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Jake & Joe Hege

PARTNER SPOTLIGHT:

Legacy Homes by Delagrance

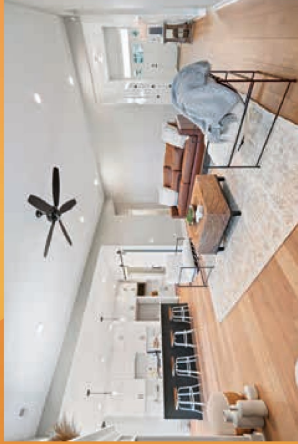
PARTNER PROFILE:

Snyder's Tree Service



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LEGACY HOMES

by Delagrang

▶▶ partner spotlight

LEAVING A LEGACY

By Melissa Branum • Photo Credit: Dustin McKibben



Legacy Homes by Delagrang, is the next generation of The Delagrang family of home builders. Started by husband-and-wife John Lanier and Holly Delagrang, daughter of Roger Delagrang, the long-lasting tradition of experience, expertise, and exceptional quality continues. Together, John and Holly specialize in unique, well-thought-out floor plans with the homebuyer buyer in mind every step of the way. Combined, they carry over 40 years of real estate experience, all driven by the one man who started it in 1976, Roger Delagrang, through his Uncle Delbert Delagrang. Legacy Homes by Delagrang strives to use only the best materials & skilled craftsmen to ensure an industry-setting standard with each custom build.



Before starting Legacy Homes by Delagrang in 2016, Holly and John worked closely alongside Roger, Holly's dad, for over 20 years, learning every aspect of the business. John started in the field and quickly became a builder's representative. During that time, he was also a top-producing real estate agent with Coldwell Banker Roth Wehrly Graber and served a term on the Board of Directors for the Fort Wayne Home Builders Association. Holly's resume is equally impressive with her experience in home construction, business, and interior design while simultaneously running a household and raising two children.

With Roger's encouragement, Holly and John launched Legacy Homes in 2016. Holly has continued carrying her experiences into the planning phase, working closely with clients throughout the building process. From the choice and design of floor plans to the selection of amenities in the new home, Holly works directly with each client. Her industry experience and client connection continue to be

a testament to her years of study directly under Roger, his family, and their partners.

John and Holly were high school sweethearts and together have two children: Cole (20), who works at Sweetwater, and Kenzie (18), who is headed into cosmetology. As a family, they love to travel and vacation

“ BUILDING WITH SUCH CARE AND CAREFUL ATTENTION IS NOT EASY, BUT WELL WORTH THE EFFORT. ”



together. Understandably, since starting Legacy Homes by Delagrangé, the family has not had as much time to get away as they wished they did, but they have managed to sneak in a cruise and a trip to Disney World over the past few years. Being on-site during the construction of each of their builds is very important to Holly and John, so they are adamant about being available even while on vacation.

Together, John and Holly bring their client's vision to life through coordination, interior design, high-quality construction, and sometimes even a little client therapy along the way. "Building with such care and careful attention is not easy, but well worth the effort." The

couple shares, "Which is why we only build 10-15 homes a year." While John is proud to humble-brag about his wife's accomplishments, his role in their business is vital to their attention to detail and execution of high quality. By focusing on their close relationships with their subcontractors, John ensures that each home is built at the high Legacy Home standard starting before construction even begins.



As the third generation of Delagrangé homes, Holly and John strive to keep their boutique-style business of building at a higher standard, offering homes better than anyone else. They never see, nor want to see, their clients as a number. To them, it's a very personal process, and they are hands-on from start to finish, often building relationships with their clients that last long beyond the construction of their new home.

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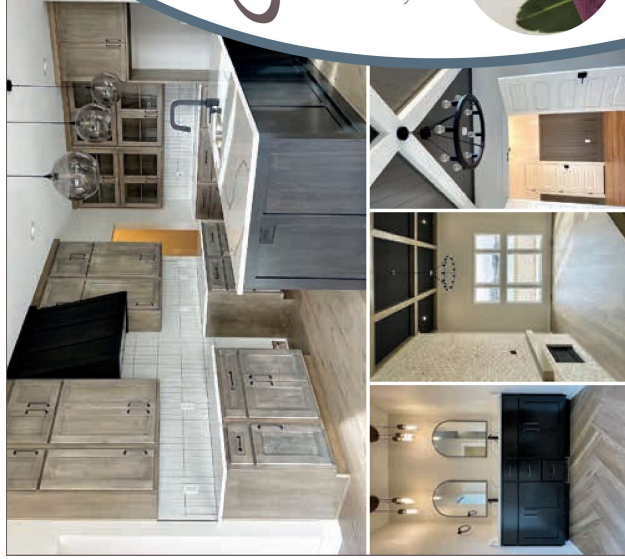


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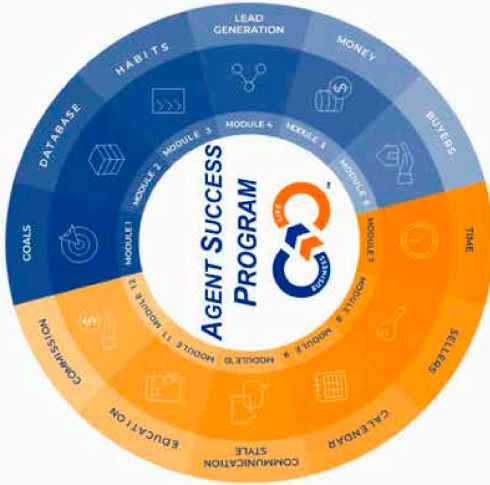


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In our Agent Success Program, I unpack all my systems on organizing and optimizing your Time and Money. Specifically, modules 5, 7, 9 & 12 are all focused on these advanced systems.

In Module 5, learn my precise process, which enabled me to invest hundreds of thousands of dollars after covering all my bills. The key lies not just in your earnings from real estate sales but in the strategic system to keep what I earned. Most of the Realtors who are in retirement age are still working because they didn't create a system to invest what they earned.

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in your real estate career. This will also help you get back your time to spend with your family.

Module 9, Calendar, learn the way to reclaim your life. Discover the solution as I guide you through planning an entire year in advance. While it may sound unconventional, clients who have implemented this approach are now living the life they've always dreamed of. I have found you either live in other people's lives or they can live into yours. Your decision will shape your destiny.

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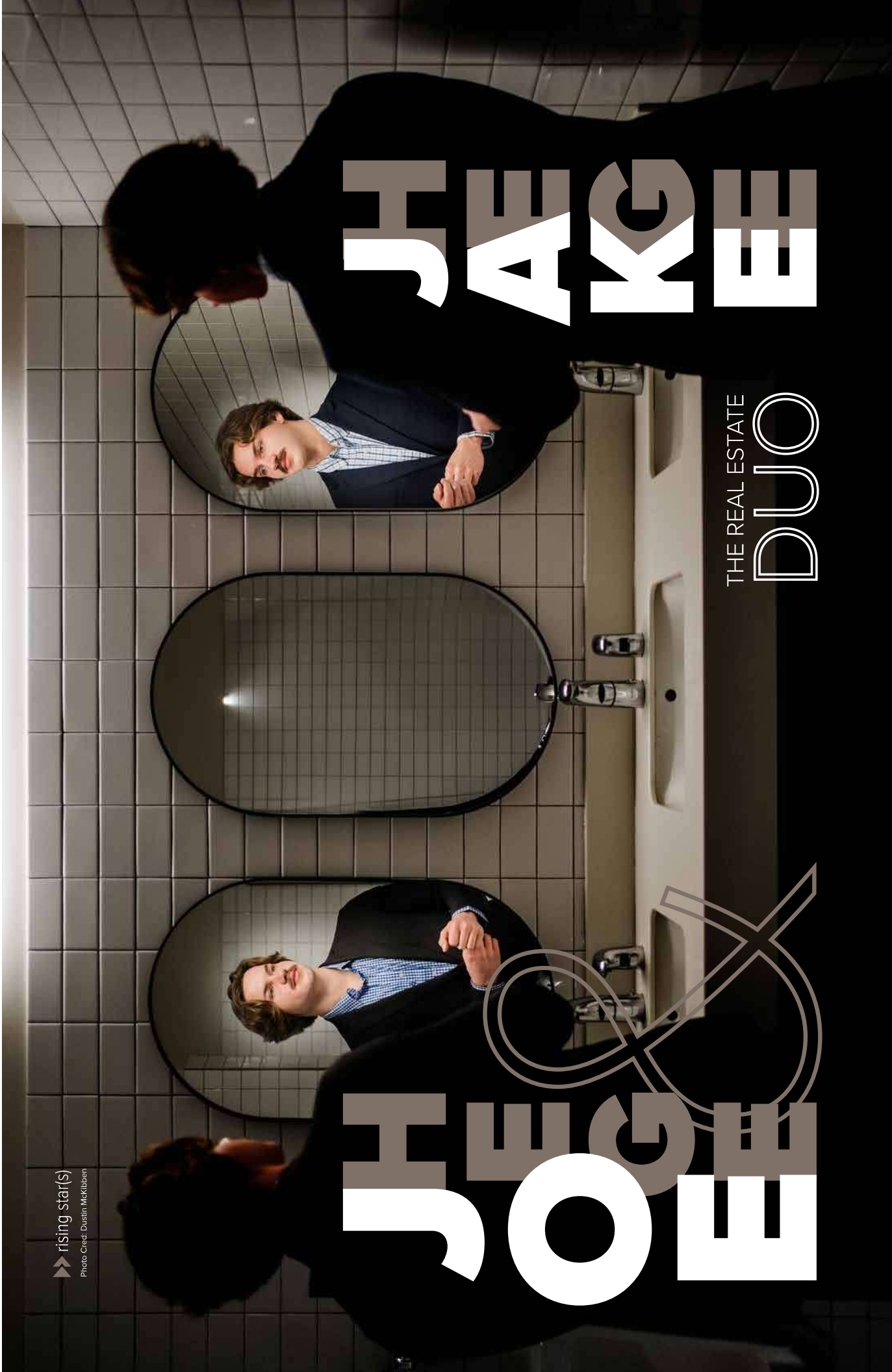


▶▶ rising star(s)
Photo Credit: Dustin McKibben

JOSE

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WHAT WAS YOUR TOTAL VOLUME LAST YEAR?

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WHEN DID YOU START YOUR CAREER IN REAL ESTATE?

I got my real estate license in April of 2021 while going into my last semester of college at Ball State University.

I sold all throughout my senior year, so while my friends were at the bars I was at home writing purchase agreements! I never got a chance to dive in until I graduated with a Bachelor's degree in December of 2022, my Twin brother Joe and I started The Realtor Twins in late May of 2022 when he graduated and picked up from there, easily tripling my sales soon after we formed our partnership. And yes, the twin telepathy helps.

WHAT DID YOU DO BEFORE YOU BECAME A REALTOR?

Before becoming a Realtor I was a full time college student studying

marketing at the Miller College of Business at Ball State University. Although I was new to real estate, it never felt that way as my Mom, Tammy Fendt, had been a Realtor since I was 8! So I grew up with the terminology and got a chance to put it in my own practice. I wasn't completely new to sales either, I ran a Vector Marketing office online during the pandemic in North Dakota and in my early years of college I was a

bathroom remodel salesman at L.J. Stone Company in Muncie traveling the state doing trade shows.

WHAT ARE YOU PASSIONATE ABOUT RIGHT NOW IN YOUR BUSINESS?

My situation is unique for my business. I am passionate about 2 things: 1) Helping my clients achieve their real estate goals through the Realtor Twins and 2) growing/helping my





parents with Uptown Realty Group. Joe and I have been working hard helping over 2 dozen clients last year with their dreams of home ownership or getting the most for their home. Having the necessary skills to not only facilitate these transactions but to actually grow our partnership into a real business is my main goal with The Realtor Twins. I am also very passionate about helping my parents and proud owners of Uptown Realty Group, Todd and Tammy Fendt, grow our brokerage into something Fort Wayne has never seen before. With the recent growth in the past 8 months of our brokerage, it is very inspiring to see the people who put their trust in us at Uptown Realty Group.

WHAT HAS BEEN THE MOST REWARDING PART OF YOUR BUSINESS?

There are many rewarding parts of my business both small and large, every single one of them help motivate me into becoming a better person and Realtor to my clients everyday. The most rewarding part of my business would have to be helping my clients achieve their goals. I would say "goals in real estate" but as many of my fellow Realtors know we are much more than a salesperson. When I stepped into real estate little did I know I would be a counselor, shoulder to cry on, ears to listen to, advice giver, mover, planner, moral support, dream maker, and so many more all in one. What's rewarding to me is helping others, I know I always wanted to help others. I originally wanted to study kinesiology in college to assist others in physical therapy, little did I know I would be helping others in a totally different, yet more rewarding way.

WHAT WAS YOUR BIGGEST CHALLENGE AS A REALTOR?

The biggest challenge I have faced as a young Realtor would be knowing when to separate business from my personal life. I get very close to my



clients and their needs become my needs, I literally become their avenue for success with lasting relationships. Knowing not to ride the high highs and low lows and staying level headed is imperative to overcome these challenges, this ultimately separates a short term gig into a long term rewarding career.

HOW DOES REAL ESTATE FIT INTO YOUR DREAMS AND GOALS?

Real estate fits into my dreams and goals because I ultimately want to assist others, Jesus's plan is greater than my plan could ever be.

WHAT'S YOUR FAVORITE PART OF BEING A REALTOR?

My favorite part of being a Realtor is being with my clients at the closing table, no matter what obstacles we faced along the way. Whether it's seeing them get the keys to their new home or selling theirs for the most amount.

DEFINE SUCCESS.

As a believer and follower of Jesus Christ, I believe success is rooted in discovering God's plan for my life and using it for His glory, rather than my own. Proverbs 16:9, "In their hearts humans plan their course, but the LORD establishes their steps."

TELL US ABOUT YOUR FAMILY.

Joe and I are the youngest of 6 kids, growing up with a family of 8 with 3 dogs, it was crazy at times! I loved every second and wouldn't trade it for anything. Shout out to my amazing mother who made everything possible.

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32 • March 2024

“ REAL ESTATE FITS INTO MY DREAMS AND GOALS BECAUSE I ULTIMATELY WANT TO ASSIST OTHERS. ”

FAVORITE BOOKS?

More Than a Carpenter, Gentle and Lowly as of recently.

WHAT ARE YOUR HOBBIES AND INTERESTS OUTSIDE OF THE BUSINESS?

If you were to catch me outside of the business I would be in the weight room, hanging with friends, watching Manchester City (C'mon City!), playing games, watching movies, or at the beach.

GIVEN YOUR STATUS AND EXPERTISE, WHAT IS SOME ADVICE YOU WOULD GIVE THE UP AND COMING TOP PRODUCER?

Show up every day and do what you need to do. If it was easy everyone would do it.

IN CLOSING, IS THERE ANYTHING ELSE YOU WOULD LIKE TO COMMUNICATE USING THIS FT. WAYNE REAL PRODUCER PLATFORM?

Thank you to Real Producers for allowing Joe and I to be featured in this month's issue. I am very excited for what The Realtor Twins have in store for this year and many to come, all glory to God!



“ I AM VERY EXCITED FOR WHAT THE REALTOR TWINS HAVE IN STORE FOR THIS YEAR AND MANY TO COME. ”

ALL GLORY TO GOD!



@realproducers



HOW MANY YEARS HAVE YOU BEEN A REALTOR?

2 years

WHAT WAS YOUR TOTAL VOLUME LAST YEAR?

4.45M

WHAT ARE YOU PASSIONATE ABOUT RIGHT NOW IN YOUR BUSINESS?
As a young realtor, navigating the exciting terrain of growing my personal real estate business while contributing to growing the beautiful brokerage my parents created, Uptown Realty Group, is a journey filled with passion for me. Equally thrilling is the opportunity to empower and educate my clients, creating a community of well-informed decision makers who feel confident every step of the way. For me, it is not just about transactions - it's about building lasting connections within our community. Whether this is creating and growing lifelong relationships with my clients or helping support a local business, I am dedicated to leaving a positive impact.

WHEN DID YOU START YOUR CAREER IN REAL ESTATE?

I started my career in real estate while still a college student at Ball State University, in April 2021.

WHAT DID YOU DO BEFORE YOU BECAME A REALTOR?

Before becoming a realtor, I was a full time college student at Ball State University where my focus on academics took up the majority of my time. I also worked at L.J. Stone, a bathroom remodel company in Muncie, IN. Serving as a trade show sales representative, I spent most of my time at different trade shows across the state selling bathroom remodels.





WHAT HAS BEEN THE MOST REWARDING PART OF YOUR BUSINESS?

The most rewarding aspect of my real estate business lies in the genuine connections and positive impact I've made on people's lives. Witnessing the true joy and excitement on my clients' faces when they find their dream home or to successfully sell their property is extremely gratifying. Being a part of the journey for my clients, helping them navigate through the process, and ultimately contributing to the realization of their goals brings me so much joy! On the other side, the collaborative spirit within our brokerage has been incredibly fulfilling. Working alongside my parents to build and grow Uptown creates a sense of shared achievement and unity. These have really been the most rewarding part of my business.

WHAT WAS YOUR BIGGEST CHALLENGE AS A REALTOR?

The biggest challenge is showing up every single day. Doing the things you need to be doing when you don't feel like doing them, and no one is there to tell you to keep going. I always tell myself, I will happily take the "worst" days of real estate vs anything else. I love this career!

HOW DOES REAL ESTATE FIT INTO YOUR DREAMS AND GOALS?

Real estate fits into my goals because I have first handedly seen the success this career brings. It is a true joy and blessing to be able to do what I do.

WHAT'S YOUR FAVORITE PART OF BEING A REALTOR?

My favorite part about being a realtor is honestly meeting new people every single day. My job is to talk to as many homeowners as I can and learn what their real estate goals are and if we are a good fit for each other. One of my favorite things about this is seeing a stranger turn

into a great friend and leaving a positive impression on their lives.

DEFINE SUCCESS.

"Then, Jesus told his disciples, 'If anyone would come after me, let him deny himself and take up his cross and follow me.'" Matthew 16:24

To me, success is submitting myself to the Lord every day and to take a step closer every day to the man He wants me to be.

TELL US ABOUT YOUR FAMILY.

I have a big family. Jake and I are the youngest of 6 total kids. So growing up there was always something going on. I don't know how my beautiful mother did it!

WHAT ARE YOUR HOBBIES AND INTERESTS OUTSIDE OF THE BUSINESS?

Outside of real estate you can find me in the gym, watching a Manchester City game, hanging out with family and friends, or on an Allegiant plane ride to the Orlando Sanford Airport to visit my beautiful girlfriend who goes to Falner School of Chiropractic. I enjoy growing my relationship with Christ and try to portray Him in everything I do.

GIVEN YOUR STATUS AND EXPERTISE, WHAT IS SOME ADVICE YOU WOULD GIVE THE UP AND COMING TOP PRODUCER?

Do the things you know you should be doing.

IN CLOSING, IS THERE ANYTHING ELSE YOU WOULD LIKE TO COMMUNICATE USING THIS FT. WAYNE REAL PRODUCER PLATFORM?

Thank you to Real Producers for giving Jake and I the opportunity to be the first ever Rising Stars. It is an honor! We truly love what we do every single day and wouldn't trade it for anything. Thank you to our amazing clients and partners!

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“

I ALWAYS TELL MYSELF, I WILL HAPPILY TAKE THE "WORST" DAYS OF REAL ESTATE VS ANYTHING ELSE.

I LOVE THIS CAREER!

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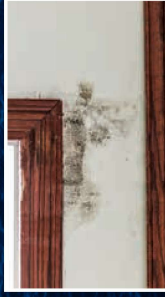
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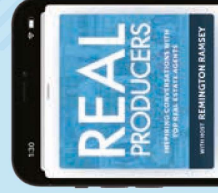


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Snyder's Tree Service stands out in the tree industry as more than just a company that trims branches or removes unwanted trees. Rooted deeply in their community, this family-owned business takes pride in partnering with builders, realtors, and homeowners to not only enhance properties but also to contribute to the well-being of their surroundings.

Builders across the region have found a reliable ally in Snyder's Tree Service. From clearing lots for new constructions to meticulously shaping and trimming trees to complement the vision of a dream home, Snyder's ensures that every tree contributes positively to the landscape. With past collaborations including renowned names like Granite Ridge Builders and Legacy Homes by Delagrangé, Snyder's looks forward to furthering builder partnerships in the coming year.

Similarly, realtors have discovered the value of Snyder's expertise in enhancing curb appeal. By raising canopies, shaping bushes, and removing debris, they significantly improve the attractiveness



of properties on the market. This not only benefits sellers in attracting more buyers but also provides a strong foundation for buyers, allowing them to focus on personalizing the interior of their new homes without worrying about extensive exterior renovations.

Snyder's commitment extends beyond mere business transactions. Their dedication to the community is evident in their response to emergencies, such as storms or fallen trees. Operating round the clock, they ensure prompt assistance to families in distress, often being the first responders in times of crisis. Their remarkable efforts



in restoring normalcy after the Fort Wayne tornado earned them recognition from local media and reinforced their status as community caretakers.

Another core value of Snyder's Tree Service is their belief in giving back. Whether it's sponsoring charity events or donating time and resources to local schools, they actively contribute to the betterment of society. Their recent endeavor at Oak Farm Montessori School, where they taught children





WE GO OUT ON A LIMB SO YOU DON'T HAVE TO

woodworking skills, exemplifies their commitment to education and community engagement.

What sets Snyder's apart is not just their dedication but also their professionalism and expertise. Their investment in top-notch equipment, ongoing education for their crew, and meticulous attention to detail ensure that every job is completed efficiently and to the highest standards. Whether it's tree trimming, storm cleanup, or providing premium firewood, Snyder's Tree Service remains a trusted name in the industry.

Looking ahead, Snyder's envisions further growth while maintaining their core values of trustworthiness, professionalism, and efficiency. As they continue to expand their services and reach, they remain steadfast in their mission to be the go-to tree service company for their community.

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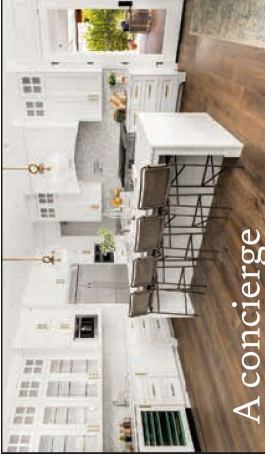
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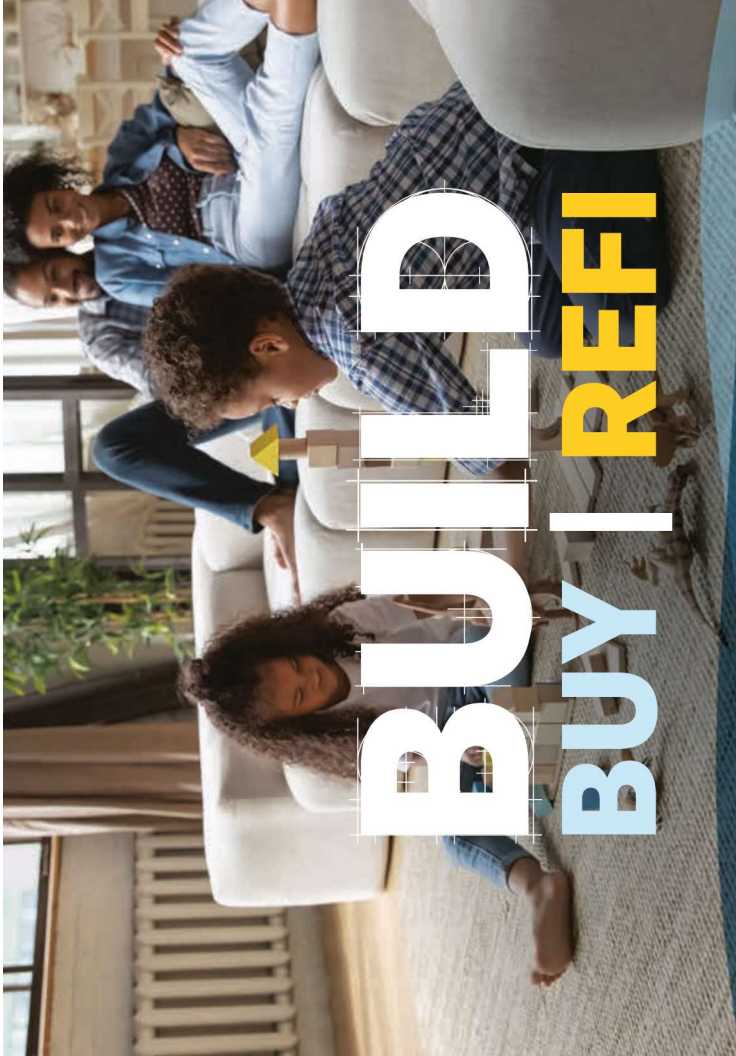
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NIKKI KING

▶▶ cover story

By Melissa Branum
Photo Credit: Dustin McKibben

A woman with short, curly brown hair, wearing a black blazer over a patterned top and black pants, stands with her hands on her hips in front of a large sign. The sign is white with a yellow border and features the word 'Historic' in red block letters, a row of five blue stars, and the word 'Church' in large, blue, cursive letters. The background is a light-colored wooden wall.

HISTORIC

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DO THE RIGHT THING!

From the moment she stepped into the real estate ring, Nikki King has had her eye on being a managing broker, and literally, not even a fully loaded dump truck can stop her. Before earning her license as a real estate broker in 2004, Nikki was a full-time stay-at-home mom, but being a mom did not stop once she began her career in real estate. Oftentimes, she would bring her children to work with her. From showings to closings, Nikki's two boys had a front-row seat to watch their mom build her business over the past 20 years.

Nikki's uncle, Charles Kimmel, of Kimmel Realty, saw Nikki's potential from day one and brought her on as his protégé to take over his business one day. As the Office Manager and an agent for Kimmel Realty, Nikki was able to work closely alongside Charles, her principal broker. When Mr. Kimmel suddenly passed away in February of 2006 from a heart attack, Nikki lovingly tended to all

aspects of his final business affairs to close Kimmel Realty before opening her own brokerage, King Realty, in the summer of 2006.

Just as the one-year anniversary of King Realty rolled around, Nikki was literally slammed by the hardest challenge of her life when a fully loaded dump truck pulled in front of her while she was driving. Thankfully, Nikki was the only person in the vehicle but had to be life-flighted from the scene of the accident. After a month in the hospital, doctors tried to prepare Nikki for the reality that she would never walk again without the help of assistive devices. After eight months without the use of her legs, she began learning how to walk again for the first time. Despite the inability to walk, Nikki did not stop running her business, even going to showings and closings in her temporary wheelchair. From 2007-2010, Nikki underwent 13 reconstructive surgeries and had to learn how to walk multiple times. Today, she walks without the use of any assistance and does not take a single day for granted.

As a natural problem solver, Nikki loves the accomplishment of bringing things together within a transaction, solving difficult challenges, and educating her clients throughout the process, but it's her optimism that keeps her going. To those around her, King is known as the queen of optimism. In 2023, she set a goal to boost five people around her weekly by finding ways to serve others. "When you start looking for ways to help, you often find so many ways to serve those around you, and I usually exceeded my goal of 5 people," Shares King.

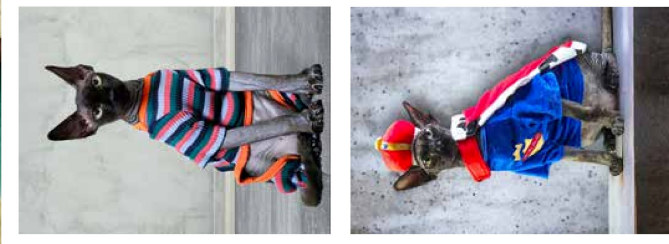
Serving on the Churubusco Chamber of Commerce as secretary, the



➤ **COMPARING HER SALES NUMBERS TO OTHERS IN THE MARKET IS NOT WHAT IS IMPORTANT TO NIKKI.**



TO HER, SUCCESS LOOKS LIKE BUYERS AND SELLERS WANTING TO SPREAD THE WORD ABOUT HER SERVICES OR SERVING FOR MULTIPLE GENERATIONS. HER CLIENT'S SUCCESS IS HER SUCCESS.





Churubusco Rotary Club and the Churubusco Main Street board are just a few ways Nikki gives back. In addition, her involvement with the local youth has impacted the lives of many kids, including her own. For eight years, Nikki coached the Churubusco high school and junior high competitive STEM-based creative problem-solving teams, with at least one team going on to compete at the international level every year. As a result, King's two boys, Zachary (21) and Alex (24), have pursued careers in the cyber security and robotics fields.

Today, King Realty is thriving with a talented and diverse team of agents who are like-minded in their service to others, eager to learn, and an amazing and supportive in-office assistant. Located on Main Street, in Churubusco, the team participates in all local events, such as the city's Main Street Trick or Treat. During the holiday season, the team puts up "Santa's Mailbox," where kids can deliver their letters to Santa, and in return, he will mail them

a handwritten letter. Recently joining the team is Price OzBald, the office mascot, who is a hairless cat that can be often found on the King Realty Facebook page giving market advice and encouraging clients to contact King Realty for their real estate needs.

Comparing her sales numbers to others in the market is not what is important to Nikki. To her, success looks like buyers and sellers wanting to spread the word about her services or serving their families for multiple generations. Her client's success is her success.

Doing things the right way is a lot less work than cleaning up the mess of doing things the wrong way. Nikki encourages other agents not to be afraid to help each other. Real estate is not an easy job, but if you love it, don't give up on it. Don't let negativity hold you down, every challenge is different. Finally, Don't shoot down opportunities, they can be your next opportunity to succeed.



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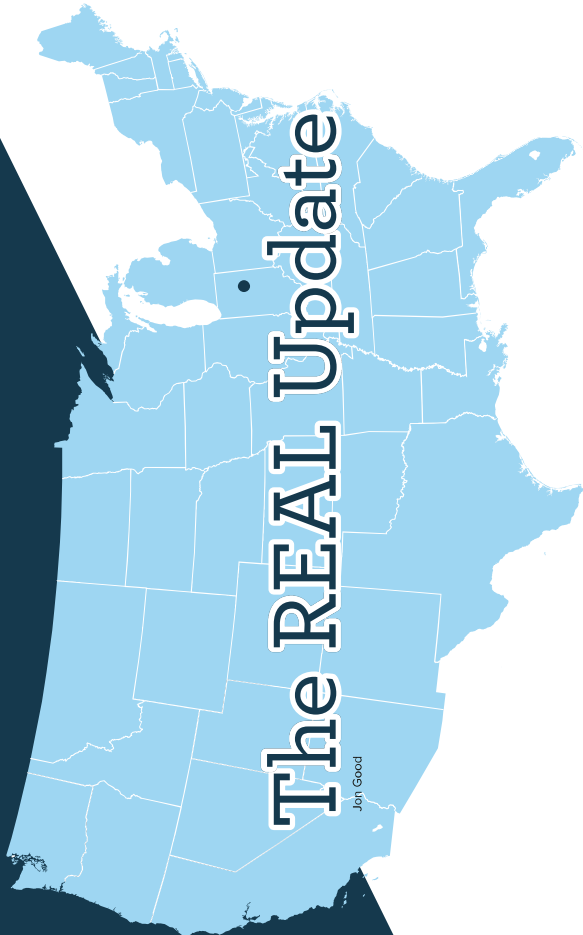
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The REAL Update

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?

Join the movement.



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- Troy Wieland Owner/Broker Wieland Real Estate

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- Tony Didier Regional Vice President at Coldwell Banker The Real Estate Group



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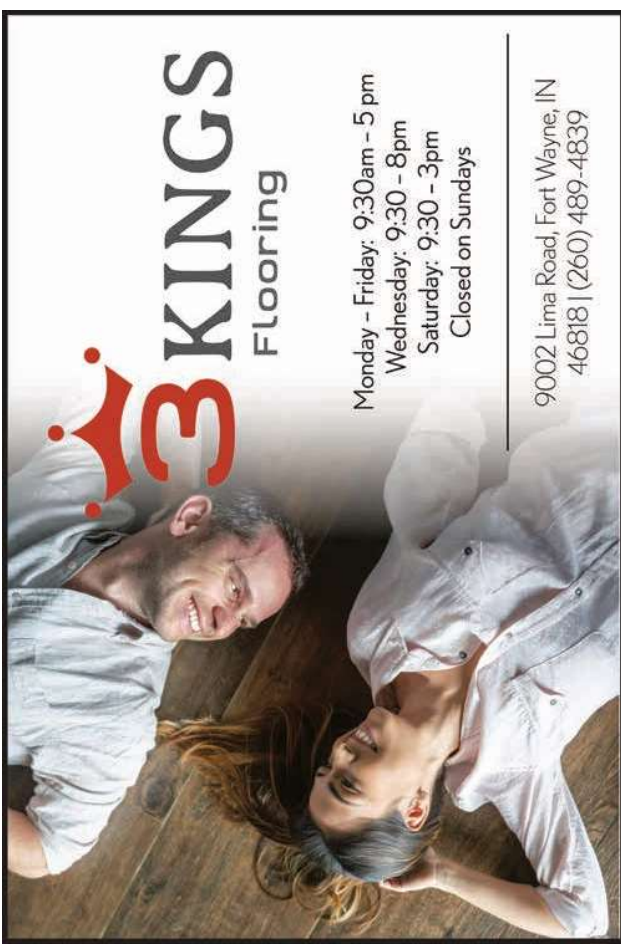
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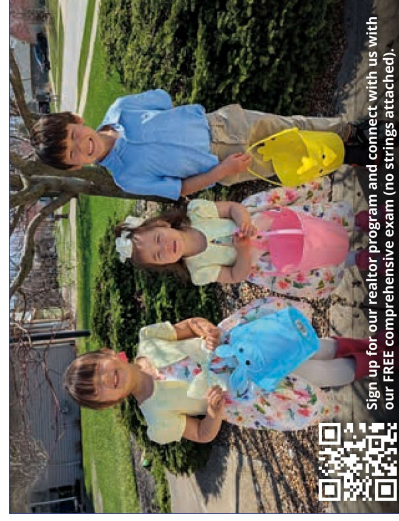
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TOP 100 STANDINGS

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

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
1	Jackie Clark	Coldwell Banker Real Estate Group	3	\$2,159,900	\$719,966	34	Raylene Webb	eXp Realty, LLC	7	\$1,240,445	\$177,206
2	Brandon Stone	CENTURY 21 Bradley Realty, Inc	16	\$2,139,800	\$133,737	35	Alyssa Schendel	North Eastern Group Realty	7	\$1,230,000	\$175,714
3	James Falger	North Eastern Group Realty	8	\$2,053,337	\$256,667	36	Matthew Donahue	CENTURY 21 Bradley Realty, Inc	5	\$1,224,200	\$244,840
4	Lacey Caffee	Keefe REALTORS	5	\$1,967,844	\$393,568	37	Martin Brandenberger	Coldwell Banker Real Estate Group	2	\$1,220,000	\$610,000
5	Tina Stuckey	RE/MAX Results	7	\$1,924,950	\$274,992	38	Jasmin Hallmanovic	Direct Realty	4	\$1,183,300	\$295,825
6	Leale Ferguson	Regan & Ferguson Group	3	\$1,834,900	\$611,633	39	Tiffany Reimer	Metzger Property Services, LLC	3	\$1,182,500	\$394,166
7	Kedric Koeppe	CENTURY 21 Bradley Realty, Inc	5	\$1,816,300	\$363,260	40	Kaleefa Simpson	eXp Realty, LLC	9	\$1,162,000	\$129,111
8	J. Kyle Ness	Ness Bros. Realtors & Auctioneers	4	\$1,813,375	\$453,343	41	Beth Goldsmith	North Eastern Group Realty	3	\$1,138,000	\$379,333
9	Bradley Stinson	North Eastern Group Realty	3	\$1,807,500	\$602,500	42	Julia Carsten	Anthony REALTORS	3	\$1,116,000	\$372,000
10	Kimberly Ward	North Eastern Group Realty	28	\$1,790,808	\$63,957	43	Michelle Sinn	Coldwell Banker Real Estate Group	4	\$1,110,640	\$277,660
11	Allison Rhinehart	Regan & Ferguson Group	2	\$1,755,000	\$877,500	44	April West	Scheerer McCulloch Real Estate	7	\$1,052,700	\$150,385
12	Cyndee Fiechter	North Eastern Group Realty	6	\$1,722,250	\$287,041	45	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc	2	\$1,048,800	\$524,400
13	Justin Geeting	North Eastern Group Realty	2	\$1,610,000	\$805,000	46	Cindy Bluhm	Mike Thomas Associates, Inc.	3	\$1,032,750	\$344,250
14	Geoff Cavender	eXp Realty, LLC	6	\$1,604,500	\$267,416	47	Bradley Noll	Noll Team Real Estate	4	\$991,800	\$247,950
15	Valerie Barthom	Mike Thomas Associates, Inc.	6	\$1,602,400	\$267,066	48	Lyla Moody	American Dream Team Real Estate Brokers	4	\$967,600	\$241,950
16	Keri Garcia	Mike Thomas Associates, Inc.	3	\$1,599,000	\$533,000	49	Robert Ashley	Mike Thomas Associates, Inc.	3	\$963,740	\$321,246
17	Austin Freiburger	eXp Realty, LLC	3	\$1,542,500	\$514,166	50	Eric Knittle	Pinnacle Group Real Estate Services	3	\$962,000	\$320,666
18	Kurt Ness	Ness Bros. Realtors & Auctioneers	6	\$1,525,625	\$254,270						
19	Timothy McCulloch	Scheerer McCulloch Real Estate	5	\$1,488,300	\$297,660						
20	Cheksea Koehl	CENTURY 21 Bradley Realty, Inc	4	\$1,485,800	\$371,450						
21	Jared Kent	Anthony REALTORS	4	\$1,457,700	\$364,425						
22	Heather Regan	Regan & Ferguson Group	2	\$1,425,000	\$712,500						
23	Mary Shearer	ERA Crossroads	6.5	\$1,410,850	\$217,053						
24	Diane Cauill	North Eastern Group Realty	3.5	\$1,390,150	\$397,185						
25	Angela Pachuta	RE/MAX Results	4	\$1,371,000	\$342,750						
26	Warren Barnes	North Eastern Group Realty	4	\$1,344,101	\$336,025						
27	Cassie Rice	Uptown Realty Group	9	\$1,311,500	\$145,722						
28	Samantha Bowman	CENTURY 21 Bradley Realty, Inc	3	\$1,310,714	\$436,904						
29	Mark Dippold	Coldwell Banker Real Estate Group	2	\$1,293,800	\$646,900						
30	Kristina Abel	CENTURY 21 Bradley Realty, Inc	5	\$1,282,400	\$256,480						
31	Tyler Jackson	Uptown Realty Group	8.5	\$1,281,450	\$150,758						
32	Corbin Bultemeier	Shaw Real Estate & Auction	2	\$1,250,000	\$625,000						
33	Amber Moss	Mike Thomas Associates, Inc.	3	\$1,243,000	\$414,333						

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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#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
51	Brandon Ferrell	Keller Williams Realty Group	5	\$961,900	\$192,380	84	Jeremy Mortoff	North Eastern Group Realty	3	\$778,554	\$259,518
52	Dallas Baikman	CENTURY 21 Bradley Realty, Inc	2	\$960,000	\$480,000	85	Dana Botteron	CENTURY 21 Bradley Realty, Inc	3	\$777,900	\$259,300
53	Tamara LaRoue	The Dougless Home Team, LLC	3	\$960,000	\$320,000	86	Edmond Jemison	CENTURY 21 Bradley Realty, Inc	2	\$772,895	\$386,447
54	Madeline Yoder	Coldwell Banker Real Estate Group	4	\$945,000	\$236,250	87	Joe Corner	Keller Williams Realty Group	2	\$770,000	\$385,000
55	Riley Anderson	Keller Williams Realty Group	3	\$934,900	\$311,633	88	Brandon Steffen	Steffen Group	2	\$750,000	\$375,000
56	Tyler Scrist	CENTURY 21 Bradley Realty, Inc	3	\$914,800	\$304,933	89	Emma Gidley	Hoosier Real Estate Group	2	\$748,900	\$374,450
57	Alexa Gomez-Espino	Mike Thomas Associates, Inc.	2.5	\$912,500	\$365,000	90	Trevor Gray	Krueckeberg Auction And Realty	5	\$747,000	\$149,400
58	Frank Shepler	CENTURY 21 Bradley Realty, Inc	2	\$909,800	\$454,900	91	Joelle Ruefer	Encore Sotheby's International Realty	2	\$747,000	\$373,500
59	Daniel Morken	Morken Real Estate Services, Inc.	3	\$900,000	\$300,000	92	Donna DeBolt	McComb Real Estate	1	\$739,900	\$739,900
60	Cecilia Espinoza	Espinoza Realtors	3	\$891,000	\$297,000	93	Andrea Zehr	eXp Realty, LLC	2	\$739,200	\$369,600
61	Jim Owen	CENTURY 21 Bradley Realty, Inc	4	\$886,600	\$221,650	94	Daniel Quinero	eXp Realty, LLC	4	\$737,500	\$184,375
62	Amy Williams	North Eastern Group Realty	2	\$868,000	\$434,000	95	Nicholas Krauter	Schraeder RE and Auction/Fort Wayne	3	\$729,000	\$243,000
63	Joshua Algeier	Schraeder RE and Auction/Fort Wayne	6	\$866,000	\$144,333	96	Kelly York	North Eastern Group Realty	4.5	\$722,300	\$160,511
64	Robert Roff	Mike Thomas Associates, Inc.	5	\$862,900	\$172,580	97	Cindy Burkhardt	North Eastern Group Realty	2.5	\$716,750	\$286,700
65	Chelsea Johnson	CENTURY 21 Bradley Realty, Inc	3	\$860,562	\$286,854	98	Matthew Hawkins	Wiebend Real Estate	3	\$706,300	\$235,433
66	Brenda Williams	CENTURY 21 Bradley Realty, Inc	3	\$860,562	\$286,854	99	Erica Jamison	Coldwell Banker Real Estate Group	2	\$704,900	\$352,450
67	Har Meo Dar	JM Realty Associates, Inc.	4	\$858,300	\$214,575	100	David DeHaven	Mike Thomas Associates, Inc.	1	\$700,000	\$700,000
68	Beverly Gryzch	BKM Real Estate	2	\$855,000	\$427,500						
69	Emily Ewing	North Eastern Group Realty	4	\$840,200	\$210,050						
70	Kendall Overmyer	CENTURY 21 Bradley Realty, Inc	2	\$840,000	\$420,000						
71	Tim Haber	CENTURY 21 Bradley Realty, Inc	2	\$830,000	\$415,000						
72	Bette Sue Rowe	Coldwell Banker Real Estate Group	2	\$830,000	\$415,000						
73	David Affholter	Anthony REALTORS	4	\$827,750	\$206,937						
74	Beth Walker	Fairfield Group REALTORS, Inc.	4	\$817,500	\$204,375						
75	David Mervar	Beer & Mervar REALTORS	3	\$810,000	\$270,000						
76	Joshua Harrison	F.C. Tucker Fort Wayne	2	\$808,500	\$404,250						
77	Emily Cary	Keller Williams Realty Group	4	\$808,000	\$202,000						
78	Jacob Wiederkehr	CENTURY 21 Bradley Realty, Inc	3	\$804,300	\$268,100						
79	Joseph Bruce	CENTURY 21 Bradley Realty, Inc	3	\$804,000	\$268,000						
80	Eric Smith	Uptown Realty Group	4	\$798,900	\$199,725						
81	Lakayne Napier	Scheerer McCulloch Real Estate	3	\$793,500	\$264,500						
82	Andy Zoda	Coldwell Banker Real Estate Group	4	\$789,500	\$197,375						
83	Stacey Fields	Krueckeberg Auction And Realty	4	\$781,440	\$195,360						

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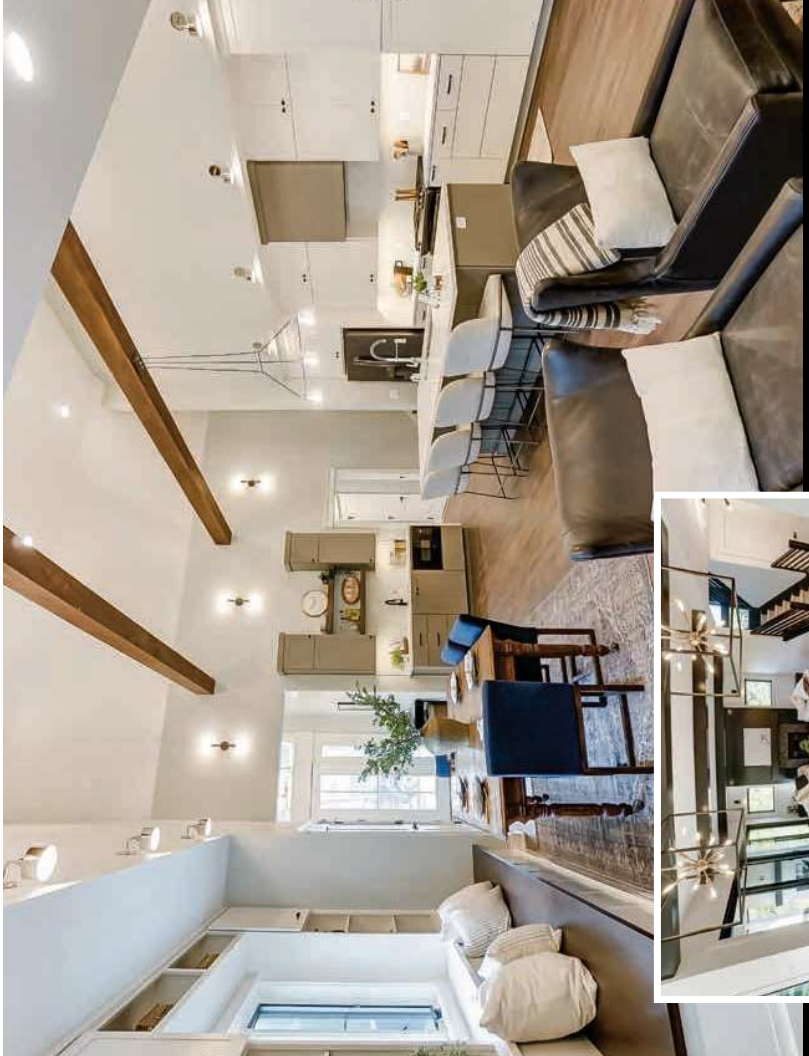
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