



**T**he 2017 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. Over 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 four key factors: sales and volume, community and professional involvement, business strategy and an 'x factor' which includes 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!



### **JESSE SHKOLNIK, Equity**

Jesse is a Commercial REALTOR® Associate with Equity. Through his career in real estate, he has worked with local, regional and national clients. Jesse joined Equity in 2014 after starting in commercial real estate at LGR Realty/Plaza Properties first as a college intern and, after graduation, as a licensed agent. He is a member of the International Council of Shopping Centers and a proud graduate of Ohio University. Jesse has been heavily involved with Columbus REALTORS® since starting as a full-time REALTOR® in 2009. He has served on the Commercial Education and Commercial Standard Forms committees, in addition to serving as past chair of the Young Professionals Network, REALTOR® Care Day and the Commercial Recognition committees. He is the current chair of the Scholarship Committee and of the Commercial Advisory Board. Additionally, he has been appointed to the Columbus REALTORS® Board of Directors and the Ohio Association of REALTORS® Board of Directors and Strategic Planning Committee. Jesse was awarded with the Columbus REALTORS® Commercial/Investment Rookie of the Year Award in 2011.

### **What do you love most about your job?**

I enjoy the day to day changes and challenges that commercial real estate presents. It keeps me on my toes plus keeps me looking forward to the next day and what it will bring. The excitement from all parties when closing a sale, or signing a lease, is always great, as well.

### Why is it important to give back to the community?

Along with all the good it does and the happiness it brings others, we are in a time where we just need to be good human beings to the people and places around us. We should all strive to give back to the community because it's where we were raised and made us who we are. Unlike other professions, our community is where we work and live. If it can earn us a living, we can give back to make the community better, just as it has done for us.



#### **KATE CRAGER-TOBIN, Crager Real Estate**

Kate is a second-generation REALTOR® and native of central Ohio, following in her Mom's footsteps, who started in the industry in 1987. She grew up on a farm in London, Ohio where she and her mother started Crager Real Estate in 2001, of which they are both co-broker/co-owner. Kate received her real estate license in 2001 at 18. She used her license while in college in the field of property management as well as sales until after receiving her degree in business management in which she went full time into real estate sales. She obtained her broker's license in 2008. She served in 2016 as the vice president of the Madison County Area Realty Association and as the Madison county representative to the Columbus REALTORS® MLS committee. In 2016 she obtained her Five Million Dollar Sales Club Award. Kate is currently serving in 2017 as the president of the Madison County Area Realty Association and is the Madison County Representative to the Columbus REALTORS® Board of Directors. Kate is also a three-year winner of the Five Star Professional Award, and a two-year winner of the OAR President's Club Award of Distinction. Kate has been married to her wonderful husband, Clarke, who is a Columbus Police Officer as well as a REALTOR®, for 11 years; and they have two amazing daughters, Eliah 5, and Elisha 1. Kate is a loyal Buckeye fan and she enjoys spending time with her family at their Choctaw Lake home in London and vacationing with them whenever possible.

### What is my favorite real estate app?

For better or worse, I would have to say Zillow. It's a love/hate relationship but clients will ask me about a house they saw on Zillow and sometimes the only way to see what they are talking about is to get on Zillow myself and find the information. For fun though I would have to say Houzz. I love home design! We are constantly remodeling something and I love to find inspiration there.

### Why is it important to give back to the community?

For one, because my community has been so supportive of me and my business over the years! However, I also feel it increases awareness about our industry and what we do. I think the community needs to know what resources are available to them and by having a friendly, caring person to share that makes them feel more open in asking questions and gaining the knowledge they are seeking.



#### **LORY KIM, RE/MAX Connections, REALTORS®**

As the daughter of two immigrant parents, she was raised to have a strong work ethic, dedication to her career, and kindness in her heart. Through her real estate business, she tries to embody all three of these characteristics. She has been practicing real estate since 1998, in a variety of aspects. From starting as an unlicensed assistant, to an account manager, new builds, and now running her own company, she has seen every aspect of this business. In her free-time she enjoys spending time with her three beautiful children, Grace, Metodi, and Vaughn, and her husband Rob. In addition, she enjoys dedicating her time to

the American Brain Cancer Association and raising money for the continued research against brain cancer. She also likes to volunteer with Ronald McDonald House Charities and teaching her kids about the importance of giving back. When she's not working or volunteering, you can find her visiting with family members. Family and friends are what she most cherishes and tries to spend as much time as possible with them. She is thankful for her career, family, and life and is grateful to be in the Columbus area.

### What is your favorite real estate app?

Flexmls pro is my favorite. As a REALTOR® I love looking at homes, so in my free time I will browse the app looking for all the new listings, and dream homes available. Or if I am in front of the client, I can browse through using the map and or other tools on the app to show immediate updates or details. It's awesome.

### Why is it important to give back to the community?

We all share the same humanity. Even though our circumstances are different, we are all created equal. You never know what someone else may be going through, and it very well may be similar to our own story. In addition, it reminds me of how lucky I am and how much I appreciate life.



#### **MEGHAN MARTIN, Keller Williams Capital Partners**

Meghan Martin has called Columbus home for most her life. She attended Bishop Watterson High School and graduated from The Ohio State University majoring in Education. Her love for real estate started at a young age when her mother would take her to open houses after church! She loved seeing the homes, layouts, and how they were used for space and decorations. This sparked her interest and was something that always fascinated her. After her daughter was born she knew she needed to find a career that she looked forward to everyday, so she decided to take a leap of faith and get her real estate license. She has had her real estate license since 2012, and thoroughly enjoys helping clients through the transaction, as well as building and nurturing relationships with them and helping them find their home! She works with passionate individuals on the "Make It Home Group" who emphasize technology, fostering relationships and strong communication. She received the One Million Dollar Sales Award in 2015 and the Five Million Dollar Sales Award in 2016.

### What do you love most about your job?

My favorite part about this job is the chase! I love the complex nature of this business. In this business it is always situational and never standard which is why I absolutely love my job! I enjoy getting new prospects, nurturing the leads, successfully getting them into contract, managing the contract while educating them throughout this process, putting new families into homes and building relationships that create lifelong clients. This is so satisfying to me and makes me truly love my job! It is always something different which keeps me going and continues to drive me!

### What is your favorite real estate app?

CamScan is my favorite real estate app! I use this app all the time! It allows me to scan documents, create PDFs and easily add them to DotLoop or send to agents and clients. This app has helped me access documents that I have previously scanned by having them in one place, and it has helped me scan documents while at a home that I would like to save for my client; for example, during a final walk through or showing if they have additional information.





### **TAYLOR KOLON, Keller Williams Capital Partners**

Upon an introduction to Taylor Kolon, you will immediately sense his personable communication style, the positive manner in which he engages with others, his passion for family and the pride he exudes in assisting first-time home buyers find their new home. As a seven year Ohio resident, Taylor's family has resided in Clintonville for the past five years. Graduating from Central Michigan University enabled Taylor to earn a Bachelors in Commercial Recreation along with a Minor in Physical Education. The combination of Taylor's entrepreneurial spirit with his collaborate mindset results in an enjoyable and efficient experience with Pure Equity Group. An affiliation with Keller Williams Capital Partners allows Pure Equity Group to offer professional, prompt and courteous service, coupled with cutting edge 3-D technology. As an active member of The North Area Real Estate Association, Columbus Young Professionals and Synergy National, Taylor cultivates relationships and his network to be a better resource for his clients. Taylor's passion for children and helping others carries through to his support for numerous non-profits including: Gallant Few, Nationwide Children's Hospital, St. Jude's Children's Hospital, No Kid Hungry and Pelotonia. At the heart of Taylor Kolon is a commitment to serving his clients and a focus on being the best REALTOR® he can be. Taylor's only regret is that he didn't discover his purpose sooner!

#### **Why is it important to give back to the community?**

I have found that if I give first I always receive more in return. I view my business and the community as a partnership. Without a community that is successful and thriving, I'm not putting food on my table for my family. This business is about making others around you better.

**What do you love most about your job?** Control and creativity. When I was in the corporate world, I thought control was knowing I was going to be receiving a paycheck. In real estate, control is knowing what I do each day directly effects my income and business. I'm also able to be as creative as I want. I love testing and measuring new and creative ways to sell a home. My clients deserve a REALTOR® who is going to push the limits and get uncomfortable.



### **ALISSA PUGH CLARK, Rise Realty & Management Co.**

Alissa Pugh-Clark has been in the real estate industry since 2006. Alissa has since grown her business into a thriving team with her own branch office Alissa Clark & Associates - Rise Realty & Management Co. Her team operates with integrity, authenticity and continual contribution back to their communities. Along with growing her team she has brought the YPN to the Lancaster Board of REALTORS®. She is one of the co-founders of "The Key to Giving," a local 501(c)3 non-profit that inspires others to create their own passion projects. Alissa is the founder of Pb & Joy, a local food program for children that is in its third year and has delivered over 20,000lbs of food. She enjoys yoga, being a foodie and spending time with her husband and daughter. Her moto is *hustle, pray and repeat!*

**What do you love most about your job?** I love to be a part of each client's buying or selling process. From the stories of their home, to the stories they want to make in their new home. There is nothing more satisfying then seeing the dreams of a family come true, either it be their first home or second home, it is such an important stage of their life process. I love that I get to be a part of it, and it makes my heart full.

**What is your favorite real estate app?** The Mile IQ app has made my mileage tracking the easiest it has been in 11 years. This is an app that every agent should have, in my opinion.



### **ERIC CLIFFEL, Keller Williams Classic Properties**

Eric Cliffel is a Dublin native and a graduate of The Ohio State University class of 2003. He began practicing real estate in 2004. He received his Accredited Buyers Representative (ABR) designation in 2007. The Eric Cliffel Team has a focus in most central Ohio neighborhoods including, Downtown Columbus, Mid-town, Dublin, Hilliard, and Columbus's other surrounding suburbs. In addition to his dedication to his clients, Eric is an avid runner, exercise enthusiast and traveler. With this passion, Eric coached track and field and cross country for a number of years, but has since dedicated his life to being a husband, father of two young children, and Team lead of The Eric Cliffel team.

#### **What do I love most about my job?**

I truly love helping people accomplish their goals. That's one of the reasons I coached track and field for so long. It's wonderful to still have that opportunity every day in my profession. That and problem solving; no one client is the same. Every person and transaction is different. It keeps you on your toes and teaches you to think outside of the box.

#### **What is my favorite real estate app?**

My personalized Keller Williams app hands down. It directly connects me to my client so they can send properties and check out the open houses for the weekend. It's GPS enabled so when they are driving around they can easily look up a home, it's price, condition and current status. It also offers a built-in mortgage calculator for my clients.



### **SARAH MARTIE, RE/MAX Connections, REALTORS®**

Sarah is a 2010 graduate of Capital University where she obtained her B.A. in Marketing. After graduation, Sarah worked as a business and consumer banker for JPMorgan Chase where she developed her knowledge of the mortgage and real estate industries. In December 2014, she capitalized on that experience and made the transition to real estate. Sarah's entrepreneurial spirit, knowledge of the mortgage process and with her desire to go the extra mile for her customers has helped her achieve lofty goals in a short time. Sarah is currently serving a three-year appointment on the Recognition and Sales Awards Committee and is a member of the Women's Council of REALTORS®, where she serves on the Communication Committee. She is also a member of the YPN, the Gahanna Area Realty Association and the New Albany Realty Association. Sarah lives in Reynoldsburg with her husband Kyle, their five-year old daughter Payton and two-year old son Mack.

#### **What is your favorite real estate app?**

I use so many real estate apps each day that it would be hard to function without them all at this point. If I have to choose just one though, it would have to be the dotloop app. In such a competitive market, having the ability to write an offer on the spot even if I don't have my computer with me is priceless! The dotloop app also gives me the flexibility to finish easy pieces of business like drawing up an addendum or adding a signature line to a document from anywhere. As a mom, always on the go, dotloop has really made my life easier!

#### **Why is it important to give back to the community?**

I know that for me to be successful in this industry I have to live in a successful and thriving community. The goals and aspirations that I have come with the responsibility to give back to the community that means so much to me. I have been fortunate enough to be able to spend a majority of my time in the community supporting our youth. I am grateful for the opportunities

I have been given and love to attend their games/competitions, motivate them and encourage them to reach for the stars. I hope that my involvement as a mentor will have a positive impact on their lives, even if it is just in a very small way.



### **KATIE TWINING, Berkshire Hathaway Calhoon Company**

Katie joined Ferrari Realty with Berkshire Hathaway Calhoon Company in 2015 and is an asset to both buyers and sellers. As a full-time REALTOR®, she loves being a part of the exciting journey of helping her clients buy and/or sell their homes. She especially enjoys working with homes that need a little extra love and advising her clients how they can achieve the functionality that they desire. She can see beyond the walls and furniture and envision the various possibilities the home can provide. Katie is honored to be name "Top 10 REALTOR® under 40" for 2017. She has received the Gold President Club Award and Caliber Club Award for Berkshire Hathaway Calhoon Company and is a Certified Relocation Specialist and Luxury Collection Specialist. A native of Upper Arlington, Katie obtained dual-degrees in Communications and Psychology at Syracuse University. After bearing the cold winters in Syracuse, she spent her formative years experiencing the sights and sounds of Chicago and New York City, where she worked in the marketing and events industry. In 2011, she moved back to Columbus where she lived in German Village until she and her husband Nick decided to start a family, prompting a move back to Upper Arlington. Her free time is spent chasing her twin 4-year-old boys Max and Beck around the house and building Lego towers. She is an active member of the Childhood League, helping support and raise money for the Childhood League Center, which educates preschool aged children with developmental delays.

#### **What do you love most about your job?**

The people! It's a combination of my clients and the REALTORS® and affiliates that I am fortunate to work with every day. I truly look forward to going into the office and brainstorming and collaborating with my team and colleagues; many who have become great friends. But ultimately the most gratifying aspect of my job is helping my clients find their ideal home. The look on my clients' faces when we find the home they have been dreaming of all the way

through to when they sign the last document at closing and they finally get the keys is the most amazing feeling!

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

I am a mom of twin boys, Max and Beck, who are amazing and keep me very busy! My husband, Nick, and I spend most of our time building Lego towers and chasing our boys around the house. I love to travel when I am able, going to music festivals or heading out west to ski and snowboard. I also actively volunteer at The Childhood League, which is made up of 80+ women throughout central Ohio who work together to support and raise money for The Childhood League School, which helps preschool aged children with developmental delays.



### **DANIEL DUNSMOOR, Colliers International**

Dan is recognized as a leader in the Columbus, Ohio commercial real estate market, specializing in the lease and sale of Class A and B office properties. Dan has been involved in over 400 transactions valued in excess of \$400,000,000 and accounting for over 3,000,000 SF of space. A few of his professional accomplishments include, Colliers International Greater Columbus Region's Brokerage Associate of the year (2014 and 2015), Colliers International Greater Columbus Region "Top 10" Producers (2014, 2015 and 2016), Largest Lease Transaction Completed in Downtown Columbus (2014), and Columbus Business First's "20 People to Know in Commercial Real Estate."

#### **What do you love most about your job?**

Like Abraham Lincoln said: "The best way to predict the future is to create it." Being a commercial real estate broker give me the opportunity to always create my own future.

#### **Why is it important to give back to the community?**

It's all about people. There are a lot of people out there that have very real needs. Many of us are very fortunate and with that comes a responsibility to not just simply "give-back" financially, but also to dedicate some of our time and effort.

