



Getting to know your 10 under 40 honorees

Recognizing the need to seek out the future leaders of our industry, the Columbus REALTORS® Young Professionals Network (YPN) launched the 10 Under 40 Award in an effort to identify our industry's up-and-comers!

With an application period of only two weeks (Jan. 1 - Jan. 17, 2014), there was a cosmic response of high quality applications. The 10 Under 40 Task Force combed through over 40 applications, narrowing it down to just 10.

Our 10 honorees are not only successful in their real estate career, but show enthusiasm, innovation and commitment in raising the bar in real estate.



Joy Barney

Joy Barney has been a licensed agent since 2003, and is a residential REALTOR® with Keller Williams Classic Properties. She is the 2014 president of the Northwest Area Realty Association, an active volunteer with the Junior League of Columbus, serves on the Kelton House Museum and Gardens Committee, and is a head-coach with The Girls On The Run organization.

What do you love most about your job?

The people, of course! Both clients and fellow REALTORS® alike, I love the friendships I have that were born through this business. Some of my closest friends are people I helped buy or sell a house – people I didn't even know until they hired me to assist them. And, of course, because of the hours we put in, we are in a position to get to know our fellow REALTORS® very well, too. From this I have friendships that will last a lifetime.

If you couldn't be a REALTOR®, what would you be?

If I were not a REALTOR®, I would probably be a landscape designer. I love being outside so the idea of working in nature is hugely appealing to me, and no two days would be alike.

What is your favorite real estate app?

I use the Realtor.com app most frequently because it's easy to navigate on my iPhone and it gives me a lot of information in a succinct format.

When you are not selling real estate, what do you enjoy doing?

I love being outside as much as possible and have a tough time sitting still. I'm not a TV watcher, so usually at the end of my work day, if I am not trying a new restaurant in the Short

North with friends, I am jogging through my neighborhood in Grandview Heights, or walking to a local coffee shop.

In your opinion, why is it important to give back to the community?

I am fortunate to have a great family, a wonderful support system of friends, and a fantastic life full of love, good health, and all of my necessities met. However, I would be naïve to think that is everyone's reality. There are always people who face tough challenges and helping them is the right thing to do, plus, it just feels good to help others.



Ben Calhoon

Ben Calhoon is a REALTOR® with Prudential Calhoon Company and has been a licensed agent since 2003. A third generation REALTOR®, Ben has received the one, five, ten and 25 million dollar sales clubs awards. He has served on numerous Columbus REALTORS® committees, including as Co-chair of YPN in 2012. He is currently the Vice-chair of the Government Affairs Committee.

What do you love most about your job?

The flexibility to do many things and work with so many different people with one license – residential, commercial, personal investment – the sky is the limit!

If you couldn't be a REALTOR®, what would you be?

This changes all the time, but Wildlife Ranger or Drone Pilot are the first things that come to mind, aside from always wanting to be a PGA tour golfer.

What is your favorite real estate app?

I'm going to go ahead and call Flexmls an app. I used to use several other mobile sites for helping clients, but now that MLS is mobile, it's my go to "app".

When you're not selling real estate, what do you enjoy doing?

Hanging out with my son Sammy, girlfriend Kristy, family and friends. Introducing my son to new things and watching him grow. Hunting, fishing, snowboarding, golf, football and traveling, as well.



Ryan Conway

Ryan Conway is a residential REALTOR® with Keller Williams Consultants Realty and has been licensed since 2007. He currently serves as Networking Director for the Columbus Young Professionals Club, a 20k member organization that hosts numerous networking events throughout the year.

What do you love most about your job?

What I love most about my business is the opportunity to test and tinker

with different aspects of it to improve the effectiveness of my marketing efforts, the quality of my customer experience, and my ability to assist families reach their home buying or selling goals. It can be challenging and it can be a big burden of responsibility (depending on whether changes are enhancing or simply falling flat), but it is definitely never a monotonous business and always very rewarding.

If you couldn't be a REALTOR®, what would you be?

I started my college career in computer science, but altered my course after becoming bored and seeing no stimulating outlet for coding databases. Meanwhile, Mark Zuckerberg and friends were on the other side of the country building Facebook in their dorms. If it weren't for that lapse of judgment in my younger years, I may have more strongly considered computer programming and graphic design as a primary career path. Regardless of chosen industry, I'd inevitably be a small business entrepreneur; it's just naturally in my DNA to be self-employed.

What is your favorite real estate app?

I was a little late to adopt dotLoop into my tech toolkit; embracing it shortly after the release of version 2.0. Only took me about 15 minutes to completely learn and fall in love with the software. Almost all of my clients love the simplicity and ease of use, regardless of tech savviness, and it's made a few of my transactions with out-of-state clientele possible when it would have otherwise been impossible.

When you're not selling real estate, what do you enjoy doing?

Besides spending time with my lovely wife and enjoying recreational activities like my golf and flag football leagues, I've really embraced my role with the Columbus Young Professionals Club as an advocate for the Millennial generation and providing

them with a lot of great personal and professional development focused events. With the vast size of the Baby Boomer generation and a Generation X following behind them that pales in comparison of its numbers, the Millennials are and will be forced into leadership roles sooner than they naturally would. Providing them with the education and empowerment to grab a hold of those opportunities has become a passion of mine.

In your opinion, why is it important to give back to your community?

Columbus has been very good to me and it only seems natural to return the favor. "Support local" is a big core value of my life and my business. If you shop local and use local service providers, you keep dollars in your community as those businesses, their owners and their employees all will spend money locally, as well, pay taxes that provide for community features like parks, libraries and schools that you also enjoy the use of. I always get calls from lenders and service providers from other ends of the country, and no matter the sales pitch or quality of product, I still support local because of the community benefit that is exponentially greater than fractions of percent's on a rate or pennies on the dollar saved versus using the local business.



Adelaide Davis-Holsinger

Adelaide (Addie) Davis-Holsinger

is a residential REALTOR® with RE/MAX Capital Centre and has been a licensed agent since 2006. She has served on multiple Columbus REALTORS® committees, including Sales Advisory and Governmental Affairs. Addie also serves as the Secretary for the Clintonville July Fourth Celebration.

What do you love most about your job?

I love being able to see the unique and distinguishable areas that make up the rich community of Columbus. I have been in houses from Mt. Vernon to West Jefferson and seeing the variety of homes, communities, stores and streets allows me to experience the gamut and then share my experiences and knowledge with my family, friends and clients.

If you couldn't be a REALTOR®, what would you be?

Through my position with the Clintonville July 4th Celebration, I have been able to plan a variety of fundraising events that positively impact our community and its residents. That mixed with my business experience, I could see myself working as an event coordinator for a nonprofit organization.

What is your favorite real estate app?

It's a little different than a listing search app, but I love the app called Houzz. It's basically Pinterest for all things related to the interior design and architecture of homes. A lot of buyers go into a home and can't envision a modernized or remodeled space. This resource helps me better serve my clients by saying

you “could do this backsplash” or “here’s a great space for a bench.” It provides lists of pros, pricing, and pinning to collect and build your perfect living space!

When you’re not selling real estate, what do you enjoy doing?

I enjoy spending time with family. My son is into all things sports, so we are either out kicking the soccer ball, throwing the football, or hitting a baseball. On an off day, my husband and I are always working on remodeling our “fixer upper”. And, if there happens to be an in-between, I love reading a good book, watching a movie at Studio 35, or just relaxing with a cup of coffee.

In your opinion, why is it important to give back to your community?

From competing on numerous sports teams and serving on committees, I have learned that in order to achieve success you must recognize that you are only as strong as the weakest link, and in order to grow you have to start building from the ground up. Compare to building a home; you may have a beautiful design and layout but if your foundation isn’t strong, your house will ultimately fail. Similarly, buyers want to move into neighborhoods that are not only vibrant on the exterior, but have an interior community feeling, as well. If we as a whole are able to recognize that and give back to local charities and organizations, then we will start to grow with the ability not just to survive but thrive.



Greg Gleaves

Greg Gleaves (High-Five Agent) is a residential REALTOR® with Coldwell Banker King Thompson and has been an active agent for three years. Greg is an avid user of new media and technology to build his business, utilizing videos and social media. He is currently the Vice-chair for YPN and serves on the Board of Directors of the Dublin AM Rotary.

What do you love most about your job?

I love the autonomy to be as successful as I want and to be able to develop a business plan that can maximize my value to my own clients.

If you couldn’t be a REALTOR®, what would you be?

I would be an entrepreneur/business consultant. It has always been my dream to own my own business and I love the idea of helping businesses grow to their maximum potential. Regardless, I would still high five my clients.

What is your favorite real estate app?

Google Maps. Columbus is a big city with a lot of

neighborhoods and Google Maps is the holy grail of making you an on-the-spot neighborhood expert.

When you’re not selling real estate, what do you enjoy doing?

I like to exercise and lift weights. The exercise is great for health, but also a way to de-stress from a long day. I recently decided to enter a powerlifting competition (for fun) and like the idea of setting goals and doing my best to achieve them.

In your opinion, why is it important to give back to your community?

You get what you give! Money and material possessions are not the most important aspects of life, it is about making a connection and doing your best to help others live a happy life. My best days are the days that I can reflect on and feel like I helped someone that was in need.



Matt Gregory

Matt Gregory is a commercial REALTOR® with NAI Ohio Equities and has been licensed since 2006. He is an active member of the Columbus REALTORS®, a past-chair of the Commercial Advisory Board, and the current president of Columbus Commercial Industrial Investment REALTORS®(CCIIIR).

What do you love most about your job?

I love that every day I get to deal with different people in many different industries. I feel like an extension of each of my client’s businesses, as if I am their own personal real estate department.

If you couldn’t be a REALTOR®, what would you be?

If I couldn’t be a REALTOR®, I would likely be a Director of Information Technology for NAI Ohio Equities.

What is your favorite real estate app?

Although not specific to the real estate industry, I don’t think I could survive without PDF Expert.

When you’re not selling real estate, what do you enjoy doing?

I enjoy spending time with my wife Katie, and our two kids, Max and Lexi. We love attending Buckeye games, movies and Chuck E Cheese.

In your opinion, why is it important to give back to your community?

I believe the survival of mankind depends on each and every person pitching in and doing their part to make this world a better place.



Ben Hemmert is a residential REALTOR® with HER, REALTORS® and has been an active agent for 11 years. He currently serves on the Columbus REALTORS® Scholarship Committee and is an active volunteer and supporter of several charitable causes within his community, including the New Albany Independence Day 5K, New Albany Classic Family Day, New Albany Symphony, and the New Albany Children's Ballet Theater.

What do you love most about your job?

What I love most about being a REALTOR® is the relationship building. I keep in touch with my clients long after closing. Over my career, repeat and referral clients have remained a majority of my business. I feel blessed to have a job that helps my clients as their lives and housing needs change. Whether a first property, a bigger home for a growing family, a smaller “empty nest,” or an investment property, a life has been changed, which is incredibly rewarding for me.

If you couldn't be a REALTOR®, what would you be?

If I couldn't be a REALTOR®, I would put my business sense, hard work, and customer service skills to use and open a small retail store with my wife. Growing up, I worked at Soccer Plus, a local family-owned small business, where I learned customer service principles I continue to use today in real estate. Whatever I did, I would want the ability to work hard, drive my own business, and truly help people in some way.

What is your favorite real estate app?

The app I have become most comfortable with and use the most is Realtor.com. While this may be a simple, generic answer I believe that sticking to the basics is often the best route. Realtor.com is easy to navigate and provides needed information and pictures.

When you're not selling real estate, what do you enjoy doing?

I'm not sure there is ever truly a time when I am “not selling real estate.” It is a 24/7 job. When I am not with clients, you will find me with my wife and two daughters, Lillian (age 5) and Kate (age 2). We start each week with Sunday morning Mass, the one hour a week I do not schedule appointments. The rest of our time is quickly filled with soccer practice, ballet, basketball and birthday parties. We are also involved in and attend many different events in our community – everything from the New Albany Symphony to a high school football game.

In your opinion, why is it important to give back to your community?

I am proud to be able to raise my family in the same community where I grew up. The values and beliefs instilled in me when I was young are the same things I hope to teach my daughters. There is an overwhelming philanthropic spirit in New Albany and I am proud to do my part to help strengthen and grow that spirit. Winston Churchill once said, “We make a living by what we get, but we make a life by what we give.” Being able to give back feels good, keeps me grounded, and reinforces the principles and beliefs upon which my business is built.



Jeff Mahler is a residential REALTOR® with Keller Williams Capital Partners Realty and has been licensed for seven years. He is currently the Vice President of the Clintonville North Area Real Estate Association, a member of the Keller Williams Agent Leadership Council, and serves on Clintonville Student Citizen Awards Committee.

Jeff Mahler

What do you love most about your job?

I love the endless possibilities the career of being a REALTOR® offers. There is no “glass ceiling” that limits your success, efforts or time in this industry. Having the ability to constantly perfect your craft, while at the same time learning new things and growing a business is what I love to do.

If you couldn't be a REALTOR®, what would you be?

While real estate has always been my #1, psychology has always been an interest of mine. Fortunately, I find myself taking on the role as a psychologist from time to time.

What is your favorite real estate app?

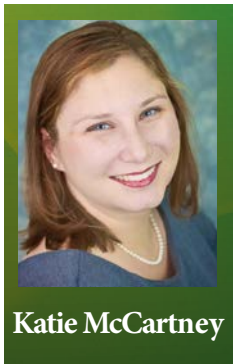
I love having the E-key on my iPhone. It's convenient, easy to use and one less “thing” I am holding in my hand while showing properties.

When you're not selling real estate, what do you enjoy doing?

I enjoy spending time with family and friends. Coaching and playing basketball and volleyball.

In your opinion, why is it important to give back to your community?

We, as REALTORS®, are in the business of change. We have the ability to change someone's life or make a positive impact on our community on a daily basis. It's a very important role that we take on and should value as a REALTOR®.



Katie McCartney is a residential REALTOR® with Cam Taylor Company, REALTORS® and has been an active agent for seven years. She has served on numerous committees for Columbus REALTORS®, including YPN, Government Affairs and MLS. She is a 2012 Leadership Worthington graduate, and current board member of the Capital Area Republican Women.

What do you love most about your job?

The flexibility of schedule.

If you couldn't be a REALTOR®, what would you be?

Someone that would contribute to society and serve others.

What is your favorite real estate app?

Google Maps.

When you're not selling real estate, what do you enjoy doing?

Reading, cross stitch, gardening, playing with my son and dog, and hanging with the hubby.

In your opinion, why is it important to give back to your community?

Relationship building is the backbone of real estate. Giving back to the community is a very important part of relationship building and establishing your reputation.



Andy Mills is a commercial REALTOR® with Continental Realty and has been a licensed agent for nine years. He is a current director for the Ohio Association of REALTORS®, 2014 Co-Vice Chair of the REALTOR® Care Day Committee, President of the Tri-Village Rotary, and of the Ohio CCIIM Chapter. He is also President-elect of the Nationwide Children's Hospital Development Board.

What do you love most about your job?

I love meeting new people, I love the freedom and flexibility of my schedule, and I love that every day is different.

If you couldn't be a REALTOR®, what would you be?

That is the million dollar question. I looked at the FBI, US Marshall's office and CIA coming out of college so I probably would pursue one of those careers.

What is your favorite real estate app?

My 10BII Financial Calculator.

When you're not selling real estate, what do you enjoy doing?

I enjoy traveling, reading, spending time with family and friends, playing sports, watching sports, and spending time outdoors. I'm also into crossing things off my bucket list every year. Last year I ran a marathon, and this year I'm going to run with the bulls in Spain.

In your opinion, why is it important to give back to your community?

It is important to give back because it is our obligation to take care of those in need. Some of my earliest memories are my parents taking my sister and me to pass out meals on Thanksgiving and Christmas to those less fortunate. My parents instilled in me from an early age the importance of giving back to the community and that has just become a part of what makes me happy. I also believe that it is important to volunteer for organizations that support your industry. We are blessed to be in a great business and it is our job as REALTORS® to continue to want to work to improve our image and the support we get from local, regional, and national organizations.

