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Contents



Dana Botteron **58** COVER STORY

PROFILES



28 Michelle Miller



36 Jarrett Bickel



44 Brad Noll

IN THIS ISSUE

- 12 Preferred Partners**
- 18 Meet The Team**
- 22 Publisher's Note**
- 28 Partner Spotlight:**
Michelle Miller - Annie Mac Home Mortgage
- 36 Rising Star:** Jarrett Bickel
- 42 Nominate A Cover Story**
- 44 Celebrating Leaders:** Brad Noll
- 52 Partner Spotlight:** Lakewood Park Christian School
- 58 Cover Story:** Dana Botteron
- 66 The REAL Update**
- 72 Top 100 Standings**



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WELCOME TO THE TOP!



February is one of my favorite issues of the year. Why, you may ask? Well, because February means a new top 300! **Congratulations** if this is your first time receiving the magazine. Also, congratulations if you have received the magazine from the beginning and find yourself remaining in the Top 300 Real Estate Agents in the Greater Fort Wayne area for the year 2025. If you are new to receiving *Fort Wayne Real Producers*, there is a section called “The Real Update” in the back that explains who we are and what we do. However, once you read all the stories each month, you will have a pretty good idea of what we are all about.

Every February, we reset the distribution to run for 12 months and be sent **for free** to the Top 300 Greater Fort Wayne real estate agents from the year before. This is based on closed volume from both the UPSTAR and NE Indiana boards. For 2025, the cutoff was right around \$5.1 million in closed volume for the year 2024. If you are receiving this publication, give yourself a pat on the back! That was a great year for you last year, despite all of the craziness that real estate always brings!

My challenge for you this year is to enjoy the process and the journey, even when times get busy or hard. The journey is what shapes us to become the best versions of ourselves. Too

often we are in machine mode and forget to slow down and enjoy the ride. There will be plenty of time to hustle and get after it, but each month as you receive your copy of *Fort Wayne Real Producers*, take a minute to reflect on the month before and learn about a few of your peers and our **trusted partners** who make this platform free for you as a top agent.

We have had an amazing time growing this product and service over the past 7 years, but this is just the beginning. After 10 years, *Real Producers* is now in over 130 markets across the country and rapidly growing. If you have real estate friends in different parts of the country, ask them if they have *Real Producers* in their market yet. There’s a good chance that they do, and if they are receiving the publication every month themselves, congratulate them and say, “Welcome to the top!”

Hope to see you at our 3rd Annual Charity Awards Gala (*The RPA’s*) on March 13th!



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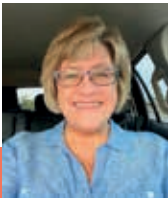


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MODEL HOMES

Strategic Partnerships

Aligning Purpose, Trust, and Success in Real Estate

BY AUSTIN CHEVIRON

In real estate, it's easy to get caught up in the numbers—the deals closed, the commissions earned, and the market stats that drive our strategies. But true success in this industry comes from something deeper: alignment. Aligning your work with your purpose, your partnerships with your values, and your journey with a higher calling transforms success into significance.

Over the years, I've seen agents who chase success in isolation struggle to find fulfillment. On the other hand, those who build their careers on a foundation of strategic partnerships and faith often discover that their work not only prospers but also leaves a lasting impact.

The Power of Purpose

At the core of everything you do should be a clear understanding of your purpose. Why are you in real estate? For many, it's not just about selling homes—it's about helping families build their futures, serving communities, and creating a legacy. When your actions align with this deeper purpose, your work takes on new meaning.

Purpose also brings clarity. It allows you to say “yes” to the opportunities that align with your mission and “no” to the distractions that don't.

Trusting in God's Plan

Let's face it—real estate can be unpredictable. Deals fall apart, markets shift, and the pressure to perform can feel

overwhelming. But here's the truth: when you trust in God's plan, you can navigate these challenges with peace and confidence.

Faith reminds us that we're not in control of every detail, but we are called to show up, work diligently, and trust the outcome. By leaning into prayer and reflection, you can find the strength to make decisions rooted in wisdom rather than fear.

Building Strategic Partnerships

No one succeeds alone. The most successful agents intentionally surround themselves with partners who share their values and elevate their purpose. This could mean teaming up with other agents, lenders, or coaches who align with your mission—or finding mentors who challenge and inspire you.

True partnerships are built on trust, collaboration, and a shared vision. When you align yourself with others who complement your strengths and share your faith, you create a foundation for long-term success.

Align Your Business and Life

If you're ready to align your business with your faith, purpose, and the right people, let's connect. Together, we can build a strategy that honors your calling and positions you for greater impact in 2025 and beyond.

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MICHELLE

Miller

A Mortgage Industry Leader
with a Focus on Service,
Innovation, and Family.

Meet Michelle Miller, the dedicated Branch Manager at AnnieMac Home Mortgage based in Warsaw, Indiana, serving clients throughout Indiana and Michigan. She is a standout figure in the mortgage industry with over 20 years of experience. Michelle brings a unique blend of expertise, personalized service and genuine care to her role. Her commitment to customer service, speed, and innovative solutions has made her one of the most respected professionals in the field. Michelle is considered a trusted advisor in the industry for her focus on helping clients achieve their homeownership dreams.



Michelle’s journey in the mortgage industry began over two decades ago, when she discovered her passion for real estate. Prior to entering the mortgage industry Michelle had a successful Real Estate company in Indianapolis. Her experience in real estate also makes Michelle a valuable partner to agents, offering insight and

guidance to help streamline transactions and ensure success for everyone involved. This focus on collaboration and helping others is central to her philosophy of business by supporting her partners and helping them grow their business. Her commitment to making the process easier for realtors is driven by her desire to foster lasting

partnerships. Michelle’s definition of Success is helping others be successful! As a **Certified Mortgage Advisor**, Michelle has earned a designation that highlights her deep expertise in the mortgage industry. This certification reflects her commitment to providing clients with the highest level of service and the ability to structure loans that

best meet their needs. Her success at AnnieMac has been instrumental in the company’s expansion, and she continues to be a driving force behind the branch’s success.

Award-Winning Success

Michelle’s hard work and dedication to her clients have not gone unnoticed. She has been recognized five times with the **AnnieMac President’s Club award**, a prestigious honor given to top-performing loan officers who demonstrate exceptional service and results. Winning this award five times speaks to Michelle’s ability to consistently close loans, build lasting relationships, and provide outstanding service to her clients.

Additionally, Michelle has been nationally recognized several times as a **Scotsman Guide National Ranked Loan Officer** for loans closed, and top Women in the industry, placing her among the best in the country. Her ability to balance a high closing volume with a focus on customer satisfaction is a rare and impressive skill, earning her a place among the top mortgage professionals nationwide.

Focus on Customer Service and Quick Turn Times

Michelle’s commitment to excellent customer service sets her apart from others in the mortgage industry. She is dedicated to ensuring each client receives personalized service throughout the mortgage process. From initial consultation to closing, Michelle is always available to guide her clients, answer questions, and provide clarity at every step.

Whether it’s providing quick pre-approvals via the AnnieMac app or

website at www.mortgagesbymichelle.org, Michelle’s ability to move fast has earned her the trust and loyalty of her clients and Realtors, who appreciate her ability to get things done quickly.

Innovative Mortgage Products

AnnieMac Home Mortgage offers a wide variety of mortgage products designed to meet the needs of diverse buyers. From **FHA, USDA, VA, and Conventional** loans to AnnieMac exclusive **Zero Down** and **Low-Down Payment** options, manufactured, jumbo or construction loans. Michelle and her team ensure that every client has access to the best possible financing solutions.

What truly sets AnnieMac apart, however, are its **exclusive programs** designed to help clients achieve homeownership in innovative ways. Michelle is particularly proud of the company’s **Cash to Keys** and **Buy Now, Sell Later** programs.

The **Cash to Keys** program helps buyers to purchase the home with a cash offer allowing buyers to move quickly, to compete in the marketplace. The **Buy Now, Sell Later** program, on the other hand, allows homeowners to purchase a new home before selling their current one, providing them with more flexibility in today’s competitive market. Now being offered for conventional loans, FHA and VA home buyers.

These programs, along with AnnieMac diverse product offerings, reflect Michelle’s commitment to providing creative solutions to meet the needs of today’s homebuyers.

Teamwork Makes the Dream Work

While Michelle’s individual achievements are impressive, she is quick to acknowledge the importance

of her team. Her loan partner, **Tyler Herndon**, is a crucial part of her success. Celebrating four years with the team in January 2025. Tyler’s dedication and attention to detail help ensure a smooth loan process for clients and business partners.

Sophia Adams joined the team May of 2024 as an intern and was quickly promoted to marketing assistant, Sophia is a sophomore at Indiana University studying marketing and advertising. Sophia’s creativity and willingness to help has made her an asset to the team.

Barb Phillips, the processor and Christine Scott, the operations manager, work in tandem to ensure efficient and timely closings. Together, they form a cohesive unit dedicated to delivering outstanding service to their customers.

Michelle is always looking for great people in the industry to add to her branch or mentor and coach to open their own. What she loves most about her career in the industry is coaching, mentoring and training others.

Family-Time

Behind Michelle’s professional success is a supportive family foundation. Married to her husband Mike for 20 years, Michelle has built a life based on love, respect, and partnership. Together, they have two children: Milana, 19, a sophomore at Indiana University, and Miles, a 13-year-old eighth grader. They love traveling and spending time together.

Michelle always makes time for her family and friends. One of Michelle’s favorite things is visiting Milana at school and enjoying **IU football game** or watching Miles play football or violin. Michelle ensures she remains actively involved with her loved ones. Her

Michelle is always looking for great people in the industry to add to her branch or mentor and coach to open their own. What she loves most about her career in the industry is coaching, mentoring and training others.



Sofia Adams



Tyler Herndon

family’s support is a source of strength and motivation as she continues to excel in her career.

Giving Back to the Community

Outside of work, Michelle is deeply involved in her community. Michelle believes in the importance of helping wherever she can, and her dedication to community service is integral to her character.

Her community involvement also strengthens her professional relationships, allowing Michelle to stay connected with those she serves and to make a positive impact in the lives

Customer Reviews

Michelle made the whole process so easy and always answered our questions!

We all love patience, especially when shown to us personally. Michelle was an outstanding example of that quality. The home buying experience can be overwhelming, yet Michelle excelled in all the areas we were unfamiliar with.

The communication from this team was amazing, and with us being first-time home buyers we were so pleased with the amount of patience and explanations we received.

Michelle and her team were very informative and cheerful. They walked us through the process and made it very easy.

Michelle was very quick in responding and was helpful every step of the way.

Excellent communication, the home buying process was super easy. 2 thumbs way up! We really do appreciate everything you have done to help us purchase our first home. Thank you.



of others. Whether it's offering support to local initiatives or lending a hand to friends and neighbors, Michelle's commitment to giving back enriches both her personal and professional life.

Looking Toward the Future
Michelle's definition of success is clear: **helping others be successful.**

Whether it's her clients, team members, or community, Michelle is committed to supporting others and empowering them to reach their goals. As she continues to lead her team at AnnieMac Home Mortgage, she remains focused on providing the best possible service and innovative mortgage solutions to her clients in an ever-changing market.



CONTACT US!

For more information or to connect with Michelle Miller and the team at AnnieMac Home Mortgage, please visit their website at www.mortgagesbymichelle.org or reach out to Michelle directly at 574-549-4609.

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HOW MANY YEARS HAVE YOU BEEN A REALTOR?

I have been licensed for 2 years

WHAT IS YOUR CAREER VOLUME AS A REALTOR?

\$8,419,200

WHAT WAS YOUR TOTAL VOLUME LAST YEAR?

2024: \$5,851,900

WHAT AWARDS HAVE YOU ACHIEVED AS A REALTOR?

2023 Outstanding sales
Top producer for September 2024

WHEN DID YOU START YOUR CAREER IN REAL ESTATE?

I obtained my real estate license in October of 2022 and was fortunate enough to close a couple deals before the start of the 2023 spring semester which then I shifted my focus to school and baseball. After graduation I became a full-time realtor in June of 2023.

WHAT DID YOU DO BEFORE YOU BECAME A REALTOR?

After graduating high school in 2018, I spent a couple years in Texas and Florida playing baseball and working on my associate degree which I obtained from Palm Beach State College in 2021. From there, I transferred to Purdue Fort Wayne for my junior and senior year

and earned my bachelors degree while playing baseball at the D1 Level.

WHAT ARE YOU PASSIONATE ABOUT RIGHT NOW IN YOUR BUSINESS?

I have always been a natural competitor whether that be in sports, life, or business. I've always wanted to be the best at everything I do and being a realtor allows me to uphold that competitiveness. I am passionate about my business and the service that I provide to my clients. I want to make them aware that they are going to get the best realtor and service that they can get.

WHAT HAS BEEN THE MOST REWARDING PART OF YOUR BUSINESS?

For me, the most rewarding part of being a realtor is having the opportunity to be a part of arguably the biggest decision a person or family makes whether that is buying or selling real estate. Being able to buy a house is a big accomplishment and to be a part of it and be the person they rely on for help and guidance is just as rewarding for me as it is for them.

WHAT WAS YOUR BIGGEST CHALLENGE AS A REALTOR?

My biggest challenge as a realtor is overcoming the adversity that comes

with being a realtor. There are many challenges we face on a day to day basis, but what makes me a great realtor is my ability to bounce back from the adversity and overcome the challenges that are thrown my way and continue to keep moving forward.

HOW DOES REAL ESTATE FIT INTO YOUR DREAMS AND GOALS?

Being in an industry like real estate allows me the ability to dream big and set big goals for myself. The sky is the ceiling in real estate. In this industry, the harder one works the more regarding the outcome will be.

WHAT'S YOUR FAVORITE PART OF BEING A REALTOR?

My favorite part of being a realtor is serving my clients with the best possible service that I can. I enjoy getting to meet new people and creating life-long friendships. I have met an incredible amount of great people both clients and professionals alike.

DEFINE SUCCESS.

Success to me is the ability to achieve a goal or outcome that one set out for themselves.

TELL US ABOUT YOUR FAMILY.

I was born and raised in South Bend, IN where all of my family currently resides.





I am the middle child of 3 boys. My older brother, Tyler is 27 years old and my younger brother, Xavier is 22 years old.

FAVORITE BOOKS?

Some of my favorite books I have read are “Rich Dad Poor Dad”, “Think and Grow Rich”, and “The Millionaire Real Estate Agent”. All three of these books allowed me to better myself both in business and life.

WHAT ARE YOUR HOBBIES AND INTERESTS OUTSIDE OF THE BUSINESS?

Outside of real estate you can find me fishing, golfing, working out, or traveling. I have been to 12 different countries and 23 states. I absolutely love being outdoors and enjoy what mother nature has to offer. I have always found a deep sense of peace and



“

Never give up on your goals and dreams. Continue to grow and get better each and every day both in business and as a person.”



fulfillment when I spend time outdoors, it allows me to clear my mind, recharge my energy, and appreciate the simple wonders of life.

GIVEN YOUR STATUS AND EXPERTISE, WHAT IS SOME ADVICE YOU WOULD GIVE THE UP AND COMING TOP PRODUCER? IN CLOSING, IS THERE ANYTHING ELSE YOU WOULD LIKE TO COMMUNICATE USING THIS FT. WAYNE REAL PRODUCER PLATFORM?

Never give up on your goals and dreams. Continue to grow and get better each and every day both in business and as a person. Learn from the ones who are where you want to be in life and surround yourself with people who have the same mindset and aspirations. I want to personally thank Jon Good and Amy Deck for giving me this opportunity to be featured as a Rising Star and I hope that my story will inspire others.



“
Being in an industry like real estate allows me the ability to dream big and set big goals for myself.”



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BRAD NOLL

STUDENT OF THE GAME

PHOTO CRED: DUSTIN MCKIBBEN

Brad Noll, a fixture in the Fort Wayne real estate scene, is not just a top-producing real estate agent—he’s a lifelong student of the game, both on and off the court. With a career that spans over 21 years in real estate and a lifetime of lessons learned through competitive basketball, Brad has built Noll Team Real Estate into one of the most respected names in the industry. But Brad’s story isn’t just about business success; it’s about mastering fundamentals, falling in love with practice, and winning at the game of life.

Before becoming a leader in Fort Wayne real estate, Brad’s life revolved around basketball. Graduating as #3 all-time in Michigan high school history for three-pointers made, scoring 51 points in a game that still stands as the school record, scoring over 1,000 points at the Division I level, and earning MVP honors in an international tournament, Brad’s achievements on the court laid the foundation for his approach to life and business. “Basketball brought me to Fort Wayne, but real estate kept me here,” he says.

It was during his senior year playing basketball at IPFW (now Purdue Fort Wayne) that Brad read *Rich Dad, Poor Dad*, a book that changed his outlook. While most readers focus on the





investing lessons, Brad found himself captivated by the idea of working to learn, not just to earn. This insight, coupled with encouragement from his grandfather—who had 55 years of real estate experience—gave Brad the confidence to step into the real estate world. “I wanted to learn three things: sales, investing, and real estate,” he explains. And learn he did.

Master the Fundamentals
Brad’s first truth, “Master the Fundamentals,” is something he carried with him from his basketball days into his real estate career. On the court, fundamentals like dribbling, passing, and shooting form the backbone of a great player’s skillset. In real estate, Brad believes the same principle applies.

“When I started out, I didn’t focus on just closing deals. I focused on learning the fundamentals—building trust, connecting and creating relationships with others, and truly understanding the needs of my clients,” Brad shares. He credits much of his team’s success to this foundational approach. With over \$260 million in career sales and 1,125 homes closed, the numbers speak for themselves.

Brad emphasizes that mastering the fundamentals isn’t just about personal growth; it’s about helping others do the same. “Every realtor and team member who joins Noll Team Real Estate is under my leadership. My job is to earn the right to lead each person who joins me on this journey and help them live their own version of the good life.”

Fall in Love with Practice
“Great players love practice, not just the game,” Brad says. This truth applies equally to basketball and real estate. In basketball, it’s the hours spent in the gym refining your shot, running drills, and studying film that lead to success on game day. In real estate, it’s about consistently refining skills, staying informed on market trends, and putting in the work behind the scenes.



Brad’s dedication to practice and continuous improvement has been a driving force throughout his career. He attributes much of his growth to mentorship and coaching, particularly

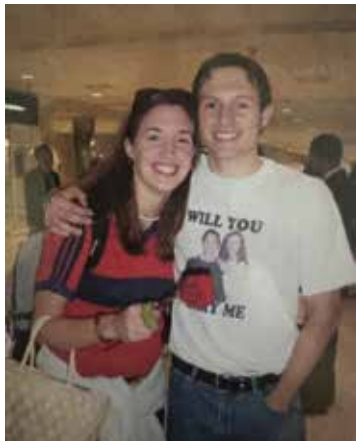
from Brian Buffini and the team at Buffini & Company. “Their coaching changed my life. They taught me how to build a business based on relationships, which has become the cornerstone of our success.”

He also draws inspiration from his parents, who often reminded him that there’s more to life than basketball, but that through basketball, many of life’s important lessons can be learned. “That perspective has stuck with me. Whether it’s basketball or real estate, the process is what matters most.”

This love for practice extends beyond his professional life. Brad and his wife Lindsay, who runs Noll Team Interiors, incorporate intentional planning and goal setting into their personal lives. Together, they reflect on highlights from the past year, set goals for the future, and even involve their children in the process. “Success in business is important, but winning at life is the ultimate goal,” he says.

Win at the Game of Life
Brad’s third truth, “Win at the Game of Life,” reflects his holistic approach to success. For Brad, winning isn’t





just about closing deals or hitting sales milestones—it’s about helping others achieve their goals and living a balanced, fulfilling life.

Family is central to Brad’s life philosophy. Married to Lindsay for 21 years, he is a proud father to three children: Bree, Delaney, and Trey. “My family has the most influence over my life,” he says. Bree, who is set to graduate this year, plans to play college golf and get her real estate license. Delaney, a freshman and varsity basketball player, shares her dad’s love for the game. Trey, the youngest, has dreams of becoming a YouTuber or a chef. “Helping my kids reach their goals is one of my greatest joys,” Brad adds.

Brad’s commitment to winning at life extends to his team as well. Noll Team

Real Estate isn’t just a workplace; it’s a community where personal growth is encouraged. “We don’t focus solely on sales. Sales are important, but they’re a by-product of living a well-rounded life. We prioritize personal goals—spiritual, family, mind, and body—because we believe that a balanced life leads to a successful business.”

Advice for Aspiring Realtors

For those considering a career in real estate, Brad offers simple but profound advice: “Find a mentor, fall in love with the process, and focus on building genuine relationships. The rest will follow.” He emphasizes the importance of ongoing learning and personal development. “There’s no required training period in real estate, but there should be. Surround yourself with people who challenge you to grow.”

Brad’s passion for helping others win is evident in everything he does. Whether it’s guiding a family through a major life transition, mentoring a young agent, or cheering on his kids from the sidelines, Brad approaches every challenge with the mindset of a student and the heart of a champion. Check out Brad’s podcast, “Student of The Game” where ever you get your podcasts.

Brad Noll’s story is one of perseverance, growth, and a relentless commitment to excellence. From his days as a basketball star to his current role as a real estate leader, Brad has always been a student of the game—learning, growing, and helping others do the same.

As Fort Wayne’s real estate market continues to evolve, one thing remains certain: with leaders like Brad Noll at the helm, the future looks bright.



“There’s no required training period in real estate, but there should be. Surround yourself with people who challenge you to grow.”



Interior photo from previous home design

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Photo Cred: Julie Laramé

Q: Who/What is Lakewood Park Christian School?
A: Lakewood Park Christian School, founded in 1976, provides a tailored-fit approach to education with Christ at the center. Located on a beautiful 180-acre wooded campus in Northeast Indiana, LPCS has grown from its initial 37 students to achieve record enrollment numbers for the 2024-25 academic year. Our mission is clear: to partner with Christian families in raising children who are challenged to grow in their faith while developing them academically for any career path they choose to pursue.

Q: Tell us about Lakewood and the exciting things happening in the Lakewood community!
A: This is an exciting season of growth for LPCS! Our Early Education program has expanded to a new North Campus on Grandstaff Avenue, providing dedicated space for our Preschool 3 and 4 and PreK classes. The campus features new custom playgrounds and offers free transportation to and from our main campus for convenient drop-off and pick-up.

Our students engage in unique experiences that set us apart, from outdoor classes in our amphitheater to making our own maple syrup in our woods. We’ve recently added an 18-hole disc golf course to our campus amenities, and our 30-acre lake provides endless opportunities for outdoor learning and activities.



Q: What do you believe sets your school apart from others?
A: At LPCS, we firmly believe Christian education and academic rigor should not be mutually exclusive – one, in fact, encourages the other. We provide students a tailored-fit education in a supportive, tight-knit environment rooted in Christ where they are surrounded by teachers and peers who share the values being instilled at home.

Our teachers see themselves as called to invest in the next generation of leaders. We partner with 4-year universities



for AP and Dual-Credit courses, and our teachers weave SAT prep into core classes, resulting in many top students consistently ranking in the country’s top 10% of SAT scores.

Q: Tell us about your team/staff!
A: Our teachers and staff are the bedrock of the LPCS experience. They create an environment where students and parents are truly seen and heard. Under the leadership of Dr. Robert Burris, our Head of School, we’ve assembled a team that views their roles as more than just careers – they’re callings. This year’s theme, “CULTIVATE,” reflects our staff’s commitment to developing tomorrow’s Christian leaders through intentional investment in each student’s growth – spiritually, academically, and personally.

Q: What recognition and accomplishments has Lakewood received?
A: We’re humbled to have achieved a “three-peat” in the Readers’ Choice awards, sweeping all nominated categories for the third consecutive year, including:

- Best Private School
- Best Elementary, Middle, and High Schools
- Best Elementary and High School Principals
- Best Elementary, Middle, and High School Teachers



Beyond awards, our students' achievements speak volumes. In athletics, we've had state qualifiers in multiple sports, and 84% of our students participate in the arts, receiving recognition at state and national levels.

Q: What specific features or advantages should Real Estate Agents know about?

A: Location is key – we're just a ten-minute ride north of Parkview North in Auburn. Recent amendments in state law have made 97% of Hoosier families eligible for the Indiana Choice Scholarship Program, potentially reducing tuition significantly:

- Allen County residents: approximately \$5,700 credit or more
- DeKalb County residents: \$6,000 credit or more

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Q: How can families learn more about Lakewood?

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Dana Botteron

Redefining Real Estate Excellence

PHOTO CRED: DUSTIN MCKIBBEN





When it comes to real estate in Fort Wayne, Dana Botteron stands out as a trailblazer who seamlessly blends passion, dedication, and innovation. As a top-performing agent with Century 21 Bradley, the team leader of the Wayhome Team, and the co-founder of Olive + Oak Custom Homes, Dana's journey is a testament to her unwavering commitment to her clients, her community, and her craft.

Dana's love for real estate began early. She fondly recalls being fascinated by the unique styles and designs of homes and dreamed of exploring their interiors. This passion grew during her years as a property manager, where she realized she wanted to help people not just rent but buy and sell their dream homes. Since becoming licensed six years ago, Dana has achieved remarkable success. Her individual career volume has surpassed an impressive \$40 million, and her team, the Wayhome Team, has consistently delivered exceptional results. Last year alone, Dana achieved over \$10 million in individual sales volume, a testament to her dedication and expertise.

Her accolades include the Quality Service Award, Masters Team Award, and Centurion Awards at Century 21, as well as the Go Getter Award from *Real Producers*. These honors reflect her relentless pursuit of excellence and her deep commitment to her clients. For Dana, however, real estate is about more than numbers or recognition—it's about the people she serves. "Selling a house is not just a paycheck or a number to help me reach my sales goal," Dana explains. "It's much more than that. I carry great responsibility to do the right thing and see my clients through to the closing table."

Dana's leadership shines in her role as the founder of the Wayhome Team. Established just one year into her career, the team has grown into a

close-knit group that operates more like a family. "There is no competition between agents, just support. It's a dynamic unmatched by most real estate teams. They are a second family. I started Wayhome for that exact reason, to have a place where everyone on the team feels included, seen, heard, and supported, myself included." Together, they embrace core values of trust, respect, and integrity, working collaboratively to support one another and their clients.

Her passion for collaboration and innovation extends beyond her real estate team to her role as co-founder of Olive + Oak Custom Homes, which she launched in 2023 alongside Sarah and Jay Gremaux and Erica Stoebeck. The company's mission is to craft one-of-a-kind sanctuaries that reflect their clients' dreams and lifestyles. While Olive + Oak is a new name



in the industry, the team brings more than 40 years of combined experience in custom home construction, making it a formidable player in the Fort Wayne area.

The name Olive + Oak holds deep meaning, paying homage to the legacy of Sarah Gremaux's grandfather, Delbert Delagrang, a respected figure in Fort Wayne's construction industry and founder of companies like Home Lumber and Trinity Lighting. The "olive" symbolizes peace, friendship, hope, and life, while the "oak" represents wisdom, power, courage, and stability—a perfect reflection of the company's values and mission.



What sets Olive + Oak apart is its design-forward approach. The team engages clients early in the process, offering detailed pre-construction consultations to establish budgets and expectations.

Clients work closely with in-house draftsman Jay Gremaux and designer Erica Stoebick, who owns Hygge Line Design, to create custom plans and 3D renderings that bring their visions to life. Erica's expertise ensures every detail aligns with the client's desired aesthetic, creating mood boards and selection profiles that guide the entire build.

Additionally, Olive + Oak leverages innovative tools like BuilderTrend software, which provides clients with consistent updates, schedules, and allowances tracking throughout the construction process. Dana emphasizes the team's hands-on involvement, noting, "There are no pass-offs. Our clients work directly with the four founders,

ensuring clear communication and undivided attention." With projects in premier communities like The Quarry, The Preserves at The Quarry, and Shadow Creek, as well as custom builds on lake properties, Olive + Oak is redefining custom home construction in Fort Wayne.

The values driving Dana professionally—kindness, integrity, and resilience—are deeply rooted in her upbringing. She credits her parents for shaping the person she is today. Her mother's compassion and intelligence inspired Dana's empathetic approach, while her father's tireless work ethic instilled in her the drive to succeed.

Outside of work, Dana enjoys spending time with her husband, Tom, and their two Labradoodles, Bella and Murphy. Whether traveling in the winter, trying new restaurants, or enjoying outdoor adventures at Riverbend Golf Course, which they own, Dana values the moments that recharge her spirit. Family plays a central role in her life, and she cherishes opportunities to connect with her loved ones, including her mother, who lives next door.

Dana's impact also extends to her community. She is a founding member of GiGi's Playhouse Fort Wayne, a Down Syndrome Achievement Center that opened in 2014, and



her Wayhome Team actively supports Humane Fort Wayne as a corporate sponsor. Through her work, she demonstrates her belief in giving back and making a difference.

For Dana, success is defined not by numbers but by the joy and fulfillment of serving others. “A full and happy heart equals achievement and success,” she says. As she looks to the future, Dana hopes her legacy will be one of kindness, care, and connection—a professional who made people feel valued and important. With her passion, dedication, and vision, Dana Botteron continues to leave an indelible mark on Fort Wayne’s real estate and custom home industries.



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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 **140 markets** across the country. That's a lot of traction in under ten years. As we grew, we knew that we wanted to brand ourselves the same across the board but never lost sight of the local mission.

This magazine has been successful because of its ability to connect top-producing agents with preferred partners and with each other. There are many other reasons that make it successful, but, at its core, that is what this is all about.

The vision is simple: We want to be a one-stop shop for top-producing agents in every market across the nation. How do we do that? In my opinion, three main groups of people stand to benefit from this monthly publication: the REALTORS® featured, the partners that advertise and the publishers who produce the magazine.

What's in it for the REALTOR®? It is truly a badge of honor to receive the magazine. Being in the top 300 out of 1,500-plus agents is an accomplishment in

itself. There are countless perks to being featured in the magazine, but one of my favorites is the element of humanizing a local legend in real estate.

What's in it for our partners? The struggle is real. How do we connect with influential, top-producing agents in our market? How do we cultivate relationships with this group? Our partners get constant exposure through the monthly magazine and the quarterly events. The hard work is done. Partners just need to show up!

What's in it for the publisher? Our publishers have the unique ability to connect with a group of people that is otherwise pretty difficult to get in front of. We are all busy building our own businesses. Our publishers are entrusted with featuring top agents, connecting our partners and producing quality content regularly.

Where do you fit in all this? It's simple. Connect us with people. Who should be on the next cover? What business is catering to REALTORS® at a high level? Who should be our next publisher to launch a *Real Producers* magazine in a new market?

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TOP 100 STANDINGS

Year-End Top 100 Standings: [From January 1, 2024, to December 31, 2024](#)

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services LLC - UPMEPS	180.5	\$51,378,071	\$284,643
2	Brandon Steffen	Steffen Group - UPSTEF	56	\$29,242,575	\$522,188
3	Leslie Ferguson	Regan & Ferguson Group - UPREFE	41	\$29,060,620	\$708,795
4	Heather Regan	Regan & Ferguson Group - UPREFE	41	\$29,060,620	\$708,795
5	Elizabeth Urschel	CENTURY 21 Bradley Realty Inc - UPBRAD	67	\$28,379,889	\$423,580
6	Timothy McCulloch	Scheerer McCulloch Real Estate - UPSMRE	114	\$26,637,730	\$233,664
7	Beth Goldsmith	North Eastern Group Realty - UPNOEA	52	\$24,754,321	\$476,044
8	Bradley Noll	Noll Team Real Estate - UPNTRE	64	\$24,018,289	\$375,285
9	Tim Haber	CENTURY 21 Bradley Realty Inc - UPBRAD	71	\$23,903,243	\$336,665
10	Evan Riecke	Encore Sotheby's International Realty - UPENSO	46	\$22,824,200	\$496,178
11	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	73.5	\$21,748,130	\$295,892
12	Candice Everage	Century 21 Bradley-Kendallville - NE2236	76	\$21,589,200	\$284,068
13	Warren Barnes	North Eastern Group Realty - UPNOEA	84	\$21,111,071	\$251,322
14	Al Hamed	North Eastern Group Realty - UPNOEA	10	\$19,700,000	\$1,970,000
15	Gregory Brown	CENTURY 21 Bradley Realty Inc - UPBRAD	50.5	\$19,213,763	\$380,470
16	Geoff Cavender	eXp Realty LLC - UPEXPR	50.5	\$19,096,500	\$378,148
17	Brandon Stone	CENTURY 21 Bradley Realty Inc - UPBRAD	144	\$19,046,250	\$132,265
18	James Felger	Mike Thomas Assoc. Inc - UPMTAS	78.5	\$18,328,867	\$233,488
19	Bradley Stinson	North Eastern Group Realty - UPNOEA	47	\$18,006,800	\$383,123
20	Alyssa Schendel	North Eastern Group Realty - UPNOEA	67.5	\$17,974,618	\$266,290
21	John Garcia	Impact Realty LLC - UPIMPA	49	\$17,744,917	\$362,141
22	Cecilia Espinoza	Espinoza Realtors - UPESRE	82	\$17,143,450	\$209,066
23	Gregory Fahl	Orizon Real Estate Inc. - UPORIZ	73.5	\$16,927,116	\$230,300
24	Stacie Bellam-Fillman	Orizon Real Estate Inc. - UPORIZ	64	\$16,744,800	\$261,637
25	Jessica Arnold	North Eastern Group Realty - UPNOEA	51.5	\$16,658,915	\$323,474
26	Kerri Morningstar	CENTURY 21 Bradley Realty Inc - UPBRAD	48	\$16,367,985	\$340,999
27	Mary Sherer	ERA Crossroads - UPSHAA	62	\$15,767,949	\$254,321
28	Richard Fletcher	North Eastern Group Realty - UPNOEA	44	\$15,747,390	\$357,895
29	Kelly York	North Eastern Group Realty - UPNOEA	54.5	\$15,676,022	\$287,633
30	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	45.5	\$15,565,104	\$342,090
31	John-Michael Segyde	Coldwell Banker Real Estate Group - UPRWGR06	54	\$15,403,518	\$285,250
32	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	49	\$15,302,001	\$312,285
33	Emily Ewing	North Eastern Group Realty - UPNOEA	50.5	\$15,098,400	\$298,978

#	Agent	Office	Units	Volume	Average
34	Wendy France	CENTURY 21 Bradley Realty Inc - UPBRAD	43	\$15,061,550	\$350,268
35	George Raptis	Mike Thomas Assoc. Inc - UPMTAS	29	\$15,025,253	\$518,112
36	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	29.5	\$14,971,535	\$507,509
37	Patti Couperthwaite	Coldwell Banker Real Estate Group - NE9	33.5	\$14,905,750	\$444,947
38	Tyler Secrist	CENTURY 21 Bradley Realty Inc - UPBRAD	50	\$14,864,920	\$297,298
39	Tina Stuckey	RE/MAX Results - UPREMX01	50	\$14,791,889	\$295,837
40	Jordan Wildman	eXp Realty LLC - UPEXPR	77	\$14,735,363	\$191,368
41	Raylene Webb	eXp Realty LLC - UPEXPR	85	\$14,414,195	\$169,578
42	Troy Wieland	Wieland Real Estate - UPWREE	33	\$13,820,624	\$418,806
43	Scott Pressler	Keller Williams Realty Group - UPKEPR	40	\$13,791,500	\$344,787
44	Daniel Orlando	Mike Thomas Associates - NE341	33	\$13,728,101	\$416,003
45	Justin Walborn	Mike Thomas Assoc. Inc - UPMTAS	39.5	\$13,558,800	\$343,260
46	Lori Stinson	North Eastern Group Realty - UPNOEA	43	\$13,127,042	\$305,280
47	Frank Shepler	CENTURY 21 Bradley Realty Inc - UPBRAD	32	\$13,104,428	\$409,513
48	Michelle Wyatt	Wyatt Group Realtors - UPWGRE	41	\$12,991,650	\$316,869
49	Linda Williams	Coldwell Banker Real Estate Group - UPRWGR09	52	\$12,951,554	\$249,068
50	Mark Bock	Mike Thomas Associates - NE344	40	\$12,844,936	\$321,123

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 and NE counties.



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TOP 100 STANDINGS

Year-End Top 100 Standings: [From January 1, 2024, to December 31, 2024](#)

#	Agent	Office	Units	Volume	Average
51	A.J. Sheehe	CENTURY 21 Bradley Realty Inc - UPBRAD	25.5	\$12,693,900	\$497,800
52	Jim Owen	CENTURY 21 Bradley Realty Inc - UPBRAD	50.5	\$12,447,130	\$246,477
53	Andrea Gates	Coldwell Banker Real Estate Group - UPRWGR09	45	\$12,001,530	\$266,700
54	David Springer	Mike Thomas Assoc. Inc - UPMTAS	25	\$11,907,700	\$476,308
55	Alan Scherer	North Eastern Group Realty - UPNOEA	27.5	\$11,699,587	\$425,439
56	Emily Cary	Keller Williams Realty Group - UPKEPR	43.5	\$11,652,548	\$267,874
57	Andrea Shepherd	Mike Thomas Assoc. Inc - UPMTAS	38	\$11,509,850	\$302,890
58	Jeffery Holtsclaw	CENTURY 21 Bradley Realty Inc - UPBRAD	44	\$11,491,900	\$261,179
59	Tyler Jackson	CENTURY 21 Bradley Realty Inc - UPBRAD	55	\$11,438,330	\$207,969
60	Michael Kirchberg	Uptown Realty Group - UPUTRG	37	\$11,426,630	\$308,827
61	Isabella Reed	Keller Williams Realty Group - UPKEPR	35	\$11,347,825	\$324,223
62	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	26	\$11,287,000	\$434,115
63	Jackie Clark	Coldwell Banker Real Estate Group - UPRWGR09	31	\$11,271,076	\$363,583
64	Cindy Bluhm	Mike Thomas Assoc. Inc - UPMTAS	31	\$11,200,954	\$361,321
65	Dana Botteron	CENTURY 21 Bradley Realty Inc - UPBRAD	45	\$11,163,013	\$248,066
66	Daniel Morken	Morken Real Estate Services Inc. - UPMRSI	32.5	\$10,956,300	\$337,116
67	Ian Barnhart	Coldwell Banker Real Estate Group - UPRWGR05	37.5	\$10,927,950	\$291,412
68	Lynette Johnson	North Eastern Group Realty - UPNOEA	27	\$10,915,301	\$404,270
69	Randy Harvey	Coldwell Banker Real Estate Group - UPRWGR06	49	\$10,912,698	\$222,708
70	Mary Anne Taylor	North Eastern Group Realty - UPNOEA	43	\$10,911,612	\$253,758
71	Martin Brandenberger	Coldwell Banker Real Estate Group - UPRWGR09	27	\$10,881,900	\$403,033
72	Joseph Wootan	List With Freedom.com LLC - NE2283	46	\$10,741,450	\$233,509
73	Courtney Ousley	North Eastern Group Realty - UPNOEA	32	\$10,709,496	\$334,671
74	Leah Marker	Mike Thomas Assoc. Inc - UPMTAS	19	\$10,655,100	\$560,794
75	Joni Donaghy-Myers	Coldwell Banker Holloway - UPCOHO	41	\$10,647,625	\$259,698
76	Michael Payne	Coldwell Banker Real Estate Group - UPRWGR05	25	\$10,639,600	\$425,584
77	Son Huynh	CENTURY 21 Bradley Realty Inc - UPBRAD	33	\$10,570,710	\$320,324
78	Derek Pearson	Perfect Location Realty - UPPELO	42	\$10,408,382	\$247,818
79	Jody Holloway	Coldwell Banker Holloway - UPCOHO	53	\$10,376,509	\$195,783
80	Justin Longardner	CENTURY 21 Bradley Realty Inc - UPBRAD	38	\$10,369,400	\$272,878
81	Johanna Pardon	Mike Thomas Assoc. Inc - UPMTAS	25	\$10,362,515	\$414,500
82	David Gall	Coldwell Banker Real Estate Group - UPRWGR09	27	\$10,249,200	\$379,600
83	Matthew Hawkins	Wieland Real Estate - UPWREE	37	\$10,220,520	\$276,230

#	Agent	Office	Units	Volume	Average
84	Nicholas Huffman	Steffen Group - UPSTGR	44	\$10,168,400	\$231,100
85	Emily Ganshorn	CENTURY 21 Bradley Realty Inc - UPBRAD	56.5	\$10,123,523	\$179,177
86	Amy Griebel-Miller	Coldwell Banker Real Estate Group - UPRWGR06	39	\$10,085,200	\$258,594
87	Erin Poiry	Mike Thomas Assoc. Inc - UPMTAS	24	\$10,068,991	\$419,541
88	Vicki Topp	CENTURY 21 Bradley Realty Inc - UPBRAD	32	\$10,068,008	\$314,625
89	Isaac Stoller	Steffen Group - UPSTGR	40	\$9,990,400	\$249,760
90	Ray Smith	American Dream Team Real Estate Brokers - UPADTR	37	\$9,963,158	\$269,274
91	Melissa Maddox	North Eastern Group Realty - UPNOEA	32.5	\$9,961,557	\$306,509
92	Marcus Christlieb	F.C. Tucker Fort Wayne - UPFCTU	28	\$9,936,252	\$354,866
93	April West	Scheerer McCulloch Real Estate - UPSMRE	54	\$9,929,800	\$183,885
94	Josh Krueckeberg	Krueckeberg Auction And Realty - UPKRAU	25.5	\$9,923,025	\$389,138
95	Scott Hope	American Dream Team Real Estate Brokers - UPADTR	39	\$9,896,700	\$253,761
96	Jami Barker	RE/MAX Results - UPREMX01	30	\$9,795,900	\$326,530
97	Daung Aye	Uptown Realty Group - UPUTRG	37	\$9,738,697	\$263,208
98	Christy Thomson	RE/MAX Results - Angola office - NE30	35	\$9,715,600	\$277,588
99	Kaleefa Simpson	eXp Realty LLC - UPEXPR	57	\$9,697,300	\$170,128
100	Valarie Bartrom	Mike Thomas Assoc. Inc - UPMTAS	32	\$9,679,000	\$302,468

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