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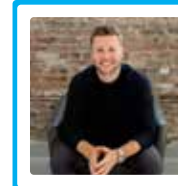
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# TOP TEN

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I've always been a "Top Ten" kind of guy. Whether it's casually ranking movies, debating the best restaurants, or recounting funny

moments from the zoo, I've found that lists are a fun way to frame the world around us. When I became a dad, I knew I wanted to pass this habit on to my kids. So, every night before bed, I tuck them in and ask, "What are your top ten favorite things from today?"

At first, I guided them through it, helping them remember the little moments—the good, the funny, and the meaningful. By the time we reached number ten, they'd end the day feeling grateful, a sense of appreciation spilling over. But then, something amazing happened.

One day at lunch, my five-year-old looked up at me and said, "Dad, this is totally going to be in my Top Ten!" That's when it hit me. This wasn't just a bedtime exercise—it was rewiring how

they saw the world. Throughout their day, they were searching for moments to celebrate, to savor, and to cherish.

It's easy to let negativity creep in when life doesn't go as planned. But when you're actively hunting for your "Top Ten," the lens shifts. Gratitude takes center stage.

We've even added a twist to the tradition. I now challenge my kids (and myself) with this question: "If someone else was making a Top Ten list today, would you be on it?" Think about that. How can you impact someone's day so profoundly that you'd make their highlight reel?

Here's my challenge: How many "Top 10" lists can you crash? Forget Billboard or the NCAA rankings—you're probably not making those. But you can absolutely dominate the Top 10 Neighbors Who Don't Let My Dog Escape or the Top 10 People Who Actually Text Back lists. Aim for greatness where it counts! What are the Top Ten moments of your day so far?

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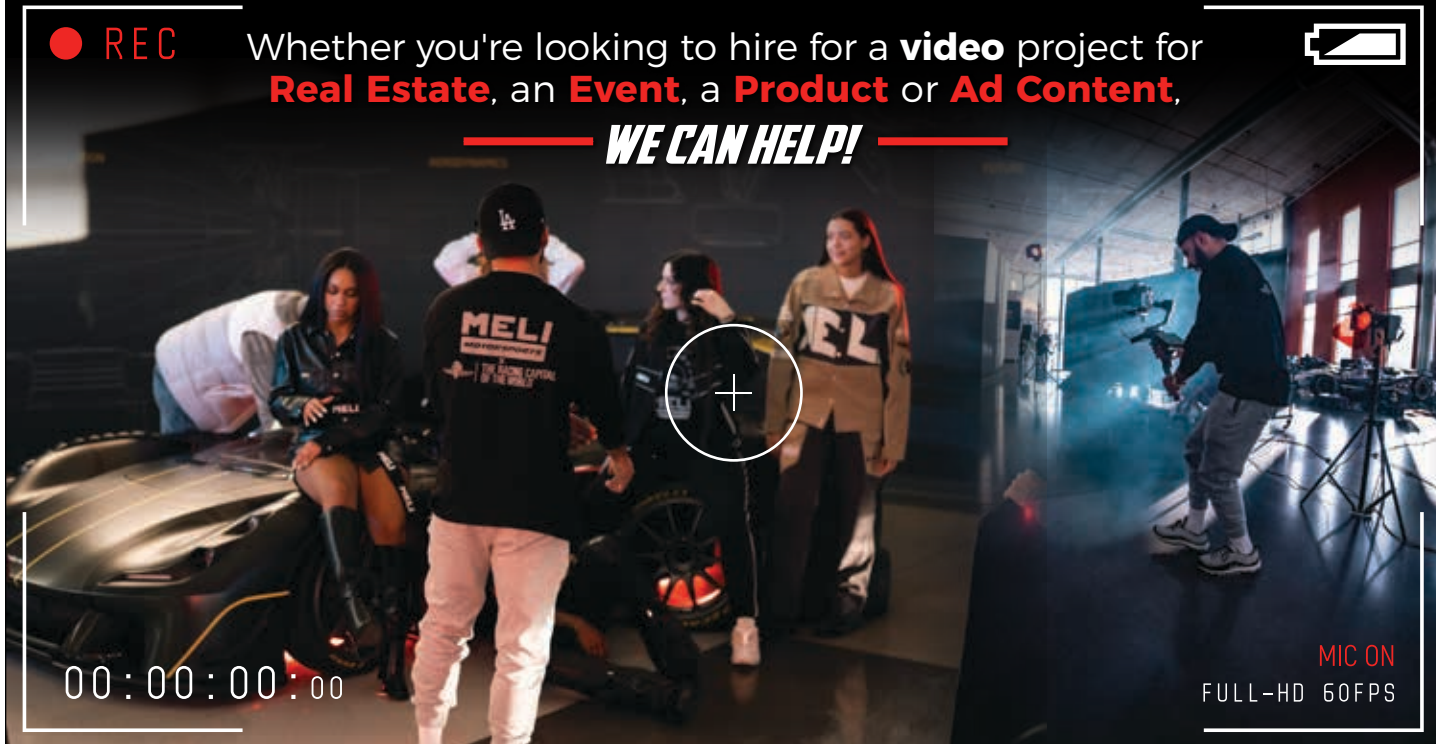


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# 2024 Christmas Party

At Parks Place Pub

This event was made possible by our adored hosts Amy Robbins with Ruoff Home Mortgage, and Ron Smith with Indy Sky Pics. They put on one heck of a party at Parks Place Pub! Our sponsors brought awesome prizes as always, and we even got some Realtors to sing Christmas carols on stage. Thank you to everyone who joined and made it the best Christmas party of the season!







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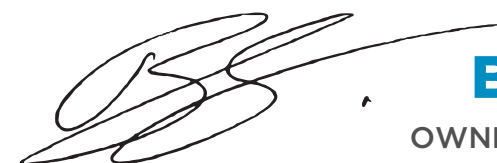
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# Katie Hiatt

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## Key Stats

Licensed in July in 2023  
Career Volume: \$5M  
Last year's total volume: \$2.8M  
Head of CHG Investment Division

### Q. WHEN DID YOU KNOW THAT YOU WANTED TO BE A REAL ESTATE AGENT?

A. When the world shut down in 2020 due to COVID, I took a trip to visit my family in Oahu. During this trip, I really took a step back and thought deeply about what I wanted to do in life. Up until that point, I had been set on graduating college and pursuing a career in the FBI Counterterrorism Unit. However, in Hawai'i, I was given the opportunity to explore the field of real estate, and I decided that this was the industry for me. It was no surprise to me, after looking back at my camera roll growing up and seeing that I was always taking photos of beautiful houses, that I found real estate to be my calling!

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

A. I am a 'one-stop shop' when you hire me. I do not have an assistant, transaction coordinator (TC), or anyone else handling my work. While I understand that some realtors may need to delegate tasks due to family obligations or other factors, I am young and fully capable of managing everything on my own. As a result, all my clients communicate directly with me, no exceptions. This allows me to stay on top of every detail in my deals because I am the sole point of contact. I go out of my way to be creative with marketing and make sure every property I represent stands out among its competitors on the market

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

A. A big challenge is not being on the "clock" and instead, working 24/7. I did not want to work a 9-5 so I just settled for working all day/night instead. However, I will never complain about it because I want to provide an exceptional service





time homebuyer, a relocation client, or an investor wanting to purchase a property to flip, I always enjoy helping people achieve their specific goals. One of the biggest rewards of my job is being able to help and learn from investors every day in the field. A big goal of mine when I got into real estate was to invest in and flip properties myself. I am now given the opportunity to not only learn from my clients who are doing it every day, but also assist in the design aspects as well.

**Q. WHAT HAS CONTRIBUTED TO YOUR QUICKER SUCCESS?**

A. If I hadn't made the mistakes and kept failing at the beginning of my career, I wouldn't be where I am today. I quickly learned how complex this industry is and definitely made mistakes along the way. My approach has always been that you can either see it as a loss or as a learning opportunity. Every mistake, and every time I failed, brought me one step closer to another deal because I learned from each mistake I made.

**Q. WHAT PEOPLE INFLUENCED YOU THE MOST?**

A. My parents. Growing up, seeing how hard they both worked was always inspiring to me. They gave me an amazing life and continue to inspire me to this day. I would not be where I am today without both of them, and they motivate me every day to become the best I can be.

The moment I realized I wanted to go into real estate, I knew Carrie Holle would be the first call. I had been following her team for a few months prior and loved their branding, while also admiring Carrie and her work ethic. From day one of joining her team, I always looked up to her and knew I wanted to be in her shoes one day. Both Carrie Holle and Lisa Kleinke took me under their wing as a brand-new agent and really guided me through my first few months in the industry. They both influenced me to become the very best, no matter my age or experience.

**Q. WHAT ADVICE WOULD YOU GIVE TO THOSE CONSIDERING REAL ESTATE?**

A. The first thing I would tell anyone that is wanting to pursue real estate is to be consistent and find their niche. This is an industry that is unpredictable and being consistent and maintaining your pipeline is crucial. Second, finding a niche that you want to specialize in is huge and can set you apart from many agents by having a certain expertise in one area.

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

My definition of success is being committed to getting 1% better every day and knowing your 'why'—the motivation that drives you. If you can fully commit to achieving your goals and improving your self-development, not being successful becomes very difficult. Therefore, my definition of success is not a fixed destination, but rather the outlook on the journey to get there.

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

A. My other interests include traveling, hiking, journaling, reading, and cooking.



to all my clients. For instance, if one of my clients texts me at midnight or in the middle of a dinner, I am responding. It was a big challenge the first few months and my friends and family have been more than understanding knowing what my job requires of me. I now embrace this aspect of my career. I found early on that the best deals are found at 2am when I am scrolling on Zillow looking for flips for my investor clients. My clients call me crazy sometimes when I send them deals in the middle of the night, but when my job is something I love doing - it never feels like work!

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

A. The biggest positive I have found during my time as an agent is meeting new people every day and helping them reach their goals of owning real estate. Whether it's a first-



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# Master Class Recap Elite Sales

November 2024



Time to ring in the final masterclass of 2024 with elite sales strategies from our panelists: Scott Chain, Steve & Sophie Sergi and Shereen Wallace.

Reflecting back on this year, why were some agents able to outperform the market better than others? Well, some might say it comes down to hustle and grind:

- How bad do you want to build your business?
- What are you waking up to do every day?

But maybe you're wondering how these agents conquered the last few years of buyer hurdles and hesitations to stay consistent and grow in their business.

It's no secret that 2024 came with new challenges for us all and it's undeniable that there's been a lot of noise in the industry around us. But despite everything that's going on - we have to realize that real estate will ultimately continue to be unchanged and remain a steady investment. It's not about the interest rates or challenges of the market. It's realizing that this is a people business and sometimes it takes stepping back to see things from a different viewpoint to really understand how people want to be treated and communicated with. Don't assume that everyone's preferences are the same or even identical to your own.

Mostly importantly, we cannot get caught up in all the chaos around us or let our clients do so either. We have to understand what's holding buyers back in the first place. Find the reasons why they are waiting and come up with creative solutions to address it. Sometimes that might take skipping the text message and actually getting out in front of them. Ultimately, the right time to buy has nothing to do with the market or interest rates - the right time to buy is when it's the



BY MARCY FOX

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# ENERGY INEFFICIENT HOMES

## And What You Can Do About It

BY PHIL THORNBERRY

**M**any older homes, though charming and unique, are often energy-inefficient compared to newer constructions. This inefficiency can result in higher utility bills, uncomfortable indoor temperatures, and a larger carbon footprint. But why are older homes so often energy inefficient, and what can homeowners do to improve this?

### Common Causes of Energy Inefficiency in Older Homes

- 1. Outdated Insulation:** Homes built decades ago often have inadequate or aging insulation that fails to keep warm air inside in winter and cool air inside in summer. Insulation in attics, walls, and crawl spaces may have degraded over time, resulting in drafts and energy loss.
- 2. Single-Pane Windows:** Many older homes were built with single-pane windows, which do not provide adequate insulation. Single-pane glass can easily allow heat to escape in winter and let it in during summer, causing the heating or cooling system to work harder than it should.
- 3. Leaky Ductwork:** In many older homes, ductwork may be leaky or improperly sealed. This allows heated or cooled air to escape before it even reaches the

rooms, making it harder to maintain comfortable indoor temperatures.

- 4. Inefficient Heating and Cooling Systems:** Older HVAC systems are often much less efficient than newer models. Not only do they consume more energy, but they may also be reaching the end of their lifespan, leading to potential breakdowns and expensive repairs.
- 5. Outdated Appliances and Lighting:** Many older homes still have outdated appliances and lighting that consume more energy than modern, energy-efficient models. Replacing these with ENERGY STAR-certified products can significantly reduce energy use.

### The Importance of a Home Energy Audit

For homeowners of older houses, a home energy audit is an invaluable tool. Also known as an energy assessment, this identifies areas where energy is being wasted and recommends targeted improvements. Professionals will examine insulation levels, duct leakage, window quality, HVAC efficiency, and other factors to give a complete picture of the home's energy performance. Based on the audit, homeowners can prioritize upgrades that offer the best return on investment.

### Upcoming HEEHRA Rebate Program

To make these upgrades more affordable, the U.S. government has introduced the Home Energy Efficiency and Electrification Rebate Act (HEEHRA) program. Indiana is ahead of the pack and has already secured \$182 million for disbursement to Hoosiers. Expected to roll out in early 2025, HEEHRA offers rebates for energy-efficient improvements, like insulation upgrades, new HVAC systems, and

efficient appliances. This program can significantly reduce the cost of energy efficiency upgrades, helping homeowners make impactful improvements while saving on utility costs.

Upgrading an older home can improve comfort, reduce energy bills, and lower environmental impact. By combining a home energy assessment with HEEHRA rebates, homeowners can make meaningful changes to enjoy a more efficient, comfortable, and sustainable home.

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## The REALTOR® Foundation Update

Getting Involved with the MIBOR REALTOR® Foundation

BY DAWN ADAMS



Giving back is central to the mission of REALTORS®. Your role in real estate is vital to the well-being of countless individuals. While homeownership is key to our shared success, safety, and prosperity, many vulnerable neighbors of our community still struggle to find safe, stable housing. By volunteering your time, making financial contributions, or simply raising awareness, there are many meaningful ways you can make a difference and change the outcomes for these individuals.

The MIBOR REALTOR® Foundation provides several opportunities for you to get involved. By taking action, you are helping vulnerable individuals find safe and stable housing. Here are some impactful ways to get involved:

- **Host a Donation Drive:** Organize a donation drive at your office to benefit one of our Foundation's grantee organizations. Collect essentials such as hygiene products, socks, or household items to directly support those in need. It is a simple, effective way to rally your team and make a real impact.
- **Participate in the Week of Service:** Join us from March 3-7, 2025 for our annual Week of Service! This is a hands-on

opportunity to volunteer alongside fellow REALTORS® and community members, working on projects that make a direct difference for our grantees and their clients.

- **Join a Committee:** By serving on a MIBOR REALTOR® Foundation committee, you can help shape the programs and initiatives that drive our mission forward. It is a rewarding way to be directly involved in the decision-making process while building connections with like-minded professionals.
- **Attend a Fundraising Event:** Support our mission by attending a MIBOR REALTOR® Foundation fundraising event. These gatherings not only raise crucial funds but also provide an opportunity to network, learn more about our work, and celebrate our community's generosity.
- **Become a Donor:** Whether as a one-time donor or through monthly contributions, your financial support helps sustain our annual fund that provides grants to nonprofit organizations solving homelessness.

These are just a few ways to lend your support. However you choose to get involved, your efforts make a lasting impact on our community's most vulnerable neighbors. Visit [realtorfoundation.org](http://realtorfoundation.org) and help us link hope to homelessness!

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NMLS # 147586  
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Photo by: Sarah Shields



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**Is it the same Pyatt Builders team at Taylor Morrison?**

Yes! Your favorite people are still here to help you and your clients.

**Are there changes to the build process involving brokers?**

No. We will continue to communicate directly with you and your clients through closing and warranty.

**How does this change affect the partnerships with brokers?**

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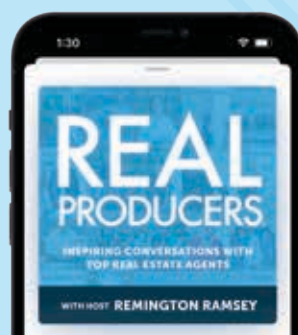
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# LAURA HEIGL

## Real Estate Fueled by Faith and Family

BY KELSEY RAMSEY  
PHOTOS BY KELLY KLEMMENSEN

Laura Heigl is a standout figure in the real estate world, not just because of her impressive sales figures but because of the genuine care she shows for her clients and community. A top producer with Century 21, Laura's team ranks #13 globally in the system. While she's proud of those achievements, the award that means the most to her is the Century 21 Spirit Award. This award recognizes an individual who actively makes a positive impact on others, whether through their work, family, or personal passions. "That award has stayed with me more than any other," she reflects. "It's an honor to be recognized alongside so many incredible individuals who make a difference in the world."

Throughout her journey from Michigan to Arizona to Indiana, her family has played a key role in shaping her outlook on life and work. A dedicated mother, Laura's children have been her biggest inspiration. She's very proud of her daughter with Down syndrome, who, despite the many challenges she faces, has always given her best in life. "Watching my daughter work so hard to live independently and succeed in college has been one of the most powerful experiences of my life," she says. She equally enjoys the successes of her other three children and appreciates the "village" they give their sister with Down syndrome.

Laura believes the values she instills in her family, like determination, integrity, and empathy, are essential to her success. She wants to live a life that reflects high standards, effort, and care for the people she loves. "When people leave an interaction with me, I want them to feel valued and respected."



“  
When people leave an interaction with me, I want them to feel valued and respected.”

Before finding her calling in real estate, Laura had a successful career in medical sales, where she worked in operating rooms, cardiac cath labs, and labor and delivery. It was a demanding job that required quick thinking and constant attention to detail, but after her daughter was born with Down syndrome, Laura knew she needed more flexibility. "My husband's job was more stable, and I felt it was important for one of us to stay home with our daughter," she explains. "I'm naturally a caretaker, and having that time with her was something I couldn't pass up."

Once her daughter was old enough for kindergarten, Laura decided to dive into real estate, a field she'd always loved. The transition wasn't a huge leap, as she had always been drawn to sales. "I realized real estate would offer me the flexibility I needed to be there for my kids while still pursuing a fulfilling career," she says. Unlike in medical sales, she knew she could be more present for her family.

Laura's 36-year marriage to her husband, John, is a foundation of love and humor. John works for Eli Lilly and is a chemical engineer with three master's degrees, and Laura jokes that she's given up trying to help him with his wardrobe. Together, they've raised four remarkable children. Their oldest, Tim, works in insurance sales in Atlanta, speaks four languages, and is a caring older brother to his sisters. His wife Adriana, an immigrant from Costa Rica, is an RN pursuing her CRNA, and Laura is proud to see the world through her perspective. Their daughter Lillie, a Kennedy Fellow on Capitol Hill in disability advocacy, recently married Dustin, whom she met in law school. AnnCatherine (AC), who has Down syndrome, is also in Atlanta, living independently after attending George Mason University's Mason Life program. She was a cheerleader in college and still lives by the motto, "cheer is life." Their youngest, Mari, just graduated from the University of Georgia and spent a year studying in Brazil before joining Tim in insurance sales. With their children now spread across different cities, the Heigl family cherishes time together, whether playing games, cooking, or watching movies. Last Christmas, they celebrated



“  
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work so hard to live  
independently and succeed  
in college has been one  
of the most powerful  
experiences of my life.”



Laura and John's 35th anniversary with a family trip to Quebec and Montreal.

Life has thrown its fair share of challenges Laura's way, from losing her parents at a young age to the heart-wrenching experience of burying her first-born daughter. But these hardships haven't slowed her down. Instead, they've made her even more determined to make the most of every opportunity. "I've faced a lot of tough times," she says. "But I don't let them define me. Life is what you make of it, and I focus on the positive moments, the people I love, and the work I do."

One of her most memorable challenges in real estate involved a difficult seller who required a restraining order due to erratic and aggressive behavior. Despite the stressful situation, Laura remained calm and professional, and with the full support of her brokerage, she was able to handle the situation and get the necessary legal protection. She was thankful to be on a team who had her back through such an unusual experience.

Laura doesn't like to boast, but her success can certainly be attributed to a few key traits: hard work, high standards, and a deep focus on the needs of her clients. "I don't settle for mediocrity," she says. "Whether it's with my kids or in my career, I always put in my best effort." Her background in medical sales taught her the importance of providing



top-notch service, and she's carried that mindset into her real estate practice, ensuring that every client receives the attention and care they deserve.

"I think what sets me apart is my approach to people. I treat each client like they're family, and I'm always focused on getting them the best possible outcome."

Looking back on her career, Laura has valuable advice for anyone starting out in real estate. "You have to make an effort every single day," she says. "Keep learning, keep improving, and always focus on what's best for your client." She emphasizes the importance of building trust and maintaining a strong work ethic, making sure your clients know that you're putting their best interests first.

For those who are considering starting a team, Laura offers a piece of advice: it's not easy. "Running a team is like running a small brokerage, and it requires a lot of time and effort," she explains. "Make sure you're clear on your reasons for doing it, and understand the level of investment—both in terms of time and energy—that's involved."

Ultimately, Laura's legacy will be built on her values, her family, and her dedication to providing exceptional service to her clients. As a Christian, she "would be thrilled to be remembered as someone who honored Jesus in my words and deeds." She is grateful for the career she has built and the people she has had the privilege to work with.

Whether it's through her real estate work or the love and support she gives her family, Laura Heigl's approach to life is simple: work hard, love deeply, and always give your best. And it's this attitude that will ensure she remains a respected and valued figure for years to come.

# Life's Lessons

KRISTEN OLSEN (WOMEN'S COUNCIL OF REALTORS, INDIANA 2024 STATE PRESIDENT)

We've all been given advice throughout our lifetimes, especially during our youth, with most of it falling on deaf ears. Now fast forward to your more mature self, you begin to reflect on your life and the paths you've taken throughout the years. While evaluating the variety of friends made along the way, all of the good, the bad and the ugly rush in at once. You start to realize each experience in your life was actually a lesson, something you didn't grasp at the time, but upon reflection you now see things clearer even with those rose colored glasses on. Anything can interrupt the flow of your day or life but taking a step back to analyze what's happening may lead to a more positive outcome.

There is a lesson to be learned in everything we do. It's been said, go with your gut instinct and not to second guess yourself. Believe it or not, that's a tough one for most. In the beginning our lives were mapped out before we ever existed. Once you give in and go with the flow life starts to take on a different shape.

For example, REGRET is one of life's lessons people struggle with. The big old R word, REGRET. Regret can become a huge obstacle when you don't know how to channel those feelings. Regret you didn't take the time for a loved one before they were called home is probably top on the list along with missed opportunities.

Why is it we are so remorseful when we are having feelings of regret? Take a moment to internalize it. Is it selfishness that we didn't get more time with that person or you felt that missed opportunity was a once in a lifetime deal?

What we are doing is beating ourselves up and not seeing the lesson at hand.

If we are regretting the loss of a loved one it's easy to see we are missing that companionship, the connection



that bonded you in the beginning. It's a deep sense of loss and in the moment you realize you've missed so many opportunities to have spent more time with that person. In reality it's full of wonderful things, each tear shed is a reflection of the memories you shared throughout that relationship. In the beginning it's all sadness until it isn't, remembering some of the happiest times makes you feel uplifted, almost empowered. You find talking about that person brings more joy than sadness.

The lesson here was not to dwell on the loss but to celebrate the love and time you had with them. The

knowledge they left you with no matter how small will play a role at one point along your journey. It's like a seed that was planted waiting for the opportune time to make its debut.

Missed opportunities, now that's one that leaves you second guessing your decision. The old "what if"! For instance, you pass on a golden business opportunity that leaves you questioning whether you made the right choice. In reality, it creates a path to new opportunities that you wouldn't have considered before. If you ever find yourself diving into that pool of self doubt try reflecting on something positive.

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## Jason DeArman

For Jason DeArman, success is about providing for family, making a living, touching lives in a good way and about raising a family to thrive. He says that good things come to those who stay busy, and that he does. In fact, he emulates the idea of real estate being a lifestyle. "For me, work / life balance is only achieved by recognizing that real estate captures my lifestyle, or rather, I must see all my responsibilities as 'one big life,'" he explains. In order to give his clients the appropriate experience, Jason seeks to foundationally keep the interests of those clients first. He cares for them, educates them, and the normal result is not only the sale but the fact that most of them become like family to him. In his career, he has sold almost 600 houses, and that is a lot of meaningful transactions, positive experiences and untold enjoyable relationships.

“  
For me, work / life balance is only achieved by recognizing that real estate captures my lifestyle, or rather, I must see all my responsibilities as 'one big life,'

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to November 30, 2024

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Mike Deck	57	64	121	\$123,228,704
2	Matt McLaughlin	67	70	137	\$115,269,741
3	Mike Scheetz	209	12	221	\$97,535,296
4	Allen Williams	87	80	167	\$88,176,109
5	Carrie Holle	104	26	130	\$77,179,193
6	Bif Ward	41	20	61	\$74,756,368
7	Justin Steill	80	33	113	\$71,003,926
8	Lindsey Smalling	118	128	246	\$69,338,232
9	Alex Montagano	69	113	182	\$60,475,914
10	Eric Forney	55	105	160	\$55,586,340
11	Stephanie Evelo	74	67	141	\$53,409,584
12	Stephen Clark	50	70	120	\$52,944,672
13	Jennil Salazar	29	17	46	\$51,944,566
14	Chandra Sekhar Alokam	27	106	133	\$51,410,473
15	Robbin Edwards	47	29	76	\$49,602,600
16	Michelle Chandler	80	77	157	\$49,511,718
17	Jamie Boer	54	53	107	\$47,711,144
18	Shannon Gilbert	36	77	113	\$46,640,026
19	Eric Wolfe	91	92	183	\$45,940,970
20	Erika Frantz	83	13	96	\$45,556,451
21	Mark Linder	39	30	69	\$43,912,974
22	Laura Turner	44	48	92	\$41,428,854
23	Lora Reynolds	29	93	122	\$37,779,388
24	Steve Lew	62	73	135	\$36,972,430
25	Mary Wernke	15	19	34	\$36,862,224
26	Patrick Watkins	52	47	99	\$35,973,100
27	Chris Schulhof	25	22	47	\$35,684,740
28	Sena Taylor	34	57	91	\$35,396,931
29	Kelly Dather	21	55	76	\$34,993,032
30	Laura Heigl	25	19	44	\$34,523,630
31	Mike Feldman	37	30	67	\$34,234,182
32	Drew Wyant	66	35	101	\$33,645,183
33	Nicholas Laviolette	25	28	53	\$33,299,914

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Tim O'Connor	50	28	78	\$32,975,426
35	David Brenton	68	43	111	\$32,918,167
36	Staci Woods	36	44	80	\$32,690,474
37	Jerrod Klein	85	0	85	\$32,637,508
38	Traci Garontakos	22	11	33	\$32,421,558
39	James Embry	61	23	84	\$32,030,672
40	Rashad Mitchell	64	11	75	\$31,369,657
41	Brigette Nolting	38	51	89	\$31,252,039
42	Jeffrey Cummings	55	42	97	\$30,668,790
43	Jeffrey Paxson	55	32	87	\$30,534,650
44	Laura Waters	37	40	77	\$30,369,895
45	Brandon Smith	27	15	42	\$29,799,900
46	Patrick Keller	41	43	84	\$29,157,778
47	Sean Daniels	40	34	74	\$28,594,528
48	Jenny Lauck	8	76	84	\$28,449,290
49	Scott Chain	38	54	92	\$28,148,098
50	Christopher Fahy	39	17	56	\$27,572,041

**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.



# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to November 30, 2024

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Danielle Robinson	34	29	63	\$27,190,785
52	Matthew Kressley	18	15	33	\$27,063,624
53	Summer Hudson	29	67	96	\$26,894,290
54	Brian Sanders	18	20	38	\$26,183,400
55	Luis Coronel	30	147	177	\$26,063,055
56	Jennifer Shopp	30	31	61	\$25,990,639
57	Benjamin Jones	14	25	39	\$25,935,909
58	Mark Dudley	53	48	101	\$25,401,507
59	Molly Hadley	39	30	69	\$25,275,007
60	Scott Hackman	21	18	39	\$24,846,869
61	Peter Stewart	55	44	99	\$24,758,926
62	Tina Smith	13	19	32	\$24,740,100
63	Julie Preston	34	35	69	\$24,478,224
64	Jeanne Hutcherson	23	15	38	\$24,456,250
65	Meighan Wise	22	19	41	\$24,413,007
66	Stacy Barry	17	25	42	\$23,979,005
67	James Robinson	18	31	49	\$23,486,790

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Denis O'Brien	40	42	82	\$23,435,960
69	Steve Silver	43	51	94	\$23,383,460
70	Stevee Clifton	18	22	40	\$23,229,500
71	Heather Upton	49	32	81	\$23,158,100
72	Carl Vargas	31	24	55	\$22,865,953
73	Patrick Tumbarello	21	24	45	\$22,776,698
74	Matt King	19	15	34	\$22,580,553
75	Kevin Hudson	45	18	63	\$22,482,662
76	Mamadou Gueye	13	45	58	\$21,998,846
77	Christi Coffey	26	17	43	\$21,780,480
78	Jeff Kucic	19	8	27	\$21,716,185
79	Nicole Yunker	50	8	58	\$21,518,845
80	Kristian Gaynor	15	24	39	\$21,450,705
81	Basim Najeeb	14	54	68	\$21,409,350
82	Brian Wignall	21	22	43	\$21,086,341
83	Drew Schroeder	19	13	32	\$20,962,339
84	Derek Gutting	34	21	55	\$20,908,176
85	Timeko Whitaker	25	38	63	\$20,701,699
86	Anthony Robinson	66	1	67	\$20,696,150
87	Arjun Dhital	14	54	68	\$20,622,470
88	Thomas Endicott	30	29	59	\$20,595,590
89	Christopher Braun	12	8	20	\$20,356,500
90	Leigh Burchyett	19	27	46	\$20,316,875
91	Chris Harcourt	42	35	77	\$20,271,570
92	Jeremy Sandlin	47	31	78	\$20,229,400
93	Craig Deboor	40	30	70	\$20,158,585
94	Kyle Ingle	14	26	40	\$20,157,073
95	Troy Dixon	19	39	58	\$20,004,915
96	Diane Brooks	24	25	49	\$19,957,270
97	Matthew Reffeitt	42	20	62	\$19,947,616
98	Mary Boustani	17	23	40	\$19,647,980
99	Chad Hess	46	34	80	\$19,587,350
100	Joshua Carpenter	19	28	47	\$19,539,900

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to November 30, 2024

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Scott Smith	45	45	90	\$19,484,135
102	Matthew Meyers	16	17	33	\$19,459,485
103	Kyle Williams	26	11	37	\$19,279,300
104	Garrett Brooks	56	13	69	\$19,190,393
105	Amy Spillman	22	25	47	\$19,142,579
106	Kristie Smith	20	10	30	\$18,696,670
107	Mark Lopez	15	30	45	\$18,667,104
108	Devon Shaw	61	23	84	\$18,652,058
109	Ryan Orr	79	29	108	\$18,445,440
110	Amber Greene	34	23	57	\$18,414,816
111	Steven Custis	37	34	71	\$18,316,626
112	Trent Whittington	14	27	41	\$18,099,350
113	Jacilynn Ferris	5	60	65	\$18,090,250
114	Zeida Suljkanovic	11	25	36	\$17,911,755
115	Corina Jones	27	26	53	\$17,726,323
116	Kelly Huff	32	20	52	\$17,594,827
117	Samuel Hawkins	12	8	20	\$17,584,518

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Adam Corya	12	18	30	\$17,443,045
119	Jason Hess	31	26	57	\$17,382,290
120	Will Lonnemann	25	24	49	\$17,356,100
121	Jared Cowan	17	27	44	\$17,340,550
122	Tony Janko	23	23	46	\$17,302,056
123	Andy Deemer	22	15	37	\$17,269,633
124	Jennifer Blandford	15	23	38	\$17,154,943
125	Chris Price	46	28	74	\$17,129,477
126	Jeneene West	50	17	67	\$17,123,166
127	Stanley Saingelus	1	54	55	\$17,110,680
128	Erica Shupert	31	17	48	\$17,095,174
129	Jerry Gemmecke	19	20	39	\$17,077,368
130	Manzil Kohli	17	22	39	\$17,020,065
131	Gregory Leugers	28	16	44	\$16,978,600
132	Tracy Wright	14	10	24	\$16,965,149
133	Mark Branch	18	20	38	\$16,941,034
134	Derek Manis	19	27	46	\$16,911,432
135	Andy Waggoner	25	28	53	\$16,781,000
136	Christiana Kalavsky	15	17	32	\$16,674,654
137	Patrick Daves	28	34	62	\$16,581,240
138	James Smock	15	37	52	\$16,553,534
139	Kristen Yazel	27	21	48	\$16,542,723
140	Shelly Walters	18	16	34	\$16,528,707
141	Dawn Pollard	15	8	23	\$16,489,275
142	Nancy Warfield	34	26	60	\$16,484,451
143	Jordan Moody	32	17	49	\$16,370,091
144	Hart Summeier	29	17	46	\$16,338,987
145	Kristen Cambridge	15	15	30	\$16,297,427
146	John Pacilio	19	16	35	\$16,292,710
147	Mallorie Wilson	14	25	39	\$16,214,850
148	Frederick Catron	21	31	52	\$16,180,800
149	Michael Price	31	29	60	\$16,174,760
150	Ellen Orzeske	9	23	32	\$16,141,984

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2024 to November 30, 2024

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Craig McLaurin	16	32	48	\$16,111,185
152	P. Aaron Starr	23	21	44	\$16,073,301
153	Andrea Ratcliff	24	13	37	\$16,072,250
154	Denise Fiore	17	13	30	\$16,027,728
155	Todd Cook	35	23	58	\$15,961,800
156	Alexandria Harris	6	15	21	\$15,948,000
157	Lisa Stokes	29	13	42	\$15,921,700
158	Megan Kelly	10	10	20	\$15,884,000
159	Renee Peek	16	23	39	\$15,883,981
160	Doug Dilling	25	34	59	\$15,840,493
161	Susan Falck-Neal	40	27	67	\$15,780,099
162	Sandra Ginn	10	12	22	\$15,744,022
163	Kyle Morris	13	19	32	\$15,676,565
164	Chanda Johnson	16	19	35	\$15,671,950
165	Jason O'Neil	14	8	22	\$15,530,007
166	Kristin Glassburn	20	19	39	\$15,524,400
167	Roger Webb	19	26	45	\$15,517,500

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Christy Cutsinger	12	20	32	\$15,400,359
169	Jake Stiles	26	23	49	\$15,363,974
170	Sarah Sanders	30	28	58	\$15,327,850
171	Michael Lyons	33	2	35	\$15,294,814
172	Allison Steck	9	6	15	\$15,139,000
173	Ryan Radecki	23	16	39	\$15,095,024
174	Kevin Elson	39	8	47	\$15,069,065
175	Jodi Gandy	34	26	60	\$15,044,061
176	Todd Ferris	9	18	27	\$15,012,422
177	Jamie Johann	13	18	31	\$15,006,300
178	Kate Tuttle	23	8	31	\$15,003,301
179	Julie Schnepp	37	19	56	\$14,914,888
180	Katrina Matheis	12	46	58	\$14,843,564
181	Wendy Zin	8	42	50	\$14,814,825
182	Ron Rose	25	21	46	\$14,806,957
183	Chad Renbarger	17	13	30	\$14,771,852
184	Radmila Adams	14	11	25	\$14,766,664
185	Jennifer Turner	25	18	43	\$14,686,550
186	Russell Harmeyer	4	3	7	\$14,661,140
187	Valerie Strohl	6	16	22	\$14,625,810
188	Lindsay Jones	24	25	49	\$14,616,989
189	Scott Babb	13	43	56	\$14,542,190
190	Chris Duke	13	6	19	\$14,515,016
191	Andrea Kelly	13	8	21	\$14,510,704
192	Rachel Patterson	14	15	29	\$14,482,830
193	Elizabeth Marks-Strauss	12	20	32	\$14,453,404
194	Jennifer Goodspeed	14	17	31	\$14,446,790
195	Whitney Strange	18	21	39	\$14,340,009
196	Emily Brewer	19	22	41	\$14,336,400
197	Angelica Brewer	14	26	40	\$14,322,890
198	Cameron Buening	21	26	47	\$14,310,838
199	Pegg Kennedy	28	16	44	\$14,285,528
200	Ross Graham	29	25	54	\$14,274,090

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# All About Indy Real Producers

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

**Q. WHO RECEIVES THIS MAGAZINE?**

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

**Q. DO REAL ESTATE AGENTS HAVE TO PAY FOR MAGAZINES OR EVENTS?**

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

**Q. WHEN ARE THE EVENTS?**

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

**Q. HOW DO I BECOME A PARTNER OF THE MAGAZINE?**

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

**Q. HOW DO I ADVERTISE?**

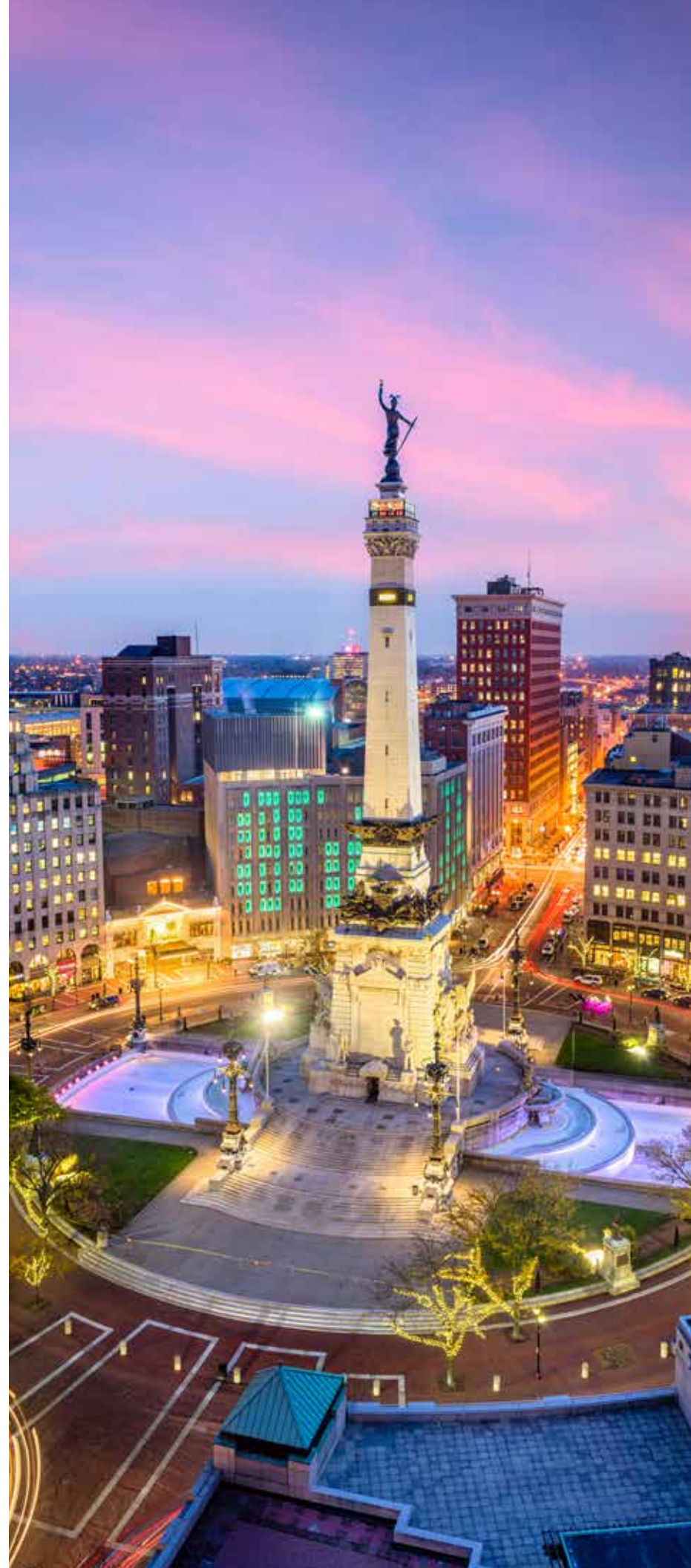
A: We have options for advertising in our partnership agreements. All of our partners are personally vetted by the *Indy Real Producers* team. Email [indyteam@realproducersmag.com](mailto:indyteam@realproducersmag.com) to learn more.

**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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