

Meet central
Ohio's top

10
under
40

real estate
professionals



Meet central Ohio's top 10 under 40 real estate professionals. The 2015 10 Under 40 honorees are innovative, ambitious, and committed to raising the bar in real estate. These select individuals are leaders in the central Ohio real estate community under the age of 40, and have demonstrated excellence in the areas of sales, leadership and community involvement.

In its second year, the prestigious 10 Under 40 Award received an incredible amount of interest and applications in 2015. Nearly 50 applicants vied to be recognized as one of the 10 under 40 real estate professionals in central Ohio.

The 10 Under 40 award is an initiative set forth by Columbus REALTORS® and the implementation of the award is spearheaded by the Young Professionals Network (YPN). As the name of the award suggests, it is issued to REALTORS® under the age of 40 who are successful, demonstrate enthusiasm, innovation, and commitment to the real estate industry.

Selection of 10 under 40 finalists was based on five key factors, including sales and volume, community involvement, professional involvement, business strategy and an 'x factor' which included letters of recommendation and uncategorized content.



Kaci Brown **B & A Realty**

An Ohio University graduate, Kaci has worked for her family owned and operated property management company since 2003. She earned her real estate broker's license in 2009 and she currently serves

as an OAR Director and chair of the Columbus REALTORS®

Leadership Academy Advisory Board, which she graduated from in 2011.

What do you love most about your job?

We have a lot of international residents and interacting with those who are moving to the United States for the first time can be a lot of fun. You just can't help but smile when someone tells you that you are showing them their first American home and then asks you to take their picture in the first basement they have ever seen so they can send it to their wife and children back home.



Katie Davis **Berkshire Hathaway** **HomeServices, Inc.** **Calhoon Company**

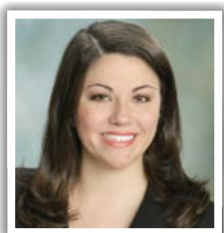
Katie received her real estate license shortly after graduating from Indiana University in 2007 and moving back to Upper Ar-

lington, where she grew up. She quickly translated her hard work into results. When she is not helping people track down the perfect home for their needs or market and sell their current home, she finds fulfillment in her role as the property manager for her condo association and in her participation as a volunteer for Decorator's Show House benefitting the Columbus Museum of Art, and as a member of several area realty associations and the Women's Coun-

cil of REALTORS®. Katie also currently serves on the Board for Pleasure Guild benefitting Nationwide Children's Hospital as the Vice President of the organization.

What do you love most about your job?

I can honestly say I love what I do. What it really comes down to is the people aspect of the job. Working with new people every day whether it is clients, other REALTORS®, lenders, title representatives, etc., keeps everyday new and exciting. Helping people make one of the most important decisions in their lives is so rewarding. It is so enjoyable to sell clients a property and to watch the place you sell them truly become a home. I am so thankful for my clients for helping me to get to where I am today. I could not be where I am without their support, referrals and repeat business. There are not many jobs where your clients oftentimes turn into friends, which is another reason I love being a REALTOR®.



Rhiannon Ferrari **RE/MAX Elite**

Rhiannon was born in Columbus, but grew up in a military family living all over the world. After high school, Rhiannon came to Ohio State for college. She has enjoyed Columbus ever since and

has been a full-time REALTOR® since 2009. Rhiannon and her four-year old daughter Harper reside in Grove City at Pinnacle Golf Course. She is a member of Columbus REALTORS®

One and Five Million Dollar Sales Awards Clubs, and recently served as the Southwest Area Realty Association President in 2014. She is a certified volunteer for Central Ohio Restore & Rescue through the Salvation Army.

What do you love most about your job?

I believe real estate is more about relationship building than actual sales. I enjoy meeting new people, helping them make good investments, and building friendships with my clients during and after the transactions. The human element of this job is what makes it most interesting, and every day it is something new!



Bryan Jarrett **Keller Williams** **Consultants Realty**

A graduate of Bowling Green State University, Bryan was the Vice President of lending for a global bank for five years prior to becoming a REALTOR®. Brian

is the recipient of the Top 10 ranking among stand-alone agents in central Ohio with Coldwell Banker King Thompson from 2010-2014, top 5 percent of sales associates globally with Coldwell Banker King Thompson from 2012-2014, top 6 percent of REALTORS® based on client satisfaction in the state of Ohio ranked by

Five Star Professionals 2013, is a member of Columbus REALTORS® One, Five and Ten Million Dollar Sales Awards Clubs, and served as YPN co-chair in 2014. Brian volunteers his time for several community organizations including Habitat for Humanity, Last Call Mission, Faith Mission, The Boys and Girls Club, Junior Achievement, and the Special Olympics.

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

Giving back to our community is paramount. As a REALTOR®, I promote central Ohio daily and anything I can do to enhance our neighborhoods or my fellow residents' quality of life only serves to make the greater central Ohio area a more desirable and a better place to live.



Todd Jarvis
Howard Hanna
Realcom Realty

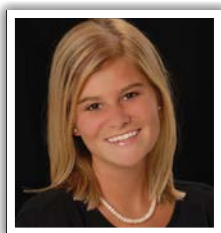
Todd was born and raised in Reynoldsburg, Ohio. He is a graduate of University of Cincinnati, where he majored in Business-Communication.

Within Todd's first year in real estate, he earned membership

in the Columbus REALTORS® One Million Dollar Sales Award Club. He is now also a member of the Five, Ten, and 25 Million Dollar Sales Award Clubs. He currently chairs the MLS Committee and is part of the 2014-2015 Columbus REALTOR® Leadership Academy.

What is your favorite real estate app?

I don't have a favorite real estate app, but I find myself using the built in flashlight app a lot during listings or showings.



Kiki Street Kullman
Street Sotheby's
International Realty

For Kiki, real estate is not simply work, it is a family business and a way of life. Kiki was born and raised in Upper Arlington and is a graduate of the College

of Charleston, where she earned a B.A. in Corporate Communications. She grew up in the industry watching her grandparent's and parents become successful agents and, in 2008, she officially joined Street Sotheby's International Realty to follow in their footsteps. Kiki joined the family business after living in New York City, where she had the opportunity to work in the Sotheby's International Realty, Downtown Manhattan Brokerage office. While working in New York City, Kiki was able to gain knowledge by having some of the most successful agents in Manhattan as mentors, and by having a hands-on experience of

the fast paced world of real estate. She currently lives in Upper Arlington, with her husband and fellow Street Sotheby's International Realty REALTOR®, Greg Kullman.

Why is it important to give back to the community?

I was born and raised in Columbus, Ohio and this city and my community means the world to me. I was able to live in two different cities after high school, one during college, Charleston, South Carolina, and after College I lived and worked in New York City. Being away from your roots and the place you call home makes you realize how special it really is. Aside from the personal love and dedication to my community, there is a professional perspective. The communities we work in, the communities we sell homes in and help buyers move into are the foundation of our business. We need strong communities to keep the cycle going. I enjoyed growing up in Columbus, Ohio and I think we all have a duty to do our part so that future generations can enjoy the same unique experiences that we have been fortunate enough to have in Columbus.



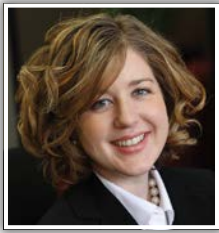
Bethany Alexander Mills
Mills Realty &
Management Co.

Bethany is the Owner and Broker of Mills Realty & Management Company. Bethany has been in the real estate industry as an investor since 2002. In 2006, she secured

her real estate license where she has since established herself in the real estate community, specializing in investment portfolios and residential properties. With an entrepreneurial spirit it did not take her long to realize her personal dream of starting a real estate brokerage. She now operates a growing brokerage with a strong focus on community involvement in Fairfield County. Bethany has also started a non-profit called "The Key to Giving," which encourages REALTORS® and the community to participate in giving back through individual passion projects.

What do you love most about your job?

Being a Go-Giver instead of a Go-Getter. It's not about getting a sale, getting a listing, getting buyers. It is all about Giving. Giving time, attention, counsel, education, empathy, and most importantly...value. When I started my career in real estate, I was very independent (building my own investment portfolio, building my own business, building my future). I reached a point and realized my life was very much all about me. When I became a broker and started building a team, I learned what interdependence is all about and recognized it's not about me; it's about them. Them – the people you work with, your clients, your loved ones. The highest compliment you will ever pay another human being is to take the time to actively listen, actively observe, and actively care about what is important to that other person. Focus on them. Listen to them. Care about them. What I love most about my job is connection with others.



Erin Ogden Oxender
Keller Williams
Capital Partners

Since 2007, Erin has received the Keller Williams Capital Partners Rookie of Year Award, earned membership in Columbus REALTORS® 10 Million Dollars Sales Award Club and is a 2014 graduate of the Columbus REALTORS® Leadership Academy. She currently serves on Columbus REALTORS® CORPAC Fundraising and Governmental Affairs committees. She participates annually in REALTOR® Care Day

with the North Area Realty Association and Red Day, a nationwide community service day with Keller Williams. Erin is an active participant in National Calls to Action from the National Association of REALTORS® and she has attended legislative meetings at the annual NAR conference since she has been licensed. Erin was also awarded the first Nate Katz Scholarship from the Columbus REALTORS® Scholarship fund.

Why is it important to give back to the community?
 When we invest our time, energy, love and support back into the community, we all benefit and help to create a safe and happy community to live, work and play. It's a win-win for everyone when we work together.



Gretchen McKay
Roginson
Coldwell Banker
King Thompson

Gretchen is entering her 12th year as a REALTOR® with Coldwell Banker King Thompson. She has been involved with Columbus REALTORS® for nine years, including chairing the CORPAC, Awards and YPN committees, and was elected to the Board of Directors in 2011 for a three year term. She is a

Board member at the Ohio Association of REALTORS® and has chaired the OAR YPN and Business Technology groups and, in 2015, will chair the Convention Committee. This year, she also serves as the Women's Council of REALTORS® President-Elect.

What do you love most about your job?
 I love the transitions that happen over the course of time during a real estate project. From the first initial business meeting to clarify the goal, to the subsequent meetings when we execute the plan, to really hitting our stride to the finish line all along learning more and more about one another's lives during an emotional ride – so much so that we laugh and cry together...that's the best part.



Kristina Ross
RE/MAX Capital
Centre, Inc.

Kristina has been a REALTOR® with RE/MAX Capital Centre, Inc. since becoming licensed in 2010. Over the last several years, Kristina has served on the Foundation Fundraising Committee and actively supported the Benevolence Fund and CORPAC. In 2015, she was honored to be appointed as the Foundation Fundraising co-chair and an Ohio Association of REALTORS® Director. Kristina is a true Buckeye and received her B.A. from The Ohio State University

in 2002. Kristina continues to give back to her community where she enjoyed growing up and has decided to raise her family. As a result, she is proud to serve as an active Board member on the Clintonville Community Fund and Chair the Clintonville Homes Tour. Kristina is a member of the Columbus REALTORS® One Million Dollar Sales Award Club, RE/MAX 100 percent Awards, and a Five Star Real Estate Agent recipient.

What is your favorite real estate app?
 I love the Homestyle Interior Design app. This app allows you to virtually redecorate your home before actually buying materials. I also use Flexmls app on a daily basis. I am thankful for the quick and convenient access to our MLS.