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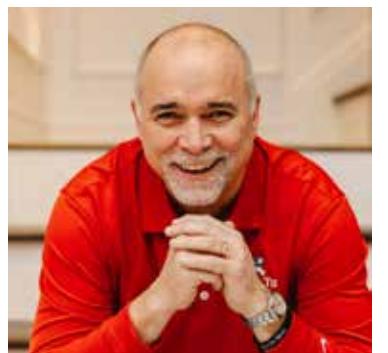
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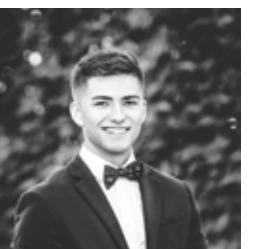
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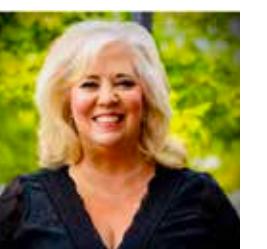
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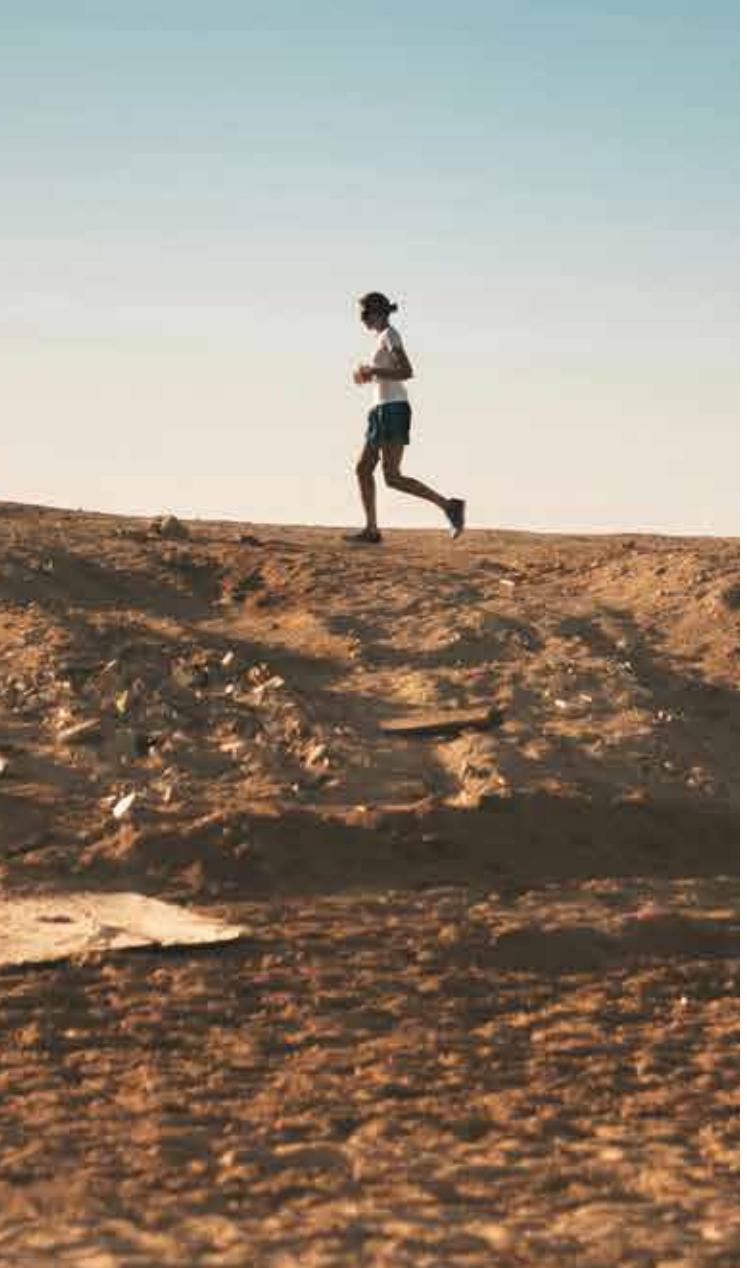
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# Running YOUR RACE



2025 has come and gone, along with continued significant changes to our industry. If there is one thing that I have come to realize for certain in real estate over 15 years of working within it, it is that you simply do not have control over the variables within a transaction, let alone our industry as a whole. However, what I do know is that we always collectively find a way and create solutions. While some continue to operate outside of integrity and the lines of professional tolerance, this is not the group that encompasses or should encompass our readership audience.

Instead of focusing on things we cannot control, focusing on what is within our control, as a standard, is the ONLY way to live - for our peace of mind, the sake of our clients, and dare I say, sanity.

With this thought in mind, I can't help but reflect on the purpose of blinders on a horse during a race and how this relates to our personal career "races" - agent or affiliate alike. In an environment filled with competition and the distractions of industry disruptors, I invite you to review the facts below:

Horses wear blinders, also known as blinkers, for a variety of reasons, including:

#### 1. Distraction

To help horses focus on the task at hand and avoid distractions like crowds or other horses

#### 2. Eye position

To help horses focus on what's in front of them, rather than what's to the side or behind

#### 3. Safety

To keep horses safe, especially when they're being driven in crowded areas or racehorses are running around a track

Do you see the correlation? Our industry is unique in many ways, but something that I have been fascinated by for years is the number of details outside of our "said control" on any given transaction. I believe the only way to stay "on track" and "win" is to stay in "our lane" or said personal brand with our blinders on daily. Pressing towards the mark, running businesses with integrity, focusing on the client, and always learning and leaning into the "uncontrollable" variables is the only choice.

We need relationships and professionalism ALWAYS, but I believe that need is more important than ever. It is an honor for me and our team to serve the best of the best through compelling, inspiring stories and impactful events.

Here's to continued focus and growth in 2026!

Always pressing towards the mark.

*Your friend,*



**Katie Mastroianni**  
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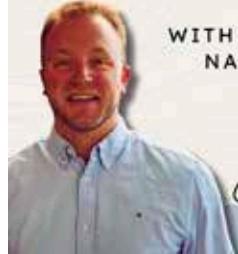




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# BLACK TIE MOVING



BY HEATHER LOFY  
IMAGES BY  
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No matter who you are, Black Tie Moving will roll out the red carpet for you.

Since 2013, Black Tie Moving has been redefining what relocation means. What started in Dallas as a vision for a better moving experience has grown into a

trusted name across multiple cities, including Memphis and Nashville, Tennessee, and now Ohio.

Chris Hess, the managing partner of Black Tie's Ohio branches, spent many years working in the moving industry before joining the company through his



friendship with Gary LeVox of the country band Rascal Flatts.

"Gary and I were best friends in high school," Chris says. "He was moved by Black Tie and wanted me to run it here," he recalls. "We always talked about partnering up, and this was right in my wheelhouse."

Now, Black Tie's Ohio branches have been in business for eight years and have completed more than 14,000 moves. The company has built its reputation on one simple promise: Every



“

**MOVING IS ONE  
OF THE THREE  
MOST STRESSFUL  
THINGS IN LIFE.”**



customer deserves a red carpet experience.

Black Tie Moving offers a full suite of services: packing, loading, unloading and transportation for both residential and commercial clients. Whether it's a local move across Columbus or Cincinnati or a long-distance relocation, the team is committed to making the process as stress-free as possible.

“Moving is one of the three most stressful things in life,” Chris explains. “There’s also death and divorce, and moving often accompanies one of those. We try to go above and beyond to set ourselves apart.”

That commitment starts with flexibility. Customers can schedule in-person consultations or virtual walkthroughs via FaceTime or Zoom. There’s no extra cost for estimates, and Chris prides himself in giving all customers the open invitation to contact him directly.

“I want to know what’s happening — good or bad — so I can feel the pulse of the company,” he says.

Black Tie Moving’s success is built on relationships. When the

Chris with his wife, Marnie.

Ohio location launched, more than 80% of its business came from referrals, especially from real estate agents and senior living communities. The company continues to nurture those connections, even hosting exclusive concerts featuring Gary LeVox for partners and clients.

“He plays the whole Rascal Flatts set,” Chris says. “It’s our way of saying thank you.”

Beyond moving, the company is deeply committed to giving back. From donating toys to Toys for Tots and coats for children to delivering food to local foundations, Black Tie Moving strives to make a positive impact in the communities it serves.

“

**I WANT  
TO KNOW  
WHAT’S  
HAPPENING  
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Ian Ulrich credits music for getting him to where he is today.

Ian, who grew up in Toledo, Ohio, attended a small Christian school where his graduating class would have been just 30 students. His career options seemed to be limited. But music changed that. He picked up the violin in fourth grade, and it opened a door to self expression that would shape him. Ian also found a turning point in high school when he moved from his small private school to a public school with 500 classmates.

"I pretty much knew people through the violin, and that was it," he says. "By senior year, I graduated as prom king.

I figured out who I was as a human and took chances."

After graduation, a full-ride scholarship brought him to The Ohio State University, where he earned a degree in hospitality management with a minor in business.

"The service industry is the backbone of where I come from professionally," Ian says. "I always worked in that space. I worked in restaurants, kitchens, hotels... and I worked at Muirfield Village Golf Club in college during the Memorial Tournament. I was

exposed to many prominent people, and that's an important part of my journey. When they walked through the clubhouse doors, it was my job to make them feel comfortable. We could create that experience together, and it benefited both of us."

Out of college, Ian translated those skills into sales. For more than a decade, he worked at multiple beverage companies during the craft beer boom.

"It was cool to see the city grow and be part of an era driven toward that," Ian says. "My





role wasn't just about selling beer, it was about telling stories, introducing brands to new markets and helping small businesses thrive. I always wanted to be part of that in a bigger way."

But the industry had its ups and downs. After being laid off a few times, he realized something important: People weren't buying products because of what they were, rather, they were buying because of who he was.

"I was selling my brand without realizing it," he says. "My brain started to switch gears. I wondered in what industry could I represent myself and build equity in my brand? It was real estate."

Ian got his license in September 2024, after spending time shadowing the Embark Team led by John Kohlhepp. He hit the ground running and by January, he closed his first deal. It was a full-circle moment, as Ian's first sale was with a bartender from a bar he used to sell beer to.

**“The service industry is the backbone of where I come from professionally.”**



Photo courtesy of Dan Mitchell.



"The dream of working for myself has always been at the top of my priorities," he says. "The biggest challenge is finding people to work with. Lead generation is the cornerstone to success. Why should you trust someone with no experience versus experience? The answer is confidence, and that was something I always had from the beginning of my beer career. I didn't have experience there, either, and I have never claimed to be an expert in my field. But I know experts in my field, and you will use me to your advantage because I have that access. We will pause and I will find someone who knows and we will figure it out together. It humanizes me."

Music is still very much central to Ian's life. He played in an

eight-piece funk band that wrote original songs and performed across Ohio and even in New York. He continues to sing in a wedding band locally. Along with his real estate career, Ian also runs a catering business specializing in barbecue. His family life is full and exciting, too — he and his wife Katie recently welcomed a daughter, Edith.

As he continues to build his career, Ian is leaning into kindness.

"It attracts people to me," he says. "It's one of the few things everyone has the ability to offer to one another, but not everyone takes advantage of that. If there is one thing I can rely on, it's that. I'm going to keep doing it. Let's help our neighbors and love each other."





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# DON'T RENT YOUR BUSINESS.

BUILD SOMETHING YOU ACTUALLY OWN.

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



A lot of business owners talk about ownership.

They've incorporated, invested in

branding, and built an online presence. From the outside, it looks like ownership. But in practice, many businesses still rely heavily on systems they don't control — platforms, algorithms, and attention they have to continually re-earn.

That's not a flaw. It's how most businesses start.

The challenge comes when those rented systems become the foundation instead of the *support*.

Renting attention can be efficient. Ads generate leads quickly. Social platforms make distribution easy. Trends create momentum. But renting always has limits. Costs change. Rules shift. Reach fluctuates. What works today may not work the same way next quarter.

Ownership shows up differently. It's quieter at first, slower to feel, and harder to measure in the short term — but it compounds.

Real ownership isn't about paperwork or aesthetics. It's about **control, consistency and continuity**.

Control means you can reach your audience without relying on a single platform.

Consistency means your message sounds like you, regardless of format or trend.

Continuity means your past work keeps working even when you're not actively pushing.

Most businesses struggle not because they lack effort, but because the effort resets to zero every month.

This is where content plays a much bigger role than most people realize.

Content used as a rental tool is reactive. It follows formats that perform today and fades when attention moves on. It may look successful on the surface, but it rarely leaves a lasting impression.

Content used as an ownership tool does something different. It reinforces a point of view. It builds familiarity over time. It helps people recognize you before they're ready to buy — and trust you when they are.

That kind of content doesn't chase reach. It builds memory.

And memory is what turns visibility into demand.

Ownership also changes how a business feels to run. Decisions get easier. Marketing becomes less frantic. Growth stops being dependent on constant output and starts being driven by accumulated trust.

A simple way to think about it is this:

If activity slows down for a short period, does your business slow with it — or does it still move forward?

The goal isn't to eliminate rented systems. They're useful. The goal is to make sure they sit on top of something you own.

Because in the long run, businesses aren't built on momentary attention.

They're built on recognition, trust, and assets that compound quietly over time.

That's what ownership actually looks like.

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# Katie Guntle

KELLER WILLIAMS  
CAPITAL PARTNERS

BY JOSEPH COTTLE  
IMAGES BY LESLIE FOX PHOTOGRAPHY



**“Real estate found me when I wasn’t even looking,” says Katie Guntle, a Columbus-area REALTOR® known for her steady confidence and genuine care for the families she serves. “It started as a curiosity and quickly became a calling — I realized I love helping people feel at home.”**

What began as a happy accident turned into a thriving business built on connection, trust, and a whole lot of heart. “For me, it’s never just about the house,” Katie says. “It’s about finding a place where life happens — where kids grow up, where friends gather, where you exhale at the end of the day.”

When Katie and her husband spent 12 years moving across the country for his sales career — four states in all — each relocation brought new lessons, new neighborhoods, and a growing fascination with the home-buying process.

“We had good and bad experiences with REALTORS®,” she remembers. “Over time, I realized I was the one doing the research, thinking about the details, and caring the most about the outcome. I thought — why not make that my career?”



**"I know these neighborhoods inside and out."**

By the time they returned home to Ohio, she knew exactly what she wanted. "I told my husband I'd follow him anywhere, but I wanted to raise our boys in Columbus," she says. After working as an admin for a top-producing agent in Kentucky, she'd seen what success looked like up close — and she was ready to build her own version of it.

She got her license in 2019, right before the market turned upside down. "In my first year, I had two transactions. I was learning, asking questions, figuring it all out," she says. "Then 2020 hit, and suddenly it was nonstop. I carried my laptop everywhere because you never knew when you'd be writing an offer from the front seat of your car."

Those early years taught her what no class ever could. "The market was wild, but it taught me to be resourceful and quick. More importantly, it taught me how to stay calm for my clients when everything felt uncertain."

Now, six years later, Katie thrives in what she calls a "real market." "This year has been one of the hardest, but also one of the most rewarding," she says. "You earn every win, and that makes it even sweeter. I've never worked harder, but I've also never been prouder of what I've built."

For Katie, success starts and ends with relationships. "I've built my business almost entirely on referrals and word of mouth," she says. "That's because I genuinely care about people. I want my clients to feel like they're my only client."

Her approach is simple but powerful: listen deeply, communicate clearly, and treat every transaction as if it were her own. "Buying or selling a home is emotional. I never forget that. I want my clients to feel understood and supported from start to finish."

That people-first mindset is especially meaningful now that she's focused on her home turf in north Columbus. "I grew up here, and now I live just one suburb over in Lewis Center," she says. "I know these neighborhoods inside and out — where the good coffee shops are, which parks are best for kids, and how the schools have grown."

Coming back after 12 years away gave her a new appreciation for how much the area has changed — and how much it's stayed the same. "When my husband said we should look in Lewis Center, I laughed. I remembered when it was mostly farmland," she says. "Now it's booming — four high schools, a fifth being built, and so many young families putting down roots. It's been amazing to watch it grow."



Katie with her family, including her husband, their 13-year-old son, and 12-year-old twin boys.

For Katie, home isn't just an address — it's a feeling. "I tell my clients, think about your lifestyle. Where do you grab coffee? Where's the nearest Target? Do you want sidewalks, or do you want space? The little things make a house feel like your home."

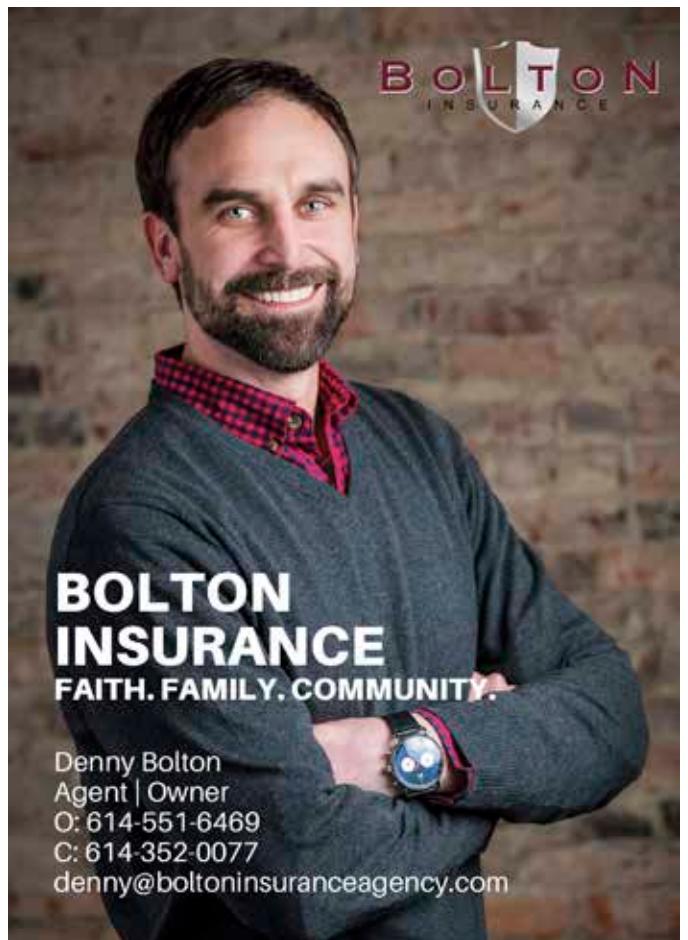
Outside of real estate, Katie's life is every bit as full as her clients'. She and her husband, college sweethearts, share a love of running that's taken them across the country. "We've run half and full marathons in 44 states," she says. "It's how we've explored new places — sometimes with the kids, sometimes just the two of us. It's our way of staying connected and grounded."

At home, their three boys — 13 and 12-year-old twins — keep her busy and laughing. "Our house is loud and full of energy," she says. "It's chaos, but it's ours. And that's exactly what I want for my clients — to find their version of home that feels right in every season."

Looking ahead, Katie's focus is clear: stay true to what works. "This year, I really leaned into what I love — my people, my neighborhood, my community," she says. "There are a lot of shiny objects in real estate, and I chased a few early on. But I've learned that when you stay grounded in service and connection, everything else falls into place."

Her voice softens for a moment before landing on the simple truth that defines her work: "At the end of the day, I don't just help people move — I help them belong."





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# STAGING SELLS

## SPRING MARKET STAGING SECRETS

Amanda Williams  
Owner of Mission Design Co.

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

### 1. Start With a Clean Slate (Literally)

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

### 2. Light It Up

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

### 3. Creative Swaps to Depersonalize

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

### 4. Think Like a Photographer

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

### 5. Highlight the Hero Rooms

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

### 6. Don't Forget Curb Appeal

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

#### The Final Frame

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

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

# Jenny Luka



Coldwell Banker Realty

**R**eal estate is Jenny Luka's second career, one she built with intention, grit, and a deep belief in the power of relationships.

Oh, and it only took her about five years.

Behind her confidence is the history of someone who has lived a full life, weathered profound loss and emerged with a clear sense of what actually matters.

Jenny spent 20 years in the corporate world before she ever considered selling homes. She climbed the ladder in Columbus, working in marketing for large commercial construction and architecture firms, eventually running major departments across seven offices.

"I always knew for the last decade that real estate would likely be my out from the corporate career," she says.

She loved buying and selling her own homes, and she loved learning the process.

"I would always run comps myself and stage the houses. I just loved it."

What she didn't love anymore was working for someone else. When her husband Pete nudged her to pursue the thing



“

Corporate branding, graphics — I knew all about that, and it played really nicely into my career.”



Photo courtesy of Courtney Lynn Photography.

Jenny with her husband, Pete, and their dog, Willow. Photo courtesy of Courtney Lynn Photography.

she'd always talked about, she listened.

“I just wanted to work for myself,” Jenny says.

She got her real estate license and — somehow — did both jobs for two years.

Within 86 days of getting licensed, she had her first \$500,000 home under contract.

“It was bonkers,” she says with a laugh. “It just took off like a rocket.”

Jenny is the first to admit that change doesn't come

naturally to her. She grew up in the small coastal town of Poquoson, Virginia, “a little seafood town on the east coast,” she reminisces, raised in a tight-knit family where routines were stable, led by a dad who built aircraft carriers and submarines for the military.

“I am a creature of habit,” she says. “Growing up in the same town, being a cheerleader all my life — all of that makes change hard.”

But she made the leap anyway. And the very thing she feared — the unknown

— ended up becoming the place where she thrived.

Jenny credits much of her success to the fact that her personal circle is made up of people in a similar life stage — downsizers, move-up buyers, families making big decisions. Combined with her marketing background, it made for what she calls “a soft landing” into real estate.

“There are so many agents, young or old, and marketing is hard for them. Corporate branding, graphics — I knew all about that, and it played really nicely into my career.”

Still, marketing isn't the reason people hire Jenny. Relationships are. Transparency is. Trust is.

“Everything is relationship-based for me,” she says. “If you have a better vibe from someone else, I want you to pick them. We're going to be married for 30 to 90 days. I want you to pick me because you trust me.” She doesn't cold call. She doesn't door-knock. “I will literally be homeless before I do either of those,” she says. But she does open houses — nearly 50 a year — because that's where her natural ease with people shines.

Her clients quickly learn that she means it when she says it's not just a transaction. “This is a lifelong friendship/relationship,” she says. “I wrote that in my bio before I ever sold a house. And it's still true.”

Real estate became more than a career when, not long after her sales volume really took

off, she suffered a season of immense loss. In a short span of time, she lost her father, her mother, her grandmother, her “soul dog,” a cat, and nearly her brother after a rare cancer diagnosis he was able to fight and heal from.

“It's crazy when I say it all out loud,” she says. Real estate became an outlet, a place to walk out the grieving process in a constructive way. In that time, her clients truly became friends, and her work became part of her healing. “My career kept me busy, and it's been a huge part of the last three or four years.”

Her life at home reflects that same loyalty and resiliency. She and Pete spend their summers escaping to his family's off-the-grid cabin in northern Ontario — a place so quiet and dark that the stars feel close enough to touch. She's also a whitetail hunter alongside Pete, embracing a hobby she picked up much later in life.

“He's been doing it forever. His standards are a little different than mine,” she jokes. “But it's really fun.”

Today, Jenny has found her rhythm. She's earned the Columbus REALTORS® \$5 million and \$10 million awards back-to-back. She recently joined the board of directors for the Women's Council of REALTORS® Columbus. And, perhaps most importantly, she feels at home — in her career, in Ohio, and in the community she continues to serve with honesty, heart, and a deep commitment to the people who trust her.

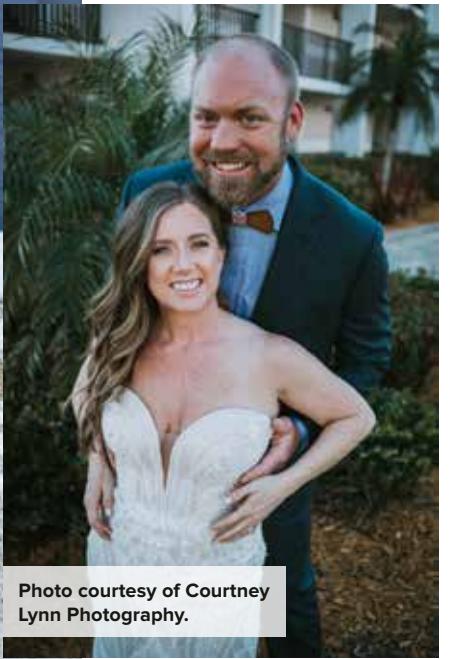


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Where the Numbers Add Up



# Legally Speaking



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

*Fannie Mae v. Clarkwood Apts., L.P.*,  
2025-Ohio-5221 (8th Dist., Cuyahoga Cty.)  
November 20, 2025.

Clarkwood Apartments, L.P. borrowed approximately \$29.2 million from Orix Real Estate Capital, LLC to acquire the Clarkwood Greens Apartments in Warrensville Heights, Ohio. On the same date, Granada borrowed approximately \$40.25 million from Orix to purchase the Granada Gardens Apartment Complex, also located in Warrensville Heights. Orix later became Lument Real Estate Capital, LLC, which subsequently assigned both loan packages to the Federal National Mortgage Association ("Fannie Mae"). Lument continued servicing the loans.

Fannie Mae later issued demand and acceleration letters on both loans, citing multiple events of default. These included failure to complete required safety-related repairs involving balconies, exterior and fire doors, and smoke and carbon monoxide detectors; failure to notify the lender of building or zoning code violations; failure to report a casualty loss or remit insurance proceeds; the entry of a judgment lien against the Granada property; and unauthorized demolition of garage structures without lender approval, constituting an unapproved change to the collateral.

Fannie Mae filed suit against Clarkwood, Granada, and related entities based on alleged violations of loan covenants and financing agreements. In October 2024, Fannie Mae also filed two separate foreclosure actions in the Cuyahoga County Court of Common Pleas, one for each property, and simultaneously sought ex parte appointment of a receiver pursuant to the loan documents and Ohio Revised Code §2735.01.

The trial court granted the receiver appointments, and the defendants appealed. The Eighth District Court of Appeals affirmed. The court first held that an order appointing a receiver is a final, appealable order under Ohio law. The court further held that Ohio law permits parties to waive notice and a hearing prior to the appointment of a receiver. Because the loan documents expressly granted the lender the right to a receiver "without notice" following an event of default, the ex parte appointments were upheld.

The decision reinforces Ohio courts' willingness to strictly enforce institutional loan documents, particularly in multifamily and investment property contexts, and highlights the serious consequences of noncompliance with lender covenants.

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## YOUR DOWNSIZING TEAM

# AmeriTitle

A

BY JOSEPH  
COTTLE  
IMAGES BY  
ORANGE  
VISUALS

After just a few minutes with Bethany Bowers, sales executive at AmeriTitle Downtown, one thing becomes clear: AmeriTitle isn't just another name in the crowded world of title companies. To her, it's a brand with depth, resources, and a level of service she believes real estate professionals deserve.

AmeriTitle operates under the Fidelity National Title Group umbrella, a structure that gives the company strength without sacrificing the local presence that matters so much to agents and investors.

"We're a long-established brand in the central Ohio area," Bethany says. "We provide a variety of title and escrow services, and from a customer service perspective, we kind of corner the market." It's a bold claim, but she backs it up with stories of clients who value AmeriTitle for its flexibility, reach, and the human touch built into every stage of the transaction.

That flexibility is one of their biggest differentiators. AmeriTitle has one of the largest processing teams in Ohio, which allows them to close nearly anywhere in the state, including fully remote sessions, an offering Bethany notes that not every title company provides. "The bedside manner from our escrow team is a huge differentiator," Bethany explains. "They take the time to explain why we need what we need. That communication really matters."



But the brand's value doesn't stop at closing services. Because of Fidelity's scale, AmeriTitle is equipped with tools that go far beyond most local title companies.

"We have our own proprietary CRM called CINC," Bethany says. "We also have our own technology platform, "Live INHere", that allows agents to connect with and serve their clients throughout their homeownership journey. The portal allows the homeowner to track equity, track renovations

“

They take the time to explain

why we need what we need.

THAT COMMUNICATION

REALLY MATTERS.”

and stay connected to their agent long after the sale."

AmeriTitle also supports client-facing events, continuing education classes and ongoing marketing support through their in-house team. The company is intentionally

growing its footprint while protecting the customer service standard that built the brand's reputation in the first place.

"We've scaled and grown appropriately," Bethany says. "We're intentionally growing,



## **I'm helping investors not just source deals.**

**I'm helping them understand underwriting, how to find well-appointed deals and how to manage those deals."**

which allows us to still provide that high level of customer service as we grow our base."

This next season includes thoughtful expansion into regions that need it most. "We're entering an exciting season of growth and thoughtful expansion," Bethany says. "AmeriTitle has plans to open a new location as part of our ongoing commitment to make closings more convenient and accessible. This expansion reflects our mission to go where our clients need us most and provide the support that makes their work easier."

Her background fits neatly into that goal. After two decades in property management, rising from a leasing agent in college to overseeing a nearly 6,000-unit rental portfolio, Bethany carries a level of investor knowledge that adds meaningful weight to AmeriTitle's services.



"I'm helping investors not just source deals," she says. "I'm helping them understand underwriting, how to find well-appointed deals and how to manage those deals."

Joining AmeriTitle wasn't a long-planned career pivot. It was

an opportunity she didn't know she needed.

"Turning 40 this year, I wanted to do something a little bit different but still in the real estate space." A friend encouraged her to apply, telling her about Fidelity's strong culture and long-tenured escrow

teams. Almost a year later, she still calls herself the new one in the group, but she's the first to say how much she loves the work.

Bethany's work doesn't stop at the closing table. She's avidly involved in her community, too, wanting to make a difference with dedication and joy.

"My favorite part of each week is the time I spend coaching for the Columbus Comets, the City of Columbus' special Olympics team," she says. "I've been involved with the program since 2006 and those athletes give me so much more than I could ever give to them."

Those relationships are what keep her energized.

"I've met some of the coolest, most hardworking, most entrepreneurial people," she says. And now, after years of living across the country and returning home during the pandemic, she gets to serve the community she grew up in with a company she truly believes in.

At the end of the day, Bethany sees AmeriTitle the same way she sees her work: personal, relationship-driven and intentionally built to make people's lives easier. And in a market full of title companies, that clarity makes all the difference.



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



**Talk to Byron Diaz, NextHome Experience, about real estate, and you'll quickly find out it's his passion. He's all about delivering for his clients. And he has the savvy, creativity and outstanding people skills to succeed. But while Byron is serious about his work, he's not all business: he's got a playful side and a hilarious sense of humor.**

"I look at my work as fun," Byron said. "I have a passion for helping clients and giving them the best experience and understanding what their needs are."

Byron grew up in Columbus with a mom from the Caribbean and a dad from Central America. Due to his parents' influence, he is bilingual in English and Spanish — an ability that helps him provide valuable assistance to Spanish-speaking clients.

In school, Byron played football and ran track for a short time but realized he wanted to work and make money. He credits his coaches, teachers, family and friends for providing mentoring and support. "There were a lot of people who wanted the best for me," he said. "Now as an adult, you can be shoulder to shoulder in the trenches with your mentors and I think that is so much fun."

Even as a kid, Byron was self-confident. "I've always believed in myself," Byron said. "You definitely have to believe in yourself, even when things aren't clear you'll get the outcome you want."

After graduating from Whitehall-Yearling High School, Byron studied at Columbus State and The Ohio State University. University didn't work out and he dropped out. Throughout school, he excelled in English and literature but didn't really tap into his love of reading and writing until being deep into his career in real estate.

Byron expanded his education and skills while he worked valet at local hotels. He has always had a strong work ethic, a keen sense of observation and a talent for innovative thinking. But through valet parking he learned concierge-style customer service skills and how to maximize his time.

"I always tried to give better service than what was expected," Byron explained. "You're there to guide people staying at the hotel who are coming in from another town and tell them about the spots they might be interested in. It's kind of like what I do in real estate."



While he enjoyed valet parking, Byron wanted a long-term career with greater earning potential. A friend encouraged him to try real estate and believed in him so much that he paid for Byron's coursework at Hondros. Byron earned his license in 2015 and started working as a full-time REALTOR® in 2016.

With real estate, Byron found his calling. "I love it," he said. "Right now, these are some of the best times





“  
Right now, these are some of  
the best times of my life.

**REAL ESTATE  
HAS GIVEN ME A  
DIRECTION AND  
THE ABILITY TO  
BETTER MYSELF.”**

of my life. Real estate has given me a direction and the ability to better myself.”

Byron quickly built a large client base and in less than 10 years became one of the area’s top 150 selling agents by volume.

Today Byron works with buyers, sellers and investors. While most of his clients are Spanish speaking, his specialty is helping people buy homes in an affordable price range — \$150,000 to \$300,000.

“I find a way to help people meet their goals,” Byron points out. “At the end of the day, I want to put people in the position that they can be buying properties for the futures they really want.”

Byron sees it as his mission to demystify home buying and property investment. He does so in his one-on-one interactions and also through his social media — which is stellar. He posts engaging videos,

often in Spanish, designed to attract and educate potential clients.

In some of his videos, Byron draws on a whiteboard to clarify topics ranging from ways to buy a home with no money down to strategies for getting your credit approval. In others, he taps into his sense of humor to connect with viewers. For example, in one home tour he uses comic, ta-da gestures to showcase a home’s features. In another, aimed at investors, he shows a woman pretending to scream in fear as she examines a dilapidated investment property.

Byron works out of a Worthington office with his six-person team. He says his team comes from diverse backgrounds and most are bilingual. “I really enjoy my team,” he said. “They all bring something to the table. We have fun interacting with each other.” Byron has built close, supportive relationships with others in his professional circle, including his brokers. “We have a high level of respect between us

and an appreciation for each other,” he said. He is also close to the videography team that works with him on social media posts.

Byron, who lives in Worthington and is in a relationship, jokes that he’s married to real estate.

When he’s not working, he likes to play pickleball which he recently learned. And he enjoys reading. “I like to read up on psychology because I really like dealing with people,” he said. “When it comes to leadership, I like to find out what people with a lot of success have to say.” Byron likes to dive into books that will help him better understand his client’s decision-making process so that he can sharpen his messages and content.

But although he appreciates an occasional chance to recharge, work is Byron’s favorite way to spend time. “It’s the personal growth and the ability to problem solve that I like best,” said Byron. “I love working with clients who see the value in home ownership.”



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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2025, as of Jan. 7, 2026

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	621	318,949,000
2	Raines, Sandy L	The Raines Group, Inc.	477	302,548,000
3	Tartabini, Daniel V	New Advantage, LTD	407	213,210,000
4	Ruehle, Ryan J	EXP Realty, LLC	515	166,108,000
5	Ruff, Jeffery W	Cutler Real Estate	226	163,210,000
6	Fairman, Charlene K	The Realty Firm	284	148,130,000
7	Riddle, Robert J	New Albany Realty, LTD	164	126,870,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	259	96,734,000
9	Wright, Kacey A	RE/MAX Partners	148	79,995,000
10	Ritchie, Lee	RE/MAX Partners	173	77,111,000
11	Ciamacco, DeLena	RE/MAX Connection	148	74,506,000
12	Mancini, Mandy	Keller Williams Consultants	130	73,055,000
13	Lynn, Lori	Keller Williams Consultants	195	70,934,000
14	Kemp, Brian D	Keller Williams Capital Ptnrs	134	69,757,000
15	Clarizio, Bradley	Red 1 Realty	208	69,482,000
16	Willcut, Roger E	Keller Williams Consultants	106	65,753,000
17	Wheeler, Lacey D	Red 1 Realty	118	56,667,000
18	Madosky Shaw, Lari	Coldwell Banker Realty	75	52,860,000
19	Wills, Julie R	Howard Hanna Real Estate Svcs	118	52,725,000
20	Price, Hugh H	Howard HannaRealEstateServices	118	52,402,000
21	Tanner-Miller, Angie	Coldwell Banker Realty	191	52,303,000
22	MacKenzie, Cynthia C	CYMACK Real Estate	94	51,626,000
23	Dodderer, Megan M	Collective House Realty	124	50,539,000
24	Guanciale, Andrew P	Coldwell Banker Realty	167	50,360,000
25	Beirne, Daniel J	Opendoor Brokerage LLC	167	49,565,000
26	Ferrari, Rhiannon M	EXP Realty, LLC	124	49,334,000
27	Shaffer, Donald E	Howard HannaRealEstateServices	151	48,283,000
28	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	118	48,138,000
29	Buehler, Craig	Coldwell Banker Realty	118	47,760,000
30	Beckett-Hill, Jill	Beckett Realty Group	81	47,161,000
31	Casey, Michael A	RE/MAX Connection	90	46,094,000
32	Abbott, Kelly	Howard Hanna Real Estate Svcs	122	45,768,000
33	Pearson, Lauren E	RE/MAX Consultant Group	83	45,584,000
34	Conley, Amy E	Cutler Real Estate	45	43,471,000

Rank No	Agent	Office Name	Unit	Volume
35	Ramm, Jeff	Coldwell Banker Realty	78	43,455,000
36	Neff, Mark B	New Albany Realty, LTD	39	43,283,000
37	Alley, Rachel M	Keller Williams Capital Ptnrs	94	43,027,000
38	Chiero, Kathy L	Keller Williams Greater Cols	112	42,762,000
39	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	88	41,989,000
40	Barlow, Jaysen E	Sell For One Percent	121	41,986,000
41	Fisk, Jacob V	Red 1 Realty	141	41,948,000
42	Cox, Brittany	Keller Williams Greater Cols	119	41,274,000
43	Swickard, Marnita C	e-Merge Real Estate	66	41,226,000
44	Collins, Charles E	Red 1 Realty	135	40,988,000
45	Ross, James E	Red 1 Realty	173	40,659,000
46	Edwards, Kyle	The Brokerage House	77	40,541,000
47	Chudik, Margaret L	Coldwell Banker Realty	72	39,719,000
48	Bodipudi, Koteswara	Red 1 Realty	95	39,099,000
49	Toth, Sherrie Ing	RE/MAX Consultant Group	79	38,733,000
50	Looney, Sherry L	Howard HannaRealEstateServices	128	38,255,000

**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.







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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2025, as of Jan. 7, 2026

Rank No	Agent	Office Name	Unit	Volume	Rank No	Agent	Office Name	Unit	Volume
51	Goodman, Benjamin J	The Brokerage House	57	37,958,000	67	Davis Spence, Katherine	The Brokerage House	58	32,571,000
52	RafiyQ, Alan J	D.R. Horton Realty of Ohio, In	91	37,904,000	68	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	96	32,097,000
53	Clark, Amy G	Cutler Real Estate	102	37,540,000	69	Kullman, Gregory S	Street Sotheby's International	42	31,823,000
54	Kamann, Heather R	Howard Hanna Real Estate Services	92	37,231,000	70	Ackermann, Mara	RE/MAX Consultant Group	45	31,684,000
55	Carruthers, Michael D	Coldwell Banker Realty	39	36,122,000	71	Hood, Shaun	Coldwell Banker Realty	83	30,899,000
56	Griffith, Tyler R	RE/MAX Peak	95	35,529,000	72	Lucas, Lauren L	KW Classic Properties Realty	79	30,712,000
57	Hursh, Andrew J	The Westwood Real Estate Co.	84	34,761,000	73	Pattison, Susie L	Cutler Real Estate	50	30,261,000
58	Richards, Katie	Keller Williams Greater Cols	63	34,697,000	74	Grandey, M. Michaela	Rolls Realty	44	30,164,000
59	Hughes, Malia K	Key Realty	95	34,399,000	75	Lubinsky, John D	RE/MAX Affiliates, Inc.	56	30,140,000
60	Close, Allison L	Cutler Real Estate	48	34,360,000	76	Berrien, Todd V	Coldwell Banker Realty	79	28,352,000
61	Sunderman, Mary K	Keller Williams Capital Ptnrs	71	34,339,000	77	Groza Yoko, Emily	The Brokerage House	54	28,193,000
62	Mahler, Jeff A*	The Brokerage House	74	34,338,000	78	Powers, David S	Cutler Real Estate	33	28,014,000
63	Fox-Smith, Angelina L	Coldwell Banker Realty	68	33,663,000	79	Knecht, Dylan J	RE/MAX Revealty	134	27,968,000
64	Roehrenbeck, James F	RE/MAX Town Center	80	33,329,000	80	Mitchell, Courtney J	RE/MAX Premier Choice	47	27,797,000
65	Smith, Steven S S	Keller Williams Consultants	78	33,103,000	81	Lowe, Regan M	The Brokerage House	56	27,728,000
66	Hinson, Alan D	New Albany Realty, LTD	22	32,722,000	82	Reil, Timothy C	Keller Williams Consultants	30	27,602,000
					83	Farwick, Thomas M	KW Classic Properties Realty	48	27,514,000
					84	Doyle, Michael	Real of Ohio	74	27,446,000
					85	Smith, Anita K	EPCON Realty, Inc.	59	27,444,000
					86	Chambers, Tracy	Keller Williams Consultants	55	27,318,000
					87	Keener, Angela L	Keller Williams Consultants	71	27,307,000
					88	Fenters, Margaret M	Coldwell Banker Realty	57	27,110,000
					89	Shields, Bradley L	Redfin Corporation	62	26,873,000
					90	Jones, Tracy J	Keller Williams Elevate	128	26,794,000
					91	Mulvany, Bryan R	Hart Real Estate Agency LLC	71	26,230,000
					92	Elflein, Joan	Ohio Broker Direct, LLC	60	25,922,000
					93	Liston, Zeke	Red 1 Realty	50	25,799,000
					94	Kovacs, Kimberly A	Coldwell Banker Realty	70	25,588,000
					95	Hamilton, V. Patrick	REMAX Alliance Realty	104	25,587,000
					96	Rano, Richard J	RE/MAX Affiliates, Inc.	56	25,579,000
					97	Shoaf, Terra J	Keller Williams Consultants	37	25,511,000
					98	Dixon, Tracey L	Keller Williams Greater Cols	73	25,418,000
					99	Grimm, Shannon	Howard Hanna Real Estate Svcs	50	25,223,000
					100	Murphy, Kristina R	Howard Hanna Real Estate Svcs	73	24,699,000

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2025, as of Jan. 7, 2026

Rank No	Agent	Office Name	Unit	Volume
101	Coombs, Niko	EXP Realty, LLC	44	24,512,000
102	Cleary, Michele L	Howard Hanna Real Estate Svcs	48	24,379,000
103	Laumann, Margot M	Street Sotheby's International	51	24,153,000
104	Vanhorn, Kohl	RE/MAX Impact	67	24,081,000
105	Shea, Christopher M	Keller Williams Consultants	58	24,031,000
106	Romanelli, Cristina M	Keller Williams Greater Cols	51	24,021,000
107	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	50	23,967,000
108	Breckner, Brian	Beckett Realty Group	91	23,907,000
109	Godard, Cheryl S	KW Classic Properties Realty	17	23,661,000
110	Andrews, Trevor R	RE/MAX Revealty	68	23,612,000
111	Winter, Brad	Engel & Volkers Real Estate Advisors	38	23,576,000
112	Scoby, Jennie	Keller Williams Consultants	59	23,463,000
113	Smith, Karen S	The Brokerage House	50	23,347,000
114	Kirk, Jon F	RE/MAX Premier Choice	26	23,262,000
115	Hiss, Erik	Keller Williams Capital Ptnrs	51	23,055,000
116	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	64	22,954,000
117	Hunter, Ling Q	Red 1 Realty	57	22,855,000
118	Robinson, Andrew W	Real of Ohio	26	22,772,000
119	Shaffer, Carlton J	RE/MAX Partners	56	22,698,000
120	VanGundy, Stephanie J	Howard Hanna Real Estate Services	48	22,659,000
121	Koontz Gilmour, Paula	KW Classic Properties Realty	33	22,432,000
122	Parsley, David H	Firstmark Real Estate LLC	44	22,414,000
123	Bell, Megan L	Real of Ohio	67	22,342,000
124	DeVoe, Anne	Coldwell Banker Realty	26	22,169,000
125	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	44	22,125,000
126	Morrison, Natalie H	e-Merge Real Estate	71	21,982,000
127	Kim, Lory	RE/MAX Connection	66	21,802,000
128	Ford, Clint A	Howard Hanna Real Estate Svcs	65	21,727,000
129	Prewitt, Brandon T	RE/MAX Partners	50	21,608,000
130	Hamrick, Kimberly D	Keller Williams Consultants	67	21,578,000
131	Crocco, Katie	RE/MAX Winners	64	21,529,000
132	Peck, Cheyenne A	Howard Hanna - Main Office	64	21,336,000
133	Smith, Andrew L	Red 1 Realty	53	21,324,000

Rank No	Agent	Office Name	Unit	Volume
134	El Mejatty, Omar	Carleton Realty, LLC	92	21,248,000
135	Parrett, Constance D	Cutler Real Estate	61	21,201,000
136	Esker, Wendy	Howard Hanna Real Estate Svcs	59	21,180,000
137	Waite, Kristy D	Red 1 Realty	39	21,099,000
138	Lambright, Stacey J	EXP Realty, LLC	56	21,085,000
139	Marvin, Scott A	Team Results Realty	53	21,037,000
140	Webb, Stephanie	Keller Williams Legacy Group	70	20,959,000
141	Sanepalli, Ramamohan R	Key Realty	28	20,843,000
142	Meyer, James D	Cutler Real Estate	47	20,722,000
143	Pacifico, Michael A	RE/MAX ONE	51	20,464,000
144	Diaz, Byron	NextHome Experience	87	20,264,000
145	Press, Marci L	Home Central Realty	52	20,194,000
146	Reed, Chris	Howard Hanna Real Estate Svcs	52	20,160,000
147	Dillion, Andrea	e-Merge Real Estate Results	29	20,142,000
148	Barlow, David E	Sell For One Percent	48	20,081,000
149	Jones, Jane L	Howard Hanna Real Estate Svcs	26	19,980,000
150	Mills, Jeremy R	Rise Realty	60	19,855,000

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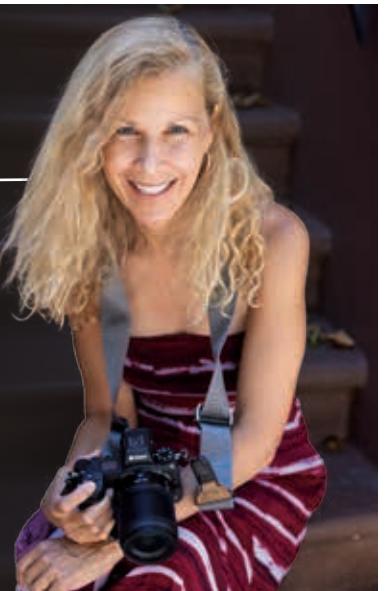
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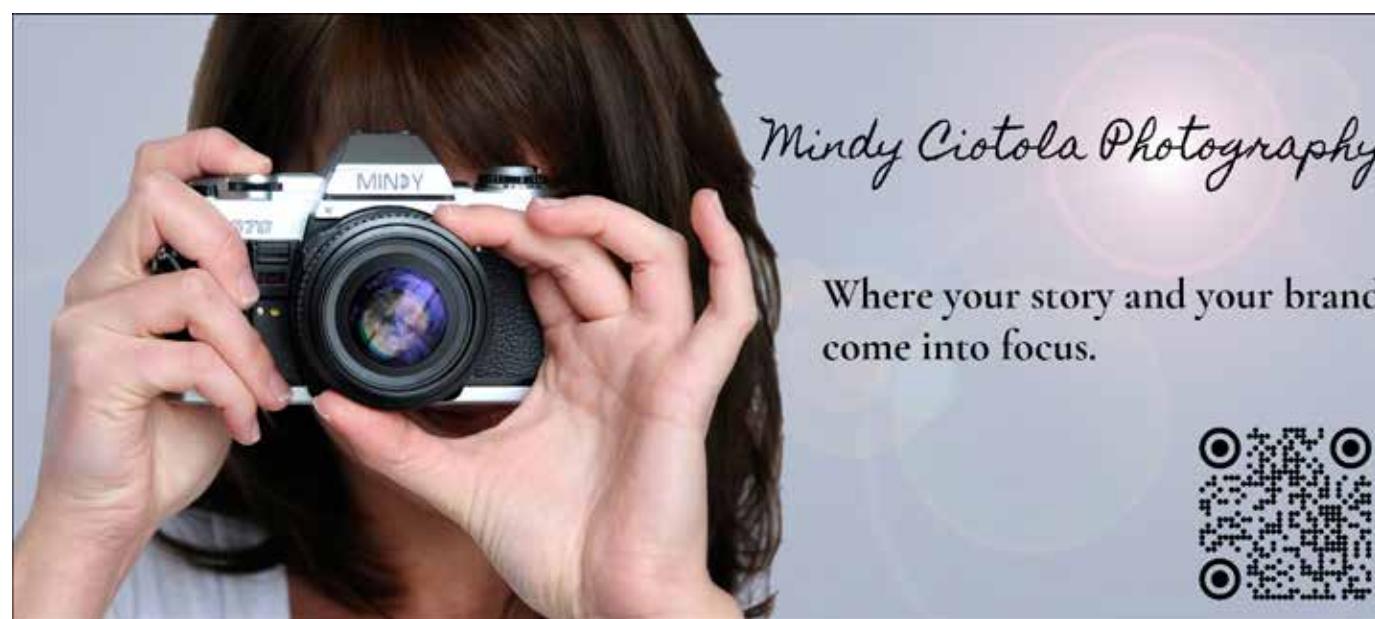


# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2025, as of Jan. 7, 2026

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	318,949,000	621
2	Ruehle, Ryan J	EXP Realty, LLC	166,108,000	515
3	Raines, Sandy L	The Raines Group, Inc.	302,548,000	477
4	Tartabini, Daniel V	New Advantage, LTD	213,210,000	407
5	Fairman, Charlene K	The Realty Firm	148,130,000	284
6	Cooper, Sam	Howard Hanna Real Estate Svcs	96,734,000	259
7	Ruff, Jeffery W	Cutler Real Estate	163,210,000	226
8	Clarizio, Bradley	Red 1 Realty	69,482,000	208
9	Lynn, Lori	Keller Williams Consultants	70,934,000	195
10	Tanner-Miller, Angie	Coldwell Banker Realty	52,303,000	191
11	Ross, James E	Red 1 Realty	40,659,000	173
12	Ritchie, Lee	RE/MAX Partners	77,111,000	173
13	Beirne, Daniel J	Opendoor Brokerage LLC	49,565,000	167
14	Guanciale, Andrew P	Coldwell Banker Realty	50,360,000	167
15	Riddle, Robert J	New Albany Realty, LTD	126,870,000	164
16	Shaffer, Donald E	Howard HannaRealEstateServices	48,283,000	151

Rank No	Agent	Office Name	Volume	Unit
17	Wright, Kacey A	RE/MAX Partners	79,995,000	148
18	Ciamacco, DeLena	RE/MAX Connection	74,506,000	148
19	Graham, Mark	Countrytyme Realty, LLC	13,975,000	142
20	Fisk, Jacob V	Red 1 Realty	41,948,000	141
21	Collins, Charles E	Red 1 Realty	40,988,000	135
22	Kemp, Brian D	Keller Williams Capital Ptnrs	69,757,000	134
23	Knecht, Dylan J	RE/MAX Revealty	27,968,000	134
24	Mancini, Mandy	Keller Williams Consultants	73,055,000	130
25	Jones, Tracy J	Keller Williams Elevate	26,794,000	128
26	Looney, Sherry L	Howard HannaRealEstateServices	38,255,000	128
27	Dodderer, Megan M	Collective House Realty	50,539,000	124
28	Ferrari, Rhiannon M	EXP Realty, LLC	49,334,000	124
29	Abbott, Kelly	Howard Hanna Real Estate Svcs	45,768,000	122
30	Barlow, Jaysen E	Sell For One Percent	41,986,000	121
31	Cox, Brittany	Keller Williams Greater Cols	41,274,000	119
32	Buehler, Craig	Coldwell Banker Realty	47,760,000	118
33	Wheeler, Lacey D	Red 1 Realty	56,667,000	118
34	Wills, Julie R	Howard Hanna Real Estate Svcs	52,725,000	118
35	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	48,138,000	118
36	Price, Hugh H	Howard HannaRealEstateServices	52,402,000	118
37	Chiero, Kathy L	Keller Williams Greater Cols	42,762,000	112
38	Willcut, Roger E	Keller Williams Consultants	65,753,000	106
39	Hamilton, V. Patrick	REMAX Alliance Realty	25,587,000	104
40	Clark, Amy G	Cutler Real Estate	37,540,000	102
41	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	32,097,000	96
42	Miller, Sam	Re/Max Stars	19,785,000	96
43	Bodipudi, Koteswara	Red 1 Realty	39,099,000	95
44	Hughes, Malia K	Key Realty	34,399,000	95
45	Griffith, Tyler R	RE/MAX Peak	35,529,000	95
46	Alley, Rachel M	Keller Williams Capital Ptnrs	43,027,000	94
47	MacKenzie, Cynthia C	CYMAK Real Estate	51,626,000	94
48	El Mejjaty, Omar	Carleton Realty, LLC	21,248,000	92
49	Kamann, Heather R	Howard Hanna Real Estate Services	37,231,000	92
50	Breeckner, Brian	Beckett Realty Group	23,907,000	91



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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2025, as of Jan. 7, 2026

Rank No	Agent	Office Name	Volume	Unit
51	RafiyQ, Alan J	D.R. Horton Realty of Ohio, In	37,904,000	91
52	Casey, Michael A	RE/MAX Connection	46,094,000	90
53	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	41,989,000	88
54	Diaz, Byron	NextHome Experience	20,264,000	87
55	Fader, Scott	Joseph Walter Realty, LLC	9,800,000	86
56	Hersh, Andrew J	The Westwood Real Estate Co.	34,761,000	84
57	Pearson, Lauren E	RE/MAX Consultant Group	45,584,000	83
58	Hood, Shaun	Coldwell Banker Realty	30,899,000	83
59	Beckett-Hill, Jill	Beckett Realty Group	47,161,000	81
60	Fair, Diana	The Westwood Real Estate Co.	17,557,000	81
61	Roehrenbeck, James F	RE/MAX Town Center	33,329,000	80
62	Hockenberry, Eva Marie	Mainstay Brokerage LLC	14,691,000	80
63	Berrien, Todd V	Coldwell Banker Realty	28,352,000	79
64	Toth, Sherrie Ing	RE/MAX Consultant Group	38,733,000	79
65	Lucas, Lauren L	KW Classic Properties Realty	30,712,000	79
66	Ramm, Jeff	Coldwell Banker Realty	43,455,000	78
67	Smith, Steven S S	Keller Williams Consultants	33,103,000	78

Rank No	Agent	Office Name	Volume	Unit
68	Edwards, Kyle	The Brokerage House	40,541,000	77
69	Soskin, Alexander	Soskin Realty, LLC	17,158,000	75
70	Madosky Shaw, Lari	Coldwell Banker Realty	52,860,000	75
71	Mahler, Jeff A*	The Brokerage House	34,338,000	74
72	Doyle, Michael	Real of Ohio	27,446,000	74
73	Dixon, Tracey L	Keller Williams Greater Cols	25,418,000	73
74	Murphy, Kristina R	Howard Hanna Real Estate Svcs	24,699,000	73
75	Chudik, Margaret L	Coldwell Banker Realty	39,719,000	72
76	Keener, Angela L	Keller Williams Consultants	27,307,000	71
77	Morrison, Natalie H	e-Merge Real Estate	21,982,000	71
78	Mulvany, Bryan R	Hart Real Estate Agency LLC	26,230,000	71
79	Sunderman, Mary K	Keller Williams Capital Ptnrs	34,339,000	71
80	Kovacs, Kimberly A	Coldwell Banker Realty	25,588,000	70
81	Webb, Stephanie	Keller Williams Legacy Group	20,959,000	70
82	Andrews, Trevor R	RE/MAX Revealty	23,612,000	68
83	Fox-Smith, Angelina L	Coldwell Banker Realty	33,663,000	68
84	Bell, Megan L	Real of Ohio	22,342,000	67
85	Hamrick, Kimberly D	Keller Williams Consultants	21,578,000	67
86	Vanhorn, Kohl	RE/MAX Impact	24,081,000	67
87	Stern, Phillip Warren	Realistar	9,664,000	66
88	Swickard, Marnita C	e-Merge Real Estate	41,226,000	66
89	Kim, Lory	RE/MAX Connection	21,802,000	66
90	Parham, Janene R	Red 1 Realty	12,130,000	65
91	Ford, Clint A	Howard Hanna Real Estate Svcs	21,727,000	65
92	Lyubimova, Ekaterina	NextHome Experience	19,222,000	64
93	Peck, Cheyenne A	Howard Hanna - Main Office	21,336,000	64
94	Crocco, Katie	RE/MAX Winners	21,529,000	64
95	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	22,954,000	64
96	Lieu, Jimmy	Swiss Realty LTD	13,386,000	64
97	Richards, Katie	Keller Williams Greater Cols	34,697,000	63
98	Solomon, Arthur A	Coldwell Banker Heritage	11,283,000	63
99	Flach-Moore, Stacey L	Coldwell Banker Realty	17,878,000	63
100	Shields, Bradley L	Redfin Corporation	26,873,000	62

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Dec. 31, 2025, as of Jan. 7, 2026

Rank No	Agent	Office Name	Volume	Unit	Rank No	Agent	Office Name	Volume	Unit
101	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	10,584,000	62	118	Tomlinson, Meredith W	EXP Realty, LLC	17,346,000	57
102	Parrett, Constance D	Cutler Real Estate	21,201,000	61	119	Fenters, Margaret M	Coldwell Banker Realty	27,110,000	57
103	Elflein, Joan	Ohio Broker Direct, LLC	25,922,000	60	120	Goodman, Benjamin J	The Brokerage House	37,958,000	57
104	Mills, Jeremy R	Rise Realty	19,855,000	60	121	Waite, Greg L	Home Central Realty	12,709,000	57
105	Kohlhepp, John	Keller Williams Capital Ptnrs	19,085,000	60	122	Lowe, Regan M	The Brokerage House	27,728,000	56
106	Hensel, Drew R	RE/MAX ONE	19,822,000	60	123	Lambright, Stacey J	EXP Realty, LLC	21,085,000	56
107	Scoby, Jennie	Keller Williams Consultants	23,463,000	59	124	Shaffer, Carlton J	RE/MAX Partners	22,698,000	56
108	Smith, Anita K	EPCON Realty, Inc.	27,444,000	59	125	Rano, Richard J	RE/MAX Affiliates, Inc.	25,579,000	56
109	Esker, Wendy	Howard Hanna Real Estate Svcs	21,180,000	59	126	Lubinsky, John D	RE/MAX Affiliates, Inc.	30,140,000	56
110	Kanowsky, Jeffrey I	Keller Williams Greater Cols	19,482,000	59	127	Mullins, Rebekah	Red 1 Realty	12,635,000	55
111	Goff, Carol	Carol Goff & Assoc.	19,137,000	58	128	Chambers, Tracy	Keller Williams Consultants	27,318,000	55
112	Shea, Christopher M	Keller Williams Consultants	24,031,000	58	129	Daring-Stewart, Bryn L	ROYER REALTY LLC	12,885,000	55
113	Lessick, Carol A	Century 21 Excellence Realty	11,025,000	58	130	Groza Yoko, Emily	The Brokerage House	28,193,000	54
114	Davis Spence, Katherine	The Brokerage House	32,571,000	58	131	Horne, Jeffrey E	Coldwell Banker Heritage	13,019,000	53
115	Wiley, Kelly	Keller Williams Capital Ptnrs	14,893,000	58	132	Marvin, Scott A	Team Results Realty	21,037,000	53
116	Hunter, Ling Q	Red 1 Realty	22,855,000	57	133	Smith, Andrew L	Red 1 Realty	21,324,000	53
117	Payne, Donald A	Vision Realty, Inc.	14,139,000	57	134	Crain, John	Howard Hanna Real Estate Svcs	13,488,000	52
					135	Keffer, Tracy T	Keller Williams Greater Cols	18,967,000	52
					136	Press, Marci L	Home Central Realty	20,194,000	52
					137	Reed, Chris	Howard Hanna Real Estate Svcs	20,160,000	52
					138	Hiss, Erik	Keller Williams Capital Ptnrs	23,055,000	51
					139	Fisher, Keli M	e-Merge Real Estate Results	15,901,000	51
					140	McNamee, Priscilla Lee	ROOST Real Estate Co.	15,584,000	51
					141	Romanelli, Cristina M	Keller Williams Greater Cols	24,021,000	51
					142	Christensen, Kim	Howard Hanna Real Estate Svcs	16,385,000	51
					143	Laumann, Margot M	Street Sotheby's International	24,153,000	51
					144	Pacifico, Michael A	RE/MAX ONE	20,464,000	51
					145	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	23,967,000	50
					146	Swihart Valentine, Abigail E	Red 1 Realty	14,692,000	50
					147	Harr, Kathryn	RE/MAX ONE	17,120,000	50
					148	Pattison, Susie L	Cutler Real Estate	30,261,000	50
					149	Grimm, Shannon	Howard Hanna Real Estate Svcs	25,223,000	50
					150	Hance, Matthew	EXP Realty, LLC	18,725,000	50

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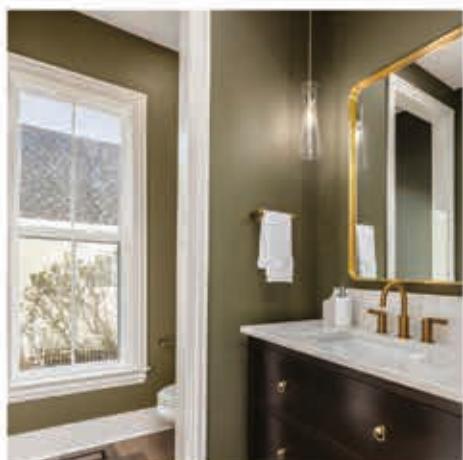
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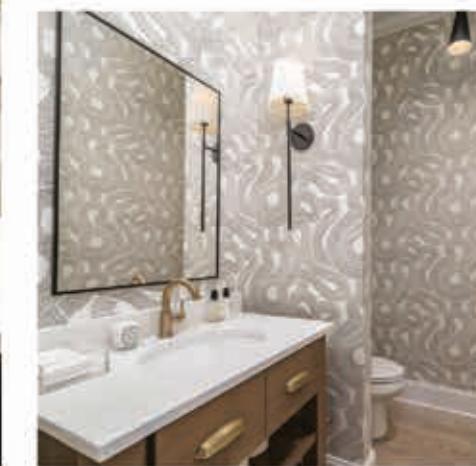
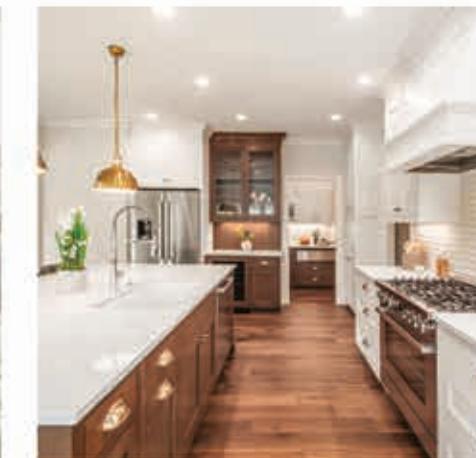
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