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**Megan Stutts Britton and Kiel  
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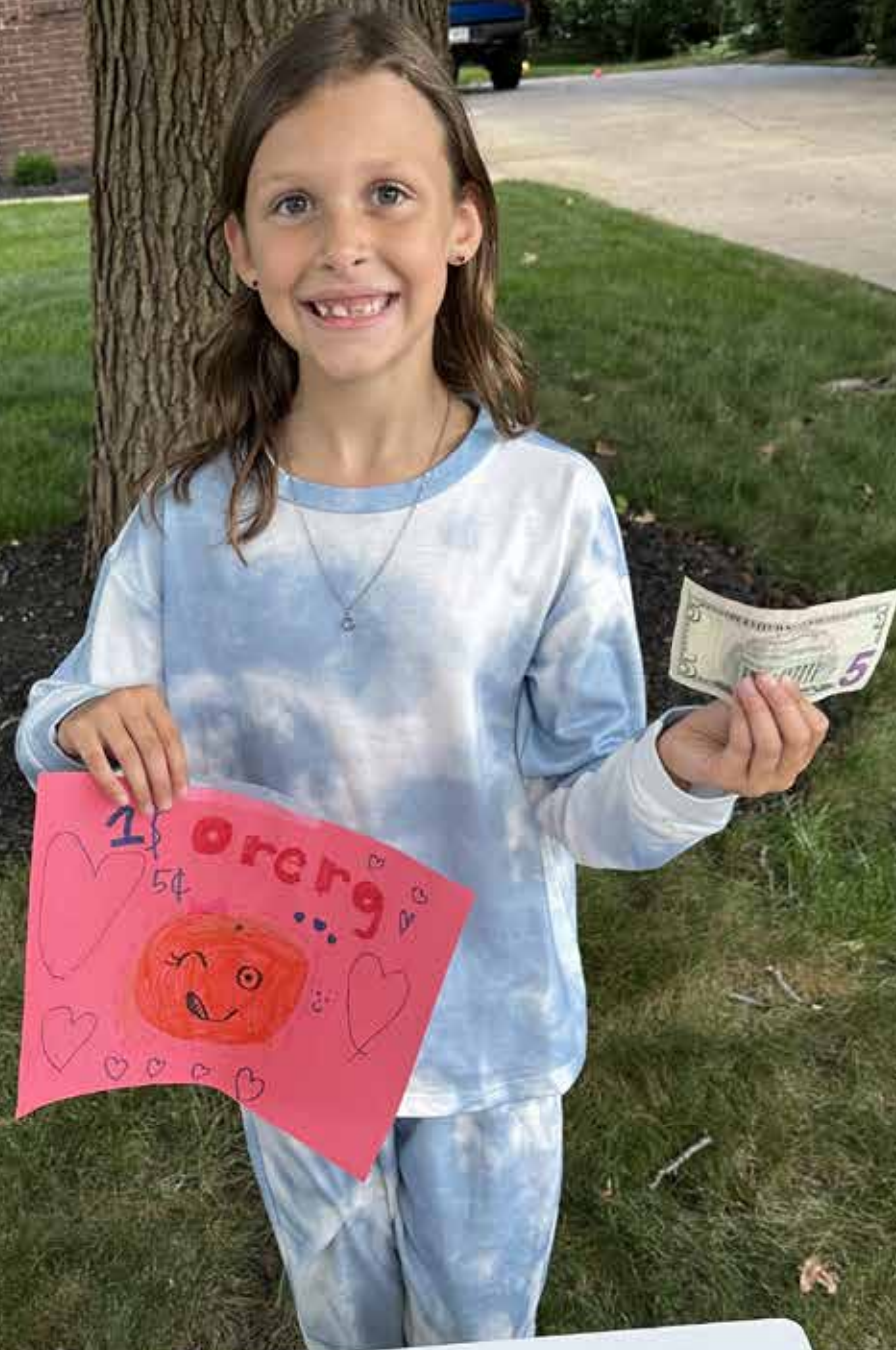
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# ORANGES

# For Sale



One summer morning, I was watching an educational cartoon with my oldest daughter, Charlee. Knowing I had an important business call coming up, I told her she could watch one more episode and then tell me what she learned afterward.

The call ended up running long. Charlee, having finished the episode, came over and showed me a drawing she'd made on construction paper. She loves creating art, and I usually make a big deal out of her work. But in that moment, I'm sure I was only half-paying attention, thinking I'd give her my full focus once the call wrapped up.

Finally, when I got off the call, I went looking to see what Charlee had drawn. About that time, she rushed in from outside, all excited, saying, "Daddy, daddy! Look—I made five dollars!" A little confused, I asked, "How did you make five dollars?" She grinned and said, "I sold oranges to a nice lady."

My mind started spinning. What?? Following her outside, I found she'd set up a small stand with a sign made out of construction paper that read "Oranges, \$1." Our kind neighbor had stopped on her way home, bought five oranges, and handed Charlee five dollars.

After getting over my initial shock at the safety issue, I had a chance to really process what had happened in her

little mind. I couldn't help feeling incredibly proud. As an entrepreneur myself, seeing her take such quick, decisive action filled me with pride. I asked her what had given her the idea, and she said, "The cartoon! The kids were selling lemonade at a lemonade stand."

Initially, I'd wondered what historical lesson she'd take from the cartoon. While I'm sure she learned some history, her biggest takeaway was the lemonade stand. What amazed me most was how immediately she acted on her idea. Now almost every weekend she wants to set up her little shop on the sidewalk with various produce items.

As adults, we often find countless reasons to delay or avoid action. There's so much we can learn from the mind of a child and how readily they turn ideas into reality. As proud as I was of her entrepreneurial spirit, I couldn't help but laugh, realizing Charlee still has some business fundamentals to master—like profit and loss! After all, Daddy's the one footing the bill for the oranges. At this rate, I'm just the silent investor funding her operation, but it looks like she's well on her way to understanding the art of a good sale.

▶▶ partner spotlight from kkp brand photo and video

By Kelsey Ramsey

## Creating Connections and Capturing Success

As the founder of KKP Brand Photo and Video, Kelly and her small but mighty team are redefining how businesses share their stories through stunning visuals. With a blend of energy, talent, and heartfelt connection, Kelly has crafted a unique niche in the industry, making her a go-to for branding photography and videography.

At the heart of KKP is a dedicated team that shares Kelly's vision. Her old college friend, Maddie Duncan, serves as her Associate Photographer and Videographer in Indianapolis, assisting Kelly with her workload by bringing her own expertise and talents to the team. In Charlotte, NC, Kelly works alongside talented associates Tristin Pickvet and Kendyl Bradley, who handle photography and videography, respectively. The team is rounded out by Kristen Still, their efficient virtual assistant, who ensures that everything runs smoothly behind the scenes.

KKP specializes in creating personalized branding photos and videos that resonate with businesses looking to elevate their marketing game. From professional headshots to lifestyle brand photography and dynamic event recap videos, the services offered are designed to capture the essence of each client's unique story. "We make photo sessions easy and comfortable," Kelly explains. This emphasis on ease and fun sets KKP apart from many competitors.

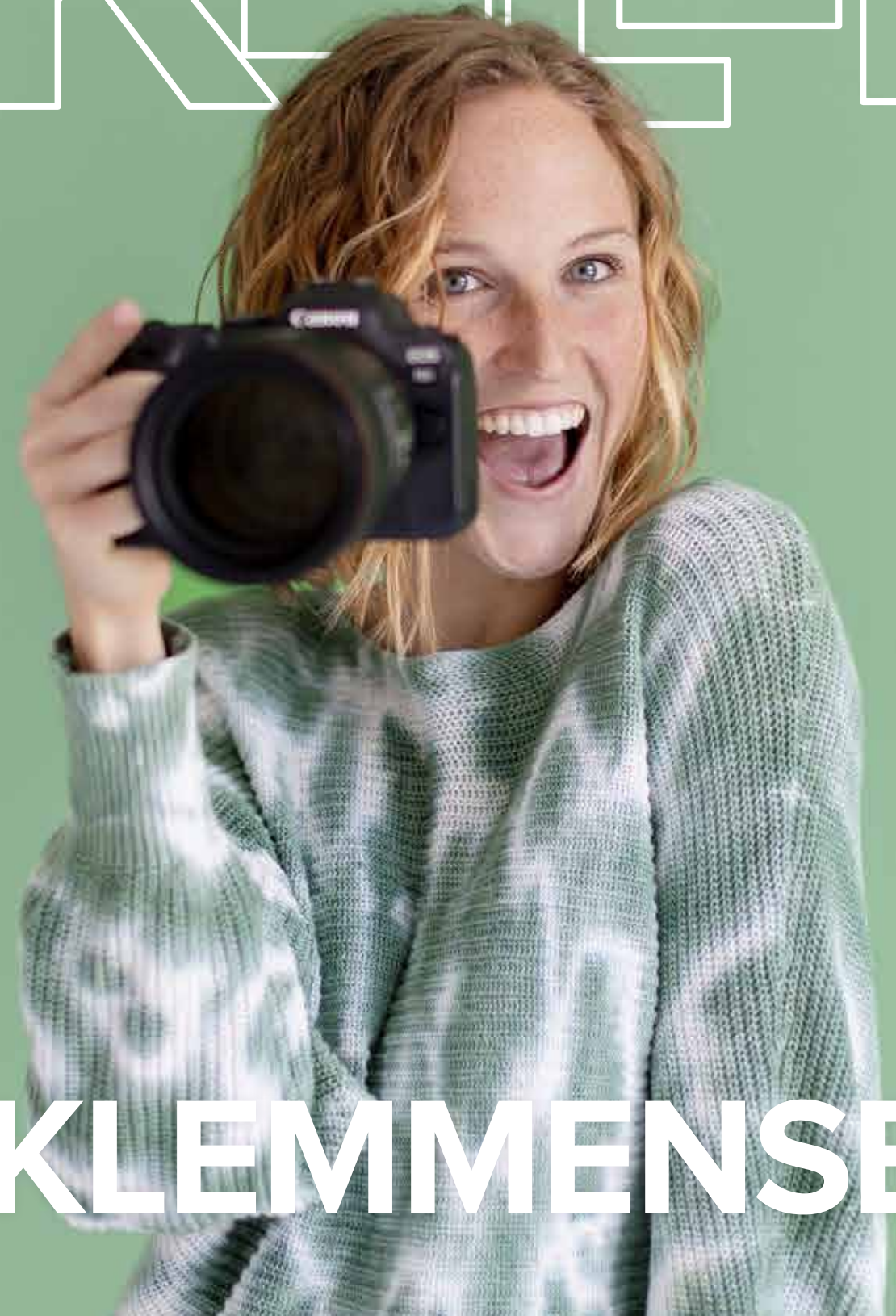
Kelly's fascination with photography began in childhood. From an early age, she was drawn to capturing moments, often taking her point-and-shoot camera to birthday parties and sharing the photos later with friends. Her childhood mantra, "Camera me!" reflects her lifelong passion. She was delivering galleries before she even knew what that meant.

Her transition into branding photography was influenced by her background in Public Relations, having worked as a PR Specialist for BGEA in Charlotte. This experience ignited her passion for visually communicating what makes a business unique, allowing her to blend creativity with strategic insight.

What truly differentiates KKP is its personal approach to client relationships. Kelly invests time in getting to know her clients, fostering connections that often extend beyond the professional realm. Many clients appreciate her warm, approachable style, which makes the photography process feel

# KELLY

# KLEMMENSEN





**“It’s cheesy,  
but I love the  
quote, ‘Find a job  
you enjoy doing,  
and you will never  
have to work a  
day in your life’**

**”**

One of Kelly’s favorite niches is collaborating with realtors, who share her passion for storytelling. “I love helping realtors tell their stories and market themselves,” she says. She looks for ways to help them showcase their unique qualities and brands effectively. Collaborating with like-minded professionals who want to uplift each other is what makes her work so rewarding.

Through KKP Brand Photo and Video, Kelly Klemmensen is not just capturing images; she’s crafting compelling narratives that empower businesses. Her dedication to creating enjoyable experiences for clients, coupled with her passion for helping them shine, sets her apart in the industry. As she continues to grow her brand and nurture her talented team, the journey of KKP is poised for exciting developments ahead.



less daunting. This commitment to building rapport not only enhances the client experience but also cultivates a supportive community around KKP.

For Kelly, success is not defined by accolades but by passion and fulfillment. She finds immense joy in capturing images that boost her clients’ confidence. Seeing clients light up when they view their photos—often expressing how beautiful they feel—brings her genuine happiness. “It’s cheesy, but I love the quote, ‘Find a job you enjoy doing, and you will never have to work a day in your life,’” Kelly adds.

Outside of her professional pursuits, Kelly cherishes time with her family. She and her husband, Aaron, are busy parents to a spirited two-year-old daughter, filling their days with trips to parks, playgrounds, and walks with their golden retriever.

To maintain a healthy work-life balance, Kelly sets boundaries, particularly with her technology. She consciously avoids working on her phone during family time, ensuring that she is fully present. This strategy helps her manage the demands of her business while enjoying meaningful moments with her loved ones.



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# MEGAN STUTTS BRITTON & KIEL SHERWOOD

▶▶ partner spotlight from ultra dry roofing

By Kelsey Ramsey



## RAISING THE ROOF: THE VISIONARIES BEHIND ULTRA DRY ROOFING

**W**hen it comes to home improvement, few teams stand out quite like Kiel Sherwood and Megan Stutts Britton, the dynamic owners of Ultra Dry Roofing. With a commitment to quality and customer satisfaction, they have transformed their collective experiences into a thriving residential roofing, siding, and gutters contracting business.

Megan, the Majority Owner, blends her passion for family and community with her extensive background in sales management and lending. Kiel serves as the Managing Partner and Owner, bringing a competitive spirit honed through years as an athlete and a seasoned sales professional. Together, they lead a dedicated team that includes:

- **Braden Smith:** Runs production, ensuring that every project runs smoothly and efficiently.
- **Blake Westerman:** Acts as Team Lead and Account Manager, bridging communication between clients and the team.
- **Chase Benslay:** Account Manager
- **Andre Wright:** Account Manager

Kiel and Megan's foray into the roofing industry stems from their extensive backgrounds at Angie's List and HomeAdvisor. After nearly a decade of engaging with contractors and understanding the industry's nuances, they decided to take the leap and establish Ultra Dry Roofing. Their combined experiences empower them to approach business with a unique perspective on both client needs and operational efficiencies.

What sets Ultra Dry Roofing apart from competitors? "We pride ourselves on communication," Megan explains. Unlike many contractors who delay projects until insurance negotiations conclude, they prioritize customer experience by ensuring that roofing work begins as soon as the homeowner is ready, while they manage the insurance details behind the scenes. This agility is a core tenet of their service philosophy.

For Kiel, success is defined by "being able to take a vacation without needing to check my phone." This sentiment resonates with many business owners, highlighting the challenges of balancing work and personal life. Megan, a single mother to her two-year-old son Wyatt, echoes this sentiment, sharing, "With owning a



“ With owning a company, having a full-time job, and being a single mom, work-life balance is something I have to consciously focus on.

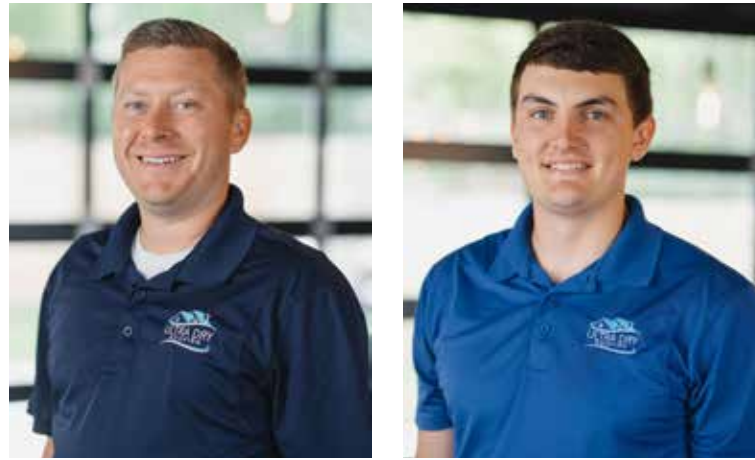


company, having a full-time job, and being a single mom, work-life balance is something I have to consciously focus on.”

Despite the challenges, both owners find joy in their personal lives. Kiel enjoys golf and basketball, while Megan cherishes time spent at the lake and on the golf course with family and friends. Her love for the water, nurtured during her childhood at Geist, remains a cornerstone of her leisure time.

Kiel and Megan’s partnership is rooted in friendship, which began at HomeAdvisor. They bonded over trivia nights and a shared desire to build something meaningful for their families. Their complementary strengths—Kiel’s leadership and Megan’s sales expertise—create a robust foundation for Ultra Dry Roofing’s success.

Both owners are deeply connected to their communities. Megan, who grew up on the Northeast side of Indianapolis, values her close-knit family ties, while Kiel and his wife Amy enjoy their life in Fishers with their three rescue chihuahuas. Their commitment to serving local homeowners reflects a profound respect for the neighborhoods they call home.



As Megan emphasizes, “We are salespeople ourselves and understand the importance of timeliness and quality. With our business model, we can put a roof on within 72 hours of a homeowner choosing us as their contractor.” This speed, combined with an emphasis on effective communication, has positioned Ultra Dry Roofing as a reliable choice for residential needs.

Kiel Sherwood and Megan Stutts Britton are more than just business owners; they are a testament to the power of collaboration, community, and customer care. With a dedicated team and a shared vision, they continue to redefine success in the roofing industry—one satisfied homeowner at a time. Whether it’s through their agile approach to project management or their unwavering commitment to quality, Kiel and Megan are proving that building a business can be as rewarding as building a roof over someone’s head.



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# Understanding Indoor Air Particle testing

Indoor air quality is crucial for health and well-being, yet many people overlook it. The quality of the air we breathe inside our homes can have a significant impact on our health and comfort. One critical aspect of indoor air quality is the presence of airborne particles, which can include dust, pollen, mold spores, and other harmful allergens. Indoor air particle testing helps assess the levels and types of particles present in the air, allowing for informed decisions on how to improve air quality. Here's a closer look at what indoor air particle testing involves and why it's essential.

## What Is Indoor Air Particle Testing?

Indoor air particle testing is a process that involves measuring the number and size of airborne particles in a given space. Specialized equipment is used to sample and analyze the air. These devices can detect over 40 types of particles ranging from ultrafine to larger particles. The testing process often involves collecting air samples in various locations within a building and comparing particle levels to established standards, such as those set by the Environmental Protection Agency (EPA) or the World Health Organization (WHO). It's best to take an additional sample of the outside air to determine if the contaminants are from the home itself.

Indoor air particle testing can identify specific types of particles. For instance, mold spores and pollen are

common allergens, while particulate matter from building materials, aerosol products, or smoke can pose more severe respiratory hazards.

## Types of Particles in Indoor Air

**Indoor air contains a mix of particles from various sources:**

- **Dust:** Made up of skin cells, fabric fibers, and other debris, dust is one of the most common indoor air particles.
- **Pollen:** Often tracked in from outside, pollen can trigger allergies.
- **Mold Spores:** Mold can grow in damp areas of a home, releasing spores into the air.
- **Animal hair and dander:** These are a common allergen caused by pets and pests
- **Smoke Particles:** From cigarettes or wood-burning stoves, smoke particles can be small and particularly harmful.

## Why Is Indoor Air Particle Testing Important?

1. **Health Concerns** One of the most compelling reasons for indoor air particle testing is the impact on health. Fine particles can penetrate deep into the lungs and even enter the bloodstream, potentially leading to respiratory issues, cardiovascular problems, and worsened conditions such as asthma or allergies. By identifying harmful levels of particulate matter, particle testing helps reduce exposure and prevent health problems, especially for vulnerable groups like children,

- the elderly, and those with pre-existing conditions. A particle ID report is extremely helpful to your Dr when diagnosing respiratory health issues.
2. **Improving Air Quality** Once testing reveals the presence and concentration of various particles, steps can be taken to improve air quality. This may involve using air purifiers, upgrading ventilation systems, or removing pollution sources. Knowing the exact nature of indoor air contamination allows homeowners to choose the most effective mitigation methods.
3. **Energy Efficiency** Poor indoor air quality can sometimes result from inefficient HVAC systems, which allow the buildup of contaminants. Indoor air particle testing can uncover such issues, leading to repairs or upgrades that not only improve air quality but also enhance energy efficiency by optimizing airflow and filtration.

Indoor air particle testing is a critical tool in maintaining a healthy indoor environment. By identifying harmful particles and assessing air quality, it provides valuable insights that help reduce health risks, improve comfort, and ensure the air we breathe indoors is as clean and safe as possible.

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# ALEXANDRIA HARRIS

**Q. How early did you know that you wanted to be a real estate agent?**

**A.** In 2018, my husband and I sold our first house. After going through the process, the contract pieces really intrigued me. When we got to the closing table, our Realtor at the time, told me, they thought I'd make a good real estate agent and I took that and ran with it!

**Q. What college did you attend, and what did you study (degree)? (if applicable)**

**A.** I attended Northern Kentucky University for 2 years, then moved home and finished my degree in Business Management and received my Bachelor's Degree at Indiana Wesleyan University in 2012.

**Q. Have you discovered anything from that time that helps you in real estate?**

**A.** I worked in Supply Chain management for 8 years prior to real estate. Those tools helped me to highlight the strategic importance of real estate in optimizing and managing clients efficiently.

**Q. What are the positives/rewards of what you do?**

**A.** Being a REALTOR has several positive rewards. It has allowed me the flexibility to be involved with my kid's busy schedules, and it has allowed me to have control and balance over my personal commitments as a mom, wife and family member. I am also rewarded by helping clients find their dream homes, make successful major investments. I often experience a sense of fulfillment from helping my clients and making a positive impact on my community and people's lives. Lastly, I also enjoy the diverse tasks and challenges that I encounter daily. Nothing is the same day-to-day. The variety makes my career enjoyable and dynamic.

**Q. What has contributed to your quicker success?**

**A.** "Mirror what you admire" -Unknown  
I have been saying this since I started my real estate

career. I've study the market, read books, listen to podcasts, focused on my mindset and soaked in all the knowledge that I could about the industry. At an early stage in my career, I begin to understand that it wasn't for me to reinvent the wheel, but to study the characteristics of those that were more successful and ahead of me.

**Q. How do you define success?**

**A.** Success for me is achieving a sense of happiness in my life.

That expands from my personal life with my kids, family, as well as my professional life. Being able to pursue my passion in helping others whether that is assisting clients, being a resource/guide to others, and maintaining and building meaningful relationships. Constantly contributing to a cause greater than myself and finding that there is no ceiling is what brings pure fulfillment and joy to what I do each day.



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**Q. What about your family life today?**

**A.** I have two incredible kids, Rylie (10 years old), Ryan Jr. (6 years old), and a wonderful supporting Husband, Ryan Harris. They keep me going and they are the reasons I work so hard. I want to show them that hard work pays off and it can be fun and enjoyable at the same time. I stress to them that finding their passion will give them great joy and build resilience and perseverance for them to overcome challenges and setbacks in life. We enjoy each other's company and to me, there is nothing more important than hanging out with my family!

**Q. If you could change one thing in your industry right now, what would it be?**

**A.** If I could change one thing in the real estate industry right now, it would be to have more agents demonstrate the benefit of adopting a growth mindset. The beliefs of a growth mindset can be developed through hard work, dedication, and the right strategies. Embracing the changes and challenges in our industry right now is vital. We must view challenges as opportunities to learn and grow rather than seeing them as obstacles.

**Q. What advice would you give to those considering real estate?**

**A.** If you are considering real estate, I would highly suggest speaking with someone that has been in the industry for quite some time. They will be able to tell you the highs and lows of the industry. It is not all about fame, fun and glory. A lot of agents have gotten into the business because it looks easy. To be successful, you have to understand that this business is a lifestyle. It comes with a

lot of risks and challenges and there can be some setbacks along the way. Understanding that failure is part of the learning process and persistence is crucial to overcoming obstacles is going to be key. Real Estate is very rewarding, but it takes time.



“““

Understanding that failure is part of the learning process and persistence is crucial to overcoming obstacles is going to be key.  
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By Dawn Adams

# The REALTOR® Foundation Update

## TRANSACTIONAL GIVING AT CLOSING ADDS UP

Did you know you can donate to the REALTOR® Foundation at closing? There are several real estate offices around central Indiana currently participating in transactional giving, likely including yours! For many, signing up is as easy as filling out a box on the closing form or a form at the beginning of the year. Not to mention, it's tax deductible! Transactional giving is the perfect way to show your clients that you are not only committed to your industry, but your community as well. You probably won't miss a few dollars off your closing commission – as little as the price of a cup of coffee – but small gifts add up to a huge impact for those experiencing homelessness in central Indiana.

If you give \$250 or more in a calendar year through transactional giving, your name goes on the prestigious Heroes of Hope wall displayed in the MIBOR lobby as a legacy of your generosity. Furthermore, you can dedicate your closing gifts in honor or in memory of someone special, and the REALTOR® Foundation will send them an official letter on your behalf. This is an easy, impactful way to create relationships within your market and with your clients.

Your closing donations go directly into the REALTOR® Foundation's annual fund from which grants are awarded to local nonprofit organizations solving homelessness in central Indiana. We envision our community where everyone has a safe place to call home, and your gifts are crucial to making that a reality. We would love to have you join our fight to prevent and end homelessness in central Indiana. Transactional giving is the easiest and most effective way for a REALTOR® to support our mission!

Is your office not currently participating in transactional giving? We'd love to help you work with your managing broker to set you up! And don't worry, there are plenty of other convenient ways to give. You can have a monthly contribution deducted automatically from your bank account in the amount and date of your choice. Setting up is simple! Just contact the Foundation office at (317) 956-5255. You can also always make an individual donation or set up recurring donations online at [realtorfoundation.org](http://realtorfoundation.org).

Show your industry leadership and become a transactional giving donor today!



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# Allen Williams

## of the Allen Williams Realty Group (BHHS)

Allen's business philosophy is girded by his intense desire to remain true to his customer service mantra – do it the right way, right now! He hopes that someday, people will remember him as an agent that never took himself too seriously but who worked hard, had

fun and was always intent upon doing the best thing in the interest of others.

“The housing market is never as good as you think and never as bad as you think, so agents must learn to navigate the up and down ride.” He

loves to give back, and his days as a fireman motivated him to establish a pledge (see heroperks.com) to return a percentage of his commission to those who serve through the police, fire, nursing, teaching, EMT and active military professions.



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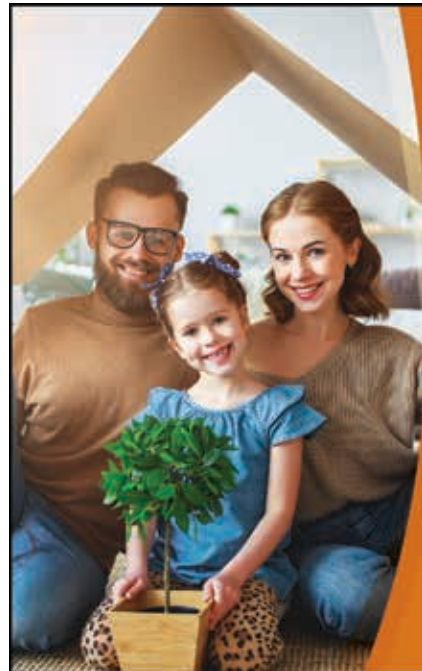
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► cover story from kelly deschryver real estate team

By Kelsey Ramsey  
Photos by Kelly Klemmensen



# K E L L Y

DeSchryver

*heart and home*

Few stories are as heartfelt and inspiring as that of Kelly DeSchryver. A dedicated realtor with deep roots in Indianapolis, Kelly's life is a tapestry woven from faith, family, and a genuine commitment to serving her community. From her athletic youth to her thriving real estate career, Kelly embodies the spirit of resilience and compassion.

Kelly's upbringing was anything but ordinary. Raised in a loving but challenging environment as one of five children, she learned the value of hard work and the importance of community from a young age. "Faith has molded me," she reflects, emphasizing the role of her supportive family. Her mother, a hardworking single parent, juggled multiple jobs to provide for her children, instilling in Kelly a strong sense of responsibility and gratitude.

Kelly's journey into real estate began after years of being a stay-at-home mom. While volunteering at school and church, she and her husband, Bob, recognized the need for an additional income. Having always been intrigued by the real estate market, Kelly decided to dive in. Initially drawn to investment opportunities, she soon found her true passion lay in helping buyers and sellers navigate the often-emotional process of real estate transactions. For Kelly, real estate feels like an extension of her ministry work. "I love being the person my clients can trust to take care of one of their largest investments," she explains. Whether she's guiding families through selling their homes or helping elderly clients transition to new living situations, her empathy and dedication shine through.



“  
I love being the person my clients can trust to take care of one of their largest investments.”



Finding a balance between faith, family, and work has been one of Kelly's greatest challenges. To manage her time effectively, she treats everything like an appointment. "I put it on my calendar—whether it's church, date nights with Bob, or family time," she says. This proactive approach ensures she remains committed to her priorities, even amidst the demands of a busy real estate career.

What sets Kelly apart in the competitive real estate market is her extensive knowledge of the local area. Growing up in Indianapolis and staying connected to the community has given her valuable insights into market trends. "My history here, coupled with continuous training, helps me provide exceptional service," she notes. She believes that understanding where the market has been and where it's headed is crucial for her clients' success.

Kelly's commitment to hard work and continuous learning has paid off. She has received the 5-Star Professional award for nine consecutive years, a testament to her excellent customer service. "I believe the key to success is showing up and being willing to do the hard work," she says, and it's clear that her dedication has fostered deep relationships with her clients.



“”

I believe the key to success is showing up and being willing to do the hard work.

Her commitment to service is complemented by her involvement in Cursillo, a faith-based community that helps deepen her relationship with Jesus Christ. This experience enriches her interactions, allowing her to lead with empathy and integrity. “I want to be remembered as someone with enormous faith and a heart for others,” she shares.



Outside of real estate, Kelly treasures her family life. She and Bob are proud parents to three children: Candace, Stephen, and Charlie. Together, they share a deep passion for sports, with everyone having played in high school. They frequently attend professional sporting events together, reveling in the excitement and camaraderie that sports bring. “We’re a



sports-loving family, and it’s been wonderful to see our children maintain those close bonds,” Kelly notes. Music also plays a vital role in their lives. Family gatherings are filled with sing-alongs, movie quotes, and shared laughter, creating cherished memories.

Central to Kelly’s values is the profound influence of her mother, who raised five children single-handedly while juggling a full-time job and up to seven part-time roles. “My mom has been such a wonderful example of faith, love, hard work, and giving,” Kelly reflects. Even with very little, she ensured her children felt loved and supported by surrounding them with caring family and friends. Kelly fondly



remembers playing softball in hand-me-down dress shoes, emphasizing that the joy of being with her teammates far outweighed any material concerns. Her mother has played an essential role in Kelly's professional journey, even serving as her assistant over the years. Even now, she offers guidance and support, reinforcing the values that Kelly hopes to pass down to the next generation.

Fitness and health have also become a priority for Kelly. She has recently committed to regular exercise, finding joy in the new challenges it brings. Balancing these personal pursuits with her professional life allows her to serve her clients with renewed energy and passion.

Kelly DeSchryver's journey in real estate is a beautiful testament to the power of faith, family, and



community. With her heart firmly rooted in service, she continues to build dreams for her clients while nurturing her own family ties. As she moves forward in her career, Kelly remains excited about what the future holds for

her family, her clients, and the vibrant Indianapolis community she calls home. Whether she's guiding clients through one of life's biggest transitions or enjoying a family reunion, her commitment to making a difference is unmistakable.



“”

I want to be remembered as someone with enormous faith and a heart for others.

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to September 30, 2024.

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Mike Scheetz	186.5	12	198.5	\$88,053,759
2	Matt McLaughlin	49	43.5	92.5	\$84,203,713
3	Mike Deck	39.5	37	76.5	\$81,043,882
4	Carrie Holle	80.5	18	98.5	\$57,419,733
5	Bif Ward	28	17.5	45.5	\$53,376,527
6	Justin Steill	56.5	20.5	77	\$49,301,528
7	Chandra Sekhar Alokam	24	103	127	\$49,205,473
8	Allen Williams	47	40	87	\$46,245,503
9	Jennil Salazar	26	15	41	\$46,071,902
10	Lindsey Smalling	77.5	64.5	142	\$40,831,818
11	Stephen Clark	36	39	75	\$34,779,441
12	Amanda Peterson	84	1.5	85.5	\$33,081,544
13	Rashad Mitchell	67.5	11	78.5	\$32,386,148
14	Lauren Giesler	82	1	83	\$31,057,205
15	Chris Schulhof	22	14.5	36.5	\$29,896,490
16	Laura Heigl	16.5	26	42.5	\$29,469,027
17	Christine Robbins	65.5	3	68.5	\$29,236,474
18	Michelle Chandler	31	56	87	\$27,789,485
19	Jamie Boer	32.5	27	59.5	\$27,709,022
20	Alex Montagano	27	56.5	83.5	\$27,449,205
21	Eric Forney	21.5	54	75.5	\$26,772,945
22	David Brenton	58	34	92	\$26,472,817
23	Drew Wyant	53	27	80	\$26,118,228
24	Shannon Gilbert	19	44	63	\$26,088,811
25	Robbin Edwards	25	18	43	\$25,783,225
26	Jerrold Klein	67	0	67	\$25,770,443
27	Traci Garontakos	15.5	10	25.5	\$25,699,058
28	Mark Linder	16	24	40	\$25,675,249
29	Mike Feldman	27	23	50	\$25,311,628
30	Summer Hudson	24	62	86	\$24,776,540
31	Stacy Barry	22	25	47	\$24,581,595
32	Eric Wolfe	42	54.5	96.5	\$24,372,709
33	Laura Turner	31	24	55	\$24,360,180

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Jeffrey Paxson	48	24	72	\$23,761,000
35	Mary Wernke	11.5	9.5	21	\$23,115,274
36	Stephanie Evelo	30.5	30	60.5	\$22,907,992
37	Molly Hadley	36	26	62	\$22,828,207
38	Kevin Hudson	45	18	63	\$22,482,662
39	Meighan Wise	19.5	19.5	39	\$22,398,262
40	Sean Daniels	31.5	29	60.5	\$22,251,928
41	Scott Hackman	19	15	34	\$21,963,184
42	Brandon Smith	14	12.5	26.5	\$21,524,800
43	Jeffrey Cummings	36	26.5	62.5	\$21,238,790
44	Lora Reynolds	18.5	52.5	71	\$21,147,746
45	Matthew Kressley	10.5	14	24.5	\$21,137,071
46	Brian Sanders	12	15.5	27.5	\$21,046,950
47	Luis Coronel	26	120	146	\$20,968,655
48	Erika Frantz	37.5	6	43.5	\$20,464,230
49	Steve Lew	40	39.5	79.5	\$20,449,965
50	Kelly Dather	13	32.5	45.5	\$20,369,563

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to September 30, 2024.

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Jeanne Hutcherson	15	11	26	\$20,297,250
52	Peter Stewart	48	36	84	\$19,961,796
53	Patrick Keller	30	30.5	60.5	\$19,803,043
54	Laura Waters	16.5	34	50.5	\$19,731,695
55	Tina Smith	10	18	28	\$19,468,100
56	Nicole Yunker	48	6	54	\$19,455,001
57	Patrick Watkins	20.5	31.5	52	\$19,405,792
58	Mamadou Gueye	12	40	52	\$19,298,856
59	Patrick Tumbarello	13	24	37	\$19,258,298
60	Matt King	16	10.5	26.5	\$19,257,453
61	Kristian Gaynor	14	19	33	\$19,213,705
62	Jeff Kucic	16	7	23	\$19,190,400
63	Jennifer Shopp	18	24.5	42.5	\$19,114,891
64	Benjamin Jones	8.5	14.5	23	\$18,698,908
65	Brigette Nolting	16.5	32.5	49	\$18,533,347
66	James Robinson	14	24.5	38.5	\$18,497,290
67	Scott Chain	32.5	40	72.5	\$18,424,038

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Jeremy Sandlin	42	27	69	\$18,265,900
69	James Embry	31.5	13.5	45	\$17,671,220
70	Danielle Robinson	24	25	49	\$17,626,685
71	Sena Taylor	18.5	25	43.5	\$17,483,886
72	Arjun Dhital	11	46	57	\$17,435,600
73	Ashlea Stone	36	3	39	\$17,142,760
74	Kyle Williams	22	10	32	\$17,104,300
75	Mary Boustani	12	21	33	\$16,917,180
76	Christopher Braun	10	6	16	\$16,851,500
77	Craig Deboor	23.5	34	57.5	\$16,813,430
78	Stevee Clifton	11.5	17.5	29	\$16,723,750
79	Russell Harmeyer	9	3	12	\$16,627,740
80	Timeko Whitaker	19.5	30	49.5	\$16,512,399
81	Denise Fiore	12	18	30	\$16,504,403
82	Zeida Suljkanovic	10	22.5	32.5	\$16,484,255
83	Julie Preston	21	23	44	\$16,399,229
84	Jenny Lauck	4.5	45.5	50	\$16,302,936
85	Matthew Meyers	14	14	28	\$16,293,985
86	Garrett Brooks	47	12	59	\$16,227,403
87	Brian Wignall	15	18	33	\$15,953,091
88	Amy Spillman	19	20	39	\$15,849,580
89	Mark Lopez	11	26	37	\$15,712,104
90	Alexandria Harris	4	15	19	\$15,541,000
91	Drew Schroeder	12	10	22	\$15,500,528
92	Staci Woods	17	20	37	\$15,307,579
93	Jared Cowan	14.5	24	38.5	\$15,287,375
94	Tim O'Connor	22.5	14.5	37	\$15,270,913
95	Manzil Kohli	16.5	19.5	36	\$15,232,575
96	Jacilynn Ferris	5	49	54	\$15,098,750
97	Diane Brooks	20	17	37	\$14,976,224
98	Kristie Smith	12.5	9	21.5	\$14,964,520
99	Adam Corya	13	11	24	\$14,870,045
100	Mark Branch	18.5	18.5	37	\$14,755,499

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*Happy Holidays*  
to our Real Producer Partners!

**Jordan Reichmann**  
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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to September 30, 2024.

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Jason O'Neil	12	8	20	\$14,738,507
102	Ryan Orr	59	23	82	\$14,726,940
103	Troy Dixon	16	25.5	41.5	\$14,719,714
104	Chad Hess	28.5	29	57.5	\$14,642,944
105	Chris Harcourt	33	23.5	56.5	\$14,615,545
106	Roger Webb	17.5	24	41.5	\$14,426,000
107	Allison Steck	8	6	14	\$14,389,000
108	Kristen Yazel	24	20	44	\$14,386,723
109	Ryan Radecki	22	14.5	36.5	\$14,361,374
110	Erica Shupert	30	11.5	41.5	\$14,229,224
111	Nicholas Laviolette	9.5	13	22.5	\$14,165,590
112	Sandra Ginn	10	10	20	\$14,139,122
113	Kristen Cambridge	14	13	27	\$14,060,398
114	Craig McLaurin	15	27	42	\$14,051,515
115	Rachel Patterson	14	14	28	\$14,030,830
116	Carl Vargas	18.5	13.5	32	\$14,009,400
117	Jamie Johann	13	16	29	\$13,801,300

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Ron Rose	22.5	18	40.5	\$13,791,157
119	Steve Silver	25	32	57	\$13,748,255
120	Hart Summeier	23.5	16	39.5	\$13,733,983
121	Patrick Daves	25	26	51	\$13,691,850
122	Kyle Ingle	9	19	28	\$13,670,366
123	Matthew Reffeitt	27	14.5	41.5	\$13,539,050
124	Christiana Kalavsky	14.5	13.5	28	\$13,509,254
125	Will Lonnemann	19	19	38	\$13,215,150
126	Angelica Brewer	12.5	23.5	36	\$13,168,840
127	Basim Najeeb	10	33	43	\$13,136,500
128	Elizabeth Marks-Strauss	10.5	17.5	28	\$13,122,060
129	Amber Greene	24	17	41	\$13,012,161
130	Sai Lakshmana Vankayala	7	30	37	\$13,004,665
131	Lisa Stokes	22	12	34	\$12,988,400
132	Derek Manis	15	23	38	\$12,961,632
133	Samuel Hawkins	11	6.5	17.5	\$12,917,821
134	Jen Richardson	16	34	50	\$12,885,800
135	Jordan Moody	27.5	12	39.5	\$12,856,141
136	Mark Dudley	38	27	65	\$12,823,553
137	Bina Ahluwalia	4	26	30	\$12,815,522
138	Wendy Zin	6	37	43	\$12,785,825
139	Todd Denkmann	16	9	25	\$12,731,900
140	Casley Ward Lewis	6.5	4.5	11	\$12,729,575
141	Kristin Glassburn	15.5	16.5	32	\$12,635,900
142	Ellen Orzeske	13	14.5	27.5	\$12,617,693
143	Jerry Gemmecke	12.5	14.5	27	\$12,571,368
144	Jenny Laughner	20.5	11.5	32	\$12,523,100
145	Andrea Ratcliff	18	10	28	\$12,473,250
146	Shelly Walters	13.5	10	23.5	\$12,469,952
147	Kyle Morris	11	15.5	26.5	\$12,435,315
148	Joel Vanags	5	8.5	13.5	\$12,406,145
149	Christopher Fahy	17	8.5	25.5	\$12,375,763
150	Denis O'Brien	20.5	24	44.5	\$12,369,171

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to September 30, 2024.

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Megan Kelly	6	10	16	\$12,324,000
152	Andrea Kelly	12	6.5	18.5	\$12,265,704
153	Jacob Duke	13.5	8	21.5	\$12,231,500
154	Jennifer Hamilton	24.5	21	45.5	\$12,160,900
155	Sarah Wiley	3	2	5	\$12,157,000
156	Trent Whittington	9	21	30	\$12,148,825
157	Marty Wagner	19	9	28	\$12,038,945
158	Perla Palma Nunez	13	43.5	56.5	\$12,016,300
159	Gita Kapur	3.5	13	16.5	\$12,002,324
160	Dody Mariscotti	11	23.5	34.5	\$11,997,200
161	Chanda Johnson	10	17	27	\$11,962,450
162	Jennifer Goodspeed	12	12	24	\$11,959,790
163	Frederick Catron	15	17.5	32.5	\$11,957,350
164	Katrina Matheis	11	36	47	\$11,948,664
165	Jennifer Turner	21	15	36	\$11,938,050
166	Ann Williams	11.5	11	22.5	\$11,893,831
167	Dean Glascock	8.5	13.5	22	\$11,889,750

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Steve Slavin	37	12	49	\$11,882,600
169	Jennifer Blandford	6	20	26	\$11,879,808
170	James Smock	11.5	23.5	35	\$11,863,934
171	Joshua Vida	28	0	28	\$11,775,290
172	Thomas Endicott	17	18.5	35.5	\$11,755,190
173	Stanley Saingelus	1	38	39	\$11,738,180
174	Jane Barretto	19	11	30	\$11,734,390
175	Donald Wilder	14	14	28	\$11,727,130
176	Baljinder Singh	0	30	30	\$11,719,722
177	Andre Grimes	43	0	43	\$11,682,425
178	Christi Coffey	12.5	10.5	23	\$11,662,880
179	Vikki Duke	10	6	16	\$11,641,200
180	Carrie Abfall	15	7	22	\$11,615,030
181	Bryan Arnold	14	20	34	\$11,582,719
182	Jodi Gandy	29	18	47	\$11,501,561
183	Raymond Habash MS	4	30	34	\$11,452,519
184	Kelly Todd	7	12	19	\$11,451,016
185	Michael Johnson	10	7	17	\$11,389,720
186	John Pacilio	14	13.5	27.5	\$11,368,710
187	Lindsay Sears	13.5	17.5	31	\$11,360,605
188	Maher Batarseh	6.5	28	34.5	\$11,336,592
189	Chukwudi Ikechukwu	5	28	33	\$11,324,327
190	Susan Falck-Neal	31	19	50	\$11,294,937
191	Devon Shaw	31.5	23	54.5	\$11,276,179
192	Val Hooton	5.5	16	21.5	\$11,229,050
193	Pegg Kennedy	21	14	35	\$11,204,754
194	Michael Lyons	24	3	27	\$11,156,164
195	Stacy Snively	4.5	5	9.5	\$11,110,000
196	Sharon Grewal	0	28	28	\$11,075,313
197	Jacqueline Graham	13	9	22	\$11,063,400
198	Corina Jones	16	17.5	33.5	\$11,047,711
199	Scott Babb	7	35	42	\$11,007,030
200	Mary Petruzzi	13.5	11	24.5	\$10,960,150

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**A:** The top 500 real estate agents based on last year's volume. It takes 10.3million in sold volume to be in this select group of REALTORS®.

**Q. Do real estate agents have to pay for magazines or events?**

**A:** NO! The magazine and the events are FREE to the agents and paid for by the partners who advertise.

**Q. When are the events?**

**A:** We typically have one event per quarter. These are mostly social events where we give out food and

prizes and celebrate the success of those who have been featured.

**Q. How do I become a partner of the magazine?**

**A:** Contact Remington Ramsey or someone on the *Indy Real Producers Magazine* team to discuss becoming a partner. Partners have access to the top agents via events, the monthly magazine, and social media.

**Q. How do I advertise?**

**A:** We have options for advertising in our partnership agreements. All of our partners are personally vetted by the *Indy Real Producers* team. Email [indyteam@realproducersmag.com](mailto:indyteam@realproducersmag.com) to learn more.

**Q. Can I nominate someone or be nominated for a featured article?**

**A:** YES! - Reach out via email for us to send you a form.

**Q. How did this magazine start?**

**A:** Real Producers is a local magazine currently found in over 120 markets nationwide. It started in Indianapolis as a concept to highlight top-producing agents regardless of brand and connect them to the best vendors in town. Follow us on social media and reach out to find out how you can become a part of the platform.

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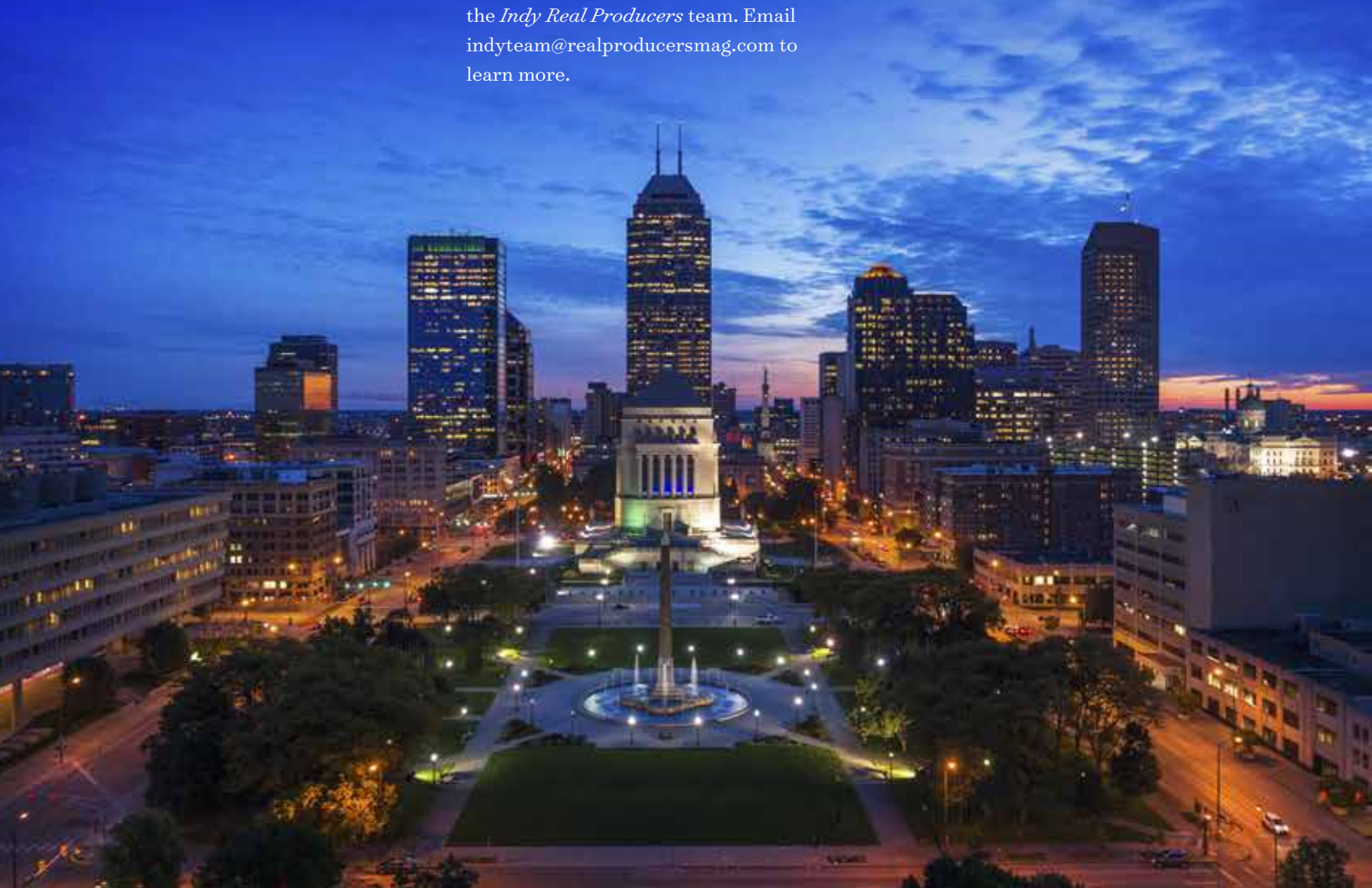


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