



Honorees

The 2016 10 Under 40 honorees are innovative, industrious, and committed to continually raising the bar in real estate. This group of select individuals are not only leaders in the central Ohio real estate community, but under the age of 40 and have demonstrated excellence in the areas of sales, leadership and community as well as professional involvement.

For the third year in a row, the prestigious 10 Under 40 Award received a significant amount of interest and number of applicants. Nearly 50 applicants vied to be recognized as one of the top real estate professionals under 40 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 the 10 Under 40 finalists is based on five key factors: sales and volume, community involvement, professional involvement, business strategy and an 'x factor' which included letters of recommendation and uncategorized content.

Read on to get to know this unique and driven group of young leaders in the central Ohio real estate community!



Jeremy Pape, CRT, REALTORS®

Jeremy graduated from Pickerington High School and continued his education at Ohio University, where he completed a B.S. in Education. Jeremy was an officer in the U.S. Air Force and a C-130 pilot before and during his real estate career. Jeremy started his career in real estate in 2003 and became a founding partner of HER, Realtors® in 2009. He is a multiple real estate award winner, including Gold, Silver and Bronze Sales levels, Winner's

Circle Elite, President's Club, and Top 10 awards in Closed Units, Success Rate, and Relocation Conversions. He recently received the Columbus REALTORS® 25 Million Dollar sales award. In December of 2015, he opened his own brokerage, CRT, REALTORS®. He enjoys flying planes, golfing, snowboarding, skiing and water skiing. Jeremy currently resides in New Albany with his wife, Amanda, and three children.

Why/how do you incorporate technology into your business?

Technology is incorporated in almost every aspect of my business. We have many websites that are available for people to search on and they also provide a lot of lead capture devices. I also use electronic documents and have a nearly paperless office. My marketing centers around professional cameras, video cameras, go pros, and drone photography.



Shaun Simpson, Keller Williams Capital Partners

Shaun has been a licensed REALTOR® since 2012, after spending time working in new home sales. Shaun has undergraduate degrees in finance and real estate from the University of Cincinnati and an MBA from Franklin University. Shaun is a member of multiple committees at Columbus REALTORS®, as well as the current vice chair of CORPAC and the Vice President of the Southern Delaware County Realty Association. Shaun is a believer in community involvement and is a member of the Powell Chamber of Commerce, The Mercator Club of Columbus, and serves on the Board of Zoning Appeals with the city of Powell. Shaun enjoys spending time with his two daughters and wife as well as being bad at golf.

What do you love most about your job?

Being a REALTOR® offers a unique experience that doesn't exist anywhere else. We get to express our creativity and have the freedom to run a business the way we would like in an industry that is ever changing. Because of the nature of the industry we get

to continually learn and evolve. Most of all we get to help in the development of our communities and make a difference in the lives of our clients, all of whom have a unique story and experience.



Anthony Masci, Berkshire Hathaway HomeServices Calhoon Company

Anthony was raised in Cincinnati and has lived in Columbus since he relocated in 2002, to enroll at The Ohio State University. Upon graduating, and obtaining his real estate license, he dove right in.

Over the past 10 years, Anthony has served clients with both residential and commercial transactions. In addition, he owns and operates a short sale facilitation company providing much needed assistance to home owners struggling with an upside-down mortgage. Anthony remains very involved with the Columbus REALTORS®. Over the years he has served in a variety of capacities including the role of chairman for the Leadership Academy Advisory Board, YPN, and the CORPAC Fundraising Committee. He also stays active in the local community, and abroad, supporting various causes and organizations with an emphasis on helping underprivileged children and families. Anthony currently resides in Powell with his wife and son. In his free time, Anthony enjoys athletic competition (basketball in particular), the outdoors, traveling, and cheering on his beloved sports teams.

What do you love most about your job?

Helping people. As REALTORS® we are responsible for guiding people through a huge undertaking, and with each client comes the opportunity to make a positive impact. Yes, we all love the post-closing handshakes and photo ops, but to me it's the stuff before closing that I relish. Providing a solution to a problematic situation or proactively taking steps to defuse a potential issue before it takes shape is extremely satisfying. I also love educating people and offering resources and ideas they otherwise may not consider. There's nothing better than hearing a client say they couldn't have done something without my help, or that something I did or said made their day. The greatest thing about this job is the daily chance to make a difference, whether it's big or small.



Cole Cannon, Berkshire Hathaway HomeServices Professional Realty

Cole was born and raised in Hilliard, Ohio. After graduating from The Ohio State University in 2013, he received his real estate license just a few months later. He has been exposed to real estate since the

age of five, following his mother to showings, open houses, and closings. In his first full year of being licensed, Cole received the Columbus REALTORS® One Million Dollar Sales Award. Cole is currently the chair of Business Technology Forum and a member of CORPAC Fundraising, Foundation Fundraising, Recognition and Sales Awards, YPN, Builder/REALTOR® Alliance and the Governmental Affairs committees. When Cole isn't selling real estate, he enjoys the local restaurants in Columbus, taking day trips to hike at Hocking Hills, and being with his family and pets.

What do you love most about your job?

I love seeing the excitement of a client when they get the house of their dreams or get their home in contract. Everyday, there are new obstacles and challenges that arise, and finding suitable solutions



Dustin Ultican, HER REALTORS®

Dustin is originally from Pickerington, Ohio, and is a graduate of University of Charleston (Bachelor's) and Ohio University (Master's). Now residing in Worthington, Dustin has been in the business for four years, and has quickly grown in sales and influence within the industry by focusing most of his marketing and business on generating referrals, consistently creating relationships, and embracing technology as a way to improve business. He was selected to the Columbus REALTORS® Leadership Academy in 2014-2015, is the current Business Technology Forum Vice Chair, and finished 2015 with over \$7.3 million in sales volume. Dustin also enjoys getting involved with the community through the Ohio DECA program and the Real Money. Real World program.

Why/how do you incorporate technology into your business?

Technology has played a big role in helping me achieve the success I've had. I really believe consumers are demanding our industry to be innovative and use the tools that are out there. Though technology associated with marketing is huge, it goes beyond just marketing homes. I think technology is a way to improve relationships, either through simplifying tasks, educating myself, or allowing myself to build stronger bonds with the people I represent. I've focused on using the technology, apps, and programs that will improve the consumer experience or will assist in making their lives easier. These programs also allow me to show who I am as an agent and person, making it easier to communicate. The technology is getting smarter, and so is the market. It's been extremely important for me to continue listening to what the consumer wants and meeting those needs from a technological perspective.



Heather Dunn, Coldwell Banker King Thompson

Heather Dunn is an independent REALTOR® with Coldwell Banker King Thompson. Her service includes Columbus REALTORS® Director (2016-2018), 2016 Ohio Association of REALTORS®

YPN Chair, 2015 Women's Council of REALTORS® Past President, and past Columbus REALTORS® YPN Chair. She is also a past OAR Director, actively serves on numerous committees at both the state and local level, and has attended the WCR Leadership Academy and every state real estate conference in the past six years. She's also attended 11 National conferences since being licensed in 2012. She is a recipient of the WCR Affiliate of the Year and of the Columbus REALTORS® Rising Star of the Year awards. She co-chaired the Columbus REALTORS® YPN in 2013, when they won the NAR Large Network of the Year Award. Heather lives in Westerville with her husband, four children and four dogs.

Why/how do you incorporate technology into your business?

I incorporate technology into every aspect of my business! The most basic technologies that I use are cloud document storage and electronic signatures, which allow me to keep an almost paperless office via my laptop and iPad/iPhone. I also use technology in my

marketing by utilizing big data from SmartZip, a company that helps me targets a particular territory and tracks the buying/selling intentions of residents in that territory based on their habits when they are online. I use Facebook targeted campaigns along with video ads. I also pay for a service called SocialMLS to connect with my sellers' Facebook networks, bringing more exposure to my listings by providing the story of their home online. I also spend time marketing and networking on SnapChat, LinkedIn, Pinterest, Instagram, Facebook and I'm developing a plan to incorporate Periscope.



Kimberlee McClellan, Majestic Realty

Kimberlee is the broker/owner of Kimberlee Real Estate Inc., dba Majestic Realty. Kimberlee has exclusively serviced REO properties since 2002 and opened Majestic Realty as a full service REO broker in 2007. She sat on a Broker Executive Board for the HUD M&M III contract, serves on the Columbus REALTORS® Governmental Affairs Committee and on the Ohio Association of REALTORS® Equal Opportunity – Diversity Committee. She also serves on OAR's Professional Standards Committee and is a member of the Legal Issues and Property Management & Investment forums. She is a local member of the NAREB Columbus Realtist Association and a national member of AREAA, NAHREP, NAR, WinDS – Charter Member, US REO Partners – State Representative, REOMAC, and NRBA. She partners with numerous local nonprofit organizations and makes a donation for every sales agents' closings. In addition to their non-profit partnerships, her business provides various youth sponsorships for seven local community groups.

What do you love most about your job?

Honestly, I love everything about my job! I love that every day is a new day full of opportunities with no limits to success. I love its flexibility. The flexibility allows me a balance in goal setting for future business, servicing my existing portfolio, and life balance through family, faith, and personal development. I surround myself with positive productive like-minded individuals which operate with a level of ethics and high standards unparalleled to others. We understand the importance of life balance, time management, community involvement, and the ultimate food for the soul – giving back.



Krysten Criss, RE/MAX Town Center

Krysten has been in the real estate industry for over a decade, helping buyers and sellers locally, with one of her specialties being investments. Krysten moved to Columbus after completing Commercial Pilot school in Canada to be closer to her family. Deciding you can never be too educated, she started at the Max M. Fisher College of Business while getting her first job in the real estate industry as the weekend receptionist at New Albany Realty. This sparked a new career path that she's more passionate about with each passing day. When helping a client, Krysten's objectives are simple: always go above and beyond what is expected while never losing sight of what's in the clients' best interest. Krysten lives in Westerville with her husband Steve and their two daughters, Katie and Kendall.

Why/how do you incorporate technology into your business?

The use of technology within the scope of our real estate world has come leaps and bounds since I've been in the industry. I personally

love social media as a platform to get new listings out to the world. I am thankful for the opportunity to use the internet in conjunction with print ads to further add depth to the home in the form of photos, links and videos, reaching significantly more people by having more avenues.



Mike Pacifico, RE/MAX ONE

Mike was born and raised in Pickerington, Ohio. He is a graduate of Capital University, where he majored in finance. He grew up in the industry watching his dad become a successful agent and in 2010, followed in his father's footsteps. Within Mike's first year in real estate he achieved the Columbus REALTORS® One Million Dollar Sales Award. He has also obtained the Columbus REALTORS® Five Million Dollar Sales Award in 2012, and its Ten Million Dollar Sales Award in 2014. He has also been awarded the Chairman's Club Award and/or President's Club Award between 2011-2015. He has been involved with Columbus REALTORS® for five years, and has served on the Member Services and Governmental Affairs committees. He strongly believes that when you're a part of a great community, giving back is very important. In his spare time, Mike is an avid sports fan and enjoys spending time with his family. Mike lives in Pickerington with his wife Melanie and their three kids, Sophia, Sam and Anthony.

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. I love meeting new people and building new relationships. Real estate is a career where I can get as much out of it as I put into it offering limitless potential.



Zachary T. Loomis, RE/MAX Loomis & Associates

Zac Loomis was born and raised in central Ohio. After purchasing his first home at 19 years old, he knew that he wanted to pursue a career in real estate and decided to go to work in new construction at the age of 20. After working for a builder for almost four years, he studied for his real estate license and started working as an independent agent. Since that time he has received top sales awards in his office, been a member of the RE/MAX International 100% club each year, become a member of the \$10 Million Dollar Club, Re/Max Hall Of Fame, and, most recently, the Re/Max Platinum Club. He married the love of his life, Lauren, in 2005, and recently celebrated their 10 year anniversary with their two children, Carter and Quinn. He lives on the north end of Columbus and enjoys golf, scuba diving, and Tae Kwon Do.

Why/how do you incorporate technology into your business?

Technology is a necessity to be successful in real estate today. I can give my clients access to thousands of properties with the touch of a button, create documents in minutes and sign electronically in seconds. In a HOT market such as the one we are in today, timing makes all the difference in what kind of deal you can get for your clients. Without the latest tech, you are putting yourself and your client(s) at a distinct disadvantage.