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CELEBRATING LEADERS:
MICK MCMAKEN



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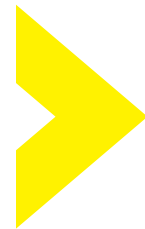
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Established in 1991, Flow-Tech Plumbing & Heating has grown into one of Northern Indiana's most trusted names in plumbing, heating, and cooling services. Founded by a visionary who knew from high school that hands-on work, not college, was his path, Flow-Tech has spent 34 years earning its reputation for reliability, integrity, and expertise. Serving Columbia City, Fort Wayne, Ligonier, Wabash, and Warsaw, the company offers an extensive range of services tailored to meet the needs of homeowners, businesses, and realtors alike.

A Commitment to Excellence

Flow-Tech Plumbing & Heating takes pride in its award-winning service and deep commitment to its employees, customers, and community. Among its notable achievements are:

- **Circle of Champions Bryant National Award**, celebrating excellence in HVAC services.
- Recognition for supporting women in the industry through **Bryant's Women in HVAC initiative**, helping women excel in a male-dominated field.
- The **Patriotic Employer Award**, presented by the Office of the Secretary of Defense for outstanding support of military employees.

This recognition is a testament to the company's dedication to quality work and fostering a supportive, family-oriented workplace.

What Sets Flow-Tech Apart?

At its core, Flow-Tech is a family-run business where the owners are actively involved in daily operations. The company thrives on values like trustworthiness, honesty, and fostering a team culture where everyone is treated like family. Flow-Tech's philosophy is simple: prioritize God, family, and business in that order. This approach has cultivated a loyal team of skilled technicians and installers who are passionate about their work.

"We define success not just as financial freedom but also as sharing in our employees' personal and professional milestones," says the owner. "When our team thrives—whether they're getting married, starting families, or retiring after decades of service—we know we've succeeded."

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- **Indoor Air Quality:** To create healthier indoor spaces, Flow-Tech provides advanced air purification systems, humidifiers, dehumidifiers, and state-of-the-art thermostats.

Realtors and property managers particularly appreciate their 24/7 emergency services, ensuring prompt solutions to unexpected issues.

Navigating Challenges

Over the years, Flow-Tech has weathered significant challenges, from managing rising material costs during COVID-19 to maintaining affordable health insurance for employees. Through it all, the company has remained steadfast in its mission to improve lives—both for its team and its customers. “If I could change one thing in this industry,” the owner remarks, “it would be to reduce government interference. Regulations made by people with no understanding of our field often create unnecessary hurdles.”

A Vision for the Future

Looking back, the owner reflects on lessons learned and the importance of aligning with other professionals to grow and innovate. “If I could do it all again, I’d focus more on working on the business rather than in it,” he shares. “It’s about seeing the bigger picture and building something sustainable for the long term.”

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With a 34-year legacy built on trust, exceptional service, and family values, Flow-Tech Plumbing & Heating is more than just a service provider—it’s a partner in comfort. Whether tackling a small repair or a large-scale remodel, the team’s expertise, commitment, and customer focus ensure every project is handled with care and precision.

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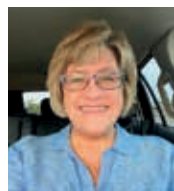
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RISING STAR

Brock Noye

PHOTO CRED: DUSTIN MCKIBBEN



In just over a year as a realtor, Brock Noye has made an extraordinary impact in the real estate world. With a career volume of over \$5.25 million, Brock's achievements highlight a meteoric rise in a highly competitive industry.

Brock entered the real estate arena in 2023, transitioning from a career in financial planning. This shift was not just a professional pivot but a step toward fulfilling a lifelong dream. His passion for solving people's problems and navigating the complexities of lifestyle changes has driven him to excel. "Ultimately, it came down to what I had a passion for," Brock shares, "and that passion is solving people's problems, lifestyle changes, and all of their wants and needs within the process of buying or selling their homes."

The relational nature of his previous career provided a strong foundation for success. However, Brock credits much of his growth to the guidance of his mentor, Jeremy Luther of RE/MAX Results. "If I didn't have my mentor, I wouldn't be where I'm at today," he reflects. His mentor's influence, coupled with Brock's genuine enthusiasm for helping clients, has cultivated a thriving practice rooted in trust and expertise.

What sets Brock apart is his focus on building lifelong relationships. "I get to interact with different people every single day and build relationships that will last for a lifetime to come," he says. For him, success is about learning from challenges and using those lessons to grow. "There's no such thing as failure. It's how you respond to those lessons that determines if you're successful."

Away from the office, Brock's personal life is filled with love and purpose. His wife, Ashley, and their three children—Everleigh (4), Bradyn (2), and Hudson (8 months)—are his greatest treasures. "My family is the best," he beams. Everleigh loves gymnastics and "girl time" with her mom, Bradyn is passionate about sports and books, and baby Hudson already has a smile that lights up the room. Together, they enjoy family vacations, road trips, and spending quality time outdoors.

Brock's advice to aspiring realtors is simple yet profound: stay consistent. "My first six months, I had zero income and felt like nothing was working," he admits. But persistence paid off. "The response to the lessons I learned and staying consistent drove my business to the next level."

Being recognized as a Rising Star, Brock is excited about the future. "Fort Wayne and the surrounding areas are the greatest places to serve people," he shares. "I look forward to helping many more people become confident homeowners." From his humble beginnings to his current success, Brock Noye's journey is a testament to passion and the power of relationships.





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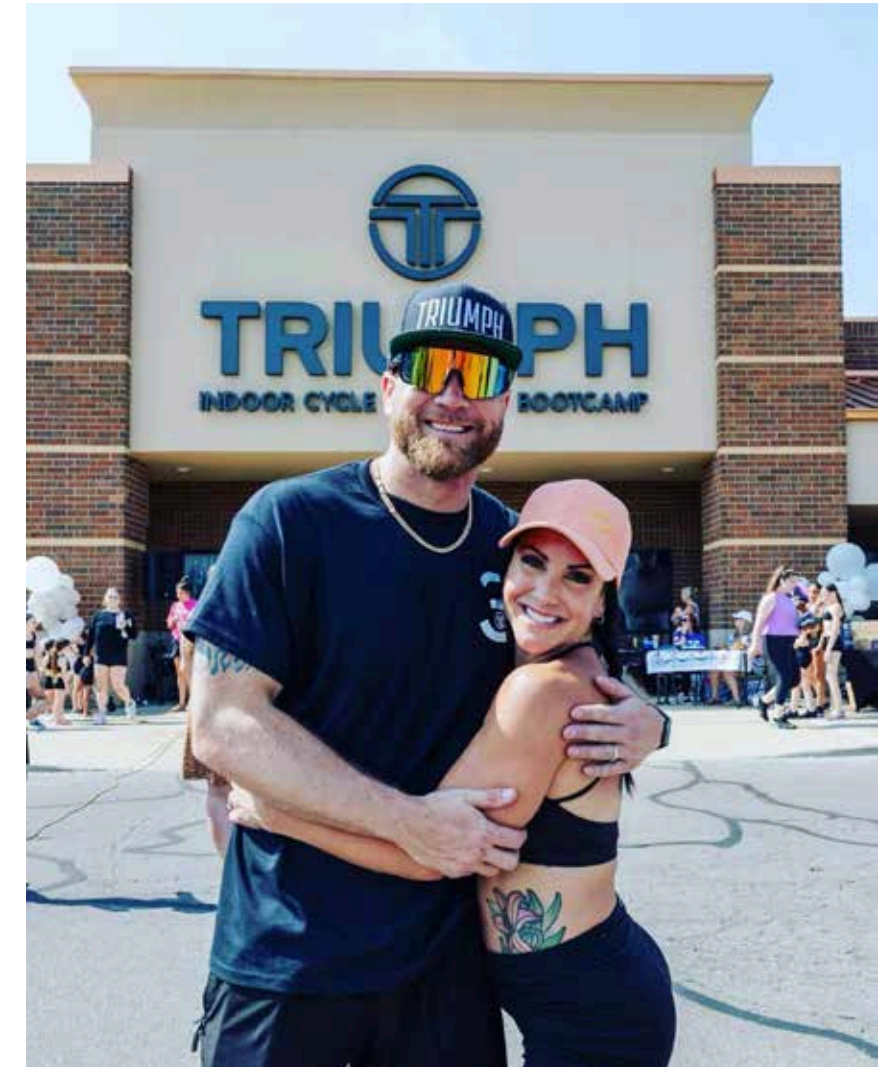
Empowering Wellness & Building Community



Triumph Studios, founded by Tyler and Kelly Davis in May 2020, is not your typical fitness studio. Launching at the height of the COVID-19 pandemic, the Davises faced immense uncertainty. Despite these challenges, they brought their dream to life, creating Fort Wayne's first-of-its-kind boutique fitness studio. Triumph Studio quickly distinguished itself with its innovative approach to fitness and wellness, becoming a sanctuary for physical, mental, and emotional transformation.

The studio offers a unique blend of six fitness modalities across four rooms: Rhythm Cycle, Boxing, Bootcamp, Build, Tone, and Mobilize. What sets Triumph apart is the rhythm-driven training approach. In three of their rooms, music fuels the workouts, turning movement into a dynamic and immersive experience. This innovative model combines the power of music, movement, and exceptional coaching to help members unlock their full potential. From personalized nutrition coaching, led by a team of expert nutritionists, to the dedication of coaches who inspire every step of the journey, Triumph Studios delivers a comprehensive wellness experience.

For real estate professionals, an industry often marked by high stress and constant demands, Triumph Studios offers a much-needed escape. Tyler Davis describes Triumph as more than just a fitness studio; it's a retreat from the chaos of daily life. Realtors, like many other professionals, are constantly on the go, always serving others. Triumph provides them with a space for self-care, where they can take 45 minutes out of their busy day to focus on their physical and mental health. This reset is not selfish;



it's an investment. The studio's environment promotes mental clarity and emotional grounding, helping realtors show up stronger and more present—not just for their clients but for their families and themselves. With services like the Mindset Training Camp, which fosters resilience and emotional strength, and top-tier nutrition coaching that promotes sustainable health, Triumph Studios gives real estate professionals the tools they need to thrive both personally and professionally.

What truly sets Triumph apart, however, is its philosophy of community and transformation. Tyler emphasizes that the studio isn't just about building stronger bodies—it's about strengthening mindsets and fostering a sense of belonging. The Mindset Training Camp is a cornerstone of this approach, teaching members to push through challenges and embrace their authentic selves. Triumph creates a space

“THEY KNOW WHEN YOU’RE NOT BEING GENUINE.”





where members are encouraged to “start by starting,” showing up as they are and trusting the process. This transformative environment helps people unlock resilience, grit, and confidence in all areas of their lives.

Tyler’s journey to founding Triumph is a testament to his own transformation. He reflects on how, 15 years ago, he would have laughed at the idea of working in fitness and wellness. However, a goal he set a decade ago to open a brick-and-mortar gym evolved into something much greater. Triumph Studio became a dream come true, marrying all of Tyler’s passions into a business that has become a cornerstone of the Fort Wayne community. The studio’s success is rooted in authenticity, a value that Tyler and Kelly infuse into every aspect of their work. As Tyler puts it, “We love big, we hurt big, we laugh, we cry. We feel the same as our members, and we share that with them.”

Launching Triumph Studios during the pandemic presented unique challenges, but it also revealed the strength and resilience of its founders, team, and community. Tyler attributes their survival and growth to the grit and determination of the Triumph family. He believes their authenticity has been a major factor in their success. “People are smart,” Tyler explains. “They know when you’re not being genuine.” Triumph’s real, raw, and human approach resonates with its members, creating a space where they feel supported, seen, and heard.

This commitment to people is reflected in every detail of the Triumph experience. From the moment a member visits the website to the time they step through the studio doors, every touchpoint is intentional. Each new member receives a handmade welcome card



“WE LOVE BIG, WE HURT BIG, WE LAUGH,
WE CRY. WE FEEL THE SAME AS OUR MEMBERS,
AND WE SHARE THAT WITH THEM.”

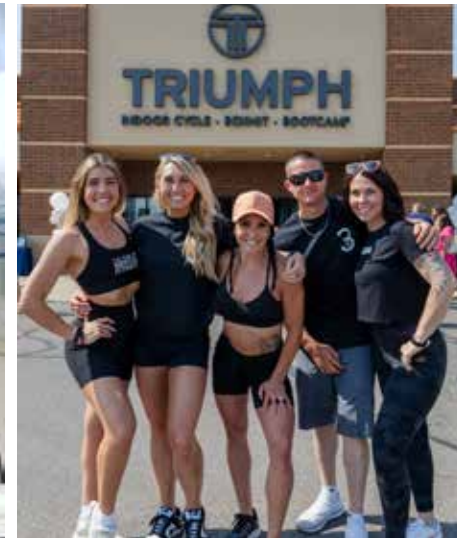


on their locker, and every workout begins with the coach’s heartfelt welcome as the lights dim. The team at Triumph—described by Tyler as “the best human beings on the planet”—works tirelessly to perfect their craft, ensuring that every member’s experience is world-class. Together, this united and cohesive team shares a common passion: to heal communities through fitness, movement, and connection.

For realtors, this emphasis on community and support is especially meaningful. Realtors are often the backbone of their communities, facilitating connections and helping families find their homes. Triumph Studios extends that same sense of belonging and connection to them, offering a place where they can recharge and reconnect with themselves. By helping realtors build physical strength, mental resilience, and emotional balance, Triumph equips them to serve their clients and communities with greater energy and focus.

Looking ahead, Tyler dreams of fostering greater unity and collaboration within the fitness industry. He hopes to see studios working together to heal communities rather than competing for market dominance. For Triumph, the goal isn’t about having the best Instagram presence or the coolest workout trends; it’s about making people feel seen and heard. “Building a community is what we do, through fitness and movement,” Tyler shares. This commitment to collaboration and authenticity underscores Triumph’s mission to create a lasting legacy.

Ultimately, Tyler defines success not by awards or accolades but by the impact Triumph has on its members and the community. Triumph Studio’s journey has been shaped by trials, resilience, and an unwavering belief in the power of transformation. Tyler wouldn’t change a thing about the path that brought him here. As he reflects, “There has been a tremendous amount of darkness in my past... but God put me through those trials to prepare me to be able to Triumph.”





For Tyler, Kelly, and the entire Triumph team, the journey is about more than fitness. It's about turning trials into triumphs, one member at a time. Fort Wayne has embraced Triumph Studios as more than just a gym—it's a space where people heal, grow, and connect. Realtors and other professionals who step into Triumph's rooms are met with not just workouts but a holistic experience that transforms them inside and out. Through its innovative offerings, community-driven philosophy, and heartfelt commitment, Triumph Studios continues to inspire and uplift, proving that every trial can indeed lead to triumph.



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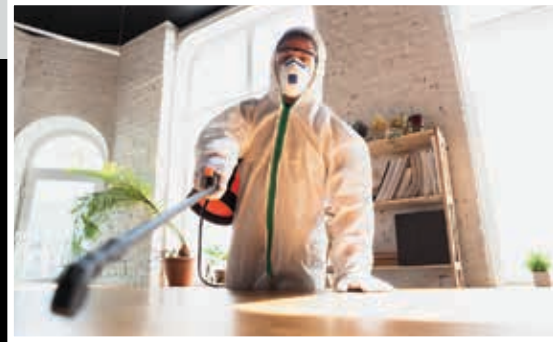


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NEW YEAR!

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Mick McMaken



PHOTO CRED: DUSTIN MCKIBBEN

Mick McMaken is a trailblazer in the real estate industry, known for his dedication to excellence, innovation, and his ability to inspire others. His career, built on resilience and a passion for creating meaningful connections, has positioned him as a leader who continually drives positive change within the field. Mick's journey is a testament to the power of hard work, strategic thinking, and an unwavering commitment to helping others succeed.

Though Mick didn't always envision a career in real estate, his path to success was shaped by his education and the influential figures who mentored him along the way. Earning an associate degree gave him a solid foundation in problem-solving and communication, tools that have proved invaluable throughout his career. Early on, he was inspired by the importance of fostering authentic relationships—a principle that remains central to his leadership philosophy.

Over the years, Mick has achieved significant milestones, from impressive career

American Dream Team



volumes to consistent annual success. While his accolades reflect his expertise, Mick is most proud of the impact he has on others, whether it's guiding clients through major life decisions, empowering his team, or mentoring aspiring professionals. For him, the greatest reward is helping others achieve their goals and watching their success unfold.

At the heart of Mick's leadership is his commitment to trust and connection, principles that form the foundation of his company, the **American Dream Team**. More than just a name, it reflects Mick's dedication to helping others achieve their version of the American dream, whether that's buying a first home or



making a sound investment. He has cultivated a company culture centered on genuine relationships and a personalized approach to service. This emphasis on authenticity creates an environment where clients and team members alike feel valued and supported. Mick believes that building trust is not only essential for business success but also the foundation of meaningful leadership.

Family plays a central role in Mick's life and inspires much of his success. He finds balance and joy in spending time with his loved ones, drawing strength and perspective from these relationships. Mick is a proud father of three children and a grandfather to three grandchildren, with even more on the way. In his free time, he enjoys golfing and tackling DIY





projects, activities that allow him to unwind and express his creativity. For him, family and personal hobbies are a reminder of why he does what he does—helping others create homes where they can build their lives and share precious moments with their own families.

Like any industry leader, Mick has faced challenges throughout his career, from navigating economic uncertainties to adapting to market shifts. These obstacles, however, have only strengthened his resolve. He views them as opportunities to grow and innovate, using the lessons learned to refine his strategies and share his insights with others. Mick credits these experiences with



shaping his ability to lead with resilience and adaptability.

Beyond his own business, Mick is passionate about improving the real estate industry as a whole. He advocates for greater transparency, simplified processes, and equitable practices that benefit professionals and clients alike. His forward-thinking vision reflects his desire to make the industry more accessible and effective, ensuring that it continues to evolve in ways that serve everyone involved.

Reflecting on his journey, Mick emphasizes the importance of staying true to one's values, embracing challenges, and never ceasing to learn. He advises aspiring professionals



to prioritize authenticity and persistence while remembering the value of balance in life. Mick encourages others to take time to appreciate personal milestones and celebrate their successes along the way.

As Mick McMaken continues to shape the real estate landscape, his story stands as a powerful example of what can be achieved through dedication, vision, and a commitment to uplifting others. With the support of his family and his team, the American Dream Team, Mick's legacy is one of leadership grounded in trust, innovation, and a genuine desire to make a difference in the lives of those he serves.

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Lancia Homes

Building Your Dreams



Jamie Lancia, Owner



Lancia Homes has earned its reputation as a premier homebuilder through a deep dedication to quality, innovation, and community engagement. With over four decades of experience, they have solidified their position as a trusted partner for families seeking not just houses, but homes tailored to their dreams. The company's core philosophy revolves around creating living spaces that foster growth, connection, and satisfaction for homeowners and their families.

What sets Lancia Homes apart is their foundation as a family-owned business. The company's leadership takes immense pride in fostering a sense of family not only within their organization but also with their clients. This familial approach is reflected in their collaborative and personalized homebuilding process. Family values permeate their workplace

culture, where every employee is treated as an integral part of the Lancia family. From their architects and designers to their craftsmen and project managers, each team member is dedicated to delivering homes that reflect the unique needs and aspirations of their clients.

The team at Lancia Homes is renowned for their expertise and passion. Described as highly skilled, innovative, and committed to excellence, they bring decades of combined experience to every project. The company's leadership emphasizes mentorship and teamwork, encouraging employees to share creative solutions and maintain high standards of craftsmanship. This cohesive dynamic ensures that every home is built with meticulous attention to detail and a focus on quality, fostering trust and satisfaction among their clients.





Success for Lancia Homes goes beyond business metrics. They define success as creating homes that genuinely enrich the lives of their clients while contributing to the strength and vibrancy of their communities. Their leadership believes that true success lies in the happiness and satisfaction of the families who live in their homes and the enduring relationships they build with their clients. For Lancia, a successful project isn't just measured by the quality of the finished product but by the smiles and gratitude of the families they serve.

The company's achievements speak volumes about their commitment to excellence. Over the years, Lancia Homes has received accolades such as the "Builder of the Year" award and recognition from industry associations for their innovative designs, quality craftsmanship, and customer satisfaction. These awards underscore their dedication to consistently exceeding expectations and serving as leaders in the homebuilding industry.

Community involvement is at the heart of Lancia Homes' mission. They actively support local organizations, including Habitat for Humanity, youth sports programs, and community improvement initiatives. This commitment reflects their belief that strong communities are built through collaboration, generosity, and shared goals. By partnering with these organizations, Lancia Homes not only enhances the lives of those they directly serve but also contributes to a broader, positive impact within their neighborhoods.

Innovation and design excellence remain key priorities for Lancia Homes. They integrate modern advancements

like energy-efficient materials and smart home technologies into their designs while honoring traditional architectural aesthetics. The homes they create reflect a perfect harmony of form and function, ensuring that every detail—from layout efficiency to custom finishes—is tailored to the unique needs and tastes of each homeowner. Sustainability is also a priority, as Lancia consistently incorporates environmentally friendly practices to minimize their ecological footprint while maximizing home longevity.

Looking ahead, Lancia Homes remains focused on growth and adaptation. By embracing emerging technologies and evolving market trends, they continue to raise the bar for residential construction. At the same time, they remain true to the core values that have defined their success—a steadfast commitment to quality, community, and customer satisfaction.

In essence, Lancia Homes is more than a homebuilder; they are creators of lasting legacies. They take pride in shaping not just the physical spaces where families reside but also the memories, relationships, and communities that flourish within them.

Whether you're a Realtor with a client seeking their forever home or in the market for a home yourself, Lancia Homes delivers not just a house, but a foundation for a lifetime of happiness.



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Real Producers Block Party!

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PHOTO CRED: LILY MIDDLETON, ART HOME PHOTO

Back in November, we had the privilege to host our first ever Real Producers Block Party! This event was graciously hosted by **The Landing** and **The Model Group**. Thank you for your wonderful hospitality!!

300 of our closest top agent and partner friends joined us downtown for what was a great afternoon of networking, food, and fun!

Thank you to the following restaurants who opened up their doors for us and served everyone delicious food!

- Mercado
- Papi's Pizza
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Thank you to our RP Partner, **Chris Lowden**, with **Get Up to Get Down Elite Entertainment** for DJ'ing the afternoon for us!

Thanks to our partners **Lily, Dustin, and the rest of the Art Home Photo Team** for capturing the afternoon in such an awesome way!

Thank you to all of our **amazing partners** at **Fort Wayne Real Producers** for supporting our community and for all you do for the agents! Without you, this platform would not exist.

Thank you to all of you as **agents** who came out! We love watching quality relationships grow and businesses be elevated through camaraderie! We are better together.

Check out the full event recap in the following pages! We hope you enjoy looking through some photos from that day, and if you were there, you just might find yourself!

Enjoy!









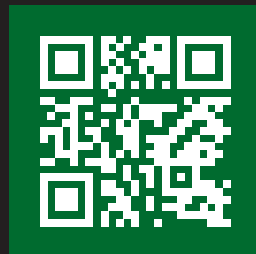






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WRITTEN BY: AUSTIN CHEVRON

As we step into a new year, it's time to set a clear vision for the future. A vision isn't just a statement; it's a guide for your actions and growth. But vision alone isn't enough—you need to surround yourself with the right people to bring it to life.

John Maxwell's *Law of the Lid* teaches that your potential is limited by the environment you're in. You'll only grow as far as the people and influences around you allow. Even more, be cautious of who is leading you—if they haven't been where you are or where you want to go, they may not have the insights to guide you effectively and the price you will pay is your DREAMS.

Reflect on your goals for 2025 and ensure they are small steps heading towards your vision. Then, assess your circle. Are you surrounded by people who

challenge and inspire you? Failure comes when you allow yourself to be the big fish in a small pond. Success comes from proximity to those who've already achieved what you're striving for, offering their wisdom and experience.

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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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Carrie White

WHERE
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PHOTO CRED: DUSTIN MCKIBBEN



In the competitive world of real estate, Carrie White stands out as a shining example of perseverance, dedication, and authenticity. Since earning her real estate license in 2020, Carrie has built a career fueled by her passion for helping others and her commitment to excellence.

Her journey into the industry was a leap of faith inspired by her love for homes and HGTV, coupled with a desire for change. During the pandemic, she transitioned from customer service and administrative roles to pursue a career that would allow her to serve others in a more impactful way. "I've always been drawn to helping others," Carrie shares. "Being able to guide someone through the process of homeownership has been deeply rewarding."

Achieving success in real estate didn't come easily. Carrie faced the initial challenges of learning the intricacies of the business, building a client base, and navigating deals. "Real estate school teaches you how to avoid fines and stay out of jail, but it doesn't prepare you for the real-world challenges," she explains. She

"REAL ESTATE SCHOOL TEACHES YOU HOW TO AVOID FINES AND STAY OUT OF JAIL, BUT IT DOESN'T PREPARE YOU FOR THE REAL-WORLD CHALLENGES."





“I GIVE HONOR TO GOD FOR EVERY SUCCESS, ALONG WITH MY AMAZING FAMILY AND THE SUPPORTIVE AGENTS I’VE HAD THE PRIVILEGE TO WORK WITH.”

credits her faith, her family, and the mentorship of two supportive brokerages for helping her overcome these hurdles. “I give honor to God for every success, along with my amazing family and the supportive agents I’ve had the privilege to work with,” Carrie says.

One of her proudest moments came when she earned the title of top producer, a milestone that had been on her vision board for years. “It was something I dreamed about, and seeing it come to fruition was incredible,” she recalls. Beyond awards, Carrie finds the most fulfillment in the personal connections she builds and

the lives she impacts. She has a special passion for working with veterans, helping them achieve the dream of homeownership. “Handing keys to a veteran is indescribable. It’s a small way to honor their sacrifices,” she explains. Carrie’s background in customer service and administration has also been a significant asset, allowing her to deliver an exceptional client experience through attention to detail and organization.

At the heart of Carrie’s success is her family, which she describes as her ultimate source of inspiration. She is the proud mother of three daughters—Amariah, Aliyah, and Gianna—and grandmother to Zaiya, who was born with a congenital heart defect and is currently awaiting a transplant. Despite the challenges her family has faced, Carrie finds strength in their resilience. “They are my reason for everything,” she says. “Their strength inspires me to push forward, even on the toughest days.”


Carrie’s authenticity is what sets her apart in the real estate industry. She firmly believes in being true to herself and offering



a unique perspective to her business. “Nobody can do what I do the way I do it,” she says. “I try not to compare my business to others, except when I can learn from them. Regardless of my years in this business or successes achieved, I can always improve.” This mindset, coupled with her commitment to growth, has been a cornerstone of her journey.

To those considering a career in real estate, Carrie offers practical and heartfelt advice: “Don’t do it for the money. You must have a genuine desire to serve others and add value to their experience. The money will come, but that can’t be the reason you’re in this field.” She also emphasizes the importance of choosing the right brokerage. “It’s not all about a company’s sales record. Look for one that offers support, training, and helps you grow as both an agent and a person.”

Looking back on her journey, Carrie expresses gratitude for the people and experiences that have shaped her career. “I don’t know who nominated me for this feature, but thank you. It’s an honor to be part of the Real Producer experience,” she reflects. With her servant’s heart, unwavering faith, and passion for people, Carrie White has become more than a successful Realtor—she’s a champion for her clients, her family, and her community. Her story is a testament to the power of courage, hard work, and authenticity in achieving success.



“I TRY NOT TO COMPARE MY BUSINESS TO OTHERS, EXCEPT WHEN I CAN LEARN FROM THEM.”

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Welcome to Art Home Photo, where we specialize in creatively capturing the essence of homes in and around the Fort Wayne area. As a dedicated real estate marketing agency, our mission is to showcase properties with innovation and flair, ensuring each home receives the attention it deserves. Whether it's through stunning photography, captivating videos, or compelling virtual tours, we are committed to helping our clients present their properties in the best light possible. At Art Home Photo, we blend expertise with creativity to elevate real estate marketing to new heights.



EMPLOYEE SPOTLIGHT

SILAS MANCO

FOR THIS MONTH'S ISSUE, WE PLACE A SPOTLIGHT ON SILAS, A DEDICATED CRAFTSMAN WHO PRODUCES MOST ELEGANT COMPOSITIONS FROM EVERY PROPERTY HE PHOTOGRAPHS. THROUGH HARD WORK AND PROVEN ABILITY, HE HAS EARNED HIS PLACE AS A KEY MEMBER OF OUR TEAM.

WHEN HES'S NOT AT WORK, HE CAN BE FOUND PLAYING AT THE DOG PARK WITH HIS BELOVED POODLE WINONA OR ON A ROADTRIP WITH FRIENDS HEADING TO A CONCERT IN A BIG CITY. SILAS HAS A BACKGROUND IN EVENT AND PRODUCT PHOTOGRAPHY, AS WELL AS GRAPHIC DESIGN.

FOR MORE INFORMATION: (260) 254-7070
ARTHOMEPHOTO@GMAIL.COM

Examples of Silas' Work:



TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2024, to November 30, 2024

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMEPS	158.5	\$45,051,071	\$284,233
2	Brandon Steffen	Steffen Group - UPSTEF	53	\$27,852,575	\$525,520
3	Heather Regan	Regan & Ferguson Group - UPREFE	38.5	\$27,448,470	\$712,947
4	Leslie Ferguson	Regan & Ferguson Group - UPREFE	38.5	\$27,448,470	\$712,947
5	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	59	\$25,178,408	\$426,752
6	Timothy McCulloch	Scheerer McCulloch Real Estate - UPSMRE	104	\$24,733,355	\$237,820
7	Beth Goldsmith	North Eastern Group Realty - UPNOEA	49	\$24,010,700	\$490,014
8	Tim Haber	CENTURY 21 Bradley Realty, Inc - UPBRAD	66	\$22,759,743	\$344,844
9	Bradley Noll	Noll Team Real Estate - UPNTRE	59	\$22,261,539	\$377,314
10	Candice Everage	Century 21 Bradley-Kendallville - NE2236	73	\$20,759,200	\$284,372
11	Warren Barnes	North Eastern Group Realty - UPNOEA	81	\$20,534,571	\$253,513
12	Evan Riecke	Encore Sotheby's International Realty - UPENSO	40	\$19,714,200	\$492,855
13	Geoff Cavender	eXp Realty, LLC - UPEXPR	50.5	\$19,096,500	\$378,148
14	Gregory Brown	CENTURY 21 Bradley Realty, Inc - UPBRAD	49.5	\$18,933,863	\$382,502
15	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	62.5	\$18,543,330	\$296,693
16	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	136	\$17,871,850	\$131,410
17	Bradley Stinson	North Eastern Group Realty - UPNOEA	46	\$17,456,800	\$379,495
18	James Felger	Mike Thomas Assoc., Inc - UPMTAS	73.5	\$17,337,917	\$235,890
19	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	64	\$16,744,800	\$261,637
20	John Garcia	Impact Realty LLC - UPIMPA	45	\$16,736,617	\$371,924
21	Alyssa Schendel	North Eastern Group Realty - UPNOEA	61.5	\$16,447,618	\$267,440
22	Jessica Arnold	North Eastern Group Realty - UPNOEA	48.5	\$15,963,915	\$329,152
23	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	69.5	\$15,907,316	\$228,882
24	Kelly York	North Eastern Group Realty - UPNOEA	52	\$15,391,022	\$295,981
25	Cecilia Espinoza	Espinoza Realtors - UPESRE	72	\$15,373,650	\$213,522
26	Kerri Morningstar	CENTURY 21 Bradley Realty, Inc - UPBRAD	44	\$15,360,860	\$349,110
27	John-Michael Segyde	Coldwell Banker Real Estate Group - UPRWGR06	52	\$15,012,618	\$288,704
28	Wendy France	CENTURY 21 Bradley Realty, Inc - UPBRAD	42	\$14,897,050	\$354,691
29	Mary Sherer	ERA Crossroads - UPSHAA	58	\$14,787,379	\$254,954
30	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	27.5	\$14,228,535	\$517,401
31	Tina Stuckey	RE/MAX Results - UPREMX01	48	\$14,152,350	\$294,840
32	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	44	\$13,951,251	\$317,073
33	Jordan Wildman	eXp Realty, LLC - UPEXPR	72	\$13,854,963	\$192,430

#	Agent	Office	Units	Volume	Average
34	Emily Ewing	North Eastern Group Realty - UPNOEA	46.5	\$13,849,000	\$297,827
35	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	47	\$13,683,390	\$291,135
36	Scott Pressler	Keller Williams Realty Group - UPKEPR	39	\$13,569,500	\$347,935
37	Richard Fletcher	North Eastern Group Realty - UPNOEA	38	\$13,344,490	\$351,170
38	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc - UPBRAD	25.5	\$12,693,900	\$497,800
39	Patti Couperthwaite	Coldwell Banker Real Estate Group - NE9	27.5	\$12,662,750	\$460,463
40	Lori Stinson	North Eastern Group Realty - UPNOEA	40	\$12,369,142	\$309,228
41	Mark Bock	Mike Thomas Associates - NE344	39	\$12,358,851	\$316,893
42	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	49.5	\$12,247,130	\$247,416
43	Raylene Webb	eXp Realty, LLC - UPEXPR	70	\$12,242,945	\$174,899
44	Linda Williams	Coldwell Banker Real Estate Group - UPRWGR09	49	\$12,242,554	\$249,848
45	Justin Walborn	Mike Thomas Assoc., Inc - UPMTAS	36	\$12,032,900	\$334,247
46	Andrea Gates	Coldwell Banker Real Estate Group - UPRWGR09	45	\$12,001,530	\$266,700
47	Michelle Wyatt	Wyatt Group Realtors - UPWGRE	37	\$11,740,400	\$317,308
48	Frank Shepler	CENTURY 21 Bradley Realty, Inc - UPBRAD	28	\$11,460,728	\$409,311
49	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	37.5	\$11,291,354	\$301,102
50	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	26	\$11,287,000	\$434,115

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 November 30, 2024

#	Agent	Office	Units	Volume	Average
51	Kimberly Ward	North Eastern Group Realty - UPNOEA	109	\$11,229,956	\$103,027
52	Michael Kirchberg	Uptown Realty Group - UPUTRG	36	\$11,209,730	\$311,381
53	Andrea Shepherd	Mike Thomas Assoc., Inc - UPMTAS	37	\$11,142,850	\$301,158
54	Tyler Jackson	CENTURY 21 Bradley Realty, Inc - UPBRAD	53	\$11,094,330	\$209,326
55	Cindy Bluhm	Mike Thomas Assoc., Inc - UPMTAS	30	\$11,013,454	\$367,115
56	Troy Wieland	Wieland Real Estate - UPWREE	29	\$10,985,724	\$378,818
57	Lynette Johnson	North Eastern Group Realty - UPNOEA	27	\$10,915,301	\$404,270
58	David Springer	Mike Thomas Assoc., Inc - UPMTAS	23	\$10,805,200	\$469,791
59	Leah Marker	Mike Thomas Assoc., Inc - UPMTAS	19	\$10,655,100	\$560,794
60	Jackie Clark	Coldwell Banker Real Estate Group - UPRWGR09	29	\$10,624,650	\$366,367
61	Emily Cary	Keller Williams Realty Group - UPKEPR	40.5	\$10,545,649	\$260,386
62	Joseph Wootan	List With Freedom.com LLC - NE2283	45	\$10,544,950	\$234,332
63	Dana Botteron	CENTURY 21 Bradley Realty, Inc - UPBRAD	43	\$10,498,113	\$244,142
64	Alan Scherer	North Eastern Group Realty - UPNOEA	23.5	\$10,440,587	\$444,280
65	Martin Brandenberger	Coldwell Banker Real Estate Group - UPRWGR09	24	\$10,240,400	\$426,683
66	Michael Payne	Coldwell Banker Real Estate Group - UPRWGR05	23	\$10,224,600	\$444,547
67	Daniel Morken	Morken Real Estate Services, Inc. - UPMRSI	30.5	\$10,184,300	\$333,911
68	Matthew Hawkins	Wieland Real Estate - UPWREE	36	\$9,986,520	\$277,403
69	Son Huynh	CENTURY 21 Bradley Realty, Inc - UPBRAD	31	\$9,947,210	\$320,877
70	Ian Barnhart	Coldwell Banker Real Estate Group - UPRWGR05	32.5	\$9,925,550	\$305,401
71	Joni Donaghy-Myers	Coldwell Banker Holloway - UPCOHO	37	\$9,917,625	\$268,043
72	Mary Anne Taylor	North Eastern Group Realty - UPNOEA	39	\$9,902,612	\$253,913
73	Justin Longardner	CENTURY 21 Bradley Realty, Inc - UPBRAD	36	\$9,866,400	\$274,066
74	Erin Poiry	Mike Thomas Assoc., Inc - UPMTAS	23.5	\$9,821,541	\$417,937
75	Derek Pearson	Perfect Location Realty - UPPELO	40	\$9,757,382	\$243,934
76	Jody Holloway	Coldwell Banker Holloway - UPCOHO	48	\$9,716,509	\$202,427
77	Randy Harvey	Coldwell Banker Real Estate Group - UPRWGR06	46	\$9,711,798	\$211,126
78	Ray Smith	American Dream Team Real Estate Brokers - UPADTR	36	\$9,711,158	\$269,754
79	Wade Griffin	North Eastern Group Realty - UPNOEA	24	\$9,677,170	\$403,215
80	Charity Middleton	Noll Team Real Estate - UPNTRE	24	\$9,665,700	\$402,737
81	Emily Ganshorn	CENTURY 21 Bradley Realty, Inc - UPBRAD	55.5	\$9,663,623	\$174,119
82	Marcus Christlieb	F.C. Tucker Fort Wayne - UPFCTU	27.5	\$9,662,003	\$351,345
83	Isabella Reed	Keller Williams Realty Group - UPKEPR	30	\$9,617,925	\$320,597

#	Agent	Office	Units	Volume	Average
84	Keri Garcia	Mike Thomas Assoc., Inc - UPMTAS	20	\$9,562,765	\$478,138
85	Al Hamed	North Eastern Group Realty - UPNOEA	4	\$9,500,000	\$2,375,000
86	April West	Scheerer McCulloch Real Estate - UPSMRE	52	\$9,480,000	\$182,307
87	Daniel Orlando	Mike Thomas Associates - NE341	28	\$9,468,201	\$338,150
88	Jeffery Holtsclaw	CENTURY 21 Bradley Realty, Inc - UPBRAD	35	\$9,421,100	\$269,174
89	Corey Malcolm	RE/MAX Results - UPREMX01	29.5	\$9,364,139	\$317,428
90	Melissa Maddox	North Eastern Group Realty - UPNOEA	30.5	\$9,361,557	\$306,936
91	Valarie Bartrom	Mike Thomas Assoc., Inc - UPMTAS	31	\$9,359,000	\$301,903
92	Craig A Walker	Coldwell Banker Real Estate Group - NE9	18	\$9,341,800	\$518,988
93	Timothy Green	Sterling Realty Advisors - UPSTAS	33	\$9,331,000	\$282,757
94	Jami Barker	RE/MAX Results - UPREMX01	28	\$9,296,100	\$332,003
95	Ginger Miller	CENTURY 21 Bradley Realty, Inc - UPBRAD	26	\$9,269,721	\$356,527
96	Amy Griebel-Miller	Coldwell Banker Real Estate Group - UPRWGR06	36	\$9,230,300	\$256,397
97	Vicki Topp	CENTURY 21 Bradley Realty, Inc - UPBRAD	29	\$9,197,682	\$317,161
98	David Gall	Coldwell Banker Real Estate Group - UPRWGR09	24	\$9,184,200	\$382,675
99	Josh Krueckeberg	Krueckeberg Auction And Realty - UPKRAU	23.5	\$9,092,175	\$386,901
100	Anita Hess	Century 21 Bradley-Kendallville - NE2236	34.5	\$9,089,155	\$263,453

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- ✓ **OneUp:** With only 1% down, empower more clients to achieve their homeownership dreams.
- ✓ **RateRelief:** A unique tool to offer comfort in uncertain markets by smoothing out rate concerns.
- ✓ **Refi-Radar:** Stay ahead of rate trends and notify clients of optimal refinancing windows.
- ✓ **Temporary Buy-Downs:** A helpful option to ease clients' initial payments during the first years.

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