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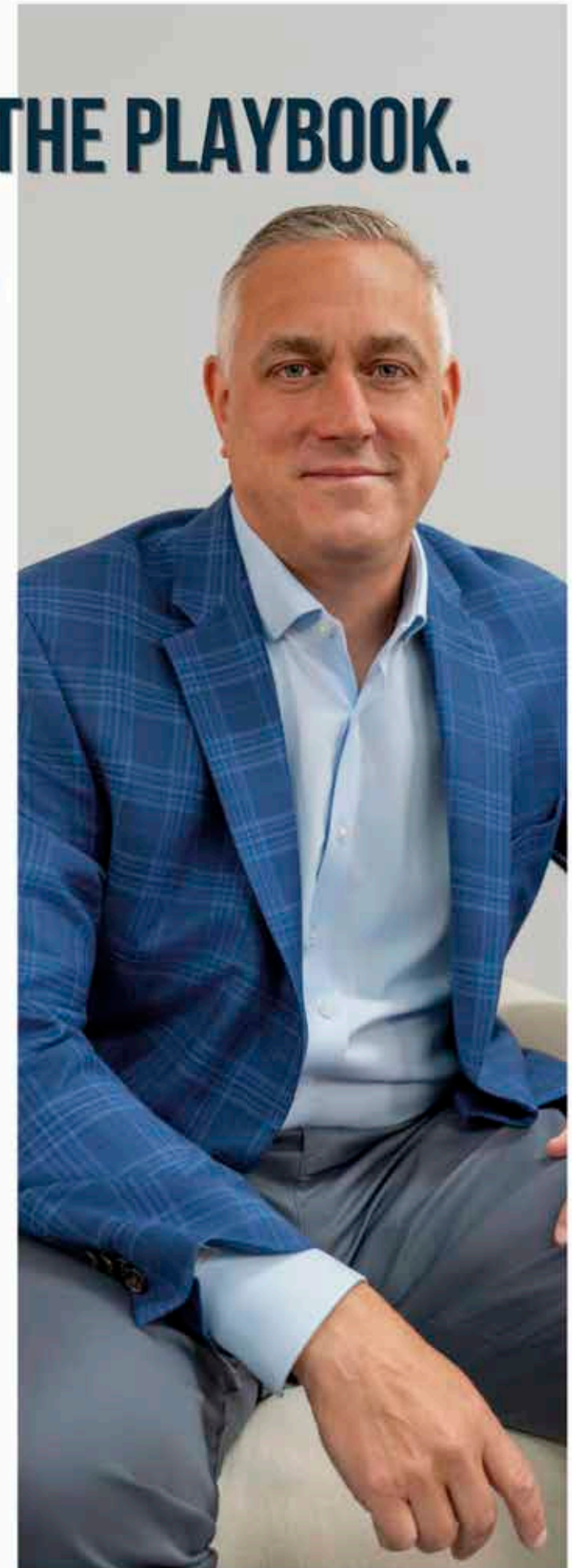
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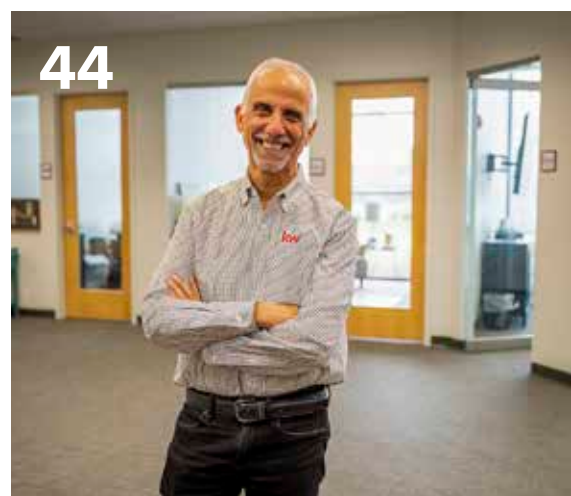
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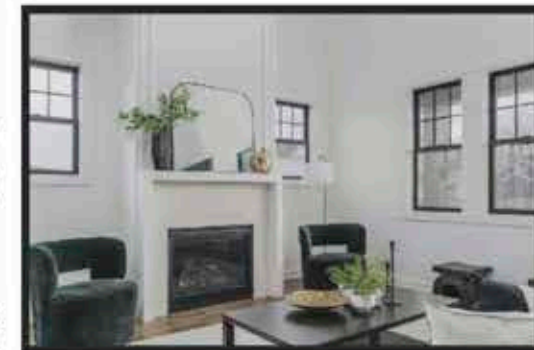
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STAGING SELLS

2026 trends

Amanda Williams
Owner of Mission Design Co.



It's officially the new year, so let's talk about the Design Trends we will be seeing in 2026.

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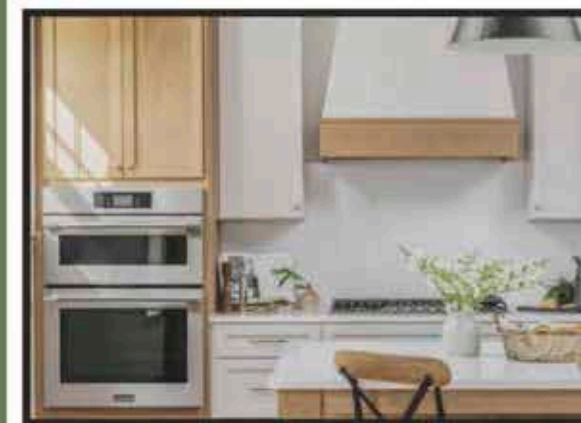
Gold - Gold is officially taking over. Most manufacturers are bringing on multiple shades of gold. Golds are showing up in all sheens as well, proving that there is a gold option for everyone. Matte, burnished, and yes, even the controversial polished brass is back!

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

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

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

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



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

Mauve - It's true. The experts are calling dusty, rosy, mauve tones are all the rage for 2026.

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

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

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

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

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

Meet The Team



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A "Look Back" to November's 5TH ANNUAL "THANK HEAVENS FOR REAL ESTATE" annual event

Happy New Year! 2025 = A Wild Ride - however, lately, that seems like EVERY YEAR since 2020! As a reminder, *Real Producers* and our preferred partners look forward to another year of supporting you and celebrating your success and hard work in the new year! Join us as we look back to our last quarterly event of 2025.

On Nov. 13, we held our 5th Annual "Thank Heavens for Real Estate" annual event at Pins Mechanical Co. at Easton and it was a blast! This event is definitely one of our favorite events all year!

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

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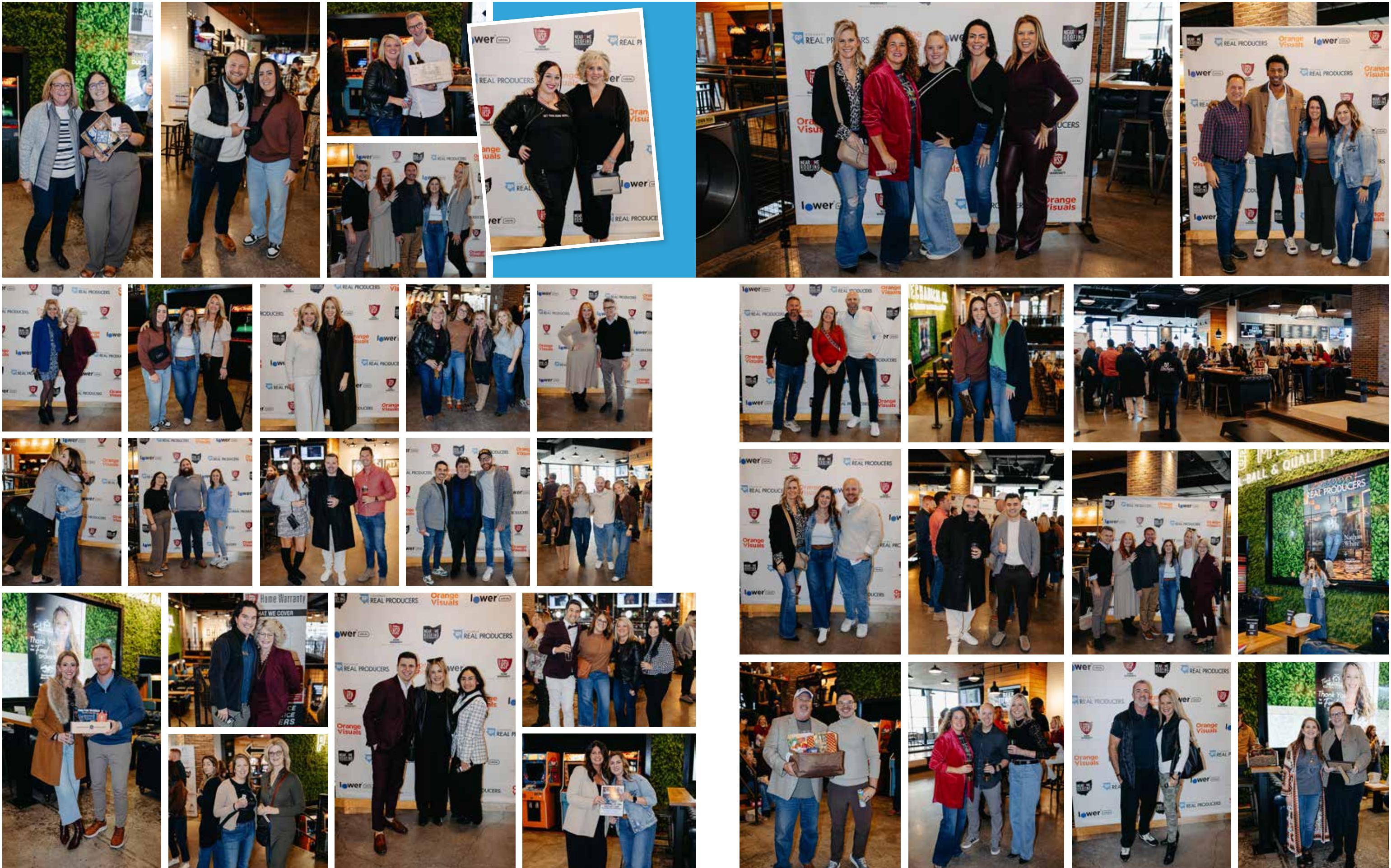
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A special Thank You to First American Home Warranty - Lauren Calhoon as our Food Sponsor!

We would also like to extend a special thanks to our Giveaway Sponsors along with Aaron Cropper & Buckeye Sky Media for promo videos and Orange Visuals for our incredible event photos!

See you again in March friends!

With gratitude,
Katie Mastroianni
Owner & Publisher
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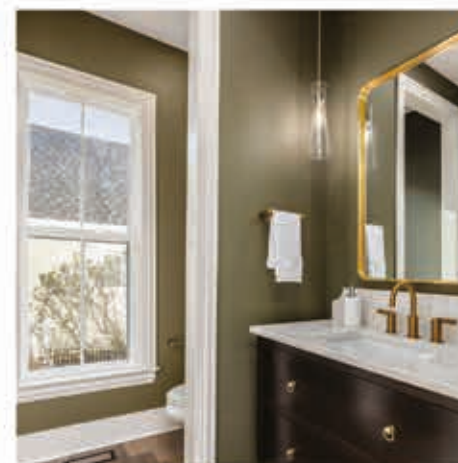
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YOUR DOWNSIZING TEAM

WORLD CLASS TITLE

BY NICK MADAMA • IMAGES BY ORANGE VISUALS



For more than two decades, World Class Title has built its name on precision and relentless improvement. Now, co-owners Chris Sauerzopf and Kelly Schumaker are introducing a new chapter in the company's evolution with Smart Title Ventures, dba SMART, an AI-powered title platform designed to transform the closing process.

"SMART is a first-of-its-kind title company powered by artificial intelligence," Chris says. "We've spent the last 18 months building software that can do in two hours what typically takes two weeks."

SMART builds on everything World Class Title has refined over the years. It carries forward the same standards of expertise and operational excellence that have defined the company, while adding a layer of advanced technology built for the future.

"World Class Title isn't going anywhere," Chris explains. "It remains our proven foundation."

At its core, SMART is about progress. Its proprietary AI engine, trained at the county level, automates title search and



production with both speed and accuracy. The result is a closing experience that's faster, safer, and more transparent for agents and consumers alike.

"SMART exists to modernize the title industry by replacing outdated, manual processes with intelligent automation," Chris says. "It also flips the script on who profits from real estate infrastructure."

That vision is reflected in the Smart Agent Network, a platform that allows top-producing agents to become equity partners through joint ventures and their own branded title companies. It's a model that rewards collaboration and gives agents a stake in the systems that support their success.

"We empower agents and consumers with faster closings,



The World Class Title team. From left to right: Jillian McGuire, Trish Conrad, Cheyenne Nixon, Kelley Shumaker, Chris Sauerzopf, Nicole Evans, Leslie Cunningham and Emily Owens.

clearer communication, world-class marketing, and ownership in the very systems that drive their business forward,” Chris says.

SMART also reflects Chris’s entrepreneurial background. It is his third technology startup, following two venture-backed companies and a number of successful real estate technology exits. He was an early investor in LiveEasy, which was acquired in 2023 for \$80 million. That experience, combined with years of exposure to the title industry, positioned him to bring SMART from idea to reality.

The company’s marketing foundation remains as strong as ever. The same capable team that built World Class Title’s reputation is now helping SMART partners grow their own brands with high-level creative, social, and digital marketing support.

“Our marketing team has always been a fortress,” Chris

notes. “Now that same energy is helping SMART partners scale their businesses.”

For Chris and the World Class Title team, SMART embodies the next step in real estate innovation. It combines the credibility of World Class Title with the intelligence and

efficiency of modern AI, creating a faster, fairer, and more connected experience for everyone involved.

“Ultimately, SMART represents the best of both worlds,” Chris says. “It’s where proven success meets the future of real estate.”



“

WE EMPOWER AGENTS AND CONSUMERS

with faster closings, clearer communication, world-class marketing, and ownership in the very systems that drive their business forward.”

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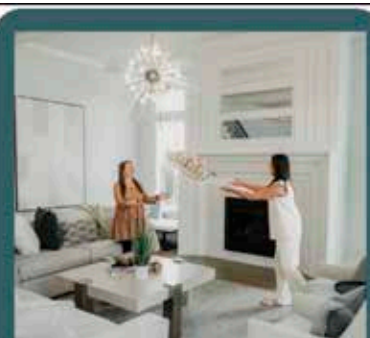
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ISABELLE STYER REAL ESTATE PROFESSIONALS TREP Koski

BY HEATHER LOFY • IMAGES BY ORANGE VISUALS

Isabelle Trepkoski's first taste of real estate came early. When she was born, her family lived in a duplex with her grandmother on the other side.

"I grew up around old houses, along with that concept for shared family houses," Isabelle says. "I always had an appreciation for what a home could be, and what a makeover of a home could look like. I appreciated the older architecture."

Isabelle also has a deep love for Columbus and The Ohio State University, having lived nearby the university while growing up.

"I come from a huge Ohio State family," she says. "I went to OSU, and my husband went there. My mom has worked there for more than 30 years and my grandmother retired from there. We're Buckeyes through and through."

So when the chance came to combine a passion for real estate with her love of Columbus, Isabelle took it. But it didn't happen right away. At first, she took part in Columbus State's culinary program, but the late-night hours weren't a fit. She pivoted to Ohio State, where she studied human ecology and business — a combination that led her into a decade-long career in human resources and talent management.

"I loved mentoring and helping people shape their careers," she says. "That's still a big passion of mine."



In 2013, Isabelle and her husband, Eric, bought their first home, a fixer-upper in Merion Village.

"I wanted a fancy apartment downtown," she shares, "but my husband had a vision and a plan. He didn't want to pay rent. The interesting thing was that we had to put an offer in for the house through an online auction. It was a total wild ride. We definitely learned a lot from that transaction."

Over the next two years, they renovated the home from top to bottom, transforming its layout and designing a brand new kitchen.

"We weren't thinking of it as an investment because the renovations were for us, but when we saw other homes on our street selling for much more, we decided to test the market," Isabelle says.

They sold the home in 2015 for more than their goal price, allowing them to pay off student loans and buy another house in Clintonville.

I LOVED MENTORING AND HELPING PEOPLE SHAPE THEIR CAREER.
THAT'S STILL A BIG PASSION OF MINE.



“

I TELL PEOPLE THERE ARE
**NO STUPID
QUESTIONS,**
AND I WANT TO BE
THAT RESOURCE IN A
NONJUDGMENTAL WAY.

”

“This is when we realized there is something special about real estate and how your first home can really be an investment in your future,” Isabelle says.

Over time, they began flipping homes and eventually purchased their first rental property in 2021. But Isabelle still hadn't yet taken the leap to become a licensed agent. That changed in 2023, after a move to Powell and the launch of their first Airbnb. A connection with Jon Styer, who was opening Styer Real Estate Professionals, gave her the push she needed.

“I asked Jon if he would show me the ropes even if I was part time,” she says. “He said absolutely and was very encouraging. Jon did more than show me the ropes and I owe a lot of my early success to that training and mentorship he gave me.”

Isabelle shares she was so nervous that she didn't tell anyone she was getting her license. But after finishing the classes, she jumped in with two feet and closed her first sale within 60 days.

“Because I was already part of a large network of people who had rental properties, that's where a lot of my knowledge was,” she says. “My first client was looking for a home that he could stay in when he was in town for work and then rent out the rest of the year. We found a historic multi-family property in Victorian Village. I thought this would be something part-time for me, but I quickly found a passion for helping and advising clients. That first client was not very familiar with Columbus, and they only traveled here for work. Being able to be that guiding light for him... I really enjoyed that.”

She continues: “For years in college, I worked for Pistacia Vera in German Village, and that job was the first time I saw Columbus as a destination. We would have people come in all the time from other states and countries just to try our desserts. They would ask for suggestions on other sights to see in Columbus and places to eat. This was the first time I saw Columbus through the lens of an outsider and I fell in love with the city even more. That training and experience has stuck with me and helps me guide clients getting their start in Columbus. I get really excited sharing all my favorite Columbus spots with people.”

Helping first-time homebuyers has become one of Isabelle's proudest accomplishments. She recalls working with a couple originally from San Francisco and New York City.

“They were very accomplished and intelligent, but one of them said, ‘I'm from New York City and my family has rented my whole life. I don't know anything about buying a home,’” Isabelle says. “I walked them through every step, answering questions and offering reassurance. I tell people there are no stupid questions, and I want to be that resource in a nonjudgmental way.”

“
THEY ARE SO HAPPY
AT THE CLOSING TABLE,
& THAT MOTIVATES ME.
”



After a move to Powell just north of the city, Isabelle's business is growing into helping more families discover some of the great pockets around Columbus including Powell and Delaware. She loves being part of the growth and change of Powell. And with two young children, weekends are filled with family time discovering their own neighborhood and fun things to do in the community. She shares that her husband is her biggest cheerleader, and Isabelle is proud to show her sons a career in service where you can make a difference in someone's life.

“When I went through that first transaction and I was educating that client, I could see where skills I previously developed could really transition into being a real estate agent and being the best person to guide my clients,” Isabelle says. “When your goal is to help people, those HR and service skills are very universal. I absolutely love helping my clients, and I get a lot out of seeing their success. They are so happy at the closing table, and that motivates me.”





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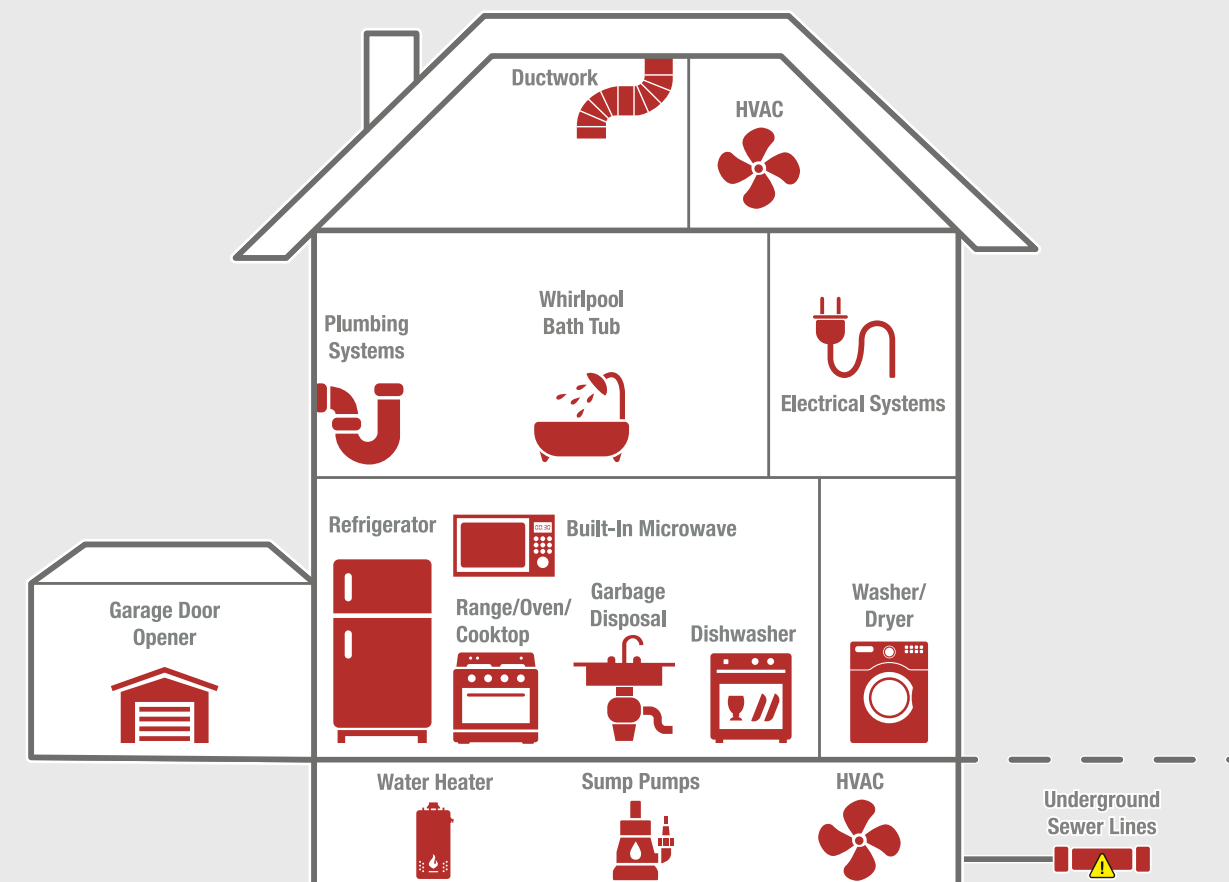
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BECOMING A \$1 MILLION AGENT ISN'T MAGIC – IT'S MATH

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



Every agent dreams of becoming a seven-figure producer. But the truth is simple: \$1 million in GCI is not some mystical achievement reserved for the chosen few — it's a math equation paired with consistent behavior.

When you understand the numbers and build a system around your sphere, the path becomes clear, predictable, and fully achievable.

The Math Behind a Million

Take the emotion out of it and look at the raw numbers:

- At a \$1M average price point - you need ~30 transactions
- At \$500K - you need ~67 transactions
- At \$350K - you need ~95 transactions

That's it.

Those are the finish lines.

Everything else is simply building a machine that can consistently produce those opportunities.

The True Key: Sphere Math

Here's the unlock every top agent understands:

- Approximately 3% of a real sphere transacts every year.
- Not a cold database.
- Not a massive email list of internet leads.
- A true sphere.

A real sphere is made up of people who:

- recognize your name
- would reply to a text
- know you're an agent
- feel connected to you in some way

These are the people who convert.

So when you reverse-engineer the numbers, the path to a million becomes obvious: To close 30–95 deals, you need a sphere of 1,100–2,200 people. That's the whole game.

And for most agents, this number is much closer than they think.

You Already Have the Opportunities

— **You're Just Not Using Them**

Most agents don't have a lead-generation problem.

They have a content-usage and relationship-building problem.

A typical agent already has:

- 10–30 listings a year
- 10–30 chances to create relationships
- 10–30 excuses to show up in their community

But most agents waste these opportunities.

- They post a listing once... and never use it again.
- They meet neighbors but never follow up.
- They create content but don't repurpose it.

Meanwhile, top agents win because they know each listing is more than a property: It's a brand asset, a neighborhood authority builder, a work-life-play story, and a sphere-expansion tool.

Every listing video, every neighborhood clip, every market update can produce 50–100 new interactions.

And every one of those interactions is a potential future sphere member.

If you create 50–100 new touchpoints 20–30 times a year, your sphere grows predictably.

You don't "hunt" for clients — you build an ecosystem where clients come to you.

The Million-Dollar Reality

- You don't need fame.
- You don't need viral videos.
- You don't need 20 years in the business.

You need:

1. A real sphere of 1,100–2,200 people
2. Consistent content that expands that sphere
3. A brand that shows up every time you get a listing
4. A simple system that turns listings into new relationships

Do this, and hitting \$1 million in GCI stops being a dream — it becomes a timeline.

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Molly Morgan

e-Merge Real Estate



BY HEATHER LOFY
IMAGES BY KRISTEN NESTER
PHOTOGRAPHY

Molly Morgan knows how to make a little magic — and not just the kind found at Walt Disney World, where her professional journey began.

Her career with Disney took her from tour guide to management at Magic Kingdom, where she earned multiple promotions and recognition for her leadership, service excellence and innovative approach to guest experience.

“Disney will always have a special place in my heart,” Molly says. “It shaped who I am as a leader. I had incredible mentors and world-class training, and the ‘Disney way’ became the foundation of how I approach service and culture.”

While working at Disney, she began pursuing a master’s degree in Human Resources Management before returning home to Ohio. Here, she continued her career in HR for a large downtown Columbus law firm, until her lifelong fascination with real estate pulled her in a new direction.

“My dad’s an architect, and my family has always owned rentals and apartments,” she explains. “So real estate was always in my blood.”

Licensed in 2001, Molly quickly found her niche. Joining up with Ric DeVore in 2005, she became part of an innovative team long before “internet leads” were common. Ric had written and designed a program to capture online buyer inquiries, and Molly contributed ideas and input that helped shape how the system was used. Together, they were generating hundreds of leads each month.



The success of that program caught the attention of HER Realtors, who ultimately purchased the software. Molly and Ric were then asked to help agents across the company learn how to capture, convert and close internet leads, introducing

many to online lead generation for the very first time. This opportunity led Molly to become Vice President of the e-Business Division at HER Realtors/Real Living, where she continued developing innovative systems and strategies to help agents grow their business in the digital space.

“

Seeing our agents succeed, that's what keeps me energized. I love watching people realize what they're capable of.



Molly with her family at the happiest place on Earth! Photo includes her brother, Todd Morgan, Terrell Langwasser, daughter Meghan Meyer, son AJ Meyer, granddaughters Aubree and Peyton Woodall and daughter and son-in-law Cierra and Tyler Woodall.

By 2012, Molly and Ric were ready to branch out and build something of their own. They launched e-Merge Real Estate, a brokerage built on innovation, independence and a commitment to agent success.

Today, e-Merge has grown to nearly 450 agents across 17 offices in Ohio and Kentucky. In 2023, Molly became majority owner and president, a milestone that reflects her visionary leadership and passion for progress. The company is also the largest woman-owned independent brokerage.

“I’ve always been an early adopter of technology,” she says. “I surround myself with positive, forward-thinking people who share the same drive to grow, innovate and



stay ahead of the curve. My role is to lead from the front — to stay ahead of the curve, sort through the noise, and bring our agents the tools and ideas that actually move their business forward.”

That forward-thinking approach is matched by a culture of support and accessibility.

“Our agents are amazing,” she says. “They’re resilient, adaptable and they inspire me every day. We’ve weathered so many changes in this industry, but the heart of what we do — serving clients — has never changed.”

Outside the office, Molly’s creativity flourishes. A lifelong



artist, she works across multiple mediums in her home studio.

"I'm probably equal parts left- and right-brained," she laughs. "I get as many calls about craft projects as I do about tech issues."

With three adult children and two grandchildren, family remains her greatest joy.

"Watching them grow and cheering them on is my happy place," she says.

As for what drives her professionally?

"Seeing our agents succeed," Molly says. "That's what keeps me energized. I love change, I love innovation, and I love watching people realize what they're capable of. That's the real magic."

Originally from Athens, Ohio, Molly is a proud Ohio University Bobcat alum, where she developed her lifelong love of learning and leadership.



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PAUL GEORGE

Keller Williams Greater Columbus, **The Paul George Real Estate Group**

BY CAROL RICH
IMAGES BY
LESLIE FOX
PHOTOGRAPHY

Marketing brilliance, a strong work ethic, a talent for connecting with others — his personal characteristics have made Paul George, Keller Williams Greater Columbus, a top-tier REALTOR®. But Paul’s love for people is at the heart of his success story.

“I’m a personal touch kind of guy,” Paul said. “That’s just me.”

Born and raised on the west side of Columbus, Paul was deeply influenced by his father, who founded a grocery store that grew into multiple locations.

After graduating from The Ohio State University with a marketing degree, Paul went to work in the family grocery business. He planned to make the stores his life’s work, but after his father passed away in 1991, Paul found himself reconsidering his career path. He realized the grocery

business wasn’t his passion and he began looking for what was.

One of his customers, a commercial real estate agent, encouraged Paul to consider real estate. Paul learned about the pros of being a REALTOR® — and in 1991 he became licensed. He quickly realized he’d found his niche, and he embarked on a long and stellar career. “It accommodates my entrepreneurial instincts and you only earn if you perform, a trait my father instilled in me,” he said.

Today Paul leads the Paul George Real Estate Group, Keller Williams Greater Columbus — a team that includes six other agents and an executive assistant. The group

has an Easton office. Paul works with buyers and sellers, including first-time and move-up buyers. Additionally, he often represents new construction buyers.

Paul’s outstanding marketing is a driving force behind his success. He’s the author of an Amazon bestseller, *The Ultimate Guide to Buying and Selling Homes*. He hosts a weekly radio show and podcast that focuses on real estate. And he has a 2,000+ person database that he draws on to send out promotions that include his e-newsletter.

But Paul’s most successful marketing idea has been to build name recognition by identifying his name as a catchphrase: Paul

George, Half the Beatles. His email, website and marketing are all labeled with this memorable slogan. “My name became a brand for me,” he said.

Paul and his wife, Linda, live in Highland Lakes. They have two sons: Niko, a recent Ohio State graduate who works at Kitchen Social, and Luka, a senior at the University of Cincinnati.

The Georges love to spend time at their condo in Estero, Florida, where they enjoy playing golf and hanging out with friends.

Paul has a morning routine that includes reading self-improvement books by authors like Mel Robbins and Steven



“Real estate gives me the
freedom to do what I want
and thankfully I’m motivated
to do it.”



Covey, journaling and going for two-to-four-mile walks. During the day, he likes to listen to radio talk shows and podcasts.

He is highly supportive of his industry and has served on several Columbus Board of REALTORS® committees as well as ad hoc real estate business groups. "I try to go to area REALTOR® meetings every day," he said.

Paul loves to play poker and he's part of a group that plays twice a month. Winners participate in the World Series of Poker tournaments in Las Vegas.

Giving back to the community is important to Paul, and he actively supports multiple causes, including the Furniture Bank of Central Ohio. But a family crisis helped Paul find the nonprofit that has become his why.

When Paul had just started to date his future wife, Linda, her

mother, Barbara, was diagnosed with ovarian cancer. "Barbara was the most caring, kind and gentle person anyone could ever meet," said Paul. Linda and her mother were exceptionally close, and both Linda and Paul stayed by Barbara's side throughout her cancer battle. "Times like these test relationships, but the experience crystallized my love for Linda and her mom," Paul said.

As Barbara's health deteriorated, Paul and Linda moved up their wedding date from the summer of 1995 to February so Barbara could celebrate with them. They planned and pulled off a 200-guest wedding in just two months. Shortly after fulfilling her dream of seeing Linda get married, Barbara entered hospice care at Kobacker House, a standalone inpatient facility run by OhioHealth. A month later, she passed away.

Paul was left with a deep appreciation for Kobacker's caring staff. "When we arrived at Kobacker House, there was (a sense of) peace as soon as we came through the front door," he said. "It is one of those things you can't describe — you just feel it."

Paul says that everyone he came into contact with at Kobacker showed genuine compassion and empathy. "I knew we were in a special place," he said. "My experience there made a major impact on my life. I left a different person than when I went in. I knew that I wanted to be a part of this experience in some way." A year later, Paul fulfilled his wish by becoming a Kobacker House volunteer.

"Since 1996 I have been volunteering there the first and third Wednesday of every month and I have been part of some amazing experiences," he said. "I get more out of it than I give."



In 2017, when Kobacker House underwent an expansion, Paul chose to contribute monetarily. He pledged enough to fund a new family room and began contributing a percentage of each of his closings to the building campaign. "Today, room 18 bears my name on the wall but

it actually bears the names of all my friends and clients who have helped me along the way," he said. Paul has also initiated the Paul George Family Hospice Program Legacy Fund, an endowment program that supports volunteer needs and services.

Paul is grateful that his career as a REALTOR® has given him the flexibility to spend time on charitable volunteering, as well as participate in community organizations and be with his family. Summed up Paul: "Real estate gives me the freedom to do what I want and thankfully I'm motivated to do it."





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Legally Speaking



Slupski v. McGill Development Corp.,
2025-Ohio-5235 (10th Dist., Franklin Cty.)
Nov. 20, 2025.

The Plaintiff entered into a purchase agreement with Defendant McGill

Development Corporation in May 2019 for a part of Defendant's real estate for \$2.6 million. The contract gave Plaintiff a 180-day inspection period (extendable by 60 days) to perform due diligence, including obtaining a "no further action" letter (NFA). Over time, the parties agreed to six amendments extending that period. Plaintiff ultimately did not issue a notice to proceed or request another extension after his inspection window ended on August 31, 2021.

On September 8, 2021, McGill terminated its exclusive listing agreement with HR Realtors. One week later, McGill demanded Plaintiff's non-refundable escrow deposit. Plaintiff then filed claims, including breach of contract, unjust enrichment, and specific performance.

McGill countered with a motion to dismiss, which was granted. McGill then filed a motion claiming that because the Plaintiff's claims were frivolous, the court should impose sanctions, and McGill should recover their attorneys' fees. However, after a hearing, the trial court denied the request for sanctions and attorneys' fees.

On appeal to the Tenth District Court, McGill raised two main points: first, that the court improperly allowed expert testimony on behalf of the Plaintiff by attorney Stephen Moyer (on legal issues), and second, that Plaintiff's lawsuit constituted frivolous conduct warranting sanctions under Ohio Revised Code 2323.51.

The court held that Moyer's testimony was improper because he offered the court legal opinions. Under Ohio law, expert testimony should not be used to interpret the law or resolve pure questions of law, which is the court's role. Experts typically cannot testify regarding the interpretation of a legal instrument, which, absent ambiguity, constitutes a question of law. Therefore, the court of appeals held that the trial court erred by allowing that legal-expert testimony. Because the expert testimony was improperly admitted and was critical to the trial court's finding that Plaintiff did not bring a frivolous claim, the appellate court did not reach McGill's second argument on the merits. The Tenth District reversed the trial court's denial of sanctions, remanding for a new hearing.



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Lifetime Quality ROOFING

BY NICK MADAMA • IMAGES BY KRISTEN NESTER PHOTOGRAPHY



Jared Gulau didn't always foresee building a career in roofing, but when he stepped into the industry in 2019, he found his place. After ten years in insurance, where he trained agents and helped clients navigate difficult decisions, he found a new path that has allowed him to put his strengths to work in a different way.

"I try to be the person people can trust and rely on," he says.

Before entering the roofing world, Jared spent years learning how to listen, understand, and solve problems, skills he now uses to guide homeowners through moments that can feel overwhelming. That experience, combined with his natural desire to improve his community, has shaped him into a resource others have come to trust.

His roots go back to Oak Harbor, a small town on Lake Erie. His father worked for USPS for 35 years, his mom cared for patients as a nurse, and his daily life revolved around family, the outdoors, and

long days spent on the water. Those early experiences still ground him.

"My parents were incredible influences," Jared says. "And even though I don't say it often, I always wanted my older sister to be proud of me."

Faith also played an early role, offering a guiding light he still tries to follow: treat others as you would wish to be treated – with respect and kindness. It wasn't until he met his wife, Steph, that he felt the direction of his life sharpen and his goals solidify.

"She showed me what I was capable of," he says. "Since the day I met her, I have been living fully for her and my family."

At Lifetime Quality Roofing, Jared finds the most meaning in everyday interactions. Being able to meet so many people in his community and be a resource for them is one of his favorite parts of his role as National Commercial & Residential Loss Consultant. Jared admits that one of the



Jared with his wife and son, presenting the proceeds from their annual Birdies Fore Babies annual golf outing to OhioHealth.

Photo courtesy of Kristen Nester Photography.



Photo courtesy of Kristen Nester Photography.



Photo courtesy of Kristen Nester Photography.



ongoing challenges in his field is undoing the reputation that bad contractors have left behind.

“Not all of us fall into that category,” he says. “There really are some of us who just want to help and do what’s best for the homeowner.”

In the future, Jared hopes to continue being a reliable presence in his industry and his community. His priorities are simple: provide a strong foundation for his family, support his wife’s goals, and stay present as his son Chance grows into himself.

As a family, the Gulaus love being active. Golf outings, playground trips, and riding bikes are only some of the activities that keep them busy in their free time. Most

nights, though, you’ll find Jared and his family on their patio sharing dinner, watching a football game, or settling into a film or show they all agree on.

Through the Gulau Foundation and its annual Birdies Fore Babies golf tournament, Jared and Steph are able to give back to their community by raising funds for the OhioHealth Riverside Methodist Hospital departments that cared for their son after he arrived six weeks early.

In Jared’s experience, success isn’t about professional progression. Instead, it’s rooted in the freedom to work because he enjoys it, the ability to show up for the people he cares about, and the chance to make each day a little better than the one before.

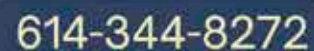


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Photo courtesy of Kristen Nester Photography.



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Prewitt



With offices in German Village and Dublin, a brokerage of 48 licensed agents and a stellar reputation, Brandon Prewitt, RE/MAX Partners, has achieved substantial success as a real estate broker. And his business acumen, market knowledge and entrepreneurial instincts ensure he'll continue to be immersed in a flourishing — and demanding — career. But Brandon doesn't let work consume his life.

"I've been in the industry for 17 years and you reach a point of getting overwhelmed. It can easily consume your life, especially if you do it at a really high level," he said. "I had an awakening several years ago. I thought about what defines Brandon as a person. I

don't want work to be the only thing that defines me."

Brandon, who grew up in Westerville, has real estate in his blood. His mother, Robyn Prewitt, is a REALTOR®. "My mom is my mentor. I started working for her when I was 14 years old, helping with things like open houses and writing listing descriptions," he said. "It was through that lens that I was able to understand what the real estate business looked like and what it was all about."

Brandon was very academically focused while he was in school. "I was a nerd in high school and college," he jokes. After graduating from Westerville South High School, Brandon went on to Wake Forest University where he graduated cum laude with a BS in finance.

While he was still in college, he decided real estate sales was what he was meant to do. Brandon became licensed in 2005, between his freshman and sophomore years. "Real estate is the only career I've ever had," he said. "I was born into it and I'm passionate about it."

Three years after getting his license, Brandon moved back to Columbus and became a full-time REALTOR®. In 2011, he became a broker and founded RE/MAX Partners. A classic overachiever, he says if he was going to work super hard he wanted to work for himself.

Brandon works with first-time, move-up and luxury homebuyers as well as investors and sellers at all price ranges. "I am fortunate to still have a robust sales business representing buyers and sellers," he said. "I also manage day-to-day operations of the brokerage and help grow, train and lead a fantastic group of agents."



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

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: ENERGY LEVEL.”



Community involvement is a high priority for Brandon. He supports Children’s Miracle Network Hospitals and donates to this cause with every closing.

For Brandon, being a REALTOR® is not just his job — it’s his calling. He loves what he does and he gets up every morning looking forward to helping clients achieve their real estate goals and helping real estate agents build thriving businesses. But getting to be his own boss is another powerful plus for him.

“What motivates me is that I’m building something bigger than myself,” Brandon said. “I like the fact I’m an entrepreneur. I have new, creative ideas and I can explore those and grow the business.”

Brandon lives in Upper Arlington with his partner, Macy Rees, director of operations for Nationwide Children’s Hospital, and Rocco, their walk-loving, squirrel-watching American Foxhound rescue.

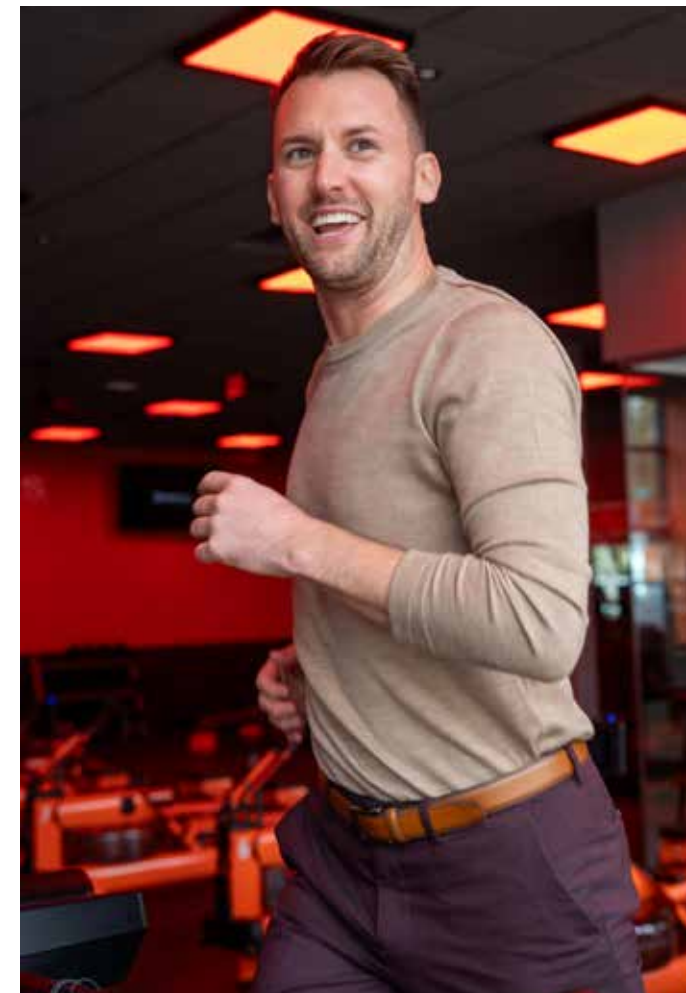
“We moved into our home in 2024,” said Brandon. “It’s a 1921 Dutch Colonial Revival in the historic part of Upper Arlington. One cool thing about the house is that Howard Dwight Smith, the same architect who designed Ohio Stadium and many other buildings on campus, designed and oversaw construction of my house.”

Brandon and Macy love doing house projects. They recently did a complete revamp of their home’s landscaping. “Landscaping is a passion of ours,” said Brandon. The two ripped out all the previous landscaping and installed beautiful features that include new plantings, hardscape elements and a gorgeous patio. Brandon says even Rocco adores it: “He’s obsessed with the yard.”

Brandon likes to decompress by hitting the gym. “I love Orangetheory Fitness,” he said. “I go there four or five days a week. It’s been a big part of my life. Working out is good for your mental health and your energy level.”

Brandon and Macy enjoy going out to dinner and hitting happy hours with their friends. “We have a large group of friends and we love to spend time with them,” Brandon said. “We do things around Columbus and we love to travel with them.”

Brandon is an active member of Columbus REALTORS®. He serves on the association and MLS Board of Directors, and participates in other association committees. “My main goal is to help further the industry,” he said. “The industry is undergoing so much change, and having a seat at the table allows me to have a say in what that change looks like.”





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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2025, as of Dec. 9, 2025

Rank No	Agent	Office Name	Unit	Volume
1	Hencheck, Alexander A	HMS Real Estate	572	292,023,000
2	Raines, Sandy L	The Raines Group, Inc.	440	281,645,000
3	Tartabini, Daniel V	New Advantage, LTD	361	190,132,000
4	Ruehle, Ryan J	EXP Realty, LLC	474	153,349,000
5	Ruff, Jeffery W	Cutler Real Estate	207	152,630,000
6	Fairman, Charlene K	The Realty Firm	252	131,889,000
7	Riddle, Robert J	New Albany Realty, LTD	155	113,563,000
8	Cooper, Sam	Howard Hanna Real Estate Svcs	235	86,880,000
9	Ritchie, Lee	RE/MAX Partners	165	72,795,000
10	Wright, Kacey A	RE/MAX Partners	132	71,790,000
11	Ciamacco, DeLena	RE/MAX Connection	141	71,005,000
12	Lynn, Lori	Keller Williams Consultants	187	67,658,000
13	Clarizio, Bradley	Red 1 Realty	196	65,019,000
14	Kemp, Brian D	Keller Williams Capital Ptnrs	123	63,807,000
15	Willcut, Roger E	Keller Williams Consultants	102	63,365,000
16	Wheeler, Lacey D	Red 1 Realty	109	51,793,000
17	Mancini, Mandy	Keller Williams Consultants	122	51,751,000
18	Dodderer, Megan M	Collective House Realty	124	50,539,000
19	Tanner-Miller, Angie	Coldwell Banker Realty	179	49,353,000
20	Price, Hugh H	Howard HannaRealEstateServices	111	49,331,000
21	Wills, Julie R	Howard Hanna Real Estate Svcs	105	48,024,000
22	Madosky Shaw, Lari	Coldwell Banker Realty	70	47,991,000
23	MacKenzie, Cynthia C	CYMACK Real Estate	86	47,809,000
24	Beirne, Daniel J	Opendoor Brokerage LLC	160	47,744,000
25	Guanciale, Andrew P	Coldwell Banker Realty	158	47,049,000
26	Ferrari, Rhiannon M	EXP Realty, LLC	116	46,586,000
27	Shaffer, Donald E	Howard HannaRealEstateServices	142	45,457,000
28	Buehler, Craig	Coldwell Banker Realty	113	45,390,000
29	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	109	44,535,000
30	Pearson, Lauren E	RE/MAX Consultant Group	79	44,347,000
31	Beckett-Hill, Jill	Beckett Realty Group	73	44,184,000
32	Conley, Amy E	Cutler Real Estate	42	41,951,000
33	Casey, Michael A	RE/MAX Connection	82	41,476,000
34	Alley, Rachel M	Keller Williams Capital Ptnrs	88	41,105,000

Rank No	Agent	Office Name	Unit	Volume
35	Abbott, Kelly	Howard Hanna Real Estate Svcs	110	41,094,000
36	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	86	40,609,000
37	Chiero, Kathy L	Keller Williams Greater Cols	106	40,292,000
38	Swickard, Marnita C	e-Merge Real Estate	64	40,051,000
39	Cox, Brittany	Keller Williams Greater Cols	113	39,471,000
40	Fisk, Jacob V	Red 1 Realty	133	39,218,000
41	Chudik, Margaret L	Coldwell Banker Realty	68	38,785,000
42	Bodipudi, Koteswara	Red 1 Realty	91	37,904,000
43	Toth, Sherrie Ing	RE/MAX Consultant Group	74	37,205,000
44	Edwards, Kyle	The Brokerage House	70	37,175,000
45	Goodman, Benjamin J	The Brokerage House	55	37,165,000
46	Collins, Charles E	Red 1 Realty	119	36,888,000
47	Ross, James E	Red 1 Realty	156	36,805,000
48	Barlow, Jaysen E	Sell For One Percent	107	36,413,000
49	Ramm, Jeff	Coldwell Banker Realty	68	35,551,000
50	Kamann, Heather R	Howard Hanna Real Estate Services	86	34,980,000

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Board & Batten

REAL ESTATE PHOTOGRAPHY





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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2025, as of Dec. 9, 2025

Rank No	Agent	Office Name	Unit	Volume
51	Richards, Katie	Keller Williams Greater Cols	62	34,378,000
52	Looney, Sherry L	Howard HannaRealEstateServices	116	34,364,000
53	Carruthers, Michael D	Coldwell Banker Realty	37	34,072,000
54	Fox-Smith, Angelina L	Coldwell Banker Realty	68	33,889,000
55	Clark, Amy G	Cutler Real Estate	88	33,655,000
56	Close, Allison L	Cutler Real Estate	46	33,252,000
57	Hursh, Andrew J	The Westwood Real Estate Co.	79	33,017,000
58	Griffith, Tyler R	RE/MAX Peak	90	32,937,000
59	Mahler, Jeff A*	The Brokerage House	70	32,211,000
60	Hinson, Alan D	New Albany Realty, LTD	21	32,102,000
61	Hughes, Malia K	Key Realty	87	31,618,000
62	Sunderman, Mary K	Keller Williams Capital Ptnrs	64	31,532,000
63	Roehrenbeck, James F	RE/MAX Town Center	73	31,374,000
64	Ackermann, Mara	RE/MAX Consultant Group	44	31,319,000
65	Kullman, Gregory S	Street Sotheby's International	40	30,784,000
66	RafiyQ, Alan J	D.R. Horton Realty of Ohio, In	73	30,369,000

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Rank No	Agent	Office Name	Unit	Volume
67	Davis Spence, Katherine	The Brokerage House	54	30,229,000
68	Lucas, Lauren L	KW Classic Properties Realty	77	30,212,000
69	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	91	29,984,000
70	Smith, Steven S S	Keller Williams Consultants	70	28,776,000
71	Lubinsky, John D	RE/MAX Affiliates, Inc.	52	28,762,000
72	Grandey, M. Michaela	Rolls Realty	41	28,652,000
73	Pattison, Susie L	Cutler Real Estate	47	28,453,000
74	Hood, Shaun	Coldwell Banker Realty	74	27,817,000
75	Berrien, Todd V	Coldwell Banker Realty	75	27,570,000
76	Lowe, Regan M	The Brokerage House	55	27,318,000
77	Farwick, Thomas M	KW Classic Properties Realty	47	27,094,000
78	Neff, Mark B	New Albany Realty, LTD	37	27,042,000
79	Groza Yoko, Emily	The Brokerage House	52	26,778,000
80	Powers, David S	Cutler Real Estate	31	26,764,000
81	Doyle, Michael	Real of Ohio	72	26,761,000
82	Shields, Bradley L	Redfin Corporation	59	25,867,000
83	Smith, Anita K	EPCON Realty, Inc.	56	25,802,000
84	Chambers, Tracy	Keller Williams Consultants	52	25,768,000
85	Mitchell, Courtney J	RE/MAX Premier Choice	43	25,758,000
86	Liston, Zeke	Red 1 Realty	49	25,630,000
87	Rano, Richard J	RE/MAX Affiliates, Inc.	56	25,579,000
88	Fenters, Margaret M	Coldwell Banker Realty	52	25,227,000
89	Jones, Tracy J	Keller Williams Elevate	118	25,174,000
90	Koontz Gilmour, Paula	KW Classic Properties Realty	34	25,032,000
91	Shoaf, Terra J	Keller Williams Consultants	35	24,973,000
92	Kovacs, Kimberly A	Coldwell Banker Realty	68	24,829,000
93	Knecht, Dylan J	RE/MAX Revealty	120	24,270,000
94	Reil, Timothy C	Keller Williams Consultants	26	24,029,000
95	Dixon, Tracey L	Keller Williams Greater Cols	69	23,952,000
96	Elflein, Joan	Ohio Broker Direct, LLC	56	23,881,000
97	Hamilton, V. Patrick	REMAX Alliance Realty	94	23,769,000
98	Grimm, Shannon	Howard Hanna Real Estate Svcs	47	23,393,000
99	Godard, Cheryl S	KW Classic Properties Realty	16	23,312,000
100	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	49	23,217,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2025, as of Dec. 9, 2025

Rank No	Agent	Office Name	Unit	Volume
101	Keener, Angela L	Keller Williams Consultants	58	22,854,000
102	Winter, Brad	Engel & Volkers Real Estate Advisors	36	22,790,000
103	Robinson, Andrew W	Real of Ohio	26	22,772,000
104	Vanhorn, Kohl	RE/MAX Impact	63	22,746,000
105	Hiss, Erik	Keller Williams Capital Ptnrs	50	22,695,000
106	Laumann, Margot M	Street Sotheby's International	48	22,635,000
107	Shea, Christopher M	Keller Williams Consultants	55	22,471,000
108	Breeckner, Brian	Beckett Realty Group	85	22,229,000
109	Scoby, Jennie	Keller Williams Consultants	56	22,153,000
110	Shaffer, Carlton J	RE/MAX Partners	54	22,043,000
111	Romanelli, Cristina M	Keller Williams Greater Cols	47	21,966,000
112	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	61	21,909,000
113	Mulvany, Bryan R	Hart Real Estate Agency LLC	61	21,808,000
114	Murphy, Kristina R	Howard Hanna Real Estate Svcs	63	21,738,000
115	Smith, Karen S	The Brokerage House	46	21,674,000
116	Cleary, Michele L	Howard Hanna Real Estate Svcs	42	21,520,000
117	Andrews, Trevor R	RE/MAX Revealty	64	21,333,000
118	Parsley, David H	Firstmark Real Estate LLC	42	21,321,000
119	Kirk, Jon F	RE/MAX Premier Choice	23	20,832,000
120	Crocco, Katie	RE/MAX Winners	62	20,767,000
121	DeVoe, Anne	Coldwell Banker Realty	23	20,736,000
122	VanGundy, Stephanie J	Howard Hanna Real Estate Services	43	20,714,000
123	Sanepalli, Ramamohan R	Key Realty	27	20,382,000
124	Smith, Andrew L	Red 1 Realty	49	20,300,000
125	Prewitt, Brandon T	RE/MAX Partners	46	20,193,000
126	Dillion, Andrea	e-Merge Real Estate Results	29	20,142,000
127	Jones, Jane L	Howard Hanna Real Estate Svcs	26	19,980,000
128	Kim, Lory	RE/MAX Connection	61	19,937,000
129	Hunter, Ling Q	Red 1 Realty	51	19,859,000
130	Marvin, Scott A	Team Results Realty	50	19,724,000
131	Coombs, Niko	EXP Realty, LLC	36	19,681,000
132	Ford, Clint A	Howard Hanna Real Estate Svcs	57	19,643,000
133	Bell, Megan L	Real of Ohio	61	19,626,000

Rank No	Agent	Office Name	Unit	Volume
134	Lambright, Stacey J	EXP Realty, LLC	51	19,492,000
135	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	39	19,475,000
136	Peck, Cheyenne A	Howard Hanna - Main Office	55	19,376,000
137	Diaz, Byron	NextHome Experience	82	19,367,000
138	Parrett, Constance D	Cutler Real Estate	55	19,031,000
139	El Mejaty, Omar	Carleton Realty, LLC	83	18,990,000
140	Morrison, Natalie H	e-Merge Real Estate	63	18,851,000
141	Kessler-Lennox, Jane	New Albany Realty, LTD	13	18,815,000
142	Bluvstein, Jake	RE/MAX Partners	45	18,795,000
143	Hensel, Drew R	RE/MAX ONE	58	18,752,000
144	Barlow, David E	Sell For One Percent	46	18,745,000
145	Murphy, Patrick J	Keller Williams Consultants	41	18,662,000
146	Miller, Sam	Re/Max Stars	90	18,657,000
147	Hamrick, Kimberly D	Keller Williams Consultants	59	18,644,000
148	Macaluso, Krystin A	Coldwell Banker Realty	36	18,367,000
149	Esker, Wendy	Howard Hanna Real Estate Svcs	50	18,354,000
150	Lyubimova, Ekaterina	NextHome Experience	61	18,330,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2025, as of Dec. 9, 2025

Rank No	Agent	Office Name	Volume	Unit
1	Hencheck, Alexander A	HMS Real Estate	292,023,000	572
2	Ruehle, Ryan J	EXP Realty, LLC	153,349,000	474
3	Raines, Sandy L	The Raines Group, Inc.	281,645,000	440
4	Tartabini, Daniel V	New Advantage, LTD	190,132,000	361
5	Fairman, Charlene K	The Realty Firm	131,889,000	252
6	Cooper, Sam	Howard Hanna Real Estate Svcs	86,880,000	235
7	Ruff, Jeffery W	Cutler Real Estate	152,630,000	207
8	Clarizio, Bradley	Red 1 Realty	65,019,000	196
9	Lynn, Lori	Keller Williams Consultants	67,658,000	187
10	Tanner-Miller, Angie	Coldwell Banker Realty	49,353,000	179
11	Ritchie, Lee	RE/MAX Partners	72,795,000	165
12	Beirne, Daniel J	Opendoor Brokerage LLC	47,744,000	160
13	Guanciaale, Andrew P	Coldwell Banker Realty	47,049,000	158
14	Ross, James E	Red 1 Realty	36,805,000	156
15	Riddle, Robert J	New Albany Realty, LTD	113,563,000	155
16	Shaffer, Donald E	Howard HannaRealEstateServices	45,457,000	142

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Rank No	Agent	Office Name	Volume	Unit
17	Ciamacco, DeLena	RE/MAX Connection	71,005,000	141
18	Fisk, Jacob V	Red 1 Realty	39,218,000	133
19	Wright, Kacey A	RE/MAX Partners	71,790,000	132
20	Graham, Mark	Countrytyme Realty, LLC	12,887,000	131
21	Dodderer, Megan M	Collective House Realty	50,539,000	124
22	Kemp, Brian D	Keller Williams Capital Ptnrs	63,807,000	123
23	Mancini, Mandy	Keller Williams Consultants	51,751,000	122
24	Knecht, Dylan J	RE/MAX Revealty	24,270,000	120
25	Collins, Charles E	Red 1 Realty	36,888,000	119
26	Jones, Tracy J	Keller Williams Elevate	25,174,000	118
27	Ferrari, Rhiannon M	EXP Realty, LLC	46,586,000	116
28	Looney, Sherry L	Howard HannaRealEstateServices	34,364,000	116
29	Cox, Brittany	Keller Williams Greater Cols	39,471,000	113
30	Buehler, Craig	Coldwell Banker Realty	45,390,000	113
31	Price, Hugh H	Howard HannaRealEstateServices	49,331,000	111
32	Abbott, Kelly	Howard Hanna Real Estate Svcs	41,094,000	110
33	Wheeler, Lacey D	Red 1 Realty	51,793,000	109
34	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	44,535,000	109
35	Barlow, Jaysen E	Sell For One Percent	36,413,000	107
36	Chiero, Kathy L	Keller Williams Greater Cols	40,292,000	106
37	Wills, Julie R	Howard Hanna Real Estate Svcs	48,024,000	105
38	Willcut, Roger E	Keller Williams Consultants	63,365,000	102
39	Hamilton, V. Patrick	REMAX Alliance Realty	23,769,000	94
40	Bodipudi, Koteswara	Red 1 Realty	37,904,000	91
41	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	29,984,000	91
42	Griffith, Tyler R	RE/MAX Peak	32,937,000	90
43	Miller, Sam	Re/Max Stars	18,657,000	90
44	Alley, Rachel M	Keller Williams Capital Ptnrs	41,105,000	88
45	Clark, Amy G	Cutler Real Estate	33,655,000	88
46	Hughes, Malia K	Key Realty	31,618,000	87
47	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	40,609,000	86
48	Kamann, Heather R	Howard Hanna Real Estate Services	34,980,000	86
49	MacKenzie, Cynthia C	CYMACK Real Estate	47,809,000	86
50	Breeckner, Brian	Beckett Realty Group	22,229,000	85

TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2025, as of Dec. 9, 2025

Rank No	Agent	Office Name	Volume	Unit
51	El Mejjaty, Omar	Carleton Realty, LLC	18,990,000	83
52	Casey, Michael A	RE/MAX Connection	41,476,000	82
53	Diaz, Byron	NextHome Experience	19,367,000	82
54	Hursh, Andrew J	The Westwood Real Estate Co.	33,017,000	79
55	Pearson, Lauren E	RE/MAX Consultant Group	44,347,000	79
56	Fader, Scott	Joseph Walter Realty, LLC	8,994,000	79
57	Fair, Diana	The Westwood Real Estate Co.	16,623,000	78
58	Lucas, Lauren L	KW Classic Properties Realty	30,212,000	77
59	Hockenberry, Eva Marie	Mainstay Brokerage LLC	14,277,000	77
60	Berrien, Todd V	Coldwell Banker Realty	27,570,000	75
61	Hood, Shaun	Coldwell Banker Realty	27,817,000	74
62	Toth, Sherrie Ing	RE/MAX Consultant Group	37,205,000	74
63	RafiyQ, Alan J	D.R. Horton Realty of Ohio, In	30,369,000	73
64	Soskin, Alexander	Soskin Realty, LLC	16,475,000	73
65	Beckett-Hill, Jill	Beckett Realty Group	44,184,000	73
66	Roehrenbeck, James F	RE/MAX Town Center	31,374,000	73
67	Doyle, Michael	Real of Ohio	26,761,000	72

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Rank No	Agent	Office Name	Volume	Unit
68	Mahler, Jeff A*	The Brokerage House	32,211,000	70
69	Edwards, Kyle	The Brokerage House	37,175,000	70
70	Smith, Steven S S	Keller Williams Consultants	28,776,000	70
71	Madosky Shaw, Lari	Coldwell Banker Realty	47,991,000	70
72	Dixon, Tracey L	Keller Williams Greater Cols	23,952,000	69
73	Ramm, Jeff	Coldwell Banker Realty	35,551,000	68
74	Fox-Smith, Angelina L	Coldwell Banker Realty	33,889,000	68
75	Kovacs, Kimberly A	Coldwell Banker Realty	24,829,000	68
76	Chudik, Margaret L	Coldwell Banker Realty	38,785,000	68
77	Stern, Phillip Warren	Realistar	9,495,000	65
78	Swickard, Marnita C	e-Merge Real Estate	40,051,000	64
79	Andrews, Trevor R	RE/MAX Revealty	21,333,000	64
80	Sunderman, Mary K	Keller Williams Capital Ptnrs	31,532,000	64
81	Morrison, Natalie H	e-Merge Real Estate	18,851,000	63
82	Webb, Stephanie	Keller Williams Legacy Group	18,318,000	63
83	Vanhorn, Kohl	RE/MAX Impact	22,746,000	63
84	Murphy, Kristina R	Howard Hanna Real Estate Svcs	21,738,000	63
85	Richards, Katie	Keller Williams Greater Cols	34,378,000	62
86	Crocco, Katie	RE/MAX Winners	20,767,000	62
87	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	21,909,000	61
88	Bell, Megan L	Real of Ohio	19,626,000	61
89	Lyubimova, Ekaterina	NextHome Experience	18,330,000	61
90	Mulvany, Bryan R	Hart Real Estate Agency LLC	21,808,000	61
91	Kim, Lory	RE/MAX Connection	19,937,000	61
92	Shields, Bradley L	Redfin Corporation	25,867,000	59
93	Solomon, Arthur A	Coldwell Banker Heritage	10,358,000	59
94	Hamrick, Kimberly D	Keller Williams Consultants	18,644,000	59
95	Keener, Angela L	Keller Williams Consultants	22,854,000	58
96	Hensel, Drew R	RE/MAX ONE	18,752,000	58
97	Parham, Janene R	Red 1 Realty	10,594,000	57
98	Ford, Clint A	Howard Hanna Real Estate Svcs	19,643,000	57
99	Payne, Donald A	Vision Realty, Inc.	13,844,000	56
100	Scoby, Jennie	Keller Williams Consultants	22,153,000	56





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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - Nov. 30, 2025, as of Dec. 9, 2025

Rank No	Agent	Office Name	Volume	Unit
101	Elflein, Joan	Ohio Broker Direct, LLC	23,881,000	56
102	Rano, Richard J	RE/MAX Affiliates, Inc.	25,579,000	56
103	Lieu, Jimmy	Swiss Realty LTD	11,647,000	56
104	Smith, Anita K	EPCON Realty, Inc.	25,802,000	56
105	Peck, Cheyenne A	Howard Hanna - Main Office	19,376,000	55
106	Goff, Carol	Carol Goff & Assoc.	16,937,000	55
107	Mills, Jeremy R	Rise Realty	18,118,000	55
108	Lessick, Carol A	Century 21 Excellence Realty	10,311,000	55
109	Shea, Christopher M	Keller Williams Consultants	22,471,000	55
110	Parrett, Constance D	Cutler Real Estate	19,031,000	55
111	Lowe, Regan M	The Brokerage House	27,318,000	55
112	Goodman, Benjamin J	The Brokerage House	37,165,000	55
113	Flach-Moore, Stacey L	Coldwell Banker Realty	15,489,000	55
114	Tomlinson, Meredith W	EXP Realty, LLC	16,741,000	54
115	Waite, Greg L	Home Central Realty	12,262,000	54
116	Shaffer, Carlton J	RE/MAX Partners	22,043,000	54
117	Kanowsky, Jeffrey I	Keller Williams Greater Cols	18,126,000	54

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Rank No	Agent	Office Name	Volume	Unit
118	Davis Spence, Katherine	The Brokerage House	30,229,000	54
119	Kohlhepp, John	Keller Williams Capital Ptnrs	16,798,000	53
120	Groza Yoko, Emily	The Brokerage House	26,778,000	52
121	Chambers, Tracy	Keller Williams Consultants	25,768,000	52
122	Lubinsky, John D	RE/MAX Affiliates, Inc.	28,762,000	52
123	Erickson, Cinda D	Berkshire Hathaway HS Pro Rlty	8,021,000	52
124	Fenters, Margaret M	Coldwell Banker Realty	25,227,000	52
125	Lambright, Stacey J	EXP Realty, LLC	19,492,000	51
126	Hunter, Ling Q	Red 1 Realty	19,859,000	51
127	Andrews, Jenna L	Plum Tree Realty	15,942,000	50
128	Marvin, Scott A	Team Results Realty	19,724,000	50
129	Hiss, Erik	Keller Williams Capital Ptnrs	22,695,000	50
130	Swihart Valentine, Abigail E	Red 1 Realty	14,692,000	50
131	Esker, Wendy	Howard Hanna Real Estate Svcs	18,354,000	50
132	Wiley, Kelly	Keller Williams Capital Ptnrs	13,033,000	50
133	Calhoon, Benjamin S	Berkshire Hathaway HS Pro Rlty	23,217,000	49
134	Liston, Zeke	Red 1 Realty	25,630,000	49
135	Fisher, Keli M	e-Merge Real Estate Results	14,982,000	49
136	Horne, Jeffrey E	Coldwell Banker Heritage	11,414,000	49
137	Mullins, Rebekah	Red 1 Realty	11,402,000	49
138	Smith, Andrew L	Red 1 Realty	20,300,000	49
139	Harr, Kathryn	RE/MAX ONE	15,865,000	48
140	Keffer, Tracy T	Keller Williams Greater Cols	17,782,000	48
141	Laumann, Margot M	Street Sotheby's International	22,635,000	48
142	McNamee, Priscilla Lee	ROOST Real Estate Co.	14,482,000	47
143	Farwick, Thomas M	KW Classic Properties Realty	27,094,000	47
144	Pattison, Susie L	Cutler Real Estate	28,453,000	47
145	Romanelli, Cristina M	Keller Williams Greater Cols	21,966,000	47
146	Roberge, Charlene	Lagonda Creek Real Estate, LLC	8,528,000	47
147	Press, Marci L	Home Central Realty	17,793,000	47
148	Grimm, Shannon	Howard Hanna Real Estate Svcs	23,393,000	47
149	Stasel, Heather M	Howard Hanna Real Estate Serv	12,249,000	46
150	Hart, Kevin	Keller Williams Capital Ptnrs	16,834,000	46

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