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# A KALLAS

**Your title/position at the company:** Founder and Lead Video Producer.

**Tell us about your team, their names, and their roles:** The only person besides myself who is a member of the team in a fuller capacity is my youngest sister, Anastasia. Anastasia's role is the CAO "Chief Accountability Officer", not "Chief Accounting Officer," where she functions as a project manager for the contracted editors and handles a lot of administrative tasks.

**Briefly describe exactly what your company does/the services it provides.** Maximize Media hopes to make real estate agents' media better, and we also hope to make media that makes *them* better. Maximize means to increase to the greatest possible amount or degree, and that's what we want to do for our client's businesses as well as themselves.

We help agents script, produce and implement their videos with our Maximization

process of trying to understand the direction of everything we do. We work exclusively with real estate agents, and we have found that the most important thing for people to do is short form video content, and medium form video content. Short form video content is for TikTok and Instagram reels and the like. Medium form video content is for websites, YouTube and email newsletters.

**What sets your business apart from similar ones?** Our understanding of business, marketing, psychology, and storytelling makes us a very effective force for earning people's attention and we've summed that into a Maximization approach. Where everything we do has a purpose and direction. From pre-production planning, to recording the videos, implementing them to their intended channels, and reviewing the videos performance, we have a methodical process to make the best videos possible.

**What do you find most fulfilling about your work?** Every time I sit down in my editing chair, or every time I swap an SD Card into my camera, or mic someone up, I focus on how to capture their dignity. And when I get a happy call or text from someone who was nervous or struggled to communicate during shoot, and they are pumped to share themselves with others – that is the most fulfilling part of my work.

**History – Where are you from? Education?** I grew up moving around the country. We were not a military family—we were an accounting family.

My father rode the corporate ladder, which led us to Chicago, Tennessee, Maine, Michigan, and Fishers, Indiana. I spent the most time in Fishers, Indiana and have recently returned after being gone for a decade. In my decade of absence I got a bachelors from Olivet Nazarene University (Remington Ramsey's alma mater), studying Philosophy and Communications. It was there that I did a lot for recreational life. Both behind and in front of the camera. That is where the photographs of me in the angel wings came from: Recreational Life and putting on a comedy show for the entire university.





“

When I get a happy call or text from someone who was nervous or struggled to communicate during shoot, and they are pumped to share themselves with others – that is the most fulfilling part of my work.

**Tell us about your family and what you all enjoy doing together.** Growing up my family would watch a ton of movies. And we still do. Whenever I go to visit my parents or 2 sisters, we will watch a movie. A lot of people are really into bingeing shows. And while I can enjoy a good 3 season epic, there is something very nice about knowing that you are only committing to a 2 hour movie. God willing, in the future I'd love to create some feature films.

**When you aren't working, what's your favorite way to spend time?** I love walking, especially at sunrise and sunset. I try to walk without music or podcasts, and I often won't even bring my phone. I know it sounds woo-woo, but I would pay a lot of money for the rejuvenation and refreshment that comes from a quiet walk—and it's free. I think that is emblematic of my desire to “maximize” the digital and the analog, the technological and the biological.

I'm usually reading some philosophical and theological texts, a business book, and comic books.

**How do you manage work/life balance?** I think a more appropriate question isn't work/life — but plugged in or unplugged. And take it from someone who has created hundreds of hours of social media content for dozens of people, we need to take time for both. Plugged into the “efficiency of the future” and the “simple complexity of the ordinary”. I manage being plugged in with practical steps. I have set up specific focus settings on my phone for who can or cannot call and text me at certain times, as well as what apps can notify me and when. And for my own browsing time, I time block that into my schedule. Same for video games and working out. There's a section on my calendar that just says “Instagram”. And on Sundays I'm practically completely unplugged. This is something that, while not apart of my business, is at the core of Maximize's goal of maximizing people's time and attention.

We want you to make a big impact and maximize our communities. And if anyone wants to talk creative ideas, philosophy, or bourbon, feel free to hit me up.





By Dawn Adams

# The REALTOR® Foundation Update

**GIVE WARMTH,  
GIVE HOPE:  
MAKE YOUR  
YEAR-END GIFT COUNT!**



As the year winds down, your generosity can be a lifeline for homeless individuals and families. The REALTOR® Foundation believes that year-end giving isn't just about donations—it's about restoring dignity and hope to those who have lost it. Those being our most vulnerable neighbors ranging from survivors of domestic violence, individuals with mental and physical health conditions, veterans, families, LGBTQ+ youth, and so many more.

The REALTOR® Foundation supports local nonprofits solving homelessness in central Indiana. These nonprofits provide safe and secure housing solutions that allow Hoosiers in need to heal, grow, and lead healthy and stable lives. When you donate, your contribution provides safe shelters for families, warm meals for those who are hungry, and essential services that help people rebuild their lives. Every dollar you give directly impacts

lives, offering a fresh start and a brighter future. Take for example, the Thompson family. They are one of many families who have entered the doors of Dayspring Center, a REALTOR® Foundation grantee.

The Thompson family arrived at the shelter in dire need after losing their home due to unforeseen financial difficulties. The Thompsons, a single mother with two young children, entered their emergency shelter program, where they received immediate support and began working on their goals with the help of their case manager. Once they transitioned to the Follow-up Program, their case manager worked closely with Ms. Thompson to address the underlying issues contributing to their instability. This included aiding with job searches, connecting them with childcare resources, and offering budgeting workshops. Over the next

few months, Ms. Thompson secured stable employment and managed to find affordable housing. With continued support from their program, the Thompsons successfully navigated their challenges and are now thriving in their new home. Ms. Thompson reported feeling more empowered and confident in managing her family's needs, and her children are flourishing in their new environment. This success story exemplifies the impact of essential services and highlights the positive outcomes that are possible with sustained support.

This season, let your compassion bring warmth and security to those who need it most. Your kindness transforms despair into hope, changing lives forever. To find out more about the REALTOR® Foundation and the grantees we support, go to [realtorfoundation.org](http://realtorfoundation.org) and be the reason your year-end gift brings hope for a brighter future.

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# ANDREW PRINCE

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**Q. What people influenced you the most?**

**A.** My biggest influence for getting into real estate was my agent that I had before getting licensed, Lenell Tate. She is who laid the groundwork for me to see what a good Realtor looks like. But my biggest supporter in my real estate journey has been my wife. She always puts up with me going to showings at a moment's notice while we have two young kids at home. She has made the biggest sacrifice of anyone and has been my biggest supporter.

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

**A.** I firmly believe that my project management background and training helps me navigate difficult transactions and come up with unique solutions to the problems that get thrown at my clients and I in each transaction. I am always thinking outside the box to figure out how to get my clients to the closing table whether it be on the buying or selling side.

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

**A.** The most positive or rewarding part for me personally is when you are helping a person or family achieve that goal or dream of homeownership. Just knowing that they can be proud of all the hard work they've put into their life and to see their hard work pay off is

something I am just happy to be a part of. It's something that just continues to motivate me to work hard for my clients day in and day out.

**Q. What are the negatives / challenges of what you do?**

**A.** The hardest part for me with Real Estate is maintaining a healthy work/life balance. Our jobs as Realtors by nature tend to be the busiest when most other people are not busy with work and my wife's job is no different. So making sure I make time for my family and myself is difficult because I want to try and be there for my clients as much as possible but at the end of the day family is the most important part and so I have to remind myself of that on a very regular basis.

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

**A.** I have been asked this question several times over the last two and a half years and it's something I don't have a great answer to. I honestly think it's my approach to Real Estate. I don't look at this profession as a sales job. This is a relationship job. I work on building great relationships with every client I get the opportunity to work with. I don't try to get them to purchase any one home. I want them to find THE home that they want. So I think most people that I work with feel that I am not pushy or too "salesy". I am just here to help them find

the home they want or I am here to help them get the most money possible out of their current home.

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

I am married to my beautiful wife Jade. We have two amazing kids, our daughter Addison is 6 years old (going on 15) and will be starting 1st grade soon. And our son Judah just turned 3 years old is my favorite little buddy. We have two little furry ones in our house Daisy and Rudy. We live in Greenwood and previously did live in North Carolina and South Carolina for a few years.



▶▶ rising star from century 21 scheetz

**Years in real estate:** Less than three years (November 2021)

**Awards:** Multiple Million Dollar Month Sales Awards, Listing Leader of the Month (Once with Century 21 Scheetz Greenwood and once with Ferris Property Group)

**Career Volume:** 63 Transactions | \$19.5 Million

**Last year's total volume:** 19 Transactions | \$6.3 Million

**Q. What other interests do you have?**

**A.** My biggest interest or hobby that I have is officiating basketball. I have been an IHSAA Basketball official since 2007 and it's a hobby that I really enjoy. I have had the pleasure of officiating in some of the largest gyms and some of the biggest names in the state of Indiana. Basketball is different in Indiana and I am glad to be a small part of that.

**Q. What makes your business different from others?**

**A.** I really try to listen to my clients and find out what their needs are. I try to ask them if they've worked with agents in the past why they aren't working with them now so I know what their wants and needs are so I can be sure I do exactly what they want. Aside from that I truly try to bring as much value to my clients as I possibly can, whether its my knowledge of the market,

contacts with vendors, availability to communicate with them, having knowledge on what they need to do to list their home for top dollar, etc.

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

**A.** I think my biggest pet peeve in this industry right now would have to be agents not communicating with each other. I will have a listing and an agent will show the home to their buyers. After the showing is over they never fill out feedback requests, answer text messages, phone calls, or emails. I understand we are all busy and some agents even look at each other as competition, but we are all working together to help our clients and when the communication is non-existent it makes everything much harder.



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

**A.** The biggest thing I would say is to learn as much about the entirety of the real estate process, not just what you need to know to pass the license exam through the state. There's so much to know about title, mortgages, insurance, HOAs, etc. If you have the knowledge, your ability to help your clients know what is best will improve drastically and in turn make you so much more valuable to them.

**Q. Anything else you want to say with this platform?**

**A.** Be kind to everyone. You don't know what others are going through each day. Just try to spread kindness.

**Be kind to everyone.**

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# Builder Expo 2024

## Flix Brewhouse

Remington Ramsey brought back the Builder Expo and over 270 realtors and industry professionals filled the seats to hear about all things new construction. Here's what you need to know: Henke Development Group is on fire and bringing new developments to all these areas:

- Bradley Run @ Holiday Farms (Zionsville)
- Village @ Chatham Hills (Westfield)
- Commercial Retail in front of Holliday Farms along 421 (Zionsville)
- Promontory (Zionsville) - with a 37 acre lake and approximately 75 homesites on a total of 358 acres
- New development near Champion Park (Kokomo)
- New development near Ruoff (Noblesville)
- New development with golf course on 39 (Plainfield)
- Townhomes + commercial retail (Lebanon)
- Apartments + townhomes + commercial retail @ 191 and 31 (Westfield)
- New hotel and retail off I-69 (Pendleton)

Plus, a new development in Arkansas for Scott Pippen - How cool is that? We were all very grateful to hear directly from Steve Henke on these new developments and our builder panel with some new construction updates:

New construction sales are still on the rise - making up 33% of our real estate sales locally! Spec homes are a popular choice with some builders offering as low as 4.5% interest rates on a 30-year fixed mortgage. As of August, there's a 27% increase in building permits over last year (with the majority in Hamilton and Marion Counties) and it's expected to have a continual and steady increase over time...BUT we are still short on



lots. There are currently about 11,000 land lots available now across our footprint, and we need more like 64,000 to meet the demands and BAGI President, Steve Lains, anticipates a need for approximately 100,000 lots over the next 5-6 years!

So, the BIG question in the room was this: Is there a housing crisis?

The answer is no, but there is an extreme housing (and lot) shortage. Homes are more expensive now than before, making it harder for buyers to purchase properties. However, with the relationships we have with our local builder partners and lenders, we can still help you craft an ideal scenario in new construction that offers you savings (reduced purchase price, low interest rates and significant seller concessions to pay down your closing costs). The fact of the matter is, there's no more waiting for the prices to go down - but the demand will certainly increase with any reductions in interest rates (therefore driving prices further up) - so act now! If you're interested in new construction consult with your realtor to help guide you through the process!

It was a jam packed event but we are so blessed for the industry leaders who invest their time into helping us all learn and grow.

A special thanks to our panelists and hosts *Indy Real Producers* & CrossCountry Mortgage.

Jess Mckinney, David Weekley Homes  
 Brad Davis, Davis Homes  
 Devon Bloxom, Estridge Homes  
 Jerrod Klein, Taylor Morrison  
 Steve Lains, BAGI - Wrap Up Speaker  
 Steve Henke, Henke Development - Guest Speaker



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# GAS VS. ELECTRIC APPLIANCES: WHICH DO I CHOOSE?

home inspection

By Phil Thornberry

- Electric Dryers: Electric dryers are cheaper to buy and install, and they don't require a gas line. However, they usually have higher operating costs and may take longer to dry clothes.

**Verdict:** Gas dryers often provide better long-term value due to lower operating costs, but if you're looking to minimize upfront expenses, an electric dryer might be the way to go.

The decision between gas and electric appliances largely depends on your local energy costs, climate, and how much you value upfront versus ongoing expenses. Gas appliances offer lower operating costs, making them a better choice for long-term savings, especially in Indiana where natural gas is affordable. However, electric appliances tend to have lower upfront costs, are easier to install, and may be more suitable for those looking for convenience. Assess your priorities and determine which option provides the best fit for your home and budget.

When choosing between gas and electric appliances for your home, the decision often comes down to total cost of ownership (TCO), which includes not just the upfront cost, but also long-term operating expenses, maintenance, and lifespan. Here is a breakdown of common household appliances and which type may offer the best value over time. Note that Indiana has more affordable natural gas than electricity (compared to the national average).

## 1. Heating Systems

- Gas Furnaces: Gas furnaces generally have lower operating costs due to the lower price of natural gas compared to electricity in many regions. They also tend to heat spaces more quickly and efficiently. However, they typically have higher upfront costs and require regular maintenance, including checks for carbon monoxide leaks.
- Heat Pumps and Electric Furnaces: Electric heat pumps can be more cost-effective in mild weather, where they can also cool your home. They have lower upfront costs than gas furnaces and require less

maintenance, but their operating costs can be higher in colder months, as they become less efficient. **Verdict:** In colder climates like Indiana, gas furnaces usually offer a better TCO, but in milder winters, electric heat pumps might be more economical.

## 2. Water Heaters

- Gas Water Heaters: Gas water heaters heat water more quickly and generally have lower operating costs, especially in Indiana. However, they tend to have shorter lifespans and require venting systems, which can add to the installation costs.
- Electric Water Heaters: Electric models are usually cheaper to purchase and install. They also have a longer lifespan and are easier to maintain, but their operating costs are higher.

**Verdict:** If gas is affordable and available, a gas water heater often provides a better TCO. However, if initial cost and ease of installation are priorities, an electric water heater might be a better choice.

## 3. Cooking Appliances

- Gas Stoves: I love their instant heat control; gas stoves typically have lower operating costs and can continue to work during power outages. However, they require a gas line and adequate ventilation, which can increase installation costs.
- Electric Stoves: Electric stoves are easier to install, less expensive, and provide more even heating in ovens. They can, however, have higher long-term operating costs, and their cooktops take longer to heat and cool. **Verdict:** For avid cooks and those with existing gas lines, a gas stove might offer a better TCO. For those prioritizing lower initial costs and convenience, electric stoves could be more appealing.

## 4. Dryers

- Gas Dryers: Gas dryers are typically more energy-efficient and can dry clothes faster, leading to lower energy bills over time. However, they cost more upfront and require a gas hookup.

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# WORDS

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*What's on the outside isn't always what's on the inside*

Imagine sitting at a conference and one of the speakers is talking about being the best you you can be and how powerful words can be. You're mesmerized in the moment listening to their every word. They're talking about being strong and confident, how others can affect you with just one word or gesture. (You sit mesmerized in the moment, listening to their every word). He then asks the audience to think of a time where someone said something that stole your moment of joy, what was it that was said and how did it make you feel? You're in the moment reflecting on your own personal experiences.

Realizing that with all the chaos in the world we've built a wall of armor around ourselves portraying an image of confidence, poise, knowledge and expertise. At least that's what everyone sees on the outside. But when we really dive deep inside and analyze what is really going on we see a complete stranger. Someone we don't even recognize, a wounded warrior in a sense.

As he's speaking he tells a story about being bullied as a young boy and how that made him feel. Kids would use their words to attack him, leaving him feeling worthless and bad about the young boy he was. You lean in, listening to his every word, wondering why they would choose to be so cruel. Looking at this tall confident man it's hard to believe he ever endured anything like what he was saying. He stands up there walking back and forth in his perfectly pressed suit, shoes shined to perfection that you'd have thought he was prepared for a military inspection, every hair in place and that perfect colgate smile. He speaks with ease and has a tone that soothes your soul as he uses his words to draw you in. His words are powerful and resonate with some aspects of your own life. He gives examples of how we say things and how we could say them better with more meaning. How just one word can leave you feeling devastated or uplifted. You're seeing how

impactful words can be. How choosing your words wisely can be most effective.

You're still staring up at this person in disbelief, this valiant leader that appears so together yet has so many layers on the inside that he has learned to project them outside in a positive way.

Each day this industry changes and presents its challenges taking a toll on all of us. We find ourselves wearing our poker faces more often, putting on our war paint and suiting up for battle to head out into the unknown. One thing we all seem to forget to do is take care of what's on the inside. Some days we allow what's going on inside ourselves to project negatively because we don't know how to take off the armor.

It's easier than we think, we can do it with words, one kind or positive word at a time. It's not just hearing these words that change the dynamic of a situation but speaking them can be powerful. Speaking from the inside out. "You are beautiful, you are confident, you are strong, you are worthy, you are brilliant. When you say or hear it enough you believe it and the transformation begins. Words hold so much power and YOU get to dictate what they will be, you can choose to use them for good or bad. Words have the power to build people up or tear them down. They can uplift and enlighten or depress and destroy. They have the ability to heal, empower you, bring joy and make positive change. They can be written or spoken and carry the same message. There is one thing that words can not do and that is to be taken back, once spoken or written it's out there. So if my words here today impacted you to look inside and start your own power word movement then my goal has been achieved!

*I leave you with this: you are loved, you are amazing and you matter!*

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# Stephanie

## Stewart

Stephanie Stewart has quite an analytical mind, and she makes decisions based upon a small set of strategic core values. She finds communication to be foundational, and she teaches people to create an open dialogue with others. She seeks to avoid anything that leads to the path of least resistance, and she values ethics supremely. Beyond those, she is committed to old-fashioned hard work, and from the smallest task to the most high-profile job, Stephanie says that business owners must be dedicated to “doing what it takes.”

Stewart is often called upon for sage advice, and she tells young agents to find a mentor who wants to make the agents’ successes theirs too, to never be discouraged since real estate will reward hard work, and to persevere for the long haul. She is a fun-loving, comical leader who is always present, engaged, and diligent, and she will never let it rest until her pursuits create something special with a great experience!

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▶ cover story from the spillman group

By Kelsey Ramsey  
Photos by Kelly Klemmensen

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**AMY  
SPILLMAN**

A Little Humor and a Lot of Heart





**If you think real estate is just about numbers, think again. Enter Amy Spillman, a force of nature in the Indianapolis real estate scene, who's not just closing deals but creating meaningful connections and fostering community. With a career volume of approximately \$88 million and an impressive \$22 million personally last year, Amy has certainly made her mark.**

Amy's story begins in Fishers, Indiana, where she grew up and graduated from HSE High School. Her journey took her to Butler University as a dance major on an academic scholarship. However, after realizing that a career in ballet wouldn't pay the bills long-term, she made a pivotal switch to Purdue University, graduating with a degree in Communication. "That's when I truly began to understand the power of connection," she reflects.

Her path to real estate wasn't a straight line; before making the leap, Amy had a solid corporate career. It was a challenge to transition to self-employment in her 30s, but she knew it was the right move. "I debated it long and hard, but I couldn't have made a better decision," she says, highlighting the importance of believing in oneself.

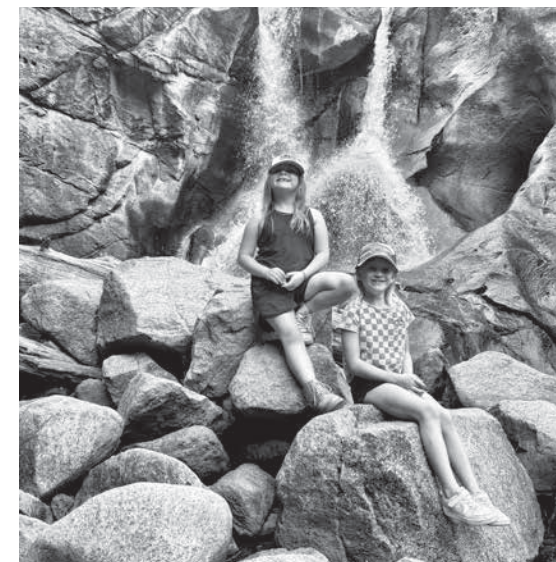
In an industry where competition can get fierce, Amy finds inspiration in Tracy Hutton, a local powerhouse known for her savvy yet positive



**I love being someone my clients can rely on during major transitions**

approach. "She's a force of nature in business," Amy shares, highlighting the importance of a supportive, abundance mindset in a cutthroat environment. "It's inspiring to see someone succeed while lifting others up."

The world of real estate is known for its ups and downs, and Amy has faced her share of challenges. "I've learned more resilience than I ever knew was possible," she explains, particularly in navigating the emotional landscape of buying and selling homes. Her nickname, "Bulldog," reflects her confidence and directness. "I love being someone my clients can rely on during major transitions," she adds.





## I want to be remembered as someone who was relentless in her pursuits and fiercely loyal.



One of the most rewarding aspects of her work is witnessing the joy that comes with closing a deal. “Seeing my clients’ faces light up when they find their new home is priceless. It’s not just a financial transaction; it’s a monumental life event,” she emphasizes. Guiding clients through these significant moments is what makes her role truly fulfilling.

one thing she shares openly is her unwavering tenacity. “I won’t give up. Even when the fat lady is singing, I’m still searching for an alternate route!” Whether it’s a last-minute hiccup in a deal or a client who’s uncertain about their next steps, Amy’s determination shines through.

While Amy has her fair share of crazy real estate stories, she keeps the juiciest ones for “dimly lit spots over cocktails.” But

“I want to be remembered as someone who was relentless in her pursuits and fiercely loyal,” she reflects, her passion for connection evident. This passion led her to launch *Spark!*, a



women’s mentorship group aimed at connecting talented individuals with those who can benefit from their expertise. “It’s been so rewarding to facilitate those connections,” she says.

With her experience, Amy has some words of wisdom for newcomers in the industry: “Pick up the phone!” She believes effective communication can save so much confusion and heartache. “We learn from talking to people. So, go talk to someone right now!”

When she’s not busy being a real estate dynamo, Amy loves spending time with her family. Married to Justin Darrow, a Principal Engagement Manager at Workday (who’s also an avid marathon runner), they balance each other out perfectly. They own and operate an Airbnb business together called Sparrow Stays. “One

of our houses is in Speedway and part of the reason is because of our family being huge IndyCar fans” She emphasizes their passion for investing in the Speedway community as an integral part of Indianapolis’ economic success. Their daughters, Penn and Vale, are equally dynamic—Penn is a dedicated gymnast while Vale shines in theatre. “They’ve become little adventurers just like us,” she beams. “We love to travel and create memories together.”

Amy Spillman’s approach proves that it’s so much more. With her blend of tenacity, warmth, and humor, she’s not just selling homes; she’s building a community. As she puts it, “Real estate is relational, not transactional.” And if you’re lucky enough to work with Amy, you’ll find that not only will you get a great deal, but you might just walk away with a friend.



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# TOP 200 STANDINGS

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

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

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

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# TOP 200 STANDINGS

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

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

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

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# TOP 200 STANDINGS

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

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

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

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# TOP 200 STANDINGS

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

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

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

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

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

**Q. When are the events?**

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

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

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

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

**Q. How do I advertise?**

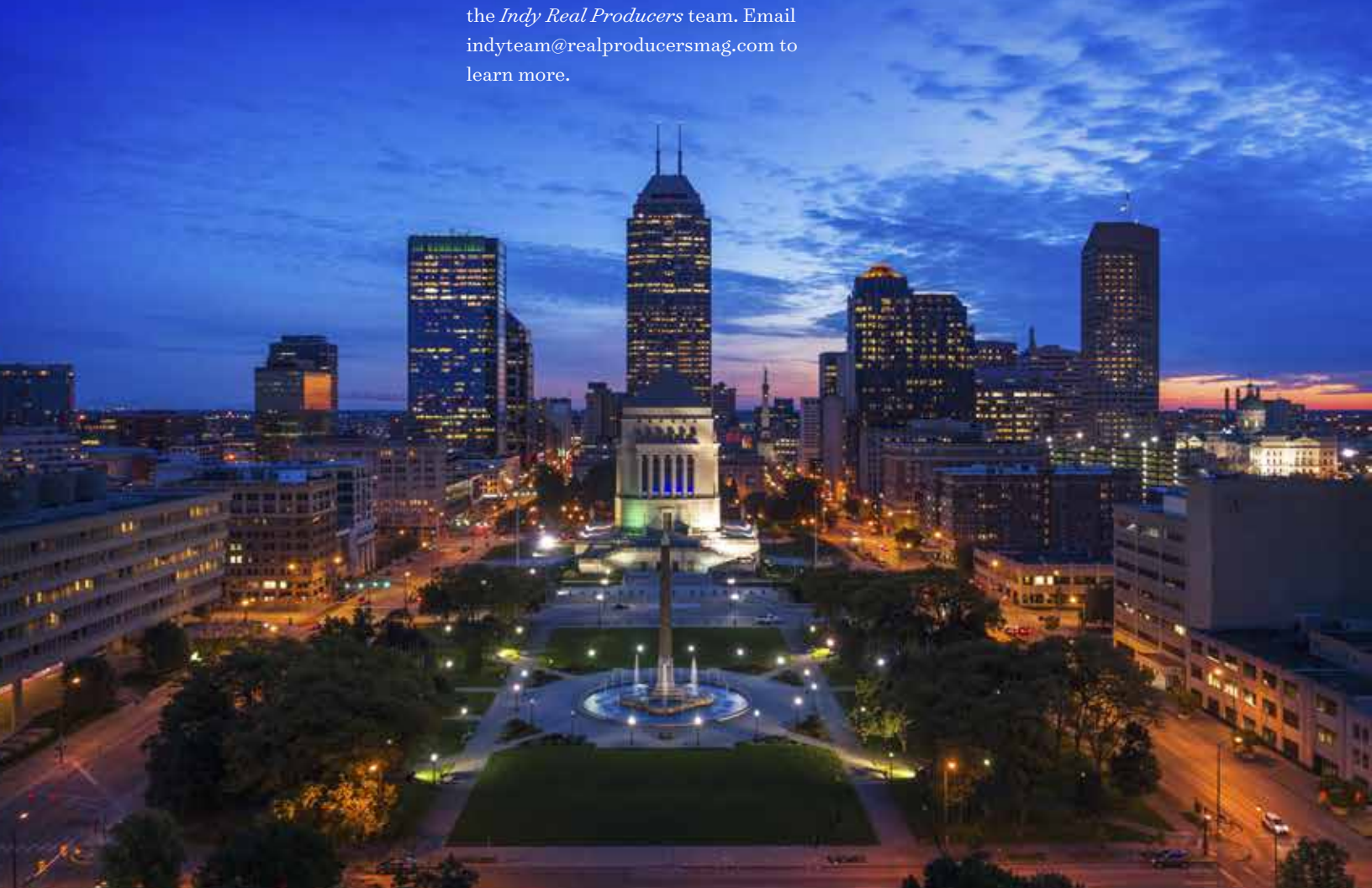
**A:** We have options for advertising in our partnership agreements. All of our partners are personally vetted by the *Indy Real Producers* team. Email [indyteam@realproducersmag.com](mailto:indyteam@realproducersmag.com) to learn more.

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

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

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