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# Rob Bussell

BY KELSEY RAMSEY

**Rob Bussell, Vice President of Marketing at The Marina Limited Partnership, has built a reputation as one of the driving forces behind some of Indianapolis' most desirable lakefront communities. Specializing in residential land development at Geist Lake, Morse Lake, and Lake Clearwater, the company also offers boat sales, service, dock rentals, and leases for restaurants and retail spaces. While the business is thriving, Rob's focus remains on helping people, whether they are looking to build their dream home or find the perfect piece of land in a picturesque setting.**

“It's not about me—it's about the people we work with and the beautiful lifestyles we're able to help create.”

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Growing up in Indianapolis, Rob was exposed to the world of real estate thanks to his dad Dick Bussell, who worked in commercial real estate. After attending Indiana University, Rob's father suggested he pursue a residential real estate career. "It just seemed like the right fit," Rob recalls. Growing up near the Geist area, diving into real estate there felt natural.

Over the last 35 years, Rob has quietly shaped the Geist area into one of Indianapolis' most sought-after lakefront communities. "I've been fortunate to be part of something that has become so special," Rob says with humility. "It's not about me—it's about the people we work with and the beautiful lifestyles we're able to help create."

One of the key factors behind Marina Ltd.'s success is its focus on residential developments near large bodies of water. Whether it's waterfront, water-access, or off-water lots, Rob and his team work to create settings where people can enjoy the serenity of lake living. While many developers might focus on pushing product, Rob's approach has always been to build meaningful relationships with builders, Realtors, and, most importantly, the clients they serve.



"I've always believed in building relationships, not just making sales," Rob explains. "A lot of our success comes from knowing the ins and outs of land development and new construction. When you take the time to listen and guide people through the process, you can help them make decisions they'll be happy with for years to come."

It's this dedication to helping others that has earned Rob a strong reputation in the industry. His role is more about offering guidance and support than seeking the spotlight. "I've always tried to be a resource for builders and Realtors," Rob says modestly. "It's a partnership, and when everyone works together, it's a win for everyone involved." His upstanding reputation goes beyond the walls of his office and the shores of the lake. Over the years, he has graciously served on MIBOR's Grievance Committee, Finance Committee, and is currently on the Professional Standards and Risk Reduction Committees.

For Rob, success in business is closely tied to his personal values. He places a high priority on faith, family, and integrity. "Faith has always been the foundation of everything I do," he says. "I try to live my life with humility and integrity, and to lead by example, whether it's in my personal life or my career."

Though Rob's work can be demanding, he's always made it a point to strike a balance between his career and personal

life. "You can't be good at your job if you don't take care of yourself and your family," he says. "I've learned that you have to plan downtime and vacations—taking those moments to refresh helps you stay focused and energized."

Rob's family is at the center of his world. Married for 36 years to his wife, Diane, the couple has two grown children, Kelsey and Kyle, who've started families of their own. One of his favorite things to do as a grandparent is take them for jeep rides and nature walks. "It's been a blessing to watch our kids start their own families," he says. You might even notice some of the street names in his developments named after them.

The Bussell family shares many traditions, but their favorite is the annual trip to St. Pete Beach, Florida. "It's our chance to unplug, relax, and make memories together," Rob explains. "I'm grateful for those moments because it reminds me of what truly matters."

When he's not working, Rob enjoys being outdoors—whether it's taking long walks, riding bikes, or gathering around the firepit with his family. "Spending time outside, with the people I love, is what keeps me grounded," a passion that has stayed with him since becoming an Eagle Scout back in the day.

For Rob, true success isn't measured by business milestones or accolades—it's about the relationships he builds and the positive impact he has on others. "I don't look at success in terms of sales



**"I don't look at success in terms of sales numbers or awards. Success, to me, is knowing that I've helped someone create the lifestyle of their dreams, and that I've treated people with respect along the way."**

numbers or awards," he says. "Success, to me, is knowing that I've helped someone create the lifestyle of their dreams, and that I've treated people with respect along the way."

This humble outlook, along with his many years of experience, has earned Rob the trust of his peers, clients, and partners in the real estate industry. "I've always believed that being a good listener and offering honest advice goes a long way," he explains. "That's what I try to bring to every interaction, whether it's with a builder, a Realtor, or a homebuyer."

"I'm just one part of the equation," Rob says. "The success we've had is a result of the incredible people I get to work with. It's all about teamwork, and I'm blessed to be part of it." In an industry where many chase fame and fortune, Rob Bussell's quiet humility and unwavering commitment to faith, family

and relationships make him a rare gem. As he continues to help develop communities at Geist Lake, Morse Lake, and Lake Clearwater, Rob's legacy is not only one of business success, but of a life lived with integrity and care for others.





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**Q. HOW EARLY DID YOU KNOW THAT YOU WANTED TO BE A REAL ESTATE AGENT?**

A. When my boys were young I wanted to stay home with them and not send them to daycare so I chose to go to school to be a Realtor and then started my career. I have always been interested in the industry and it was just the right time to make the switch.

**Q. WHAT ARE THE POSITIVES/REWARDS OF WHAT YOU DO?**

A. Being a REALTOR is incredibly fulfilling, both personally and professionally. The joy of helping someone find their dream home or successfully sell a property is a unique and rewarding experience. It's not just about the transaction; it's about being part of significant moments in people's lives and knowing that your expertise and care have made a real difference. The true satisfaction comes from the relationships you build along the way and the trust clients place in you.



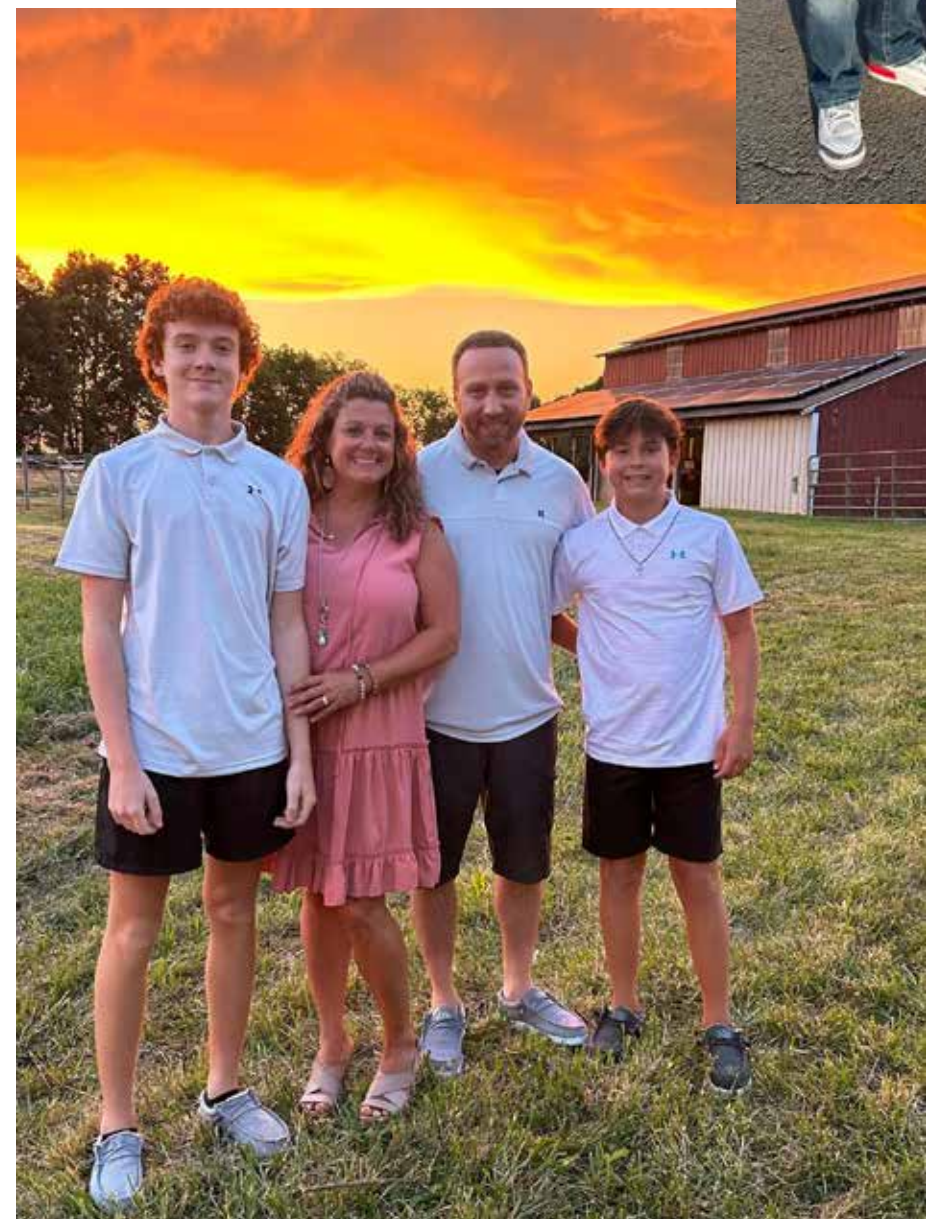


**Q. WHAT ARE THE NEGATIVES / CHALLENGES OF WHAT YOU DO?**

A. The market can be unpredictable, leading to busy or slow months. Long hours, including evenings and weekends, can make work-life balance tough. Staying current with regulations and trends requires constant learning, and building a client base can take time. Also helping clients through stressful transactions can be emotionally demanding. Despite these challenges, the connections made and the joy of helping people find their homes make it all worthwhile.

**Q. HOW DO YOU DEFINE SUCCESS?**

A. Success, to me, is about self-awareness; the more aware of how I can grow as a person, the more fully I am able to give to others and help them. To continuously find success, I believe in the power of adapting and educating myself.



**Q. WHAT OTHER INTERESTS DO YOU HAVE?**

A. In my free time I enjoy camping, boating and spending time with friends and family.

**Q. WHAT MAKES YOUR BUSINESS DIFFERENT FROM OTHERS?**

A. I am open and honest with my clients. I believe in being upfront and offering clear recommendations, even if they aren't the easiest to hear. My approach is about transparency and trust, ensuring that every client knows exactly what to expect. I stay in touch regularly, making sure my clients always know that I'm available to help. Many of my clients become lifelong friends, and that's something I truly value. It's not just about business—it's building genuine connections.

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# OLDER HOME



# PIPING PROBLEMS

BY PHIL THORNBERRY

Older homes often possess a charm and character that newer constructions lack, but they also come with their share of maintenance challenges, particularly when it comes to plumbing. Many of these homes were built using now-outdated pipe materials such as lead, galvanized steel, polybutylene, and even early versions of PEX. Each of these materials presents its own set of problems that homeowners must address to ensure the safety and longevity of their plumbing systems.

## Lead Pipes

Lead pipes were commonly used in homes built before the 1940s. The primary concern with lead pipes is the health risk they pose. Lead can leach into drinking water, especially when the pipes corrode, and even small amounts of lead in water can have serious health implications, particularly for children and pregnant women. While lead pipes are durable and resistant to pinhole leaks, their health risks outweigh these benefits. Replacing lead pipes is a priority for many homeowners and municipalities to prevent lead poisoning.

## Galvanized Steel Pipes

Galvanized steel pipes, widely used from the 1930s to the 1980s, were considered a robust option for plumbing systems. These pipes are coated with a layer of zinc to prevent rusting, but over time, the zinc erodes, leaving the steel vulnerable to corrosion. Corroded pipes can cause water discoloration, reduced water pressure, and eventual leaks. Furthermore, corrosion can lead to the buildup of minerals inside the pipes, further restricting water flow. Homeowners with galvanized steel pipes often face costly repairs and are advised to replace them with modern materials.

## Polybutylene Pipes

Polybutylene pipes were a popular choice for plumbing systems from the 1970s to the 1990s due to their low cost and ease of installation. However, it was later discovered that these pipes degrade when exposed to chlorine in municipal water supplies. Over time, polybutylene pipes become brittle and prone to leaks and catastrophic failures. Many homeowners with these pipes have experienced significant water damage as a result. Because of these issues, polybutylene is no longer used in plumbing systems, and homeowners are often encouraged to replace them.

## PEX Pipes

PEX (cross-linked polyethylene) pipes are a more recent innovation in plumbing materials and are widely used today. However, early versions of PEX pipes, installed in some older homes, have faced issues such as brittleness, leaks in brass fittings due to faulty metallurgy and susceptibility to damage from UV exposure. While modern PEX has resolved many of these problems, homeowners with older PEX systems should monitor for signs of degradation and consult professionals for potential updates.

## Conclusion

The plumbing materials used in older homes can pose significant challenges, ranging from health risks to structural damage. Lead, galvanized steel, polybutylene, and older PEX systems all have their unique vulnerabilities. For homeowners, the best course of action is to have a professional inspection to assess the state of their plumbing. Modern materials such as copper and updated versions of PEX offer safer and more durable solutions. Investing in replacing outdated plumbing not only improves safety and efficiency but also enhances the overall value and livability of the home.

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## The REALTOR® Foundation Update

The MIBOR REALTOR® Foundation announce their 2025 Grant Recipients

BY DAWN ADAMS



The MIBOR REALTOR® Foundation is delighted to announce that 32 nonprofit organizations will receive grant funding in 2025. These grants, made possible through the generous support of the real estate community, aim to address critical housing challenges and provide essential social services to those in need.

This year's recipients focus on youth, domestic violence, addiction/substance abuse, mental health disorders, chronically homeless, those reintegrating from incarceration, and advocates for homelessness. By supporting these initiatives, the REALTOR® Foundation is helping to create pathways for individuals and families to achieve stability and independence.

Step-Up and Stability First are just two of the organizations that highlight these initiatives. Step-Up prioritizes improving the health of the underserved and marginalized communities. Funding from the Foundation will provide Step-Up with the

assistance necessary to provide clients experiencing an emergent housing need. Stability First provides individualized programs and supportive housing for those seeking recovery from addictions and other life-controlling challenges. They will use the funding to support operating two recovery focused shelters.

The need is great, but our commitment is unwavering. Each year we see the Indiana real estate industry step up as leaders, altruists, and visionaries. With the support of our loyal advocates, we will continue to invest in organizations doing the hard work, ensuring that our most vulnerable neighbors remain housed and supported. Together, we turn compassion into action, making a lasting difference where it's needed most in the lives of Hoosiers experiencing homelessness.

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# EMBRACING THE GIFT OF Time

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

Time is one of the most precious gifts we possess. It flows like a gentle river, continuously moving forward, carrying with it the moments that shape our lives. Each tick of the clock is a reminder of our mortality, urging us to seize the present and cherish each fleeting second we are given. As we navigate the vast landscape of our existence, it's essential to recognize the importance of time and the profound impact it has on our experiences, relationships, and personal growth.

In the hustle and bustle of daily life, it can be easy to overlook the beauty that resides in the ordinary. We often find ourselves caught up in a whirlwind of responsibilities, striving to meet deadlines and fulfill obligations. Yet, within this chaos lies an opportunity for transformation. By shifting our perspective and cultivating a genuine appreciation for the present, we can turn mundane moments into extraordinary memories. It is within these seemingly simple instances—sharing a laugh with a friend, savoring a cup of coffee, or taking a moment to breathe—that we find the essence of what it means to truly live.

Time is the thread that weaves together the tapestry of our lives. Each moment is significant, whether grand or modest and has the potential to teach us invaluable lessons. By embracing the present, we open ourselves to the richness of life's experiences. It allows us to savor the sweet moments of joy while also providing the strength to navigate through challenges and heartaches. In recognizing that time is limited, we become more intentional in how we spend it, guiding our actions toward what truly matters.



As we reflect on our lives, we must consider how we allocate our time. Are we investing it in the pursuits that ignite our passions and align with our values? Or are we allowing it to slip away, consumed by distractions that do not serve our well-being? Mindful stewardship of our time is crucial in creating a life filled with purpose and fulfillment. It requires us to take a step back, assess our priorities, and make conscious choices that reflect our deepest desires.

Building meaningful relationships is one of the most rewarding ways to invest our time. The connections we forge with others enrich our lives and provide us with love, support, and understanding. In a world that often prioritizes productivity over connection, it's essential to remember the power of presence. When we choose to be fully engaged with those we care about, we create lasting memories that will stay with us long after the moment has passed. These relationships become the anchors in our lives, reminding us of what truly matters.

Moreover, time offers us the gift of personal development. Each experience, whether joyful or painful, contributes to our growth as individuals. Embracing the lessons that come with life's challenges allows us to evolve and become more

resilient. By reflecting on our experiences and the time we've spent navigating them, we can gain insights that inspire us to pursue our dreams and aspirations with renewed vigor.

As we navigate through life, it's important to keep in mind that our time is a limited resource. Each day is an opportunity to create a legacy that embodies our values and passions. We have the power to shape our narratives and leave a lasting impact on those around us. By living mindfully, we can ensure that our contributions reflect our true selves and resonate with others in meaningful ways.

So lift your glasses high, and let us toast to the precious gift of time... It is a precious commodity that, when appreciated and respected, can profoundly transform our lives. As we embrace the present and invest our time in what truly matters, we create a life filled with purpose, joy, and fulfillment. Though the journey may be brief, the memories we forge and the love we share will resonate throughout time. So, let us make each moment count, savoring the beauty of life's tapestry and weaving our unique thread into its fabric. Together, we can honor the gift of time and create a legacy that speaks to the heart of what it means to truly live.

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# Traci Garontakos

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As a wife, mother, friend, team leader, business owner, and real estate agent, one gets tired even imagining her world. Yet, Traci gives every area 100%, and her impact is not only noticeable but is the quintessential picture of what making a difference can be. In a very organic fashion, her business started to grow, and in addition to learning about how to adapt often in life, Traci built a strong business that escalated in every way.

Two of Traci's passions are her volunteer work and horses. She loves children and stays on mission to help them whether through CASA (an arm of the Department of Children's Services) or through an organization called the Isaiah 117 house that builds nice homes for children who are transitioning from their families into the DCS. Garontakos also enjoys horses with her daughter, Eliana, and she says that horses are very special animals that can sense the emotions of people and provide fun and comfort for them.

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# Jace Ferris

Redefining Real Estate

BY KELSEY RAMSEY  
PHOTOS BY KELLY KLEMMENSEN







HOLIDAYS AND FAMILY GATHERINGS ARE VERY BORING FOR THE REST OF THE FAMILY WHO HAVE CHOSEN OTHER OCCUPATIONS, AS REAL ESTATE IS ALL WE DISCUSS!

**W**ith deep family roots in the industry and a passion for helping others, Jacylenn “Jace” Ferris has crafted a remarkable career that blends hard work, compassion, and an unshakable commitment to service.

#### **A Family Legacy Rooted in Real Estate**

Jace’s connection to real estate runs deep. Raised in a family where real estate was more than just a job—it was a way of life—Jace was exposed to the business from a young age. Both of her parents were licensed agents, and her brother is a luxury home builder working in Indiana and Michigan. Real estate discussions were a staple at family gatherings, much to the amusement of relatives in other professions. Jace recalls with a smile, “Holidays and family gatherings are very boring for the rest of the family who have chosen other occupations, as real estate is all we discuss!”

But while real estate was in her blood, Jace’s path to becoming a top-tier professional wasn’t a typical one. She spent many years raising her three children as a single mother, knowing full well that a career in real estate would demand the same level of dedication and hard work she had already poured into motherhood. It wasn’t until her youngest graduated high school that Jace felt ready to take the plunge. And when she did, she went all in.

#### **A Stellar Career and Rising Star**

Jace earned her real estate license in 2019, just before the world was upended by the COVID-19 pandemic. Instead of retreating in the face of uncertainty, Jace thrived during what she humorously refers to as the “zombie mode years.” Her first year in real estate was nothing short of extraordinary—closing 125 transactions. Her success continued to snowball as she maintained a high volume of business, averaging 100 transactions per year.

Jace’s rapid rise didn’t go unnoticed. She was recognized as a **Five Star Professional Rising Star** in both 2020 and 2021, and in 2023, she was featured in *Fortune* magazine’s prestigious “**Winning Women in Real Estate**” edition. Her rapid ascent in the industry is a testament to her resilience, work ethic, and the relationships she’s built along the way.

#### **Entrepreneurship and Leadership**

Jace’s ambitions didn’t stop with being a top producer. Within just a year of obtaining her real estate license, she founded her own brokerage, **IN-Homes Realty Solutions Inc.**, and opened offices in Fishers and Granger, Indiana. But even that wasn’t enough. In 2023, Jace was approached by the **Jason Mitchell Group (JMG)**, the largest real estate group in the nation, to lead their expansion into Indiana. As the **Division President of JMG Indiana**, Jace now oversees the group’s growth in central and northern Indiana, mentoring a team of agents and building a network of referral partners across the country.







For Jace, leadership is about more than just growing a business—it’s about fostering a community. “Selling houses is secondary,” Jace says. “It’s all about the relationships.” This philosophy drives her as she builds a dynamic team at JMG Indiana, where she prioritizes integrity, service, and dedication to both clients and fellow agents.

#### A Heart for Service and Military Families

One of the most defining aspects of Jace’s career is her dedication to serving military families. Specializing in **VA loans**, Jace goes above and beyond to help veterans and their families navigate the often-complicated home-buying process. Her commitment to this niche has earned her a reputation as a trusted resource for military clients and has made her a sought-after speaker, regularly leading training sessions and podcast appearances to educate fellow agents on how to best serve VA buyers.

“What’s one of the best parts of my job?” Jace reflects. “Attending weddings, baby showers, Friendsgivings, and birthday parties for past clients. I feel so blessed when they invite me into parts of their lives that don’t even have anything to do with real estate. It’s incredibly heartwarming.”

#### A Family-Centered Life

While Jace’s professional achievements are impressive, her greatest pride and joy remain her family. Despite the demands of her career, Jace has always been a deeply family-oriented

person. Her children, now adults, remain her pride, and her newest joy is her four-year-old grandson, whom she lovingly dubs her “best friend.”

Jace also believes in maintaining balance in life. When she’s not working or spending time with her family, she enjoys cooking meals for loved ones, relaxing on a boat, playing an informal round of golf, or cheering on her beloved **Chicago Blackhawks** at hockey games. These moments of relaxation and self-care help keep her grounded and connected to what truly matters.

#### Faith, Gratitude, and Continued Success

At the core of Jace’s success lies her faith and gratitude. “God has blessed us beyond measure,” Jace says. “None of this would be possible without Him. He is my peace, my strength, and my rock.” With her faith guiding her, Jace continues to grow both personally and professionally, always striving to give back and inspire others.

Jace’s story is one of resilience, passion, and heart. From the challenges of single motherhood to becoming a multi-million-dollar producer and a leader in the real estate industry, her journey proves that with hard work, dedication, and a focus on service, anything is possible. Whether you’re looking to buy your first home, work with a skilled real estate professional, or join a dynamic and supportive team, Jace Ferris is a name you can trust.

Her journey is far from over, and with her unwavering commitment to her clients, her team, and her community, the best is yet to come.







Photo by: Sarah Shields

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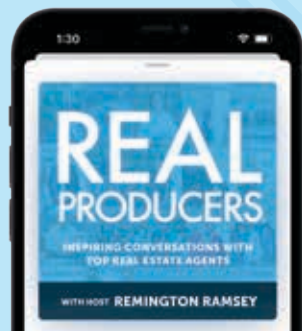
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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to October 31, 2024

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Mike Deck	65	73	138	\$143,366,574
2	Matt McLaughlin	74	74	148	\$124,409,201
3	Mike Scheetz	220	14	234	\$104,015,726
4	Allen Williams	97	91	188	\$101,337,509
5	Carrie Holle	119	27	146	\$84,271,253
6	Bif Ward	44	26	70	\$84,164,168
7	Lindsey Smalling	131	142	273	\$79,222,922
8	Justin Steill	91	35	126	\$79,113,426
9	Alex Montagano	76	131	207	\$67,452,814
10	Stephen Clark	56	77	133	\$60,164,402
11	Eric Forney	61	111	172	\$59,299,140
12	Michelle Chandler	91	87	178	\$57,570,118
13	Jennil Salazar	31	19	50	\$56,652,566
14	Stephanie Evelo	78	71	149	\$55,794,584
15	Robbin Edwards	53	32	85	\$54,610,600
16	Chandra Sekhar Alokam	27	107	134	\$51,760,473
17	Jamie Boer	60	55	115	\$51,325,774
18	Shannon Gilbert	39	83	122	\$50,467,026
19	Erika Frantz	91	14	105	\$49,549,506
20	Eric Wolfe	95	97	192	\$48,041,870
21	Laura Turner	48	55	103	\$45,888,664
22	Mark Linder	41	31	72	\$45,571,034
23	Mary Wernke	18	22	40	\$41,979,224
24	Steve Lew	67	76	143	\$41,432,430
25	Mike Feldman	42	35	77	\$40,311,082
26	Lora Reynolds	33	99	132	\$40,178,788
27	Chris Schulhof	29	23	52	\$39,054,740
28	Patrick Watkins	56	52	108	\$39,042,900
29	Jerrold Klein	103	0	103	\$38,934,307
30	Sena Taylor	35	60	95	\$37,818,831
31	Tim O'Connor	53	32	85	\$37,351,153
32	Staci Woods	41	51	92	\$37,171,384
33	Laura Heigl	28	19	47	\$36,779,630

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Kelly Dather	22	58	80	\$36,643,947
35	Nicholas Laviolette	28	29	57	\$34,972,164
36	Drew Wyant	68	36	104	\$34,534,183
37	James Embry	65	25	90	\$34,336,605
38	David Brenton	70	45	115	\$34,278,167
39	Traci Garontakos	24	12	36	\$34,071,558
40	Rashad Mitchell	70	11	81	\$33,849,549
41	Christopher Fahy	45	21	66	\$33,728,521
42	Laura Waters	39	43	82	\$33,514,895
43	Brigette Nolting	42	54	96	\$33,154,939
44	Jeffrey Paxson	60	33	93	\$32,435,150
45	Patrick Keller	46	47	93	\$31,854,178
46	Jeffrey Cummings	58	43	101	\$31,770,790
47	Scott Hackman	26	23	49	\$31,697,624
48	Jenny Lauck	8	85	93	\$31,574,701
49	Brandon Smith	29	16	45	\$30,678,900
50	Sean Daniels	43	35	78	\$30,146,528

**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, 2024 to October 31, 2024

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Scott Chain	41	57	98	\$29,712,298
52	Luis Coronel	34	162	196	\$29,584,845
53	Matthew Kressley	18	16	34	\$28,618,004
54	Stacy Barry	21	30	51	\$28,128,902
55	Danielle Robinson	35	30	65	\$27,886,786
56	Molly Hadley	44	34	78	\$27,805,507
57	Brian Sanders	20	21	41	\$27,535,000
58	Summer Hudson	29	68	97	\$27,211,790
59	Peter Stewart	56	52	108	\$27,054,826
60	Mark Dudley	54	51	105	\$26,801,507
61	Troy Dixon	23	42	65	\$26,732,415
62	Stevee Clifton	19	24	43	\$26,653,500
63	Jennifer Shopp	30	32	62	\$26,628,139
64	Benjamin Jones	14	26	40	\$26,618,933
65	Heather Upton	54	37	91	\$26,440,273
66	Meighan Wise	24	20	44	\$26,235,807
67	James Robinson	18	36	54	\$26,180,282

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Matt King	21	16	37	\$25,840,453
69	Jeanne Hutcherson	24	15	39	\$25,456,250
70	Julie Preston	35	36	71	\$25,308,224
71	Denis O'Brien	43	45	88	\$25,237,960
72	Patrick Tumbarello	23	27	50	\$25,033,598
73	Tina Smith	13	20	33	\$24,975,100
74	Mamadou Gueye	15	49	64	\$24,290,582
75	Steve Silver	45	54	99	\$24,050,960
76	Nicole Yunker	52	10	62	\$23,519,200
77	Carl Vargas	32	25	57	\$23,390,953
78	Kyle Ingle	15	30	45	\$23,278,973
79	Basim Najeeb	15	57	72	\$22,889,250
80	Jeff Kucic	20	9	29	\$22,849,185
81	Drew Schroeder	22	13	35	\$22,769,839
82	Kristian Gaynor	17	25	42	\$22,556,705
83	Christi Coffey	26	19	45	\$22,535,480
84	Kevin Hudson	45	18	63	\$22,482,662
85	Derek Gutting	37	23	60	\$22,454,608
86	Brian Wignall	22	23	45	\$22,261,341
87	Timeko Whitaker	28	41	69	\$22,108,599
88	Joshua Carpenter	21	31	52	\$21,794,800
89	Scott Smith	52	49	101	\$21,751,435
90	Craig Deboor	45	32	77	\$21,707,985
91	Leigh Burchyett	21	29	50	\$21,706,775
92	Diane Brooks	26	29	55	\$21,687,220
93	Thomas Endicott	33	30	63	\$21,678,090
94	Anthony Robinson	69	1	70	\$21,548,050
95	Arjun Dhital	14	56	70	\$21,459,470
96	Corina Jones	36	32	68	\$21,375,723
97	Jeremy Sandlin	51	33	84	\$21,314,400
98	Chris Harcourt	42	38	80	\$21,108,570
99	Matthew Reffeitt	45	20	65	\$21,002,516
100	Mary Boustani	18	26	44	\$20,884,880

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to October 31, 2024

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Garrett Brooks	62	15	77	\$20,853,393
102	Ryan Orr	91	32	123	\$20,544,640
103	Amber Greene	40	28	68	\$20,506,416
104	Zeida Suljkanovic	13	27	40	\$20,464,255
105	Christopher Braun	12	8	20	\$20,356,500
106	Jacilynn Ferris	5	68	73	\$20,339,650
107	Chad Hess	48	36	84	\$20,268,250
108	Kristie Smith	21	11	32	\$20,211,570
109	Jordan Moody	37	20	57	\$20,160,256
110	Amy Spillman	23	27	50	\$20,107,578
111	Stanley Saingelus	1	62	63	\$19,937,180
112	Matthew Meyers	17	17	34	\$19,867,485
113	Renee Peek	22	25	47	\$19,858,981
114	Will Lonnemann	27	28	55	\$19,780,495
115	Trent Whittington	16	28	44	\$19,358,750
116	Jennifer Blandford	16	26	42	\$19,317,803
117	Kelly Huff	33	23	56	\$19,311,727

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Nancy Warfield	38	29	67	\$19,301,301
119	Kyle Williams	26	11	37	\$19,279,300
120	Mark Lopez	15	33	48	\$19,255,604
121	Steven Custis	39	35	74	\$18,964,126
122	Tony Janko	24	26	50	\$18,680,056
123	Devon Shaw	61	23	84	\$18,652,058
124	Samuel Hawkins	13	8	21	\$18,583,518
125	Chris Price	52	31	83	\$18,566,477
126	Jared Cowan	17	31	48	\$18,512,551
127	Mark Branch	19	21	40	\$18,477,934
128	Whitney Strange	24	25	49	\$18,313,809
129	John Pacilio	23	17	40	\$18,257,734
130	Andrea Ratcliff	27	14	41	\$18,217,250
131	Andy Waggoner	25	32	57	\$18,186,000
132	Craig McLaurin	18	36	54	\$18,119,675
133	Adam Corya	13	19	32	\$18,091,045
134	Ellen Orzeske	11	26	37	\$18,069,984
135	P. Aaron Starr	26	23	49	\$18,063,824
136	Kristen Yazel	31	21	52	\$18,037,123
137	Jason Hess	33	28	61	\$18,004,890
138	Jerry Gemmecke	20	21	41	\$17,952,368
139	Jeneene West	54	19	73	\$17,947,166
140	Tracy Wright	15	11	26	\$17,819,149
141	Dawn Pollard	17	8	25	\$17,779,275
142	Todd Ferris	11	23	34	\$17,749,822
143	Andy Deemer	23	16	39	\$17,745,633
144	Frederick Catron	22	36	58	\$17,724,125
145	Todd Cook	40	24	64	\$17,698,800
146	Erica Shupert	32	18	50	\$17,595,164
147	Kristin Glassburn	22	21	43	\$17,505,400
148	Denise Fiore	19	13	32	\$17,484,228
149	Shelly Walters	18	19	37	\$17,478,707
150	Chanda Johnson	18	21	39	\$17,471,950

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to October 31, 2024

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Kyle Morris	13	23	36	\$17,369,065
152	Derek Manis	19	28	47	\$17,261,432
153	Gregory Leugers	29	16	45	\$17,238,600
154	Patrick Daves	28	36	64	\$17,185,240
155	Kristen Cambridge	16	15	31	\$17,102,427
156	Lisa Stokes	31	15	46	\$17,076,500
157	Manzil Kohli	17	22	39	\$17,020,065
158	Christiana Kalavsky	15	18	33	\$17,014,554
159	Michael Price	33	29	62	\$16,936,260
160	Katrina Matheis	14	51	65	\$16,904,564
161	Jocelyn Deal	21	46	67	\$16,887,737
162	Jake Stiles	28	26	54	\$16,872,169
163	Doug Dilling	27	38	65	\$16,809,993
164	Elizabeth Marks-Strauss	14	24	38	\$16,808,064
165	Marty Wagner	20	12	32	\$16,795,185
166	Susan Falck-Neal	43	28	71	\$16,728,433
167	Natalie Clayton	25	17	42	\$16,632,000

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Hart Summeier	30	17	47	\$16,628,987
169	Kate Tuttle	24	9	33	\$16,598,301
170	Sandra Ginn	11	13	24	\$16,579,022
171	James Smock	15	37	52	\$16,553,534
172	Kevin Elson	43	9	52	\$16,482,965
173	Michael Lyons	36	2	38	\$16,277,314
174	Emily Brewer	21	25	46	\$16,256,300
175	Mallorie Wilson	14	25	39	\$16,214,850
176	Brad Garrison	24	15	39	\$16,202,400
177	Megan Kelly	11	10	21	\$16,141,000
178	Roger Webb	19	28	47	\$16,121,500
179	Lindsay Jones	27	27	54	\$16,106,289
180	Jen Richardson	20	43	63	\$16,050,000
181	Austin Smythe	25	15	40	\$16,037,317
182	Ryan Radecki	25	17	42	\$15,999,924
183	Christy Cutsinger	13	21	34	\$15,962,859
184	Alexandria Harris	6	15	21	\$15,948,000
185	Wendy Zin	10	44	54	\$15,915,165
186	Radmila Adams	15	13	28	\$15,825,664
187	Jodi Gandy	36	27	63	\$15,815,961
188	Kurt Spoerle	19	15	34	\$15,750,740
189	Julie Schnepf	39	21	60	\$15,749,788
190	Steve Slavin	50	17	67	\$15,745,100
191	Sarah Sanders	30	30	60	\$15,730,850
192	Scott Babb	13	46	59	\$15,668,690
193	Angelica Brewer	15	29	44	\$15,577,880
194	Chad Renbarger	18	14	32	\$15,568,666
195	Jennifer Turner	27	18	45	\$15,566,450
196	Jason O'Neil	14	8	22	\$15,530,007
197	Catherine Fese	10	20	30	\$15,524,534
198	Morris Lucas	11	36	47	\$15,487,920
199	Todd Denkmann	18	13	31	\$15,454,400
200	Maher Batarseh	11	35	46	\$15,438,036

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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](mailto: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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