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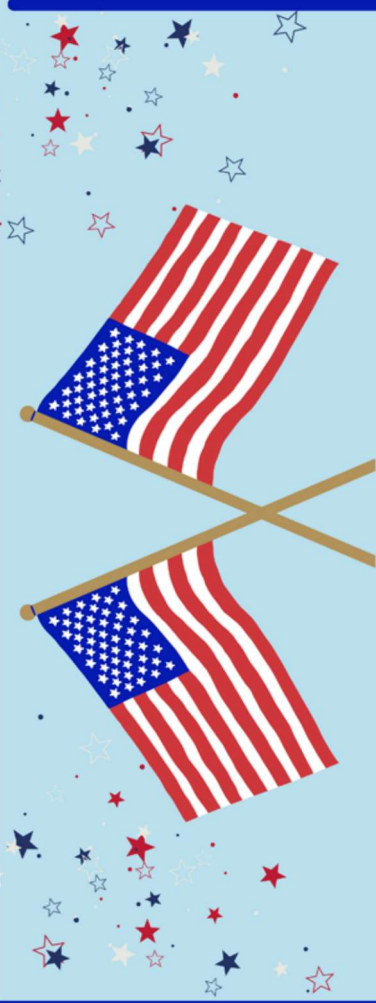
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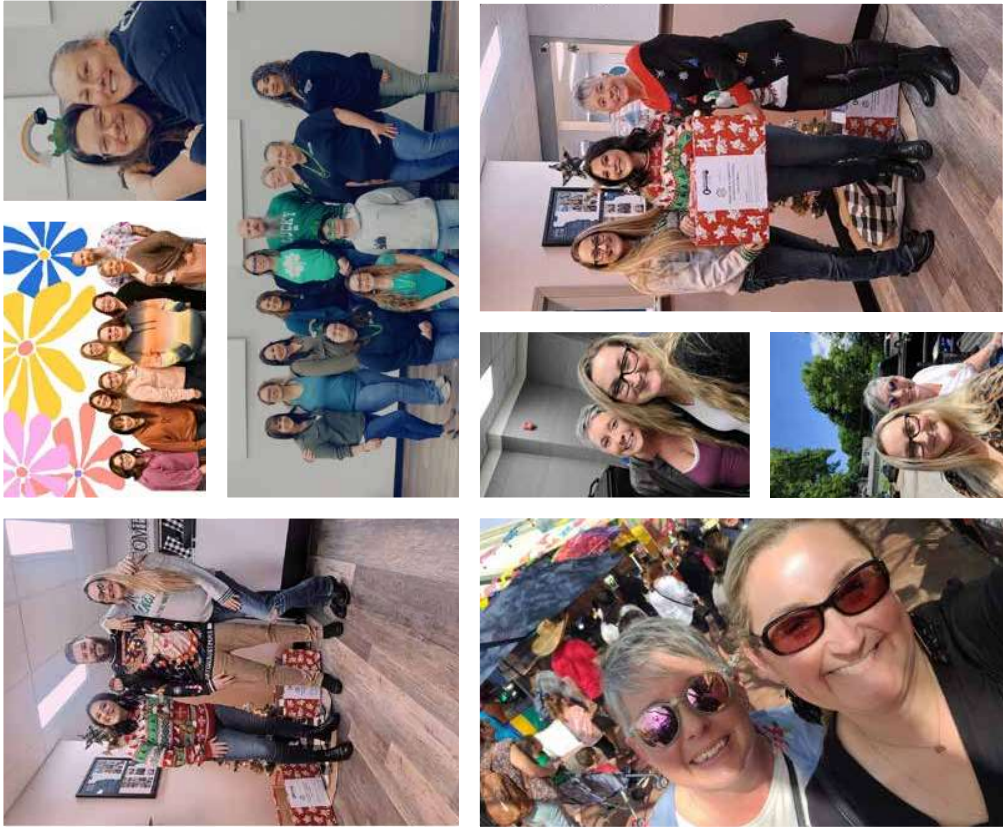
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▶▶ partner spotlight

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One of the key differentiators for Open Door Rentals is their commitment to using cutting-edge technology to enhance their services. They have implemented industry-leading software to streamline processes, providing property owners with full transparency into their operations. This dedication to innovation extends to their maintenance practices, which include direct communication with maintenance teams and the use of the latest showing and screening tools.

At Open Door Rentals, the success of their clients is paramount. The company offers a guaranteed security

**AT OPEN DOOR RENTALS,
THE SUCCESS OF
THEIR CLIENTS IS
PARAMOUNT.**



deposit alternative to reduce move-in costs for prospective residents and decrease vacancy times for property owners. Additionally, their team works alongside realtors during the inspection period to provide the best analysis of rents and necessary improvements to make properties rent-ready. Transparency, integrity, and innovation are the core values driving Open Door Rentals. These values are not just words but are actively demonstrated in their interactions with investors, residents, real estate agents, and all other stakeholders. This commitment has been a significant contributor to the company's success, fostering trust and long-term relationships.

builders, particularly for short-term lease terms. Residents benefit from a range of services, including liability insurance options, credit repair programs, and the ability to live security deposit-free. Owners, on the other hand, have access to instant property and financial reports through an owner portal, quarterly site visits with photo catalogs, and annual appreciation events.

Operating across multiple locations in Allen, Noble, and DeKalb Counties and outlying areas, Open Door Rentals is deeply integrated into the communities they serve. This local focus allows them to deliver tailored services that meet the specific needs

of their clients in different regions. Open Door Rentals stands as a testament to what dedicated, transparent, and innovative property management can achieve. Their comprehensive approach, combined with a steadfast commitment to their core values, ensures that both property owners and residents receive the highest level of service. For realtors looking to partner with a reliable property management company, Open Door Rentals offers unparalleled support and collaboration, making them a valuable ally in any financial journey.



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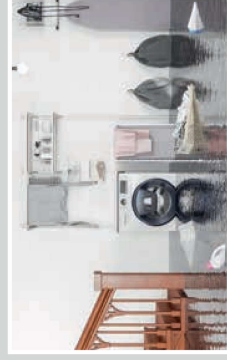


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By Austin Chevron

WHAT 20 YEARS IN REAL ESTATE HAS TAUGHT ME

This year marks my 20th anniversary as a licensed real estate professional. Over the past two decades, I've experienced a rollercoaster of highs and lows, each offering invaluable lessons. Here are a few key insights I've gained along the way:



1. Patience is Key

Achieving your goals often takes longer than anticipated. In real estate, timelines frequently stretch beyond our initial plans. There are always unexpected steps that pop up, adding layers of complexity. While it's great to be ambitious and cut your timeline in half, the reality is that doing things right can take twice as long. Don't get discouraged—adjust your expectations and persist.

2. Master Cash Flow Management

Cash flow is the cornerstone of both survival and success in real estate. It's not just about making money but managing it wisely. Many fail because they don't save and invest during prosperous times. Unfortunately, real estate schools rarely teach financial management. Regardless of your income, find a way to live on less. For the past nine years, I've learned to live on a fixed monthly budget, and it's been a game-changer.

3. Let Your Vision Guide You

The phrase "Where there is no vision, people perish" is particularly relevant in real estate. Without a clear vision, you risk not achieving your full potential. Early in my career, I defined my vision, which made decision-making much simpler. I challenge you to seek clarity about your life's purpose and ensure your actions align with your vision. When your life is in harmony with your vision, success follows naturally.

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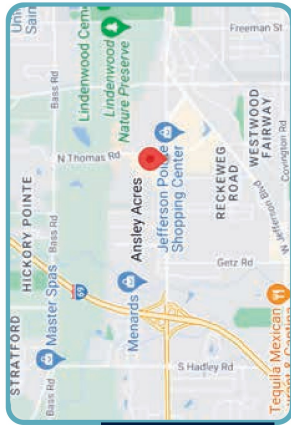
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Beth Howard

How many years have you been a realtor? 1 year
What is your career volume as a realtor? ~\$8 million,
including other states

What was your total volume last year? 5.6 million
What awards have you achieved as a realtor? Top
300 realtor in 2023

When did you start your career in real estate?

I got licensed in December of 2022. I have been investing since 2015 and I got started by house hacking. It is a great way to get started in real estate investing, and how I have achieved most of my properties so far.

What did you do before you became a realtor?

I was a director and coach at Summit Volleyball for about 9 years, which is a club here in town. Prior to that I was an assistant coach for PFW Men's Volleyball, getting my MBA.

What are you passionate about right now in your business?

My passion is helping buyers, sellers, and investors alike achieve their goals in real estate. There's nothing more fulfilling than guiding people to find their perfect home or lucrative investment. Real estate has been a life-changing journey for me, and I find joy in helping others embark on and sustain their own paths to success through real estate. I am also helping to develop a software that is going to help real estate professionals with efficiency and organization in their business.

What has been the most rewarding part of your business?

Helping people achieve home ownership, especially when they believe it's out of reach, is the



most rewarding thing. It's about turning "I can't" into "I did," and being the catalyst that transforms doubt into confidence and possibility. Additionally, guiding individuals out of tough situations when they feel they have no answers is fulfilling. Providing solutions and support during challenging times reaffirms my commitment to making a meaningful difference in people's lives.

What was your biggest challenge as a realtor?

Navigating the real estate industry and carving out a niche that sets me apart from the local heavyweights has been my biggest challenge.



How does real estate fit into your dreams and goals?

Real estate has been a passion of mine for years. Since I began investing in 2015, I've been continuously driven by the limitless potential of the industry. My vision extends far beyond individual properties. I am determined to own large real estate investments in the near future.

What's your favorite part of being a realtor?

Working with the people on my team, and helping people achieve their dreams in real estate, no matter what that may be.

Define success.

Success means achieving professional goals, such as closing deals and generating ideas, while prioritizing the needs and well-being of clients. This involves finding and securing the best properties for buyers, negotiating favorable terms for sellers, and providing expert guidance throughout the process. Ultimately, success is measured not just by financial gain, but by the satisfaction and trust built with clients, and the positive impact made in their lives through thoughtful and ethical service.

Tell us about your family.

Everyone in my family resides in Fort Wayne. My parents, Lyle and Debbie Howard are both retired. I have one sister, Abby, who has a PhD in sociology from Purdue University and currently works at Redemption House Ministries. Kevin,



my brother in law, is a licensed home inspector and owner of Summit City Home Inspections in Fort Wayne. He is a veteran, who is still currently in the Army Reserves.

Favorite books?

Rich Dad Poor Dad, The 7 habits of highly effective people, 4 hour work week, Profit First, Cashvertising, Can't Hurt Me.

Are there any charities or organizations you support?

I currently support Redemption House Ministries. In the future, I hope to develop a scholarship fund that

helps underprivileged kids pay for their club sports to be able to increase their opportunities.

What are your hobbies and interests outside of the business?

I still like to play in volleyball leagues at Fairplay. I am an assistant volleyball coach at Carroll HS. Anyone that knows me would say I love to participate in anything sports related. I also love to travel.

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

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time, so embrace the journey and absorb as much knowledge as possible. Seek out a top agent and learn everything you can from them. Remember, success doesn't come just because you passed your test and got your license—it requires hard work and persistence to build your database and establish connections. Additionally, identify what sets you apart and leverage that quality to stand out in the market.

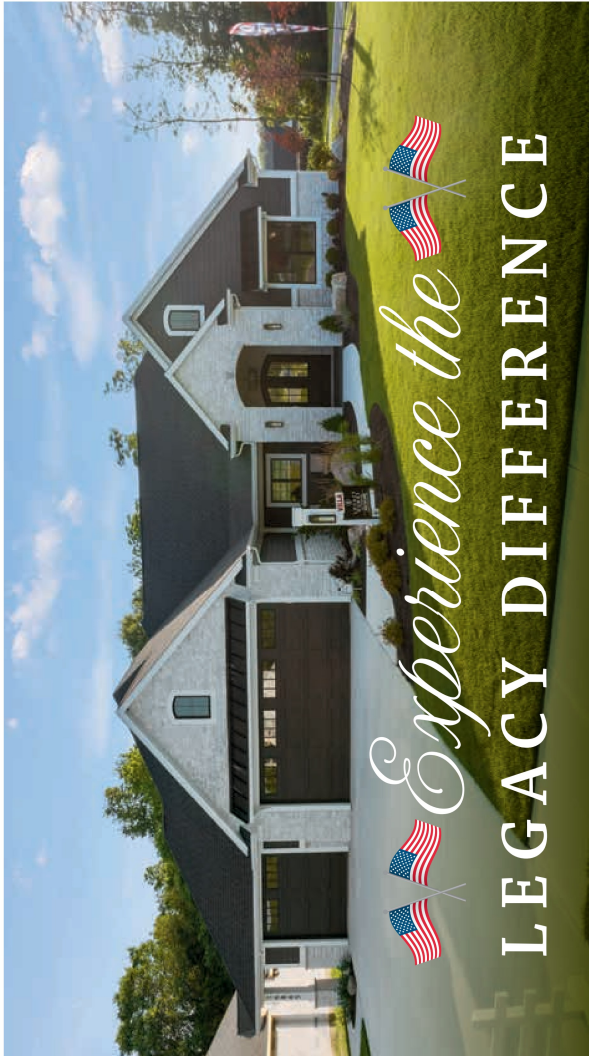
In closing, is there anything else you would like to communicate using this Ft. Wayne Real Producer platform?

Thanks to Real Producers for allowing me to be this month's Rising Star! I am so excited to continue to develop and learn from all the amazing people in this industry. I truly love it and thanks to all my amazing clients and partners!

Thanks to Alyssa Schendel for the nomination and being a great mentor to me!

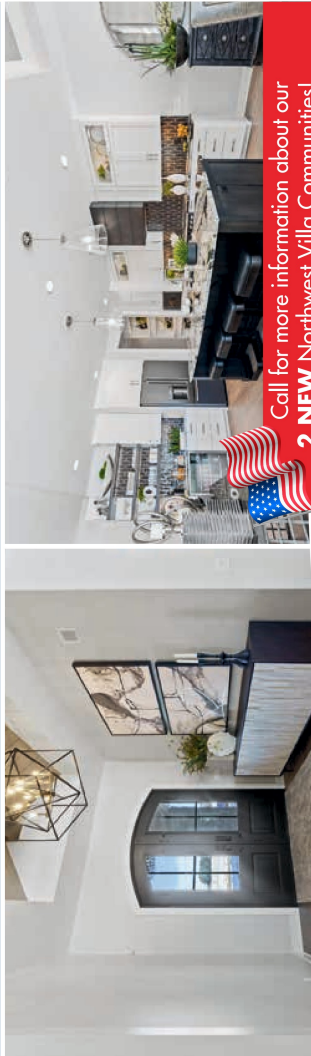
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In just three years, 3:16 Removal has cemented its place as a premier junk removal and demolition company in Northeast Indiana. Recognized as an Angi Top Preferred Partner in both 2021 and 2022 and boasting BBB accreditation, 3:16 Removal's journey is a testament to dedication, innovation, and a strong ethical foundation.

ABOUT 3:16 REMOVAL

3:16 Removal is a comprehensive junk removal and demolition service provider. From small residential pickups to extensive projects like boarder houses and garage demolitions, the company handles a wide array of tasks with precision and care. Their mission is to deliver efficient, eco-friendly, and compassionate service, ensuring every job is executed to the highest standards.

SERVICES FOR REALTORS

Real estate professionals across Northeast Indiana benefit significantly from partnering with 3:16 Removal. The company offers reliable junk removal services that facilitate seamless transitions for clients moving between homes. Realtors can count on 3:16 Removal to clear out properties swiftly and effectively, enhancing the client experience and ensuring properties are market-ready.

WHAT SETS 3:16 REMOVAL APART?

- 1. Christian Values:** As a Christian company, 3:16 Removal strives to share Christ's love and peace



Before



After





3:16 REMOVAL EXTENDS SINCERE GRATITUDE TO ALL CLIENTS

WHO HAVE ENTRUSTED THEM WITH THEIR JUNK REMOVAL NEEDS.



through their work. This foundational principle drives their commitment to serving the community with integrity and compassion.

2. Sustainability Efforts: The company is dedicated to reducing landfill waste through proactive recycling, donating, and repurposing initiatives. This eco-conscious approach not only benefits the environment but also supports local communities.

THE JOURNEY OF 3:16 REMOVAL

Founder, Killian Miller, always aspired to be an entrepreneur, inspired by a childhood filled with entrepreneurial ventures alongside his father. This passion led to the establishment of 3:16 Removal, despite the initial uncertainty about entering the junk removal industry. After dropping out of community college and gaining valuable managerial experience at Mike's Carwash, Killian applied these skills to build a successful business from the ground up.



Drawing inspiration from his father, Killian learned the importance of perseverance and innovation. This entrepreneurial spirit was honed through experiences like flipping antiques and leading teams, providing a strong foundation for managing 3:16 Removal.

“The most rewarding aspect of running 3:16 Removal is building lasting relationships with clients and helping them navigate significant life changes, such as moving to a new home or starting a new investment,” Killian says. However, the entrepreneurial journey has not been without its challenges. Marketing and networking posed initial hurdles, especially as an introvert. Overcoming these challenges involved shifting focus to working closely with realtors and investors, a strategy that has paid off.



A relentless drive and a mindset of going “all in” have been crucial to the success of 3:16 Removal. Embracing failure as a stepping stone to success, Killian embodies the philosophy of burning the boats to conquer the island, ensuring there is no plan B—only success.

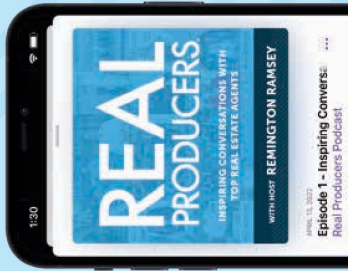
Balancing a demanding professional life with a fulfilling personal one, Killian is married to a wonderful wife, and they recently welcomed a son, Noah Miller, born on February 4, 2024. In his free time, Killian enjoys working out, lifting weights, and continuing the entrepreneurial tradition of buying and flipping items.

3:16 Removal extends sincere gratitude to all clients who have entrusted them with their junk removal needs. It is a privilege to solve problems and contribute to the smooth transition and success of their clients' ventures. For reliable, compassionate, and eco-friendly junk removal and demolition services, look no further than 3:16 Removal. With a strong commitment to values and customer satisfaction, they are your go-to partner for all junk removal needs in Northeast Indiana.

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JENNIFER CALLISON

Mike Thomas Associates

Jennifer Callison, a leading figure in the real estate industry, stands at the helm of Mike Thomas Associates (MTA), a company her father, Mike Thomas, founded in 1977. Jennifer's path to real estate was unconventional yet deeply personal.

After graduating from Hillsdale College with a finance degree, she initially pursued an accounting role in Indianapolis. However, when her father fell ill, Jennifer returned to Fort Wayne to assist him with his business, marking the beginning of her illustrious career in real estate.

Despite growing up around the business, Jennifer's father had always kept a clear boundary between work and family life. This meant that when Jennifer stepped in to help, she faced a steep learning curve. She started by assisting with office tasks and quickly moved into a sales position, eventually taking on a management role. Seven years ago, she officially bought out her father, taking full control of MTA. Reflecting on her journey, Jennifer remarks that her initial foray into real estate was driven by necessity but soon turned into a deep passion for the industry and her community.

Jennifer attributes much of her professional ethos to her father, who served as an incredible mentor. He taught her the importance of prioritizing people, leading with both strength and heart. Jennifer's mother also played a significant role, teaching her compassion and grounding her values. Together, her parents' teachings shaped Jennifer into a leader who values relationships and community service above all.



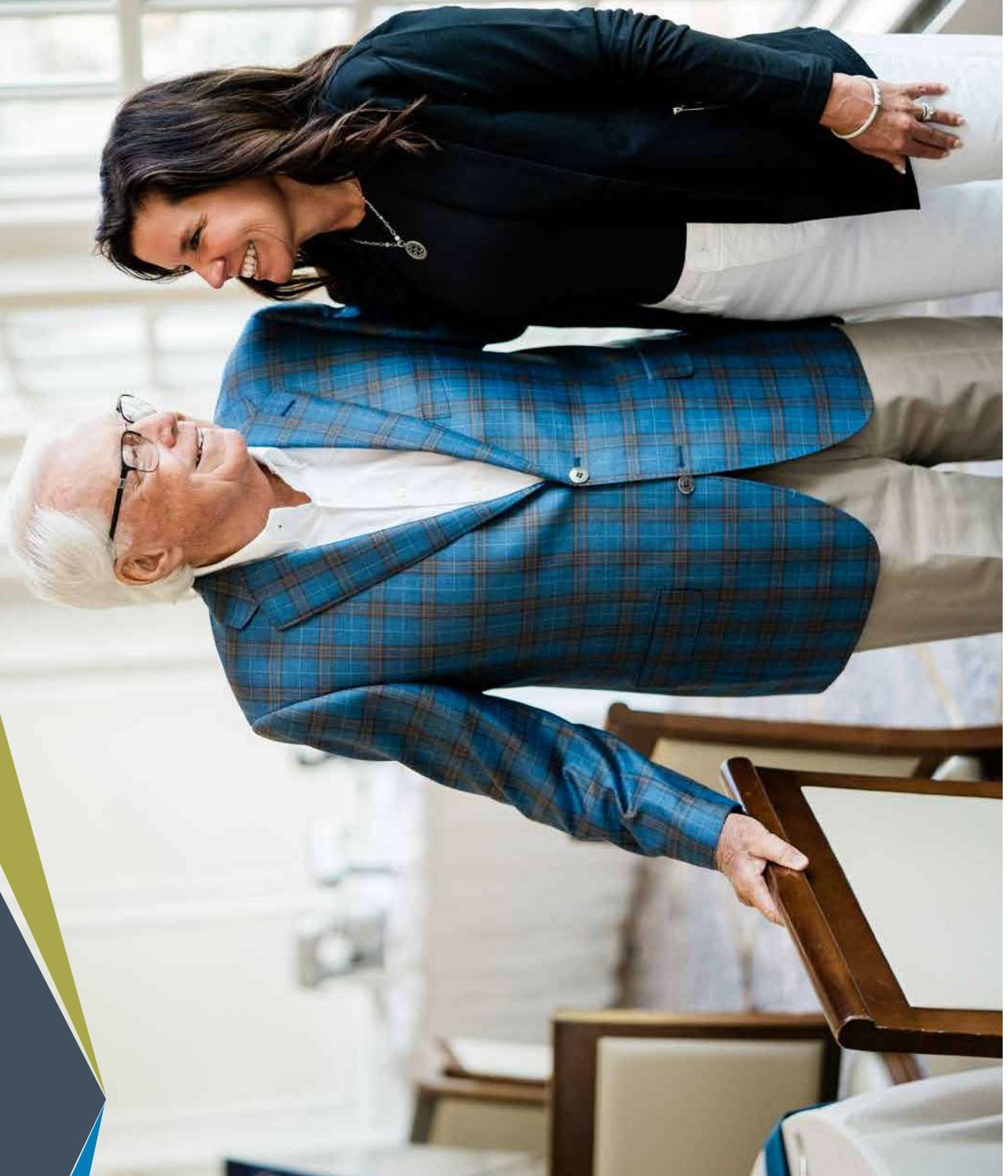
▶▶ celebrating leaders

Photo Credit: Dustin McKibben



Under Jennifer's leadership, MTA has thrived, achieving recognition as Fort Wayne Reader's Choice Best Real Estate Company, a testament to its exceptional service and community standing. Central to this success is the unique culture Jennifer has cultivated at MTA. Describing the company as a family, she emphasizes a supportive and competitive atmosphere where agents cheer each other on and collaborate for mutual growth. This supportive environment extends beyond the office, as MTA's systems are designed to help agents maintain a healthy work-life balance.

Jennifer believes that one of the key factors contributing to MTA's success is the company's unique culture and supportive



environment. The agents at MTA are not just colleagues but part of a tight-knit community that supports each other's growth and success. This family-like atmosphere, combined with robust systems and processes, allows agents to thrive both professionally and personally.

A key aspect of MTA's business model is its development company, which provides agents with access to a vast inventory of lots and sub-developments. This not only enhances the options available to clients but also empowers agents with valuable market insights, setting MTA apart from other local brokerages.



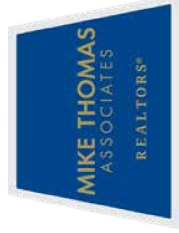


Despite the challenges she has navigated in her career, Jennifer would not change a thing about her journey. She cherishes every experience, both positive and negative, as they have shaped her into the leader she is today. Her advice to those considering a career in real estate is to cultivate good habits, build a reliable referral database, and remain patient and persistent. She also emphasizes the importance of continuous learning and adapting to new trends.

Jennifer's vision for the real estate industry is one of transparency and accessibility. She advocates for making information more accessible to empower buyers and sellers, fostering trust and building long-term relationships. Her commitment to enhancing the industry's reputation is evident in every aspect of her work.

Outside of her professional life, Jennifer enjoys spending quality time with her family. She is married to Butch Callison, whom she met at Hillsdale College, and they have two children, Gabrielle and David. The family enjoys traveling together and spending time at Clear Lake, where they can truly unwind and bond. Jennifer also actively supports her children's extracurricular activities, with Gabrielle pursuing competitive dancing and David involved in football and basketball at Northrop High School.

Jennifer Callison's story is a testament to the power of passion, community, and continuous learning in achieving success in the real estate industry. Her leadership at Mike Thomas Associates not only honors her father's legacy but also paves the way for a brighter, more inclusive future for the real estate community in Fort Wayne and beyond.





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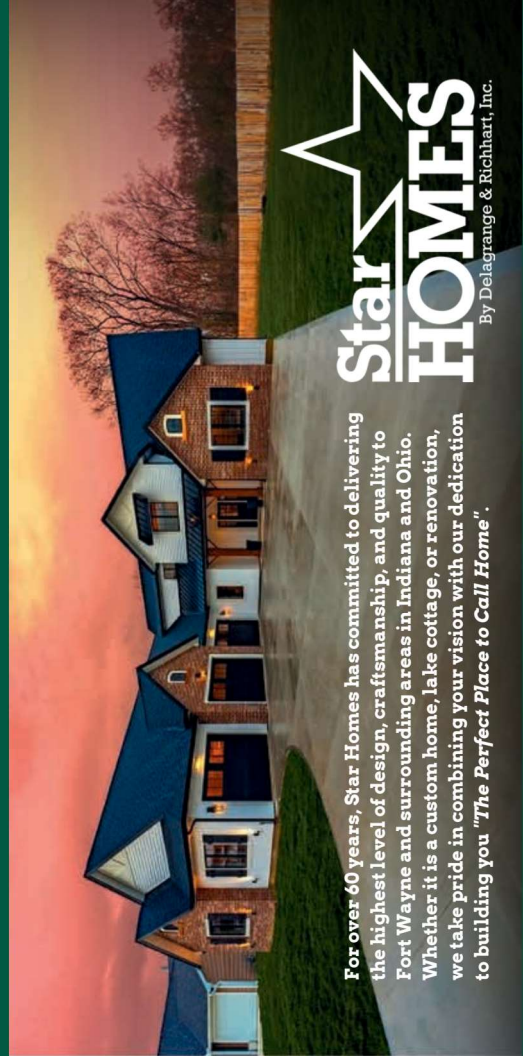


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MODEL HOMES

SAM HARTMAN

cover story

In the competitive world of real estate, where the stakes are high and the challenges are numerous, Sam Hartman has carved out a reputation for excellence. With over a decade of experience and a slew of awards under his belt, Hartman stands out not just for his professional achievements but also for his dedication to his clients and community.

Sam Hartman's entry into real estate was somewhat serendipitous. In 2012, while contemplating his career path, he received a pivotal call from John Bello and Tony Didier, two influential figures in his life. This conversation ignited a spark in Hartman, leading him to transition from a supportive role in agent recruitment and training to full-time sales. His frustration with the high failure rate of new agents and his belief in his own potential drove him to make this significant career shift.

Since becoming licensed in 2013, Hartman has amassed an impressive career volume of

approximately \$62 million, with \$10.5 million in sales in the past year alone. His accolades include being named the Readers Choice "Best in Real Estate" for five consecutive years from 2019 to 2023, a testament to his consistent excellence and the trust he has built within the community. He was also recognized in Business Weekly's 40 Under 40 in 2017 and hailed as Fort Wayne's Best Realtor on Social Media by Spark Properties in 2022 and 2023.

Hartman's approach to real estate is heavily influenced by the values instilled in him by his parents, who taught him the importance of ethics and priorities. His best friend and office manager, Tony Didier, has also been a significant influence, demonstrating a servant's heart and a commitment to giving. However, it is his wife, Jessica, whose remarkable sales career and unwavering support have been his greatest inspiration. Together, they balance their professional ambitions with raising their three children, including identical twin girls born in 2023.

A LEADING

LIGHT IN

REAL ESTATE





HIS DEDICATION TO BOTH HIS CAREER AND HIS

LOVED ONES UNDERSCORES HIS BELIEF THAT

TRUE SUCCESS IS

MEASURED BY THE

QUALITY OF ONE'S

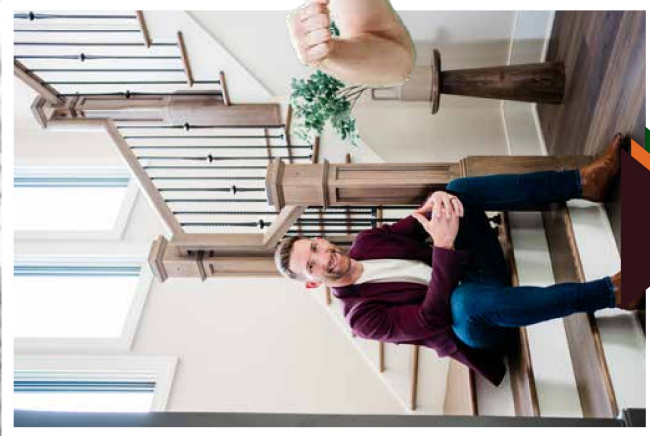
RELATIONSHIPS.



Hartman's educational background includes a double major in Business Management and Entrepreneurship from Trine University, where he also showcased his leadership skills as a football team captain. His experience on the football field taught him valuable lessons in perseverance and adaptability. Each year, the coaching staff recruited a new player to replace him in the lineup, yet Hartman's relentless work ethic and determination to be the best teammate led him to play a different position every year. This tenacity contributed to the team's remarkable turnaround, from a winless 0-10 season in 2005 to an undefeated 10-0 season in 2009. These principles of hard work, dedication, and teamwork have seamlessly translated into his real estate career.

Hartman's early career provided him with a broad spectrum of experiences that honed his skills and shaped his approach to real estate. His first job out of college was in radio advertising for 92.3 The Fort, a classic rock station. Selling air time to middle-aged baby boomers who were skeptical of a young 22-year-old's marketing advice taught Hartman the importance of developing tough skin and persistence. From there, he moved on to manage The Finish Line at Glenbrook Mall. This role was pivotal as it immersed him in the retail environment, where he learned the intricacies of managing people, multitasking, and driving sales. It was here that Hartman began to master the art of building rapport with customers, identifying their needs, and ensuring they left satisfied - skills that are directly transferable to real estate.

Following his retail experience, Hartman took on a role as an admissions counselor at his alma mater, Trine University. This position further refined his relational selling skills and his ability to discover and meet the needs of prospective students. Advising on majors, career paths, financial aid, and extracurricular activities required a deep understanding of the students' goals and aspirations. This role, much



**HARTMAN HAS AMASSED AN IMPRESSIVE
CAREER VOLUME OF APPROXIMATELY
\$62 MILLION,
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IN THE PAST YEAR ALONE.**

like real estate, was about finding the right fit for each individual, ensuring they felt confident and informed about their choices.

As mentioned previously, the birth of his twin daughters in 2023 added a new layer of complexity to Hartman's life, balancing the demands of a growing family with his professional responsibilities. Despite the challenges, he experienced one of his best years in business, thanks to the unwavering support of his clients and a steady stream of referrals. For Hartman, the most rewarding aspect of real estate is the relationships he forms with his clients. He thrives on being viewed as an expert in his field and takes pride in the trust and confidence that his clients place in him. His use of video



HIS STORY IS A TESTAMENT TO THE POWER OF HARD WORK, ETHICAL CONDUCT, AND THE SUPPORT OF LOVED ONES.



marketing and social media to share market insights and educate consumers has set him apart in the industry, helping him maintain a strong presence and build lasting connections.

Looking ahead, Hartman envisions a real estate industry with more professionalism and accountability. His advice to aspiring real estate agents is to enter the field with a genuine desire to serve others, as financial success will naturally follow. Hartman's definition of success has evolved with his growing family. While he remains driven to achieve

professional goals, he now places a higher value on being present with his family and maintaining a healthy work-life balance. He jokes that behind every great realtor is a spouse with excellent health insurance, but it is evident that his wife's support and their family's well-being are integral to his sense of fulfillment.

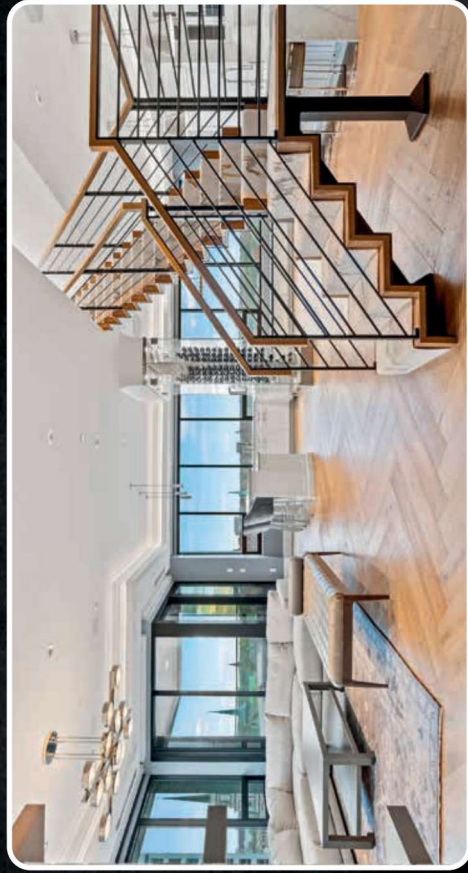
In his limited free time, Hartman enjoys working out, golfing, and exploring the great outdoors with his family. His dedication to both his career and his loved ones

underscores his belief that true success is measured by the quality of one's relationships and the impact one has on others.

Sam Hartman's journey in real estate is marked by resilience, dedication, and a deep commitment to serving his clients. His story is a testament to the power of hard work, ethical conduct, and the support of loved ones. As he continues to navigate the challenges and rewards of the industry, Hartman remains a shining example of what it means to be a top realtor.



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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!

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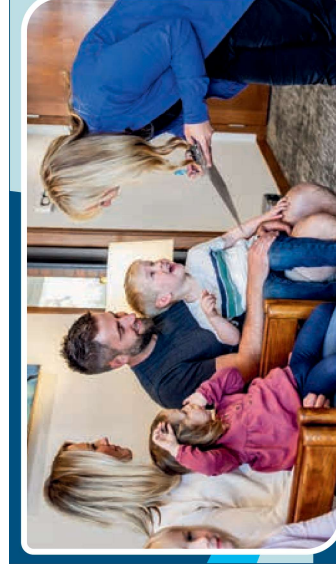
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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2024, to May 31, 2024

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
1	Elizabeth Umschel	CENTURY 21 Bradley Realty, Inc	38	\$16,223,297	\$426,928	34	Geoff Cavender	eXp Realty, LLC	22	\$5,646,550	\$256,661
2	Chad Metzger	Metzger Property Services, LLC	48	\$12,729,855	\$265,205	35	Mary Sherer	ERA Crossroads	23.5	\$5,632,150	\$239,665
3	Tim Haber	CENTURY 21 Bradley Realty, Inc	37	\$12,380,528	\$334,608	36	Tyler Secrist	CENTURY 21 Bradley Realty, Inc	20	\$5,554,040	\$277,702
4	Wendy France	CENTURY 21 Bradley Realty, Inc	25	\$10,202,850	\$408,114	37	Lacey Caffee	Ideal REALTORS	17.5	\$5,518,314	\$315,332
5	Brandon Steffen	Steffen Group	14.5	\$9,722,275	\$670,501	38	Daniel Orlando	Mike Thomas Associates	13	\$5,432,301	\$417,869
6	Evan Riecke	Encore Sotheby's International Realty	18	\$9,711,800	\$539,544	39	Michelle Sinn	Coldwell Banker Real Estate Group	16	\$5,471,648	\$341,978
7	Candice Everage	Century 21 Bradley-Kendallville	38	\$9,655,000	\$254,078	40	April West	Scheerer McCulloch Real Estate	29	\$5,398,000	\$186,137
8	Brandon Stone	CENTURY 21 Bradley Realty, Inc	74	\$9,521,650	\$128,670	41	Kaleefa Simpson	eXp Realty, LLC	30	\$5,345,700	\$178,190
9	Gregory Brown	CENTURY 21 Bradley Realty, Inc	23	\$9,008,035	\$391,663	42	Jackie Clark	Coldwell Banker Real Estate Group	12	\$5,317,700	\$443,141
10	Timothy McCulloch	Scheerer McCulloch Real Estate	39	\$8,958,662	\$229,709	43	Gregory Fahl	Orizon Real Estate, Inc.	25	\$5,312,897	\$212,515
11	Bradley Noll	Noll Team Real Estate	26.5	\$8,746,900	\$330,071	44	Lori Stinson	North Eastern Group Realty	18	\$5,161,300	\$286,738
12	James Falger	North Eastern Group Realty	34.5	\$8,615,139	\$249,714	45	Justin Walborn	Mike Thomas Assoc., Inc	15	\$5,109,700	\$340,646
13	Beth Goldsmith	North Eastern Group Realty	18	\$8,371,900	\$465,05	46	Scott Pressler	Keller Williams Realty Group	14	\$5,083,300	\$363,092
14	Leslie Ferguson	Regan & Ferguson Group	15.5	\$8,149,700	\$525,787	47	Ken Sleury	Coldwell Banker Real Estate Group	8	\$5,012,000	\$626,500
15	Heather Regan	Regan & Ferguson Group	14.5	\$7,954,700	\$546,600	48	Frank Shepler	CENTURY 21 Bradley Realty, Inc	11	\$5,008,533	\$455,321
16	Tyler Jackson	CENTURY 21 Bradley Realty, Inc	36	\$7,511,030	\$208,639	49	Antihess	Century 21 Bradley-Kendallville	19	\$4,987,005	\$262,473
17	Stacie Bellam-Fillman	Orizon Real Estate, Inc.	28	\$7,500,000	\$267,857	50	Matthew Hawkins	Wieband Real Estate	20	\$4,956,700	\$247,835
18	Kelly York	North Eastern Group Realty	27	\$7,207,820	\$266,956						
19	Cecilia Espinoza	Espinoza Realtors	32	\$7,021,250	\$219,414						
20	Warren Barnes	North Eastern Group Realty	27	\$7,011,601	\$259,688						
21	Raylene Webb	eXp Realty, LLC	36	\$6,920,975	\$192,249						
22	Jessica Arnold	North Eastern Group Realty	21.5	\$6,772,580	\$315,003						
23	David Springer	Mike Thomas Assoc., Inc	13	\$6,562,800	\$504,830						
24	Tina Suckey	RE/MAX Results	21	\$6,364,250	\$303,059						
25	Brandon Ferrell	Keller Williams Realty Group	22	\$6,271,806	\$285,082						
26	Bradley Stinson	North Eastern Group Realty	15	\$6,250,000	\$416,666						
27	John Garcia	Impact Realty, LLC	15	\$6,082,775	\$405,518						
28	Richard Fletcher	North Eastern Group Realty	15.5	\$5,896,300	\$380,406						
29	Kimberly Ward	North Eastern Group Realty	71	\$5,846,358	\$82,371						
30	Joseph Wootan	List With Freedom.com LLC	26	\$5,838,050	\$224,540						
31	Jim Owen	CENTURY 21 Bradley Realty, Inc	24	\$5,833,195	\$243,049						
32	Jami Banker	RE/MAX Results	16	\$5,826,900	\$364,306						
33	Dana Botterson	CENTURY 21 Bradley Realty, Inc	21	\$5,675,725	\$270,272						

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2024, to May 31, 2024

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
51	Emily Ganshorn	CENTURY 21 Bradley Realty, Inc	28.5	\$4,911,700	\$172,340	84	John Lahmeyer	Coldwell Banker Real Estate Group	6	\$4,094,200	\$682,366
52	Kyle J. Ness	Ness Bros. Realtors & Auctioneers	17	\$4,893,775	\$287,869	85	Dennis Worman	CENTURY 21 Bradley Realty, Inc	6	\$4,083,750	\$680,625
53	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle	16	4877504	304844	86	A.J. Sheeha	CENTURY 21 Bradley Realty, Inc	8	\$4,073,800	\$509,225
54	Troy Wieland	Wieland Real Estate	12	\$4,834,900	\$402,908	87	Ginger Miller	CENTURY 21 Bradley Realty, Inc	16	\$4,071,321	\$254,457
55	Courtney Ousley	North Eastern Group Realty	13	\$4,833,620	\$371,816	88	Jeffery Holtsclaw	CENTURY 21 Bradley Realty, Inc	17	\$4,063,500	\$239,029
56	Shannon McClure	Coldwell Banker Real Estate Group	16	\$4,798,168	\$299,885	89	Boots Beam	Coldwell Banker Real Estate Group	2	\$4,048,000	\$2,024,000
57	Christy Thomson	RE/MAX Results - Angela office	17	\$4,669,400	\$274,670	90	Julia Carsten	Anthony REALTORS	12	\$4,016,500	\$334,708
58	Cindy Bluhm	Mike Thomas Assoc., Inc	12	\$4,603,550	\$383,629	91	Austin Freiburger	eXp Realty, LLC	14	\$4,004,300	\$286,021
59	Alison Rhinehart	Regan & Ferguson Group	6	\$4,574,000	\$762,333	92	Johanna Pardon	Mike Thomas Assoc., Inc	10	\$3,996,300	\$399,630
60	J.R. Parent	Parent Realty, Inc.	4	\$4,571,380	\$1,142,845	93	Son Huynh	CENTURY 21 Bradley Realty, Inc	13	\$3,994,607	\$307,277
61	Brian Kuhns	Coldwell Banker Real Estate Group	14.5	\$4,547,250	\$313,603	94	Jody Holloway	Coldwell Banker Holloway	18	\$3,956,492	\$219,805
62	Valerie Barrtom	Mike Thomas Assoc., Inc	14	\$4,499,800	\$321,414	95	Beth Walker	Fairfield Group REALTORS, Inc.	16	\$3,890,500	\$243,156
63	Justin Longardier	CENTURY 21 Bradley Realty, Inc	16	\$4,486,500	\$280,406	96	Rebecca McArdle	RE/MAX Results	10	\$3,888,256	\$388,825
64	Jordan Wilkman	eXp Realty, LLC	22	\$4,463,863	\$202,902	97	Nanette Minnick	eXp Realty, LLC	15	\$3,876,101	\$258,406
65	Erin Poiry	Mike Thomas Assoc., Inc	9	\$4,460,960	\$495,662	98	Trevor Gray	Krueckeberg Auction And Realty	20	\$3,856,701	\$192,835
66	Jared Kent	Anthony REALTORS	29	\$4,370,600	\$150,710	99	Andy Zoda	Coldwell Banker Real Estate Group	19.5	\$3,817,900	\$195,789
67	Keil Garcia	Mike Thomas Assoc., Inc	8.5	\$4,339,200	\$510,494	100	Michael Kirchberg	Uptown Realty Group	11	\$3,815,565	\$346,869
68	Ian Barnhart	Coldwell Banker Real Estate Group	14.5	\$4,331,750	\$298,741						
69	George Rappis	Mike Thomas Assoc., Inc	12	\$4,328,300	\$360,691						
70	Roy Smith	American Dream Team Real Estate Brokers	15	\$4,319,000	\$287,933						
71	Alyssa Schendal	North Eastern Group Realty	22	\$4,318,500	\$196,295						
72	John-Michael Segyde	Coldwell Banker Real Estate Group	16	\$4,310,693	\$269,418						
73	Daniel Morken	Moriken Real Estate Services, Inc.	12.5	\$4,308,500	\$344,680						
74	Patti Couperthwaite	Coldwell Banker Real Estate Group	10.5	\$4,301,450	\$409,661						
75	Brandy Beckstedt	Mike Thomas Assoc., Inc	15	\$4,285,000	\$285,666						
76	Marcus Christlieb	F.C. Tucker Fort Wayne	11.5	\$4,262,803	\$370,678						
77	Martin Brandenberger	Coldwell Banker Real Estate Group	9	\$4,240,000	\$471,111						
78	Kerri Morningsar	CENTURY 21 Bradley Realty, Inc	12	\$4,200,700	\$350,058						
79	Larry White	Liberty Group Realty	16	\$4,184,604	\$261,537						
80	Emily Cary	Keller Williams Realty Group	17.5	\$4,179,250	\$238,814						
81	Troy Forbes	Century 21 Bradley-Kendallville	15.5	\$4,138,050	\$266,970						
82	Emily Ewing	North Eastern Group Realty	14.5	\$4,131,900	\$284,958						
83	Mary Douglass	The Douglass Home Team, LLC	13	\$4,101,250	\$315,480						

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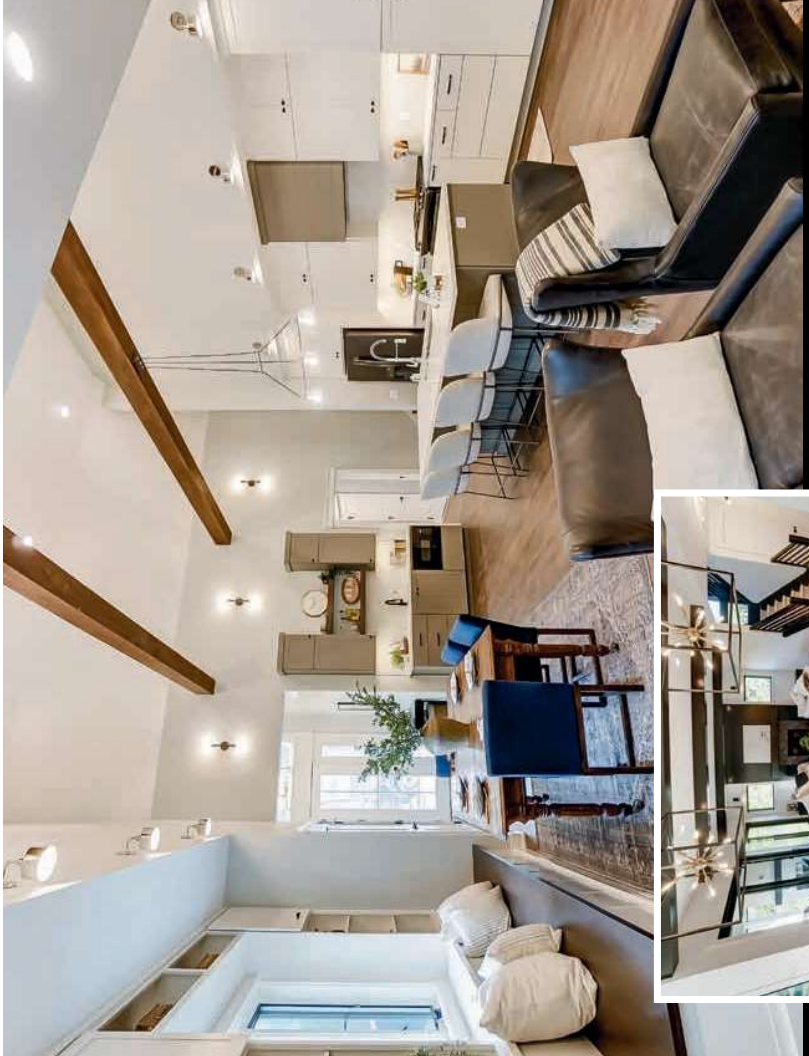
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