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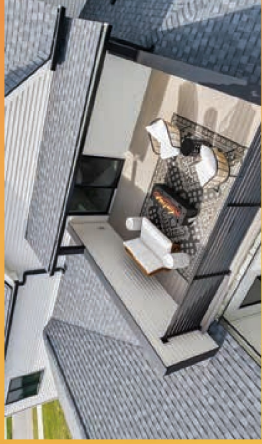
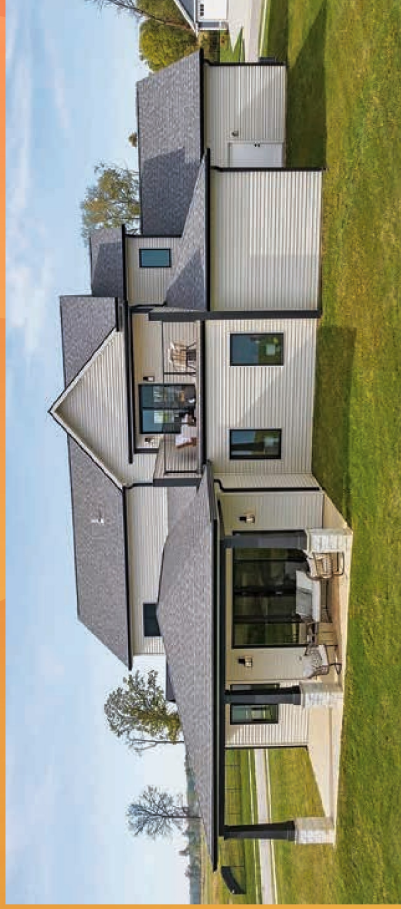
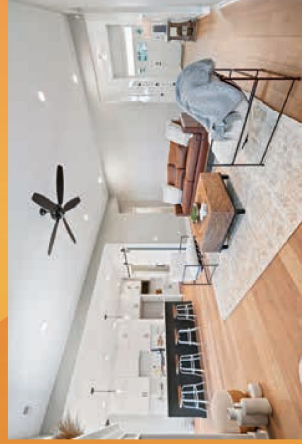
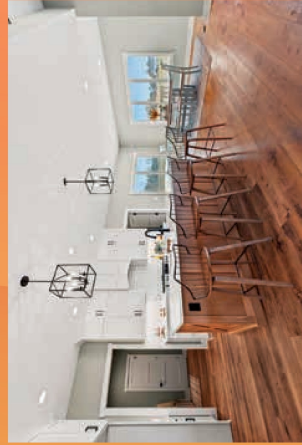


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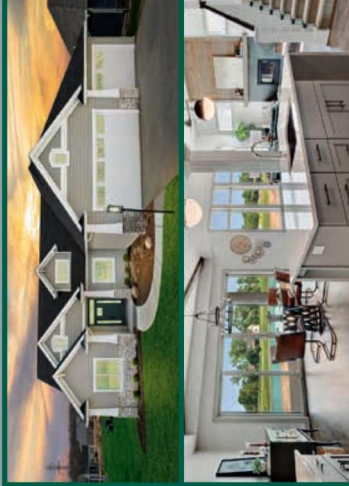
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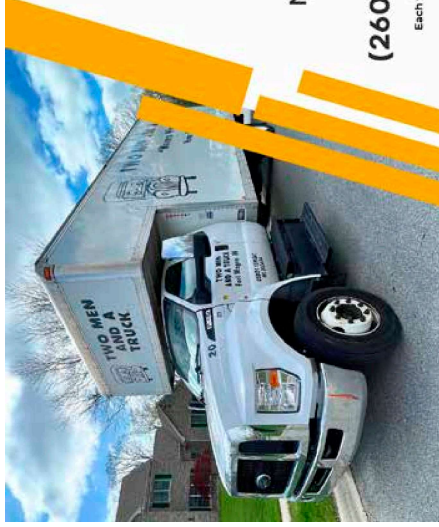


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▶▶ publisher's note

Welcome to the TOP!

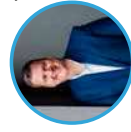
February is one of my favorite issues of the year. Why, you may ask? Well, because February means a new top 300! **Congratulations** if this is your first time receiving the magazine. Also, congratulations if you have received the magazine from the beginning and find yourself remaining in the Top 300 REALTORS® in Fort Wayne for the year 2024. If you are new to receiving *Fort Wayne Real Producers*, there is a section called "The Real Update" in the back that explains who we are and what we do. However, once you read all the stories each month, you will have a pretty good idea of what we are all about.

Every February, we reset the distribution to run for 12 months and be sent **for free** to the Top 300 Greater Fort Wayne real estate agents from the year before. This is based on closed volume. For 2024, the cutoff was right around 3.3 million in closed volume for the year 2023. That is a \$300,000 increase from the previous year, so the bar is rising! If you are receiving this, give yourself a pat on the back! That was a great year for you last year, despite all of the craziness that each of you had to navigate over the last year.

My challenge for you this year is to enjoy the process and the journey, even when times get busy or hard. The journey is what shapes us to become the best versions of ourselves. Too often we are in machine mode and forget to slow down and enjoy the ride. There will be plenty of time to hustle and get after it, but each month as you receive your copy of *Fort Wayne Real Producers*, take a minute to reflect on the month before and learn about a few of your peers and our **trusted partners** who make this platform free for you as a top agent.

We have had an amazing time growing this product and service over the past 6 years, but this is just the beginning. After 8 years, *Real Producers* is now in over 130 markets across the country and rapidly growing. If you have REALTOR® friends in different parts of the country, ask them if they have *Real Producers* yet in their market. There's a good chance that they do, and if they are receiving the publication every month themselves, congratulate them and say, "Welcome to the top!"

Enjoy!



Jon Good
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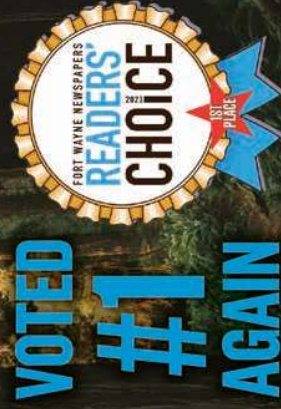


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▶▶ partner spotlight



Lori Ertel



Kathy Agnew

Lori Sanchez Ertel started in the title industry in 2010 when a friend asked her if she would be interested in being their title sales representative. From that point forward, every move she made within the industry helped open the door for her to run Home Title Group in the state of Indiana.

HOME TITLE Group

The company officially became Home Title Group in January 2022 and is solely owned by the Prodehl Family out of the Chicago area. Home Title is a sister company to Coldwell Banker Real Estate Group and operates both in Indiana and Illinois, as well as under the name NFW Title in Wisconsin. They also can handle transactions in the state of Michigan.

The sister title companies across the three Midwest states support each other in various ways, such as staff, general counsel, marketing, and sponsored events. This gives them a heightened strength they would otherwise not have as a stand-alone title company. The staff within the title companies and Coldwell Banker have a very close-knit relationship, and the culture is vastly different than

any other title organization Lori has worked for previously. They are not quick to say no. They pride themselves on using resources across their various territories to look at every scenario from all of its unique angles. They are committed to going above and beyond to balance the need to get difficult deals across the finish line, while also maintaining the utmost level of compliance and protection for both their company and its clients. Their uniqueness is what gives them their strength.

Home Title has title offices in 33 locations across the three states, but also can handle transactions whether they are based solely in an office or not. This includes offices inside five Coldwell Banker Real Estate Group locations, and one standalone



location, in the Fort Wayne area. The vision is to have a Home Title Office in every Coldwell Banker office across the state of Indiana, and they are currently focusing on expansion into the Elkhart, South Bend and Terre Haute markets.

Home Title's goal is to be a valuable resource to their clients. They provide a timely and accurate product, industry training called 20/10 Training. Launch Training for new agents, excellent customer service, and a wonderful closing experience to any agent that sits across their table.

Home Title is a service-oriented company, so obviously relationships with their clients are paramount. They understand something like that takes time, but they are committed to those goals and vision for the long run.

Most of the staff are cross-trained in multiple areas. The industry experience levels go from over 30 years down to two years, with a combined total of over 100 years!

Lori and her team look forward to closing a home near you very soon!

"I have been practicing real estate in Fort Wayne Indiana for 10 years. Up until the last year or so, I typically let the other agent choose the title company. Now, however, I feel that I have finally found my preferred title company with Home Title Group. As a dot loop user, I can add them to my loop and they have access to all of the documents they need for the transaction. They are always very quick to respond with the title commitment and they alert me if there are any issues with the title. From the very beginning, I always know who my processor is and it is so easy to have just one point of contact for the file. They are very quick to respond to any issues, always go over and beyond to resolve any issues, and I feel like they always have my back.

Jackie Clark - Coldwell Banker Real Estate Group

"As a realtor, I feel that it is very important to have a good title company that you can trust. Lori and her team at Home Title Group are wonderful to work with. They have become my go-to title company. They are very easy to work with and understand all aspects of real estate transactions. As soon as I send an order, they get to work immediately. The best part about working with Lori and Stephanie is that they are very accessible and answer any questions without any hesitation. I would recommend them to anyone looking for a good title company.

Mina Patel - Coldwell Banker Real Estate Group

"Communication is key in Real Estate. Home Title Group does an amazing job with this. I am constantly receiving updates and I can tell that reflects well with my clients. From the initial title order to the closing table, I am working with the same Escrow Officer. I never have to track down a new person with questions. I highly recommend using Home Title Group!

Michael Burt - Coldwell Banker Real Estate Group

"Thank you, Home Title Group! The entire staff is kind, courteous, and VERY knowledgeable. They are always willing to go out of their way to help day or night, including on weekends. Closing is always smooth, quick, and very informative. It's been a pleasure doing business with them, and I look forward to doing more in 2024!

Scott Yoder - Coldwell Banker Real Estate Group

"Lori, Kathy and the crew have done an amazing job this year handling my closings and title work. The new office is conveniently located and the entire closing staff is highly professional putting into practice their many years of experience through the entire process.

David Gall - Coldwell Banker Real Estate Group

"We love doing business with HOME Title Group, they are friendly, courteous, knowledgeable, and quick to respond whenever we need anything or our clients have any questions or concerns about something regarding title etc. Our interactions with this company have been very professional and they provide great service to us and our clients, which in turn allows us to serve our clients to the best of our ability.

Deb Paton Showley - Coldwell Banker Real Estate Group

"Home Title has been absolutely amazing, not only do they do a great job, and are super responsive whenever I have questions or need anything, a mistake was made, (because we are all human) and they went above and beyond to make it right! I have no problem with all of our humanity and things occasionally not being perfect, so long as responsibility is taken. Because of their incredible service, absolutely everything has been phenomenal! Home Title is invested in our community and our industry and I appreciate all that you do! Thank you so much for being the higher standard!

Elle Hinton - Coldwell Banker Real Estate Group



▶▶ upstar update

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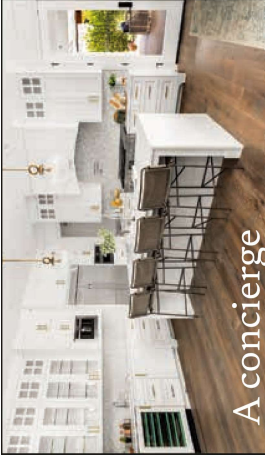
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"I also believe there is absolutely a huge difference between an agent who is good at taking pictures and the professionally trained photographer with the best equipment who does it full-time. And this comes from a guy who was in marketing for 10 years. There's a night and day difference between my photos and Art Home's." - Tony Didier Regional Vice President at Coldwell Banker The Real Estate Group



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▶▶ rising star

Nikki Ade

How many years have you been a realtor?
5 years

What is your career volume as a realtor?
A little over 11.5 million

What was your total volume last year?
Around 3 million

What awards have you achieved as a realtor?

Extraordinary team member, Determined to Deliver, Top 10 obsessed team-pendings

When did you start your career in real estate?

I started Real Estate in late September of 2018

What did you do before you became a realtor?

I was a mortgage processor, helping people with the financial side of purchasing a home.

What are you passionate about right now in your business?

For me, it's always been my clients. They are so important to me. I want everyone to feel special and for them to know that I will help them every step of the way.





“

Real Estate helps me to be able to give my best to both my family and my clients.

”

What has been the most rewarding part of your business?

The most rewarding part of my business is having conversations with people who really want a home but think they can purchase it. That's when the fire inside me gets lit up and I want to do everything in my power to help them accomplish homeownership. I've met many people in this situation and the end result of having them sign their closing paperwork is so satisfying for both the client and myself.

What was your biggest challenge as a realtor?

So I'm licensed, now what? There are so many aspects to this career and the biggest challenge was navigating through the next steps and how to get your name out there to as many people as possible and have them trust you with one of the biggest purchases they will make in their life.



How does real estate fit into your dreams and goals?

I chose this field because it gives me the best balance, something I've been searching for! Real Estate helps me to be able to give my best to both my family and my clients. I know that my whole team is behind me. The Freedom Group, led by Tony Picillo are close. They are a second family to me. I have had many obstacles, especially in the past few years, caring for family members, losing family etc. My team jumped in and I will always be grateful for them.

What's your favorite part of being a realtor?

My favorite part about being a Realtor is handing my clients their keys! It's because I truly believe that everyone deserves to have a piece of land that is their very own.

Define success.

My vision of success is devoting yourself to the things you are passionate about and accomplishing the goals you have set for yourself.

Tell us about your family.

My husband Cory is my rock! We have been together since 1999. He encourages me to follow my passions, no matter how crazy they may seem. I am truly thankful that God gave me him. Together we have two amazing children, Jordan is our oldest and has been married to Jasmine for 3 years. (Shoutout to Joe Mishak for marrying them.) Our youngest is Emily, who is dating her longtime boyfriend Connor. Cory and I love our children with everything we have!

Favorite books?

I am a huge movie buff. I love saying lines from movies and then knowing that's what I want to watch that night.

“
My vision of success is devoting yourself to the things you are passionate about and accomplishing the goals you have set for yourself.
 ”

Are there any charities or organizations you support?

St. Martins in Garrett is a wonderful organization that helps 4 counties of residents who are uninsured or underinsured. With a small donation, you can get the medical or dental services you need. They also have a sister location called The Curiosity Shop. You can donate all kinds of things. It is run by volunteers and the money goes back into the community by supporting St. Martins and providing scholarships for our local youth. Please consider donating your items to this great cause.

The sexual assault treatment center is a powerful organization that brings awareness to how important it is to protect and support those who have experienced sexual assault. I had the privilege to attend the annual warm and cozy fundraiser event in September. I was invited by a dear friend who is a survivor! I encourage anyone to support this amazing cause.

What are your hobbies and interests outside of the business?

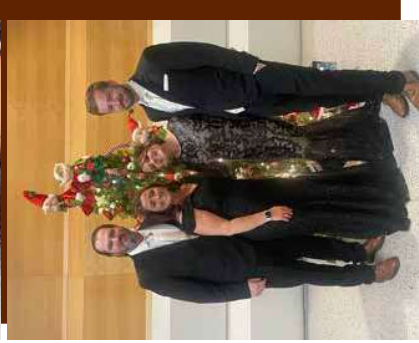
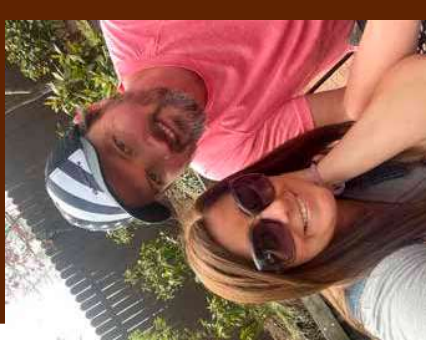
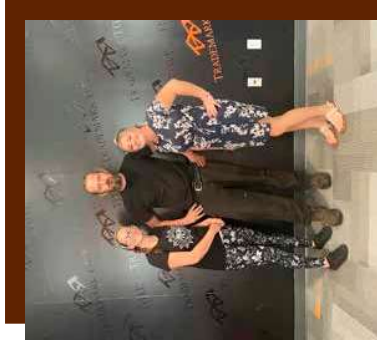
I love to travel whenever I can, the mountains and the beach are my favorite. I love nature, and doing anything with my hubby and kids, taking my dogs on a walk, and crafting.

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

Don't focus on who is doing more in sales or who you are beating in sales. We are all on our own path, remain humble. Make a list of what you want out of this field and chase after it. Once you have completed it, make another list. I know God will give me what I can handle and that's what I focus on.

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

I would like to thank Real Producers for this opportunity and everyone who has had my back on this journey.





WHO'S IN YOUR CIRCLE?

Reflecting on my life, I've come to realize that every significant leap forward coincided with upgrading the people around me. I want to share a few key lessons learned from those who've had a profound impact on my journey.

During a conversation with my friend Don Hobbs in Nashville, he dropped a gem of wisdom: "Austin, you are the average of the 5 people you surround yourself with." Don, having been the president of Jim Rohri's company, emphasized the importance of guarding my inner circle, as these individuals play a pivotal role in determining success or failure in life.

Another enlightening moment occurred in Scottsdale, where I discussed life and business with my mentor, Brian Buffini. Brian encouraged me by stating I was closer to my goals than I realized and advised, "Go there, Austin." Recognizing my tendency towards distraction, he cautioned against spreading myself too thin.

A morning walk in Las Vegas with Judy Slack, a colleague of two years, revealed her rich background as Tommy Hopkins' right hand for over 30 years. Judy, who had quietly guided my message, taught me

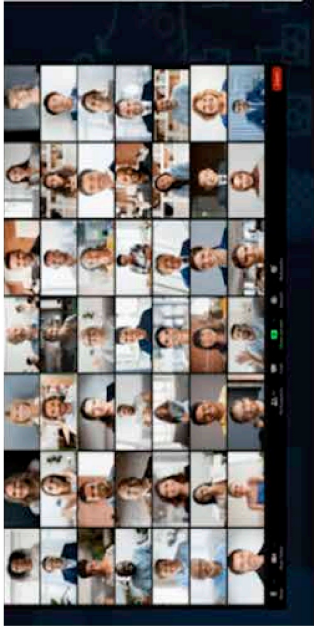
that the people I seek might already be in my life.

Consistently, I've sought to elevate those around me. It doesn't necessarily mean parting ways with existing connections, but rather, if they're not progressing with you, they may be left behind.

Making this decision is challenging, requiring sleepless nights, mental struggles, and a clear vision of your desired life. At the end of the road, the choice will be between saying, "I wish I had" or "I am glad I did." I've made my choice, allowing it to be my guiding light.

I share these insights to help you draw closer to the person you aspire to become. Chances are that the individuals needed to achieve your goals are already in your life. It's now a matter of redirecting your time and focus, spending it with those who align with your journey.

If you're looking to upgrade your circle, consider joining us during our LIVE weekly training. Our community comprises some of the top real estate agents in the country, all working together each week to pursue their life's dreams. For more information, please check out the next page.



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Experience the DIAMOND DIFFERENCE

People love the fact that the team at Diamond RMC is quite available and understand that service is Job #1. They have perfected their process to be user-friendly and to efficiently guide someone to completion for a timely closing. David Oyer, Division President, notes that the quality of trust is a key to a successful loan transaction saying, "People know that we will get to the closing on time."

Coming out of the ashes of the bubble of 2009, Paul Diamond and a few others who had learned under his regional management at another mortgage lender, decided to impact the industry by starting a company that leveraged the great things and discarded the bad. What has emerged is a company that is vigilant and competitive with good rates, but they also have so many programs for all types of buyers. From traditional residential products to renovation loans, manufactured home loans, construction loans and jumbo loans, the company is poised to help families obtain their housing dreams. David notes that they even have a program called Alt-QM that handles the more obscure situations.

The culture at Diamond Residential Mortgage is healthy and strong. There are many veterans of the business working there who have 25-40 years of mortgage experience. The fact that they are run by someone who has significant loan origination experience is crucial to their quality of work-life. He understands what they do and what they face each day.

Oyer describes his customer base as raving fans, and many are amazed at what they see them do, but

most do not know what goes behind the scenes. The people at Diamond RMC do not always show how they are fixing the meal, but everyone sees the final entree, and it is a good one - so to speak.

Agents like the fact that the mortgage company works like they do - efficiently, and quickly with the best interest in mind for the clients. It is a good partnership, and Diamond loves getting many referrals and repeat business from satisfied customers.

David Oyer has been in the mortgage business for over 30 years now. He knows what agents need, and he trains his team to listen and perform. He is married to Jomi (38 years), who is a recent retiree of Brotherhood Mutual, and the couple has three children and 9 grandchildren. He loves sports, likes to watch the Colts and IU, and enjoys playing basketball and golf.

Oyer gives proper kudos to his outstanding Loan Origination team and Shea Smith, his processor / office manager, who makes the wheels turn. You can read about each of these amazing individuals and get to know them throughout the next number of pages.



Dave Oyer

How long have you been in the industry?
33 years in the business for me

Fun fact about yourself!
I have 9 grandkids

What is your favorite part of being a lender?

The best part of being in mortgage lending is when you can help someone achieve home ownership when they truly thought that it would not be possible.

How have relationships played a role in your business?

The relationships I have built in the real estate industry (which covers multiple areas) are the single biggest factor in the success I've had and the knowledge I have gained.....which I am now trying to pass on.

What do you like doing for fun outside of Real Estate?

Outside of real estate: I am very into sports and have coached high school basketball in this area for quite a few years. I am currently coaching again at Churubasco High School. As far as my activity, I still love to play golf and I watch a lot of college basketball, NFL, and Golf.



Tell us about your family!

I have been married to Jomi for 35 years and we have 3 kids (all married with children now) and 9 grandkids





Alyssa Hatfield

How long have you been in the industry?
3 years

Fun fact about yourself!
I'm a die-hard IU Basketball Fan.

What is your favorite part of being a lender?
Helping clients obtain their dreams of homeownership!

What are your favorite books/podcasts right now?
My favorite podcast is Wine & Crime

What do you like doing for fun outside of Real Estate?
Spending time with family and friends. Especially during the summer months on the lake.

Tell us about your family!
I have a 16-year-old daughter. We love traveling and going on adventures. Our favorite vacation are beach vacations!



Cheryl Richey

How long have you been in the industry?
15 years

Fun fact about yourself!
I'm related to George Washington!

What is your favorite part of being a lender?
It is rewarding to be able to help clients with their dream of homeownership. When a client believes they may not have a chance to purchase a home, and you can educate them and increase credit scores etc, and sit with them at the closing table, when they get the keys to their new home, it is fantastic!

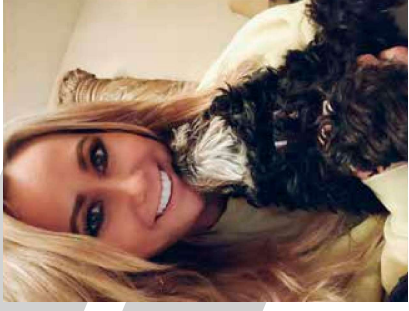
What do you feel makes you stand out from other LO's out there?

Making sure my clients have the smoothest buying process possible. They can count on me to always be available and walk them through every step without worry. When needed, I will work with my clients for however long it takes, to ensure approval.

How have relationships played a role in your business?
Building strong relationships with others in the real estate industry helps our clients have superb service



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from start to finish. Working well together makes all the difference for a smooth transaction.

What do you like doing for fun outside of Real Estate?
I love being with family and friends. Traveling to places I have never been.

Tell us about your family!

I am married to my husband, Joseph. Joe loves to build and ride chopper motorcycles and is a Service Manager. I have two children, Trinity who is 22 and Landon who is going to be 18 in February. Trinity works at Parkview Hospital and Landon is a senior at Homestead High School and is heading to college soon. He loves acting and has been in several productions at The Civic Theatre and Youth Theater.

Any piece of advice you want to share?

Be Committed-Commitment brings motivation for success. Learn from your mistakes and have fun along the way!



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Grant Sinn

How long have you been in the industry?
I've been at Diamond a few years now and I really appreciate the extra mile my team is willing to go to make unsolvable loans, solvable.

What is your favorite part of being a lender?
My favorite part about being a lender is the availability. Most jobs you don't get to see your family between certain stretches of hours, but being a loan officer allows me to balance my home life and work life very easily.

Tell us about your family!
I have my wife Hayley, and our 2 cats, Jacques and Obi.

What do you like doing for fun outside of Real Estate?
I love going on walks outside, I enjoy going to the gym and I enjoy watching sports!



Judy Senff

How long have you been in the industry?
I entered the mortgage industry in 2014 with Ruoff Mortgage and worked there for about 9 years. In seeking new opportunities, this is where I came across Diamond Residential Mortgage Corp (DRMC) and on July 1st, 2023, I was hired with them. I am very proud to represent DRMC. I'm thankful for my boss, David Oyer and my co-workers. We treat each other and our clients like family: we care, listen, and deliver. Together, we get it done! At DRMC.

Fun fact about yourself!
I grew up in the Foreign Service life (my dad was an American Diplomat) where we moved and lived in different countries all over the world. This is where my dad met my mom (she is from Madagascar). We all speak 3+ languages

What are your favorite books/podcasts right now?
I love listening to True Crime podcasts such as Sword and Scale.

What do you like doing for fun outside of Real Estate?
I like to karaoke, hang out with my family/friends, and travel.

Tell us about your family!
I have a wonderful husband (Dyland Senff) and my son (Vincent Senff). We love to go on road trips/mini-vacations and spend quality time with each other.

Any piece of advice you want to share?
Believe in yourself. Start by believing in what you are capable of, and the results will follow.





Madi Cook

How long have you been in the industry?

I've been in the mortgage business since 2019. I was inspired to get into the business when I first became interested in purchasing a home for myself. Everything clicked when I realized that this was something I enjoyed doing, and from that day forward I knew this was the right career path for me. I've been dedicated to the business and continuous education ever since.

Fun fact about yourself!

I've been to Las Vegas 12 times and I just got engaged, cheers!

Any piece of advice you want to share?

First of all, it's important to stay informed. Keep up to date with industry trends, market conditions, and changes in regulations. Continuous learning will enhance your credibility and help you provide better advice to clients. Another important tip is to embrace technology. Stay tech-savvy and use technology to your advantage. Utilize customer relationship management (CRM) tools, online applications, and digital platforms to streamline processes and enhance the customer experience. Next, make an effort big or small to market yourself online.

Create a strong personal brand. Establish an online presence through social media, professional websites, and industry platforms. Showcase your expertise and successes to attract potential clients. Lastly, have fun! Mortgage is serious but there is no reason you can't have some fun along the way.

What do you like doing for fun outside of Real Estate?

I love traveling with my family, visiting my cousin in Phoenix and going to Florida with my fiancé to visit his family. If the sun is out, you can catch me outside any time of the year! Fun to me is playing with my dog, beach volleyball, blackjack, tennis, skiing, hiking, kayaking, you name it. Anything that involves hanging out with friends I'll be there.

What is your favorite part of being a lender?

The people, I've always been a people person. Being able to play a key role in one of life's biggest moments and helping people obtain a mortgage brings me so much joy. Nothing beats sitting at the closing table and seeing your buyer's face as they start signing.



Renee Hiner

How long have you been in the industry?

I have been in the industry for 21 years. I started as a temp at Waterfield Mortgage as a loan originator's assistant in April of 2002. I loved it!

Fun fact about yourself!

I can recite the alphabet backward. In the 4th grade, a boy I liked could do that and I couldn't let him know something I didn't so I practiced until I could do it. What can I say.....I'm competitive.

What is your favorite part of being a lender?

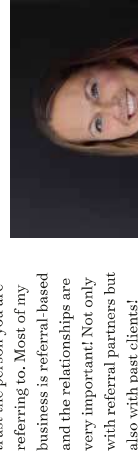
My favorite part of being a lender is attending the closing and seeing the excitement of the borrowers who are about to make their new house a home!

What do you feel makes you stand out from other LO's out there?

My compassion, heart to help others, great communication and availability. I try to always be available if possible! Some questions come to mind after 5 pm! Communication is key to keeping the process on track. I am sure to explain things in a way they will understand so everyone has a great experience!

How have relationships played a role in your business?

Relationships play a huge role in my business. When you are talking with friends and family you want to be confident and trust the person you are



referring to. Most of my business is referral-based and the relationships are very important! Not only with referral partners but also with past clients!

Any piece of advice you want to share?

Never give up and treat others the way you would want to be treated!





How long have you been in the industry?

I've been in the industry since 2011, a notary since 2017, and a licensed loan officer since 2018. I've been with Diamond since 2017.

Fun fact about yourself!

I've won an operations award almost every year that I've been with Diamond!

What is your favorite part of being a lender?

I love that Diamond can find a solution for the most challenging situation. The entire team across the country works together every day to make our client's dreams come true.



Shea Smith

What are your favorite books/podcasts right now?

Otherworld is a great podcast for ghost stories. Favorite authors are Hermann Hesse or Ted Hughes, and a good recent read was Paris Hilton's autobiography Paris: The Memoir

What do you like doing for fun outside of Real Estate?

Spending time on the lake with my family or outside with my dogs, Bunny and Thora.

Any piece of advice you want to share?

Appreciate everything. It's all temporary



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▶▶ event recap

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If we aren't learning, we aren't growing. This a saying that we wholeheartedly believe, and a big reason why Mastermind Fort Wayne even exists! We want to see everyone in the industry become the best versions of themselves and constantly grow which leads our entire community to become better. With that being said, we have had some incredible sessions of Mastermind Fort Wayne over the last few months!

Huge thanks to all of our panelists over the past few months, and a special thanks to all of our sponsors for making these events possible for our industry!

Take a look at the next few pages of photos from our previous few Masterminds to relive some of our favorite moments!







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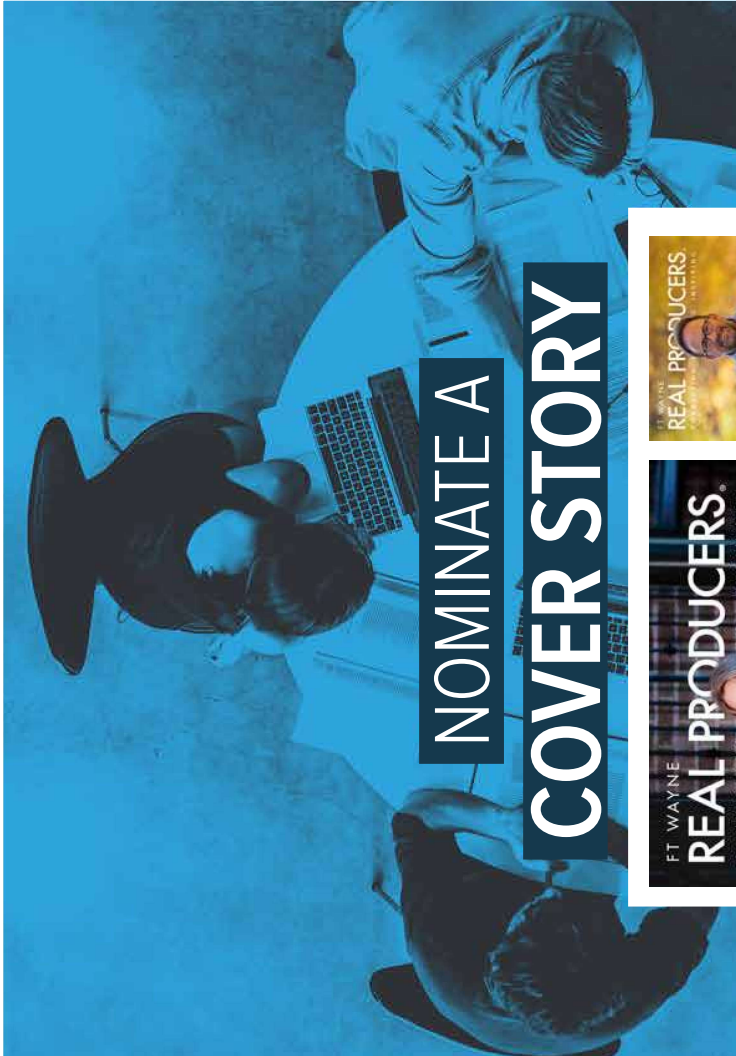
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A man with short blonde hair and glasses, wearing a blue suit jacket over a white shirt, is smiling and looking towards the camera. He is standing in a bar or restaurant setting. In the background, there is a bar counter with various bottles and a sign that says "STATION". A small dog is visible on the bar counter. The lighting is warm and focused on the man.

Isaac Stoiler

SMALL TOWN KID TO BIG-TIME AGENT

▶▶ cover story

By Melissa Branum
Photo Credit: Dustin McKibben



A barefoot little boy with suspenders on to the man he is today - the people in my life have brought me to where I am.

From hog farming to achieving international acclaim as an auctioneer, Isaac Stoller has an unconventional background, but his dedication to community service sets him apart. Being homeschooled allowed him the freedom and flexibility to start working young. Raised in an Amish-Mennonite family, there was no TV or internet, so Stoller saved like a squirrel, allowing him to

purchase his first home at 18. After graduation, Stoller paid the bills by working for an auction company and working construction. He was encouraged to get his real estate license during his start in auctioning.

Six years later, after working a traditional career while selling real estate on nights and weekends, Megan entered Isaac's life, which would change its trajectory forever. Stoller had been working for a pretzel producer but had put his license in referral to focus on his career.



In 2014, Isaac married Megan, and shortly after, she encouraged him to pursue his dream of working in real estate full-time. "Do it, chase your dream." She told him. He never looked back. "At the end of the day, she is the biggest blessing in my life. I can't do what I do without her. She supports me in everything... every award I have and success. She is a much bigger part than anyone knows or sees. She is my team." Isaac reflects.

Stoller faced a unique challenge with his Amish Mennonite family, which left him without an extensive network. In fact, working to build relationships had to overcome during his real estate career. Yet, his passion for community service became the cornerstone of his business growth. Isaac is a part of it all, from Boy Scouts and Coats for Kids to UPStar's community outreach. In 2019, Stoller was named Realtor of the Year by UpStar due partly to his community involvement. Upstar links with neighborhoods to help folks who have fallen on hard times and works to help clean up their yard and gutters. A group of volunteers comprised of real estate and real estate affiliates team together to make a difference in our community. Most recently, they cleaned up Safety Village. If you want to be notified by email of upcoming volunteer opportunities with UpStar's community outreach program, please contact Ashley with UpStar.

“ I love the real estate business. People care about you, and when there is a need, everyone shows up. ”



THERE IS GOLD IN EVERY PIECE OF YOUR





“It’s hard work; be confident and learn from your mistakes.”

In 2021, Stoller contracted a blood infection through the Parvflu 8 virus. The community of people that came out to help his wife still blows him away! She would receive calls from realtors and even people from other states, letting her know that they were praying for him. “I absolutely believe that the prayers are what saved my life. That is why I love the real estate business. People care about you, and when there is a need, everyone shows up. It’s a community, and everyone comes together. I see myself doing this for the rest of my life. I love what I do.”



Since claiming the top spot in the Indiana Big Callers Competition in 2020, Isaac travels to the annual International Callers competition and currently ranks 22nd globally. Next year, he hopes to climb to #1 when he and his family head to Pennsylvania for the competition. Stoller has been involved in the auction community since his teenage years and still auctions off homes.



“ Meet the challenges & learn something from them. ”



Contemplating his future, Stoller shares, “I want to be uncomfortable and push myself. I set annual goals every year, and they push me to do more. I’m scared to set some of my goals because they are hefty, but I have continued to work hard and have crushed my goals year after year.”

For aspiring top producers, Stoller imparts valuable advice grounded in his experiences: “It’s hard work; be confident and learn from your mistakes. There is a fine line between confidence and arrogance. I believe God has blessed me because I have put the work in. It’s not easy. It’s really challenging. Meet the challenges and learn something from them. Learn from the mistakes and build on the positives.”



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The REAL Update

Jon Good

Let's get **real**. This movement has caught fire. What movement am I 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?

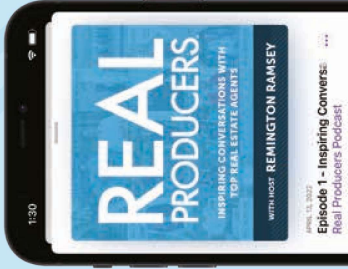
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JEN LUKE

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Thank you

Trademark Title wants to congratulate Jen Luke on her first year with the company. In that time, she has helped us achieve the Reader's Choice award, became Affiliate of the Year for Upstar, and assisted in countless closings. She works tirelessly to empower all of those around her. You are one in a million, Jen.

TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2023, to December 31, 2023

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC	180.5	\$49,841,725	\$276,131	34	Kenson Dhanle	Mike Thomas Associates, Inc.	38	\$13,536,130	\$356,213
2	Eizabeth Urschel	CENTURY 21 Bradley Realty, Inc	101	\$42,514,872	\$420,939	35	Tim Haber	CENTURY 21 Bradley Realty, Inc	41	\$13,145,330	\$320,617
3	Lynn Reecer	Encore Sotheby's International Realty	70	\$38,572,138	\$551,030	36	Timothy McCulloch	Scheerer McCulloch Real Estate	73	\$13,112,668	\$179,625
4	Marie Edwards	HMS Real Estate	114	\$35,544,913	\$311,797	37	Scott Plessler	Keller Williams Realty Group	37	\$13,051,295	\$352,737
5	Bradley Noll	Noll Team Real Estate	77	\$29,877,984	\$388,025	38	Isaac Stoller	Steffen Group	42	\$13,029,000	\$310,211
6	Brandon Ferrell	Keller Williams Realty Group	74.5	\$19,889,448	\$266,972	39	Eric Thrasher	RE/MAX Results	32	\$12,980,402	\$405,637
7	Gregory Fair	Orizon Real Estate, Inc.	63	\$19,867,814	\$316,362	40	Noel Frost	Coldwell Banker Real Estate Group	28.5	\$12,949,416	\$454,365
8	Leslie Ferguson	Regan & Ferguson Group	34	\$18,863,275	\$554,802	41	Alan Scherer	North Eastern Group Realty	29	\$12,816,880	\$441,961
9	Heather Regan	Regan & Ferguson Group	34	\$18,863,275	\$554,802	42	Kerri Morningstar	CENTURY 21 Bradley Realty, Inc	31.5	\$12,457,022	\$395,461
10	John Garcia	Impact Realty LLC	49	\$18,394,950	\$375,407	43	Justin Walborn	Mike Thomas Associates, Inc.	39	\$12,123,688	\$310,863
11	James Falger	North Eastern Group Realty	83.5	\$18,140,284	\$217,248	44	Troy Wieland	Wieland Real Estate	33	\$12,066,395	\$365,648
12	Stacie Bellan-Fillman	Orizon Real Estate, Inc.	74	\$17,924,920	\$242,228	45	April West	Scheerer McCulloch Real Estate	73	\$11,991,325	\$164,264
13	Jackie Clark	Coldwell Banker Real Estate Group	52	\$17,671,388	\$339,834	46	Son Huynh	CENTURY 21 Bradley Realty, Inc	39	\$11,955,048	\$306,616
14	Beth Goldsmith	North Eastern Group Realty	39	\$17,450,435	\$447,447	47	Adam Smith	Coldwell Banker Real Estate Group	37	\$11,864,813	\$320,670
15	Gregory Brown	CENTURY 21 Bradley Realty, Inc	46	\$17,447,608	\$379,295	48	Leah Marker	Mike Thomas Associates, Inc.	22	\$11,837,750	\$537,852
16	David Springer	Mike Thomas Associates, Inc.	37	\$17,444,300	\$471,467	49	Justin Hefflin	Mike Thomas Associates, Inc.	34.5	\$11,745,856	\$340,459
17	Evan Riecke	Encore Sotheby's International Realty	42	\$17,404,005	\$414,381	50	Justin Longardner	CENTURY 21 Bradley Realty, Inc	46	\$11,741,197	\$255,243
18	Bradley Stinson	North Eastern Group Realty	46	\$16,357,350	\$355,594						
19	Mary Sherer	ERA Crossroads	67	\$16,305,459	\$243,965						
20	Richard Fletcher	North Eastern Group Realty	48.5	\$16,107,349	\$332,710						
21	Warren Barnes	North Eastern Group Realty	64.5	\$15,532,262	\$240,810						
22	Dana Botteron	CENTURY 21 Bradley Realty, Inc	46	\$15,431,876	\$335,475						
23	Raylene Webb	eXp Realty, LLC	102	\$14,940,770	\$146,478						
24	Cecilia Espinoza	Espinoza Realtors	74.5	\$14,754,695	\$198,049						
25	Geoff Cavender	eXp Realty, LLC	60	\$14,749,400	\$245,823						
26	Brandon Stone	CENTURY 21 Bradley Realty, Inc	142	\$14,662,400	\$103,256						
27	Jordan Wildman	eXp Realty, LLC	54	\$14,528,044	\$269,037						
28	John-Michael Segyde	Coldwell Banker Real Estate Group	48	\$14,395,889	\$299,914						
29	Tyler Secrist	CENTURY 21 Bradley Realty, Inc	53	\$14,334,213	\$270,456						
30	A.J. Sheehy	CENTURY 21 Bradley Realty, Inc	23	\$14,306,945	\$622,041						
31	Joelle Ruefer	Encore Sotheby's International Realty	32	\$14,114,169	\$441,067						
32	Kelly York	North Eastern Group Realty	61	\$13,932,600	\$228,403						
33	Jessica Arnold	North Eastern Group Realty	38.5	\$13,618,347	\$353,723						

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams report each agent individually. Ft. Wayne Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by MLS. Data is based on UPSTAR counties.

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2023, to December 31, 2023

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
51	James Reece	Keller Williams Realty Group	175	\$11,578,800	\$661,645	84	Brittany Fischbach		47	\$9,009,500	\$191,691
52	Derek Pearson	American Dream Team Real Estate Brokers	54	\$11,521,829	\$213,367	85	Sam Hartman	Coldwell Banker Real Estate Group	28	\$9,003,500	\$321,553
53	Tyler Jackson	Uptown Realty Group	71.5	\$11,478,876	\$160,543	86	Ian Barnhart	Coldwell Banker Real Estate Group	34.5	\$8,878,499	\$257,347
54	Courtney Ousley	North Eastern Group Realty	37	\$11,394,306	\$307,954	87	Tiffany Holmes	Keller Williams Realty Group	40	\$8,839,753	\$220,993
55	Alyssa Schendel	North Eastern Group Realty	55.5	\$11,196,450	\$201,737	88	Blake Frechter	North Eastern Group Realty	32	\$8,824,640	\$275,770
56	Valerie Bartrom	Mike Thomas Associates, Inc.	33	\$11,144,281	\$337,705	89	Linda Williams	Coldwell Banker Real Estate Group	34.5	\$8,820,126	\$255,655
57	Tammy Fencl	Uptown Realty Group	40	\$10,886,200	\$272,155	90	Matthew Donahue	CENTURY 21 Bradley Realty, Inc	34	\$8,817,800	\$259,347
58	Andy Zoda	Coldwell Banker Real Estate Group	54.5	\$10,746,650	\$197,186	91	Kurt Ness	Ness Bros. Realtors & Auctioneers	42	\$8,621,529	\$205,274
59	Theresa Brough-Cavacini	Anthony REALTORS	40	\$10,644,400	\$265,360	92	Erin Hyndman	Mike Thomas Associates, Inc.	28	\$8,505,421	\$303,765
60	Robert Ralf	Mike Thomas Associates, Inc.	43	\$10,522,610	\$244,711	93	George Replis	Mike Thomas Associates, Inc.	26	\$8,486,100	\$326,388
61	Brad Minear	Miner Real Estate	45	\$10,506,713	\$233,482	94	Kaleeta Simpson	eXp Realty, LLC	52.5	\$8,474,395	\$161,417
62	Lori Stinson	North Eastern Group Realty	37	\$10,287,369	\$278,037	95	Andrea Shepherd	Mike Thomas Associates, Inc.	31	\$8,439,500	\$272,241
63	Tomara Braun	Estate Advisors LLC	31.5	\$10,270,402	\$326,044	96	Timothy Green	Sterling Realty Advisors	28	\$8,438,700	\$301,382
64	Amber Moss	Mike Thomas Associates, Inc.	23	\$10,266,500	\$446,369	97	David Clark	North Eastern Group Realty	35	\$8,411,772	\$240,336
65	Marcus Christlieb	F.C. Tucker Fort Wayne	29	\$10,196,399	\$351,599	98	Michelle Wyatt	Wyatt Group Realtors	29	\$8,309,642	\$286,539
66	Daniel Quintero	eXp Realty, LLC	39.5	\$10,130,726	\$256,474	99	Chai Suniken	Mike Thomas Associates, Inc.	21	\$8,280,100	\$394,290
67	Frank Shepler	CENTURY 21 Bradley Realty, Inc	25	\$10,112,942	\$404,517	100	Larry White	Liberty Group Realty	32	\$8,225,650	\$257,051
68	Mark Dippold	Coldwell Banker Real Estate Group	26	\$10,016,650	\$385,255						
69	Mary Douglass	The Douglass Home Team, LLC	36	\$9,919,850	\$275,551						
70	Michelle Sinn	Coldwell Banker Real Estate Group	29.5	\$9,866,145	\$334,445						
71	Beverly Grych	BKM Real Estate	40	\$9,801,330	\$245,033						
72	Brandon Steffen	Steffen Group	21	\$9,799,740	\$466,654						
73	Martin Brandenberger	Coldwell Banker Real Estate Group	31	\$9,724,500	\$313,693						
74	Michael Kirchberg	Uptown Realty Group	34	\$9,720,562	\$285,898						
75	John Sommer	CENTURY 21 Bradley Realty, Inc	17	\$9,612,900	\$565,464						
76	Andrea Gates	Coldwell Banker Real Estate Group	43.5	\$9,608,320	\$220,880						
77	David McDaniel	REMAX Results -	33.5	\$9,513,301	\$283,979						
78	Randy Harvey	Coldwell Banker Real Estate Group	54	\$9,456,200	\$175,114						
79	Jerry Starks	JM Realty Associates, Inc.	39.5	\$9,292,713	\$235,258						
80	Joyce Swartz	Coldwell Banker Real Estate Group	34.5	\$9,230,725	\$267,557						
81	Timothy Tower	CENTURY 21 Bradley Realty, Inc	32	\$9,172,140	\$286,629						
82	Joni Donaghy-Myers	Coldwell Banker Holloway	42	\$9,152,775	\$217,923						
83	Aaron Shively	Pinnacle Group Real Estate Services	31	\$9,025,339	\$291,139						

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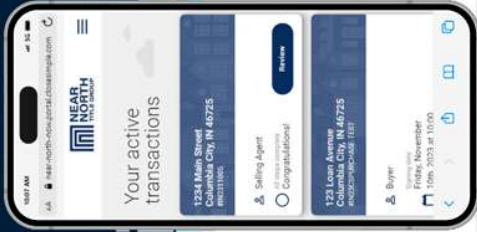


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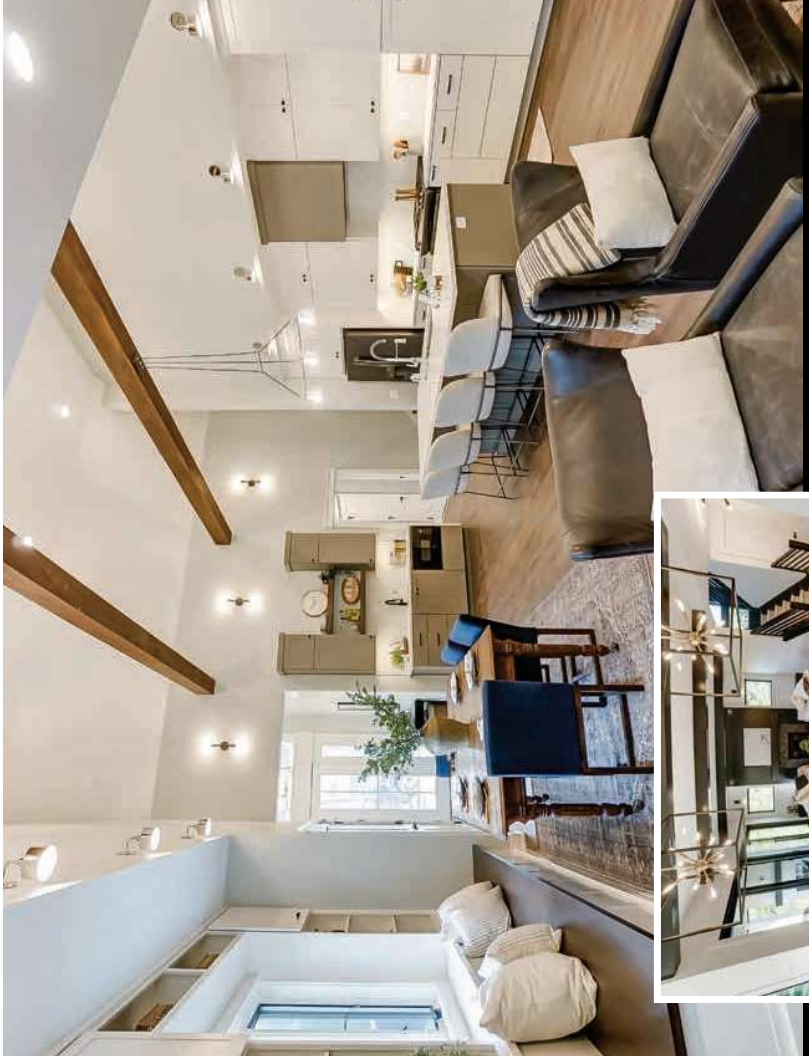
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