

rising star

Written by Elizabeth McCabe | Photos by Brenna Smith

HANNAH [DOWNS]

Living Her
Dreams in
Real Estate



"I love Cincinnati," raves REALTOR® Hannah Downs. "I grew up in West Chester, attended Lakota, and then went to UC. After graduation, I thought about moving out of state but ended up moving to Hyde Park. That's when I truly fell in love with Cincinnati, and I'm so glad I never left." She then purchased a home in the historical district of Norwood. "I don't ever plan on leaving," smiles Hannah.

This lifelong Cincinnati resident knew what she wanted to do even as a child – real estate. Watching *Extreme Makeover Home Edition* was her favorite show. At 12 years old, she even had the opportunity to watch *Extreme Makeover Home Edition* live in her hometown.

"My favorite part of every episode was "Move That Bus," she says. "The people would get so emotional and start crying and hugging each other. Watching these families get excited about their new home made me excited and happy too. I knew I wanted to do this for people when I grew up!"

This popular show left an impression upon Hannah. "The show taught me that every person has a story behind their home, which motivates me in my business today."

From Dream to Reality

Hannah's dream of becoming a REALTOR® didn't come true until 2020. She comments, "It's been an amazing first couple of years. This March, I had my first full year at Sibcy Cline."

Prior to real estate, Hannah worked for Medpace, which was a great fit for her at the time. This large pharmaceutical company has a special place in Hannah's heart. She explains, "My little brother went through a clinical trial, and it saved his life. The company is great, and it was an amazing opportunity out of college. However, I



knew it wasn't going to be long-term. I always knew in the back of my mind I wanted to be a real estate agent."

Back when Hannah was at UC, she knew she wanted a career that involved helping people. At the age of 19, she called her father and asked him, "Can I go to Hondros College and become a real estate agent?" Her father was the voice of reason, telling her, "You are too young for this. You have to provide for yourself and you don't have enough experience for this." Hannah took her father's words to heart and reasoned, "I knew I needed to save for real estate and make it a long-term goal."

That's exactly what she did. When she was 19, she decided that she was going to be a real estate agent when she was 27. She graduated college at the age of 22, giving her five years to save, build, and learn. Her dream became a reality sooner than she imagined at the age of 24.

The journey at Medpace ended in the spring of 2020, creating a new beginning for Hannah. She took her stimulus check and the extra time she had during the pandemic and started her real estate journey.

She comments, "A dream is just a dream without a plan." She couldn't

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without a plan.”

be happier about her new path in life. “I’m passionate about understanding my clients’ needs and making those needs come true,” she says. “I’m passionate about listening to their story and giving them a fresh start when they need it.”

Hannah has a heart full of gratitude for Sibcy Cline – the training, support and dedication they bring to their agents is unmatched. “I feel like my career elevated at Sibcy Cline, and I wouldn’t be where I am today without their support,” she says. She is especially grateful to her mentor, Jeri O’Brien-Lofgren, and looks up to her.

A Driven Individual

As a former gymnast, Hannah credits her drive and discipline to her childhood days as a USA gymnast. She says, “I trained four to five hours a day, five to six days a week. I was very disciplined from a very young age. I went to school for part of the day and then went to train. Half of my courses were homeschooled, so I could spend more time in the gym. Gymnastics shaped who I am today.”

She competed nationally as a child throughout the United States in cities such as Phoenix and Orlando. Learning how to use her time

effectively, master a busy training schedule, and juggle her schoolwork prepared her for real estate.

“Now as real estate agents, we’re busy all the time too. Being a gymnast prepared me for this role. It also brings out the competitive side of me,” she says. Hannah then became a cheerleader.

Although she hoped to become an Olympic gymnast, injuries set her back from accomplishing that goal. For three years, Hannah was a Level 8 gymnast; the Olympics is Level 10. Fracturing both of her wrists and her



growth plates was a setback in addition to other injuries. Fortunately, when Hannah stopped gymnastics, her life came back into balance. She grew many inches to be the tall REALTOR® she is today, although she jokes she was the shortest person in her fifth-grade class!

Connecting with Clients

Hannah takes time to connect with her clients, whether that's connecting online or in person. "Starting real estate in the middle of 2020 was 'really tough.' I couldn't go out and meet new people in the midst of the pandemic. Most places were shut down, networking events were canceled, and open houses were not

happening." Hannah knew that she had to find a way to stick out in this market and meet new people.

Establishing an online presence was instrumental to her success. Hannah loves to blog where she can connect with her community and other local business owners. She comments, "I began to utilize social media during the pandemic to create my business. I then began 'meeting' people online who are now my friends and clients in real life." Connections on the media paved the way for clients.

"When I'm not selling homes, I am a blogger and influencer of Cincinnati," smiles Hannah. She loves to go to

local coffee shops, bakeries, and other hidden gems in Cincinnati and promote them online. "Highlighting our city and helping local businesses grow is one of my favorite things to do. Our city has so much to offer, and I want people to know that."

Family Focused

Hannah is grateful to her family for their support. Her mother is a Lakota East gymnastics coach, and her father works at Simply Money, outside of Kids' First of Queen City Gymnastics, where Hannah grew up flipping and tumbling.

"My Montgomery office is down the street from my father," she says. "I love being on the same side of town as he is."

Hannah's youngest sister is a junior at Lakota East and excels on the gymnastics team. Hannah still likes to practice gymnastics with her sister for fun. One of five kids, Hannah also has a brother with Down's Syndrome, whom she loves dearly.

To de-stress, Hannah loves Orangetheory Fitness, which she does almost every day. She comments, "Working out at OTF has helped me become the best version of myself. I have to fill up my cup so I can pour into others. When I finish my workouts, I am always re-energized and ready to take on my day."

She loves her little dog, Bear, who is her assistant and best friend. Dressing up Bear in Sibcy Cline gear is adorable. "We have so many matching outfits," says Hannah. "We go on walks around the neighborhood. He makes everyone smile."

Hannah also serves on the Leaders Board with the Make A Wish Foundation, where she strives to make a difference in her community.

Looking back upon her real estate journey, Hannah is delighted that her dreams have become a reality. As the quote goes, "There is a past version of yourself who is so proud of how far you have come." Hannah couldn't be happier with her life or her bright future in real estate.



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