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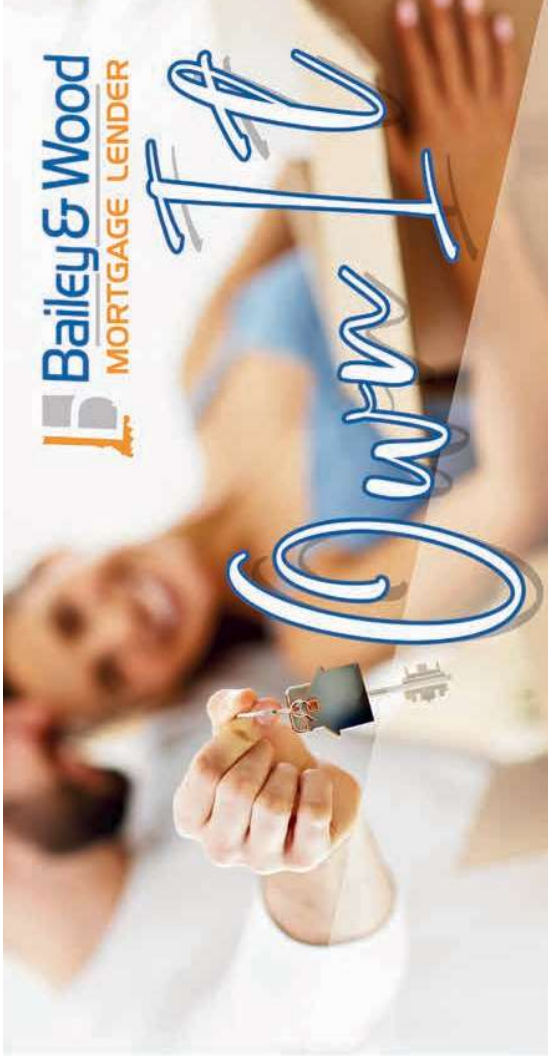
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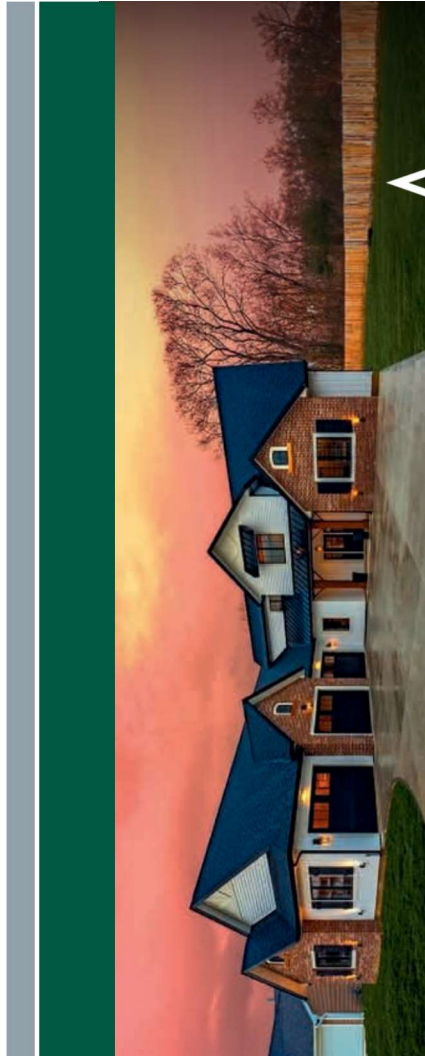
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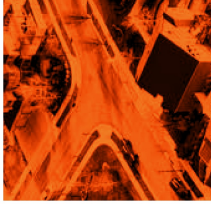
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Home Warranty Inc.

Leading the Way in Home Protection

Scott Kellenberger has been a pivotal figure at Home Warranty Inc. for the past 13 years, contributing to its reputation as a leading entity in the home warranty industry in the USA. The company offers homeowners protection against unexpected mechanical failures, delivering exceptional customer service and professional representation, particularly to Realtors. According to Kellenberger, trust is paramount in business relationships, and a brief meeting often lays the foundation for successful partnerships tailored to individual needs.

Home Warranty Inc. stands out with its two call centers in the United States and a diverse selection of home warranties. Kellenberger believes their secret sauce is the blend of superior service and professional local representation. His journey to this role was unconventional. Originally in commercial real estate, the 2008 crash prompted him to pivot, and a desire to remain connected to the real estate industry led him to the home warranty sector.

One of the most rewarding aspects of Kellenberger's career is the opportunity to meet wonderful people and forge great friendships. He enjoys



working with a team that motivates and challenges him. However, the journey has had its challenges, particularly the recent downturn in the real estate market, which significantly impacted the thriving business he built over the first decade. This period taught him valuable lessons about perseverance and patience.

Kellenberger defines success as living a life of integrity with a clear conscience. He emphasizes that money





Regarding his industry, Kellenberger maintains that challenges foster growth, aligning with Franklin D. Roosevelt's sentiment that "a smooth sea never made a skilled sailor." Reflecting on his life, he expresses contentment with his experiences but would advise his younger self to be more patient, allowing time for personal growth and stability before starting a family.

In his final thoughts, Kellenberger extends gratitude to Jon, stating, "Thank you, Jon, for being one of the influential people in my life. You have done an amazing job with RP and with the many lives you have touched...including mine. Thank you also for publishing many amazing stories that we may never have known without you."

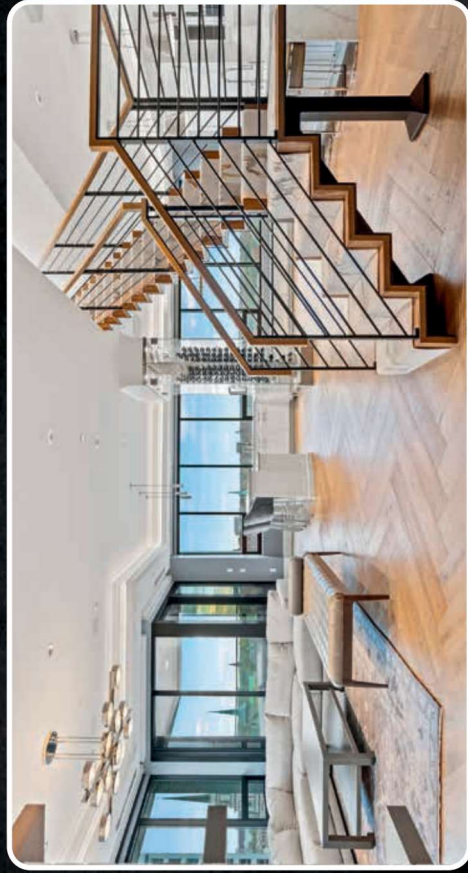
Scott is truly someone who cares for his clients, his reactors, and his family. His passion to serve others is a core part of who he is. It's no surprise that he and company mesh so well together. Home Warranty Inc. as a company continues to thrive by prioritizing trust, excellent service, and professional integrity, remaining a reliable and top name in the home warranty industry.



and fame do not equate to happiness. Having experienced both wealth and poverty, he finds fulfillment in selflessness and adhering to God's truth. Family is paramount to Kellenberger. Happily married, with five children and five grandchildren, he cherishes their time together, even though they are spread out from North Carolina to Washington.

Besides his professional endeavors, Kellenberger and his wife, affectionately nicknamed Magsy, started an Airbnb business. They love to travel, cook, and stay active, enjoying hobbies like kayaking, hiking, and savoring good food. Kellenberger also appreciates a good bourbon and cigar from time to time.

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KAMMIRIN BERNARD

How many years have you been a realtor?

I am coming up to my second year of being an Indiana realtor!

What was your total volume last year?

A little under \$4,000,000

What did you do before you became a realtor?

Before I became a realtor I taught music in CA! I owned my own successful business and taught privately and for schools. When we moved to Indiana in 2017 I took a break and decided to stay home with my 7 children. I homeschooled my kids for years and that in itself was a full time job.



“ I HAVE A TENDENCY TO LOVE HELPING THE UNDERDOGS; THE PEOPLE WHO DIDN'T THINK THEY COULD EVER OWN A HOME. ”



What are you passionate about right now in your business?

I am passionate about helping people! I love meeting people from so many different walks of life and them choosing me to guide them in purchasing a home is awesome in itself. You can throw a rock and hit a realtor, so the fact that I have made these awesome connections with so many people is something I look forward to every day.

What has been the most rewarding part of your business?

I have a tendency to love helping the underdogs; the people who didn't think they could ever own a home. Handing the keys to people who didn't think home ownership would ever happen is rewarding and makes my heart feel full.

What was your biggest challenge as a realtor?

In Aug 2022 I was diagnosed with cancer. I went thru chemo and had minor surgery in Oct 2022 for it and then a major surgery in Oct 2023. I didn't tell many people but I was on chemo pills almost the entirety of 2023. Because of the surgery in 2023 I was only able to work real estate for half a year. But working real estate while actively being treated for cancer was by far my biggest challenge. It is also something I am crazy proud of because I did it all while still being a mom to my 7 kids and never missing a baseball game or school event along with working simultaneously.

But handling clients while actively being sick as I was was definitely a challenge. My clients, lenders, and title reps were amazing though and very understanding. The stubborn runs deep in me and I even went to a closing four days after my major surgery by I hobbling in with



How does real estate fit into your dreams and goals?

Real estate fits into my dreams and goals by giving me the ability to do most of my work at home yet still be present for my children! I have 7 kids, one with special needs who has mild cerebral palsy, autism, and severe cognitive delays so my presence is vital in terms of therapies and simply being a mom in all of my kids lives! As for my goals, I always wanted to help others. And home ownership truly is the goal for many people!

What's your favorite part of being a realtor?

My favorite part of being a realtor is having the ability to be myself! I'm a goofball at heart and love that I can find clients that love to laugh with me! I am able to work my schedule around what's convenient for me family and do all of that while making these amazing friendships with clients along the way!

Define success.

Success is pumping gas and staring off in the distance not worrying about the cost of fuel. But seriously, success to me is waking up every day knowing I am making the people in my life whether it be my husband,



THERE IS A 74% FAILURE RATE FOR REALTORS IN THEIR FIRST YEAR & YOU HAVE TO STAND APART FROM THE CROWD SOMEHOW & BEING AS EDUCATED AS POSSIBLE ON YOUR CONTRACTS IS A GREAT START!



children, or clients happy and feel safe with me. Success is knowing I can make a difference in someone's life in a positive way.

Tell us about your family.

Oh man now this is the one subject I am in love with! I have been married for almost 20 years to my love and biggest cheerleader Chad. We have 7 beautiful children ranging from 18 years old to almost 3 years old, and yes, I have birthed them all! We have 4 boys and 3 girls. We are a huge sports family participating in baseball/softball, martial arts, and tumbling. We swim, play board games, and I have 7 kids with my sense of humor so my house can be loud, happy, and ridiculous.



Given your status and expertise, what is some advice you would give the up and coming top producer?

Know your contracts! Do not rely on a transaction coordinator before you know the contracts inside and out. There is a 74% failure rate for realtors in their first year and you have to stand apart from the crowd somehow and being as educated as possible on your contracts is a great start! Also, treat others with respect. We all remember the realtors who were rude to us and we also remember the realtors who were awesome and easy to work with. Keeping in mind that 90% of our business is relationships, whether it be developing a professional relationship with your clients or people in the field, being kind won't ever hurt. The goal is to make it to the closing table and so we should all strive to do that as kindly as possible.

Are there any charities or organizations you support?

I donate clothes and toys every year to the foster care group home I was part of. I aged out of foster care in a different state so it is a subject that is personal to me. I was never in "homes" but group homes which is a glorified way of saying orphanages so I understand what those kids go thru personally. I have been on my own since around 15 years old and I am completely self made with no familial support besides my husband of course. Former foster kids have this weird solidarity that no one else in this world understands but another foster kid, so being there as an adult and showing kids that I am okay and it will all be okay for them too means the world to me.



In closing, is there anything else you would like to communicate using this Ft. Wayne Real Producer platform?

I am having a fantastic time with my career and where it is at. I am also walking proof that people can overcome adversity and be a successful realtor while being themselves and having fun along the way! I chose one word this year for what my year would look like and I chose "acceptance." Because I will accept the challenges that come my way and the changes in my life with a sense of humor and going with the flow.



What are your hobbies and interests outside of the business?

My husband and I homestead! We have goats, chickens, bees, ducks, etc. And we have a giant garden that I am so proud of! I can and preserve

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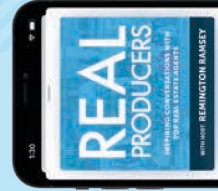
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2. Understand Communication Styles

Understanding your communication style and that of your clients is crucial. At Cheviron Coaching, we use the DISC profile to help our clients better understand themselves and others. Knowing your DISC profile will help you find a coach who matches your style and needs. Here's a brief overview of how different DISC profiles can benefit from tailored coaching:

D (Dominant): Direct, results-oriented, and driven. A coach who can keep up with your pace and push you further will be ideal.

I (Influential): Social, enthusiastic, and persuasive. Look for a coach who can provide dynamic and engaging strategies to leverage your networking skills.

S (Steady): Patient, loyal, and consistent. A supportive coach who can help you build strong client relationships and maintain steady growth will be beneficial.

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3. Invest in Your Growth

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If you're reading this, it means you're already perceived as successful. I challenge you to take this seriously and ask yourself if this is the year you will invest in yourself. Cheviron Coaching offers tailored programs to support you at any stage of your career. Whether you are a solo agent or leading a team I can share my experiences with you because I have dominated both.



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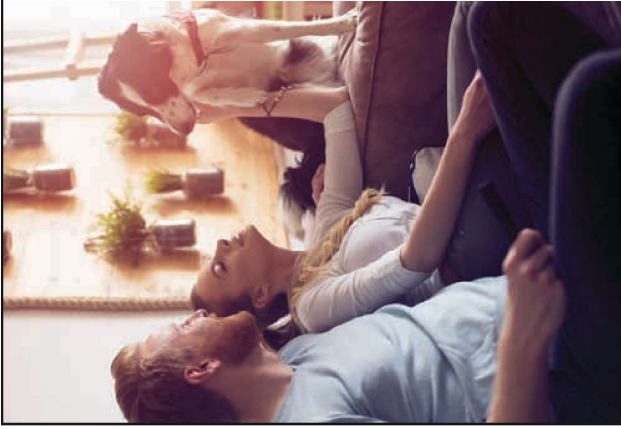



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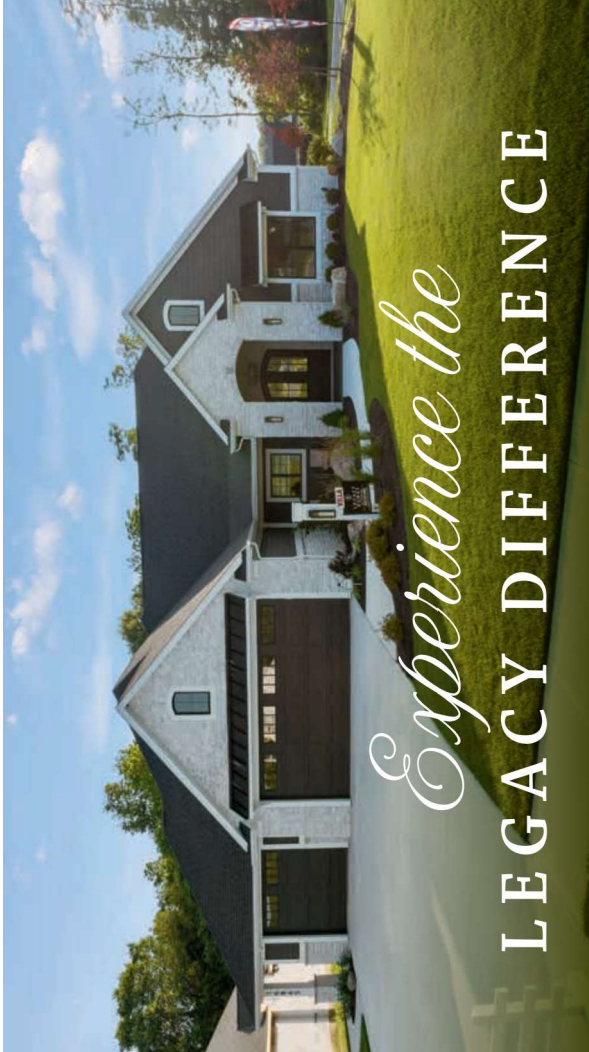


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SPOTLIGHT ON Janel Eckert

Champion of Telecommunications and Home Services

Janel Eckert has carved a unique niche for herself in the telecommunications and home services industry. Serving as the Regional Coordinator for ACN, she has been a pivotal figure in the field for the past 3.5 years, helping realtors and homeowners alike to navigate and manage essential home services with unparalleled ease.

Business Overview

ACN, recognized as the largest direct seller of telecommunications, energy, and essential services for home and business, stands out in the market due to its comprehensive suite of offerings. Under Janel's coordination, the company provides a concierge level of service to home buyers, ensuring a seamless transition as they set up their new homes. The services offered include:

- Telecommunications: Phone and internet services
- Entertainment: TV services
- Security: Home and office security solutions
- Travel: Travel services
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- Financial Services: Credit card processing, digital phone solutions, and cloud services
- Business Support: Payroll and HR services
- Healthcare: Healthcare services

These services are not only beneficial for homeowners but also for realtors, brokers, and business owners who can monetize these essential services, providing a unique opportunity to earn income from their everyday bills.

A Unique Position in the Market

Janel believes that her personal integrity, work ethic, and meticulous attention to detail distinguish her from any potential competitors. She asserts that her approach and the scope of services provided by ACN are unparalleled in her region.

Personal Journey and Influences

Janel's path to her current role is deeply influenced by her educational background and personal experiences. She holds a Finance and Accounting degree

from Central Michigan University, which has been instrumental in her understanding and managing the financial aspects of her business. The values instilled in her by her mother, who she credits with shaping her aspirations and character, have also played a crucial role in her professional journey.

Challenges and Rewards

Navigating the entrepreneurial landscape has not been without its challenges. Janel emphasizes the importance of maintaining a focused and positive mindset amidst the distractions of social media and the ups and downs of business life. Her faith has been a steadfast source



@realproducers



Janel's dream is to visit Greece one day

of joy and hope, contributing significantly to her success by connecting her with a supportive community.

Meeting realtors, brokers, vendors, and families through Real Producers has been one of the most rewarding aspects of her role. Janel finds immense satisfaction in adding value to the lives of those in her field, especially during challenging times.

Defining Success

For Janel, success is best described by Earl Nightingale's perspective: "Success is the progressive realization of a worthy ideal." She believes that persistence and resilience are key, regardless of the daily outcomes.

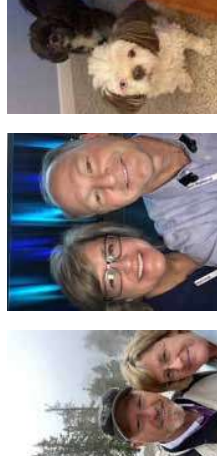
Family and Interests

Janel's personal life is enriched by her husband Martin, a talented landscaper who has recently ventured into milling wood, and their two grandchildren, aged 10 and 8. They also share their home with two cherished Shihzus. Janel enjoys baking and the joy it brings to those she feeds.

Future Aspirations and Reflections

Looking ahead, Janel is eager to continue building connections within the Real Producers community and adding value to more families and businesses. Reflecting on her journey, she expresses a deep appreciation for the kindness and support she has received from her peers.

Janel Eckert's story is one of dedication, community, and unwavering faith. As she continues to lead ACN's regional efforts, her impact on the telecommunications and home services industry remains significant, providing a model of success and integrity for others to follow.

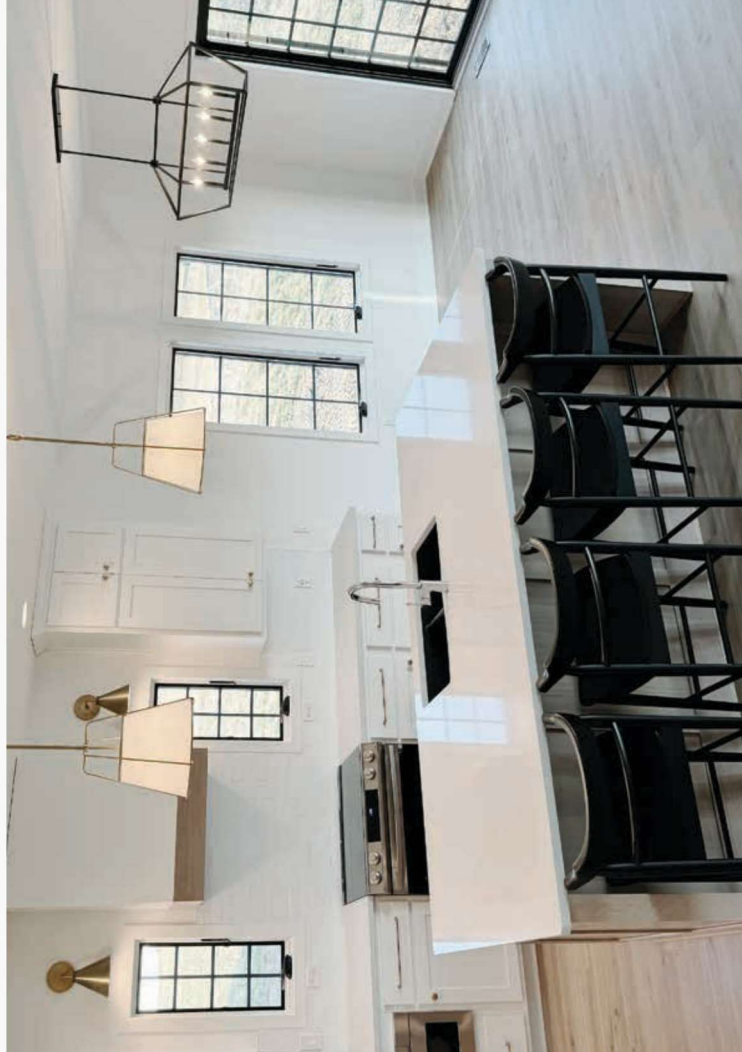


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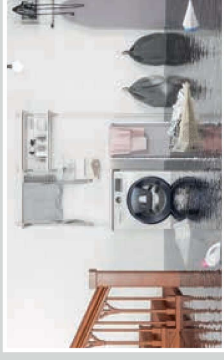
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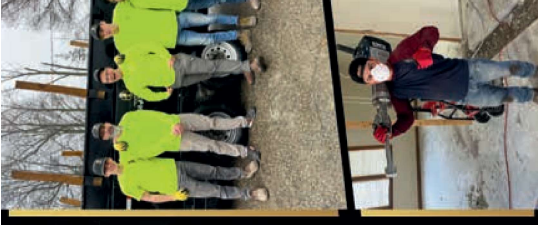


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TONY DIDIER

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Tony Didier's journey in the real estate industry is a remarkable testament to perseverance, dedication, and leadership. Licensed since 2010, Tony has carved a niche for himself, earning numerous accolades along the way. His achievements include the prestigious Eddy Award in 2022, Coldwell Banker Real Estate Group's Highest Honor, and a spot in the inaugural Coldwell Banker International 30 Under 30 in 2015. Under his stewardship, the Fort Wayne Jefferson Office was named the President's Cup Office of the Year in 2023.





Tony's passion for real estate was sparked during a visit home from Indiana University, where he earned a marketing degree from the Kelley School of Business. During a neighbor's high school graduation party, Terri Bello suggested he might excel in real estate. This conversation planted the seed for his future career. Influenced by mentors like John Bello, whom he affectionately calls "sensei," and Patrick Maloblocki, Tony developed a strong foundation in ethical practices and leadership, which he now shares with his team. He also draws inspiration from Bernice Helman, who strives to elevate industry standards.

Managing a team that consistently excels, Tony's commitment to helping agents navigate personal and professional challenges, from family crises to career development, has solidified his reputation as a supportive and effective leader. He takes pride in guiding his agents through various stages of their careers, helping them achieve their goals and live the lives they aspire to.

Tony thrives on the dynamic nature of real estate, valuing the continuous learning and the opportunity

to witness the growth of his agents. His approach to leadership is deeply rooted in optimism, hard work, and a genuine love for helping people. This philosophy has been instrumental in guiding his team through market fluctuations, from foreclosure crises to bidding wars and evolving compensation models.

The most rewarding aspect of his career is seeing the transformation of his agents from beginners to industry leaders. Tony is driven by the belief that every day brings new opportunities for growth and learning. His ability to adapt to constant changes in the market while maintaining a focus on client care has been a key factor in his success.

Outside of real estate, Tony enjoys a rich family life with his wife, Lauren, and their three children. Together, they explore their city, travel, and cherish moments at Lauren's family lake house. Tony's interests also extend to music; a passion inherited from his father, a former local morning show host. Although he initially pursued a career in the music industry, Tony found his true calling in real estate, where his skills in public speaking,





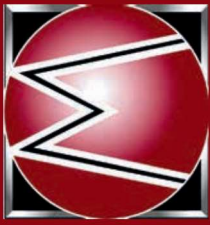
marketing, and design play a crucial role. He even maintains a basic recording studio in his basement and has recorded music for local artists and friends.

Tony's vision for the industry is one of loyalty and integrity. While he acknowledges the necessity of recruitment in today's competitive landscape, he aspires to foster a culture of mutual support and high ethical standards. He believes that real estate professionals should always strive to do the right thing, which will lead to long-term success.

In an industry often perceived as self-centered, Tony Didier stands out as a beacon of collaboration and ethical leadership. His story is not just about personal success but also about elevating those around him and setting a higher standard for the real estate profession. His advice to aspiring real estate professionals is simple yet profound: work hard, learn from successful peers, and always do the right thing. Tony Didier's career is a testament to the positive impact one can have by leading with integrity, compassion, and a commitment to excellence.



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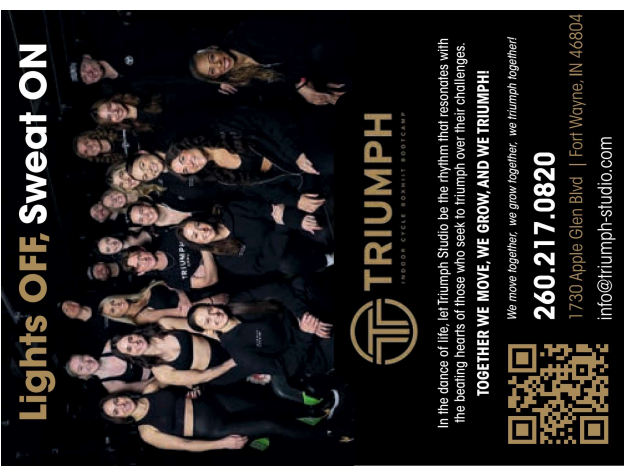


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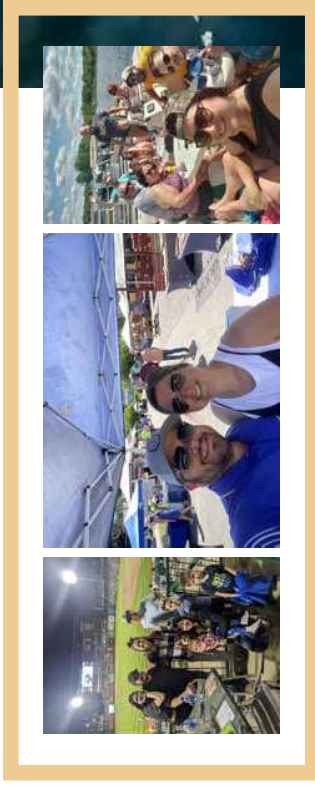
THE JOURNEY OF
SCOTT MARKER,
TOP REALTOR
AND VISIONARY



Photo Credit: Dustin Mckibben
COVER STORY

SCOTT MARKER, the dynamic Broker and Owner of Anchor Realty, has swiftly ascended the ranks to become a distinguished figure in the real estate industry. With a unique blend of technical expertise and a genuine passion for helping people, Scott's journey is a testament to the power of perseverance and building meaningful relationships. His foray into real estate was anything but conventional. Armed with a Bachelor's degree in Information Systems and a minor in Computer Science from IPFW,





Scott's initial career path seemed destined for the tech world. However, a serendipitous encounter with realtor Eric Thrasher at an open house sparked a radical career change. Encouraged by Thrasher's persistent belief in his potential, Scott took a leap of faith and obtained his real estate license in 2016. Just a week before taking the exam, he realized his calling.

In just eight years, Scott has achieved remarkable milestones. Anchor Realty, under his leadership, has flourished, boasting a career volume of 192.5 units and a sales volume of over \$44 million as of mid-2024. This impressive track record earned Anchor Realty a nomination for the 2023 New Business of the Year by the Angola Chamber of Commerce. Scott's strategic acquisition

SCOTT'S PERSONAL LIFE IS AS FULFILLING AS HIS PROFESSIONAL ONE.



of Anchor Realty and the establishment of his own brokerage mark significant accomplishments in his career. Navigating the ebbs and flows of a commission-based business is not for the faint-hearted. Scott candidly shares the challenges he faced, particularly when his wife Brie left her corporate job to join him. Transitioning to a new market in lake country while maintaining a presence in Fort Wayne required resilience and adaptability. Yet, it is these very challenges that have forged Scott's unwavering commitment to excellence.

For Scott, the cornerstone of success lies in the relationships he has cultivated. Growing up, he changed schools frequently and worked various jobs, making countless friends along the way. This ability to connect with people has been instrumental in his real estate career. Clients trust Scott for his honesty and reliability, knowing they will receive a straightforward answer or a diligent follow-up. Scott's ethos extends beyond client relationships. He treats everyone, from vendors to cooperating brokers, with the same level of respect and professionalism. This inclusive approach has not only enhanced his reputation but also contributed to a seamless

and enjoyable experience for all parties involved in a transaction.

Scott's vision for Anchor Realty is rooted in community engagement and adaptability. Located at the bustling Four Corners in Stuenben County's lake area, Anchor Realty thrives on its prime location and innovative initiatives like the Summer Market, which attracts significant foot traffic. Scott takes pride in the brokerage's small yet impactful presence, emphasizing community involvement and support for various charities and organizations.

Scott's personal life is as fulfilling as his professional one. He and Brie, together for 23 years and married for 18, adopted their daughter Cheyenne in 2018. Now 19, Cheyenne lives near St. Louis, and the family eagerly anticipates the arrival of a grandchild in December. Their two dogs, Ed and Tater, add joy and laughter to their lives. Scott and Brie cherish time with their extended families, relishing lake days and holidays. To aspiring real estate agents, Scott offers sage advice: take the job seriously but not yourself. Embrace learning, seek knowledge from industry veterans, and prioritize honesty and kindness. He





HIS JOURNEY FROM TECH ENTHUSIAST TO TOP REALTOR IS AN INSPIRATION.

attributes much of his success to Brie, the backbone of Anchor Realty, whose organizational prowess complements his visionary ideas.

As Scott continues to steer Anchor Realty towards new heights, he remains open to collaboration and growth. He invites agents and teams in Fort Wayne and surrounding areas

to explore opportunities with Anchor Realty, emphasizing the firm's commitment to quality and community. Scott Marker's story is one of passion, resilience, and the relentless pursuit of excellence. His journey from tech enthusiast to top realtor is an inspiration, demonstrating that with the right mindset and strong relationships, success is not just attainable but limitless.



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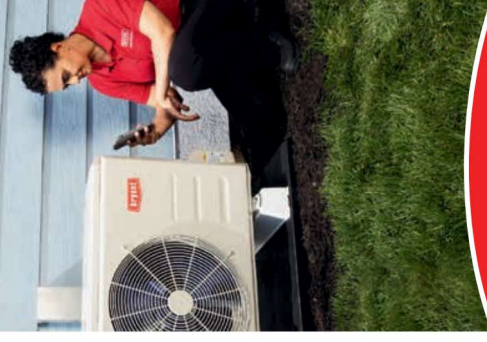
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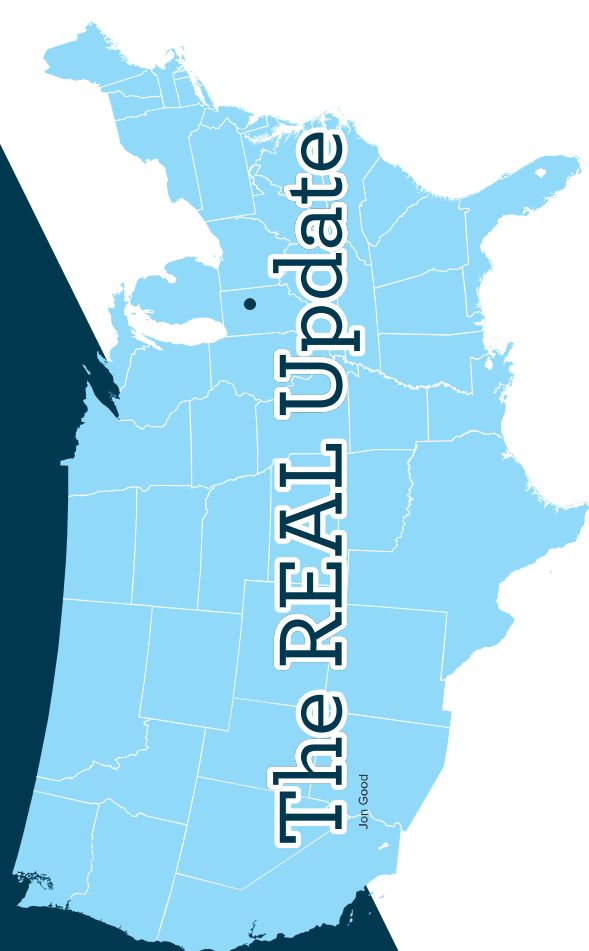
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The REAL Update

Jon Good

Let's get real. This movement has caught fire. What movement are you referring to? The movement that you all know as *Real Producers*. Indianapolis was the starting point for a program that is now in over 130 markets across the country. That's a lot of traction in under nine years. As we grew, we knew that we wanted to brand ourselves the same across the board but never lost sight of the local mission.

This magazine has been successful because of its ability to connect top-producing agents with preferred partners and with each other. There are many other reasons that make it successful, but, at its core, that is what this is all about.

The vision is simple: We want to be a one-stop shop for top-producing agents in every market across the nation. How do we do

that? In my opinion, three main groups of people stand to benefit from this monthly publication: the REALTORS® featured, the partners that advertise and the publishers who produce the magazine.

What's in it for the REALTOR®? It is truly a badge of honor to receive the magazine. Being in the top 300 out of 1,500-plus agents is an accomplishment in itself. There are countless perks to being featured in the magazine, but one of my favorites is the element of humanizing a local legend in real estate.

What's in it for our partners? The struggle is real. How do we connect with influential, top-producing agents in our market? How do we cultivate relationships with this group? Our partners get constant exposure through the monthly magazine and the quarterly events. The hard work is done. Partners just need to show up!

What's in it for the publisher? Our publishers have the unique ability to connect with a group of people that is otherwise pretty difficult to get in front of. We are all busy building our own businesses. Our publishers are entrusted with featuring top agents, connecting our partners and producing quality content regularly.

Where do you fit in all this? It's simple. Connect us with people. Who should be on the next cover? What business is catering to REALTORS® at a high level? Who should be our next publisher to launch a *Real Producers* magazine in a new market?

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2024, to June 30, 2024

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
1	Elizabeth Umschel	CENTURY 21 Bradley Realty Inc - UPBRAD	41	\$17,484,297	\$426,446	34	Lori Simson	North Eastern Group Realty - UPNOEA	24	\$7,345,242	\$306,051
2	Brandon Steffen	Steffen Group - UPSTEE	21	\$16,730,325	\$796,682	35	Geoff Cavender	eXp Realty LLC - UPEXPR	30	\$7,323,550	\$244,118
3	Tim Haber	CENTURY 21 Bradley Realty Inc - UPBRAD	44	\$14,834,628	\$337,150	36	Jim Owen	CENTURY 21 Bradley Realty Inc - UPBRAD	30	\$7,309,495	\$243,649
4	Chad Metzger	Metzger Property Services LLC - UPMEPS	56	\$14,738,555	\$263,188	37	Joseph Woolan	List With Freedom.com LLC - NEZ283	31	\$7,203,050	\$232,356
5	Leale Ferguson	Regan & Ferguson Group - UPREFE	215	\$12,869,450	\$598,579	38	Justin Walborn	Mike Thomas Assoc. Inc - UPMTAS	21	\$7,089,000	\$336,142
6	Beth Goldsmith	North Eastern Group Realty - UPNOEA	27	\$12,659,800	\$468,881	39	Emily Ganshorn	CENTURY 21 Bradley Realty Inc - UPBRAD	49.5	\$7,037,920	\$142,180
7	Timothy McCulloch	Scheerer McCulloch Real Estate - UPSMRE	50	\$12,124,912	\$242,498	40	Erin Poliy	Mike Thomas Assoc. Inc - UPMTAS	16	\$7,009,960	\$438,122
8	Gregory Brown	CENTURY 21 Bradley Realty Inc - UPBRAD	31	\$12,082,560	\$389,760	41	Gregory Fahl	Orizon Real Estate Inc. - UPORIZ	32	\$6,916,441	\$216,138
9	Heather Regan	Regan & Ferguson Group - UPREFE	19.5	\$11,524,450	\$590,997	42	Jamie Barker	RE/MAX Results - UPREMX01	19	\$6,833,800	\$359,673
10	Wendy France	CENTURY 21 Bradley Realty Inc - UPBRAD	29	\$11,214,350	\$386,701	43	Pati Coupertwhalle	Coldwell Banker Real Estate Group - NE9	14.5	\$6,781,450	\$467,686
11	Brandon Stone	CENTURY 21 Bradley Realty Inc - UPBRAD	85	\$10,888,550	\$128,100	44	Frank Shepler	CENTURY 21 Bradley Realty Inc - UPBRAD	15	\$6,734,233	\$448,948
12	Candice Everage	Century 21 Bradley-Kendallville - NE2236	41	\$10,780,000	\$262,926	45	Kimberly Ward	North Eastern Group Realty - UPNOEA	76	\$6,656,358	\$87,983
13	Bradley Noll	Noll Team Real Estate - UPNTRE	30.5	\$10,414,789	\$341,468	46	Keri Garcia	Mike Thomas Assoc. Inc - UPMTAS	13.5	\$6,639,250	\$497,796
14	Stacie Bellam-Fillman	Orizon Real Estate Inc. - UPORIZ	37	\$10,317,000	\$278,837	47	Lynette Johnson	North Eastern Group Realty - UPNOEA	13	\$6,453,301	\$496,407
15	Evan Riecke	Encore Sotheby's International Realty - UPENSO	20	\$10,195,600	\$509,780	48	Jackie Clark	Coldwell Banker Real Estate Group - UPRWGR09	16	\$6,444,450	\$402,778
16	Warren Barnes	North Eastern Group Realty - UPNOEA	37	\$9,749,196	\$263,491	49	Alyssa Schendel	North Eastern Group Realty - UPNOEA	29	\$6,379,000	\$219,965
17	James Falger	North Eastern Group Realty - UPNOEA	40	\$9,733,339	\$243,333	50	Noel Frost	Coldwell Banker Real Estate Group - UPRWGR09	20	\$6,360,540	\$318,027
18	John Garcia	Impact Realty LLC - UPIMPA	24	\$9,711,675	\$404,653						
19	Kelly York	North Eastern Group Realty - UPNOEA	34	\$9,430,052	\$277,354						
20	Cecilia Espinoza	Espinoza Realtors - UPESRE	41	\$9,076,750	\$221,384						
21	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	28	\$9,048,806	\$323,171						
22	Bradley Simson	North Eastern Group Realty - UPNOEA	20	\$8,957,300	\$447,865						
23	A.J. Sheehe	CENTURY 21 Bradley Realty Inc - UPBRAD	16	\$8,842,700	\$552,668						
24	Richard Fletcher	North Eastern Group Realty - UPNOEA	23.5	\$8,831,755	\$376,819						
25	Mary Sheer	ERA Crossroads - UPSHAA	36	\$8,795,750	\$244,326						
26	Tyler Jackson	Fort Wayne Property Group LLC - UPFOPR	39	\$8,390,030	\$215,128						
27	Tina Suckey	RE/MAX Results - UPREMX01	28	\$8,173,950	\$291,926						
28	Roylene Webb	eXp Realty LLC - UPEXPR	42	\$7,677,170	\$182,789						
29	Jessica Arnold	North Eastern Group Realty - UPNOEA	24	\$7,536,985	\$314,041						
30	Tyler Secrist	CENTURY 21 Bradley Realty Inc - UPBRAD	27	\$7,530,840	\$278,920						
31	Scott Pressler	Keller Williams Realty Group - UPKEPR	24	\$7,455,700	\$310,695						
32	David Springer	Mike Thomas Assoc. Inc - UPMTAS	16	\$7,429,800	\$464,362						
33	John-Michael Seygide	Coldwell Banker Real Estate Group - UPRWGR06	28	\$7,362,118	\$262,932						

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2024, to June 30, 2024

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
51	Courtney Ousley	North Eastern Group Realty - UPNDEA	18	\$5,281,510	\$348,972	84	Kerri Morningstar	CENTURY 21 Bradley Realty Inc - UPBRAD	16	\$5,187,500	\$324,218
52	Johanna Pardon	Mike Thomas Assoc. Inc - UPMTAS	13	\$6,151,300	\$473,176	85	Har Mae Dar	JM Realty Associates Inc. - UPMRA	25	\$5,152,900	\$206,116
53	April West	Scheerer McCulloch Real Estate - UPSMRE	33	\$6,132,900	\$185,845	86	Michael Kirchberg	Uptown Realty Group - UPUTRG	16	\$5,133,865	\$320,866
54	Matthew Hawkins	Wieland Real Estate - UPWREE	23	\$5,037,250	\$262,489	87	Kyle JNess	Ness Bros. Realtors & Auctioneers - UPRLNB02	18	\$5,069,775	\$281,654
55	Ray Smith	American Dream Team Real Estate Brokers - UPADTR	22	\$5,946,415	\$270,291	88	Son Huynh	CENTURY 21 Bradley Realty Inc - UPBRAD	17	\$5,035,507	\$296,206
56	Dana Botterson	CENTURY 21 Bradley Realty Inc - UPBRAD	22	\$5,910,725	\$268,669	89	Michael McKinney	Mike Thomas Assoc. Inc - UPMTAS	13	\$5,022,900	\$386,376
57	Justin Longardner	CENTURY 21 Bradley Realty Inc - UPBRAD	21	\$5,834,000	\$277,809	90	Linda Williams	Coldwell Banker Real Estate Group - UPRWGR09	20	\$5,017,754	\$250,887
58	Matthew Leckner	Coldwell Banker Real Estate Group - NE9	12	\$5,808,800	\$484,066	91	David Gall	Coldwell Banker Real Estate Group - UPRWGR09	12	\$5,011,100	\$417,591
59	Jordan Wilkman	eXp Realty, LLC - UPEXPR	28	\$5,784,663	\$206,595	92	Brad Mineer	Minear Real Estate - UPMRES	14.5	\$4,985,237	\$343,809
60	Kaleefa Simpson	eXp Realty, LLC - UPEXPR	32	\$5,782,700	\$180,709	93	Brandy Beckstedt	Mike Thomas Assoc. Inc - UPMTAS	17	\$4,975,000	\$292,647
61	Martin Brandenberger	Coldwell Banker Real Estate Group - UPRWGR09	13	\$5,779,500	\$444,576	94	Daniel Moriken	Morken Real Estate Services Inc. - UPMRSI	14.5	\$4,953,000	\$341,586
62	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	19	\$5,771,404	\$303,758	95	Derek Pearson	American Dream Team Real Estate Brokers - UPADTR	21	\$4,938,902	\$235,185
63	Jocile Ruefer	Encore Sotheby's International Realty - UPENSO	11	\$5,769,800	\$524,527	96	Mark Dippold	Coldwell Banker Real Estate Group - UPRWGR05	11	\$4,912,300	\$446,572
64	Andy Zoda	Coldwell Banker Real Estate Group - UPRWGR05	28	\$5,758,100	\$205,646	97	Emily Cary	Keller Williams Realty Group - UPKEPR	20.5	\$4,900,150	\$239,031
65	Im Barnhart	Coldwell Banker Real Estate Group - UPRWGR05	18.5	\$5,750,750	\$310,951	98	Corey Malcolm	RE/MAX Results - UPREMX01	15	\$4,887,175	\$325,811
66	Ginger Miller	CENTURY 21 Bradley Realty Inc - UPBRAD	18	\$5,707,321	\$317,073	99	Lesh Marker	Mike Thomas Assoc. Inc - UPMTAS	9	\$4,873,600	\$541,511
67	Daniel Orlando	Mike Thomas Associates - NE341	14	\$5,677,301	\$405,521	100	Matthew Donahue	CENTURY 21 Bradley Realty Inc - UPBRAD	21	\$4,864,600	\$231,647
68	Michelle Sinn	Coldwell Banker Real Estate Group - UPRWGR09	17	\$5,658,148	\$332,832						
69	Timothy Zank	RE/MAX Results - Angola office - NE30	15	\$5,564,400	\$370,960						
70	Lacey Caffee	Ideal REALTORS - UPRED	17.5	\$5,518,314	\$315,332						
71	Anita Hess	Century 21 Bradley-Kendallville - NE2236	21.5	\$5,497,005	\$255,674						
72	Cindy Bluhm	Mike Thomas Assoc. Inc - UPMTAS	16	\$5,473,954	\$342,122						
73	Jody Holloway	Coldwell Banker Holloway - UPCHO	25	\$5,386,992	\$215,479						
74	Mark Bock	Mike Thomas Associates - NE344	23	\$5,375,695	\$233,725						
75	Troy Wieland	Wieland Real Estate - UPWREE	13	\$5,374,025	\$413,386						
76	Charity Middleton	Noli Team Real Estate - UPNTRE	15	\$5,365,700	\$357,713						
77	Marcus Christlieb	F.C. Tucker Fort Wayne - UPFCTU	15.5	\$5,303,203	\$342,142						
78	Andrea Shepherd	Mike Thomas Assoc. Inc - UPMTAS	21	\$5,302,200	\$252,485						
79	Eric Smith	Uptown Realty Group - UPUTRG	18	\$5,301,700	\$294,538						
80	Scott Hope	American Dream Team Real Estate Brokers - UPADTR	22	\$5,273,700	\$239,713						
81	Ken Steury	Coldwell Banker Real Estate Group - UPRWGR09	9	\$5,259,900	\$584,433						
82	Christy Thomson	RE/MAX Results - Angola office - NE30	19	\$5,257,300	\$276,700						
83	Jared Kent	Anthony REALTORS - UPANRE	31	\$5,220,500	\$168,403						

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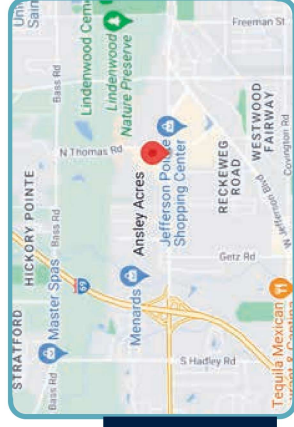


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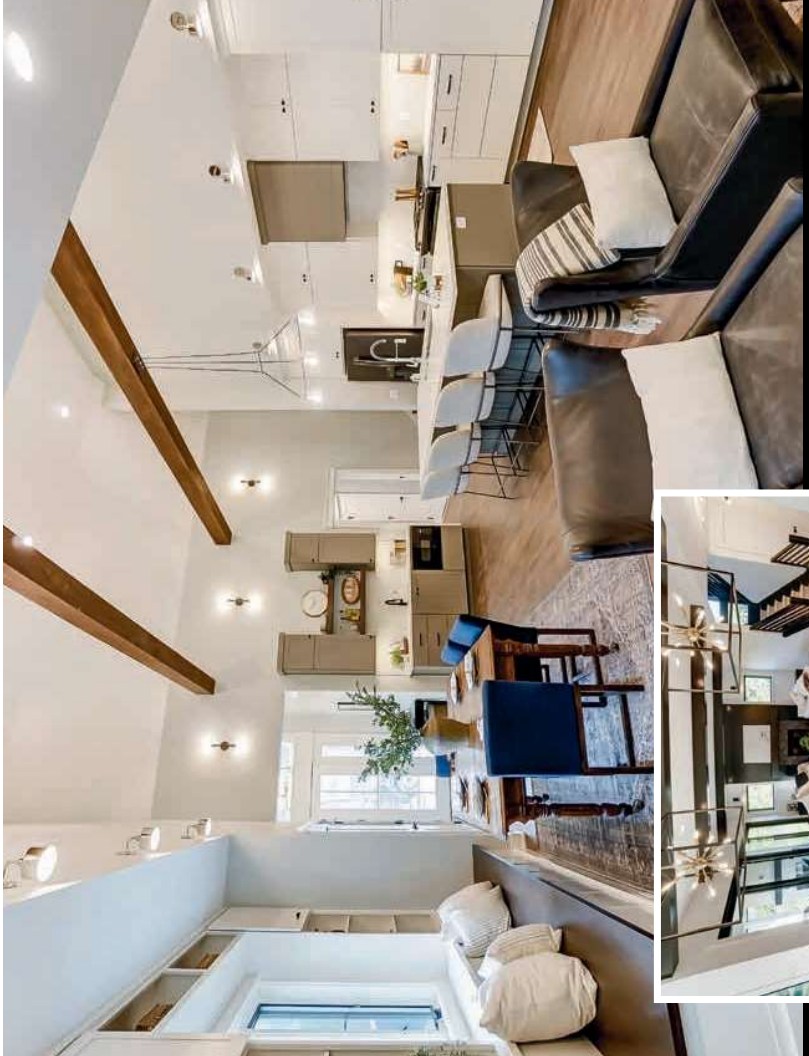


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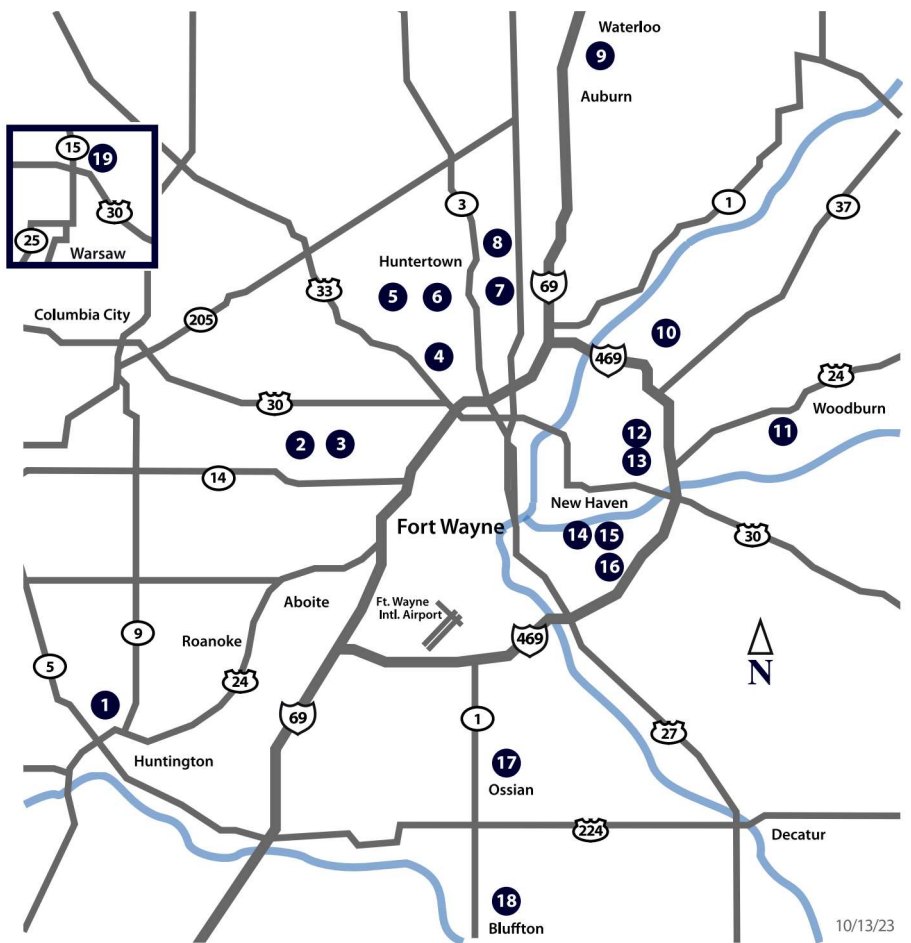
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