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JUNE 2026

REAL PRODUCERS

A photograph of a man and a woman sitting on a light-colored armchair. The man, on the left, is wearing a dark suit jacket, a dark t-shirt, glasses, and white sneakers. The woman, on the right, is wearing a white short-sleeved button-down shirt over a black top, black pants, and black high-heeled sandals. They are both smiling at the camera. The background is a stone fireplace mantel.

Susie & George Pattison



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- AUGUST 28** Builder Expo
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See You Soon

See you on June 25 at 2 p.m. for our annual I Heart REALTORS® event/Cheers to 10 Years Epic Event! Check your email for the link and password for ticket purchase.

Seven years ago, this past April, I joined Real Producers, and from that moment on, my life pretty much did a full 360. Before being hired by Bobby, the original owner of RP Columbus, I spent eight years as an affiliate in our industry. Two years working as a loan officer assistant and nearly six years in the title industry, and now, I own my own company and have the privilege of leading this platform. I love my previous roles because I have had the advantage of seeing an agent's experience as well as an affiliate's experience during a transaction.

This industry can feel like a love/hate relationship at times, and while we all have our roles to play in getting a client to the closing table, sometimes the "crap" rolls downhill to the affiliate. I remember cleaning up many messes at that closing table and ensuring everyone involved looked like a hero after panicking to get papers hot off the press due to a lender waiting to get docs to us at the last minute, and then organizing them for signature. We would like to say that people assumed we had a "magic printer" that just spat them out in proper order. To be honest, in that position, you can also work with REALTOR® partners who are less than kind or respectful of the part that you play in that transaction, and at times, it was disheartening.

On the contrary to that experience, since being with RP, the level of agents and affiliates that I have had the pleasure to get to know and build relationships with over the past five years has been nothing short of refreshing and inspiring. In any industry, you can have bad apples and those that just shouldn't be allowed in the space with the true professionals. I bet an agent or affiliate you have encountered in your career comes to mind even now. I have been at the closing table many a time, thinking, this client deserved better professional assistance. However, the community that we serve at Real Producers

has renewed my belief in agents and affiliates who live to serve with integrity, determination, and excellence. True professionals who are dedicated to evolving, educating, and collaborating.

More than ever, our industry is dependent on individuals like this and like you. We MUST continue to connect and hold each other accountable to ensure the community understands our value and the magic that is worked behind the scenes for our people. Unless you are in the trenches and experience a real estate transaction first hand, you JUST DON'T KNOW. At Real Producers, we are committed to helping communicate the value that you bring to our communities.

We are here to serve you, sharing your stories and curating events of value so that you can connect with other dedicated agents and affiliates. Never forget the difference that each of you makes, and on the hard days, remember that ONE transaction. You know the one, that elderly couple you helped in their next season of life, the first-time homebuyer, the single mother who is buying her first home, the family who lost a loved one and needed your help - THAT transaction.

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Your friend,



Katie Mastroianni
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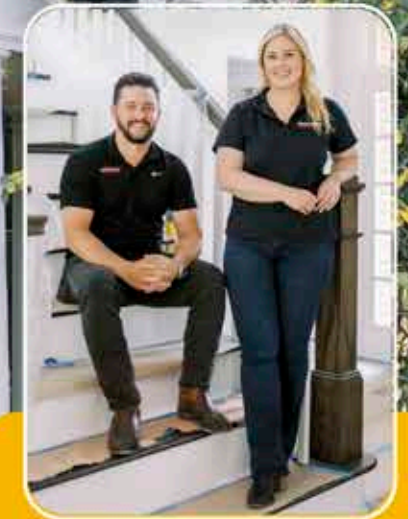
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PHOTOGRAPHY

BY JOSEPH COTTLE

Nine years ago, Don Sgontz retired from Abbott Nutrition after three decades of corporate life and did what most people dream of: nothing in particular. His financial planner had been nudging him for years about supplemental income and he had been ignoring her for just as long. Then she started being very insistent.

The night after their last conversation, he went home and pulled up Realtor.com — just browsing, the way he always had. The first listing he landed on was a \$1.5 million house photographed entirely on a cellphone.

“They were horrible,” he says.

He found an online real estate photography course that same night, and he was through it by morning. He launched DSg Real Estate Photography the following day.

That was five years ago. Since then, he’s doubled the business two years running, and he’s currently shooting roughly 3.8% of Columbus listings — in a market where the largest

photography company in town covers somewhere between 10 and 12%. There’s room to grow. He knows it.

Photography has been part of Don’s life for the better part of 35 years before he ever turned it into a business. His first camera was a Pentax film camera bought in the early 1990s when his oldest niece was born. He kept the hobby going for the entire span of his career at Abbott, always treating it as a pleasure and never a profession. The day he saw those cellphone photos, that changed.

He shoots real estate on a Canon R6 with a 14-35mm Canon RF lens — more camera than the job strictly demands, but he won’t compromise. For everything else — travel, wildlife, anything personal — he uses a Canon R5. He’s been to 54 countries across six continents and photographs everywhere he goes. He’s done shoots in Hocking Hills, and once traded a week in Costa Rica for Airbnb photography work.

Now that the business has grown, he recently hired two



“
I haven’t worked a day since I retired. IT’S A BLAST, ACTUALLY.
”



photographers to handle the workload, which means he can do more traveling, the way he used to.

His number one rule on any shoot: everybody has to have fun.

“Before I leave, I’m going to get the homeowner to smile,” he says. He holds himself to it. It’s a personal standard more than a philosophy, a quiet promise he makes to every house and every person in it. Once, a retired broker stopped him at the door after a half-hour shoot and said she’d love to get drinks sometime. They did. That kind of thing happens to Don regularly.



“
BEFORE I LEAVE,
I’M GOING TO GET
THE **homeowner**
to smile.
”



It’s also the reason his two newest hires were chosen mostly on personality. Camera technique he can teach. What he can’t teach, he hires for.

Don grew up in Columbus — born here, then moved out to the country between Plain City and Marysville in fifth grade, and came back. He’s made a career of seeing the city from the inside of other people’s houses, and he’ll tell you it still surprises him.

“I’ve seen some really nice houses,” he says. “I’ve seen some really crappy houses. I treat them all the same.”

He’s not exactly retired anymore. He won’t quite say he works, either.

“I haven’t worked a day since I retired,” he says. “It’s a blast, actually.”

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DAK BRITT

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Dak Britt took a few different paths before realizing his skill set was perfect for real estate.

He grew up in Michigan and went to college in both northeast Ohio and western Pennsylvania to play football. Post-school, Dak spent three years playing professional arena football.

“I found myself at a point where I wondered what to do with the rest of my life,” Dak says. “I ended up going back to school and getting an industrial and organizational psychology master’s. I worked in corporate for a few years, but wasn’t getting the fulfillment of impacting others or the competitive drive.”

So Dak went back to school again, this time for a master’s in school counseling. That landed him a job in Westerville as a middle school counselor. It was shortly after the pandemic, during a time when kids were readjusting to routines and social life. Dak loved the chance to help students, the steady presence he could offer and the sense of purpose it provided.



than just transacting real estate. It opened my eyes to see being an agent was more than just helping people buy and sell homes. I'm very grateful for this experience because it showed me the many other ways I can support those I work with."

Today, as an agent with Styer Real Estate Professionals, Dak strategically focuses on two groups: older adults and the families who support them, as well as people looking to purchase short-term or mid-term rental properties. That might be helping people navigating downsizing, inherited property or transitions to senior living.

"The biggest challenges were figuring out who the underserved sectors were and providing value," Dak shares. "What really opened my eyes during that first experience was how little



But after a while, Dak still felt as though there was something missing. As he and his now-wife, Mbali, prepared for their wedding and began searching for a home, he found himself watching their real estate agent closely. Something about the work resonated with him: the combination of service, strategy and human connection. After they purchased their home, Dak dove into real estate classes and became licensed in 2023.

"When I started, I still didn't have a really good idea of what it entailed to be a real estate agent," Dak says. "The first client I had within the first month was an older adult facing some health challenges. It was affecting their ability to interact with others. My psychology and counseling background was thrust into the forefront. This person didn't have much support from loved ones. So I found myself doing a lot more



support they had when it came to maintaining and clearing out the home. They didn't have anyone to help, so I became their support."

At the center of his own support system is Mbali, whom he met seven years ago and married almost three years ago. Originally from South Africa, she came to the U.S. in high school and later graduated from Ohio State. Dak's parents have also played a deeply meaningful role in shaping the way he moves through life, with their example, values and steady support helping form the person he is and the way he cares for those around him.

"There is a saying I live by," Dak says. "My parents have said this since I was little: 'Nothing beats a failure but a try.' I have been willing to try different things. I've been all across the grid, from

football to counseling to real estate. I am always willing to try something, to navigate or step out. I keep my faith first and that principle second."

“
In this business, especially depending on who you are serving, there is
a level of humility
that comes with it.”

In real estate, he considers his biggest accomplishments to be his adaptability, his ability to build relationships and the consistency

he has shown in building a strong and lasting career. But the heart of his work comes back to service and humility.

"In this business, especially depending on who you are serving, there is a level of humility that comes with it," Dak says. "There are things you might not want to do or conversations you might not want to have. Even so, being able to guide and support people through such an important decision is a real privilege."

He continues: "I also try to meet people where they are and understand what they need in the moment. I do not see myself as the star of the show. My role is to be a guide and a steady resource, helping make what can feel like a stressful or overwhelming process much smoother." ▀

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Why Video Is No Longer Optional for Real Estate Listings – and What It Says About Your Brand

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



Most agents already know they “should” be doing video.

The question in 2026 isn’t whether video matters anymore — it’s what your video says about you.

Because at this point, listing videos aren’t a differentiator on their own. Nearly every serious agent is using walkthroughs, reels, drone clips and social content. Buyers expect it. Sellers expect it. The real separation now happens in execution, consistency and brand identity.

Video has quietly shifted from a marketing tool into a positioning tool.

When a potential client watches your listing content, they aren’t just evaluating the property — they’re subconsciously evaluating you. Your standards. Your process. Your level of care. Whether you operate at a high level or just “check the box.”

Two agents can list the same home and create completely different perceptions of value depending on how they present it. One gets a quick walkthrough with uneven lighting and basic pacing. The other gets a cinematic, intentional story that highlights lifestyle, flow and emotional appeal. The property may be identical — but the brand behind it is not.

That difference compounds over time.

Consistent, high-quality video creates a recognizable identity in your market. It signals that you take marketing seriously, that you invest in presentation, and that you understand how buyers actually engage with homes today. Sellers notice this immediately. In many cases, your media quality becomes part of the reason they choose you over another agent offering similar commission or service.

It also changes how you’re remembered.

Most agents blend together in a crowded feed. But agents who consistently show up with strong visual content become familiar. Not because they post more — but because their content feels intentional. There’s a level of polish and clarity that sticks.

And that familiarity builds trust before you ever speak to a client.

On the buyer side, strong video content acts as a filter. It attracts more serious attention and reduces noise. People who reach out after watching a well-produced walkthrough already understand the property and are more aligned with its value. That means fewer wasted showings and more efficient transactions.

But the most important shift is this: video is no longer about showing homes — it’s about showing standards.

And standards are what define your brand in a competitive market.

Agents who treat video as a commodity will continue blending into the background. Agents who treat it as part of their identity will stand out — not because they are louder, but because they are more consistent and more intentional.

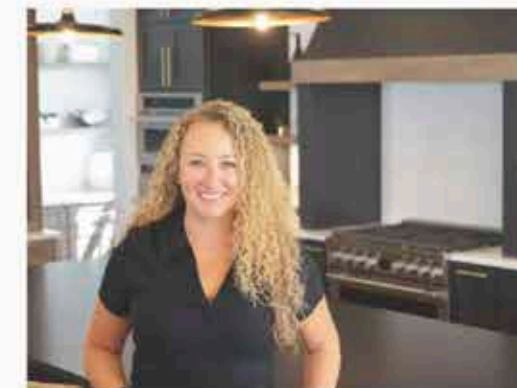
In a market where attention is fragmented and first impressions happen online, your visual content is often your first handshake.

The question isn’t whether you’re doing video.

It’s what your video is quietly telling people about your business before you ever get the chance to speak.

AMANDA WILLIAMS
Owner of Mission Design Co.

Occupied Staging Secrets: How to Elevate a Lived-In Home Without Disrupting the Seller



In today’s fast-moving real estate market, presentation is everything—but not every home is vacant and ready for a full staging overhaul. As an interior designer specializing in home staging, I’ve worked with countless sellers who are still living in their homes while trying to make a quick, top-dollar sale. The challenge? Creating an aspirational, buyer-ready space without turning the seller’s daily life upside down. Here are the strategies I rely on to strike that delicate balance.

1. Begin with Empathy and Education

Occupied staging begins with the seller’s mindset. Many homeowners feel overwhelmed or self-conscious about someone redesigning their space. I always start with a walk-through and a candid, respectful conversation. I explain that staging is not about critiquing their taste—it’s about showcasing the home’s potential to the widest pool of buyers. Once sellers understand we’re on the same team, they become more open to change.

2. Declutter with Purpose, Not Pressure

Instead of demanding a total purge, I guide sellers to pack away personal items that can distract buyers—family photos, niche collectibles, excess furniture. I frame this as “pre-packing” for their move, which keeps the tone positive and forward-looking. Often, just removing 30% of the contents can open up a room and improve flow dramatically.

3. Lean on Light, Neutral Enhancements

Occupied homes can’t always accommodate new furniture, but they can benefit from thoughtful styling. I often bring in fresh linens, neutral throw pillows, updated rugs, and art pieces that complement the existing color scheme. These small updates create cohesion and help tone down any overly personalized design choices.

4. Optimize Layout and Flow

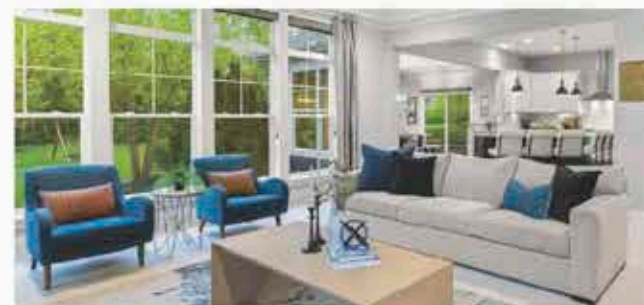
Sellers often live with furniture arrangements that suit their lifestyle—but not a buyer’s viewing experience. I suggest simple rearrangements that highlight square footage, natural light, and architectural features. For instance, moving a bulky armchair away from a window or re-centering a bed can make a room feel more spacious without removing anything.

5. Keep Daily Life Practical

The best staging respects the seller’s routine. I offer tips for “quick reset” strategies before showings: stash baskets for last-minute clutter, pre-folded towels for the bathroom, and a tray of neutral accents for kitchen counters. These tricks let sellers maintain the look without daily stress.

6. Collaborate with the Realtor for Timing and Strategy

A great working relationship between designer and agent makes the process seamless. I coordinate with realtors to time the staging just before photos or key open houses, so the home looks its best when it matters most.



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Conclusion: The Win-Win of Occupied Staging

When done right, occupied staging is a collaborative, respectful process that honors the seller’s lifestyle while attracting the right buyer. It’s about enhancement, not upheaval—and with the right design eye and communication, it becomes a powerful tool in any real estate agent’s arsenal.



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LUKE Henry



HENRY DEVELOPMENT GROUP

BY HEATHER LOFY
PHOTOS BY ORANGE VISUALS

Luke Henry's entrepreneurial spirit started with a lawn mower. When he was 12, he got his first mowing job, spending two-and-a-half hours on his great aunt and uncle's lawn, making just \$5. Though the pay was small, the spark was real. He kept mowing, added clients and unknowingly set the foundation for a three-decade trajectory in business, and one that would eventually reshape an entire downtown.

Luke's landscape business, ProScape Lawn and Landscape Services, is still operating as a full-service commercial landscaping business with locations in Marion and Columbus. While that was initially his mainstay, Luke also went to college at Ohio Northern University to be a pharmacist.

"I was a pharmacist for a couple of years until the landscaping business grew enough in that period of time," he says. "I had a handful of team members and it was too much to keep doing on the side, because I was also buying rental properties. I quit my job in 2009 as a pharmacist to do small flips and rentals. That was my foray into real estate."

A decade later, in 2018, Luke had what he calls a mid-life shift, leading him to where

he is now as the founder and principal of Henry Development Group.

"I wanted to do something significant and impactful to the community, and I saw the opportunity in our fledgling downtown of Marion," he says. "My wife is from Marion, and I am from a neighboring community. We moved to Marion shortly after we got married 20 years ago. Downtown has a lot of vacant buildings. I had seen revitalization happening in other smaller communities and really saw an opportunity. So I linked up with a business partner, Alex Sheridan, and we bought eight buildings on one block of South Main Street. At the time that block was 80% vacant, and we called it Main Street Reimagined. Now we are up to 20 buildings that we have renovated since then. Once we were in it, that's how I learned best about how entrepreneurs do it. You take swings and figure it out. We're really proud of what we are building in downtown Marion."

Luke's latest undertaking is The Lydia Project, a \$3.5 million adaptive-reuse renovation on the busiest corner of downtown Marion. The building had been partially vacant for over a decade and its upper floors untouched for more than 30 years. Now, it's nearing completion with three restaurant spaces and nine apartments. It sits directly across from Founders Park, and its name honors Lydia, the wife of Marion's founder.

"Founders Park is a nice green space in the middle





people here, and we are excited for where we are. I can tell you many stories of people we've been able to help turn a dream into a business and make their dreams come true. Those are the really meaningful things that we are able to do as real estate developers. The team we have assembled works hard... they helped bring back the town center and the community and the place where people gather. It's what defines a community." ❖

of the area where there are festivals, a shelter house and other activities," Luke says. "This building is adjacent to it, so we looked at it as the 'bride' of the park."

Luke's wife, Lindsey, and children, Emerson and Olivia, are very involved with his revitalization efforts, too. Lindsey, a former kindergarten teacher, opened specialty toy store LuLu's Toy Co. in the area.

"That is her creative, educational outlet," he says. "That ties together her passion for the downtown and all she has learned being around the different projects. We have lived here since 2006 and it's where we are raising our family. This is a challenge, but also an opportunity. If we didn't take the initiative to fix up our town, I wasn't sure any big developer would come and put their dollars here. We were going to be the ones to

take the risk and put in the work and roll up our sleeves to make it happen."

He continues: "We have been well supported by the community. We love the

“
We were going to be the ones to **TAKE THE RISK & PUT IN THE WORK** and roll up our sleeves to make it happen.
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WHEN SELLING IS NOT THE ONLY ANSWER.

03

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NANCY BAKER



Nancy with her four-legged companion, TJ.

BY JOSEPH COTTLE
PHOTOS BY KRISTEN NESTER PHOTOGRAPHY

Nancy Baker's 98-year-old grandmother is on Instagram. She watches every listing video Nancy posts, and when a new one goes up, she calls. She tells her what she thinks. "That commercial you did was incredible," she'll say. She's been Nancy's biggest cheerleader since the beginning.

What she revealed only after Nancy got her license was something she'd been sitting on for decades: the family had been in real estate in Greece. And her one regret, she said, was not getting into it herself.

Nancy didn't know any of that when she started. She took her licensing classes just as COVID was appearing

in the news, finished at the end of 2020, and stepped into a market that was turning strange under everybody's feet. What she knew was that she was a connector, the kind of person who has five different friend groups and has to explain to people how she knows so many of them. Real estate seemed like the right place for that instinct.

She'd been selling ice cream before that, and the irony is not lost on her: "I sold overpriced ice cream," she says. "Now I sell overpriced homes."

She works primarily in Columbus, where she grew up in Upper Arlington and now lives in German Village. Engel & Völkers recently promoted her to managing broker, a role that runs her

connector instinct through the brokerage alongside the neighborhood. She spends part of her time working with helping them with compliance, process, and the confidence it takes to walk a client through one of the biggest financial decisions of their life.

That pursuit of knowledge didn't start with the title. She went after her broker's license because, "Everything we learn is beneficial for our clients," she explains. "The more we know, the better we can help them." The managing broker role just gave that philosophy a wider reach.

That last part is personal. When Nancy bought her first property in 2019,

“**CONFIDENCE** with this transaction is huge. I want them to feel **CALM & CONFIDENT.**”



her experience left her wondering how she could best help first-time home buyers, and it shapes how she works with them now.

“Confidence with this transaction is huge,” she says. “I want them to feel calm and confident.”

Outside the office, she plays squash. She’s a long-timer member of a squash league at the Athletic Club of Columbus that started with around 20 players and has grown to more than 130 — the largest women’s recreational squash league in the country, by most accounts. They didn’t set out to build something that big. It kept growing anyway, and now they’ve traveled as far away as Seattle to compete. She also

plays pickleball and tennis, and teaches indoor cycling.

She’s also actively involved with the Special Olympics (a charity partner with Engel & Völkers) as a volunteer. “It has become a staple of my business to bring awareness and give time and money back to that organization,” she explains.

Finally, by her own description, she is deeply embedded in the Columbus food scene.

She has opinions about that — Lindsey’s for dinner, Seventh Son for a pint, Royal Flamingo Coffee in Grandview for a client meeting if she can swing it. She’s always trying somewhere new and usually has a recommendation before you finish asking.

That’s not hard to believe for someone born and raised here. She has watched the city change from two angles at once — as a German Village resident who knows

“**LINDEY’S FOR DINNER, SEVENTH SON FOR A PINT, ROYAL FLAMINGO COFFEE IN GRANDVIEW FOR A CLIENT MEETING**”



the neighborhood, and as a broker working inside its communities. A city growing at this pace looks different from inside the industry, and she finds that perspective one of the more interesting parts of the job.

It fits. Nancy Baker’s whole approach — in real estate, in the brokerage, in the

squash league — is built on knowing people and wanting to be helpful, to make a real difference in their daily life whether through real estate, on the pickleball court, or lifting up local charities.

She carries that from her grandmother, who saw it from 98 years away. ▾

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Legally Speaking



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

Faith Ranch & Farms Fund, Inc. v. PNC Bank, Natl. Assn., Slip Opinion No. 2026-Ohio-1145 (Decided April 2, 2026).

The Supreme Court of Ohio addressed whether a 1953 deed’s reservation of “coal and other minerals” included the oil and gas lying beneath the property. The question is significant for anyone buying or selling land where mineral rights may be at stake.

In 1953, C.C. Fay conveyed parcels of land in Harrison County while reserving “all the coal below the horizon of the No. 8 coal... and other minerals, with the right to mine and remove such coal or other minerals of any vein.” Faith Ranch and Farms Fund, Inc., the current surface owner, sought a declaration that the reservation did not include oil and gas, citing a deed reservation of “other minerals.” The heirs of C.C. Fay disagreed.

In a 6-1 decision, the Court held that the reservation clause was unambiguous and did not include oil and gas. The majority reasoned that the words “mine,” “mining” and “vein” referred to the extraction of solid minerals, not to the drilling operations associated with oil and gas.

As early as 1897, the Ohio Supreme Court held that petroleum oil is a “mineral.” But the next year, the Court qualified that conclusion, explaining that the phrase “other minerals” may, but does not necessarily, include oil and gas.

When interpreting a text, a court considers the language, as informed by the construction and context. Even if a term may have multiple meanings, with the construction and context provided, if one best meaning emerges, the text is not ambiguous.

Here, the Court noted that the deed made no mention of derricks, pipelines, tanks or drilling equipment, and even though it used the terminology of “other minerals of any vein,” it was limited to solids like coal, not liquids or gases drawn from a reservoir.

The practical lesson is that a deed that reserves “minerals” does not automatically reserve oil and gas. This decision highlights the importance of precise drafting in real estate transactions, particularly in deeds involving mineral rights.

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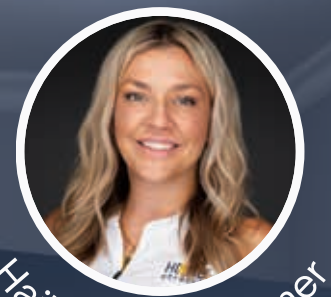
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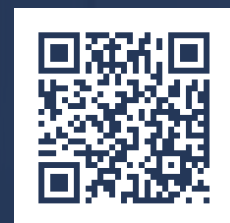


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▼
*Susie &
George Pattison*

Cutler Real Estate Pattison Group

BY CAROL RICH
IMAGES BY WES MOSLEY PHOTOGRAPHY

With a strong partnership in both business and marriage, Susie and George Pattison of Pattison Group at Cutler Real Estate have built a life centered on alignment, balance and relationships. From their entrepreneurial approach to real estate to their shared commitment to family, they operate as a true team — both personally and professionally.

“We always focus on relationships first,” Susie said. “We aim to exceed our clients’ expectations no matter what steps it takes to get there.”

“At the end of the day, we’re helping people make the biggest decision of their lives,” George

added. “It’s not something we take for granted — the trust people place in us is not lost on us.”

Susie grew up in Dublin, Ohio, where her father owned a printing business — an experience that helped shape her interest in entrepreneurship. Highly driven and involved from an early age, she participated in cross country, track and basketball in high school, serving as team captain in all three. She also held leadership roles on student council and was involved in multiple clubs.

Her passion for service and leadership continued into college at Miami University, where she volunteered as a reading tutor and participated in business and service organizations. She graduated summa cum laude with a degree in business management and entrepreneurship, then began her career in retail finance at Abercrombie & Fitch’s New Albany headquarters.

George was raised in a suburb of Kansas City. His upbringing was centered around church and sports, with a particular passion for baseball, with his teams often coached by his father. He also developed a lifelong love for football — and remains a dedicated Kansas City Chiefs fan having gone to cheer them on in person in four Super Bowls.

After earning a degree in marketing from Truman State University, George began his retail career at Macy’s in St. Louis before being recruited by Abercrombie & Fitch and relocating to Columbus.

Adjusting quickly to Abercrombie’s energetic and social workplace, George found it easy to build connections. Meanwhile, a unique coincidence set the stage for something more. George’s mother and a family friend of Susie’s were part of the same church group in Kansas City. When they realized both George and Susie were working at Abercrombie, they decided to introduce them.

The two exchanged a few emails before meeting at a company social outing.

“We hung out the entire day and ended up going on an official date a few weeks later. That was 17 years ago,” Susie said.

After six years at Abercrombie, Susie felt called to pursue a more purpose-driven path. She joined Pelotonia — a then newly founded nonprofit supporting cancer research — as its first Director of Stewardship and Rider Recruitment. In this role, she helped grow the organization from a small startup into a major force that has raised over \$340 million for cancer research.



George and Susie with their 10-year-old twin daughters.

“

We put the clients first and obsess over the details.”



Despite her passion for the mission, Susie was ready for a new challenge after eight years on the Pelotonia staff. Through networking efforts, she was encouraged to explore real estate — a suggestion that did not resonate immediately. With George’s support, she decided to make the leap.

Her success came quickly. Susie earned recognition as a Columbus REALTORS® Rising Star of the Year and was named one of the organization’s Top Professionals Under 40. She built her business around a high-touch, relationship-focused model.

“Creating long-lasting relationships and seeing clients turn into friends is the best part of the job,” she said.

After starting her career under the mentorship of Marilyn Vutech and Jeff Ruff on the Vutech & Ruff team, Susie eventually chose to go independent, seeking full ownership of her business.

In 2023, George made the decision to leave his role at Abercrombie & Fitch and join Susie in real estate. The transition felt natural and Susie needed the extra support for her growing business.

“The way we run our business is incredibly aligned,” Susie said. “We’ve found a great balance. We don’t even talk about most tasks — we just jump in and do whatever needs done.”

Their complementary strengths are a key part of their success. George describes Susie as exceptionally organized and detail-oriented, while Susie highlights George’s strengths in client interactions and analytics.

“We truly complement each other. It allows us to better serve our clients as they have the full support of both of us and our respective strengths,” she said.

Their client base grew quickly through Susie’s extensive Columbus network built on both being a lifelong resident and her Pelotonia involvement. This network, combined with an approach influenced by their retail backgrounds, has enabled them to run a repeat and referral-based business.

“We put the clients first and obsess over the details,” George said. “It’s what we learned at Abercrombie and we bring that same mentality to real estate.”

Susie and George live in Upper Arlington with their 10-year-old fraternal twin daughters, Kennedy and Layne.

“They look different and have different personalities, but they’re



Before real estate, Susie was an 8-year staff member at Pelotonia and has been a rider, fundraiser and volunteer for the past 16 years.



the best of friends,” George said. “Everything we do centers around the girls and real estate allows us to spend more time with them.”

As a family, they enjoy spending time outdoors — especially working in their garden, hiking in the woods behind their home and taking daily walks through their neighborhood, often discussing the homes they pass along the way.

“It’s fun to hear what the girls notice about different homes based on our conversations. I guess you can say real estate is in their blood,” George said.

Beyond their family life, the Pattisons are deeply engaged in their community. For the past five years, they have been part of the Upper Arlington Civic Association’s Fourth of July Planning Committee, helping organize every aspect of the city’s celebration.

“It’s been such an incredible way to further engage with the community and give back,” Susie said.

Susie also continues her support of Pelotonia, in addition to both of their involvement at the girls’ elementary school.

For Susie and George, real estate is more than a career — it’s a shared journey that reflects their values as a couple and as a family.

“We feel very fortunate to be in the position we’re in,” George added, “to do what we love every day — and to do it with the person we love.”



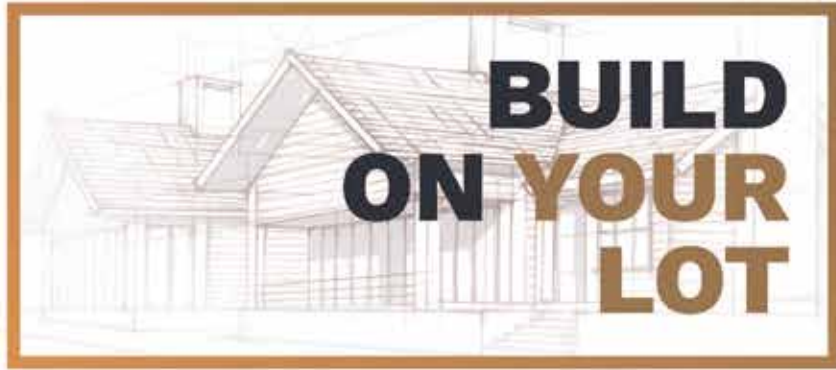
George is originally from Kansas City and has cheered on his Chiefs in not one, but four Super Bowls.



The Pattisons live in Upper Arlington and have volunteered for the past five years as the Fourth of July chairs for the Upper Arlington Civic Association.

“*Everything we do centers around the girls and real estate allows us to spend more time with them.*”





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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - April 30, as of May 15

Rank No	Agent	Office Name	Unit	Volume
1	Tartabini, Daniel V	New Advantage, LTD	156	85,257,000
2	Raines, Sandy L	The Raines Group, Inc.	121	83,870,000
3	Ruehle, Ryan J	EXP Realty, LLC	177	56,744,000
4	Hencheck, Alexander A	HMS Real Estate	91	50,203,000
5	Rafiq, Alan J	D.R. Horton Realty of Ohio, In	125	49,831,000
6	Ruff, Jeffery W	Cutler Real Estate	70	48,370,000
7	Fairman, Charlene K	The Realty Firm	90	48,319,000
8	Ciamacco, DeLena	RE/MAX Connection	53	29,630,000
9	Riddle, Robert J	New Albany Realty, LTD	38	27,064,000
10	Cooper, Sam	Howard Hanna Real Estate Svcs	69	26,011,000
11	Wills, Julie R	Howard Hanna Real Estate Svcs	59	24,010,000
12	Buehler, Craig	Coldwell Banker Realty	64	23,690,000
13	Wright, Kacey A	RE/MAX Partners	40	22,514,000
14	Clarizio, Bradley	Red 1 Realty	54	22,407,000
15	Lynn, Lori	Keller Williams Consultants	53	22,095,000
16	Wheeler, Lacey D	Red 1 Realty	41	21,264,000
17	Willcut, Roger E	Keller Williams Consultants	28	21,215,000
18	Ferrari, Rhiannon M	EXP Realty, LLC	51	20,460,000
19	Bauer, Brian M	Bauer Realty & Auctions	11	20,374,000
20	Mitchell, Courtney J	RE/MAX Premier Choice	33	19,895,000
21	Kemp, Brian D	Keller Williams Capital Ptnrs	37	19,425,000
22	Ramm, Jeff	Coldwell Banker Realty	26	19,366,000
23	Beckett-Hill, Jill	Beckett Realty Group	25	18,094,000
24	Mancini, Mandy	Keller Williams Consultants	29	17,095,000
25	Edwards, Kyle	The Brokerage House	29	17,053,000
26	Abbott, Kelly	Howard Hanna Real Estate Svcs	41	16,494,000
27	Madosky Shaw, Lari	Coldwell Banker Realty	22	16,398,000
28	Fisk, Jacob V	Red 1 Realty	59	16,324,000
29	Collins, Charles E	Red 1 Realty	47	15,774,000
30	Looney, Sherry L	Howard HannaRealEstateServices	37	15,570,000
31	Ritchie, Lee	RE/MAX Partners	33	15,278,000
32	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	43	15,181,000
33	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	27	14,528,000
34	Kendle, Ronald D	RE/MAX Town Center	19	14,448,000

Rank No	Agent	Office Name	Unit	Volume
35	Tanner-Miller, Angie	Coldwell Banker Realty	65	14,215,000
36	Keener, Angela L	Keller Williams Consultants	38	14,069,000
37	Shaffer, Donald E	Howard HannaRealEstateServices	42	14,021,000
38	Fenters, Margaret M	Coldwell Banker Realty	19	13,193,000
39	Cox, Brittany	Keller Williams Greater Cols	38	13,149,000
40	Hursh, Andrew J	The Westwood Real Estate Co.	28	12,714,000
41	Knecht, Dylan J	RE/MAX Revealty	52	12,520,000
42	Guanciale, Andrew P	Coldwell Banker Realty	32	12,461,000
43	Barlow, Jaysen E	Sell For One Percent	38	12,153,000
44	Ross, James E	Red 1 Realty	50	11,274,000
45	Vanhorn, Kohl	RE/MAX Impact	35	11,140,000
46	Bodipudi, Koteswara	Red 1 Realty	25	11,030,000
47	Lyubimova, Ekaterina	NextHome Experience	38	10,984,000
48	Beirne, Daniel J	Opendoor Brokerage LLC	33	10,671,000
49	Mulvany, Bryan R	Hart Real Estate Agency LLC	27	10,432,000
50	Rasmus, Jude A	Rasmus Real Estate Group, Inc.	34	10,408,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - April 30, as of May 15

Rank No	Agent	Office Name	Unit	Volume
51	MacKenzie, Cynthia C	CYMACK Real Estate	17	10,101,000
52	Elflein, Joan	Ohio Broker Direct, LLC	26	10,047,000
53	Fox-Smith, Angelina L	Coldwell Banker Realty	24	9,930,000
54	Hood, Shaun	Coldwell Banker Realty	23	9,883,000
55	Kamann, Heather R	Howard Hanna Real Estate Services	27	9,862,000
56	Becker, Kathryn K	Coldwell Banker Realty	18	9,750,000
57	Price, Hugh H	Howard HannaRealEstateServices	20	9,748,000
58	Conley, Amy E	Cutler Real Estate	15	9,747,000
59	Kessler-Lennox, Jane	New Albany Realty, LTD	6	9,674,000
60	Griffith, Tyler R	RE/MAX Peak	28	9,566,000
61	Parsley, David H	Firstmark Real Estate LLC	16	9,418,000
62	Corbett, Martha	Sorrell & Company, Inc.	14	9,329,000
63	Wainfor, Susan	Coldwell Banker Realty	23	9,288,000
64	Rano, Richard J	RE/MAX Affiliates, Inc.	17	9,034,000
65	Snider, Jodie L	Forman Realtors, Inc	10	9,030,000
66	Powers, David S	Cutler Real Estate	9	9,014,000

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Rank No	Agent	Office Name	Unit	Volume
67	Hughes, Malia K	Key Realty	23	8,892,000
68	Casey, Michael A	RE/MAX Connection	19	8,890,000
69	Hinson, Alan D	New Albany Realty, LTD	5	8,875,000
70	Janitzki, Seth J	Cam Taylor Co. Ltd., Realtors	12	8,725,000
71	Laumann, Margot M	Street Sotheby's International	13	8,704,000
72	Breeckner, Brian	Beckett Realty Group	26	8,701,000
73	Roehrenbeck, James F	RE/MAX Town Center	20	8,688,000
74	Clark, Amy G	Cutler Real Estate	26	8,592,000
75	Chapman, Oliver	Keller Williams Consultants	12	8,585,000
76	Winter, Brad	Engel & Volkers Real Estate Advisors	13	8,550,000
77	Cameron, Christina M	Rolls Realty	9	8,508,000
78	Fortin, Thomas J	Thomas Fortin & Company LLC.	2	8,500,000
79	Giessler, Amy R	Cam Taylor Co. Ltd., Realtors	14	8,394,000
80	Shields, Bradley L	Coldwell Banker Realty	16	8,367,000
81	Davis Spence, Katherine	The Brokerage House	15	8,361,000
82	Lubinsky, John D	RE/MAX Affiliates, Inc.	20	8,347,000
83	Prewitt, Brandon T	RE/MAX Partners	21	8,314,000
84	Burnheimer, Colin	Thrive Realty, Ltd.	10	8,230,000
85	Kim, Lory	RE/MAX Connection	27	8,215,000
86	Goodman, Benjamin J	The Brokerage House	13	8,167,000
87	Mahler, Jeff A*	Keller Williams Capital Ptnrs	17	8,127,000
88	Jones, Michael L	Coldwell Banker Realty	4	8,103,000
89	Sunderman, Mary K	Keller Williams Capital Ptnrs	15	8,093,000
90	Cleary, Michele L	Howard Hanna Real Estate Svcs	17	8,010,000
91	Kohlhepp, John	Keller Williams Capital Ptnrs	24	7,913,000
92	Kovacs, Kimberly A	Coldwell Banker Realty	23	7,904,000
93	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	17	7,888,000
94	Alley, Rachel M	Keller Williams Capital Ptnrs	16	7,822,000
95	Murphy, Kristina R	Howard Hanna Real Estate Svcs	25	7,808,000
96	Shaffer, Carlton J	RE/MAX Partners	17	7,808,000
97	Groza Yoko, Emily	The Brokerage House	15	7,783,000
98	Mathias, Neil W	Cutler Real Estate	10	7,782,000
99	Murphy, Patrick J	Keller Williams Consultants	18	7,767,000
100	Salmons, Robert E	Entera Realty LLC	22	7,765,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - April 30, as of May 15

Rank No	Agent	Office Name	Unit	Volume
101	Dixon, Tracey L	Keller Williams Greater Cols	20	7,733,000
102	Jackson, Patricia K	RE/MAX Genesis	12	7,707,000
103	Evans, Nicole R	The Brokerage House	10	7,620,000
104	Marsh, Alexander N	The Robert Weiler Company	2	7,538,000
105	Romanelli, Cristina M	Keller Williams Greater Cols	20	7,515,000
106	Robinson, Andrew W	Real of Ohio	8	7,456,000
107	Pattison, Susie L	Cutler Real Estate	11	7,451,000
108	Skinner, Charles Gregory	Turning Point Realty	13	7,358,000
109	Duff, Paige	Choice Properties Real Estate	16	7,324,000
110	Ford, Clint A	Coldwell Banker Realty	18	7,283,000
111	Webb, Stephanie	Keller Williams Legacy Group	24	7,243,000
112	Hughes Pritchard, Lorri	RE/MAX Impact	8	7,226,000
113	Crocco, Katie	RE/MAX Winners	20	7,222,000
114	Lane, Jeffrey S	Prodigy Properties	12	7,140,000
115	Miller, Catherine W	NextHome Experience	9	7,125,000
116	Donovan, Anne	Coldwell Banker Realty	15	7,122,000
117	Press, Marci L	Home Central Realty	14	7,105,000
118	Hughes Smith, Emily	RE/MAX Connection	14	7,074,000
119	Andrews, Trevor R	Bold Realty	19	7,031,000
120	Jones, Tracy J	Keller Williams Elevate - Strongsville	49	7,025,000
121	Doyle, Michael	Real of Ohio	21	6,854,000
122	Hamrick, Kimberly D	Keller Williams Consultants	20	6,719,000
123	Janszen, Joseph A	Keller Williams Greater Cols	13	6,714,000
124	Hance, Matthew	EXP Realty, LLC	17	6,660,000
125	Parrett, Constance D	Cutler Real Estate	20	6,654,000
126	Bell, Megan L	Real of Ohio	17	6,653,000
127	Noggle, Michelle	RE/MAX Revealty	24	6,571,000
128	Falah, Sinan	Coldwell Banker Realty	19	6,558,000
129	Morrison, Natalie H	e-Merge Real Estate	22	6,529,000
130	Chudik, Margaret L	Coldwell Banker Realty	13	6,525,000
131	El Mejjaty, Omar	Carleton Realty, LLC	25	6,462,000
132	Rogers, Deana F	ValEquity Real Estate	9	6,424,000
133	Swihart Valentine, Abigail E	Red 1 Realty	20	6,413,000

Rank No	Agent	Office Name	Unit	Volume
134	Berg, Susan J	Coldwell Banker Realty	11	6,405,000
135	Crosby, Jordan D	Di Lusso Real Estate	8	6,381,000
136	Farwick, Thomas M	KW Classic Properties Realty	10	6,345,000
137	Bertagna, Jennifer L	Coldwell Banker Realty	11	6,321,000
138	Hart, J. Gregory	Hart Real Estate Agency LLC	11	6,301,000
139	Jones, Kelsey	RE/MAX Partners	14	6,287,000
140	Braun, Cynthia T	The Brokerage House	12	6,242,000
141	Whiteman, Mike	RE/MAX Achievers	15	6,223,000
142	Rano-Jonard, Linda M	RE/MAX Affiliates, Inc.	16	6,202,000
143	Pearson, Lauren E	RE/MAX Consultant Group	9	6,196,000
144	Coombs, Niko	EXP Realty, LLC	14	6,188,000
145	Coburn, Kristin L	Coldwell Banker Realty	13	6,096,000
146	Stockdale, Brittany E	The Brokerage House	8	6,059,000
147	Reil, Timothy C	Keller Williams Consultants	6	6,053,000
148	Fisher, Beth	Howard Hanna Real Estate Services	14	6,037,000
149	Croom, David M	Berkshire Hathaway HS Pro Rlty	19	6,024,000
150	Smith, Karen S	The Brokerage House	10	5,989,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - April 30, as of May 15

Rank No	Agent	Office Name	Volume	Unit
1	Ruehle, Ryan J	EXP Realty, LLC	56,744,000	177
2	Tartabini, Daniel V	New Advantage, LTD	85,257,000	156
3	Rafiq, Alan J	D.R. Horton Realty of Ohio, In	49,831,000	125
4	Raines, Sandy L	The Raines Group, Inc.	83,870,000	121
5	Hencheck, Alexander A	HMS Real Estate	50,203,000	91
6	Fairman, Charlene K	The Realty Firm	48,319,000	90
7	Ruff, Jeffery W	Cutler Real Estate	48,370,000	70
8	Cooper, Sam	Howard Hanna Real Estate Svcs	26,011,000	69
9	Tanner-Miller, Angie	Coldwell Banker Realty	14,215,000	65
10	Buehler, Craig	Coldwell Banker Realty	23,690,000	64
11	Fisk, Jacob V	Red 1 Realty	16,324,000	59
12	Wills, Julie R	Howard Hanna Real Estate Svcs	24,010,000	59
13	Clarizio, Bradley	Red 1 Realty	22,407,000	54
14	Lynn, Lori	Keller Williams Consultants	22,095,000	53
15	Ciamacco, DeLena	RE/MAX Connection	29,630,000	53
16	Knecht, Dylan J	RE/MAX Revealty	12,520,000	52

Rank No	Agent	Office Name	Volume	Unit
17	Ferrari, Rhiannon M	EXP Realty, LLC	20,460,000	51
18	Ross, James E	Red 1 Realty	11,274,000	50
19	Jones, Tracy J	Keller Williams Elevate - Strongsville	7,025,000	49
20	Collins, Charles E	Red 1 Realty	15,774,000	47
21	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	15,181,000	43
22	Shaffer, Donald E	Howard HannaRealEstateServices	14,021,000	42
23	Wheeler, Lacey D	Red 1 Realty	21,264,000	41
24	Abbott, Kelly	Howard Hanna Real Estate Svcs	16,494,000	41
25	Miller, Sam	Re/Max Stars	5,866,000	41
26	Wright, Kacey A	RE/MAX Partners	22,514,000	40
27	Graham, Mark	Countrytyme Realty, LLC	4,589,000	40
28	Cox, Brittany	Keller Williams Greater Cols	13,149,000	38
29	Barlow, Jaysen E	Sell For One Percent	12,153,000	38
30	Riddle, Robert J	New Albany Realty, LTD	27,064,000	38
31	Lyubimova, Ekaterina	NextHome Experience	10,984,000	38
32	Keener, Angela L	Keller Williams Consultants	14,069,000	38
33	Kemp, Brian D	Keller Williams Capital Ptnrs	19,425,000	37
34	Looney, Sherry L	Howard HannaRealEstateServices	15,570,000	37
35	Vanhorn, Kohl	RE/MAX Impact	11,140,000	35
36	Rasmus, Jude A	Rasmus Real Estate Group, Inc.	10,408,000	34
37	Ritchie, Lee	RE/MAX Partners	15,278,000	33
38	Mitchell, Courtney J	RE/MAX Premier Choice	19,895,000	33
39	Beirne, Daniel J	Opendoor Brokerage LLC	10,671,000	33
40	Guanciale, Andrew P	Coldwell Banker Realty	12,461,000	32
41	Mancini, Mandy	Keller Williams Consultants	17,095,000	29
42	Edwards, Kyle	The Brokerage House	17,053,000	29
43	Willcut, Roger E	Keller Williams Consultants	21,215,000	28
44	Hursh, Andrew J	The Westwood Real Estate Co.	12,714,000	28
45	Griffith, Tyler R	RE/MAX Peak	9,566,000	28
46	Mulvany, Bryan R	Hart Real Estate Agency LLC	10,432,000	27
47	Kim, Lory	RE/MAX Connection	8,215,000	27
48	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	14,528,000	27
49	Kamann, Heather R	Howard Hanna Real Estate Services	9,862,000	27
50	Elflein, Joan	Ohio Broker Direct, LLC	10,047,000	26

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 UNIT

Teams and Individuals Closed date from Jan. 1 - April 30, as of May 15

Rank No	Agent	Office Name	Volume	Unit
51	Ramm, Jeff	Coldwell Banker Realty	19,366,000	26
52	Breeckner, Brian	Beckett Realty Group	8,701,000	26
53	Clark, Amy G	Cutler Real Estate	8,592,000	26
54	Murphy, Kristina R	Howard Hanna Real Estate Svcs	7,808,000	25
55	Beckett-Hill, Jill	Beckett Realty Group	18,094,000	25
56	Bodipudi, Koteswara	Red 1 Realty	11,030,000	25
57	El Mejjaty, Omar	Carleton Realty, LLC	6,462,000	25
58	Fox-Smith, Angelina L	Coldwell Banker Realty	9,930,000	24
59	Noggle, Michelle	RE/MAX Revealty	6,571,000	24
60	Kohlhepp, John	Keller Williams Capital Ptnrs	7,913,000	24
61	Webb, Stephanie	Keller Williams Legacy Group	7,243,000	24
62	Hood, Shaun	Coldwell Banker Realty	9,883,000	23
63	Kovacs, Kimberly A	Coldwell Banker Realty	7,904,000	23
64	Wainfor, Susan	Coldwell Banker Realty	9,288,000	23
65	Hughes, Malia K	Key Realty	8,892,000	23
66	Madosky Shaw, Lari	Coldwell Banker Realty	16,398,000	22
67	Morrison, Natalie H	e-Merge Real Estate	6,529,000	22

Rank No	Agent	Office Name	Volume	Unit
68	Salmons, Robert E	Entera Realty LLC	7,765,000	22
69	Fair, Diana	The Westwood Real Estate Co.	5,470,000	22
70	Doyle, Michael	Real of Ohio	6,854,000	21
71	Prewitt, Brandon T	RE/MAX Partners	8,314,000	21
72	Lieu, Jimmy	Swiss Realty LTD	4,369,000	21
73	Horne, Jeffrey E	Coldwell Banker Heritage	3,949,000	21
74	Solomon, Arthur A	Coldwell Banker Heritage	3,661,000	21
75	Romanelli, Cristina M	Keller Williams Greater Cols	7,515,000	20
76	Lubinsky, John D	RE/MAX Affiliates, Inc.	8,347,000	20
77	Hamrick, Kimberly D	Keller Williams Consultants	6,719,000	20
78	Roehrenbeck, James F	RE/MAX Town Center	8,688,000	20
79	Parham, Janene R	Red 1 Realty	3,913,000	20
80	Parrett, Constance D	Cutler Real Estate	6,654,000	20
81	Dixon, Tracey L	Keller Williams Greater Cols	7,733,000	20
82	Swihart Valentine, Abigail E	Red 1 Realty	6,413,000	20
83	Crocco, Katie	RE/MAX Winners	7,222,000	20
84	Price, Hugh H	Howard HannaRealEstateServices	9,748,000	20
85	Hamilton, V. Patrick	REMAX Alliance Realty	5,045,000	20
86	Casey, Michael A	RE/MAX Connection	8,890,000	19
87	Fenters, Margaret M	Coldwell Banker Realty	13,193,000	19
88	Stevenson, Michelle L	M3K Real Estate Network Inc.	5,772,000	19
89	Andrews, Trevor R	Bold Realty	7,031,000	19
90	Falah, Sinan	Coldwell Banker Realty	6,558,000	19
91	Kendle, Ronald D	RE/MAX Town Center	14,448,000	19
92	Croom, David M	Berkshire Hathaway HS Pro Rlty	6,024,000	19
93	Jenkins, Brady J	RealtyX-Real Estate Xperts LLC	4,172,000	18
94	Ford, Clint A	Coldwell Banker Realty	7,283,000	18
95	Becker, Kathryn K	Coldwell Banker Realty	9,750,000	18
96	Smith, Andrew L	Red 1 Realty	5,563,000	18
97	Richmond, Robert D	Red 1 Realty	5,739,000	18
98	Stover, Heather	Sluss Realty Company	5,724,000	18
99	Winland, Jessica	Coldwell Banker Realty	4,410,000	18
100	Murphy, Patrick J	Keller Williams Consultants	7,767,000	18

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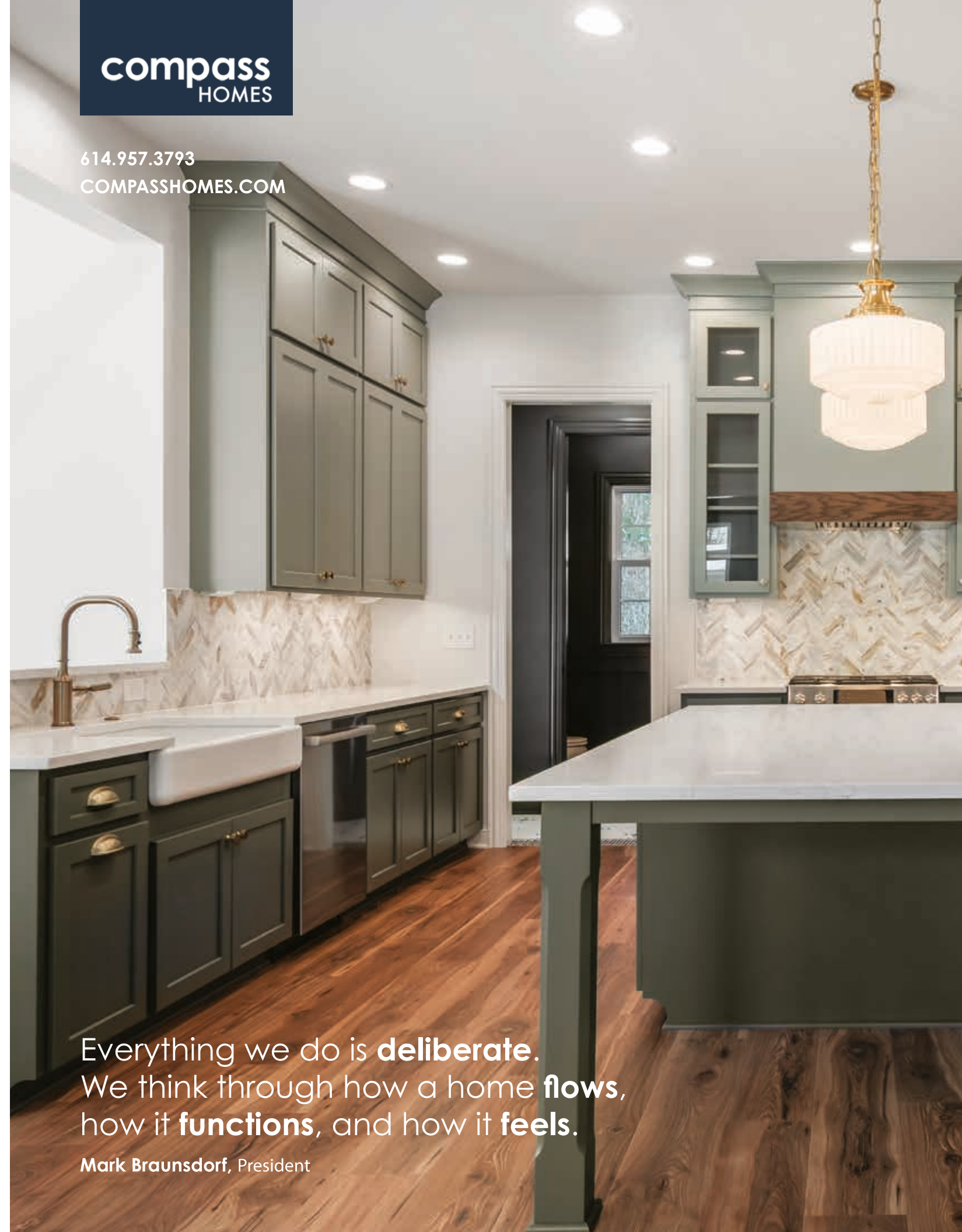


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