

Meeting Minutes
Progressive Referral Group
Thursday, June 15th, 2023
Deb's Corner Cafe

President: Brenda Carney
Vice President: Dawn Walker
Treasurer: Jesse Hamilton
Secretary: Mark Bohach

Members Present: Greg- American Eagle Mortgage, Brenda- APG Media, Jessica- Bruce Chiropractic, Kalli- Calico Publishing, Miranda- Focus Realty Mgt, Bryan- Focus Realty Real Estate, Jennifer-Friendly Bremen Bank, Rich- Hall's Culligan Water, Shyann- Home Instead, Cheryl- Lanc Chamber, Matthew-MMA Insurance-Personal & Commercial Lines, Jesse- Ruff and Associates, Lars- Wild Land Tree Care, Mark- WLOH Radio

A quorum was not met.

Treasurer's Report: \$6,177.34 Two outstanding invoices.

Referrals Given: 4

Talked to someone as a result of a referral: 3

Discussed PRGL with someone outside the group: 2

New Business:

- None

Old Business:

- Nominations for Vice President are due. We need to vote next week. Please email nominations to Brenda this week.

Announcements:

- The Chamber Athena Banquet is August 3rd. Nominations are open now.

Acknowledgments

- Miranda and Cheryl both thanked Dave Young for excellent work.
- Rich thanked Dr. Jessica for excellent work.

Speaker: Bryan Gibson- Focus Realty and Management

Bryan was born and raised in Newark OH and moved to Lancaster in 2019. He has three children. Bryan bought his first investment property at age 23 and has since been buying 1-2 properties each year for the past ten years.

He met CJ Estel around 2019 and realized that they had common business interests and goals. They formed Focus Realty and Management that year. They found a hole in the Fairfield County area for property management for landlords. Their services include leases, property maintenance, determination of market value, evictions and other management services.

They work with both small and large investors. Many large investors want to minimize their involvement in the management of the properties and be passive investors. Focus also helps find suitable space for those with commercial property needs.

Their service radius is approximately one hour from Lancaster.

In 2022, the median list price in Fairfield County was \$194,800 with a median sale price of \$231,000
In 2023 to date, the median list price is \$224,000 with a median sale price of \$247,000.

Respectfully submitted by
Mark Bohach, Secretary of PRGL