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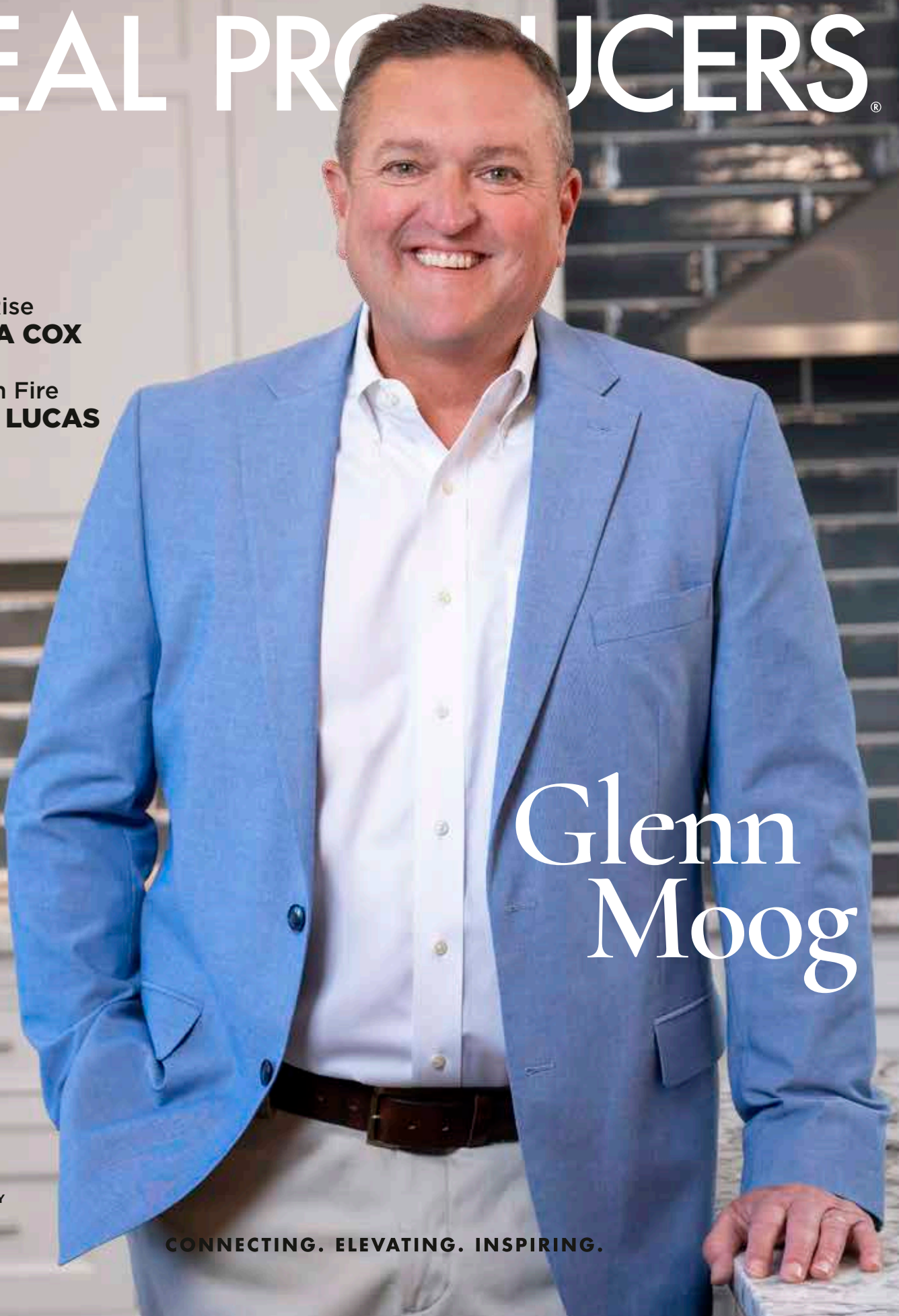


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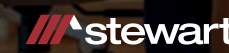
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Opening Doors: How Michele Rodriguez Is Expanding Homeownership in Columbus



In an industry often driven by speed and transactions, Michele Rodriguez has built her reputation on something different- relationships, education, and solutions. Known for her responsiveness, creative problem-solving, and ability to navigate complex loan scenarios, she has developed a reputation among agents as the lender who is communicative and can be a trusted partner.

Being fluent in Spanish has allowed her to serve a growing segment of the community, helping many Spanish-speaking and immigrant families navigate the mortgage process for the first time. "Our job goes beyond just getting a loan approved," Michele says. "People deserve care, attention, and the right strategy."

Her expertise has also led her to speak on industry panels, where she shares insights about how to better serve diverse and emerging buyer communities.

"For many families, it's not just about translation, it's about education. Understanding credit, down payments, and what documentation is needed." When people understand the process, they feel empowered to move forward."

While Michele's work helping immigrant families has become a meaningful part of her story, her business is built on something even broader: being a problem solver for agents and their clients.

"My job is to look at the full picture and figure out the best way to structure the financing that is the most beneficial for the client so the deal can move forward."

"Homeownership creates stability, opportunity, and generational wealth. Being part of that journey for families is something I never take for granted."

As she continues to serve the Columbus market, Michele remains focused on the same principles that have guided her from the start: building trust, educating clients, and making homeownership accessible to more families.

Because at the end of the day, lending isn't just about numbers, it's about opening doors.



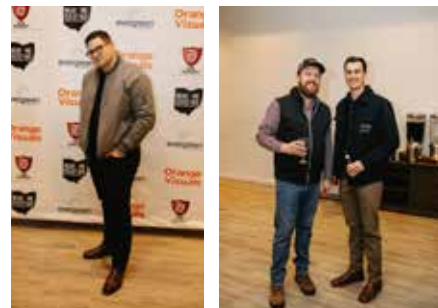
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The Columbus Advantage Event Recap!



On March 8th, The Columbus Advantage brought together influential voices working behind the scenes of our city's success—spanning infrastructure solutions, travel and tourism, and the evolving experience of Columbus.

THANK YOU TO OUR INCREDIBLE PANELISTS!!

- Sandy Doyle-Ahern - President of EMH&T
- Marie Kuess - Senior Program Manager - Experience Columbus
- Matt MacLaren, Esq. - Director of Travel & Tourism Policy - Ohio Chamber of Commerce
- Jessica Kuenzli - Chief Regional Planning Officer - Mid-Ohio Regional Planning Commission (MORPC)

Thank you to our RP Affiliate Partner Sponsors who made our event in March possible:

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We would also like to extend a special thanks to our Giveaway Sponsors, Brookshire Event Venue & staff, and to Orange Visuals for our incredible event photos and recap video!

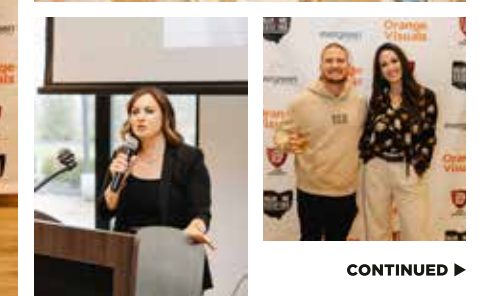
We look forward to our next VIP event in June! **This is a BIG one!** Our Annual I Heart REALTORS® / Cheers to 10 Years Event!!

Your friend,



Katie Mastroianni
Owner & Publisher

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CBUS

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BY JOSEPH COTTLE
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For Mike Barker, business has never been just about transactions. It's about people.



Mike with his life and business partner, Shelly.



Photo courtesy of Aaron Dill, Reel Ghost Media.

As the owner of CBUS Title Agency in Columbus, Ohio, Mike has built his company around relationships, creativity, and a genuine enjoyment of connecting with others. He runs the business alongside his wife, Shelly, combining their complementary strengths into a partnership that has helped shape the company's culture and growth.

"My wife and I divide and conquer," Mike explains. "She basically runs the staff and all the closings and operations, and I'm out doing client development and meeting people."

That dynamic has become the foundation of CBUS Title Agency. While Shelly ensures the operational side runs smoothly, Mike focuses on the relationships that keep the business thriving. For him, that role comes naturally.

Before entering the title industry, Mike spent about 15 years working in mortgage lending. Over time, he developed strong connections with real estate professionals across the Columbus market. Eventually, the owner of a title company he frequently worked with approached him with an opportunity to join the business.

Mike's initial reaction was hesitation.

"I said, 'Absolutely not,'" he remembers with a laugh. "But he told me that title is all about connections and being known. He asked me to make a list of all the people I knew who might send business my way."

That exercise changed everything. Mike realized the network he had built over years in lending could translate naturally into the title side of the industry.



Photo courtesy of Aaron Dill, Reel Ghost Media.



Photo courtesy of Aaron Dill, Reel Ghost Media.

energy, creativity, and a sense of fun that sets CBUS Title Agency apart in a crowded market.

A longtime musician, Mike plays guitar in local bands and often blends his passion for music with his professional network. He also organizes a popular industry event called “Last Standing Comic,” a comedy competition that brings real estate professionals together with stand-up comedians for a night of entertainment and charity.

The event regularly sells out and has become a well-known gathering within the Columbus real estate community.

For Mike, those events serve a bigger purpose than marketing.

“They put us in a position where people know who we are before we’ve even met,” he says. “But more importantly, they bring people together.”

Outside of work, Mike and Shelly enjoy traveling and spending time near the ocean. The couple has been married for more than 26 years and raised three children, all now adults who are pursuing their own paths.

In many ways, CBUS Title Agency has grown alongside their family.

“We’ve been at this for about 13 years,” Mike says. “It’s really been a labor of love for us.”

And if there’s one thing Mike hopes people understand about him and his company, it’s simple: in an industry where many businesses perform the same technical function, the real difference comes down to the people behind it.

For Mike Barker, that difference is exactly where he thrives. ❏

Soon after, he and Shelly stepped into the business together, eventually building what would become CBUS Title Agency.

For Mike, the appeal of the title world lies in its simplicity and its focus on relationships.

“I inherently find people interesting,” he says. “That’s really what I love about it. You get to meet people, get to know them, understand what they’re about, and build real connections.”

Those connections have shaped the company’s culture. One of CBUS Title Agency’s key differentiators is what Mike calls a “one-touch” system. Instead of passing clients through multiple departments, each transaction is handled by one person from start to finish. The goal is simple: remove friction from a process that can often feel confusing to clients and agents alike.

“If you’re dealing with a traditional title company, you might talk to four or five different people through the process,” Mike explains. “With us, one person handles everything from start to finish.”

But Mike’s approach to business goes beyond operational structure. He’s also built a brand around



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“It’s really been a labor of love for us.”

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When Joshua Cox was in high school, his guidance counselor made an interesting statement. She told him that she didn't think he was made for a traditional nine-to-five job.

"She said I needed to do something different," Joshua says. "It was something she saw in me. And around the same time, I remember sitting on the porch of a close family friend, who told me at age 16 or 17 to go into real estate."

Initially, Joshua had plans after high school graduation to go to college at Wright State. But some time abroad in Sweden with an exchange student planted other seeds. After talking with his host mother, Joshua changed his mind. He returned to his home in Marion, Ohio, enrolled in The Ohio State University branch campus there, and decided to take things one step at a time.

What happened next is what Joshua considers divine intervention. While working at Marion Country Club in 2019, he met Angie Tanner-Miller, a real estate agent who asked him to join her as an assistant. Something told Joshua to take the chance, and he became the first team member for The Agency Real Estate Group.

About six months later, Angie told Joshua she was moving to a different brokerage and asked him to come with her. He agreed without hesitation. They both moved to Coldwell Banker Realty, and Joshua became the buying director. In this role, he oversees onboarding, contract training and operational systems for the team. He also became licensed in 2020.

"I'm pouring back into someone what was poured into me," Joshua says. "Having the responsibility of growing and continuing to grow as a human... I'm surrounded by people who are considered my family and we are supportive no matter what."

Along with Angie, Joshua credits co-team lead Betsy Woken with his success.

"The same way I act as a sounding board for others, Betsy has been a sounding board for me. When I call her, she lets me say what I need to say. I don't look at her as a boss, but as a best friend. That pulls into the structure of our team."

One of the biggest challenges Joshua faced early on was being young in an industry where many people are older and have years of experience. However, he's



“
HAVING THE RESPONSIBILITY OF
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TO GROW AS A HUMAN...
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AND WE ARE SUPPORTIVE
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Joshua with his
business partners,
Betsy Woken and
Angie Tanner-Miller.

leveraged that with his energy and adaptability — and it's also been key to his successful partnership with Angie. Joshua also struggled with finding balance between work and life. But he shared that in 2025 he achieved a healthier routine, all while completing 48 deals on his own.

Along with his work accomplishments, Joshua found time for play: he is a huge fan of women's basketball, specifically the Indiana Fever. He has traveled to watch many of the games in person. This pivotal shift of balance helped Joshua redefine his success and build sustainability in his career.



“I got that alone time to recharge and recenter,” Joshua explains. “I was able to overcome the challenge of burnout by doing something I loved. People lose the passion for why they got into the industry because it's easy to chase the next award. The most pivotal part of understanding myself in this career is that it's OK if I don't hit those goals. I can celebrate what I did and still have that competitive passion with myself.”

Joshua also spends a lot of time with his family and friends, including his aunt Kathy, an important person in his life. He loves that his career lets him be flexible to be with her as she battled some health challenges last year.

“I love challenges,” Joshua says. “I love helping people. A lot of people know me, but don't know my full story. Everything I've built has come from working hard, staying consistent and being surrounded by the right people. The harder you work, the luckier you get... and confidence will take you far. I'm proud of what I've accomplished so far, but I'm even more focused on continuing to grow — leading well, staying loyal to the people beside me and raising the standard for myself every year. If I could tell my 15-year-old self anything, it would still be this: ‘Don't change a thing.’ You are where you are because of the people who raised you — and the work you're willing to put in.”

Why Creating the Video Isn't Enough: The Real Impact Comes From Sharing It

BY TIMOTHY ZARITSKY,
BUSINESS STRATEGIST AT
ORANGE VISUALS



In today's market, having a high-quality listing video is no longer the differentiator — it's the baseline. What truly sets successful listings apart is how that video is used, shared and strategically pushed out to the right audience.

Too often, we see great content posted once and forgotten. A single upload to MLS or a quick social post isn't enough to unlock the full potential of a listing video. In reality, the impact of a video is directly tied to the effort behind its distribution.

A well-produced video is an asset — but only if it's treated like one.

When agents consistently share their videos across multiple platforms — Instagram, Facebook, YouTube, email campaigns, and even paid ads — they dramatically increase the visibility of their listings. More visibility means more eyes, more engagement, and ultimately, more qualified buyers. Each platform offers a different advantage, and leveraging all of them creates a much stronger overall presence.

But it's not just about posting everywhere. It's about posting intentionally.

Short-form clips can be used to grab attention on social media, especially in fast-scrolling environments where first impressions matter most. Full-length videos can live on YouTube or listing pages, giving serious buyers a deeper, more immersive look at the property. Behind-the-scenes snippets can humanize the brand, showing the effort and professionalism

that goes into each listing. One video can — and should — be repurposed into multiple pieces of content, each serving a different purpose.

Consistency also plays a major role. Agents who regularly share video content don't just promote individual listings — they build a recognizable personal brand. Over time, this positions them as the go-to expert in their market. Familiarity builds trust, and trust is often what converts viewers into clients. The more consistently an agent shows up with quality content, the more they stay top-of-mind.

There's also a compounding effect to consider. The more a video is shared, liked and engaged with, the more likely it is to be picked up by algorithms and shown to new audiences. This creates momentum that a single post simply can't achieve. A video that's strategically distributed over time can continue generating attention days or even weeks after it's first published.

At the end of the day, the goal isn't just to create something that looks good — it's to create something that performs.

And performance comes from visibility.

The agents who understand this aren't just investing in video — they're investing in a strategy behind it. They recognize that the real return comes not just from the quality of the content, but from how far it reaches and how effectively it's used.

Because in real estate marketing today, it's not just about what you create — it's about how well you distribute it.



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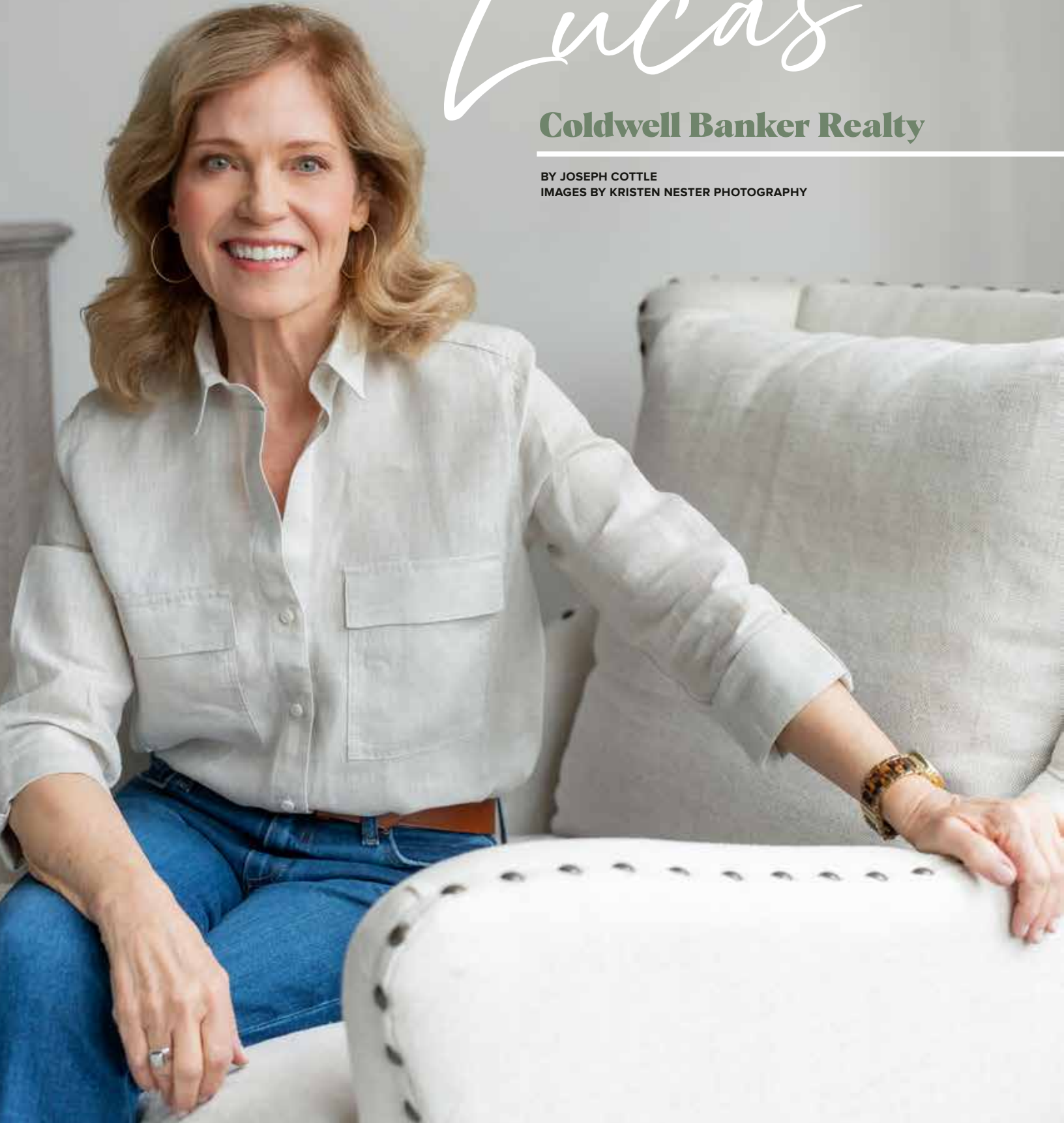
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Dedra Lucas

Coldwell Banker Realty

BY JOSEPH COTTLE
IMAGES BY KRISTEN NESTER PHOTOGRAPHY



There is a certain calm about Dedra Lucas that people notice quickly.

In a business often defined by urgency, emotion and constant change, she has built her reputation in a different way — by being the steady presence clients trust when the stakes feel high and the decisions feel personal.

For Dedra, real estate has never been just about buying and selling property. It is about home in the fullest sense of the word.

“To me, home is so much more than a physical place,” she says. “It’s where we feel comfort and security, where we raise our families, where memories are made, and where so much of life happens. It can also be one of the most significant financial investments a person makes, so it deserves real care and thoughtful guidance.”



That perspective has shaped the way she has approached her work from the beginning. With extensive experience in real estate and deep roots in Columbus, Dedra has helped clients through changing markets, major life transitions, and every kind of move — from first homes to executive relocations, from longtime family residences to luxury homes and custom properties. But what has defined her career is not simply experience. It is the way she has paired that experience with perspective, adaptability and a genuine respect for the people she serves.

She is not someone who treats real estate as transactional. She never has.

Instead, she has built a career around relationships — and around the rare privilege of being invited into some of the most important chapters of people's lives.

"I'm very grateful that so much of my business comes from past clients," Dedra says. "That means a lot to me. In many cases, I've had the privilege of helping people through multiple stages of life — from newlyweds buying their first home, to growing families, to later helping them again when they're ready for a different chapter."

That kind of trust does not happen by accident. It is earned over time, through consistency, sound advice and the kind of presence that helps people feel grounded when everything around them feels uncertain.

"Many of my clients have told me I'm the calm voice of reason," she says. "I help them stay focused, work through the process and keep moving forward."

That may be one of the clearest windows into who Dedra is, both professionally and personally. She brings a level head, a thoughtful nature and a reassuring steadiness to moments that can otherwise feel overwhelming. She listens closely, cares deeply and understands that behind every sale is a story, a transition, a family or a future taking shape.

Her own path into real estate began with instinct and courage. While attending The Ohio State University, where she studied photography and business and completed real estate coursework, Dedra was also working as



Dedra participating in Pelotonia, which reflects her desire to stay connected to something bigger than herself.

a department manager for a major retail store. It was a good job, but not one she could see herself doing long-term.

"My heart wasn't in it," she says. "One day I decided to leave that job and commit to real estate without hesitation. I didn't really have a backup plan. I just knew I wanted to build something meaningful, and I was willing to work for it." That decision set the tone for the decades that followed.

**"Many of my clients
have told me I'm the
calm voice of reason."**





*“I still love
what I do.”*

Over the years, Dedra has grown with the industry while staying true to the values that grounded her from the start. She has embraced the changes in the market, the evolution of technology and the higher expectations of today’s buyers and sellers, while never losing sight of what matters most: trust, judgment, service and relationships.

There is also a loyalty in her story that says a great deal about her character. After a brief start with a smaller firm, she built her long-term career with what is now Coldwell Banker Realty.

“They are like a second family to me,” she says. “I value the culture, the relationships and the resources that help me serve my clients well.”

Outside of work, Dedra brings that same sense of discipline, energy and balance to her life. She values fitness and often begins her mornings with a workout before heading into the day. She enjoys cycling, gardening, outdoor adventures, reading, art, music, and time with family and friends. She also participates in Pelotonia, the annual bike ride supporting cancer research, reflecting a desire to stay connected to something bigger than herself and to give back in a meaningful way.

She remains energized by the work, but even more by the people behind it.

“I still love what I do,” Dedra says. “I love the relationships, the strategy and knowing that I can make a difference during an important moment in someone’s life.”

That may be the best way to understand Dedra Lucas.

In the end, what defines Dedra is not simply the length of her career, but the way she has lived it — with energy, loyalty, perspective and genuine care for the people she serves. In a fast-moving business, she has become the person clients trust to bring calm, clarity and wisdom to one of life’s most important decisions. ▾

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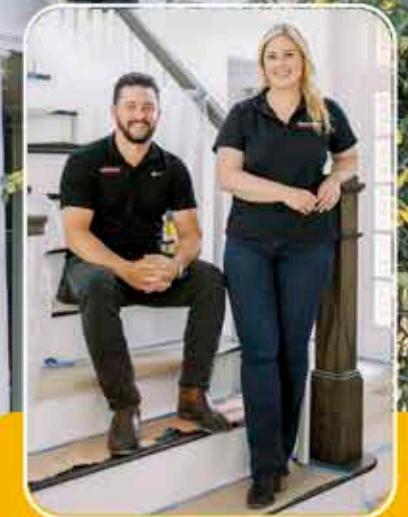
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FAWN CHRISTY

BY JOSEPH COTTLE
IMAGES BY LESLIE FOX PHOTOGRAPHY

"I want people to understand that homeownership is possible for them. If I could do it, they can do it."

▶ There's a moment Fawn Christy keeps coming back to.

She's sitting in a homebuyer education class at Ohio State, something she almost didn't sign up for. She's spent years telling herself that homeownership probably isn't in the cards. She's worked too hard, scraped by too often, and carried too much financial stress to believe that buying a home is realistic.

Then something clicks.

"It was a light bulb that went off," Fawn says. "When I walked out of that homebuyer class and six weeks later I was in contract, I thought, I can't be the only person who thinks this can never happen."

That realization became the foundation of her real estate career.

Fawn didn't grow up dreaming about selling homes. For 20 years, she worked in athletic training. She spent more than a decade on the sidelines at the high school level, long days, late nights, taping ankles under Friday night lights. Later, she transitioned into a sports medicine clinic, working alongside an orthopedic surgeon, guiding patients through injuries and rehab.





“I’ve always had to fend for myself,” she says, “But it’s kind of been Derrek and me against the world.”

So when a friend encouraged her to take that OSU homebuyer class, she did. And when she realized she could buy a home, she moved quickly. With the help of Derrek, she purchased the house they still live in today, a decision she calls life-changing.

“From the second we moved in, it changed our lives,” she says.

Around the same time, she heard that a friend’s brother (also named Derrick, but with a slightly different spelling) was a REALTOR®. She reached out. They talked over Zoom, firepit glowing in the backyard behind her. She was miserable in her job, but hopeful for something different.

Derrick told her, “You should be a REALTOR®,” she remembers.

Within hours of deciding to pursue it, she was on the phone with Hondros College, insisting they let her join a class that had already started. She passed her licensing exam on Martin Luther King, Jr. Day in 2021, and started with a brokerage while holding down her full-time job.

Her first year? Zero transactions.

“I produced nothing,” she says.

She was still working full-time and was told more than once that she was “at a distinct disadvantage” because of her full-time job. Instead of building her up, it chipped away at her confidence.

“I left that meeting and cried in my car,” she says. “I shouldn’t feel like this.”

She loved caring for people, but the hours were brutal. And when COVID hit, the clinic changed. Leadership shifted. Morale tanked. Fourteen people in her position left before she did. Fawn found herself sitting in the parking lot some mornings, dreading walking inside.

At the same time, she and her husband, Derrek, were building a life that hadn’t come easily. There were seasons of walking to work or donating plasma for groceries. Homeownership felt like something other people did.

But Fawn is wired to push through.



Fawn with Mike Minnix, owner of Good Land in Franklinton — one of her “happy places,” and the setting for her photo shoot.

So she made another bold move. She reached out to Andrea Kaper, who had originally onboarded her at the brokerage and was building a new team. Within days, Fawn switched.

That changed everything.

Last year, still balancing her full-time job, she closed 13 transactions, with another under contract before year’s end. The difference wasn’t ability. It was leadership and alignment.



Fawn with her husband, Derrek.

“I don’t think I was at a distinct disadvantage,” she says. “I think I wasn’t being led properly.”

Today, what drives Fawn is simple: possibility. She remembers what it felt like to assume homeownership was out of reach. She knows the shame that can attach to finances. And she knows the pride of unlocking a front door that’s yours.

“I want people to understand that homeownership is possible for them,” she says. “If I could do it, they can do it.”

She’s the kind of person who talks to strangers on planes and leaves with new friends. She’ll host creative events like goat yoga to connect with her community. She’ll have the hard conversations about credit, savings and strategy without judgment, because she’s lived it.

At her core, Fawn is still an athletic trainer. She’s still the one in your corner, steady under pressure, guiding you through a high-stakes moment. Only now, instead of ACL tears and rehab protocols, it’s inspections, contracts and keys.

And when a client walks out of a closing thinking, “I didn’t think this was possible,” that’s the win she cares about most. ▀



“I’ve always had to fend for myself. But it’s kind of been Derrek and me against the world.”

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Legally Speaking



By Jeffrey J. Madison, Esq., The Summit Law Group LLC | madison@tsgohio.com

TOWN V. SIDOTI, 2026-OHIO-963
(6TH DIST., ERIE COUNTY MAR. 20, 2026).

This Ohio appellate decision addressed alleged misrepresentation in a residential real estate transaction, with particular focus on statements in an MLS listing and the buyer's claimed reliance on them.

The dispute arose from the purchase of a condominium in Sandusky, Ohio. The property had been marketed through the MLS with a description indicating that the unit included "heated floors in the master suite." After closing, the buyer discovered that radiant heating was present only in the master bathroom and not throughout the entire master suite as the listing language arguably suggested. The buyer subsequently filed suit, asserting negligent misrepresentation, claiming that the MLS description was inaccurate and that he relied on it in deciding to purchase the property.

At the trial court level, judgment was entered in favor of the defendants (the seller and/or associated real estate parties). The buyer appealed, arguing that the listing statement constituted a material misrepresentation and that the trial court erred in rejecting his claim.

The Sixth District Court of Appeals affirmed the trial court's decision. The appellate court focused on the elements of negligent misrepresentation under Ohio law. The elements for negligent misrepresentation require (1) a defendant who is in the business of supplying information, and (2) a plaintiff who sought guidance with respect to his business transactions from the defendant. The court held that the sale was not a "business transaction" and therefore negligent misrepresentation was not an appropriate claim. Further, even assuming the MLS language was imprecise or misleading, the court concluded that the buyer failed to establish that his reliance was justified under the circumstances.

Critical to the court's reasoning was the broader transactional context. The buyer had the opportunity to inspect the property and verify its features prior to closing. The court emphasized that real estate purchasers are generally expected to conduct due diligence, especially regarding observable conditions. Because the extent of the heated flooring could have been clarified through inspection or inquiry, reliance solely on the MLS description was insufficient to sustain the claim.

The decision underscores that not all inaccuracies or ambiguities in listing materials will give rise to liability. Instead, Ohio courts will closely examine whether a buyer's reliance on such statements was reasonable in light of available opportunities to investigate.

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AMANDA WILLIAMS
Owner of Mission Design Co.

5 Design Details That Make Buyers Think "This Home Is Loved"

As an interior designer who works closely with real estate agents and sellers, I've learned something priceless: Buyers don't just purchase homes – they fall in love with them. You know that look buyers get when they walk into a space and pause? It's not because of granite countertops or square footage (although those help). It's the feeling that this home has been cared for. It's subtle, emotional, and totally design-driven. Here are 5 small but powerful styling details that instantly tell buyers, "This home is loved – and it could love you back."



- 1. A clean exterior** is an absolute must. Do not your client skip the power wash and make sure to freshen up the mulch!
- 2. Lighting Color and Temperature**
This is a detail that often gets missed. Switch out every lightbulb to the same color and temperature. We recommend 3000k in color Soft White Glow.
- 3. Clean Caulk and Grout**
If there is one detail that is a must, its cleaning and fixing all grout, and fresh layer of caulk in bathrooms, around countertops and windowsills.
- 4. Scent is the Silent Seller**
This one is powerful. Not overwhelming candles or artificial plug-ins. I'm talking clean, subtle scents like citrus, cedar, or fresh Linen. A good clean scent says "This home is clean and cared for"
- 5. Fresh Flowers and Greenery**
Not only do plants liven up your listing photos, but they also play a few rolls in your listing. Plants filter smells, they give the feeling of thriving life in the space, and they provide beautiful scents, subconsciously giving the buyer positive feelings about the space.

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In Conclusion: Love Is in the Details

You don't need a full renovation to make buyers swoon. With a few thoughtful choices, you can transform your listing from "nice house" to "I need to live here." Because when a home feels loved, people want to love it back. And that? That's what sells.



Noah BRADER

Union Home Mortgage

Photo courtesy of Jen Brown Photography.

BY HEATHER LOFY
IMAGES BY MINDY CIOTOLA PHOTOGRAPHY

For more than 20 years, Noah Brader has had an important focus: helping REALTORS® and clients have a successful and positive mortgage experience. Initially, he started as a loan officer for a mortgage company owned by his father and uncle. Union Home Mortgage eventually bought that company, and he is now producing branch manager.

“We help people qualify for a home, get pre-approved and secure their funding,” Noah says. “If that all goes well, both the agents and the clients will be satisfied and happy.”

That experience matters. Many buyers face tight timelines, like trying to move before a new school year or accept a job offer. Issues with financing can slow everything down, especially when buyers choose a bank that doesn’t specialize in home loans. Banks may not catch problems early, which can lead to stressful surprises once a buyer is already under contract. Noah works to prevent those surprises before they happen.

“I tell people to let me look for issues upfront,” he says. “If something needs to be fixed, we can take care of it early. That makes the whole process smoother.”

The company focuses on residential home loans and unlike a traditional bank that offers many different services or a broker who only makes the loan, Union Home Mortgage handles everything from start to finish. They approve the loan, fund it and then continue servicing it after closing. This approach keeps communication simple and helps buyers move through the process faster and with fewer headaches.

“When you work with someone who specializes in home loans, things just go better,” he says. “And when the lender

and REALTOR® work well together, the buyer feels that.”

Noah’s biggest piece of advice for those going through the homebuying process — besides starting early — is to ask what level of service a potential home lender provides.

“Aside from the numbers I encourage buyers to ask, ‘Are you working nights and weekends? Who am I communicating with then?’ Some lenders work nine to five and not weekends, which can make a difference.”



Photo courtesy of Jen Brown Photography.



Noah with his wife and kids, who he coaches in basketball.



“It’s fun to go to work when the goal is helping everyone win.”

Noah’s branch of Union Home Mortgage has 14 team members, and he spends a large portion of his time coaching and supporting both clients and staff. He views his work with real estate agents as a true partnership, and everyone’s success is connected.

Outside of work, Noah enjoys spending time with his wife and kids. He coaches them each in basketball, which has a lot of parallels to his work. Coaching requires great

“When you work with someone who specializes in home loans, things just go better.”

communication, having an inspiring vision, helping other people get better every single day and dreaming big.

He finds it fun to help his kids in sports and school with this process and he gets excited to do the same in his work life. Noah’s biggest satisfaction both in work and with his family is to see others achieve the highest level of success possible, and for him to be a part of that process.

“It’s fun to go to work when the goal is helping everyone win,” he says. “When there is synergy like that, it’s a true partnership.”



Photo courtesy of Jen Brown Photography.

Glenn Moog

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Foundational Lessons and Relationships

For Glenn Moog, real estate is more than a career — it is a calling shaped by early exposure, entrepreneurial grit and a deep commitment to serving others. Now a respected agent in Columbus/central Ohio, Glenn's journey reflects resilience, intentional growth and a laser-focus on relationships.

Long before Glenn sold his first home, he learned about real estate from his grandparents. Growing up in Bryan, Ohio, his family was tight-knit. He spent lots of time with his Grandma and Grandpa Moog and they taught him many things, from canning fruits to fixing anything around the house. His grandparents owned several rental properties, and Glenn saw how those investments created stability.

"I didn't realize how impactful it was," Glenn shares. "Seeing my grandparents manage rental properties and benefit from passive income planted a seed. It showed me that real estate could be a pathway to financial security."

Those early lessons remained in Glenn's head as he forged his own path. After

graduating from Ohio University, Glenn worked for the Davey Tree Expert Company, taking him to Baltimore, San Jose and San Rafael, California, and Seattle. After seven years and gaining vast knowledge about the horticulture industry, he returned to his Ohio roots. With a desire to be an entrepreneur, Glenn launched his own landscaping company.

“The first couple of years were pretty fun but also very difficult. Finding time to do everything definitely took a toll on me,” recalls Glenn. “Despite my desire to succeed, the company struggled to reach the growth I envisioned and the financial return to support my family.”

During this time, one of Glenn’s best friends, a Keller Williams agent in Pittsburgh, simply asked, “Why don’t you get your real estate license?”

Glenn laughs, “It made perfect sense. I loved working with people, I had that entrepreneurial spirit and, still, an untapped bug for real estate. It felt like everything pointed in that direction.”

That moment of clarity launched Glenn into a career that combined his business mindset with his joy for helping others — all while serving the community he chose to call home.

Developing Relationships in Central Ohio

Licensed in 2004, Glenn always has approached real estate as a business, not just a series of transactions. He developed habits to support consistent growth. In a competitive Columbus market, Glenn understood that success required more than hustle — it demanded discipline, market expertise and authentic relationships with clients and the community.

“I wanted to build something sustainable for myself, my family and agents on my team,” Glenn explains. “I also wanted to give back to those who supported me and my family.”

As he built momentum, Glenn’s reputation for professionalism, integrity and responsiveness spread.



Glenn with his favorite four-legged companion, Callie. They start each day together with a walk.



Glenn participating in the Moog Group’s annual collection, now in its eighth year, for the Worthington Resource Pantry.



His clients appreciated his calm guidance, thoughtful communication and deep knowledge of central Ohio.

“I don’t see myself as an agent,” Glenn says. “I see myself as a trusted advisor. People are making huge life decisions, and they deserve an expert who will educate them on the current market and truly advocate for them.”

That approach has been especially valuable in central Ohio’s evolving market, where buyers and sellers face constant change and need today’s market intelligence. Glenn’s ability to provide fact-based guidance has made him a valued resource — and it reduces clients’ stress levels and panicked reactions.

The Decision To Join PLACE

In 2022, Glenn reached a pivotal moment. He recognized that to grow further he needed leverage and operational support. That realization led him to join PLACE, a broker-agnostic real estate services firm that leverages technology.

“I knew I wanted to grow, but I didn’t want to lose the personal touch that defines my business,” Glenn explains. “PLACE offered the perfect solution — providing structure, processes and support so I could focus on what I do best: serving clients and building relationships.”

Through PLACE, Moog Group gained access to robust operational infrastructure, including CRM, lead generation, marketing, transaction coordination, financial services, recruiting support and leadership development. This model allows him to step out of many administrative tasks and concentrate on strategic growth, high-level client service and agent mentorship.

“PLACE provides the leverage that most agents never attain,” Glenn shares. “Everything is designed to make us more efficient, more professional and more effective so that we can live our lives, too. In addition, because of my partnership with PLACE, I can offer our team agents health insurance, stock options and high-level coaching.”

“

I wanted to build something sustainable for myself, my family and agents on my team.

I ALSO WANTED TO GIVE BACK TO THOSE WHO SUPPORTED ME AND MY FAMILY.”



Glenn with Ben Kinney, co-founder of PLACE, at a professional development event.

“The training for our entire team — agents and operations — is next level,” Glenn says. “Leaders push us to think bigger, work smarter and focus on intention. It’s truly transformational.”

Projected Growth

Also intriguing to Glenn when he contemplated joining PLACE was the company’s goal of building value to take the company public through an initial public offering (IPO).

“It’s exciting to be part of a company that wants all of its employees and partners to succeed financially, whether it’s becoming a better REALTOR® or through the stock purchase program. PLACE continues to grow and should be a household name in a few years.”



Glenn and his son, Kyle, building walls for Habitat for Humanity.

Nurturing His Legacy

After more than 20 years as a REALTOR®, the lessons Glenn learned from his parents and grandparents still influence his work, as well as his family’s financial strategies. Now as an investor himself, he is better positioned to inform and advise others.

“I’ve seen firsthand how rental properties can change lives,” Glenn says. “Helping clients build passive income streams is a very rewarding part of my job.”

A Vision for the Future

Looking ahead, Glenn’s goals center on purposeful growth, leadership development and deeper community impact. By utilizing PLACE resources at a high level, he’ll continue to expand his team and mentor agents who aspire to build sustainable, people-centered careers.

“I want to help others avoid the mistakes I made early on,” Glenn shares. “If I can shorten someone else’s learning curve, that’s incredibly meaningful.”

Above all, Glenn remains grounded in gratitude — for his mentors, the clients who trust him and the central Ohio community he serves.

“Every transaction represents a chapter in someone’s life story,” he reflects. “Being part of that is an enormous privilege.”





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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - March 31, as of April 14

Rank No	Agent	Office Name	Unit	Volume
1	Tartabini, Daniel V	New Advantage, LTD	111	60,002,000
2	Raines, Sandy L	The Raines Group, Inc.	82	56,839,000
3	Ruehle, Ryan J	EXP Realty, LLC	136	43,963,000
4	Rafiq, Alan J	D.R. Horton Realty of Ohio, In	103	41,336,000
5	Ruff, Jeffery W	Cutler Real Estate	48	35,977,000
6	Fairman, Charlene K	The Realty Firm	66	34,985,000
7	Hencheck, Alexander A	HMS Real Estate	65	34,908,000
8	Ciamacco, DeLena	RE/MAX Connection	43	22,704,000
9	Cooper, Sam	Howard Hanna Real Estate Svcs	45	18,716,000
10	Riddle, Robert J	New Albany Realty, LTD	27	16,954,000
11	Ramm, Jeff	Coldwell Banker Realty	18	15,097,000
12	Lynn, Lori	Keller Williams Consultants	38	15,038,000
13	Wills, Julie R	Howard Hanna Real Estate Svcs	37	14,565,000
14	Ferrari, Rhiannon M	EXP Realty, LLC	37	14,486,000
15	Buehler, Craig	Coldwell Banker Realty	39	14,281,000
16	Looney, Sherry L	Howard HannaRealEstateServices	30	13,695,000
17	Kendle, Ronald D	RE/MAX Town Center	16	13,589,000
18	Kemp, Brian D	Keller Williams Capital Ptnrs	25	13,474,000
19	Mancini, Mandy	Keller Williams Consultants	20	12,188,000
20	Edwards, Kyle	The Brokerage House	21	12,056,000
21	Madosky Shaw, Lari	Coldwell Banker Realty	13	11,624,000
22	Fisk, Jacob V	Red 1 Realty	41	11,374,000
23	Clarizio, Bradley	Red 1 Realty	34	11,368,000
24	Mitchell, Courtney J	RE/MAX Premier Choice	18	10,972,000
25	Shaffer, Donald E	Howard HannaRealEstateServices	33	10,918,000
26	Collins, Charles E	Red 1 Realty	34	10,849,000
27	Abbott, Kelly	Howard Hanna Real Estate Svcs	27	10,796,000
28	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	32	10,668,000
29	Hursh, Andrew J	The Westwood Real Estate Co.	23	10,529,000
30	Beckett-Hill, Jill	Beckett Realty Group	18	10,475,000
31	Willcut, Roger E	Keller Williams Consultants	16	10,205,000
32	Tanner-Miller, Angie	Coldwell Banker Realty	50	10,104,000
33	Keener, Angela L	Keller Williams Consultants	27	10,038,000
34	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	16	9,487,000

Rank No	Agent	Office Name	Unit	Volume
35	Wheeler, Lacey D	Red 1 Realty	20	9,432,000
36	Ritchie, Lee	RE/MAX Partners	22	9,348,000
37	Wright, Kacey A	RE/MAX Partners	19	9,235,000
38	Cox, Brittany	Keller Williams Greater Cols	26	9,187,000
39	Ross, James E	Red 1 Realty	36	8,721,000
40	Bodipudi, Koteswara	Red 1 Realty	21	8,711,000
41	Price, Hugh H	Howard HannaRealEstateServices	18	8,510,000
42	Fortin, Thomas J	Thomas Fortin & Company LLC.	2	8,500,000
43	Mulvany, Bryan R	Hart Real Estate Agency LLC	21	8,397,000
44	Chapman, Oliver	Keller Williams Consultants	11	8,160,000
45	Barlow, Jaysen E	Sell For One Percent	29	8,124,000
46	Jones, Michael L	Coldwell Banker Realty	4	8,103,000
47	Wainfor, Susan	Coldwell Banker Realty	20	7,661,000
48	Casey, Michael A	RE/MAX Connection	16	7,657,000
49	Shields, Bradley L	Coldwell Banker Realty	14	7,647,000
50	Breeckner, Brian	Beckett Realty Group	22	7,632,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - March 31, as of April 14

Rank No	Agent	Office Name	Unit	Volume
51	Rasmus, Jude A	Rasmus Real Estate Group, Inc.	25	7,605,000
52	Laumann, Margot M	Street Sotheby's International	11	7,591,000
53	Fox-Smith, Angelina L	Coldwell Banker Realty	18	7,444,000
54	Giessler, Amy R	Cam Taylor Co. Ltd., Realtors	13	7,444,000
55	Fenters, Margaret M	Coldwell Banker Realty	13	7,265,000
56	Murphy, Kristina R	Howard Hanna Real Estate Svcs	23	7,229,000
57	Hinson, Alan D	New Albany Realty, LTD	4	7,175,000
58	Kim, Lory	RE/MAX Connection	23	7,149,000
59	Kamann, Heather R	Howard Hanna Real Estate Services	19	7,115,000
60	Beirne, Daniel J	Opendoor Brokerage LLC	23	7,071,000
61	Winter, Brad	Engel & Volkers Real Estate Advisors	10	7,065,000
62	Murphy, Patrick J	Keller Williams Consultants	16	7,014,000
63	Lubinsky, John D	RE/MAX Affiliates, Inc.	17	6,959,000
64	Marsh, Alexander N	The Robert Weiler Company	1	6,900,000
65	Knecht, Dylan J	RE/MAX Revealty	32	6,825,000
66	Salmons, Robert E	Entera Realty LLC	19	6,756,000

Rank No	Agent	Office Name	Unit	Volume
67	Hughes Smith, Emily	RE/MAX Connection	13	6,724,000
68	Jackson, Patricia K	RE/MAX Genesis	10	6,707,000
69	Hughes, Malia K	Key Realty	17	6,642,000
70	Guanciale, Andrew P	Coldwell Banker Realty	19	6,609,000
71	Andrews, Trevor R	RE/MAX Revealty	18	6,579,000
72	Lyubimova, Ekaterina	NextHome Experience	24	6,572,000
73	Miller, Catherine W	NextHome Experience	8	6,425,000
74	Kovacs, Kimberly A	Coldwell Banker Realty	18	6,401,000
75	Goodman, Benjamin J	The Brokerage House	10	6,208,000
76	Corbett, Martha	Sorrell & Company, Inc.	9	6,101,000
77	Webb, Stephanie	Keller Williams Legacy Group	19	6,083,000
78	Hood, Shaun	Coldwell Banker Realty	15	6,065,000
79	Evans, William Frederick	Auction Ohio	16	5,942,000
80	Mahler, Jeff A*	Keller Williams Capital Ptnrs	13	5,898,000
81	Crocco, Katie	RE/MAX Winners	16	5,792,000
82	Romanelli, Cristina M	Keller Williams Greater Cols	16	5,768,000
83	Cleary, Michele L	Howard Hanna Real Estate Svcs	12	5,762,000
84	Groza Yoko, Emily	The Brokerage House	11	5,747,000
85	Donovan, Anne	Coldwell Banker Realty	12	5,722,000
86	Stockdale, Brittany E	The Brokerage House	7	5,580,000
87	Janszen, Joseph A	Keller Williams Greater Cols	10	5,567,000
88	Bertagna, Jennifer L	Coldwell Banker Realty	9	5,501,000
89	Conley, Amy E	Cutler Real Estate	9	5,481,000
90	Becker, Kathryn K	Coldwell Banker Realty	11	5,474,000
91	Sunderman, Mary K	Keller Williams Capital Ptnrs	11	5,435,000
92	Lane, Jeffrey S	Prodigy Properties	3	5,415,000
93	Alley, Rachel M	Keller Williams Capital Ptnrs	11	5,367,000
94	Pearson, Lauren E	RE/MAX Consultant Group	7	5,278,000
95	Kohlhepp, John	Keller Williams Capital Ptnrs	17	5,275,000
96	Ford, Clint A	Coldwell Banker Realty	13	5,246,000
97	Bell, Megan L	Real of Ohio	12	5,218,000
98	Buck, Christy A	LEPI & ASSOC.	14	5,213,000
99	Mathias, Neil W	Cutler Real Estate	7	5,172,000
100	Bruce, Justin	Keller Williams Capital Ptnrs	7	5,169,000

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TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan. 1 - March 31, as of April 14

Rank No	Agent	Office Name	Unit	Volume
101	Stevenson, Michelle L	M3K Real Estate Network Inc.	17	5,142,000
102	Parsley, David H	Firstmark Real Estate LLC	9	5,039,000
103	Powers, David S	Cutler Real Estate	4	5,004,000
104	Sanepalli, Ramamohan R	RE/MAX Town Center	4	5,003,000
105	Skinner, Charles Gregory	Turning Point Realty	8	4,994,000
106	Press, Marci L	Home Central Realty	8	4,975,000
107	Lustnauer, Milt	RE/MAX Premier Choice	7	4,923,000
108	Braun, Cynthia T	The Brokerage House	10	4,867,000
109	Richmond, Robert D	Red 1 Realty	14	4,820,000
110	Hughes Pritchard, Lorri	RE/MAX Impact	6	4,797,000
111	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	11	4,797,000
112	Davis Spence, Katherine	The Brokerage House	10	4,797,000
113	Clark, Amy G	Cutler Real Estate	14	4,722,000
114	Stover, Heather	Sluss Realty Company	13	4,701,000
115	Pattison, Susie L	Cutler Real Estate	7	4,689,000
116	Beebe, Allidia	Coldwell Banker Realty	7	4,668,000
117	Ackermann, Mara	RE/MAX Consultant Group	8	4,650,000
118	Wilson, Amanda	Wilson Family Realty	8	4,640,000
119	Berg, Susan J	Coldwell Banker Realty	8	4,635,000
120	Fisher, Beth	Howard Hanna Real Estate Services	10	4,630,000
121	Roginson, Gretchen M	Coldwell Banker Realty	9	4,611,000
122	Noggle, Michelle	RE/MAX Revealty	16	4,604,000
123	Fair, Diana	The Westwood Real Estate Co.	18	4,602,000
124	Hamrick, Kimberly D	Keller Williams Consultants	14	4,594,000
125	Grandey, M. Michaela	Rolls Realty	7	4,578,000
126	Esterline, Laura B	Heart of It All	3	4,555,000
127	LaBuda, Jo-Anne	Keller Williams Capital Ptnrs	9	4,542,000
128	Sauer, Jeffrey A	Rise Realty	3	4,525,000
129	Jones, William R	RE/MAX Unlimited Results Realty	15	4,523,000
130	Coombs, Niko	EXP Realty, LLC	9	4,500,000
131	Morrison, Natalie H	e-Merge Real Estate	14	4,492,000
132	Gleaves, Gregory	The Brokerage House	7	4,452,000
133	Wolfe Koehler, Patricia S	Cutler Real Estate	9	4,452,000

Rank No	Agent	Office Name	Unit	Volume
134	Goetz-Sullivan, Ann	Keller Williams Greater Cols	5	4,447,000
135	MacKenzie, Cynthia C	CYMACK Real Estate	9	4,424,000
136	Bauer, Tristden M	Bauer Realty & Auctions	7	4,398,000
137	Wimmers, James E	Keller Williams Consultants	12	4,394,000
138	Close, Allison L	Cutler Real Estate	5	4,346,000
139	Evans, Nicole R	The Brokerage House	5	4,337,000
140	McCurdy, Kurt B	Howard Hanna Real Estate Svcs	7	4,337,000
141	Snow, Jennifer	Red 1 Realty	13	4,330,000
142	Doyle, Michael	Real of Ohio	12	4,329,000
143	Croom, David M	Berkshire Hathaway HS Pro Rlty	13	4,318,000
144	Rano, Richard J	RE/MAX Affiliates, Inc.	10	4,282,000
145	Parrett, Constance D	Cutler Real Estate	12	4,274,000
146	Byrne, Heather	KW Classic Properties Realty	9	4,269,000
147	Conley, Thomas E	e-Merge Real Estate	12	4,265,000
148	Coburn, Kristin L	Coldwell Banker Realty	9	4,265,000
149	Thomas, Jessica P	Real of Ohio	7	4,209,000
150	Jones, Tracy J	Keller Williams Elevate - Strongsville	30	4,207,000


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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - March 31, as of April 14

Rank No	Agent	Office Name	Volume	Unit
1	Ruehle, Ryan J	EXP Realty, LLC	43,963,000	136
2	Tartabini, Daniel V	New Advantage, LTD	60,002,000	111
3	Rafiq, Alan J	D.R. Horton Realty of Ohio, In	41,336,000	103
4	Raines, Sandy L	The Raines Group, Inc.	56,839,000	82
5	Fairman, Charlene K	The Realty Firm	34,985,000	66
6	Hencheck, Alexander A	HMS Real Estate	34,908,000	65
7	Tanner-Miller, Angie	Coldwell Banker Realty	10,104,000	50
8	Ruff, Jeffery W	Cutler Real Estate	35,977,000	48
9	Cooper, Sam	Howard Hanna Real Estate Svcs	18,716,000	45
10	Ciamacco, DeLena	RE/MAX Connection	22,704,000	43
11	Fisk, Jacob V	Red 1 Realty	11,374,000	41
12	Buehler, Craig	Coldwell Banker Realty	14,281,000	39
13	Lynn, Lori	Keller Williams Consultants	15,038,000	38
14	Wills, Julie R	Howard Hanna Real Estate Svcs	14,565,000	37
15	Ferrari, Rhiannon M	EXP Realty, LLC	14,486,000	37
16	Ross, James E	Red 1 Realty	8,721,000	36

Rank No	Agent	Office Name	Volume	Unit
17	Collins, Charles E	Red 1 Realty	10,849,000	34
18	Clarizio, Bradley	Red 1 Realty	11,368,000	34
19	Shaffer, Donald E	Howard HannaRealEstateServices	10,918,000	33
20	Wemlinger, Kimberly B	Howard Hanna Real Estate Svcs	10,668,000	32
21	Knecht, Dylan J	RE/MAX Revealty	6,825,000	32
22	Graham, Mark	Countrytyme Realty, LLC	3,846,000	32
23	Looney, Sherry L	Howard HannaRealEstateServices	13,695,000	30
24	Jones, Tracy J	Keller Williams Elevate - Strongsville	4,207,000	30
25	Barlow, Jaysen E	Sell For One Percent	8,124,000	29
26	Riddle, Robert J	New Albany Realty, LTD	16,954,000	27
27	Keener, Angela L	Keller Williams Consultants	10,038,000	27
28	Abbott, Kelly	Howard Hanna Real Estate Svcs	10,796,000	27
29	Cox, Brittany	Keller Williams Greater Cols	9,187,000	26
30	Rasmus, Jude A	Rasmus Real Estate Group, Inc.	7,605,000	25
31	Kemp, Brian D	Keller Williams Capital Ptnrs	13,474,000	25
32	Lyubimova, Ekaterina	NextHome Experience	6,572,000	24
33	Miller, Sam	Re/Max Stars	3,937,000	24
34	Hursh, Andrew J	The Westwood Real Estate Co.	10,529,000	23
35	Murphy, Kristina R	Howard Hanna Real Estate Svcs	7,229,000	23
36	Kim, Lory	RE/MAX Connection	7,149,000	23
37	Beirne, Daniel J	Opendoor Brokerage LLC	7,071,000	23
38	Breeckner, Brian	Beckett Realty Group	7,632,000	22
39	Ritchie, Lee	RE/MAX Partners	9,348,000	22
40	Mulvany, Bryan R	Hart Real Estate Agency LLC	8,397,000	21
41	Bodipudi, Koteswara	Red 1 Realty	8,711,000	21
42	Edwards, Kyle	The Brokerage House	12,056,000	21
43	Wainfor, Susan	Coldwell Banker Realty	7,661,000	20
44	Wheeler, Lacey D	Red 1 Realty	9,432,000	20
45	Mancini, Mandy	Keller Williams Consultants	12,188,000	20
46	Wright, Kacey A	RE/MAX Partners	9,235,000	19
47	Webb, Stephanie	Keller Williams Legacy Group	6,083,000	19
48	Kamann, Heather R	Howard Hanna Real Estate Services	7,115,000	19
49	Guanciale, Andrew P	Coldwell Banker Realty	6,609,000	19
50	Salmons, Robert E	Entera Realty LLC	6,756,000	19

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - March 31, as of April 14

Rank No	Agent	Office Name	Volume	Unit
51	Fair, Diana	The Westwood Real Estate Co.	4,602,000	18
52	Ramm, Jeff	Coldwell Banker Realty	15,097,000	18
53	Beckett-Hill, Jill	Beckett Realty Group	10,475,000	18
54	Fox-Smith, Angelina L	Coldwell Banker Realty	7,444,000	18
55	Kovacs, Kimberly A	Coldwell Banker Realty	6,401,000	18
56	Andrews, Trevor R	RE/MAX Revealty	6,579,000	18
57	Mitchell, Courtney J	RE/MAX Premier Choice	10,972,000	18
58	Solomon, Arthur A	Coldwell Banker Heritage	3,220,000	18
59	Price, Hugh H	Howard HannaRealEstateServices	8,510,000	18
60	Lubinsky, John D	RE/MAX Affiliates, Inc.	6,959,000	17
61	Kohlhepp, John	Keller Williams Capital Ptnrs	5,275,000	17
62	Stevenson, Michelle L	M3K Real Estate Network Inc.	5,142,000	17
63	Vanhorn, Kohl	RE/MAX Impact	4,049,000	17
64	Horne, Jeffrey E	Coldwell Banker Heritage	3,020,000	17
65	Hughes, Malia K	Key Realty	6,642,000	17
66	Willcut, Roger E	Keller Williams Consultants	10,205,000	16
67	Casey, Michael A	RE/MAX Connection	7,657,000	16

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Rank No	Agent	Office Name	Volume	Unit
68	Romanelli, Cristina M	Keller Williams Greater Cols	5,768,000	16
69	Murphy, Patrick J	Keller Williams Consultants	7,014,000	16
70	Yoder-Barnhart, Nicole R	Howard Hanna Real Estate Serv	9,487,000	16
71	Noggle, Michelle	RE/MAX Revealty	4,604,000	16
72	Kendle, Ronald D	RE/MAX Town Center	13,589,000	16
73	Lieu, Jimmy	Swiss Realty LTD	3,187,000	16
74	Hamilton, V. Patrick	REMAX Alliance Realty	4,192,000	16
75	Evans, William Frederick	Auction Ohio	5,942,000	16
76	Crocco, Katie	RE/MAX Winners	5,792,000	16
77	Liston, Zeke	Red 1 Realty	3,739,000	15
78	Hood, Shaun	Coldwell Banker Realty	6,065,000	15
79	Jones, William R	RE/MAX Unlimited Results Realty	4,523,000	15
80	DiGiorgio, Ross V	The Westwood Real Estate Co.	3,304,000	14
81	Clark, Amy G	Cutler Real Estate	4,722,000	14
82	Richmond, Robert D	Red 1 Realty	4,820,000	14
83	Hamrick, Kimberly D	Keller Williams Consultants	4,594,000	14
84	Morrison, Natalie H	e-Merge Real Estate	4,492,000	14
85	Shields, Bradley L	Coldwell Banker Realty	7,647,000	14
86	Buck, Christy A	LEPI & ASSOC.	5,213,000	14
87	Griffith, Tyler R	RE/MAX Peak	4,156,000	14
88	Fader, Scott	Joseph Walter Realty, LLC	1,935,000	13
89	Mahler, Jeff A*	Keller Williams Capital Ptnrs	5,898,000	13
90	Figueroa, Ethel Lia	Mi Casa Legacy LLC	3,390,000	13
91	Croom, David M	Berkshire Hathaway HS Pro Rlty	4,318,000	13
92	Parham, Janene R	Red 1 Realty	2,414,000	13
93	Diaz, Byron	NextHome Experience	2,326,000	13
94	Jenkins, Brady J	Point Realty, LLC	3,227,000	13
95	Ford, Clint A	Coldwell Banker Realty	5,246,000	13
96	El Mejjaty, Omar	Carleton Realty, LLC	3,234,000	13
97	Fenters, Margaret M	Coldwell Banker Realty	7,265,000	13
98	Madosky Shaw, Lari	Coldwell Banker Realty	11,624,000	13
99	Giessler, Amy R	Cam Taylor Co. Ltd., Realtors	7,444,000	13
100	Hughes Smith, Emily	RE/MAX Connection	6,724,000	13

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TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan. 1 - March 31, as of April 14

Rank No	Agent	Office Name	Volume	Unit
101	Treen, Anissa A	e-Merge Real Estate Champions	2,887,000	13
102	Stover, Heather	Sluss Realty Company	4,701,000	13
103	Harr, William Christopher	RE/MAX ONE	3,882,000	13
104	Snow, Jennifer	Red 1 Realty	4,330,000	13
105	Doyle, Michael	Real of Ohio	4,329,000	12
106	Mulroy, Caitlyn	Redfin Corporation	3,928,000	12
107	Conley, Thomas E	e-Merge Real Estate	4,265,000	12
108	Parrett, Constance D	Cutler Real Estate	4,274,000	12
109	Boot, Yuriy A	BUCH Realty, LLC	3,561,000	12
110	Bell, Megan L	Real of Ohio	5,218,000	12
111	Cleary, Michele L	Howard Hanna Real Estate Svcs	5,762,000	12
112	Hall, Connie L	Rock House Realty LLC	3,570,000	12
113	Wimmers, James E	Keller Williams Consultants	4,394,000	12
114	Crain, John	Howard Hanna Real Estate Svcs	3,722,000	12
115	Wampler, Stacey J	Sluss Realty Company	2,460,000	12
116	Donovan, Anne	Coldwell Banker Realty	5,722,000	12
117	Daring-Stewart, Bryn L	ROYER REALTY LLC	2,779,000	12

Rank No	Agent	Office Name	Volume	Unit
118	Bates, Jacob	Di Lusso Real Estate	3,370,000	12
119	Chapman, Oliver	Keller Williams Consultants	8,160,000	11
120	Shroyer, Caroline C	Keller Williams Consultants	4,056,000	11
121	Roehrenbeck, James F	RE/MAX Town Center	3,860,000	11
122	Ridley, Rebecca Rea	Signature Real Estate	2,098,000	11
123	Filia, J. Nathan	Golden Gate Real Estate	3,214,000	11
124	Smith, Steven S S	Keller Williams Consultants	4,121,000	11
125	Alley, Rachel M	Keller Williams Capital Ptnrs	5,367,000	11
126	Sunderman, Mary K	Keller Williams Capital Ptnrs	5,435,000	11
127	Williams-Gebhardt, Angela M	Heart State Realty LLC	2,509,000	11
128	Harr, Kathryn	RE/MAX ONE	4,141,000	11
129	Becker, Kathryn K	Coldwell Banker Realty	5,474,000	11
130	Elflein, Joan	Ohio Broker Direct, LLC	3,331,000	11
131	Ogden Oxender, Erin	Keller Williams Capital Ptnrs	4,797,000	11
132	Cooper, Joshua D	RE/MAX Revealty	2,305,000	11
133	Piper, Matthew	ERA Real Solutions Realty	2,987,000	11
134	Wills, Elizabeth Genevieve	Rock House Realty LLC	3,609,000	11
135	Cowles, Lisa A	RE/MAX Town Center	3,453,000	11
136	Groza Yoko, Emily	The Brokerage House	5,747,000	11
137	Falah, Sinan	Coldwell Banker Realty	3,487,000	11
138	Rowland, Blair	Generations Realty	3,212,000	11
139	Laumann, Margot M	Street Sotheby's International	7,591,000	11
140	Smith, Suzan M	Rise Realty	1,298,000	11
141	Michel, Meg	RE/MAX Winners	2,939,000	11
142	Barash, Vadim	NextHome Experience	3,401,000	10
143	Moll, Mindy M	Key Realty	3,277,000	10
144	Kanowsky, Jeffrey I	Keller Williams Greater Cols	3,447,000	10
145	Sellers, Stephanie F	Keller Williams Capital Ptnrs	2,916,000	10
146	Goodman, Benjamin J	The Brokerage House	6,208,000	10
147	Kessel-White, Jennifer	KW Classic Properties Realty	3,428,000	10
148	Jackson, Patricia K	RE/MAX Genesis	6,707,000	10
149	Janszen, Joseph A	Keller Williams Greater Cols	5,567,000	10
150	Ett, William A	Coldwell Banker Realty	3,101,000	10

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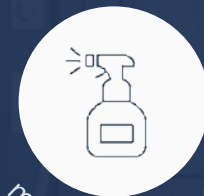
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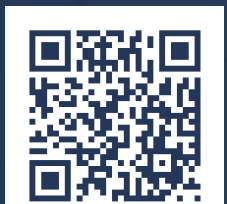


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