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CONGRATULATIONS TO OUR **TOP** **500 & 100** FOR 2026!



Every year, around the end of January, a new Top 500 and 100 by volume class is announced based on the prior year's on-market data. It is always so exciting to see the messages and emails that we receive from agents who have made this recognition a part of their vision boards and what it means to be in this space. What a privilege it is to connect this facet of our community through the monthly personal stories of perseverance, dedication, hardship, and heart that fill these pages month in and month out.

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

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

We want to extend a sincere CONGRATULATIONS to our Top 500 and 100 for 2026 and a sincere THANK YOU for how you support us and all you do for this great city and the surrounding communities. Your support through event attendance and working with our Preferred Partner Affiliates is the BEST way that you can support us!

It is our privilege to serve you!

Your friend,

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

***February 2026 Article Correction: On page 54, the brokerage listed under Byron Diaz's name should have read "NextHome Experience." We mistakenly listed the incorrect brokerage. Our sincerest apologies!**

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Northwest TITLE

BY JOSEPH COTTLE
IMAGES BY MINDY CIOTOLA PHOTOGRAPHY

Jonathan Holfinger doesn't pretend that the title business is glamorous. While being in title is mostly invisible work, what matters to Jonathan is knowing that through integrity and diligence, he is helping the lives of his employees and the value proposition of the title agency in the real estate transaction. In fact, part of what motivated him when he started his title agency was to prove that quality and thoroughness still had a place in the world.

That philosophy is one of the ways Northwest Title distinguishes itself in a crowded and often misunderstood industry. Jonathan is candid about the low barrier to entry for title companies and the risks that creates for consumers and agents alike.

"It matters how good a title company is from a legal and title perspective, not just from a customer service perspective," he says. Northwest's differentiators are expertise, infrastructure and education — not flashy marketing or short-term incentives.

"We're consistent," Jonathan says. "We're going to be here, keep doing our thing, while others will come and go."

Jonathan's path into the title industry wasn't premeditated. After graduating from law school in 2002, he joined a small firm where he was quickly exposed to real estate transactions.

"I had no idea what a title company was," he says. "They were like, 'Do a closing tomorrow.' I was like, what's a closing?" That baptism by fire revealed where his strengths lay. He gravitated toward transactional work and problem-solving, discovering that he thrived in environments where everyone shared a common

As CEO and owner of Northwest Title and its sister law firm Northwest Law, Jonathan oversees a family of companies that spans dozens of offices, multiple joint ventures, and nearly 150 employees. Northwest Title has deep roots in central Ohio, dating back to 1967, and Jonathan has been part of its modern evolution for more than a decade. Before merging his own company, Arrow Title, with Northwest in 2013, he had already built and scaled Arrow Title, growing it to seven offices and more than 30 employees. That experience shaped his view of leadership.

"I'm a team guy," Jonathan says. "I want our team to be successful, and I want to make sure that we're doing things the right way."

“**EXPECTING MORE information FROM A TITLE COMPANY ABOUT WHAT THEY DO TO protect transactions WILL HELP IMPROVE THE AGENT’S ABILITIES AND EXPERTISE FOR THEIR CLIENTS.**”

goal. “All sides want to get to the closing,” Jonathan says. “And I realized that I’m very good at finding solutions to things that can be win-win.”

That problem-solving mindset still drives him today, whether he’s helping his team navigate complex transactions or advising brokers and lenders about the evolving risks to their businesses. Northwest Title is deeply embedded in the title industry, with Jonathan serving eight years on the Ohio Land Title Association Board of Directors, including a term as president. He also founded and taught in the OLTA Academy, a certification and training program that benefits all title agencies in the state, and was given a leadership award by the American Land Title Association.

“I’m really just trying to help everybody get better,” he says.

One area where Jonathan has become especially vocal is cyberfraud, which he sees as the greatest threat to real estate transactions and the agents involved in them.

“Cyberfraud is only going to get worse,” he says. Northwest Title has invested heavily in education, security protocols, and fraud response systems to protect buyers, sellers and agents. Jonathan regularly teaches continuing education classes to agents, walking them through real-world scenarios and emphasizing the role they play in prevention.

“Agents need to get a little bit better at understanding what a title company does because we’re so essential to the transaction,” he says. “Expecting more information from a title company about what they do to protect transactions will help improve the agent’s abilities and expertise for their clients.”

Despite the scale of the business, Jonathan’s personal life is grounded and straightforward. A former college soccer player and team captain, he



still carries that competitive, team-first mentality. Family time often revolves around his boys’ soccer games or watching the Columbus Crew with them, and he’s honest about the trade-offs he’s made.

“I devoted myself to this business,” he says. “If we’re not with family, we’re working on something.”

For Jonathan, the reward is knowing that the work matters.

“I enjoy solving problems and improving things, making things better,” he says. Whether he’s helping clients or strengthening the industry from the inside, that sense of purpose hasn’t faded. Northwest Title isn’t trying to be the loudest company in the room. It’s trying to be the best. Doing that means being the most prepared, the most principled, and the most reliable, qualities he believes will stand the test of time.



1. Jonathan served eight years on the Ohio Land Title Association Board of Directors, including a year as president.
2. The Northwest Title team. Back row, from left to right: Jon Lindahl, Kathy Motsinger, Matt Teliak, Taelonn Harper and Marisa Webb. Front row, from left to right: Abby Waters, Jonathan and Melissa Frierhood.





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DAN ROBISON



BY HEATHER LOFY
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Lepi & Associates Real Estate Services



Dan with his wife, Michelle.

Dan Robison spent the first 20 years of his career as a factory union worker. A lifelong resident of Muskingum County, Dan enjoyed the work but realized he wasn't using his brain in the way he wanted.

"A friend of mine got into real estate and told me to try it, so I decided to get my license," Dan says. "I got my license in 2012, but was still working full time and doing this as a side job. I thought it would be a good way to make money for my wife and me to go on vacations."

In 2013, Dan completed several million dollars in transactions, which made him realize that real estate could be something even bigger in his life. So he took a leave of absence from his union job the next year, remained successful and went all in on being a REALTOR®.



"It was a big leap," Dan explains. "I had security of insurance and all those things, so it was hard to give a 20-year union job up, but I did it. My wife was self-employed too, so it was a learning experience. I've enjoyed it, but it's definitely had its challenges."

Early in his real estate career, he built momentum through Zillow leads. Those leads helped him build a strong buyer base, many of whom have become long-term clients. Additionally, Dan partnered with a Millersburg company, Schlabach Builders, to acquire a 60-lot subdivision with a five-year plan to fill it with new-build homes. They were successful and met their goal in three years. Now, he and the builder are on their fourth subdivision together, and they've also purchased commercial development in Muskingum County.

"We grew together," Dan says. "Schlabach went from 60 houses a year to well over 200. Having that in my repertoire as being a new build and new home agent really helps out. It has been a really great partnership."

Several years ago, Dan also stepped into a commercial partnership with Elyse Luburgh. They keep their residential business separate but have joined forces to provide the best commercial real estate service to clients.



— treat it like a job, not just something you do or a license you have. The more time you put into it, the better you will do. It's important to push myself to do things differently and be ahead of everyone else.”

And Dan has, in fact, been able to go on many vacations. He and his wife, Michelle, try to get to Key West, one of their favorite spots, several times a year. Other recent trips include Jamaica, Aruba and a 10-day road trip up the East Coast to Maine. Dan also loves being out on the water and likes to bass fish as much as he can in the summer.

“I have such a great support system at Lepi & Associates,” Dan says of his brokerage. “And I’m proud I’ve created such a good life for my wife and me.”

He continues: “I love unveiling people’s future. It’s a great blessing to be able to help people through that.”



“
I still
come into
the office
every
day.”

“It’s completely different than residential,” Dan explains. “Every aspect is night and day. That’s why we decided to do it as a partnership, not a team. It takes two people, because there is so much attention to detail that having two sets of eyes is great.”

One of Dan’s secrets to success? He makes sure he treats being a real estate agent as a full-time job.

“I still come into the office every day,” he says. “I was used to that. I get up in the morning and head into the office every day. If I don’t have appointments, I am in the office until the evening, learning things like social media or ChatGPT. That’s what I’ve tried to share with new agents

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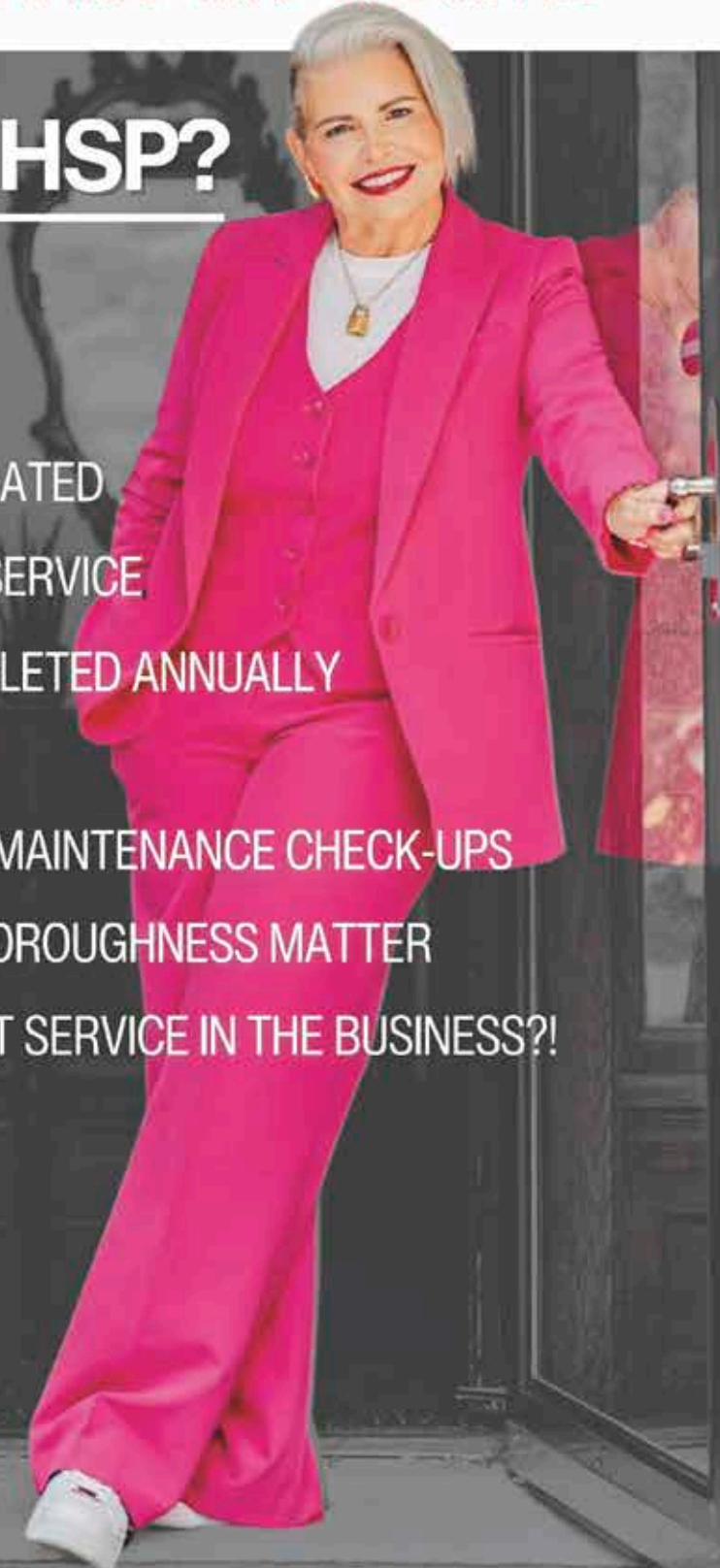
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BUILDING AUTHORITY ISN'T RANDOM-IT'S SEQUENCE

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



Most agents think authority comes from posting more content. It doesn't.

Authority is not volume, virality or luck. It's the result of saying the right thing at the right time - consistently.

When your content follows a clear order, trust compounds. When it doesn't, everything feels scattered.

This is the Authority Calendar: four quarters, four jobs, one outcome - long-term trust.

Q1: Story and Relevance

The question: Why you?

Before anyone hires you, they need to feel understood. People don't trust expertise first - they trust alignment.

Q1 is where you show how you think, why you care and how your lived experience connects to your client's real life. This isn't about achievements. It's about perspective.

When you share the moments that shaped how you serve people, your content stops sounding like marketing and starts sounding familiar.

By the end of Q1, you're no longer "an agent." You're someone who gets it.

Q2: Local Anchoring

The question: Why here?

Once people understand you, they need to place you.

Q2 is about grounding your brand in real locations, routines and daily life. Not statistics - presence. Where people eat, walk, work out and spend time.

Short, simple content wins here. Walk-and-talks. Quick clips. No polish required - just consistency.

This is how you go from visible to local.

Q3: Depth and Amplification

The question: Who else believes in this place?

Authority accelerates when you stop being the center.

Q3 is about giving the spotlight to others - business owners, builders, founders, families. Longer conversations. Real stories. Deeper context.

You're not promoting. You're connecting.

Do this right, and people stop seeing you as a marketer and start seeing you as a leader.

Q4: Consolidation and Trust

The question: Why trust you long term?

Q4 isn't about growth - it's about goodwill.

This is the season for reflection, gratitude and giving back. Lessons learned. Thank yous. Community moments. Year in review highlights.

You're staying present without selling.

When the year resets, familiarity is already built.

The Reality of Authority

You don't need more posts.

You don't need viral hits.

You don't need to say everything at once.

You need:

- Story before strategy
- Place before promotion
- Depth before scale
- Trust before demand

Follow the sequence and authority stops becoming a goal - it becomes inevitable.



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YOUR DOWNSIZING TEAM



BRIDGID Davis-Ray

RE/MAX Capital Centre

BY JOSEPH COTTLE
IMAGES BY LESLIE FOX
PHOTOGRAPHY

Bridgid Davis-Ray has never known a version of real estate that wasn't deeply personal. Long before she ever held a license of her own, the business was already woven into her family life, shaping the way she understands work, relationships and service.

**SUCCESS
DOESN'T COME FROM
WHAT YOU DO
OCCASIONALLY;
IT COMES FROM
WHAT YOU DO
CONSISTENTLY.**



“My mom’s been doing it for 50 years, so it’s always been very family-based,” Bridgid says. “My husband and I are a team. He doesn’t sell per se, but he’s definitely the back end of everything.”

That family foundation has become the cornerstone of how Bridgid approaches her business today. Clients don’t feel like transactions to her, and they never have.

“I truly do care about my clients, and they are really clients for life,” she says. “We really do care about them and care about their best interests.”

Growing up, Bridgid watched her parents build a life around real estate. Her mom eventually became a

broker and owner of the RE/MAX office where Bridgid works today, while her dad handled maintenance and renovations on the family’s rental properties. Bridgid was right there alongside them, absorbing lessons without realizing it.

“We would go on showings, go to the local meetings,” she says. She worked the front desk, managed the office, cleaned bathrooms, picked up trash and learned what it meant to contribute.

Even with all of that exposure, real estate wasn’t always the plan. After high school, Bridgid spent six months in South Africa volunteering in baby homes and orphanages. When she returned, she



1



2



3



4



1. Photo courtesy of Ashlie Layland with Layland Photography.
2. Bridgid with her family, including her husband, Robert, and their two adopted children, Sophia and Oliver. Photo courtesy of Ashlie Layland with Layland Photography.
3. Bridgid with her husband outside College Traditions where they first met. He may or may not be a former Brutus Buckeye! Photo courtesy of Ashlie Layland with Layland Photography.
4. Bridgid with her mom, who is broker/owner of RE/MAX Capital Centre where Bridgid works. Photo courtesy of Ashlie Layland with Layland Photography.

considered becoming a teacher and took a series of miscellaneous jobs while figuring out her next step. It wasn't until she met her husband, Robert, that things clicked. As they talked about renovations and real estate, Robert saw something Bridgid hadn't fully named yet.

"He's like, 'You're good at all this. It's just bred in you,'" she remembers. "And so that's when I got my real estate license 14 years ago."

She entered the business in 2012, as the market in Columbus was still recovering from the recession. It wasn't easy, especially for a 20-year-old trying to build credibility.

"No one wants to buy a house from a 20 year



"I've got texts coming from clients from years and years ago," she says. "I love the relationships that are built."

Outside of work, Bridgid's life is centered on family and community. She lives in Clintonville, where she grew up, just steps from her parents' home. She and Robert are raising two young children, Oliver and Sophia, both adopted. Adoption, service and openness have become a defining part of who she is, both personally and professionally. "I think adoption has helped people feel connected to us," Bridgid says. "They know our story, and they can see us on a different personal level."

Looking ahead, Bridgid sees longevity.

"This is what we'll be doing," she says. Whether through sales, rentals, renovations or growing a team, her vision is steady and rooted. Like everything else in her life, it's built on consistency, care and a commitment to people over transactions.

old," she says. The market was slow, listings sat, and Bridgid did whatever it took to keep going, from working the front desk to renting properties to hosting open houses every weekend.

Those early years shaped her.

"You have to work. It's not going to be handed to you," she says. She believes that experience prepared her for every market that followed.

"I think it taught us to be able to educate our clients and give them reassurance," she says. "Hey, this is fine. Nothing new. We've done this before."

What Bridgid loves most about real estate is people. Even the hardest deals don't shake that conviction.

"I just love helping people," she says.

Over the years, she's worked heavily with first-time homebuyers, guiding them through unfamiliar territory and helping them see possibilities. Many of those first-timers have turned into repeat customers and referred her to friends and family, so she brings expertise to all buyers and sellers in all stages of upsizing and downsizing.

She also brings her own renovation experience into client conversations, offering design insight and practical coaching.

"I love being able to help my clients go into a kitchen and say, 'You can do this

and this,'" she says. That relational approach extends far beyond the closing table. Bridgid works intentionally to maintain lifelong connections, and it shows.



I LOVE BEING ABLE TO HELP MY CLIENTS GO INTO A KITCHEN & SAY, 'You can do this and this.'



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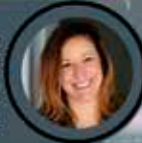
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MARCUS PETRIE

COLDWELL BANKER REALTY

BY JOSEPH COTTLE • IMAGES BY KRISTEN NESTER PHOTOGRAPHY

Marcus Petrie didn't set out to become a real estate team leader in his 20s, but leadership has followed him everywhere he's gone. For him, it isn't about titles or control. It's about authenticity, trust and creating space for people to grow into their best work.

"Authenticity and just being your true self always leads to success," Marcus says. "I've always been somebody to step in, guide people and problem solve. Leaning into authenticity is what propels us to be leaders in our own lives and communities."

That instinct to lead became especially important when his career took an unexpected turn in 2020. Marcus was working in luxury retail when the pandemic hit, and like many people, he suddenly found himself furloughed with bills to pay and an uncertain future. A close friend who managed a mortgage branch needed help, and Marcus jumped in, starting as a processor and working his way through multiple roles.

By 2022, Marcus saw the writing on the wall as interest rates began to shift. Wanting to stay in the industry but ready for something new, he joined Susan Wainfor Group as a business manager, initially unlicensed. He earned his real estate license that summer and began producing almost immediately.

"It was almost instantaneous," he says. "Within my first two weeks, we got a call from a lender partner I had worked with before, and it just took off from there."

Today, Marcus wears more hats than most people realize. Alongside Susan, he helps run nearly every facet of the business, from hiring and agent development to marketing,

transaction management and brokerage relationships. He also produces, accounting for roughly a third of the team's annual production, while still handling much of the behind-the-scenes work that keeps everything running.

"I do everything but payroll," he says with a laugh.

That responsibility intensified early on when the team navigated three brokerage transitions in less than two years. Marcus helped guide the team through each move, managing rebranding, systems and operations while keeping agents supported and focused.

"It was a never-ending feat for about a year and a half," he says. "But we landed really well, and where we are now aligns with our values and how we want to do business."

Leadership, for Marcus, means knowing when to step in and when to step back. One of his proudest moments came recently when an agent handled a difficult situation independently after watching Marcus and Susan lead similar conversations.

"He really took it by the reins," Marcus says. "It was one of those moments where you realize people are learning just by listening and being around the right conversations."

That philosophy extends to how he approaches management. "Good leaders are not always right," he says. "There's a thousand ways



Marcus with Susan Wainfor: business leaders, chosen family.



Marcus with his husband, Sean.



“
 YOU DON'T HAVE TO BE RIGID
 OR KEEP PEOPLE AT ARM'S
 LENGTH TO BE PROFESSIONAL.
**BEING REAL
 WITH PEOPLE
 BUILDS STRONG
 RELATIONSHIPS.**”



to do one thing. If someone is doing it ethically and aligned with our values, I'm happy for them to do it their way.”

Marcus believes curiosity matters more than control. “Being a know-it-all only puts you in a position of stunted growth,” he says. “Being curious is what pushes you to do better.”

Susan states, “Marcus stepped into my world during one of the most chaotic and emotionally heavy periods of my life. Through all of it, Marcus took the reins and helped me hold everything together. This young man restored my faith in human kindness. He supported me at every turn, even helping move one of my kids to Brooklyn during a heat wave.

I've never had a manager who cared—and acted—with this level of heart. Life hasn't been the same, in the best way possible. Marcus makes everyone feel better just by a simple smile or kind word. My family loves him, and we have become intertwined as we celebrate together when we have wins! We are forever family.”

Outside of work, Marcus values balance and connection. He grew up in Reynoldsburg, Ohio, the youngest of five, surrounded by family, and that closeness still grounds him. He and his husband, Sean, were married in 2021 and spend their free time traveling, hiking, cooking and exploring new places, often through short road trips or afternoons outdoors.

“I think one of the best ways to end a day is a really good meal,” Marcus says.

Ultimately, what keeps him invested in real estate isn't volume or accolades, though he was recently named one of Coldwell Banker's 30 Under 30 worldwide. It's the people.

“This team is my family,” he says. “You don't have to be rigid or keep people at arm's length to be professional. Being real with people builds strong relationships.”

For Marcus Petrie, leadership isn't about having all the answers. It's about creating an environment where others can find their own.

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Legally Speaking



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

Effinger v. Nicholson, 2024-Ohio-113670
(8th Dist. Ct. App., Cuyahoga Cty.)
December 12, 2024.

The dispute centered on a plan for the husband's parents to purchase the marital residence for \$150,000. They delivered \$150,000 to the wife's divorce attorney, believing it was held in escrow for the purchase. Instead, the funds were applied to the wife's equity under the divorce separation agreement; no deed was transferred, and the parents never acquired the property. Litigation followed, alleging malpractice against the husband's attorney for failing to reduce the purchase agreement to writing, failing to require a neutral escrow agent, and permitting disbursement without a binding real estate contract.

Although the appellate court affirmed summary judgment in favor of the attorney, the decision highlights critical real estate practice issues. First, it reinforces the Statute of Frauds requirement that real property sales be in writing. From a brokerage perspective, the absence of a written purchase contract was fatal; informal arrangements, particularly among family members, create substantial risk and uncertainty.

Second, the opinion underscores the dangers of improper escrow handling. Funds were delivered to an attorney representing one of the parties to the divorce rather than to a neutral escrow or title agent. Proper transactions typically require a disinterested escrow agent, lien payoff, and title assurance before any disbursement.

Third, the case demonstrates how real estate transactions embedded in divorce proceedings can override outside expectations. The separation agreement explicitly directed payment of \$150,000 to the wife for equity, and the court held the signer bound by those terms. Although Effinger claimed he did not understand this provision and alleged he was advised not to read the agreement, he signed and initialed each page. Such agreements are enforceable absent fraud, duress, or undue influence.

Court-approved domestic relations orders control, and real estate agents should not assume verbal side arrangements will survive judicial approval. *Effinger* serves as a cautionary example emphasizing the need for written contracts, neutral escrow, and heightened diligence when transactions intersect with divorce litigation.

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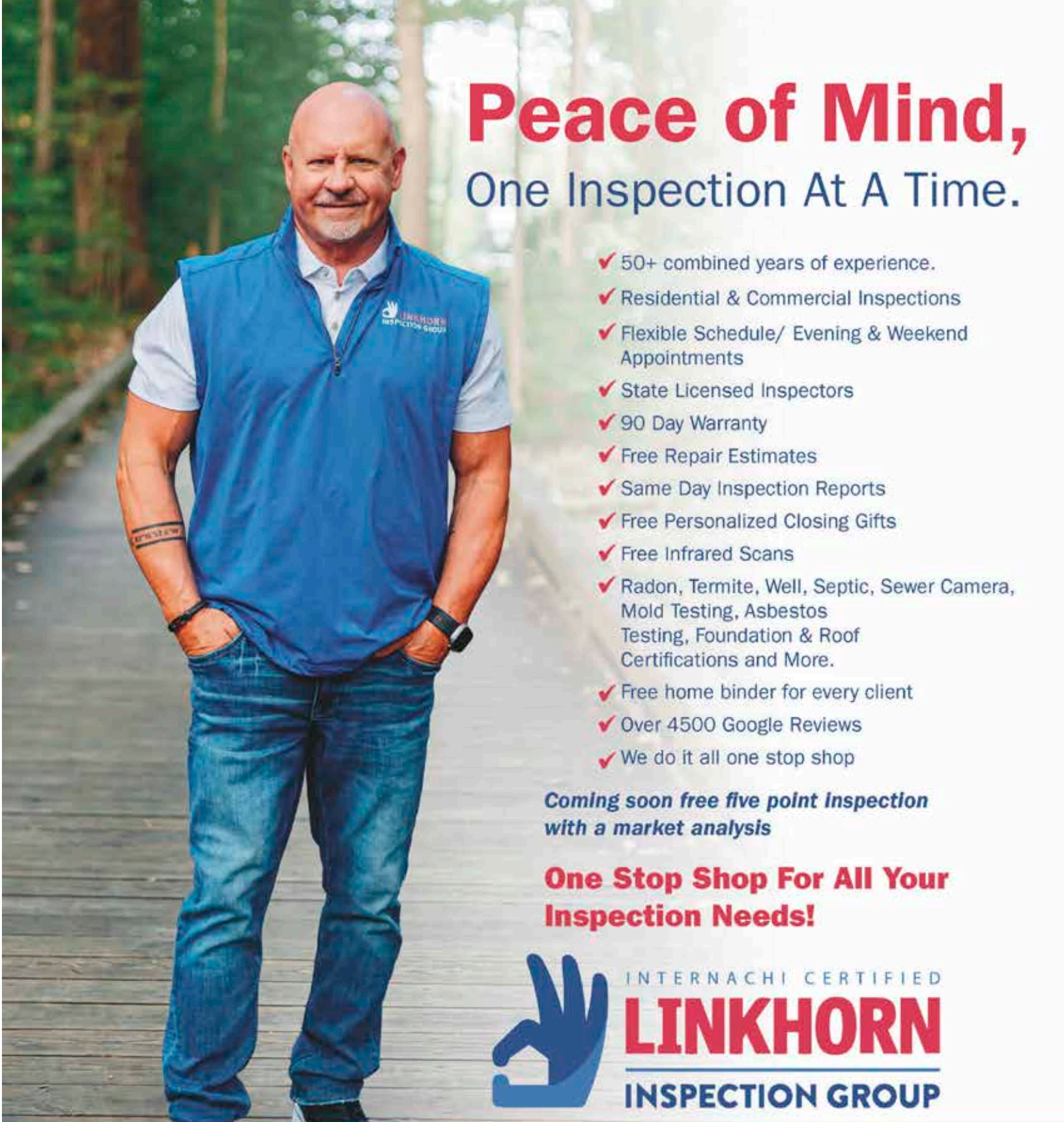
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MANDY MANCINI



KELLER WILLIAMS CONSULTANTS REALTY

THE MANCINI GROUP

BY CAROL RICH • IMAGES BY LINDZY NAVA

A dozen years ago, Mandy Mancini, Keller Williams Consultants, was a trailblazer in the beauty industry. She'd become a corporate America success story through her expertise in building brands. But although Mandy had an exciting and enviable career, she'd reached an obstacle: she was thoroughly burned out. And the best way to reenergize would be to choose a new career.

Mandy decided on real estate, where her innate confidence and innovative spirit would give her an edge. Best of all, as an agent, she could follow her own star.

"I've always thought for myself," Mandy said. "I've always marched to the beat of my own drum."

Born in the Boston suburbs, Mandy lived in Dublin, Ohio, during elementary school, and spent her middle and high school years in Melbourne, Florida. Both of her parents were educators. "My dad was a school principal and a real leader. He's super positive. My mom has always been fierce and a feminist," she said. "A lot of who I am comes from them. I wanted to be successful in whatever I did."

After high school, Mandy returned to Ohio to study at The Ohio State University. But she took time off between semesters to travel extensively. "I've lived everywhere — Orlando, Atlanta, Mexico, Hawaii," she said. "Then I went back to OSU and finished my degree in English literature."

After graduation, Mandy went to work in the beauty and skincare industry. She specialized in growing brands so they could be sold through major retailers like Sephora and Ulta. But several years in, life as a corporate executive felt confining and the constant travel exhausted her.

"I wanted to build my own brand and my own

business," she said. "I wanted to build something I was proud of."

Mandy had always been interested in real estate. When she was just 19 she bought her first property. "There was something about ownership equity that made a lot of sense to me," she explained.

In 2014 she decided to pivot to a career as a REALTOR® and earned her license. "I thought helping people build wealth would be really fulfilling," Mandy said. She joined Keller Williams Consultants in 2022.

Mandy focuses on luxury market buyers and sellers located throughout central Ohio. "The Airbnb sector is a huge part of my business," Mandy said. "And we work with a lot of developers."

Mandy loves the adrenaline rush of putting together a deal — especially if it's a

"I wanted to build my own brand and my own business. I WANTED TO BUILD SOMETHING I WAS PROUD OF."





Mandy with her team. From left to right: Kelly Ogden, McKinsey Gilligan, Jeff Binnix, Courtney Davis, Nikki Sturgis and Nick Baldwin.

difficult one. “I love when I’ve got a deal that’s tough or a challenge. I love to get that done,” she said.

For Mandy, one of the most rewarding aspects of her career has been building her team. “My team adds the fuel to the fire,” she said. “One of the most important things for me to do right has been cultivating the people on my team and helping them build relationships with each of their clients.”

Mandy’s team includes five agents: McKinsey Gilligan, Kelly Ogden, Nicholas Baldwin, Courtney Davis and Nikki Sturgis, as well as a chief of staff, Jeff Binnix, jokingly nicknamed the assistant to the stars. The group works out of a downtown office on Marconi Boulevard.

True to her brand-building roots, Mandy invests in first-class marketing aimed at catapulting her team and listings to the top. “Our marketing is second to none,” she said. “That’s our sweet spot.”

While Mandy covers tried-and-true real estate marketing basics like Zillow,

social media and SEO (Search Engine Optimization), she goes beyond the standards. For example, she leans into the advanced digital marketing technique GEO (Generative Engine Optimization) that optimizes AI-driven searches.

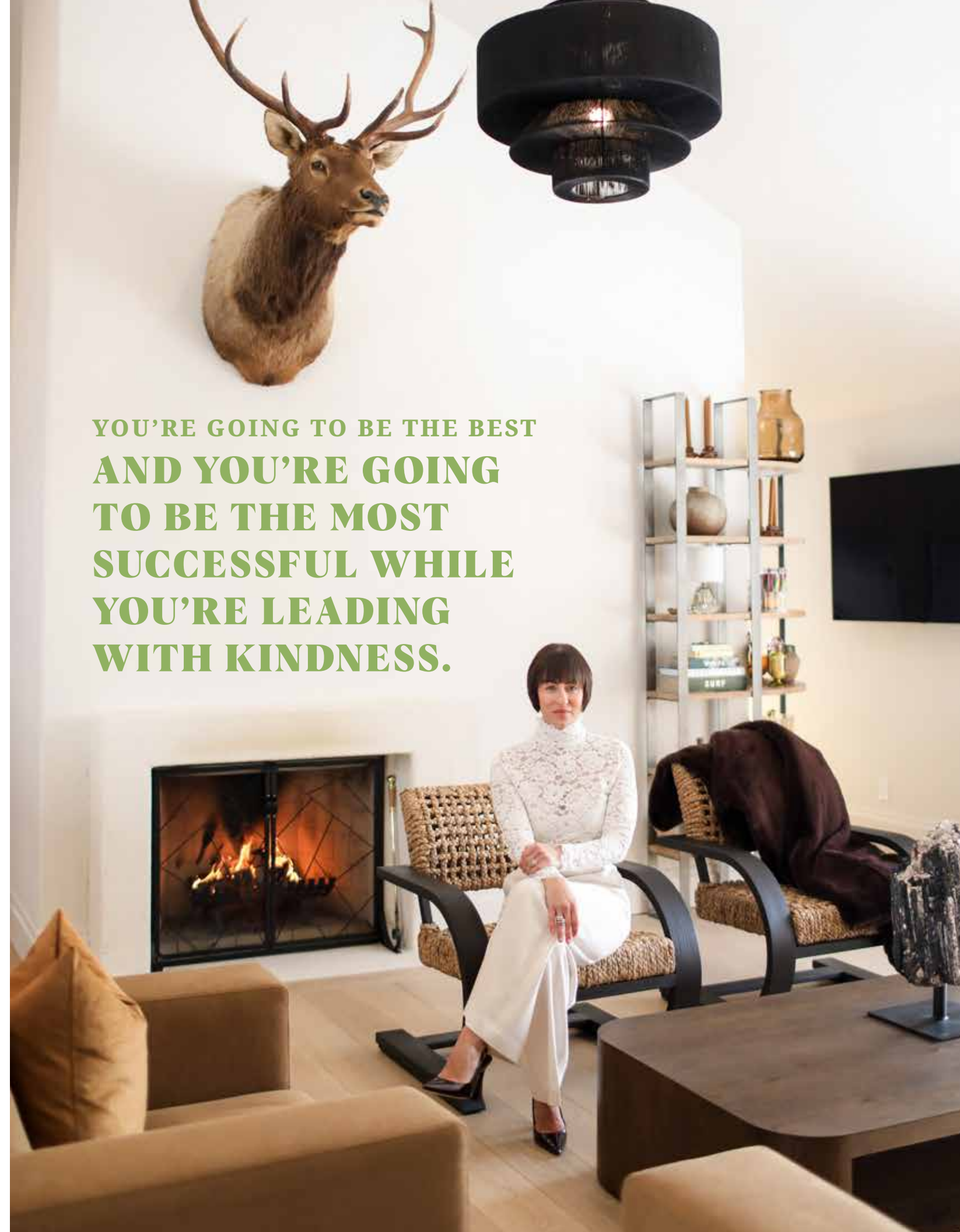
She also works with Matchbox Creative, a specialty marketing firm that creates leading-edge marketing, branding and advertising to promote her business.

Mandy lives in Granville with her husband, Parker Marsch, and their American pit bull, Luna. Parker is a skilled contractor who does stunning additions and kitchen and bath remodels. Mandy frequently refers Parker to clients who want to remodel a home they’re buying. “He’s so talented and so good at what he does,” she said. “He always delivers and we have a bunch of happy clients.”

Four years ago, Mandy and Parker bought a Granville ranch home located on five wooded acres. Mandy and Parker loved the peace and serenity of the secluded site. But the home needed extensive remodeling.



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“The house was super dated,” Mandy said. “It had 11 different types of flooring.” Parker gutted the whole structure. He tore down walls and ripped

open ceilings to give it an open feel. “One day I came home and saw Parker had broken out all the ceilings and vaulted them to 18 feet,” Mandy said. “It was so cool.”



Mandy with her husband, Parker, a talented home remodeler.

Mandy is passionate about fitness. “We work out a lot and we’re super into health and wellness,” she said. Mandy continually researches new ways to lead a long and healthy life. “I love learning about new things you can do to optimize your body,” she said.

In their free time, Mandy and Parker love outdoor activities like hiking and mountain biking. They’re also foodies who cook dinner together most nights and enjoy farm-to-table meals.

In both her personal and business life, Mandy is an independent thinker who’s not afraid to lead. But one of her priorities meshes with a strong trend in the real estate world: leading with kindness. She and her team practice empathy, integrity and creating genuine connections with others.

“The main focus with my team is, we’re kind to each other. You’re going to be the best and you’re going to be the most successful while you’re leading with kindness,” Mandy said. “With us it’s not just talking the talk — we walk the walk.”



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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, as of Feb. 12

Rank No	Agent	Office Name	Unit	Volume
1	Raines, Sandy L	The Raines Group, Inc.	22	13,401,000
2	Ruff, Jeffery W	Cutler Real Estate	14	13,343,000
3	Tartabini, Daniel V	New Advantage, LTD	23	12,424,000
4	Ruehle, Ryan J	EXP Realty, LLC	36	10,091,000
5	Kendle, Ronald D	RE/MAX Town Center	7	9,945,000
6	Hencheck, Alexander A	HMS Real Estate	16	8,566,000
7	Rafiq, Alan J	D.R. Horton Realty of Ohio, In	20	7,857,000
8	Fairman, Charlene K	The Realty Firm	14	7,282,000
9	Clarizio, Bradley	Red 1 Realty	19	7,188,000
10	Mancini, Mandy	Keller Williams Consultants	7	6,266,000
11	Cooper, Sam	Howard Hanna Real Estate Svcs	13	6,241,000
12	Lynn, Lori	Keller Williams Consultants	14	5,236,000
13	Lane, Jeffrey S	Prodigy Properties	2	5,183,000
14	Madosky Shaw, Lari	Coldwell Banker Realty	5	4,861,000
15	Riddle, Robert J	New Albany Realty, LTD	7	4,593,000
16	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	6	4,152,000
17	Jones, William R	RE/MAX Unlimited Results Realty	12	4,124,000
18	Ferrari, Rhiannon M	EXP Realty, LLC	10	4,066,000
19	Ramm, Jeff	Coldwell Banker Realty	5	3,943,000
20	Wills, Julie R	Howard Hanna Real Estate Svcs	7	3,871,000
21	Abbott, Kelly	Howard Hanna Real Estate Svcs	10	3,866,000
22	Ciamacco, DeLena	RE/MAX Connection	9	3,760,000
23	Ross, James E	Red 1 Realty	14	3,662,000
24	Byrne, Heather	KW Classic Properties Realty	7	3,497,000
25	Edwards, Kyle	The Brokerage House	7	3,344,000
26	Murphy, Patrick J	Keller Williams Consultants	8	3,282,000
27	Keener, Angela L	Keller Williams Consultants	8	3,253,000
28	MacKenzie, Cynthia C	CYMACK Real Estate	7	3,172,000
29	Hinson, Alan D	New Albany Realty, LTD	2	3,075,000
30	Shaffer, Donald E	Howard HannaRealEstateServices	11	3,017,000
31	Cox, Brittany	Keller Williams Greater Cols	10	2,959,000
32	Hart, J. Gregory	Hart Real Estate Agency LLC	5	2,945,000
33	Webb, Stephanie	Keller Williams Legacy Group	8	2,940,000
34	Ritchie, Lee	RE/MAX Partners	7	2,925,000

Rank No	Agent	Office Name	Unit	Volume
35	Casey, Michael A	RE/MAX Connection	6	2,922,000
36	Jones, Tracy J	Keller Williams Elevate - Strongsville	20	2,864,000
37	Rasmus, Jude A	Rasmus Real Estate Group, Inc.	9	2,816,000
38	Beeney, Shelley J	Howard Hanna Real Estate Svcs	5	2,798,000
39	Guanciale, Andrew P	Coldwell Banker Realty	7	2,763,000
40	Lyubimova, Ekaterina	NextHome Experience	9	2,701,000
41	Kemp, Brian D	Keller Williams Capital Ptnrs	4	2,697,000
42	Correll, Eric	Hill Real Estate	2	2,671,000
43	Raun- Thomas, Ashley M	Sorrell & Company, Inc.	4	2,620,000
44	Giessler, Amy R	Cam Taylor Co. Ltd., Realtors	5	2,456,000
45	Pankuch, Michael T	RE/MAX Revealty	3	2,450,000
46	Knecht, Dylan J	RE/MAX Revealty	13	2,392,000
47	Bodipudi, Koteswara	Red 1 Realty	6	2,391,000
48	Stockdale, Brittany E	The Brokerage House	3	2,385,000
49	Hood, Shaun	Coldwell Banker Realty	5	2,360,000
50	Michel, Meg	RE/MAX Winners	8	2,340,000

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Kristen Nester

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, as of Feb. 12

Rank No	Agent	Office Name	Unit	Volume
51	Laumann, Margot M	Street Sotheby's International	3	2,320,000
52	Willcut, Roger E	Keller Williams Consultants	5	2,311,000
53	Soller, Martin F	Coldwell Banker Realty	4	2,256,000
54	Holderman, Jena M	RE/MAX Premier Choice	1	2,250,000
55	Buehler, Craig	Coldwell Banker Realty	4	2,206,000
56	Kanowsky, Jeffrey I	Keller Williams Greater Cols	6	2,174,000
57	Cowles, Lisa A	RE/MAX Town Center	6	2,157,000
58	Powell, Teresa A	Real of Ohio	3	2,156,000
59	Wolfe Koehler, Patricia S	Cutler Real Estate	4	2,155,000
60	Lawasani, Ryan	Coldwell Banker Realty	2	2,147,000
61	Looney, Sherry L	Howard HannaRealEstateServices	7	2,133,000
62	Johnston, Alyssa L	Cam Taylor Co. Ltd., Realtors	2	2,130,000
63	Means, John Tyler	Street Sotheby's International	1	2,100,000
64	Green, Judith A	RE/MAX 360	5	2,090,000
65	Wimmers, James E	Keller Williams Consultants	5	2,069,000
66	Crosby, Jordan D	Di Lusso Real Estate	2	2,018,000

Rank No	Agent	Office Name	Unit	Volume
67	Fisk, Jacob V	Red 1 Realty	8	2,017,000
68	Barlow, Jaysen E	Sell For One Percent	8	2,013,000
69	Lubinsky, John D	RE/MAX Affiliates, Inc.	5	1,992,000
70	Wheeler, Lacey D	Red 1 Realty	4	1,985,000
71	Moll, Mindy M	Key Realty	5	1,966,000
72	Chiero, Kathy L	Coldwell Banker Realty	5	1,952,000
73	Cunningham, Gregory M	Keller Williams Capital Ptnrs	4	1,945,000
74	Heyd, Patricia	Redfin Corporation	4	1,940,000
75	Smith, Karen S	The Brokerage House	2	1,940,000
76	Shields, Bradley L	Redfin Corporation	4	1,939,000
77	Wahlsmith, Butch	Redfin Corporation	5	1,929,000
78	Hughes, Malia K	Key Realty	5	1,915,000
79	Beckett-Hill, Jill	Beckett Realty Group	2	1,911,000
80	Morris, Stacey A	R.K. Morris & Associates	3	1,905,000
81	Bruce, Justin	Real of Ohio	2	1,901,000
82	Parmi, John A	RE/MAX Affiliates, Inc.	3	1,885,000
83	Mulroy, Caitlyn	Redfin Corporation	6	1,885,000
84	Kovacs, Kimberly A	Coldwell Banker Realty	5	1,868,000
85	Hursh, Andrew J	The Westwood Real Estate Co.	5	1,862,000
86	Grandey, M. Michaela	Rolls Realty	2	1,858,000
87	Lustnauer, Milt	RE/MAX Premier Choice	3	1,842,000
88	Walters, Dana	BHHS Platinum Realty Group	3	1,835,000
89	Ackermann, Mara	RE/MAX Consultant Group	2	1,834,000
90	Crocco, Katie	RE/MAX Winners	5	1,833,000
91	Richmond, Robert D	Red 1 Realty	5	1,826,000
92	Jenkins, Brady J	Point Realty, LLC	6	1,825,000
93	Boch, John P	Cutler Real Estate	5	1,825,000
94	Nussbaum, John D	Coldwell Banker Quest	3	1,820,000
95	Busch, Michael D	Coldwell Banker Realty	2	1,819,000
96	Culbertson, Dave T	Howard Hanna Real Estate Svcs	4	1,812,000
97	Press, Marci L	Home Central Realty	1	1,800,000
98	Benadum, Jan R	Coldwell Banker Realty	4	1,797,000
99	Cashman, Stephanie J	RE/MAX Allegiance	4	1,790,000
100	Chudik, Margaret L	Coldwell Banker Realty	2	1,780,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1-31, as of Feb. 12

Rank No	Agent	Office Name	Unit	Volume
101	Neubauer, David M	**	2	1,750,000
102	Skinner, Charles Gregory	Turning Point Realty	3	1,740,000
103	Dixon, Tracey L	Keller Williams Greater Cols	5	1,736,000
104	Shalash, Sahar M	LRG Realty	3	1,720,000
105	Hannan, David E	Cutler Real Estate	2	1,720,000
106	Fox-Smith, Angelina L	Coldwell Banker Realty	5	1,719,000
107	Harmsen, Scott Eric	Red 1 Realty	3	1,705,000
108	Farwick, Thomas M	KW Classic Properties Realty	4	1,698,000
109	Waite, Kristy D	Red 1 Realty	3	1,696,000
110	Ford, Clint A	Coldwell Banker Realty	4	1,685,000
111	Kincaid, Stephanie S	Sorrell & Company, Inc.	3	1,680,000
112	Dillion, Andrea	e-Merge Real Estate Results	2	1,660,000
113	Kim, Lory	RE/MAX Connection	4	1,657,000
114	Kuhn, Traci	Red 1 Realty	4	1,634,000
115	Mitchell, Courtney J	RE/MAX Premier Choice	3	1,629,000
116	Kurpita, Natalie	The Westwood Real Estate Co.	3	1,629,000
117	Reynolds, Ryan D	Keller Williams Consultants	5	1,619,000
118	Beaver, Steven C	RE/MAX Revealty	4	1,609,000
119	Kamann, Heather R	Howard Hanna Real Estate Services	6	1,607,000
120	Raber, Noah	Koon Property Group	1	1,600,000
121	Howells, Craig R	RE/MAX Town Center	1	1,600,000
122	Tadros, Samuel E	e-Merge Real Estate Unlimited	1	1,600,000
123	Murphy, Kristina R	Howard Hanna Real Estate Svcs	6	1,598,000
124	Shea, Christopher M	Keller Williams Consultants	3	1,585,000
125	Clark, Amy G	Cutler Real Estate	4	1,583,000
126	Whitten, Glen	Ohio Property Group, LLC	5	1,570,000
127	Hamrick, Kimberly D	Keller Williams Consultants	4	1,569,000
128	Solomon, Arthur A	Coldwell Banker Heritage	7	1,565,000
129	Cary, Donald L	Horizons Asset Management, LLC	4	1,560,000
130	Winland, Jessica	Coldwell Banker Realty	7	1,555,000
131	Hance, Matthew	EXP Realty, LLC	4	1,552,000
132	Tiu, Trudy D	Walker Tiu Real Estate Group	3	1,548,000
133	Testaguzza, Stacie N	Keller Williams Greater Cols	6	1,540,000

Rank No	Agent	Office Name	Unit	Volume
134	Meleshchuk, Igor	Red 1 Realty	5	1,528,000
135	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	5	1,524,000
136	El Mejjaty, Omar	Carleton Realty, LLC	6	1,522,000
137	Gavin, Allison	Coldwell Banker Realty	2	1,520,000
138	Petrof, Vincent J	RE/MAX Connection	4	1,519,000
139	Stahanczyk, Wendy W	Cutler Real Estate	1	1,500,000
140	Lemon, Lincoln	Century 21 Excellence Realty	3	1,496,000
141	Parsley, David H	Firstmark Real Estate LLC	3	1,476,000
142	Bainbridge, Brian C	CRT, Realtors	5	1,475,000
143	Ogle, Donna S	Coldwell Banker Realty	2	1,467,000
144	Roginson, Gretchen M	Coldwell Banker Realty	3	1,453,000
145	Krafty, Samuel	Weichert, Realtors Triumph Group	3	1,450,000
146	Biggins, Amanda D	Red 1 Realty	1	1,450,000
147	Parsons, Michael D	Parsons Real Estate Group	3	1,447,000
148	Coombs, Niko	EXP Realty, LLC	1	1,443,000
149	Abramovich, Valerie	Dzugan Real Estate Services	1	1,443,000
150	Roehrenbeck, James F	RE/MAX Town Center	4	1,439,000

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, as of Feb. 12

Rank No	Agent	Office Name	Volume	Unit
1	Ruehle, Ryan J	EXP Realty, LLC	10,091,000	36
2	Tartabini, Daniel V	New Advantage, LTD	12,424,000	23
3	Raines, Sandy L	The Raines Group, Inc.	13,401,000	22
4	Rafiq, Alan J	D.R. Horton Realty of Ohio, In	7,857,000	20
5	Jones, Tracy J	Keller Williams Elevate - Strongsville	2,864,000	20
6	Clarizio, Bradley	Red 1 Realty	7,188,000	19
7	Hencheck, Alexander A	HMS Real Estate	8,566,000	16
8	Lynn, Lori	Keller Williams Consultants	5,236,000	14
9	Ross, James E	Red 1 Realty	3,662,000	14
10	Fairman, Charlene K	The Realty Firm	7,282,000	14
11	Ruff, Jeffery W	Cutler Real Estate	13,343,000	14
12	Knecht, Dylan J	RE/MAX Revealty	2,392,000	13
13	Cooper, Sam	Howard Hanna Real Estate Svcs	6,241,000	13
14	Jones, William R	RE/MAX Unlimited Results Realty	4,124,000	12
15	Shaffer, Donald E	Howard HannaRealEstateServices	3,017,000	11
16	Ferrari, Rhiannon M	EXP Realty, LLC	4,066,000	10

Rank No	Agent	Office Name	Volume	Unit
17	Cox, Brittany	Keller Williams Greater Cols	2,959,000	10
18	Abbott, Kelly	Howard Hanna Real Estate Svcs	3,866,000	10
19	Lyubimova, Ekaterina	NextHome Experience	2,701,000	9
20	Rasmus, Jude A	Rasmus Real Estate Group, Inc.	2,816,000	9
21	Ciamacco, DeLena	RE/MAX Connection	3,760,000	9
22	Michel, Meg	RE/MAX Winners	2,340,000	8
23	Murphy, Patrick J	Keller Williams Consultants	3,282,000	8
24	Barlow, Jaysen E	Sell For One Percent	2,013,000	8
25	Keener, Angela L	Keller Williams Consultants	3,253,000	8
26	Webb, Stephanie	Keller Williams Legacy Group	2,940,000	8
27	Fisk, Jacob V	Red 1 Realty	2,017,000	8
28	Mancini, Mandy	Keller Williams Consultants	6,266,000	7
29	Ritchie, Lee	RE/MAX Partners	2,925,000	7
30	MacKenzie, Cynthia C	CYMACK Real Estate	3,172,000	7
31	Byrne, Heather	KW Classic Properties Realty	3,497,000	7
32	Winland, Jessica	Coldwell Banker Realty	1,555,000	7
33	Wills, Julie R	Howard Hanna Real Estate Svcs	3,871,000	7
34	Edwards, Kyle	The Brokerage House	3,344,000	7
35	Riddle, Robert J	New Albany Realty, LTD	4,593,000	7
36	Kendle, Ronald D	RE/MAX Town Center	9,945,000	7
37	Guanciale, Andrew P	Coldwell Banker Realty	2,763,000	7
38	Looney, Sherry L	Howard HannaRealEstateServices	2,133,000	7
39	Solomon, Arthur A	Coldwell Banker Heritage	1,565,000	7
40	Kamann, Heather R	Howard Hanna Real Estate Services	1,607,000	6
41	Murphy, Kristina R	Howard Hanna Real Estate Svcs	1,598,000	6
42	Madosky, Michelle E	Coldwell Banker Realty	1,145,000	6
43	Mulroy, Caitlyn	Redfin Corporation	1,885,000	6
44	Graham, Mark	Countrytyme Realty, LLC	560,000	6
45	Casey, Michael A	RE/MAX Connection	2,922,000	6
46	Kanowsky, Jeffrey I	Keller Williams Greater Cols	2,174,000	6
47	Testaguzza, Stacie N	Keller Williams Greater Cols	1,540,000	6
48	El Mejjaty, Omar	Carleton Realty, LLC	1,522,000	6
49	Cowles, Lisa A	RE/MAX Town Center	2,157,000	6
50	Wiley, Kelly	Keller Williams Capital Ptnrs	1,110,000	6

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, as of Feb. 12

Rank No	Agent	Office Name	Volume	Unit
51	Jenkins, Brady J	Point Realty, LLC	1,825,000	6
52	Bodipudi, Koteswara	Red 1 Realty	2,391,000	6
53	Rooks, Scott David	Lakeside Real Estate & Auction	695,000	6
54	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	4,152,000	6
55	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	1,524,000	5
56	Hood, Shaun	Coldwell Banker Realty	2,360,000	5
57	Freyhof, Kristin M	Champaign Realty	1,309,000	5
58	Hart, J. Gregory	Hart Real Estate Agency LLC	2,945,000	5
59	Reynolds, Ryan D	Keller Williams Consultants	1,619,000	5
60	Kovacs, Kimberly A	Coldwell Banker Realty	1,868,000	5
61	Crocco, Katie	RE/MAX Winners	1,833,000	5
62	Moll, Mindy M	Key Realty	1,966,000	5
63	Bainbridge, Brian C	CRT, Realtors	1,475,000	5
64	Lubinsky, John D	RE/MAX Affiliates, Inc.	1,992,000	5
65	Ramm, Jeff	Coldwell Banker Realty	3,943,000	5
66	Wimmers, James E	Keller Williams Consultants	2,069,000	5
67	Chiero, Kathy L	Coldwell Banker Realty	1,952,000	5

Rank No	Agent	Office Name	Volume	Unit
68	Meleshchuk, Igor	Red 1 Realty	1,528,000	5
69	Lepore, Sarah S	Fourseasons Realty LLC.	1,390,000	5
70	Tanner-Miller, Angie	Coldwell Banker Realty	787,000	5
71	Green, Judith A	RE/MAX 360	2,090,000	5
72	Dixon, Tracey L	Keller Williams Greater Cols	1,736,000	5
73	Hughes, Malia K	Key Realty	1,915,000	5
74	Lepi, Roberta	LEPI & ASSOC.	1,016,000	5
75	Madosky Shaw, Lari	Coldwell Banker Realty	4,861,000	5
76	Giessler, Amy R	Cam Taylor Co. Ltd., Realtors	2,456,000	5
77	Beirne, Daniel J	Opendoor Brokerage LLC	1,421,000	5
78	Fox-Smith, Angelina L	Coldwell Banker Realty	1,719,000	5
79	Hursh, Andrew J	The Westwood Real Estate Co.	1,862,000	5
80	Willcut, Roger E	Keller Williams Consultants	2,311,000	5
81	Wahlsmith, Butch	Redfin Corporation	1,929,000	5
82	Beeney, Shelley J	Howard Hanna Real Estate Svcs	2,798,000	5
83	Boch, John P	Cutler Real Estate	1,825,000	5
84	Richmond, Robert D	Red 1 Realty	1,826,000	5
85	Whitten, Glen	Ohio Property Group, LLC	1,570,000	5
86	Snow, Jennifer	Red 1 Realty	1,355,000	5
87	Cooper, Joshua D	RE/MAX Revealty	915,000	5
88	Stone, Todd C	EXP Realty, LLC	1,185,000	4
89	Culbertson, Dave T	Howard Hanna Real Estate Svcs	1,812,000	4
90	Raun- Thomas, Ashley M	Sorrell & Company, Inc.	2,620,000	4
91	Beaver, Steven C	RE/MAX Revealty	1,609,000	4
92	Kim, Lory	RE/MAX Connection	1,657,000	4
93	Hance, Matthew	EXP Realty, LLC	1,552,000	4
94	Vrabel, Mary	Coldwell Banker Realty	793,000	4
95	Weade, Branen L	Weade Realtors & Auctioneers	911,000	4
96	Ford, Clint A	Coldwell Banker Realty	1,685,000	4
97	Buehler, Craig	Coldwell Banker Realty	2,206,000	4
98	Toth, Sherrie Ing	RE/MAX Consultant Group	1,036,000	4
99	Ilich, Kevin	Revolution Realty LLC	875,000	4
100	Soskin, Alexander	Soskin Realty, LLC	890,000	4

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1-31, as of Feb. 12

Rank No	Agent	Office Name	Volume	Unit
101	Coburn, Kristin L	Coldwell Banker Realty	960,000	4
102	Baisden, Anne M	RE/MAX ONE	1,278,000	4
103	Cunningham, Gregory M	Keller Williams Capital Ptnrs	1,945,000	4
104	Acker, Ryan L	Coldwell Banker Realty	1,126,000	4
105	Sweazy, Alicia	RE/MAX Partners	743,000	4
106	Soller, Martin F	Coldwell Banker Realty	2,256,000	4
107	Diaz, Byron	NextHome Experience	890,000	4
108	Wainfor, Susan	Coldwell Banker Realty	1,378,000	4
109	Farwick, Thomas M	KW Classic Properties Realty	1,698,000	4
110	Ett, William A	Coldwell Banker Realty	993,000	4
111	Wheeler, Lacey D	Red 1 Realty	1,985,000	4
112	Letechia, Maria E	Red 1 Realty	1,269,000	4
113	Litvak, Kimberly D	Red 1 Realty	1,066,000	4
114	Wolfe Koehler, Patricia S	Cutler Real Estate	2,155,000	4
115	Seiler, Jennifer L	Coldwell Banker Realty	1,417,000	4
116	Fisher, Keli M	e-Merge Real Estate Results	1,041,000	4
117	Ridley, Rebecca Rea	Signature Real Estate	860,000	4

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118	Shields, Bradley L	Redfin Corporation	1,939,000	4
119	Griffith, Tyler R	RE/MAX Peak	1,210,000	4
120	Reese, Lauren	Coldwell Banker Realty	720,000	4
121	Hiss, Erik	Keller Williams Capital Ptnrs	1,031,000	4
122	Cashman, Stephanie J	RE/MAX Allegiance	1,790,000	4
123	Goodman, Kelly Lynne	Red 1 Realty	809,000	4
124	Gardner, Jason S	Point Realty, LLC	1,320,000	4
125	Cary, Donald L	Horizons Asset Management, LLC	1,560,000	4
126	Greenwood, Shaun M	Taylor Made Realty	1,320,000	4
127	Taylor, Grant C	Keller Williams Capital Ptnrs	884,000	4
128	Hamrick, Kimberly D	Keller Williams Consultants	1,569,000	4
129	Stanley, Jay C	RE/MAX Consultant Group	1,319,000	4
130	Roehrenbeck, James F	RE/MAX Town Center	1,439,000	4
131	Lieu, Jimmy	Swiss Realty LTD	803,000	4
132	Perez, Maria	Fiv Realty Co Ohio LLC	785,000	4
133	Benadum, Jan R	Coldwell Banker Realty	1,797,000	4
134	Petrof, Vincent J	RE/MAX Connection	1,519,000	4
135	Duff, Paige	Choice Properties Real Estate	1,330,000	4
136	Wampler, Stacey J	Sluss Realty Company	937,000	4
137	Kemp, Brian D	Keller Williams Capital Ptnrs	2,697,000	4
138	Listebarger, Laura E	Century 21 Excellence Realty	1,341,000	4
139	Heyd, Patricia	Redfin Corporation	1,940,000	4
140	Hamilton, V. Patrick	REMAX Alliance Realty	872,000	4
141	Hitchcock, Dennis W	Coldwell Banker Realty	570,000	4
142	Horne, Jeffrey E	Coldwell Banker Heritage	1,081,000	4
143	Clark, Amy G	Cutler Real Estate	1,583,000	4
144	Kuhn, Traci	Red 1 Realty	1,634,000	4
145	Perez Martinez, Nataly	Coldwell Banker Realty	1,379,000	4
146	Chase, Waynette S	Sluss Realty Company	735,000	4
147	Phipps, Grant	Auction Ohio	462,000	4
148	Wiley, Emma	Keller Williams Capital Ptnrs	880,000	4
149	Flach-Moore, Stacey L	Coldwell Banker Realty	1,094,000	4
150	Price, Hugh H	Howard HannaRealEstateServices	1,223,000	4

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The Psychology of Color

After years of staging homes and watching how buyers actually move through space, I've learned this:

Buyers decide emotionally first. Logic comes later. That belief guides how I design every listing.

I use color to set emotional tone when I walk into a home, I'm not thinking about trends. I'm thinking about how the space needs to feel within the first few seconds.

In my experience, color psychology helps:

- Create immediate calm and confidence at the entry
- Support flow through main living areas
- Establish rest and safety in bedrooms
- Signal quality through intentional contrast

When color is right, buyers slow down. They stay longer. They imagine themselves living there.

Neutral Isn't Always Strategic

I've seen strong homes underperform because the color palette worked against them.

Neutral without intention can feel cold, flat, or dated. The right undertones and warmth create cohesion and cohesion creates confidence.

Homes That Feel Right Sell Differently

Agents often tell me, "This home just feels better." That feeling isn't accidental. When color, light, and layout are aligned, buyers trust their reaction. And trusted reactions lead to faster decisions and stronger pricing.

Design as a Competitive Advantage

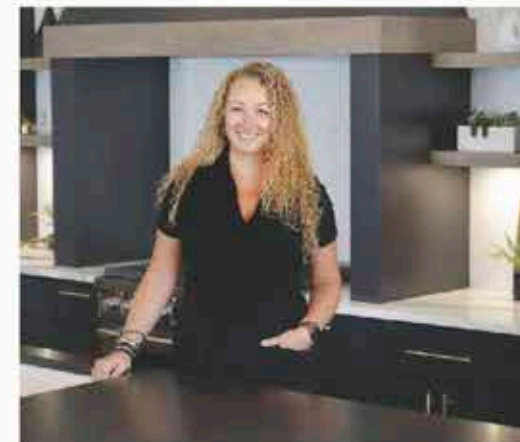
I believe the most successful agents don't just market homes—they position them.

From my experience, listings that feel calm, cohesive, and emotionally aligned:

- Stand out naturally
- Create smoother showings
- Help buyers connect faster

That's how I help realtors sell homes more confidently—and why the best listings don't need to shout to be chosen.

If you're ready to use design as leverage in your listings, let's talk!



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