
News from



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FOR IMMEDIATE RELEASE

HER Real Living Offices and Associates Recognized for Sales Performance at Real Living's National Convention and Awards Ceremony

HER Real Living leads Real Living's national awards – garnering 16 office-level awards: more than 390 agent awards. Sandy Raines, Jill Rudler, Kathy Greenwell and Nicole Yoder-Barnhart, HER Real Living's top sales associates, also earned Real Living's top agent honor.

COLUMBUS, OHIO – (February 7, 2005) – HER Real Living, central Ohio's leading residential real estate company, today announced that more than 390 associates and 16 offices received sales performance awards at Momentum 2005 – Real Living's National Convention and Awards Ceremony, held January 20-24 aboard the Carnival Celebration cruise ship.

Kathy Greenwell, Sandy Raines, Jill Rudler and Nicole Yoder-Barnhart were among seven recipients of Real Living's prestigious Ruby Award - recognizing agents who cultivated more than \$50 million in sales volume or more than 200 transaction sides.

Sandy Raines, a New Albany office sales associate, broke all records and was number one in the Real Living Network for sales volume with more than 84 million in closed real estate sales. This is Raines' second Ruby Award.

Jill Rudler, a Northeast Regional office sales associate, again was number one in the Real Living Network for sales units sold with 283 closed transaction sides. This is Rudler's second Ruby Award.

Kathy Greenwell, a Northeast Regional office sales associate, received her second Ruby Award with sales volume of more than 52 million, and **Nicole Yoder-Barnhart**, a Hilliard West Regional office sales associate, received her first Ruby Award by closing 211 transaction sides.

"Real Living had another outstanding year in 2004 and we owe that success to the extraordinary accomplishments of our agents – the best, most productive agents in the business!" said Harley E.





Rouda Jr., CEO and managing partner of Real Living. “Momentum allows our agents and managers to truly receive appreciation and thanks for all of their hard work and effort throughout the year. And it’s the perfect time for them to experience the power and camaraderie that is Real Living!”

HER Real Living offices earned a combined total of 16 “Family Awards,” recognizing office accomplishment, competing against more than 100 offices in the Real Living Network. What follows is an overview of the Family Awards garnered by the HER Real Living offices.

Outstanding Office Award

Top 5 producing offices within the Real Living Network, based on Gross Commission Income (GCI). Any office that opened on or before January 1, 2003, is eligible.

- Northeast Regional office, manager Gloria Rau
- Dublin office, manager Dwight Eberhart
- Arlington office, manager JoAnn Hall

Most-improved Office of the Year – Percentage

Top 5 most-improved offices within the Real Living Network, based on total Gross Commission Income (GCI) percentage improvement over last year. Any office that opened on or before January 1, 2002, is eligible.

- Canal Winchester, manager Carl Heister

Most-improved Office of the Year – Volume

Top 5 most-improved offices within the Real Living Network, based on total Gross Commission Income (GCI) volume improvement over last year. Any office that opened on or before January 1, 2002, is eligible.

- Arlington office, manager JoAnn Hall
- Muirfield/Powell office, manager Linda Whiting
- Grove City office, manager Linda Altomare

Relocation Results

Top 5 Real Living offices that support Real Living Relocation Services. Award based on total outgoing referrals closed per office, divided by total agents in that office.

- New Albany office, manager Cindy Mackin
- Arlington office, manager JoAnn Hall

Tops in Title – Units



Top 5 Real Living offices that support Real Living Title Agency, based on number of closed transactions per office using Real Living Title.

- Dublin office, manager Dwight Eberhart
- Northeast Regional office, manager Gloria Rau
- Worthington office, manager Tom Holcombe

Tops in Title – Percentage

Top 5 Real Living offices that support Real Living Title Agency, based on number on office success rate using Real Living Title.

- Circleville office, manager Linda Altomare
- North Central Regional office, manager Linda Whiting

Mortgage Merit – Units

Top 5 Real Living offices that support Real Living Mortgage, based on actual closed loans.

- Northeast Regional office, manager Gloria Rau
- Dublin office, manager Dwight Eberhart

Real Living unveiled a new award at the convention this year in honor of HER Real Living founder Harley E. Rouda, Sr. **The Harley E. Rouda, Sr. Award was awarded to Dublin office manager, Dwight Eberhart**, for his outstanding leadership, professionalism and commitment to upholding Real Living's core values of family, innovation and results.

The following HER Real Living agents all received the honor of being presented with an "Innovation Award," which recognizes the top associates within the Real Living Network who support Real Living Affiliated Services, including mortgage, title and relocation, to better serve their customers. New agents who have catapulted to success in just one year with the Real Living Network are also honored under this category. What follows is an overview of the Innovation Awards garnered by HER Real Living agents.

Mortgage Merit Award

Top 10 agent supporters of Real Living Mortgage. Award based on actual number of closed loans from January 1 to December 31, 2003.

- Nicole Yoder-Barnhart, Hilliard West Regional office
- Kathy Greenwell, Northeast Regional office
- Kurt McCurdy, Northeast Regional office
- Janice Engel, Northeast Regional office
- Nancy Dreyer, Arlington office



Jill Rudler, Northeast Regional office

Tops in Title Award

Top 10 agent supporters of Real Living Title. Award based on number of closed transactions.

Nicole Yoder Barnhart, Hilliard West Regional office

Donna Travis, North Central Regional office

Janice Engel, Northeast Regional office

Heather Kamann, North Central Regional office

Julie L. Morgan, Grove City office

Deanna Hoffman-Sayre, Gahanna office

Susan Wainfor, Hilliard office

Relocation Results Award

Top 10 agent supporters of Real Living Relocation Services. Award based on number of outgoing referrals.

Sandy Raines, New Albany office

Nicole Yoder-Barnhart, Hilliard West Regional office

Kurt McCurdy, Northeast Regional office

Rising Stars

Top 10 producing first-year agents within the Real Living Network, based on total GCI with Real Living. Qualifying agents must have had some part of their first 12 months of being a licensed real estate agent fall within 2003.

Dan E. Russell, Dublin office

Jeremy T. Bevington, Arlington office

Kathryn L. Dague, Gahanna office

In addition, more than 390 HER Real Living sales associates were awarded a sales performance award that evening. The results awards recognize individual agent sales performance – and are based on 2004 volume and transaction sides. What follows is an overview of HER Real Living agents who were welcomed into the prestigious Real Living Elite Winners Circle representing the Top 10% of agents nationwide

Ruby Award - recognizing agents who cultivated more than \$50 million in sales volume or more than 200 transaction sides.

Nicole R. Yoder-Barnhart, Hilliard West Regional office

Sandy L. Raines, New Albany office



Kathy Greenwell, Northeast Regional office
Jill D. Rudler, Northeast Regional office

Platinum Award – recognizing agents who cultivated between \$25,000,000-\$49,999,999 in volume or 125-199 transaction sides

Jane L. Jones, Arlington office
Lori L. Kelley, German Village office
Jeffery W. Ruff, German Village office
Marilyn L. Vutech, German Village office
Susan Wainfor, Hilliard office
Kurt B. McCurdy, Northeast Regional office

Gold Award – recognizing agents who cultivated between 10,000,000-\$24,999,999 in volume or 70-124 transaction sides

Charles E. Calvert Jr., Arlington office
Cheri A. Fraganato, Arlington office
Christopher M. Fisher, Bexley office
Thomas M. Amicon, Dublin office
John R. Beegle, Dublin
Barbara B. George, Dublin office
Robert W. Hetherington, Dublin office
Helen J. Nilsson, Gahanna office
Jack L. Travis, Gahanna office
Sara Walsh, Gahanna office
Rebecca M. Kirk, Grove City office
Julie L. Morgan, Grove City office
Joni Bowman, Hilliard West Regional office
Judith A. Mosier, Hilliard West Regional office
Nancy J. Price, Hilliard West Regional office
G. Ralph Elliott, Marysville office
Cindy Owens Shay, Marysville office
Julie McGonigle, Metro office
Jeanne M. Cousino, Muirfield/Powell office
Ralph J. Renninger, Muirfield/Powell office
Marsh D. Weiner, Newark office
Heather R. Kamann, North Central Regional office
Donna M. Travis, North Central Regional office

News from



Janice A. Engel, Northeast Regional office
Joseph D. Rosati, Northeast Regional office
Cathy E. Weller, Northeast Regional office
C. Scott Walters, Pataskala office
Tom Ball, Pickerington/Reynoldsburg office
Ross David Casmo, Pickerington/Reynoldsburg office
James A. Reitano, Pickerington/Reynoldsburg office
Marian J. Reitano, Pickerington/Reynoldsburg office
Janice B. Baumer, Worthington office
Michael J. Bean, Worthington office
Kathie Cerny, Worthington office
Deborah S. Horstman, Worthington office
H. Herbert Schupp, Worthington office

Momentum 2005 featured an array of professional development and CE courses available to the sales agents morning, noon and night. While developing their professional skill sets, sales agents were also able to mingle with representatives of the 50 companies sponsoring Real Living's convention.

"With our powerful brand, innovative agent solutions, and tremendous leadership team, we look forward to more explosive growth in the years to come. And we're already looking forward to celebrating our continued successes with our agents across the nation at next year's Momentum Convention and Awards Ceremony!" said Rouda.

About Real Living, Inc.

One of the largest independently-owned, residential real estate firms in the country, Real Living boasts nearly 5,000 sales associates and employees and nearly \$9 billion in combined annual sales with Real Living's affiliated business services. Real Living's full range of affiliated business services includes home financing, title, relocation, corporate relocation management, auctions and home warranties. For more information, or to learn more about growth opportunities with Real Living, visit www.realliving.com.

Editor's note: photos of agents and office managers available upon request to becky.morse@realliving.com.