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FOR IMMEDIATE RELEASE

HER Real Living Offices and Associates Recognized for Sales Performance at the First Real Living Convention and Awards Ceremony

HER Real Living offices sweep Real Living's national awards – garnering 10 office-level awards: more than 350 agent awards. Jill Rudler, Kathy Greenwell and Sandy Raines, HER Real Living's top sales associates, also earned Real Living's top agent honor.

COLUMBUS, OHIO – (February 17, 2004) – HER Real Living, central Ohio's leading residential real estate company, today announced that more than 350 associates and 10 offices received a sales performance award at Momentum 2004 – the first Real Living Convention and Awards Ceremony, Feb. 1-4 at the Marriott Harbor Beach Resort + Spa in Fort Lauderdale, Fla.

"We're the largest real estate firm in the Midwest, with nearly 5,000 associates and nearly \$7 billion in sales," said Harley E. Rouda Jr., CEO and managing partner of Real Living. "We know we owe that success to our outstanding agents, who are the center of every real estate transaction. At Momentum 2004, we celebrated agent and office production, improvement, and support of affiliated services, such as mortgage, title and relocation."

HER Real Living offices earned a combined total of 10 "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 Jo Ann 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.
 - Newark office, manager Pam Powell
 - Canal Winchester office, manager Carl Heister
 - German Village office, manager Louise Potter

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- New Albany office, manager Cindy Mackin
- **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.
 - Dublin office, manager Dwight Eberhart
 - German Village office, manager Louise Potter
 - Arlington office, manager Jo Ann Hall
- **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.
 - Circleville office, manager Linda Altomare
- **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
 - Gahanna office, manager Cindy Mackin
- **Mortgage Merit – Units**
Top 5 Real Living offices that support Real Living Mortgage, based on actual closed loans.
 - Dublin office, manager Dwight Eberhart
 - Northeast Regional office, manager Gloria Rau

Jill Rudler, Kathy Greenwell and Sandy Raines were among five 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.

Jill Rudler, Northeast Regional sales associate, achieved more than 52 million in volume and 258 transaction sides. 2003 marked the eleventh consecutive year that Rudler was named HER Real Living's top agent.

Kathy Greenwell, Northeast Regional sales associate, earned more than 51 million in volume and an overall ranking as the number three agent within HER Real Living for production, closed sides and volume.

Sandy Raines, New Albany sales associate, earned more than 52 million in volume and established herself as the number one agent within HER Real Living for sales volume in 2003.



The following HER Real Living agents all received the honor of being named one of Real Living's Top 10 producing first-year agents within the Real Living Network. The Rising Star's of the Year recipients must have had some part of their first 12 months of being a licensed real estate agent fall within 2003.

- Robert Hetherington, Dublin office
- Shelly Devine, Dublin office
- Blaire Catalano, Arlington office
- Lawrence Bartola, Dublin office
- Jeanine Hanna, Hilliard office
- Christy Grear, Dublin office
- David Luttinger, Northeast Regional office

In addition, more than 350 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 2003 volume and transaction sides. What follows is an overview of HER Real Living agents who received a Platinum award that evening.

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

- David E. Barlow, Arlington office
- Lori L. Kelley, German Village office
- Jeffrey W. Ruff, German Village office
- Marilyn L. Vutech, German Village office
- Susan Wainfor, Hilliard office
- Nicole R. Yoder-Barnhart, Lincoln Village office
- Kurt B. McCurdy, Northeast Regional office
- M. Kate Thomas, New Albany office

Momentum 2004 featured an array of networking and team-building activities – opportunities for HER Real Living agents to experience the power and camaraderie of the Real Living Network – and to relax and reward themselves for outstanding performance in 2003.

“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 Realtors across the state 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 \$7 billion in annual sales. Real Living also offers a full range of affiliated business services, including 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.