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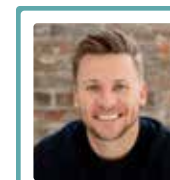
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REMINGTON RAMSEY



Discipline creates discipline.

Growing up, my sister and I would occasionally find ourselves in trouble. Now, to be clear it was *never* my fault. Obviously. But somehow, I always seemed to suffer the consequences of her sinful ways. And, okay... on rare occasions, I may have actually been the culprit.

I remember the sheer terror of losing access to my PlayStation or, even worse, sitting on my bed, anxiously awaiting the moment a parent would walk in to lay down the law. Scary times.

When you're a kid, finding yourself in trouble feels like the end of the world. In that moment, you're praying, *God, this is the worst thing that could ever happen. Please let me get out of this.*

Then you grow up, and suddenly, the stakes are much higher. What was once just a slap on the wrist could now mean failing out of school, jeopardizing your career, or even damaging the relationships that matter most. One bad decision could cost you your reputation, your family, or your future.

The consequences become heavier. The risks become greater. But what if the discipline we face early on is actually a gift? One that prepares us, refines us, and ultimately saves us from something far worse down the road?

Discipline creates *discipline*.

I firmly believe that if we saw the consequences down the road of the same behavior, we would take the consequences the first time. Why? Because hopefully it's the reason we learn and change. This doesn't just apply to childhood. It's possible you find yourself dealing with consequences of poor choices this very day.

Paul says in **Hebrews 12:11**, "*all discipline seems painful rather than pleasant, but later it yields the peaceful fruit of righteousness to those who have been trained by it.*"

If we're wise, we learn from our mistakes early so we don't have to experience the much worse consequences that come from ignoring the lesson.



Looking back, I realize those childhood punishments weren't just about correcting bad behavior. They were boot camp for real life. Losing my PlayStation? Felt like the end of the world. Sitting on my bed, waiting for my parents to walk in and deliver justice? Pure psychological warfare. And sure, I spent most of those years blaming my sister for my suffering, but in reality, those small consequences were training me to avoid the bigger ones down the road.



Taking Time to Smell the Roses

BY KELSEY RAMSEY

Colleen Salerno's career is all about building connections and helping others. As the Business Development leader for Michaelis, Colleen is dedicated to making sure people understand the value of what the company does, all while forming meaningful relationships along the way. Her approach is all about making a difference and bringing her authentic self to everything she does.

"Life happens, Michaelis happens to help you through it," is more than just a company motto to Colleen—it's a philosophy she lives by. It's a reflection of the core of Michaelis Corporation, which has been serving clients for over 39 years, specializing in fire and water mitigation, mold remediation, foundation services, and more. The company's motto resonates with Colleen, who believes in supporting people during their toughest times, whether through a friendly conversation or a well-executed restoration project.

In her role, Colleen actively works to educate real estate agents and brokerages on the invaluable restoration services Michaelis provides, and she does so through presentations, attending industry events, and sponsoring gatherings wherever she can.

"I get to learn and have a blast with smart, like-minded individuals who have the biggest serving hearts," she shares. This belief in the power of community and giving back to others fills her cup. It's what drives her to keep learning, sharing, and, most importantly, serving.

A Natural Fit in Real Estate

Though Colleen has had a diverse career path, it was actually a personal tragedy that helped her find her true calling in real estate. "My mother passed away suddenly four years ago, and we were besties. It was one of THE most difficult times in my life," Colleen recalls. But through this loss came clarity. She started to think about what really mattered, and, through conversations with her husband Steve, she saw the opportunity to dive into real estate, a space she had already been socializing in for over a decade.

"I had already known and been socializing with some of his friends/clients over the past 12 years, so it seemed fun and like a natural fit," she says. Before long, Colleen was working



in her love for nature, and making memories. Colleen and her husband Steve have two children, Shelby (28) and Ryder (14), and a granddaughter named Evelyynn (4). Their family enjoys outdoor activities like Adventure Racing, mountain biking, and hiking. And let's not forget the two Rhodesian Ridgebacks, Boone and Roxy, who rule their world with energy and love.

Colleen's relationship with nature runs deep. Growing up in Lafayette, Indiana, she spent her childhood surrounded by the beauty of 25 acres of land, where she learned the importance of slowing down and "smelling the roses"—a phrase her mother

passed down to her. "When I was little, I took that literally. But as I got older, it became a reminder to slow down, be patient, and take time for what really matters," she says. Whether it's a walk with her dogs or a vacation to the West Coast to visit family, Colleen knows the importance of taking time to recharge and refocus.

at Michaelis as a Business Development Representative, and in just a year and a half, she's made a major impact in the company's growth and success.

It's not just the professional side of things that fuels Colleen—it's the relationships she's built along the way. "I love relationships and building relationships with people from all walks of life, experiences, and backgrounds," she says. "All my true friends are completely different from one another and that couldn't make me happier."

The Secret to Success: Integrity and Joy

When it comes to her success, Colleen credits two things: integrity and joy. "I truly believe I succeed in life due to my honesty and integrity. I am not afraid of much," she says, adding that her upbringing with three older brothers and a strong work ethic shaped who she is today. "If I AM weary or 'not feeling it,' I still 'pull up my big girl panties and deal with it,'" a phrase her mother used to say to her.

Integrity is the foundation of her approach to work and life, but it's her choice to lead with joy that has made the biggest difference. "I REALLY believe that choosing joy each day and being positive has had a huge impact on my success and leadership skills," Colleen reflects. If you've met her, you know this positivity infuses every part of her professional and personal life, allowing her to navigate challenges with grace and enthusiasm.

Family, Fun, and Finding Balance

When Colleen isn't working her magic in the real estate industry, she's spending time with her family, indulging

And while work/life balance is something Colleen admits is challenging for her, she leans on her husband for support. "Steve is good at picking up the slack when I need help," she says. And while she might not have it all figured out, Colleen believes in taking things one day at a time, embracing the chaos with a smile.

A Trusted Resource for Top Realtors

Colleen's message to top-producing realtors is clear: Communication is key. "I pride myself on open and honest communication." She understands the pressures that come with the real estate industry and is always ready to support clients when they need it most. Michaelis Corporation's expertise in insurance and retail restoration, including residential and commercial spaces, allows Colleen and her team to provide empathetic, kitchen-table service when clients are facing emergency situations.

In everything Colleen does, she remains true to herself, her values, and the belief that helping others brings the most fulfillment. "Success to me is staying true to myself, admitting, at times, that I may need help, accepting criticism (whether positive or negative), and knowing there is always room for improvement," she says. For Colleen, success isn't just about results—it's about making a difference along the way.

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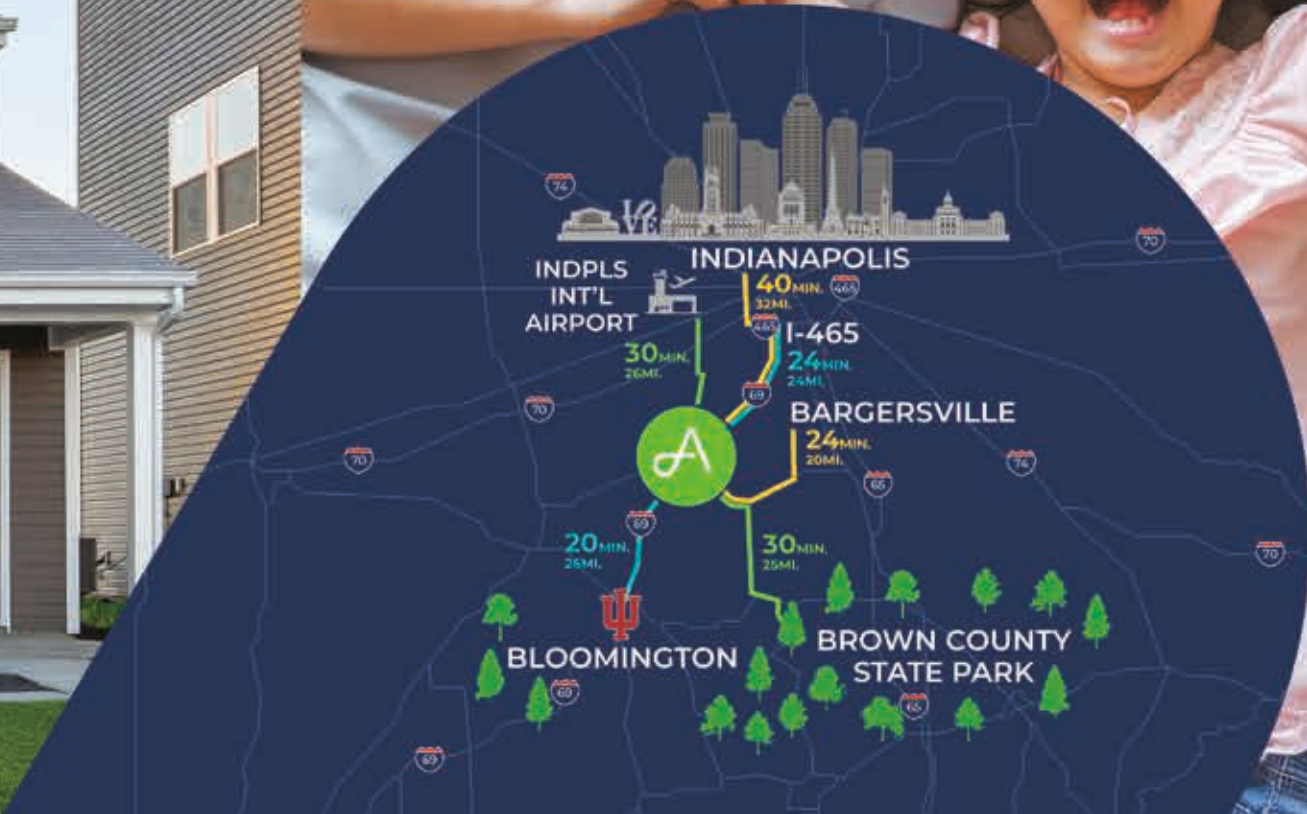


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Mark Meier

OF THE MARK DUDLEY TEAM

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

A. I'm not sure it was really something I had an interest in. I kind of fell into it. I had a love of houses, and have purchased and sold numerous over the years. I even "aided" in the sale of one of my more recent homes by grabbing the person who looked at it off the sidewalk...he had been walking the neighborhood. Next thing I know, we're on the back patio have a drink and talking. The next day, I had received an offer on my house!

Q. What people influenced you the most?

A. Mark Dudley my managing Broker. I had the opportunity before even being in the business to purchase a couple of homes through him. Just watching his hustle even after 40 plus years in the business was inspiring.



Q. If you did not attend college, what profession did you enter? Why?

A. I went into the jewelry business and spent nearly 30 years there before going into real estate. I was in retail for 12 years and then a manufacturers rep for the balance of my career. I still get asked advice from friends and family. Better yet, I still get calls from my past clients. I truly enjoyed helping people with everything from their first engagement ring purchase, to a repair customer, to the couple celebrating a milestone.

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

A. I think working with a first time engagement ring client is much like working with a first time home buyer. They are looking for guidance, professionalism and someone with a passion to not just help, but someone who is truly invested with them and their purchase. It's a big purchase, and so is a home as we all know. Building relationships is what it's all about. Whether it's a piece of jewelry or a home.

Q. What about your family life today?

A. I have one daughter, Addison, who is one of my best friends. She's 23 and graduated from IU in 2023. She and I



have travelled many places in the world and I'm very proud to say she's now traveling on her own to other countries. We share a passion for travel and food. She even gets mad if I travel alone and find new amazing places to eat!

Q. What other interests do you have?

A. I am a big soccer/football/futbol fan and have now travelled to London twice to watch my team, Tottenham, play. The last trip to London I took my daughter with me and what an amazing experience not only for her, but for me. Sadly, our team fell to one of their arch-rivals...Chelsea.

Also, I'm an avid car lover, and have recently joined the Wheelhouse social club run by Graham Rahal and his group. I find it to be a great network and everyone is great!

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

A. For me, it would be to make sure that you know you aren't getting rich in the first year or years. This isn't a million dollar listing show...it's the real reality of the Midwest. Make sure you treat each and every client like they are spending a million dollars, because in their minds it might feel like it.

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**- SAMANTHA LUCCIARINI,
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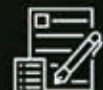
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tiny homes

BY PHIL THORNBERRY

Indiana is a special place when it comes to tiny homes thanks to the state's Log Cabin Rule. These homes, popular for the poor and middle class alike up until the 1920's, became a symbol of poverty in the mid-20th century. Most were torn down as Americans increased wealth allowed bigger homes to be built in their place. John Mellencamp sang about these tiny shotgun homes on his way home to Bloomington Indiana back in 1983. "Little pink houses for you and me oh, they build 'em, baby, for you and me".

Recently, as the dream of home ownership has struggled to stay alive under the burden of increased costs, tiny homes have jumped in popularity. The low cost to build and own a tiny home, along with the ability to custom design a living space perfectly suited to an individual or couple's lifestyle makes them a desirable option for those that don't need a multi-bedroom home.

Tiny homes can be designed and manufactured, then delivered, or built on site with a permanent foundation or even custom built on a traditional foundation. A landowner can even build

his own home. Recently, re-purposing of shipping containers has become popular. The building codes now have special provisions for tiny homes, 400 square feet or less. Most of the same building codes for a regular home still apply to a tiny home, but with adjustments to accommodate their smaller size, including considerations for minimum room dimensions, ceiling heights, egress points, and specific design features like lofts and ladders.

The total square footage of a tiny home whether on wheels or foundation on can not exceed 400 square feet. However, there is a bit of variation with that. When we say 400 square feet, that does not include loft spaces. This means that the total square footage on the inside may feel larger.

One important thing to remember is Indiana's Log Cabin Rule does not apply if the house is on wheels. Tiny Homes on Wheels (THOW) are not banned, they just are not protected by this rule. Also, most counties have restrictions requiring a house of any size to be on grid or adhere to special water and sewage management rules. Ultimately, you will need to check with your local zoning department.

Tiny homes will need building permits, and all required inspections must be completed and passed. Afterward, once you complete the process, you will be granted the certificate of occupancy.

In Indiana, all counties allow tiny home living for permanent residency. Indiana adopted the Indiana Residential Code that offers clear and concise rules that all newly built tiny homes must adhere to. Each municipality and county has its own local zoning rules that must be followed. The best way to obtain the local zoning ordinance in your area would be by contacting the local zoning department to provide the most up-to-date information.



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YOU'RE FIRED!

So you think you are or wish you were?

BY KRISTEN OLSEN, WOMEN'S COUNCIL OF REALTORS - INDIANA STATE PRESIDENT 2024

For most that would be a deadening sound but for some there are days you wish it were true. The struggles are real, for realtors there is no unemployment line or severance package, just a dose of reality. The state of our economy has affected so many professions leaving everyone with a feeling of uncertainty. The real estate market has shifted so many times in the last 5 years, dating us back to the big C word (COVID). The hoops we jumped through to show a home, masks, hand sanitizer and wipes. The lack of physical presence and video chats became a commonality between us and our clients. We became more creative when showing/listing homes using design apps to show what a room/house could look like. We became visionaries with the inventory we had and for a bit that was the trend. We adapted to change and this set the pace for a new normal.

Next came the bidding war phase with a touch of escalation clauses. Showing properties before they were pended was nearly impossible. The dreaded feeling of disappointment each time you had to tell your clients their offer wasn't accepted. Leaving clients with doubt as to our value and skill set. When that wasn't enough the "appraisal gap was born" for some and others already knew about it. Yes I said it, "appraisal gap", let's have the buyers sign an appraisal gap form to sparkle up their offer, so the sellers can rejoice for getting over asking and knowing its closing regardless of the appraised value (within the contract limits). Now who benefited from that? Some would say it was a win-win



situation. When again it was the market pushing for a more creative approach.

Creativity is what led to our struggles today, after the gaps, came the interest rate increases. The real estate market was chaotic and panicked, resembling a scene from Mad Max. New construction was running 8-13 months, leaving some families unable to purchase their new homes once completed due to the rate increases. A number of realtors surrendered their licenses, some went into referral status, others taking side jobs to wait out this phase of the market. Real Producers were ready to battle yet another major change to our industry. Hanging on like an old pair of tough skin jeans. Blow after blow we stood tall even through the settlements/negotiations. This national issue changed the way the public looks at our profession today. Potential clients question whether they need us at all. This has ignited a crucial battle to maintain our professional identities. A reminder of our Code of Ethics and as Realtors we can adapt. What does that mean to us? More than you know. This is your time to shine and show off those skills you've tucked away since the big C.

We need to assist our communities in rebuilding a strong foundation, show collaboration and unify our skills. We need to let the world know, Realtors do more than sell houses! It'll take more than the big realtor R behind us to get us through the next few years. We need to stand unified on our housing missions, fill the communication gaps not the appraisal gaps and get back out in the public eye. When we gather it'll sound like a group of bikers on a charity ride! Loud and powerful.. confident and resilient. Our big R will be Resilience. Together fighting homelessness and guiding clients towards homeownership.

So in the end we weren't fired or replaced, just an easy target at the time. Realtors are relevant. We assist our clients in navigating one of the most significant financial transactions of their lives. For those of you who were fortunate enough to receive one of those large R belt buckles, now is the time to get it out and wear it with pride. More than ever, we need to stand tall and be proud of our resilience as real estate professionals. You are more than just a Realtor; you are a true real estate warrior!

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All About Indy Real Producers

Real Producers magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

Q. Who receives this magazine?

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

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

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

Q. When are the events?

A: We typically have one event per quarter. These are mostly social events where we give out food and prizes and celebrate the success of those who have been featured.

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

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

Q. How do I advertise?

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

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

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

Q. How did this magazine start?

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



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Andrea Kelly

Local Roots & Luxury Listings

BY KELSEY RAMSEY



When you work with Andrea Kelly, you're not just getting a seasoned real estate agent; you're gaining a partner who sweats the details so you don't have to. With a reputation for going above and beyond, Andrea has carved out an impressive career, blending her love of interior design with her deep knowledge of the real estate market. Her clients aren't just numbers; they're people she genuinely cares about. It's that dedication that has earned her multiple accolades, including a spot as one of Indianapolis Monthly's Real Estate All-Stars for 2024.

Andrea's journey into real estate wasn't a typical one. After 13 years as a stay-at-home mom, she decided it was time for a new challenge. "Real estate seemed like a great fit because of its flexible schedule," she shares. "I still wanted to be present for my kids but also wanted to contribute financially."

The decision to get licensed in 2013 was inspired by a combination of factors. Having moved eight times in 13 years, Andrea had gained firsthand experience in the ups and downs of buying and selling homes. She also spent years surrounded by the world of new home construction, thanks to her husband, Doug, who worked for NVR Ryan Homes. With this background, it made perfect sense to pursue real estate and offer others the kind of support that she had longed for during her own moves.

Since then, Andrea has racked up some serious numbers. In 2024, she closed over \$14.5 million in volume and helped 21 families find their dream homes. With an average sale price of \$690,985, her keen ability to understand the market is clear. But it's her dedication to her clients that sets her apart.

Her commitment has not gone unnoticed. Andrea was named a **RealTrends Verified Real Estate Professional** in 2024, a recognition that places her among the top 1.5% of real estate professionals nationally. "This is based on

my 2023 production," Andrea explains, "which means I closed at least \$16 million in sales or 40 transactions. It's an honor to be recognized like this, but it's really about the work that my clients and I have done together."

Andrea's impressive resume also includes multiple Encore awards from her brokerage. In 2023, she earned the **"Count You In" Encore Award**

for her exceptional attendance at company events and commitment to supporting her colleagues. She also took home the **"Steward of Encore SIR" Award** in 2022 for embodying the highest standards in marketing, leadership, and client relations. These accolades highlight her leadership and active participation in shaping the culture of her office.

Born and raised in Shipshewana, Indiana—a tiny town with a population of just 700—Andrea grew up in a family that valued hard work. Her mother, who started a cheerleading gym that grew into the multi-location ICE Allstars, and her father, who owns an agricultural supply company, instilled a deep work ethic in her from an early age. "They are some of the hardest working people I know," Andrea says with admiration. "And neither one of them had a college education."



“It's an honor to be recognized like this, but it's really about the work that my clients and I have done together.”

That work ethic has fueled Andrea's success, but motherhood has been the true driving force behind her career. "Motherhood is my most important job and has been my defining path," she reflects. "It's my 'why.'" With four children—Steven, 24, Connor, 22, Ella, 19, and Avery, 13—Andrea's family is at the heart of everything she does. Her oldest son just graduated from Purdue University, while her daughter plays travel volleyball. Between supporting her kids and running her business, Andrea thrives on the full house and the joy that comes from family time.

Real estate, however, can be a roller coaster of emotions. "It brings some high highs but also low lows," Andrea admits. "Learning to balance that and not let it keep me up at night has probably been my biggest learning opportunity." Over the years, Andrea has become more comfortable with the fact that, while she can provide the best advice, her clients' decisions ultimately belong to them. "It's my job to educate and guide them, but it's always their decision. As long as I've laid it all out, I've done my job."



One of Andrea's most memorable real estate experiences happened early in her career when she took a tumble down a set of stairs while showing an older home. "My heel got stuck on a tack strip, and I went head over heels down the stairs," she recalls with a laugh. "I was so embarrassed, but after a moment, I got back up and showed two more homes! My foot was black and blue later, but it was worth it to keep going."

What truly sets Andrea apart is her attention to detail. "I believe luxury is a level of service," she says. "I sweat the details so my clients don't have to." Whether it's managing contractors, handling inspection responses, or prepping homes for sale, Andrea goes above and beyond to ensure every aspect of the process is seamless for her clients. "There's very little I won't do if I feel it's in my clients' best interest," she adds.

When she's not working, Andrea enjoys spending time outdoors, hiking, and traveling with her family. The Kellys love exploring National Parks and tailgating at Purdue football games, where they show their true Boilermaker spirit. Andrea also enjoys cooking, entertaining family and friends, enjoying a great cup of coffee or glass of wine.



Andrea Kelly's success in real estate is built on a foundation of hard work, integrity, and a genuine passion for helping people. With every transaction, she continues to prove that success isn't just about the numbers—it's about the relationships you build along the way.



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TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to February 28, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Mike Deck	9	7	16	\$17,348,000
2	Lindsey Smalling	21	28	49	\$14,700,608
3	Alex Montagano	12	18	30	\$10,493,058
4	Carrie Holle	16	2	18	\$9,934,300
5	Allen Williams	10	8	18	\$9,211,158
6	Matt McLaughlin	6	4	10	\$9,133,000
7	Shelly Johnson	8	3	11	\$8,731,540
8	Tina Smith	4	5	9	\$8,652,112
9	Bif Ward	4	3	7	\$8,252,000
10	James Robinson	2	10	12	\$7,878,500
11	Jamie Boer	7	8	15	\$7,219,995
12	Kishia Linville	4	1	5	\$6,510,000
13	Chris Schulhof	4	2	6	\$6,415,000
14	Julie Preston	4	4	8	\$6,233,124
15	David Brenton	8	4	12	\$5,836,000
16	Jenny Lauck	1	16	17	\$5,810,749
17	Laura Turner	7	5	12	\$5,802,221
18	Brenda Cook	3	1	4	\$5,668,000
19	Tina Coons	9	4	13	\$5,658,400
20	Jared Cowan	5	8	13	\$5,613,000
21	Jennil Salazar	2	3	5	\$5,518,900
22	Laura Waters	6	6	12	\$5,325,000
23	Stephen Clark	2	8	10	\$5,239,832
24	Patrick Tumbarello	6	5	11	\$5,184,600
25	Donald Wilder	5	3	8	\$5,120,000
26	Justin Steill	7	1	8	\$5,040,900
27	Scott Chain	5	12	17	\$4,990,750
28	Jeffrey Cummings	13	5	18	\$4,985,900
29	Steve Lew	8	8	16	\$4,964,137
30	Shannon Gilbert	2	12	14	\$4,862,000
31	Christopher Braun	2	2	4	\$4,861,000
32	Traci Garontakos	1	1	2	\$4,827,500
33	Laura Heigl	4	3	7	\$4,819,861

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Heather Schaller	5	8	13	\$4,759,000
35	Christopher Fahy	13	0	13	\$4,692,445
36	Chad Renbarger	5	1	6	\$4,556,903
37	Troy Dixon	3	7	10	\$4,542,626
38	Arjun Dhital	6	9	15	\$4,496,250
39	Robin Pickett	11	5	16	\$4,451,490
40	Dana Huston	3	1	4	\$4,414,500
41	Kristie Smith	3	2	5	\$4,345,450
42	Tim O'Connor	4	7	11	\$4,298,750
43	James Embry	8	1	9	\$4,264,900
44	Kevin Hudoba	3	3	6	\$4,220,900
45	Benjamin Jones	2	5	7	\$4,196,903
46	Brian Sanders	4	4	8	\$4,172,000
47	Jennifer Shopp	2	6	8	\$4,171,999
48	Drew Wyant	13	4	17	\$4,118,000
49	Nathaniel VanPelt	5	6	11	\$4,074,400
50	Stephanie Evelo	5	9	14	\$3,999,500

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 may report each agent individually. *Indy Real Producers* does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based off of Mibor counties.

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TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to February 28, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Amber Greene	3	2	5	\$3,977,800
52	Summer Hudson	2	11	13	\$3,977,700
53	Eric Forney	5	8	13	\$3,972,800
54	Deborah Elliott	3	3	6	\$3,944,900
55	Andrea Ratcliff	2	6	8	\$3,942,000
56	Brigette Nolting	7	7	14	\$3,931,900
57	Lora Reynolds	3	9	12	\$3,910,295
58	Stanley Saingelus	0	11	11	\$3,887,500
59	Phillip Olson	1	2	3	\$3,877,900
60	Scott Hackman	3	3	6	\$3,873,650
61	Mark Branch	9	3	12	\$3,851,625
62	Robbin Edwards	1	4	5	\$3,846,275
63	Sarah Fishburn	4	6	10	\$3,789,061
64	Jenni Bliss McMillion	3	3	6	\$3,778,774
65	Stacy Barry	4	3	7	\$3,778,500
66	Patrick Watkins	10	3	13	\$3,775,600
67	Sena Taylor	3	7	10	\$3,735,000

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Paul Scherrer	3	3	6	\$3,707,005
69	Marty Dulworth	7	6	13	\$3,661,700
70	Heather Upton	9	6	15	\$3,563,750
71	Robyn Breece	5	5	10	\$3,558,500
72	Mary Wernke	2	1	3	\$3,521,000
73	Corina Jones	6	6	12	\$3,473,400
74	Shelly Walters	3	4	7	\$3,468,900
75	Sarah Sanders	6	5	11	\$3,413,900
76	Sandra Ginn	2	2	4	\$3,403,655
77	Trish Meier	3	12	15	\$3,392,810
78	Mark Studebaker	4	4	8	\$3,378,400
79	Mark Linder	7	1	8	\$3,364,000
80	Jenny Laughner	7	5	12	\$3,350,836
81	Zeida Suljkanovic	5	2	7	\$3,346,900
82	Jean Donica	10	3	13	\$3,328,200
83	Tyler Renick	4	6	10	\$3,301,000
84	Nancy Mutchmore	1	1	2	\$3,300,000
85	Lisa Kleinke	7	0	7	\$3,257,120
86	Rosie Berzenye	14	0	14	\$3,219,200
87	Tony Janko	3	5	8	\$3,206,500
88	Jennifer Turner	7	4	11	\$3,197,000
89	Mike Feldman	5	4	9	\$3,196,500
90	Timeko Whitaker	7	9	16	\$3,159,990
91	Diane Brooks	2	4	6	\$3,126,350
92	Nicholas Laviolette	1	3	4	\$3,108,795
93	Amy Spillman	3	5	8	\$3,107,500
94	Sam Yeary	0	2	2	\$3,092,000
95	Steve Silver	3	8	11	\$3,090,266
96	Maria Ridenour	6	4	10	\$3,075,895
97	Khloe Anderson	6	3	9	\$3,060,988
98	Scott Babb	3	9	12	\$3,019,500
99	Ryan Radecki	3	6	9	\$3,002,900
100	Leslie Gardner	7	3	10	\$2,990,054

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TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to February 28, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	David Cronnin	2	3	5	\$2,972,490
102	Eric Wolfe	2	9	11	\$2,969,300
103	Corey Dawkins	4	8	12	\$2,959,614
104	Michelle Chandler	5	7	12	\$2,934,880
105	Shawna Brooks	6	5	11	\$2,933,407
106	Joshua Vida	8	1	9	\$2,874,900
107	Garrett Brooks	8	1	9	\$2,873,000
108	Craig Bowen	4	3	7	\$2,864,800
109	Bina Ahluwalia	0	7	7	\$2,833,990
110	Rochelle Perkins	10	0	10	\$2,827,400
111	Scott Schuler	1	4	5	\$2,824,995
112	Leigh Burchyett	6	3	9	\$2,821,749
113	Jan Brown	2	6	8	\$2,819,900
114	Leyton Wellbaum	3	2	5	\$2,814,665
115	Tom Williams	3	3	6	\$2,814,500
116	Staci Woods	6	1	7	\$2,805,927
117	Brandon Smith	5	1	6	\$2,803,900

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Erika Frantz	7	0	7	\$2,794,970
119	Lauren Masur	1	2	3	\$2,759,000
120	Luis Coronel	3	16	19	\$2,757,600
121	Carl-henry Joseph	0	9	9	\$2,750,895
122	Patrick Keller	5	6	11	\$2,728,900
123	Kelly Sullivan	7	1	8	\$2,722,745
124	Denis O'Brien	6	4	10	\$2,711,900
125	Patrick Daves	1	6	7	\$2,710,900
126	Kurt Clements	13	1	14	\$2,708,800
127	Christi Coffey	4	4	8	\$2,707,400
128	Mark Dudley	5	3	8	\$2,699,800
129	Leslie Cooper Pyle	6	2	8	\$2,685,000
130	Meighan Wise	6	1	7	\$2,672,990
131	Wendy Zin	3	6	9	\$2,660,353
132	Connie Lindsay	2	1	3	\$2,647,560
133	Cameron Buening	3	6	9	\$2,642,365
134	Chris Harcourt	5	5	10	\$2,632,000
135	Jacqueline Graham	2	3	5	\$2,620,995
136	Will Lonnemann	7	1	8	\$2,613,685
137	Emily Burford	1	2	3	\$2,610,771
138	Casley Ward Lewis	0	1	1	\$2,600,000
139	Maher Batarseh	1	5	6	\$2,599,193
140	Amy Sutherland	5	4	9	\$2,586,900
141	Megan Dusing	2	3	5	\$2,565,900
142	Jason Hess	2	4	6	\$2,565,140
143	Eric Rasmussen	3	2	5	\$2,555,500
144	Christy Cutsinger	3	3	6	\$2,539,900
145	Matthew Kressley	2	2	4	\$2,537,430
146	Scott Harmeyer	4	3	7	\$2,522,000
147	Robert Magiera	3	1	4	\$2,518,500
148	Thomas Endicott	5	1	6	\$2,517,133
149	Joseph Gruszczynski	1	1	2	\$2,515,000
150	Stacey Sobczak	1	5	6	\$2,512,400

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TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to February 28, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Ron Rose	2	4	6	\$2,509,990
152	Rebekah Hanna	6	3	9	\$2,506,600
153	Debra Brown-Nally	10	1	11	\$2,494,730
154	Todd Bailey	6	4	10	\$2,484,400
155	Ronda Pollock	4	4	8	\$2,471,900
156	Jeffrey Paxson	5	3	8	\$2,453,300
157	Casey Elkins	12	2	14	\$2,451,800
158	Joe Pritchett	4	4	8	\$2,441,500
159	Matthew Meyers	0	5	5	\$2,438,495
160	Scott White	0	2	2	\$2,432,361
161	Nicholas McNeely	2	1	3	\$2,430,000
162	Eric Miller	11	4	15	\$2,409,010
163	Scott Smith	6	3	9	\$2,406,500
164	Radmila Adams	1	1	2	\$2,402,500
165	Jena Glick	3	2	5	\$2,402,400
166	Tatiana Wheeler	0	1	1	\$2,400,000
167	Andrea Kelly	2	0	2	\$2,400,000

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Chandra Sekhar Alokam	0	6	6	\$2,399,900
169	Carmen Corbin	2	2	4	\$2,399,890
170	Amelia Sharma	0	6	6	\$2,395,000
171	Mike Scheetz	4	1	5	\$2,389,800
172	Kelli Pinkerton	6	3	9	\$2,386,000
173	Cynthia Yosha-Snyder	4	1	5	\$2,379,000
174	Jake Stiles	4	3	7	\$2,376,390
175	Peter Stewart	4	6	10	\$2,360,933
176	Perla Palma Nunez	3	10	13	\$2,360,900
177	Jocelyn Deal	5	2	7	\$2,360,000
178	Rashad Mitchell	6	0	6	\$2,357,336
179	Lee Skiles	0	5	5	\$2,345,000
180	Justin Puckett	7	3	10	\$2,333,000
181	Michael Price	5	1	6	\$2,325,000
182	Phillip Shively	3	2	5	\$2,318,000
183	Jeneene West	6	5	11	\$2,314,800
184	Brian Black	0	3	3	\$2,309,500
185	Kelly Dather	2	4	6	\$2,285,550
186	Susan Apple	3	3	6	\$2,250,000
187	Emily Brewer	2	5	7	\$2,249,900
188	Jacob Duke	1	3	4	\$2,246,000
189	Susan Berry	2	0	2	\$2,239,000
190	Ryan Orr	12	5	17	\$2,232,951
191	Raymond Habash MS	3	2	5	\$2,232,000
192	Frederick Catron	3	4	7	\$2,230,000
193	Britt Booram	1	3	4	\$2,215,000
194	Kristen Yazel	3	3	6	\$2,214,513
195	Michelle Dumas	4	0	4	\$2,213,000
196	Lisa Taylor	5	3	8	\$2,210,812
197	Sean Daniels	2	6	8	\$2,200,500
198	Kyle Ingle	1	3	4	\$2,199,609
199	Derek Gutting	5	2	7	\$2,195,000
200	Jennifer Blandford	2	4	6	\$2,186,375

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