor or the IRS for more details.

Home lending products provided by JPMorgan Chase Bank, N.A. Member FDIC.
©2026 JPMorgan Chase & Co. P0226-7443450 111551U | 29102891

JUSTIN PHILLIPS

Marketing Maverick. AI Extraordinaire.
Your Friendly Neighborhood New Build Rep.



@JustinPhillipsOfficial • JustinPhillipsOfficial.com
614-732-1283 • JPhillips1@drhorton.com



BUILDING YOUR DREAMS,
ONE PROJECT AT A TIME

Partner with Nordine & Associates for
Exceptional Construction and Renovation Services!

General Contractor Services | Request to Remedy
Kitchens | Bathrooms | Commercial Upfit Renovations
New Construction | Design Building

614.216.2202

120 Ceramic Dr., Columbus, OH 43214
kevin@nordineandassociates.com
nordineandassociates.com



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



JULY

24

Back to School Donation Drive Drive-through give back event

In partnership with IMPACT Community Action, our July event is a back to school donation drive. This event is a drive-by event to drop off school supply donations to support local students.

10AM-1PM
440 POLARIS PARKWAY
WESTERVILLE 43082

AUGUST

28

Builder Expo

This event will bring together our local builders to showcase their communities, products, and how they can support our clients. Our Mortgage and Home Warranty Strategic Partners will also be sharing options and programs specific to new builds.

10AM-1PM
OHIO BREWING

SEPTEMBER

25

Strategic Partner Thank You Bash

Our Strategic Partners are so important to our Network, and their support allows us to pour into our Members each year. Join us for an exclusive Members Only event to celebrate our Strategic Partners and Members.

TIME AND LOCATION TO
BE ANNOUNCED SOON

OCTOBER

10

2026 Fashion Show

Our biggest event of the year! We can't wait to share more about this event and how we are leveling up our iconic Fashion Show.

TIME AND LOCATION TO
BE ANNOUNCED SOON



YOUR ALL-IN SERVICE FOR MOVING & JUNK REMOVAL

Whether you or your clients are moving into a new home or office, it can be one of life's most stressful events. Let **TWO MEN AND A TRUCK®** & **TWO MEN AND A JUNK TRUCK®**'s professionally trained and uniformed teams help. With top-of-the-line equipment and a wide range of services to match, we pride ourselves on being a trusted source in the world of moving and junk removal. Contact us today and find out why so many people trust us with everything from large development projects to moving or removing a few items.



**TWO MEN AND A
JUNK TRUCK**

- FULL & PARTIAL CLEANOUT SERVICES
- FURNITURE & APPLIANCE REMOVAL
- TRASH REMOVAL
- COMMERCIAL JUNK REMOVAL
- DISASTER CLEANUP SERVICES
- DUMPSTER RENTALS

twomenjt.com/columbus



**TWO MEN
AND A TRUCK®**

- HOME & BUSINESS
- LOCAL & LONG DISTANCE
- PACKING & UNPACKING SERVICES
- STORAGE
- BOXES & PACKING SUPPLIES
- INSURED & PROFESSIONALLY TRAINED MOVERS
- LOADING & UNLOADING ONLY SERVICES

twomen.com/columbusoh

I Heart REALTORS® / CHEERS to 10 Years Event Recap!



On June 25, we celebrated this EPIC 10-year milestone with all of you! THANK YOU for supporting this platform and making this day one to remember.

The mission of our platform is to create events that foster meaningful relationships and strengthen the impact of our community through connections with the best of the best in our industry.

THANK YOU to our RP Preferred Partner Affiliate Sponsors that made that day possible! A special thank you to our Giveaway Sponsors, The Junto and their incredible staff as well as Orange Visuals for our event photos and promo/recap videos!

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

Thank you to our RP Preferred Partner Sponsors:

PLATINUM SPONSORS:

Styer Hospitality Co.
Rural 1st
USA Benefits Group - Tonya & Steve Hinds
HSP Home Warranty
Parry Custom Homes - Meghan Devring
Orange Visuals - Timothy Zaritsky

GOLD SPONSORS:

Auction Ohio
NFM Lending - Daniel Sa
Near Me Roofing - Zach McCrea
Chase Bank - Jennifer Lombardi
Ohio Real Title

SILVER SPONSORS:

Cap City Property Inspections
Black Tie Moving - Chris Hess
Lower Local - Austin Clarkson
DSg Real Estate Photography - Don Sgontz
Silver Bullets Moving
Buckeye Basement Solutions

AFTER PARTY SPONSORS:

Rapid Mortgage - Mark Jaynes
Heart of Gold Title

Please connect with us and our Preferred Partners at:
www.realproducerscolumbus.com

See you at our next event!

Your friend,

Katie Mastroianni

Owner & Publisher
katie.mastroianni@
realproducersmag.com



Save the date!
September 29 at 1
p.m. is our next event!









Legacy Agent

SOLUTION

REALTOR® RETIREMENT REIMAGINED

Save the Date: September 2, 2026

— EVENT DETAILS —

-  **WHAT:**
The Legacy Agent
-  **WHEN:**
Wednesday, September 2, 2026
6:00 – 8:30 PM
-  **WHERE:**
Revery – North 4th Corridor
580 N 4th St
Columbus, OH 43215
-  **HOSTED BY:**
The Powell Buehler Group
| Coldwell Banker Realty

Sign up for
our event
here



Left to Right: Nancy LaMarea, Kathy Chiero, Craig Buehler, Tina Powell, & John Powell

Three conversations *top agents* bring to Styer Hospitality Co.

Furnished housing solutions for the clients who don't fit the standard playbook.

01

"My clients need a furnished place now. Can you help?"

Delayed closings. Early move-outs. Renovations that ran long. Styer Hospitality Co. helps agents solve urgent housing needs with professionally managed furnished stays, typically for a month or more, with shorter stays available when needed.

WHEN THINGS GET COMPLICATED.

02

"My client wants to move, but they are not ready to let go of the house."

When selling is not the only answer, bring another path to the table. Styer Hospitality Co. helps agents explore mid-term rental opportunities and furnished rental strategies that can create flexibility, preserve the asset, and support a smarter next move.

WHEN SELLING IS NOT THE ONLY ANSWER.

03

"My investor is asking harder questions than what will it rent for?"

Some properties call for more than a quick rent estimate. Styer Hospitality Co. helps agents evaluate furnished rental potential, operational fit, and revenue strategy so you can bring sharper insight to the conversation and a stronger alternative to long-term renting.

WHEN INVESTORS WANT A SHARPER STRATEGY.

→ When your clients need a different kind of solution, bring **SHC** to the table.

→ **REACH OUT TO**
ADD SHC TO YOUR TOOLKIT
StyerHospitalityCo.com | 614-505-2840

How can we help?

When you work with Title First, you can take advantage of all of the resources of a **NATIONAL** company with **LOCAL** roots and stellar service. We can assist you with all of your real estate needs: *large or small, local or national, residential or commercial.*

We offer:

- Experienced Staff
- Multiple Locations & Closing Options
- National Coverage
- Comprehensive Title & Settlement Services
- CertifID & DigitalDocs for secure transactions
- Marketing Solutions & Real Estate App w/ social media options

Chris Furrow | Business Development | 614-989-2072 | chris.furrow@titlefirst.com

Karen Evans | Business Development | 614-404-8173 | karen.evans@titlefirst.com



Title First family of companies



Strong Crews. Smooth Moves

Professional residential, commercial, and long-distance moving services for Ohio-based clients relocating anywhere in the U.S.

You get them to the closing table. We get them *home*.

(614) 558-5750

silverbulletsmoving@gmail.com
www.silverbulletsmoving.com



Two Men AND A Truck

Two Men AND A JUNK Truck

BY HEATHER LOFY
IMAGES BY ABBI WAGNER, TOURSPACE PRODUCTIONS

Steve Barton
Chief Operating Officer



When you use Two Men And A Truck for a move or Two Men And A JUNK Truck for junk removal, the people showing up at your home or office space aren't just there with muscle. They are highly vetted to ensure you have the smoothest move possible.

“We have a team of 11 management positions to support our 150-person frontline staff and our customer base to make sure you get the best experience,” says Justin Clarey, vice president.

Justin, along with his wife, Stephanie Clarey, owner and president, and Steve Barton, COO, say they'll receive more than 1,000 applications a month for an open mover or driver position with the company.

“We can't just hire anybody,” Steve explains. “We will filter

through and do interviews day after day. In one of those weekly orientations, we might have 10-15 people. We don't want to bring on just some muscle. It's not

“We can't just hire anybody. We will filter through and do interviews day after day.”

the key factor. It's about the experience of the communication. Anytime you invite someone into your house, you don't know what to expect. When our individuals knock on your front door, they have been through training. We want you to let your guard down in the first few minutes,

knowing we have explained things and are friendly.”

Steve, Stephanie and Justin have a combined more than four decades of experience with the company. Two Men And A Truck offers home moving services, office relocations and even out-of-state moves. They'll even move furniture around your house if you're adding something to your space. Two Men And A Truck also has on-site, short-term storage, where items can be secured in their warehouse and brought back to your location. Their fleet includes more than 40 trucks.

The sister business, Two Men And A JUNK Truck, is a full-service junk removal, partnering with Two Men

Photo courtesy of Kismet Visuals for The Scout Guide Columbus.



“
It is not lost on us that everyone is a little scared about some of the stories of movers.”

And A Truck to be a complete resource to all residential and commercial customers.

“It is not lost on us that everyone is a little scared about some of the stories of movers,” Stephanie says. “We provide excellence and we will show up that morning. We get calls all the time from customers who have had other companies cancel on them. We are measured on providing the best customer service and we have a reputation to uphold in Columbus. People recognize

our name and know we will provide them with a stress-free move.”

One thing important to the Two Men And a Truck team is their relationship with local REALTORS®.

“If a REALTOR® is recommending us, we cannot let them down,” Steve says. “It has to be a great experience every time. We have built some great partnerships with brokerages here in central Ohio. I go and make my rounds and go to monthly meetings of certain brokerages. There will be 25 to 30 REALTORS® in the room, and they give us the opportunity to talk and tell them what we offer. I have plenty of REALTORS® who stand up in those meetings and support the services we provide. This is all built on trust. People want to refer companies they have good relationships with.”

Brody Olson, who oversees the Two Men And A JUNK



Photo courtesy of Kismet Visuals for The Scout Guide Columbus.

Truck operations, works with commercial and residential REALTORS® to help prepare spaces for both move-ins and move-outs.

“We have also found partnerships with property managers, investors, homeowners and business owners who need either one item removed or an entire clean out,” Justin explains. “Our crews are trained the same way our movers are and have the ability to offer same-day estimates and removals. We really try to be mindful of how we dispose of items and work with several companies to find homes for items that still have value and can be repurposed.”

At the end of the day, Stephanie shares that the company wants to uphold its core value of moving people forward.

“It’s amazing that we get to work for a company where we do that every day,” she says. “It’s an honor to be a steward of this city and watch it grow.”



The Two Men and a Truck and Two Men and a JUNK Truck leadership team. From left to right: Steve Barton, Stephanie and Justin Clarey, and Brody Olson.



Photo courtesy of Queen Anne's Lace Photography for The Scout Guide Columbus.

Creating a Stress Free Moving Experience

CHRIS HESS
(614) 599-3693

CBUS TOP PICKS 2019

Forbes realtor.com

ACCREDITED BUSINESS

BLACK TIE MOVING

AMERICA'S FASTEST-GROWING Inc. 500 PRIVATE COMPANIES

www.blacktiemoving.com

invest in your brand
invest in yourself

Your brand tells your story. Let's elevate it.

KristenNesterPhotography.com

Kristen Nester
PHOTOGRAPHY

M/I HOMES

HOMES BUILT TO IMPRESS. DESIGNED TO LAST.

WITH 40+ YEARS OF EXPERIENCE AND OVER 150,000 HOMES BUILT, M/I HOMES IS ONE OF THE NATION'S TOP BUILDERS. IN COLUMBUS, WE DELIVER ENERGY-EFFICIENT, BEAUTIFULLY DESIGNED HOMES—BACKED BY OUR EXCLUSIVE TRANSFERABLE STRUCTURAL WARRANTY, THE MOST COMPREHENSIVE IN THE INDUSTRY.

Conor Crotty

(614) 330-0649 | cccrotty@mihomes.com | mihomes.com

Connect with Conor!

QR Code

CertaPro Painters®

WE DO PAINTING. YOU DO LIFE.

Our Advantage:

- Fast Turnaround Scheduling for Listings with Preferred Pricing
- Priority scheduling to get homes market-ready quickly before photos or showings.
- Virtual Estimates from Listing Photos or Inspection Reports: Quick, accurate pricing without needing to walk the property first.
- Payment Options that Help Deals Close – Pay at closing through escrow – 0% financing options available– Flexible payment solutions for sellers
- Pre-Listing "Refresh Packages:" Strategic, budget-conscious updates (walls, trim, doors) designed to maximize sale price and ROI.
- RRP Lead-Certified (EPA Compliant for Homes Built Before 1978)

KEVIN RUTTER, Owner

614-929-8986
Krutter@certapro.com

Professional Services Offered: Interior & Exterior Painting • Cabinet Painting & Refinishing • Carpentry & Light Repairs (wood replacement, drywall, trim) • Epoxy Garage & Basement Floors • Deck & Fence Staining/Painting • Complimentary Color Consultation

ANDREA HENG

KELLER WILLIAMS CONSULTANTS

BY HEATHER LOFY • IMAGES BY LESLIE FOX PHOTOGRAPHY



Andrea Heng approaches real estate the same way she approached patient care during her 15 years as an ICU and cardiopulmonary nurse: with empathy, attentiveness and a deep commitment to the people she serves.



“I took what I learned from my past and applied it to the buying and selling process,” Andrea says. “Nursing was my first chapter, and real estate became the second phase of my career, but that time as a nurse still brings out the service-driven part of myself and I really translate it here.”

Andrea became a licensed REALTOR® in 2021,

after deciding to pivot from healthcare. A conversation with another former nurse-turned-REALTOR® confirmed what she already felt — that her instinct for connecting with people and navigating high-stakes moments would translate naturally. She initially kept both careers before moving into real estate full time.



Andrea at a closing with client Dr. Jared Tice, president of Capital University.

“Going solo at first while still nursing was isolating at times, because the struggles hit different when you’re on the journey alone. Being part of a team changed everything. There’s energy in collaborating, bouncing ideas off people who get it and knowing someone has your back. That’s what makes the difference.”

Andrea also credits her family for support. Her husband, Steven, is her high school sweetheart, and they have three children: Charlotte, 15, Nolan, 13, and Liam, 11. Andrea jokes that

if you don’t find her in real estate, you’ll find her on the soccer and track field.

“My kids and my family are my biggest motivators,” Andrea says. “I’m living the same balance my clients are. When I help them reach their goals, whether it’s finding the right home or closing on an investment, that success feels like my own. That’s the most rewarding part.”

At the heart of Andrea’s success is her ability to connect, her willingness to stay curious and the trust she builds along the way.



“Human connection is needed now more than ever,” she says. “I listen — really listen — to understand

not just what my clients want on paper, but what matters to them at a deeper level. Once I get to the root of their needs and emotions, I can be their voice, articulating what they’re looking for in a way that moves things forward. Whether it’s picking up the phone or meeting face to face, that connectedness builds trust and trust is what gets people in contract.”

She continues: “Beyond the connection, I bring the skill set to back it up. I know how to drive top dollar for my sellers, position my buyers for long-term value and

growth, and navigate tough negotiation conversations head-on. Contract knowledge matters — understanding every detail

so my clients are protected and informed throughout the process. And timelines don’t slip. That’s the value I bring to the table.”



Andrea with her husband, Steven, and their three kids: Charlotte (15), Nolan (13) and Liam (11).



Andrea with her team lead, Bridgett Emhuff.



“That time as a **NURSE** still brings out the **SERVICE-DRIVEN** part of myself and I really translate it here.”

“It’s not just a transaction,” Andrea says. “You’re getting a bird’s-eye view into someone’s life and what matters to them. It goes beyond budget and analytics. I lean into the emotional side, helping manage stress and solve problems along the way. I’m also an investor myself, so that curiosity kept pulling me deeper into the industry. The more I learned, the more I knew this was where I was supposed to be.”

Andrea joined the Sona Home Group with Keller Williams Consultants Realty and loves being part of a team. She credits her team lead Bridgett Emhuff for being influential in her success.

“In order to succeed, you need support,” she explains.

Your Summer Selling Advantage *Starts Here.*

A **LENDING PARTNER** THAT HELPS YOU WRITE STRONGER OFFERS, SOLVE PROBLEMS QUICKLY, AND CLOSE WITH CONFIDENCE.

From **innovative loan programs** and **fast, reliable closings** to **hands-on communication** and **problem-solving**, we work as an extension of your business—so you can focus on winning listings and writing offers that rise to the top.



**More strategy.
Less stress.
Better closings.**

COLUMBUS OFFICE

470 Olde Worthington Road, Suite 200
Westerville, Ohio 43082

evergreen
HOME LOANS

Evergreen Moneysource Mortgage Company® NMLS ID 3182



Alex Bates
Loan Officer | NMLS 2500388
C 614.329.3999



Lisa Ferguson
Loan Officer | NMLS 2147776
C 614.633.6099



Cynthia Eaton-Carr
Are Sales Manager | NMLS 436036
C 614.565.1172



*Proud to partner with
you all summer long.*

©2026 Evergreen Moneysource Mortgage Company® dba Evergreen Home Loans NMLS ID 3182. 15405 SE 37th Street, Suite 200 Bellevue, WA 98006 Equal Housing Lender. Trade/service marks are the property of Evergreen Home Loans. All rights reserved. AZ Mortgage Banker License #0910074; CA Licensed by the DFPI under the CRMLA #4130291; NV Mortgage Company License 4837; NJ Licensed by the N.J. Department of Banking and Insurance. Evergreen Home Loans does not represent HUD or FHA and the information provided here was not authored, approved, or endorsed by HUD or FHA. For individual and company license information visit www.nmlsconsumeraccess.org.



HOME
stretch



Hailey Major, Owner

Trusted Partners in Home Preparation

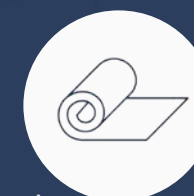
Reduce the stress of juggling multiple vendors.



home clear outs



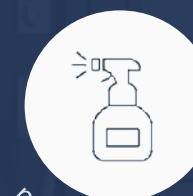
painting



install flooring



landscaping



move out cleans

How We're Different.

- Pay-at-close options available
- Reduce stress for your clients
- Quickly get homes market-ready
- Design & color suggestions

Learn More



614-532-4663

NICK & KREG

YOUR MORTGAGE GUYS WEEKLY

NEWSLETTER

MONEY. WEALTH. REAL ESTATE.

THE MARKET SHIFTS WEEKLY. YOUR KNOWLEDGE SHOULD TOO.

GET NICK & KREG'S WEEKLY BREAKDOWN OF RATE TRENDS, MARKET MOVEMENT, AND WHAT IT ACTUALLY MEANS FOR YOUR BUYERS AND SELLERS - SO YOU CAN SPEAK WITH CLARITY AND CONFIDENCE IN EVERY CONVERSATION.

STAY INFORMED. STAY RELEVANT. SUBSCRIBE FREE.

SCAN TO JOIN ➡



NICK STEINHAUER
📞 (502) 541.4478
NMLS# 7647365

KREG KING
📞 (614) 519.2002
NMLS# 898778

compass
HOMES

614.957.3793
COMPASSHOMES.COM

Everything we do is **deliberate**.
We think through how a home **flows**,
how it **functions**, and how it **feels**.

Mark Braunsdorf, President



How to Write a Script for a **GOOD LISTING VIDEO**

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



A good listing video script isn't a paragraph about square footage, bedroom counts, or every upgrade the homeowner has made over the years. The best listing videos are simple, conversational, and focused on what will make a buyer stop scrolling and pay attention.

If you're struggling with what to say on camera, here's a simple structure that works for nearly every listing.

Start With a Hook

The first few seconds of your video are the most important. Before a buyer hears about the kitchen, the lot size or the updated mechanicals, they're deciding whether they want to keep watching.

That's why it's important to open with the most compelling thing about the home, neighborhood or lifestyle — not the address.

Instead of:
"Welcome to 123 Main St."

Try:
"This is one of the few homes in the neighborhood with direct access to the walking trail."

Or:
"If you've been looking for a home with a backyard built for entertaining, you're going to want to see this."

A strong hook creates curiosity and gives viewers a reason to stick around for the rest of the video.

Focus on the Story, Not Every Feature

One of the biggest mistakes agents make is trying to mention everything.

A buyer doesn't need a verbal list of every room, upgrade and appliance. The video already shows those things. Your job is to help them imagine what it's like to live there.

Pick two or three features that matter most and explain why they're valuable.

For example, instead of saying:
"This home has a large kitchen."

You could say:
"The oversized kitchen opens directly into the living room, making it easy to stay connected with family and guests while entertaining."

Rather than describing features, describe benefits. Help viewers picture their future lifestyle in the home.

It can also help to think about one specific buyer. Is this a young family? A first-time buyer? Someone looking for low-maintenance living? The more focused your message, the more effective it will be.

End With a Neighborhood-Focused Call to Action

Most listing videos end with some version of:
"Call me today to schedule your showing."

While there's nothing wrong with that, there's a more effective approach.

Instead of making the video entirely about one property, make it about the opportunity to live in the area.

For example:
"If you've been looking for a home in this neighborhood, I'd love to help you find the right fit."

This allows the video to continue generating conversations even after the home sells because the message is tied to the location, not just the listing.

Two Simple Rules

Before you hit record, remember these two rules:
Keep it short.

And say it the same way you'd say it to a friend standing next to you.

You don't need to sound like a broadcaster or memorize a perfect script. The most effective listing videos feel natural, conversational and authentic. Focus on the story, highlight what makes the property special and speak directly to the buyer you're trying to reach.

That's often all it takes to create a listing video that people actually watch.



TDS OHIO PRODUCTIONS

Full-Service Photography,
Video & Creative Media

Contact Our Location:
Columbus, OH – (440) 821-1805



Scan To Book!





The way to Stop Time IS TO CAPTURE IT

Leslie Fox Photography

- Family
- Building Projects
- Branding

lesliefoxphotography@gmail.com
614-565-8098





The Dog Days of Summer are Here!

IS YOUR TITLE COMPANY READY FOR THE HEAT?
WE'LL WE ARE - BRING US YOUR NEXT DEAL
AND WE'LL PROVE IT!



JENNIFER MCINTYRE
Vice President of Sales
Resource Settlement Services
JenniferM@ResourceRES.com
C: 614-537-3096 | O: 614-413-0715
www.ResourceRES.com



STAY COOL OUT THERE...
FALL IS JUST AROUND THE CORNER!



Peace of Mind, One Inspection At A Time.

- ✓ 50+ combined years of experience.
- ✓ Residential & Commercial Inspections
- ✓ Flexible Schedule/ Evening & Weekend Appointments
- ✓ State Licensed Inspectors
- ✓ 90 Day Warranty
- ✓ Free Repair Estimates
- ✓ Same Day Inspection Reports
- ✓ Free Personalized Closing Gifts
- ✓ Free Infrared Scans
- ✓ Radon, Termite, Well, Septic, Sewer Camera, Mold Testing, Asbestos Testing, Foundation & Roof Certifications and More.
- ✓ Free home binder for every client
- ✓ Over 4500 Google Reviews
- ✓ We do it all one stop shop

*Coming soon free five point inspection
with a market analysis*

**One Stop Shop For All Your
Inspection Needs!**



Schedule Your Inspection Online!

www.LinkhornInspections.com

614.260.1776

Welcome, Megan!



MEGAN TOITCH

Account Executive

Fresh energy. Same trusted title service.

Connect today.

614.946.4412 | megan@worldclasstitle.com





HOME WARRANTY

FAMILY OWNED AND OPERATED

SELLER COVERAGE REALTOR MATH

COMPLIMENTARY
SELLER COVERAGE

\$669

PAID AT CLOSING



-\$300

COMPLIMENTARY
HVAC CHECKUPS

\$150 A/C Checkup + \$150 Heating Checkup
Get them done **BEFORE** the home inspection!

=

\$369

EFFECTIVE COST
To the Seller

Coverage is complimentary while listed
and transfers to the buyer at closing.



SELLER PROTECTION
**WHILE LISTED
& IN CONTRACT**

You're covered with only
a \$50 deductible if a covered
breakdown occurs unexpectedly.



UNITS TUNED UP
BEFORE INSPECTION

Free HVAC checkups help
catch issues early and keep
systems running their best.



EASIER NEGOTIATIONS
DURING REMEDY

A warranty in place leads to
smoother conversations and
better outcomes.



BUYER RECEIVES
**1 FULL YEAR
OF HOME WARRANTY
COVERAGE**

with full benefits after closing.

NO-BRAINER

 hspomewarranty.com

 614-626-3984

WE DO IT ALL!

Relocation. Liquidation. Downsizing.

Prepare for Sale. Move.

Call Suzy Today 614-560-5448

staff@suzyshelpinghands.com



AuctionOhio.com

Suzy's 
Helping Hands

SuzysHelpingHands.com



YOUR DOWNSIZING TEAM

Megan Brown



ENGEL & VÖLKERS Real Estate Advisors

There's a moment in 2020 that Megan Brown comes back to when she talks about how she ended up in real estate. She was a decade into a corporate career — most recently as an account manager at Wayfair, working out of the Back Bay office in Boston, living in South Boston with her husband Matt — and doing well by every external measure. Promotions. Trajectory. Stability. And yet she wanted something different.

“During COVID, just like everyone else, I was doing some soul searching,” she says. “I really wanted to start my own business. I felt like I’d been in the corporate space for a while, and I needed a change.”

The problem was she didn’t have a product to launch or a revolutionary idea. What she had was a business degree with an entrepreneurship minor from Ohio State, and a clear sense of what she was looking for: something that gave her a playbook to start from but still let her make it her own. She talked to a few REALTORS®, liked what she heard, and made the call.

She got her license in 2022. It was scary, she’ll tell you that plainly.

“Coming from a corporate world where your job is laid out pretty clearly — your roles, your responsibilities, your



paycheck — it’s a lot different than this job, which people underestimate how truly entrepreneurial it is in nature.”

She didn’t wait around to find out whether it would work. She spent her first months setting up systems before the clients came, so when they did, she’d be ready. After a strong first year at a large brokerage that gave her solid training, she was approached by Engel & Völkers and had a conversation that changed the direction of things. Their Columbus office operates with an in-house marketing person, an in-house transaction coordinator, and 19 agents who support each other. It’s a brand built around a level of service that thinks more like a financial advisor than a traditional real estate office.

“It’s really small and boutique,” Megan says. “Personally, I love getting to know all the people that I work with.”



Megan with her husband and their three kids: Nora, Josie and Graham.

Four years in, she's found her footing and her voice. The majority of her business to this point has been on the buyer side, and she's watching that naturally shift as the clients she helped years ago come back — now looking to sell, to move up, to find more space. Her goals are to sharpen her skills on the listing side, scale the business with additional support, and keep the quality of what she does consistent as the volume grows.

What she won't let go of in that process is the feeling clients describe when they work with her. She hears a version of it often enough that she's started to own it: buying a house with Megan feels like buying a house with a friend who happens to know real estate.

"I think that is the perfect way to synthesize how I like to present myself," she says.

She sees the anxiety come in with almost every client — the preconceptions about the process, the nerves, the skepticism — and she watches it dissolve. That moment is one of the things she loves most about the job. The other thing she loves, without hesitation, is the flexibility.

Megan has three kids: Nora, Josie and Graham. Two of those three were born after she started in real estate. She's built her schedule around them on purpose, taking calls from home,

“

People underestimate how truly
ENTREPRENEURIAL it is in nature.”



“
Personally, I
love getting to
**KNOW ALL THE
PEOPLE** that I
work with.”

being present for the moments that matter, and showing them how to build a career along the way.

"I want them to see me doing these things — being able to be a mom and be a REALTOR® and do both of them," she says. "That you can take chances on yourself and still chase professional dreams as you're growing a family, even though it can be really difficult."

When she does carve out time for herself, she runs. She's been at it since college — one full marathon, four or five halves — and has the Columbus Half Marathon on the calendar for this fall. It's meditative for her in a way that's hard to replicate.

"I'm so focused on running that I can just clear my head of everything else," she says. When she's not on the road, she's reading — mysteries and historical fiction mostly — trying new restaurants, or finding a good brewery with her husband.

Megan grew up in Cincinnati, went to Ohio State, did a stint in Boston, and eventually planted herself in Columbus. She's been here long enough now to know it well, and she knows her clients can feel that. She came to real estate with no pipeline, no referrals and no safety net.

She built it from scratch, the way entrepreneurs do. And she's just getting started. ▀

98.5%*

CUSTOMER SATISFACTION

With an average customer satisfaction rate of 98.5%, we are well-equipped to help your clients unwrap their homeownership dreams this holiday season.

Let's work together to get your clients home.



**SCAN TO
MEET
THE TEAM**



*Based on 2025 independent third-party customer satisfaction survey data. The average Close to Close time is dependent on loan type, proper documentation, and other qualifying factors. Loan decision is subject to satisfactory appraisal, title review, and no change to financial condition. This is not an offer for extension of credit or a commitment to lend. Some restrictions may apply. Ruoff Mortgage NMLS #141868. Equal Housing Lender. Ruoff Mortgage Company, Inc. d/b/a Ruoff Mortgage is an Indiana corporation. For complete licensing information visit: <http://www.nmlsconsumeraccess.org/EntityDetail.aspx?COMPANY=141868> 02/19/2025

The Path to Homeownership Starts Here!



**Are credit challenges holding your buyers back
from purchasing their dream home?**

I am Kristy Reynolds-Rafiq a New Home Sales Counselor specializing in helping credit challenged buyers.

- Expert guidance on improving buyers credit
- Flexible financing solutions
- Personalized step-by-step home-buying support
- Access to beautiful new homes tailored to buyers needs

Everyone deserves to own a home and I am here to help make it happen.

Let's turn challenges into keys to their future.
Contact me to get started today!

YOUR NEW HOME SALES COUNSELOR

CALL KRISTY REYNOLDS-RAFIQ TODAY!

Let me show you the VALUE of
New Construction!

614.795.4663
KRReynolds@DRHorton.com



Heart Of Gold Title

(614) 812-0102

www.heartofgoldtitle.com

5919 Karric Square Dr, Columbus

PROTECTING OUR CLIENTS SERVING OUR COMMUNITY



**\$4,500
raised for**

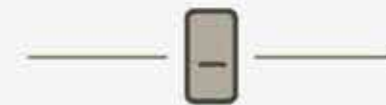


Working on a fundraiser?

Scan the QR code to reach out
and see if we can support you!



WE'VE BEEN THE SMART **CALL** IN CENTRAL OHIO SINCE WAY BEFORE THERE WERE SMART PHONES.



1-800-FURNACE

atlasbutler.com

WAY before apps, voice commands, and DIY videos, Columbus families knew they could count on Atlas Butler. And after more than a century of keeping homes comfortable, we're still the ones to trust for heating, cooling, and plumbing—no buffering, no guesswork, just reliable service from a team that's been here since way, WAY back.



Family-owned and operated since 1921



Legally Speaking



BY JEFFREY J. MADISON, ESQ., THE SUMMIT LAW GROUP LLC | MADISON@TSLGOHIO.COM

Olentangy Local School Dist. Bd. of Edn. v. Delaware Cty. Bd. of Revision, Slip Opinion No. 2026-Ohio-1963. Decided May 29, 2026.

Prior to the enactment of H.B. 126, a school district's board of education had the ability to seek further review of a county board of revision's real-property valuation determination by appealing either to the Ohio Board of Tax Appeals (BTA) pursuant to R.C. 5717.01 or, when the board of education owned the subject property, to the appropriate court of common pleas under R.C. 5717.05. The General Assembly significantly narrowed those appellate rights by amending R.C. 5717.01, effective July 21, 2022. Under the amended statute, a board of education may no longer appeal a board of revision's valuation decision to the BTA unless it owns or leases the property that is the subject of the appeal.

The Appellant, the Olentangy Local School District Board of Education, contended that, by amending R.C. 5717.01, the General Assembly implicitly created an alternative avenue of review under the general administrative appeal statute, R.C. 2506.01, notwithstanding that R.C. 5717.05 continued to limit appeals to boards of education that own the property at issue. Both the Delaware County Court of Common Pleas and the Fifth District Court of Appeals rejected that argument, concluding that the statutory amendments did not create a new right of appeal. The Supreme Court of Ohio affirmed, holding that R.C. Chapter 2506 does not provide an independent basis for a board of education to appeal a board of revision's valuation decision and that the General Assembly's amendments reflect a clear legislative intent to substantially curtail boards of education's authority to challenge third-party property valuations.

This decision is significant because it confirms that boards of education have only those appellate rights expressly granted by statute. As a practical matter, the ruling substantially limits school boards' ability to seek increases in real property tax valuations through litigation, which is expected to reduce valuation disputes initiated by school districts and provide greater certainty for commercial property owners, developers, investors and other taxpayers involved in real estate valuation proceedings. It also reinforces the General Assembly's policy decision to reduce school board involvement in third-party property tax valuation appeals, potentially decreasing the number of contested valuation cases before Ohio's tax tribunals and courts.

**Internal citations omitted due to size limitations*

Close on your NEW home before your OLD home is sold!

Civista Bridge Home Equity Line of Credit*

- Put yourself in the best possible position to have your offer accepted with no contingencies.
- Make an offer and purchase a new home without having to sell your current home.
- Access the equity in your current home to use as a down payment.

I'll walk you through our Bridge HELOC program to put you in the best possible position to buy AND sell.

Ray Conley
614.210.2427
NMLS# 712877
6400 PERMITER DR, DUBLIN, OH 43016
civista.bank

* Bridge HELOC on current primary residence offered only in conjunction with a Civista Bank Mortgage on a new primary residence purchase. Member FDIC NMLS #412766

HYDRATE ME

Health & Wellness IV • Aesthetics Medspa

10% OFF YOUR FIRST SERVICE

WHEN YOU MENTION RP MAGAZINE

GRANDVIEW | NEW ALBANY | DUBLIN | GRANVILLE

cbus

TITLE AGENCY

MIKE BARKER
OWNER

mike@cbus-title.com
614.323.8975
cbus-title.com

NEW HOME SALES CONSULTANT

JILL SAYRE

740-341-7209

THE Powell Buehler, COLDWELL BANKER REALTY GROUP

LEAVING A LEGACY

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

It started as a brilliant concept — a system that helps REALTORS® maintain a lucrative income during retirement or if they need to step back from work — and it has become a flourishing reality.

Legacy Agent Solution, created and managed by Craig Buehler, The Powell Buehler Group, Coldwell Banker Realty, provides agents with a profitable exit strategy. REALTORS® who want to retire, or who are facing challenges like health issues, family crises or burnout, now have a structured framework that lets them pause their business or slow down while they continue to draw earnings.

“Nothing in my business career has ever been more fulfilling than seeing the Legacy Agent Solution come to fruition and be thriving so well,” said Craig. “It’s a movement that will change the industry for the better.”

Tina and John Powell, founders of The Powell Buehler Group and also Craig’s in-laws, were excited when Craig, who joined their team in 2017, came to them with his plan for the Legacy Agent Solution.

The Powells quickly understood how the program would give experienced agents like them the opportunity to slow down

and take the stress out of their lives — while still providing their clients with exceptional service. And, importantly, they saw that the system created the kind of legacy and continuity that REALTORS® needed but had previously been lacking.

“Our motto always was, we wanted a real estate business that would last a hundred years and beyond,” Tina said.

Craig points out that for years the real estate industry has underserved agents who’ve spent decades building their businesses and creating trust-based client relationships — only to find they don’t have a clear path ahead when they want or need to pull back from work.

Craig, who has a strong financial background, had exactly the skill set and insight needed to create the effective exit strategy he envisioned.

After graduating from Ohio University in 2012 with an economics degree, Craig went on

to earn a master’s in financial economics. He took a position at Scottrade as a financial advisor, but he also put his expertise to work in volunteer assignments to make people’s lives better — giving back is paramount to him. Craig joined a People-to-People excursion that traveled to Cuba to meet with the owners of privately-owned businesses. And he went to Haiti on a mission trip to help impoverished people in a mountain village build sustainable water collection systems.

Fate stepped in the day Craig, who wanted to buy a condo, sent a Facebook message to a REALTOR® he’d known while they were both attending Westerville North High School. The agent, Samantha Powell, was Tina and John’s daughter. Craig bought the condo — and married Samantha.

Today Samantha and Craig live in Westerville with their three children, twin sons Ace and Jax (4) and daughter Gemma (1).

Tina jokes that Samantha grew up at the closing table. “She really likes the marketing side of the business more than anything but she’s a phenomenal agent. She had a lot of clientele in her age



From left to right: Nancy Spinelli LaMarca, Kathy Chiero, Craig, Tina and John.



IT WAS DIFFICULT AT FIRST BUT WE
FIGURED IT OUT AS WE WENT &
 WE BECAME *successful* AT IT.



Coldwell
Banker
Realty's The
Powell Buehler
Group team.

group. She was selling our past clients' kids their houses so that was really, really cool."

Inspired by Samantha's love for her profession, Craig decided to change careers and join his wife and her parents in real estate.

**Tina and John Powell:
Outstanding agents slow
down, reduce stress**

Tina and John, expert Coldwell Banker agents with outstanding reputations, were known for building a business that was 100% client-first.

Tina, an agent with 30 years of experience, started her real estate career after the REALTOR® who sold the Powells their Westerville home convinced her to become an agent. "When I got in the business it was more of a side hustle for me," said Tina. "I really wasn't considering going into it full time."

At the time she got licensed, the Powells' daughters, Samantha and Kirby, were both in school and John, who had a 25-year career in the restaurant business, was a corporate manager with Donato's.

When Donato's was acquired by McDonald's, company executives began moving to Columbus — and Tina had the connections



John and
Tina Powell,
founders of
The Powell
Buehler Group.

to sell them houses. With all the new business flowing in, John decided to join Tina in real estate. In 2001 he got his license and the two formed a team with Coldwell Banker.

"Tina said I ruined her hobby," jokes John. "I came in and said, we're going to make a great business out of this."

Said Tina: "After John joined me, we went at it full speed ahead. We worked nonstop. Our kids were in school, but we worked around their schedules. It was difficult at first but we figured it out as we went and we became successful at it."

When Craig joined the Powells, the group's name changed to The Powell Buehler Group and Craig

applied his business proficiency to the team's processes. "He saw the processes that would work and generated those processes to bring us to a point today where we were able to generate even more business," observes John.

"Craig was such a leader in the business," said Tina. "He and John are always forward thinking where I was always detailed thinking."

As Craig learned more about the real estate business, it struck him that the industry didn't provide a clear path for agents who wanted to slow down or step away. With his knowledge of corporate succession plans he wondered, if you don't have a family member or successor to take over your book of business, what happens when you want to retire?

This issue was also on Tina and John's minds, since they were ready to slow down. "Tina and I wanted to step back but at the same time we wanted to keep our business and see our grandkids and enjoy our lives," John said. "What we really wanted was somebody to take care of our business for us. That's what's really important. We want to know our business is being taken care of properly."

**Craig Buehler's brilliant
idea works out**

After years of research, analysis and system refinement, Craig launched the Legacy Agent Solution — which emphasizes client-first care — and Tina and John signed on.

"The system and the structure are built and have been tested



and improved by many Legacy Agents now,” Craig said. “I enjoyed the 10 years it took to build the systems, but I enjoy seeing the agents’ lives change much more — which is what’s happening now.”

The Legacy Agent Solution allows REALTORS® that want to retire, or those taking a pause, to join The Powell Buehler Group, Coldwell Banker Realty as Legacy Agents and to revenue share with the team’s active REALTORS®.

Here’s how the system works: The Powell Buehler Group manages and procures leads from the Legacy Agent’s database for them. They use tools, including predictive analytics, to increase the Legacy Agents leads and conversion rate from their database. The team’s active agents manage and close the leads, covering tasks like open houses, showings, administrative responsibilities and social media posting. The Legacy Agent can fill in as much, or as little, as they

want. When a home is bought or sold, the active agent splits the commission with the Legacy Agent, keeping revenue flowing directly to the Legacy Agent.

“It’s a very flexible system,” said Craig. “You can work with who you want or not work with who you don’t want. You can always stop working for an extended amount of time and then come back in. That’s the beauty of joining the team.”

One reason why the Legacy Agent Solution functions so smoothly is because The Powell Buehler Group is adept at creating good matches when they pair up their active agents with a Legacy Agent’s clients.

“We want to make sure our clients purchase the home of their dreams and it’s the right home for them. We want to make sure everything’s good with the home and everything’s taken care of so they can move in. We want our clients to accomplish their goals,” said Tina.

Legacy Agents say they have more time and space for things like travel, family, friends and hobbies. But for many, including Tina and John, a key plus has been stress reduction.

Tina says she used to be up in the middle of the night, worrying about everything that needed to be done. “Now John and I can go on vacation and we don’t have to think about that,” she said. “It’s been a very, very nice change.”

Craig has noticed the difference. “My wife and I see Tina and John playing with our kids now without a phone in their hands and think that would have never happened three years ago,” he said. “The Legacy Agent Solution is of course a financial solution for agents looking to slow down

or be acquired but it also has been far more than that with the non-financial life-changing side I have seen, which is very meaningful.”

Craig says that to be a good fit for the program, Legacy Agents need to have high integrity and trust-filled relationships with their client base.

Benefits extend to The Powell Buehler Group’s active agents too. “For the active agents, it’s very moving for me to see this work so well,” said Craig. “I am a purpose-driven person and these systems are empowering agents to build their book of business so that one day they will also have a valuable business just like the Legacy Agents.”

Kathy Chiero: **Finds a way to live and give**

Legacy Agent Kathy Chiero, The Kathy Chiero Group, jokes that she got into the real estate business by accident. Handling her own home sale and new home purchase became the catalyst.

“In 1996 I was working as a TV reporter and producer and I had no intention of leaving that career,” she said. “But I figured I’d get a license and then if all I did was sell my house in Reynoldsburg and buy a home in Gahanna, I would triple my money over what it costs to get a license. Truly, that’s all I intended to do.”

But the transactions went so smoothly — and profitably — that Kathy wondered if she could try the process again. In October 1996, when interest rates had just dropped, she started doing open houses. “I just jumped in the water at the right time,” she said. “I literally made more money in six months than I made in a year of working in TV.” In 1997 she left her television career to work full time in real estate. “So what started as a whim turned into 30 years.”



Kathy put her stellar communication skills to work by founding DownSize Columbus, a highly popular real estate education and lead generation seminar program. Her database grew to more than 8,000 clients and contacts. But when Kathy was ready to step back, the size

of DownSize Columbus became an obstacle.

Said Kathy: “I had developed this marketing lead generating machine of DownSize Columbus which turned out to be tremendously successful at



Craig Buehler,
founder of Legacy
Agent Solution, with
his wife, Samantha.



One of Legacy Agent
Solutions Legacy
Agents, Kathy Chiero.



getting new people in the door — but I wanted out of the door.”

Kathy didn’t want to work around the clock as she had been. And she didn’t want to keep up with changing technology or spend her time crafting social media posts. She wanted to retire — and she knew what she wanted her retirement to look like.

“I want to live and I want to give,” she emphasized. “Show me how I can continue to give became my prayer.”

Kathy searched for ways to step away from the business. But finding an exit strategy was challenging. She wanted more than just a client handoff — she wanted alignment with a values-driven team.

Kathy talked to retired REALTORS® to find out how they’d managed to step away. “But by their own admission, nobody did it successfully,” she said. Kathy also met with younger REALTORS® but no one she interviewed could handle her huge database.

“Then Craig sent me this card in the mail and I still have it to this day,” she said. The card had a description of the Legacy Agent Solution — and Kathy saw that the issues Craig addressed were the ones she had prioritized. “I knew this was the one team that might be an answer to all of it. They had history. I knew John and Tina, I knew their values. I knew I aligned with them.”

The Powell Buehler Group had the necessary people, structure, systems and technology to absorb her team. “They had a team ready and willing to continue DownsizeColumbus long after I left. I could safely take everything I’ve built for 30 years and feel good about it,” she said. “I can now live and give. I don’t know another team in the city that could have met

all my criteria and allowed me to go forward.”

Nancy Spinelli LaMarca: Gains peace of mind when her clients are taken care of

In contrast to Kathy, sometimes an agent’s need to step back is unplanned. After earning her license in 2010, Nancy Spinelli LaMarca built a successful real estate career and a reputation as a well-respected agent. But in 2020 her life changed when her husband, Dan, was diagnosed with early-onset Alzheimer’s.

Nancy had to step aside from work to care for Dan. She still wanted to stay connected to the real estate community, so she became a writer with Real Producers. But to the extent she could, she also wanted to maintain her link to her clients.

In 2024, Tina and John, who had known Nancy for years and been impressed with her skill as a REALTOR® and her strong connections to her clients, approached her about becoming a Legacy Agent. Nancy saw that the program would be a natural fit for her difficult situation.

“The Legacy Agent program gives agents like me, who face unexpected health challenges from caring for a family member, or even due to their own illness, the flexibility and peace of mind they need to know their clients are taken care of,” Nancy said. “It’s not just a retirement program. It’s a ‘what if’ program.”

The Legacy Agent Solution is great for agents who know they are intending to step aside at some point, but what about life’s unexpected obstacles where an agent may need more support? “I think Craig, in his wisdom, has not just identified, but exploited a need in our community and this

quite possibly could change the way our industry here in central Ohio at least, prepares for the more experienced agents who have led our market for decades, to take a step back,” Nancy said. “So I see it not just as an offering to those agents, but a tool to attract other solid agents to the team.”

Craig observes that the program’s structured framework honors legacy. “My greatest satisfaction isn’t even seeing how well

the idea works. It’s seeing someone realize that their life’s work doesn’t end, it lives on as a legacy,” said Craig. “What motivates me each day is that I’m 100% aligned with building something that changes people’s lives and that gives me purpose.”

As Craig sums up: “An industry built on independence forgot to build an exit.”



Nancy Spinelli
LaMarca became
a Legacy Agent
so she could care
for her husband.



MEET THE TEAM

SARAH ENGSTROM
Founder
Loan Originator



MICHELE RODRIGUEZ
Bilingual Loan Originator



SAMANTHA ARMBRUSTER
Loan Originator



DAKOTA CARLIER
Licensed Processor
Loan Originator



MONICA MILLER
Loan Originator

**Ready to create a buzz that
will leave your clients raving?**

Partner with our powerhouse team of ladies
and get ready to shout... OMG!



OASIS MORTGAGE GROUP | NMLS 2646987
team@omg-loans.com | (614) 594-8281
6800 Lauffer Road, Suite B | Columbus, OH 430231



**BUILD
ON YOUR
LOT**



TRUE CUSTOM HOMES
STARTING IN THE \$300S - MILLION + YOUR LOT

**DUBLIN
SHOWROOM**



Granite Kitchen
& Bath Tops



Upgraded
Flooring



Kraftmaid
Cabinetry



Pella
Windows



Kohler Kitchen
& Bath Fixtures



Solid Pour
Foundation 10
in, 9 ft High



2x6 Exterior
Walls 9ft 1st
Floor



Steel I Beams
in Basement



WHERE WE BUILD



ON YOUR LOT

**HOW TO
REACH OUT**



CALL US NOW! | 614-321-8199



@PARRYCUSTOMHOMES_CBUS



PARRYHOMESCOLUMBUS.COM



PARRY CUSTOM HOMES COLUMBUS

TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - June 30, as of July 16.

Rank No	Agent	Office Name	Unit	Volume
1	Raines, Sandy L	The Raines Group, Inc.	233	158,670,000
2	Tartabini, Daniel V	New Advantage, LTD	239	130,565,000
3	Ruff, Jeffery W	Cutler Real Estate	141	97,498,000
4	Ruehle, Ryan J	EXP Realty, LLC	283	90,616,000
5	Hencheck, Alexander A	HMS Real Estate	153	85,390,000
6	Fairman, Charlene K	The Realty Firm	149	78,778,000
7	RafiyQ, Alan J	D.R. Horton Realty of Ohio, In	197	78,145,000
8	Riddle, Robert J	New Albany Realty, LTD	77	64,558,000
9	Cooper, Sam	Howard Hanna Real Estate Svcs	128	50,210,000
10	Wright, Kacey A	RE/MAX Partners	81	49,481,000
11	Bauer, Brian M	Bauer Realty & Auctions	16	47,788,000
12	Ciamacco, DeLena	RE/MAX Connection	82	46,768,000
13	Buehler, Craig	Coldwell Banker Realty	115	44,820,000
14	Wills, Julie R	Howard Hanna Real Estate Svcs	97	39,507,000
15	Clarizio, Bradley	Red 1 Realty	87	39,236,000
16	Willcut, Roger E	Keller Williams Consultants	54	38,500,000
17	Wheeler, Lacey D	Red 1 Realty	66	37,795,000
18	Lynn, Lori	Keller Williams Consultants	90	37,665,000
19	Ferrari, Rhiannon M	EXP Realty, LLC	84	35,715,000
20	Beckett-Hill, Jill	Beckett Realty Group	52	34,436,000
21	Collins, Charles E	Red 1 Realty	85	32,469,000
22	Davis Spence, Katherine	The Brokerage House	45	30,668,000
23	Ramm, Jeff	Coldwell Banker Realty	44	30,098,000
24	Fisk, Jacob V	Red 1 Realty	105	29,352,000
25	Ritchie, Lee	RE/MAX Partners	61	29,202,000
26	Kemp, Brian D	Keller Williams Capital Ptnrs	58	29,057,000
27	Madosky Shaw, Lari	Coldwell Banker Realty	38	28,807,000
28	Mancini, Mandy	Keller Williams Consultants	47	28,525,000
29	Edwards, Kyle	The Brokerage House	54	27,183,000
30	Abbott, Kelly	Howard Hanna Real Estate Svcs	69	26,886,000
31	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	51	26,621,000
32	Mitchell, Courtney J	RE/MAX Premier Choice	43	26,206,000
33	Vanhorn, Kohl	RE/MAX Impact	80	26,092,000
34	Fox-Smith, Angelina L	Coldwell Banker Realty	55	25,501,000

Rank No	Agent	Office Name	Unit	Volume
35	Shaffer, Donald E	Howard HannaRealEstateServices	73	24,755,000
36	Tanner-Miller, Angie	Coldwell Banker Realty	93	24,002,000
37	Looney, Sherry L	Howard HannaRealEstateServices	69	23,884,000
38	Conley, Amy E	Cutler Real Estate	30	23,775,000
39	MacKenzie, Cynthia C	CYMACK Real Estate	39	23,566,000
40	Kendle, Ronald D	RE/MAX Town Center	40	23,372,000
41	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	64	23,163,000
42	Fenters, Margaret M	Coldwell Banker Realty	31	22,598,000
43	Keener, Angela L	Keller Williams Consultants	58	22,197,000
44	Bodipudi, Koteswara	Red 1 Realty	50	22,162,000
45	Barlow, Jaysen E	Sell For One Percent	63	20,717,000
46	Clark, Amy G	Cutler Real Estate	52	20,690,000
47	Guanciale, Andrew P	Coldwell Banker Realty	56	20,574,000
48	Price, Hugh H	Howard HannaRealEstateServices	42	20,354,000
49	Pattison, Susie L	Cutler Real Estate	31	19,986,000
50	Knecht, Dylan J	RE/MAX Revealty	85	19,962,000

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

Board & Batten

REAL ESTATE PHOTOGRAPHY





Wes Mosley
Owner/Photographer

WWW.BOARDANDBATTEN.US • INFO@BOARDANDBATTEN.US • 740-816-2707

Teams and Individuals Closed date from Jan. 1 - June 30, as of July 16.

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



SEBASTIAN STARUD
 Loan Originator
 NMLS #1649423
 484-515-4711
Sstarud@nfm lending.com
www.nfm lending.com/ssstarud



RYAN CVAMMEN
 Loan Originator
 NMLS #2071353
 614-369-4855
rcvammen@nfm lending.com
www.nfm lending.com/rcvammen



NFM Lending®
 Ready. Set. Mortgage.™

One Easton Oval, Suite 500
 Columbus, OH 43219

WHY WORK WITH NFM LENDING?

- We educate the client and get them excited about buying a home by helping them understand the potential to build wealth with real estate.
- We educate buyers on the 10 ways to win in multiple offer scenarios.
- We execute on a proven offer process that dramatically increases the chances of converting the offer.



Equal Housing Lender: The pre-approval may be based before or after a home is found. A pre-approval is an initial verification that the buyer has the income and assets to afford a home up to a certain amount. This means we have pulled credit, collected documents, verified assets, submitted the file to processing and underwriting, ordered verification of rent and employment, completed an analysis of credit, debt ratio and assets, and issued the pre-approval. The pre-approval is not subject to any charges to the buyer and is not a guarantee of approval. Make sure you understand the features associated with your loan program, terms, and that it meets your unique financial needs. Subject to credit, income and debt-to-income requirements. This is not a credit decision or a commitment to lend. Eligibility is subject to completion of an application and verification of home ownership, occupancy, title, income, employment, credit, home value, collateral, and underwriting requirements. Not all programs are available in all areas. Offers may vary and are subject to change at any time without notice. For NFM Lending, LLC's full agency and state licensing information, please visit www.nfm lending.com/licensing. NFM Lending, LLC's NMLS #2893 (www.nmlsconsumeraccess.org) © 2025 NFM Lending, LLC. All rights reserved. Mortgage Lending, LLC. All rights reserved. MAC025-170793991

TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - June 30, as of July 16.

Rank No	Agent	Office Name	Unit	Volume
101	Farwick, Thomas M	KW Classic Properties Realty	24	13,408,000
102	Crocco, Katie	RE/MAX Winners	37	13,383,000
103	Smith, Karen S	The Brokerage House	24	13,352,000
104	Marsh, Troy A	Keller Williams Consultants	30	13,345,000
105	Hughes, Malia K	Key Realty	39	13,041,000
106	Byrne, Heather	KW Classic Properties Realty	24	13,005,000
107	Mathias, Neil W	Cutler Real Estate	17	12,950,000
108	El Mejiaty, Omar	Carleton Realty, LLC	47	12,948,000
109	Doyle, Michael	Real of Ohio	35	12,868,000
110	Swihart Valentine, Abigail E	Red 1 Realty	36	12,839,000
111	Chudik, Margaret L	Coldwell Banker Realty	25	12,657,000
112	Grimm, Shannon	Howard Hanna Real Estate Svcs	23	12,430,000
113	Giessler, Amy R	Cam Taylor Co. Ltd., Realtors	22	12,385,000
114	Cameron, Christina M	Rolls Realty	15	12,335,000
115	Gibson, Michael Bradley	Real of Ohio	25	12,270,000
116	Laumann, Margot M	Street Sotheby's International	21	12,182,000
117	Hardgrove, Megan E	The Brokerage House	18	12,044,000
118	Grandey, M. Michaela	Rolls Realty	17	12,037,000
119	Jones, Tracy J	Keller Williams Elevate - Strongsville	80	11,858,000
120	Burnheimer, Colin	Thrive Realty, Ltd.	15	11,830,000
121	Parsley, David H	Firstmark Real Estate LLC	20	11,808,000
122	Vlasidis, Nick J	Howard Hanna Real Estate Svcs	22	11,790,000
123	Robinson, Andrew W	Real of Ohio	14	11,678,000
124	Marvin, Scott A	Team Results Realty	31	11,652,000
125	Bertagna, Jennifer L	Coldwell Banker Realty	18	11,436,000
126	Coburn, Kristin L	Coldwell Banker Realty	25	11,383,000
127	Swickard, Marnita C	e-Merge Real Estate	19	11,343,000
128	Janszen, Joseph A	Keller Williams Greater Cols	21	11,333,000
129	Evans, Nicole R	The Brokerage House	16	11,326,000
130	Ford, Clint A	Coldwell Banker Realty	28	11,320,000
131	Meyer, James D	Cutler Real Estate	27	11,275,000
132	Noggle, Michelle	RE/MAX Revealty	40	11,256,000
133	Coombs, Niko	EXP Realty, LLC	26	11,246,000

Rank No	Agent	Office Name	Unit	Volume
134	Hamrick, Kimberly D	Keller Williams Consultants	31	11,224,000
135	Koontz Gilmour, Paula	KW Classic Properties Realty	18	11,170,000
136	Scoby, Jennie	Keller Williams Consultants	28	11,161,000
137	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	25	11,149,000
138	Hinson, Alan D	New Albany Realty, LTD	7	11,125,000
139	Spalding, Erin	Cutler Real Estate	18	11,098,000
140	Parrett, Constance D	Cutler Real Estate	33	11,091,000
141	Espy, Seana M	Cutler Real Estate	15	10,971,000
142	Corbett, Martha	Sorrell & Company, Inc.	17	10,951,000
143	Kilgore, Shelley	RE/MAX Partners	21	10,919,000
144	Miller, Catherine W	NextHome Experience	12	10,830,000
145	Kohlhepp, John	Keller Williams Capital Ptnrs	32	10,817,000
146	Biltz, Ryan	Real Estate & Auction Services	16	10,813,000
147	DeVoe, Anne	Coldwell Banker Realty	10	10,767,000
148	Chambers, Tracy	Keller Williams Consultants	22	10,741,000
149	Judd, Katrina M	Howard Hanna Real Estate Svcs	28	10,738,000
150	Donovan, Anne	Coldwell Banker Realty	22	10,647,000

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



Summer Should Feel Easy. Your Insurance Coverage Should Too.



HEALTH
INSURANCE



LIFE
INSURANCE



SENIOR
INSURANCE



ACA
PLANS

Health • Life
• Senior Insurance
• ACA Plans

Helping families protect
what matters most
all summer long.

*Relax this summer.
We'll help you find the right coverage.*

Tonya & Steven Hinds
Health and Life Insurance Experts

614-791-9990
shinds@usabg.com
www.usabg.com/shinds

Call or Scan
for a free
quote!



EMPOWER YOUR CLIENTS TO WIN IN MULTIPLE OFFER SCENARIOS



Enhance your clients' success in multiple offer situations. Partner with NFM Lending today and discover how we can help your clients secure their dream homes. Let's win together!

As a real estate agent, you know the challenges your clients face in today's competitive market. Partnering with NFM can give your clients the edge they need to succeed in multiple offer scenarios. Our commitment to excellence and client success makes us the ideal partner for real estate professionals.

SWIFT PRE- APPROVALS

Our quick and efficient pre-approval process ensures your clients are ready to make strong, credible offers

TAILORED STRATEGIES

Collaborate with our seasoned loan originators to develop personalized strategies that enhance your clients' chances of winning.

RELIABLE CLOSINGS

Our fast and dependable closing process makes your clients' offers more appealing to sellers, increasing their chances of success.

COMPETITIVE FINANCIAL SOLUTIONS

We provide competitive rates and flexible terms, offering your clients the best financial options available.

Here are a few ways that we are helping clients **WIN**:

- Property Inspection Waiver (appraisal waiver)
- Fast as Cash Closings (15 days or less)
- Our reputation
- Our proven offer process
- We educate clients on the 10 ways to win



Please reach out to a local NFM Lender to inquire about how we can help your clients win in multiple offer scenarios today!



NFM Lending®
Ready. Set. Mortgage.™

Equal Housing Lender: This advertisement is strictly for builder and realtor informational purposes, and should not be disseminated to consumers. This document is not an advertisement for consumer credit as defined in 12 CFR 1026.2(a)(2). The pre-approval may be issued before or after a home is found. A pre-approval is an initial verification that the buyer has the income and assets to afford a home up to a certain amount. This means we have pulled credit, collected documents, verified assets, submitted the file to processing and underwriting, ordered verification of rent and employment, completed an analysis of credit, debt ratio and assets, and issued the pre-approval. The pre-approval is contingent upon no changes to financials and property approval/appraisal. *Borrower must pay for the appraisal upfront. This advertisement must be presented at the time of the loan application in order to be eligible to receive the appraisal voucher. The appraisal fee will be credited up to \$500 to the borrower at the closing of their loan through NFM Lending. The credit for the appraisal will come in the form of a lender credit towards closing costs. Voucher applies to first mortgage loans to purchase or refinance real estate properties made through NFM Lending branch OH330 located at 1 Easton Oval, Ste. 500, Columbus, Ohio 43219. Home equity loans, second mortgages, lines of credit, and other loans that are not first mortgages do not qualify for the appraisal waiver. Voucher valid until 12/31/2025. Some restrictions apply. Eligibility is subject to completion of an application and verification of home ownership, occupancy, title, income, employment, credit, home value, collateral, and underwriting requirements. Not all programs are available in all areas. Offers may vary and are subject to change at any time without notice. For NFM Lending, LLC's full agency and state licensing information, please visit www.nfm lending.com/licensing. NFM Lending, LLC's NMLS #2892 (www.nmlsconsumer-access.org). © 2025 NFM Lending, LLC. America's Common Sense Lender® Trade/service marks are the property of NFM Lending, LLC and/or its subsidiaries. Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. www.nfm lending.com To qualify for this program the consumer must be pre-approved and all the following must apply: The final approval cannot deviate from any terms of the initial approval. The loan closing cannot be delayed in whole or in part by actions of the buyer or seller beyond NFM's control.



We're Not Your Typical Title Company.
www.ohiorealtitle.com
216.373.9900

TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - June 30, as of July 16

Rank No	Agent	Office Name	Volume	Unit
1	Ruehle, Ryan J	EXP Realty, LLC	90,616,000	283
2	Tartabini, Daniel V	New Advantage, LTD	130,565,000	239
3	Raines, Sandy L	The Raines Group, Inc.	158,670,000	233
4	RafiyQ, Alan J	D.R. Horton Realty of Ohio, In	78,145,000	197
5	Hencheck, Alexander A	HMS Real Estate	85,390,000	153
6	Fairman, Charlene K	The Realty Firm	78,778,000	149
7	Ruff, Jeffery W	Cutler Real Estate	97,498,000	141
8	Cooper, Sam	Howard Hanna Real Estate Svcs	50,210,000	128
9	Buehler, Craig	Coldwell Banker Realty	44,820,000	115
10	Fisk, Jacob V	Red 1 Realty	29,352,000	105
11	Wills, Julie R	Howard Hanna Real Estate Svcs	39,507,000	97
12	Tanner-Miller, Angie	Coldwell Banker Realty	24,002,000	93
13	Lynn, Lori	Keller Williams Consultants	37,665,000	90
14	Clarizio, Bradley	Red 1 Realty	39,236,000	87
15	Knecht, Dylan J	RE/MAX Revealty	19,962,000	85
16	Collins, Charles E	Red 1 Realty	32,469,000	85

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

Rank No	Agent	Office Name	Volume	Unit
17	Ferrari, Rhiannon M	EXP Realty, LLC	35,715,000	84
18	Ciamacco, DeLena	RE/MAX Connection	46,768,000	82
19	Wright, Kacey A	RE/MAX Partners	49,481,000	81
20	Jones, Tracy J	Keller Williams Elevate - Strongsville	11,858,000	80
21	Vanhorn, Kohl	RE/MAX Impact	26,092,000	80
22	Riddle, Robert J	New Albany Realty, LTD	64,558,000	77
23	Shaffer, Donald E	Howard HannaRealEstateServices	24,755,000	73
24	Ross, James E	Red 1 Realty	16,454,000	72
25	Abbott, Kelly	Howard Hanna Real Estate Svcs	26,886,000	69
26	Looney, Sherry L	Howard HannaRealEstateServices	23,884,000	69
27	Miller, Sam	Re/Max Stars	10,299,000	67
28	Wheeler, Lacey D	Red 1 Realty	37,795,000	66
29	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	23,163,000	64
30	Barlow, Jaysen E	Sell For One Percent	20,717,000	63
31	Ritchie, Lee	RE/MAX Partners	29,202,000	61
32	Kemp, Brian D	Keller Williams Capital Ptnrs	29,057,000	58
33	Keener, Angela L	Keller Williams Consultants	22,197,000	58
34	Graham, Mark	Countrysyme Realty, LLC	7,115,000	57
35	Guanciale, Andrew P	Coldwell Banker Realty	20,574,000	56
36	Cox, Brittany	Keller Williams Greater Cols	19,203,000	55
37	Fox-Smith, Angelina L	Coldwell Banker Realty	25,501,000	55
38	Willcut, Roger E	Keller Williams Consultants	38,500,000	54
39	Edwards, Kyle	The Brokerage House	27,183,000	54
40	Clark, Amy G	Cutler Real Estate	20,690,000	52
41	Lyubimova, Ekaterina	NextHome Experience	15,226,000	52
42	Beirne, Daniel J	Opendoor Brokerage LLC	17,513,000	52
43	Beckett-Hill, Jill	Beckett Realty Group	34,436,000	52
44	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	26,621,000	51
45	Bodipudi, Koteswara	Red 1 Realty	22,162,000	50
46	Mulvany, Bryan R	Hart Real Estate Agency LLC	18,308,000	49
47	Rasmus, Jude A	Rasmus Real Estate Group, Inc.	14,893,000	48
48	Mancini, Mandy	Keller Williams Consultants	28,525,000	47
49	Morrison, Natalie H	e-Merge Real Estate	16,021,000	47
50	El Mejaty, Omar	Carleton Realty, LLC	12,948,000	47



More Than Stagers. Strategic Partners.

Beautiful staging is only part of what we do.

From scheduling and logistics to communication and project management, our team works behind the scenes to keep your listing moving forward.

A trusted staging partner focused on helping you get to market.



ASHWORTH
home
STAGING | DESIGN



THOUGHTFUL
DESIGN



RELIABLE
SCHEDULING



CLEAR
COMMUNICATION



ORGANIZED
LOGISTICS



hello@ashworthhomeco.com



614.541.8166



ashworthhomeco.com



ashworthhome

— Stage Before You List —

TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - June 30, as of July 16

Rank No	Agent	Office Name	Volume	Unit
51	Davis Spence, Katherine	The Brokerage House	30,668,000	45
52	Ramm, Jeff	Coldwell Banker Realty	30,098,000	44
53	Kamann, Heather R	Howard Hanna Real Estate Services	16,269,000	44
54	Webb, Stephanie	Keller Williams Legacy Group	14,558,000	44
55	Elflein, Joan	Ohio Broker Direct, LLC	15,405,000	43
56	Mitchell, Courtney J	RE/MAX Premier Choice	26,206,000	43
57	Mahler, Jeff A*	Keller Williams Capital Ptnrs	19,035,000	42
58	Dixon, Tracey L	Keller Williams Greater Cols	16,496,000	42
59	Kim, Lory	RE/MAX Connection	13,666,000	42
60	Murphy, Kristina R	Howard Hanna Real Estate Svcs	14,261,000	42
61	Price, Hugh H	Howard HannaRealEstateServices	20,354,000	42
62	Kovacs, Kimberly A	Coldwell Banker Realty	14,458,000	41
63	Breckner, Brian	Beckett Realty Group	13,418,000	41
64	Griffith, Tyler R	RE/MAX Peak	17,660,000	41
65	Noggle, Michelle	RE/MAX Revealty	11,256,000	40
66	Kendle, Ronald D	RE/MAX Town Center	23,372,000	40
67	Díaz, Byron	NextHome Experience	9,393,000	40

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

Rank No	Agent	Office Name	Volume	Unit
68	MacKenzie, Cynthia C	CYMACK Real Estate	23,566,000	39
69	Hughes, Malia K	Key Realty	13,041,000	39
70	Hursh, Andrew J	The Westwood Real Estate Co.	18,083,000	39
71	Alley, Rachel M	Keller Williams Capital Ptnrs	18,344,000	38
72	Madosky Shaw, Lari	Coldwell Banker Realty	28,807,000	38
73	Crocco, Katie	RE/MAX Winners	13,383,000	37
74	Fair, Diana	The Westwood Real Estate Co.	9,384,000	37
75	Roehrenbeck, James F	RE/MAX Town Center	16,637,000	37
76	Swihart Valentine, Abigail E	Red 1 Realty	12,839,000	36
77	Casey, Michael A	RE/MAX Connection	18,450,000	36
78	Romanelli, Cristina M	Keller Williams Greater Cols	14,333,000	35
79	Groza Yoko, Emily	The Brokerage House	18,985,000	35
80	Doyle, Michael	Real of Ohio	12,868,000	35
81	Lubinsky, John D	RE/MAX Affiliates, Inc.	16,151,000	35
82	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	16,604,000	34
83	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	4,727,000	34
84	Shaffer, Carlton J	RE/MAX Partners	17,504,000	33
85	Parrett, Constance D	Cutler Real Estate	11,091,000	33
86	Prewitt, Brandon T	RE/MAX Partners	14,923,000	33
87	Hamilton, V. Patrick	REMAX Alliance Realty	8,263,000	33
88	Press, Marci L	Home Central Realty	15,002,000	33
89	Richmond, Robert D	Red 1 Realty	9,247,000	32
90	Rano, Richard J	RE/MAX Affiliates, Inc.	19,466,000	32
91	Solomon, Arthur A	Coldwell Banker Heritage	5,925,000	32
92	Richards, Katie	Keller Williams Greater Cols	16,404,000	32
93	Kohlhepp, John	Keller Williams Capital Ptnrs	10,817,000	32
94	Lieu, Jimmy	Swiss Realty LTD	6,831,000	32
95	Wainfor, Susan	Coldwell Banker Realty	13,674,000	31
96	Marvin, Scott A	Team Results Realty	11,652,000	31
97	Fenters, Margaret M	Coldwell Banker Realty	22,598,000	31
98	Hood, Shaun	Coldwell Banker Realty	13,609,000	31
99	Pattison, Susie L	Cutler Real Estate	19,986,000	31
100	Hamrick, Kimberly D	Keller Williams Consultants	11,224,000	31



Savvy businesses know it's all about *who many* you reach – not how many.

Our niche publications, exclusive events, and targeted digital marketing get your brand in front of ideal clients affordably.



Let's talk!
Reach out to the publisher of this magazine today.



Rank No	Agent	Office Name	Volume	Unit
118	Hart, Kevin	Keller Williams Capital Ptnrs	9,410,000	28
119	Fader, Scott	Joseph Walter Realty, LLC	4,465,000	28
120	Judd, Katrina M	Howard Hanna Real Estate Svcs	10,738,000	28
121	Scoby, Jennie	Keller Williams Consultants	11,161,000	28
122	Becker, Kathryn K	Coldwell Banker Realty	14,934,000	27
123	Lyman, Remington	Reafco	7,721,000	27
124	Goodman, Benjamin J	The Brokerage House	19,958,000	27
125	Meyer, James D	Cutler Real Estate	11,275,000	27
126	Smith, Andrew L	Red 1 Realty	9,195,000	27
127	Wiley, Kelly	Keller Williams Capital Ptnrs	6,431,000	27
128	Sunderman, Mary K	Keller Williams Capital Ptnrs	14,199,000	27
129	Wampler, Stacey J	Sluss Realty Company	6,043,000	26
130	Wills, Elizabeth Genevieve	Rock House Realty LLC	9,185,000	26
131	Kessel-White, Jennifer	KW Classic Properties Realty	9,708,000	26
132	Falah, Sinan	Coldwell Banker Realty	9,769,000	26
133	Boot, Yuriy A	BUCH Realty, LLC	8,384,000	26
134	Salmons, Robert E	Entera Realty LLC	9,051,000	26
135	Coombs, Niko	EXP Realty, LLC	11,246,000	26
136	Hall, Connie L	Rock House Realty LLC	7,396,000	25
137	Berrien, Todd V	Coldwell Banker Realty	10,262,000	25
138	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	11,149,000	25
139	Gibson, Michael Bradley	Real of Ohio	12,270,000	25
140	Mullins, Rebekah	Red 1 Realty	6,714,000	25
141	Flach-Moore, Stacey L	Coldwell Banker Realty	7,043,000	25
142	Chudik, Margaret L	Coldwell Banker Realty	12,657,000	25
143	Coburn, Kristin L	Coldwell Banker Realty	11,383,000	25
144	Harr, William Christopher	RE/MAX ONE	7,693,000	25
145	Kelker, Ashley C	Red 1 Realty	7,152,000	25
146	Hiss, Erik	Keller Williams Capital Ptnrs	8,429,000	24
147	Farwick, Thomas M	KW Classic Properties Realty	13,408,000	24
148	Fisher, Keli M	e-Merge Real Estate Results	7,068,000	24
149	Winter, Brad	Engel & Volkers Real Estate Advisors	16,313,000	24
150	Plank, Maureen	Cam Taylor Co. Ltd., Realtors	10,104,000	24

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

It's HOT Out There!

Help your clients beat the heat with our cool home warranty coverage. When covered home appliances and systems break, our coverage helps save the day and keep homes running smoothly.

Let's connect.

[firstamrealestate.com](#)
Phone Orders: 800-444-9030



*First American
Home Warranty™*

Your Local Resource

Lauren Calhoon

614-633-7295
lcalhoon@fahw.com



"My goal is to make your job easier"



SAMPLE OF OUR SERVICES

- DRAINAGE SOLUTIONS
- CRAWL SPACE
- WATERPROOFING
- FOUNDATION REPAIR

FINANCING AVAILABLE!



Locally Owned & Operated
614-956-4592
Call for a FREE Quote!

www.buckeyebasementsolutions.com



DSg Real Estate
Photography

**YOUR ONE-STOP-SHOP
FOR ALL YOUR REAL ESTATE
MEDIA NEEDS**

Photos
Video
Drone
Social Media
Reels
Floor Plans
360 Tours
Marketing Kit
Brand
Marketing



50% off Photos on First Shoot
(use coupon code "RPSO")

Don Sgontz

614-395-5096
don@dsgrealestatephotography.com
book.dsgrealestatephotography.com

STRONG PARTNERSHIPS.

Stronger Results.

EMPOWERING AGENTS.
DELIVERING EXCEPTIONAL CLIENT EXPERIENCES.

LOWER LOCAL
CLARKSON TEAM
EST. 2024

Helping clients achieve the goal of homeownership one family at a time.

We work with your everyday first time homebuyer to the savvy investor client looking to add to their portfolio of properties.

AGENT-FOCUSED
Your success is our priority.

WIDE RANGE OF LOAN OPTIONS
Solutions for every type of buyer and investor.

LOCAL EXPERTISE
Personalized service with a community-first approach.

LET'S BUILD SUCCESS TOGETHER.

Austin Clarkson
Loan Officer | Lower Mortgage

419-236-5388
austin.clarkson@lower.com

Your Goals. Our Passion.
TOGETHER, WE OPEN DOORS.

TIME TO MAKE YOUR CLIENT'S DREAM LAND A REALITY.

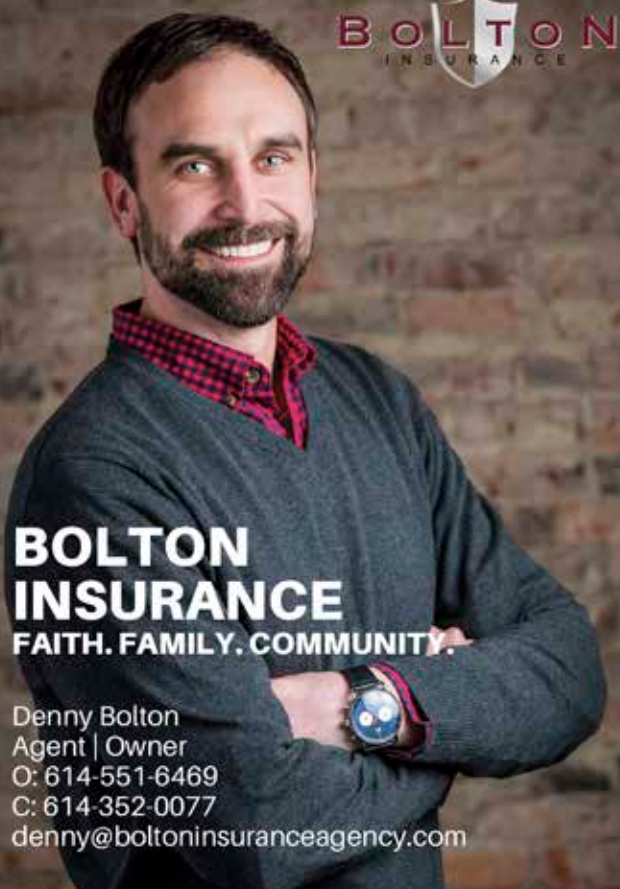
As the leader in rural lending, we can provide your clients a wide range of financing solutions designed specifically to make their rural living dreams a reality.

 **RURAL 1st**
Closer to What Matters
Home • Construction • Lot & Land Loans



Scan the QR
code to learn more.

Loans subject to credit approval. Rural 1st is a tradename and Rural 1st, the Rolling Hills Window Icon and Closer to What Matters are exclusive trademarks of Farm Credit Mid-America, NMLS 407249. Rural 1st products are available to consumers within the territories of participating Farm Credit System Associations. Equal Housing Lender.



**BOLTON
INSURANCE**
FAITH. FAMILY. COMMUNITY.

Denny Bolton
Agent | Owner
O: 614-551-6469
C: 614-352-0077
denny@boltoninsuranceagency.com

D·R·HORTON
America's Builder

FIND YOUR
DREAM HOME
WITH US!

CHELSEA BAKER
NEW HOME CONSULTANT

(614) 425-7131
cbaker1@drhorton.com

Connect
with
me!



www.drhorton.com/
ohio/columbus



SafePro HOME WARRANTY

*At SafePro, we're committed to providing
top notch service for our Homeowners and
Realtor Partners.*

- ✓ **Locally Owned and Operated**
- ✓ **Fast and Reliable Service**
- ✓ **Industry Low Trade Call Fee**
- ✓ **Realtor Portal For Orders**

Local Service, Trusted Protection.

Dianna Silver
Director Of Sales
614-701-8575
dianna@safeprohw.com





A PRODUCT OF
THE N2 COMPANY

9151 Currency St.
Irving, TX 75063

BUILT FOR AGENTS WHO EXPECT **MORE**

**UNIONHOME
MORTGAGE**



NOAH BRADER
LOAN OFFICER

C: **740.815.1573** | O: 614.212.6921

nbrader@uhm.com | www.applywithnoah.com

5080 Tuttle Crossing Suite 350 Dublin, OH 43017



Union Home Mortgage Corp.
NMLS 2228 | nmlsconsumeraccess.org

NMLS 224079 | Licensed in: FL, OH, TN, IA, MI, VA, TX, CA | State NMLS Lic: FL ID 52530 | OH MLO 036058 000 |
TN 224079 | IA 53379 | MI 224079 | VA MLO-TS142VA TX 234079 | CA CA-DP1234079 | Use need by the California |
Department of Financial Protection and Innovation | Residential Mortgage Lending Act License number 433047.
Ohio RMLA RM 800807 000 | Texas Recovery Fund <https://www.smltexas.gov/wp-content/uploads/2023/01/rmla-80-200-6-recovery-fund-notice.pdf>