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New Distribution For 2025

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Every year we create a new distribution list based on the Top 500 agents from the year before. This means for a good percentage of you, this is the first time you are receiving a Real Producers Publication. First off,

congratulations! Consider it a badge of honor to even receive the publication. For the past 10 years, we have brought you stories from the top agents in Indianapolis and the surrounding areas. We have connected real estate agents with each other as well as our paying partners through the magazine, our events as well as social media.

We are constantly looking to better our product and services for all who are involved. Never hesitate to reach out for any reason. Here are some of the things we need your help with:

1. We need nominations for features of all kinds
 - Cover Story- a top agent in volume and respected by their peers
 - Rising Star- has been an agent for 3 years or less and is outperforming most
 - Celebrating Leaders- they might not even be an agent anymore but impacting the industry from a leader position
2. Referrals of Potential Partners- our list of partners has been personally vetted by the Indy Real Producer team and every single one of them came recommended by someone who receives our magazine. The partners are how we keep this magazine free for the agent.
3. Attend our events- we have THE BEST events for real estate agents in all of Greater Indianapolis. The REMMYS are right around the corner so be sure and secure a ticket!
4. Miscellaneous Content- we are primarily focused on telling agent's stories. However, we do have fun content outside of the stories. Send us your ideas of good columns or one off stories.

This company was created to love on real estate agents. We realize that the agent is at the center of all things residential real estate and a single deal feeds a lot of mouths. Because of our focus on the agent, Real Producers has grown to over 130 locations nationwide. We have also added a National Podcast and are bringing a national event your way this September! We could not have experienced this growth without a readership that was engaged and partners that were building relationships. So again, if this is your first time, welcome to the club! You earned it. Enjoy receiving your copy of Indy Real Producers, and keep crushing it so you never miss another issue.

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New Construction Inspections:

Pre-drywall

Once the foundation is verified, the next critical phase is the pre-drywall inspection. This inspection takes place after the framing, plumbing, electrical, HVAC, and sealant have been installed, but before the drywall is put up. At this stage, the “skeleton” of your home is still visible, allowing the inspector to examine areas that will later be concealed.

The time to schedule a pre-drywall inspection is after all mechanical systems are installed and before drywall installation begins. The ideal time is immediately after fire caulking and exterior gap sealant is installed but before insulation. Things move very quickly at this phase and there is some flexibility allowing the inspection to occur even with insulation already installed.

Final Inspection

The final inspection is a full inspection that also checks the function of all mechanical systems. This should be scheduled after the finishes are in place and the plumbing fixtures and appliances have been installed. All utilities should be functioning. This will be right before the final walkthrough.

11-month warranty

Homeowners often forget about this important final opportunity to make sure their home is problem free while still under warranty. This warranty inspection occurs 11 months after closing, just after a full annual cycle of seasons, and initial foundation settlement has occurred. Because the home has been lived in, all systems will have been operating at live loads for an extended period. This inspection is just as thorough as the final inspection and will allow any problems that occurred during this period to be documented and then addressed by the builder’s warranty just before it expires.

Timing is Critical

BY PHIL THORNBERRY

Building or purchasing a new home is an exciting milestone, but it is essential to ensure your investment is solid—literally and figuratively. While new homes are often marketed as “turnkey,” even brand-new builds can have hidden issues. Scheduling the right inspection at the right time can save you from costly repairs and provide peace of mind.

Coordination with your builder is essential, as this phase typically happens quickly. Notify your builder early in the process that you plan to have third-party inspections to ensure everyone is aligned on scheduling.

There are 4 inspections that should be performed at certain milestones:

- Foundation
- Pre-drywall
- Final
- 11-month warranty

Foundation

The foundation is the structural backbone of any home. A poorly constructed or damaged foundation can lead to significant long-term problems, including cracks in walls,

uneven floors, water intrusion, and even structural instability.

The best time for a foundation inspection is before backfilling occurs and if possible, before slab is poured over sub-slab plumbing.

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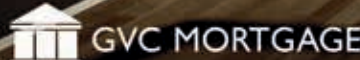
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Prioritizing People Over Profit

BY KELSEY RAMSEY



Brooke
Broady

Brooke Broady, the dynamic force behind the Domi Agency Team, has made her mark in the real estate world in ways few others have. With over 25,000 transactions under her belt, her career trajectory has been nothing short of impressive. In 2023, under her leadership, the Domi Agency closed a staggering 1,030 transactions. This performance helped the agency earn the #2 spot in eXp Realty for closed transactions and rank #26 in the entire United States across all brokerages. But for Brooke, success isn't just about numbers—it's about people.

Before she ever thought about homes and deals, she worked in the VIP Aircraft Completion Business, where she helped grow a company from 50 to 450 employees in just two years. It was a high-pressure environment, but it taught her a valuable lesson in leadership: the importance of protecting and empowering those around you. She was thrust into a leadership role in the real estate industry when she realized that too many brokers were prioritizing profits over the well-being of their agents—often without the agents even realizing it.

"I stepped into the role of team leader because I saw how often the industry takes advantage of agents. My passion is ensuring my team feels valued and supported," Brooke explains. "I'm often called the 'Momma Bear' of the team, and I wear that title proudly. It's about creating a space where agents can thrive without fear of exploitation."

She actively works to eliminate the obstacles that can get in the way of her team's success, allowing them to focus on what they do best: selling, listing, and prospecting. Whether it's giving them the tools they need or providing emotional support during tough times, Brooke's approach has been central to the Domi Agency's explosive growth.

Relationships at the Core of SuccessReal estate is a people-centered industry, and Brooke's passion for building meaningful relationships is what led her to this field. "Helping someone buy their dream home or make a smart investment is incredibly rewarding. Being part of such a life-changing moment is what keeps me inspired every day."

Brooke's ability to forge authentic connections doesn't just extend to her clients—it's the foundation of her leadership style. By connecting with her agents on a personal level and demonstrating genuine care, Brooke creates an atmosphere of trust and camaraderie. "I believe authenticity is a huge part of my success. In a world of superficial interactions, people crave real connections, and I try to offer that to both my clients and my team."

When asked what she wants to be remembered for, Brooke doesn't dwell on sales or rankings. Instead, she reflects on her personal values. "I want to be remembered for living life to the fullest and having fun with the people around me. I want to be known for being honest, staying true to my word, and embracing life with joy," she says.

Expanding HorizonsWhile Brooke has already achieved great success in her home market, she's not slowing down. With the transition to Epique Realty, she's taken the Domi Agency Team to new heights. "Right now, I'm focused on taking the Domi Agency Team national. We have an incredible platform at Epique Realty, and it's been exhilarating to scale our operations and reach more agents across the country."



“
My passion
is ensuring
my team feels
valued and
supported.”

This vision of expanding the team's impact is a clear reflection of Brooke's entrepreneurial spirit. She's not just building a business—she's building a community of like-minded professionals who share her values and passion for helping others.



Despite her demanding career, Brooke understands the importance of family and balance. “My husband, Dave, is an incredible ‘super dad,’” she says. “We prioritize time together, and sitting down for dinner as a family is a non-negotiable rule in our household.”

Brooke and her husband, along with their three kids—Cameron (14), Macie (13), and Cole (12)—and two French Bulldogs, Frankie and Fitz, spend much of their free time at their family's campground, where they enjoy outdoor activities like boating, paddleboarding, and grilling. “We're growing an herb garden together, and it's become a special way for us to bond over food and nature,” she says.

Balancing work and life is no easy feat, but for Brooke, it's all about setting boundaries and sticking to them. “We're lucky that our office is nearby, and it makes it easy for me to attend school events or take care of work while still being present for my family.”

Tips for Aspiring Agents For new agents looking to make their mark, Brooke's advice is clear: “Identify your niche, focus on your ideal client, and tailor your



marketing to speak directly to them. Building a business around your strengths and connecting authentically with your target audience will set you apart.”

She also stresses the importance of delegation for top producers. “You don't have to do everything yourself. Surround yourself with talented people and hire based on character. A strong team will elevate your business and allow you to focus on what you do best.”

Brooke Broady's success in real estate is not just about the deals she closes or the rankings she achieves—it's

about the people she supports and the legacy she's building. Through her commitment to authenticity, family, and empowering others, she's not only leading a successful business but creating a culture of support and connection that is rare in the competitive world of real estate.

As she continues to grow the Domi Agency Team and expand its reach, one thing is clear: Brooke Broady is dedicated to making a difference, both in the lives of her clients and in the lives of her agents. And for her, that's what success is truly all about.



“
You don't have to do everything yourself. Surround yourself with talented people and hire based on character. **A strong team will elevate your business and allow you to focus on what you do best.**”



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**YEARS IN REAL ESTATE: 1.5 YEARS
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Q. What people influenced you the most?

A. In terms of real estate, a former colleague from early in my manufacturing career as a master scheduler named Kerri Bennett (Alesandro) was very influential. The thought of working for commission and not having a steady check terrified me. Well, she was right. But don't tell her I said that! She remains a great friend and mentor and has progressed to being an owner of her own brokerage now and I couldn't be prouder of her.

Now that I am in real estate, I feel free to be the authentic me. In doing so, I have very clearly seen blatantly obvious glimpses of both of my parents. My mom is one of the most driven people you will ever meet! Everyone keeps telling me I

have the right personality for real estate and it took me a minute or three to realize what in the world they were talking about. It's because of my dad! My family always tells me I act like my dad, always joking around, smiling, laughing, goofing around. He could talk to anyone, CEO to janitor. He would always say "they put their pants on the same way we do John"! That is how I treat my clients. I treat them as if we have been friends for 20 years.

Q. What college did you attend, and what did you study (degree)?

A. Ball State University, B.S. Operations management. Indiana Wesleyan MBA

Q. What are the positives/rewards of what you do?

A. Honestly, I think the biggest reward I get from this is helping people with one

of life's biggest decisions, where to call home. Another eye opening positive for me and very different from the factory life has been just the absolute vast array of people you get to work with! This year I had the pleasure of working with and getting to know a land engineer that helped layout the vast majority of the airport expansion and the Indy F1 track, a psychiatrist from Dubai, a doctor, a trombonist from the Indy orchestra, a Riley Children's Hospital ICU nurse, and a few of my regular old factory guys as well just to name a few. Lastly, freedom and autonomy! I no longer have to depend on managing others to accomplish my goals. Just like my favorite real estate podcasters say "if its meant to be, it's up to me!" Just the way I like it. It feels great to only depend on me, myself and I and how much i put into it.

John
DeWitt



“ HONESTLY, I THINK THE BIGGEST REWARD I GET FROM THIS IS HELPING PEOPLE WITH ONE OF LIFE'S BIGGEST DECISIONS, WHERE TO CALL HOME.”

Q. What are the negatives / challenges of what you do?

A. For me it's the admin side of it. I am not a fan of administrative details by default and always had someone else doing it in my past life so this has been the biggest and probably the most difficult change for me. I will chalk it up to a first year learning curve and year two will be better now that I know a little more and have some processes in place.

Q. What has contributed to your quicker success?

A. Trueblood Real Estate. Period. Jim and team have nearly cornered the Indy market on Zillow Flex and OpCity Market VIP leads and with not being from Indy myself, I don't have a big local SOI. I got on both of these lead teams and soon found myself inundated with leads up to my eyeballs! Without this great structure and team that Jim has built, I can safely say I would not have accomplished what I did this year. I think another contributor is the way I treat my clients.

Q. How do you define success?

A. I think success is very personal. I think the definition of success is setting desired goal and then achieving that goal. It doesn't matter how big, small or valuable that goal is. If the goal you set



matters to you, for whatever reason, and you achieve it, then you were a success. The real trick is to string together a lot of successes of increasing magnitude in order to have as much positive impact as possible for not only yourself but for those around you as well.

Q. What other interests do you have?

A. I am a huge car guy! I have had a few classics over the years and used to love late nights in the garage with the radio on. There aren't many sounds better than a hopped up 350 Chevy small block running on wide open headers!



I also like to oil paint. I, like every other human seemingly, grew up watching Bob Ross but I could always draw pretty good when I was a kid also. One Christmas I got a Ross starter kit and the rest is history. I moved on from my buddy Bob to other much better artists to learn other techniques and to get better.

Q. What makes your business different from others?

A. I think its my genuine sincerity and drive for customer service. I have said before that customer service as we once knew it died years ago, I want to be the exception to that.

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

A. Do! It! But only if you are self motivated, love to help other people and want to be limited only by your own potential. There is ALWAYS something that needs to be or could be done. For the first time in over 20 years, work is fun!



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The REALTOR® Foundation Update

MAKE A DIFFERENCE WITH TRANSACTIONAL GIVING: DONATE TO THE REALTOR® FOUNDATION AT CLOSING

BY DAWN ADAMS



Did you know you can support the REALTOR® Foundation at closing? Many real estate offices across

central Indiana participate in transactional giving—likely including yours! Signing up is often as simple as filling out a box on the closing form or completing a form at the start of the year. Best of all, your donation is tax-deductible!

By participating in transactional giving, you show your clients that you're not just dedicated to your industry but also committed to your community. Donating just a small portion of your closing commission—often as little as the cost of a cup of coffee—can make a significant difference for those experiencing homelessness in central Indiana.

Join the Heroes of Hope

If you give \$250 or more through transactional giving in a calendar year, your name will be added to the prestigious Heroes of Hope wall displayed in the MIBOR lobby—a lasting testament to your generosity. You can also dedicate your closing gifts in honor or memory of someone special, and the REALTOR® Foundation will send a personalized acknowledgment letter on your behalf. This thoughtful gesture strengthens connections with clients and within your market.

Your Impact Matters

Every closing donation directly supports the REALTOR® Foundation's annual fund, which provides grants to local nonprofits addressing homelessness in central Indiana. Together, we can



envision a community where everyone has a safe place to call home. Your contributions are crucial to making this vision a reality.

Not Participating Yet? Let's Get Started!

If your office isn't currently set up for transactional giving, we'd love to help you work with your managing broker to get started. Prefer other ways to give? No problem! You can:

- Set up an automatic monthly contribution in any amount and on a date of your choice.

- Make individual or recurring donations online at realtorfoundation.org.

Getting started is easy—just contact the Foundation office at (317) 956-5255 for assistance.

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Demonstrate your commitment to your industry and community by becoming a transactional giving donor today. Together, we can make a meaningful impact and help end homelessness in central Indiana!

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"The entire team at Fairway works like a well-oiled machine! They made the whole experience, especially as a first-time buyer, very educational and easy. They constantly communicated and were available to me, and helped me to make sure I didn't leave anything unfinished! Great team, great company." — C. Cranford

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All About Indy Real Producers

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

Q. Who receives this magazine?

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

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

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

Q. When are the events?

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

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

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

Q. How do I advertise?

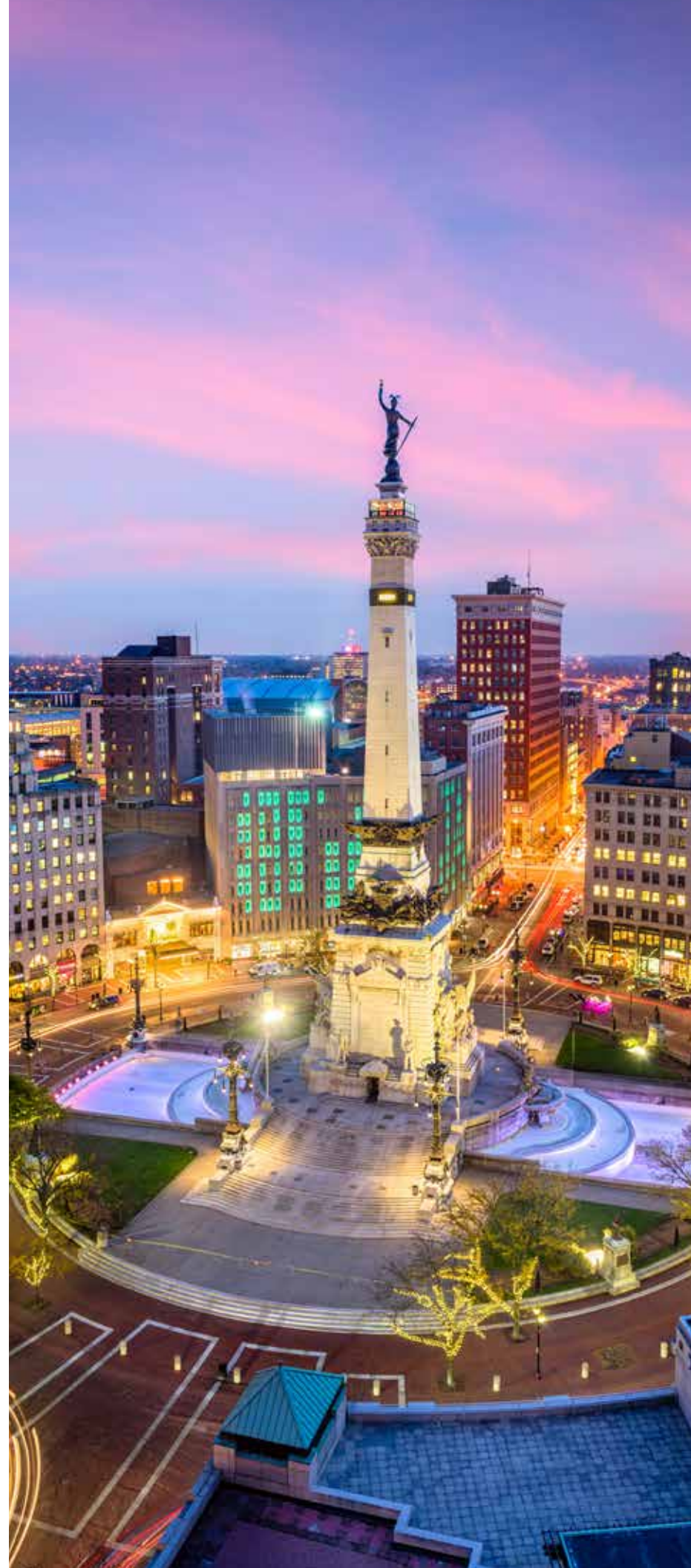
A: We have options for advertising in our partnership agreements. All of our partners are personally vetted by the *Indy Real Producers* team. Email indyteam@realproducersmag.com to learn more.

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

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

Q. How did this magazine start?

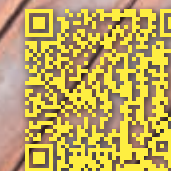
A: Real Producers is a local magazine currently found in over 120 markets nationwide. It started in Indianapolis as a concept to highlight top-producing agents regardless of brand and connect them to the best vendors in town. Follow us on social media and reach out to find out how you can become a part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



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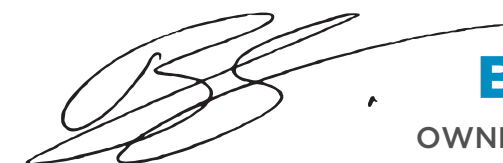
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Mike Feldman

Mike Feldman always wants more – from himself and for those around him. It has become his mantra and formula for accomplishing great things in every area of his life. “Some of my best achievements have come when there is no safety net, when my back is against the wall, for then I do whatever it takes to accomplish my goals,” he notes.

For Feldman, success is something everyone can achieve. Mike’s activity is fueled by his passion: growth. He wants to experience it on every level in every area of his life. He begins with an “abundance” mindset and then continues through consistent learning and the sharpening of his skills.

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PATRICK TUMBARELLO

with Tumbarello Group

Mentorship, Mindset, and Milestones

BY KELSEY RAMSEY

PHOTOS BY KELLY KLEMMENSEN



With a career spanning military service, the mortgage industry, real estate finance, and now as a top-producing real estate agent, Patrick Tumbarello has demonstrated time and time again that dedication, discipline, and a relentless commitment to helping others are key ingredients to success. Today, he's not only one of the highest earners in real estate, but he's also someone who's built a reputation as a true professional, a mentor, and someone who genuinely cares about his clients.

In 2024, Patrick's personal production was nearly \$27 million, while his team combined for an impressive \$39 million—proof of his leadership and strategic approach. But this year is just a continuation of an extraordinary career trajectory that's seen him surpass \$150 million in total personal production over his career.

Patrick has received numerous accolades throughout his career, including being part of the prestigious *Platinum Club* and *President's Club*. These awards are a testament to his ability to consistently perform at the highest levels, year after year.

Patrick's journey began outside of Seattle, but it was Indianapolis that truly shaped him. Growing up in a military family on a military base, he developed a strong sense of discipline, appreciation for hard work, and respect for

others. These values, instilled by his parents, have been foundational to his success in life and business. "I looked up to my parents because they instilled a strong work ethic and belief in myself," he says, reflecting on his upbringing. "It was this foundation that helped me navigate some of the most challenging times in my life."

He graduated from Lawrence Township Schools in Indianapolis before earning his Bachelor's degree in Health Administration from Indiana University. But life's path is never linear, and after entering the mortgage industry, the 2008 financial crash had a profound effect on him. This turning point ultimately led Patrick to join the military, a decision that would shape much of his character and professional approach.

Military Discipline Meets Real Estate Ambition

Patrick's time in the military wasn't just about serving his country—it was a life-altering experience that instilled in him a deep sense of discipline and grit. "My entire experience in the military shaped much of the discipline and grit I feel necessary to hit goals and aspirations," Patrick shares. His military career gave him the resilience to navigate setbacks and stay focused on long-term success.

But his path didn't stop there. In 2010, Patrick took a bold leap, moving to Manhattan with his girlfriend, now his wife, JoAnna,

without a job lined up. This leap of faith would ultimately land him at JP Morgan's Private Bank, where he worked in real estate finance. "It was a critical event in my life that gave me the confidence to take on any challenge," he says.

Transitioning to Real Estate: A Rewarding Journey

Leaving Manhattan and starting over was intimidating, but Patrick credits the mentorship of his father and his own inner drive for helping him overcome the challenge. Real estate, he says, felt like the perfect fit for his personality and skills.

"I have found that real estate is a rewarding career that rewards hard work and service to people. It's an entrepreneurial field that allows us to be creative, solve problems, and guide people as they make critical decisions," Patrick explains. His diverse background in real estate finance, the mortgage industry, and the military helped him develop skills that set him apart from many other agents in the field.

Today, Patrick thrives in the industry, not just for the financial success, but because of the people he helps along the way. "Serving all clients is incredibly rewarding, but there's something special about helping first-time homebuyers achieve their dreams of homeownership," he says.

The Power of Relationships and Ongoing Learning

Throughout his career, Patrick has leaned heavily on mentorship, and he is a huge advocate of coaching for other agents as well. He credits his own success to his mentors, including his parents and the coaches he's had along the way, particularly through Tom Ferry Coaching, which has helped him set high goals and achieve them.

"I'm an enormous advocate of Tom Ferry coaching," Patrick shares. "This is an 87% failure rate industry. If you're not willing to put in the work or take the right steps, it's difficult to succeed."

His advice to top producers and new agents alike? "Find a mentor or consider coaching. Create standard operating procedures, understand time-blocking, and implement them in your business. Not only will this improve your business, but it will dramatically improve your work-life balance."

Patrick also emphasizes the importance of relationships within the industry. He believes in working with agents who share a common goal of win-win outcomes for all parties, not those who take an adversarial stance. This collaborative mindset is essential to making transactions smooth and stress-free.



“

I want to be remembered for my willingness to work hard for every client and for being a present father and husband





“
I looked up to my
parents because
they instilled a
strong work ethic
and belief in myself



A Passionate Family Man

Outside of his professional success, Patrick is deeply committed to his family. He and his wife JoAnna have been together for 20 years, and they share a passion for self-development. Together, they’ve raised three children: Vivienne, Juliette, and Emile. With their busy family schedule, they manage a variety of extracurricular activities, from gymnastics and soccer to Muay Thai and music lessons. Patrick credits JoAnna for being the “secret weapon” behind his success, as she takes care of the home front, allowing him to focus on business while maintaining a healthy work-life balance.

The couple also shares a love for fitness. Patrick trains at CrossFit Lupos and Muay Thai at KruFit, while JoAnna enjoys Jazzercise at his mother’s studio. Fitness, for Patrick, isn’t just about physical health—it’s a key strategy for managing stress and staying grounded in a high-demand industry.

Building a Legacy

When asked about his legacy, Patrick’s answer is simple yet profound: “I want to be remembered for my willingness to work hard for every client and for being a present father and husband.” His drive to serve others and provide value, both in his personal and professional life, is what has shaped his career.

As the real estate industry continues to evolve, Patrick believes one thing will remain constant: the importance of relationships. “No matter how much technology disrupts the industry, this will always be a relationship business,” he says. “People want human involvement when making decisions surrounding their most important financial investments.”

In every aspect of his life—whether it’s helping a family purchase their dream home or supporting his own family—Patrick Tumbarello is proof that hard work, discipline, and a genuine desire to help others can lead to a truly fulfilling career and life.

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TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to January 31, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Mike Deck	5	4	9	\$12,650,000
2	Bif Ward	3	3	6	\$7,603,000
3	Julie Preston	4	4	8	\$6,233,124
4	Lindsey Smalling	5	14	19	\$5,624,835
5	Brenda Cook	2	1	3	\$5,363,000
6	Tina Smith	1	2	3	\$4,959,800
7	Christopher Braun	2	2	4	\$4,861,000
8	Traci Garontakos	1	1	2	\$4,827,500
9	Tina Coons	7	1	8	\$4,811,000
10	Donald Wilder	4	3	7	\$4,710,000
11	Jamie Boer	3	5	8	\$4,530,000
12	Allen Williams	5	5	10	\$4,483,158
13	Chad Renbarger	2	1	3	\$3,959,156
14	Matt McLaughlin	2	3	5	\$3,900,000
15	Dana Huston	1	1	2	\$3,794,000
16	James Robinson	2	5	7	\$3,767,000
17	Phillip Olson	1	1	2	\$3,588,000
18	James Embry	5	1	6	\$3,570,597
19	Alex Montagano	4	8	12	\$3,547,261
20	Scott Hackman	3	2	5	\$3,456,650
21	Tim O'Connor	4	4	8	\$3,439,750
22	Heather Schaller	3	7	10	\$3,424,000
23	Steve Lew	7	5	12	\$3,224,800
24	Christopher Fahy	9	0	9	\$3,157,310
25	Carrie Holle	6	1	7	\$3,102,500
26	Kristie Smith	1	1	2	\$2,983,000
27	Jared Cowan	3	4	7	\$2,944,000
28	Jenny Lauck	0	8	8	\$2,809,812
29	Chris Schulhof	1	2	3	\$2,790,000
30	Jerrold Klein	7	0	7	\$2,666,448
31	Nathaniel VanPelt	4	4	8	\$2,608,500
32	Casley Ward Lewis	0	1	1	\$2,600,000
33	Paul Scherrer	2	1	3	\$2,580,000

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Nancy Mutchmore	0	1	1	\$2,575,000
35	Nicholas Laviolette	1	2	3	\$2,553,495
36	Matthew Kressley	2	2	4	\$2,537,430
37	Joseph Gruszczynski	1	1	2	\$2,515,000
38	Todd Bailey	6	4	10	\$2,484,400
39	Stephanie Evelo	3	6	9	\$2,468,000
40	Christi Coffey	3	4	7	\$2,467,500
41	Patrick Tumbarello	3	1	4	\$2,465,000
42	Lauren Masur	0	2	2	\$2,465,000
43	Tom Williams	2	3	5	\$2,454,500
44	Tyler Renick	4	3	7	\$2,442,000
45	Radmila Adams	1	1	2	\$2,402,500
46	Leyton Wellbaum	2	2	4	\$2,344,000
47	Shawna Brooks	4	5	9	\$2,342,750
48	Jan Brown	2	4	6	\$2,320,000
49	Sarah Sanders	4	3	7	\$2,316,000
50	Brian Black	0	3	3	\$2,309,500

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TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to January 31, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Rebekah Hanna	6	2	8	\$2,308,600
52	Laura Waters	3	1	4	\$2,296,000
53	Michelle Dumas	4	0	4	\$2,213,000
54	Kyle Ingle	1	3	4	\$2,199,609
55	Justin Steill	3	0	3	\$2,183,000
56	Trish Meier	1	8	9	\$2,170,010
57	Deborah Elliott	2	0	2	\$2,145,000
58	Jeffrey Paxson	5	2	7	\$2,128,300
59	Robin Pickett	7	2	9	\$2,114,490
60	Shannon Gilbert	1	5	6	\$2,110,000
61	John Vandersall	2	3	5	\$2,107,000
62	Bruce Higgins	1	0	1	\$2,100,000
63	Arjun Dhital	3	5	8	\$2,098,750
64	Andrea Ratcliff	0	4	4	\$2,017,000
65	Barinder Singh	0	3	3	\$1,973,685
66	Chandra Sekhar Alokam	0	5	5	\$1,960,000
67	Sami Holmgren	1	1	2	\$1,950,000

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Maria Ridenour	3	3	6	\$1,946,000
69	Cynthia Yosha-Snyder	3	1	4	\$1,944,000
70	Stephen Clark	1	3	4	\$1,924,838
71	Jean Donica	4	3	7	\$1,908,500
72	Ronald Coleman	0	3	3	\$1,907,997
73	Corina Jones	3	1	4	\$1,890,400
74	Mark Dudley	3	3	6	\$1,883,800
75	Giancarlo Sucre	14	0	14	\$1,881,150
76	Rosie Berzenye	8	0	8	\$1,871,000
77	Diane Brooks	1	2	3	\$1,869,360
78	Marty Dulworth	3	2	5	\$1,827,300
79	Benjamin Jones	2	1	3	\$1,815,000
80	Robyn Breece	1	3	4	\$1,813,500
81	Ann Williams	2	2	4	\$1,807,000
82	Tyler Powers	0	1	1	\$1,804,556
83	Casey Elkins	8	2	10	\$1,798,000
84	Stacy Barry	2	2	4	\$1,790,000
85	Molly Hadley	4	0	4	\$1,786,900
86	Andrea Snyder	1	1	2	\$1,785,000
87	Jake Stiles	2	3	5	\$1,780,490
88	Patsy Coffey	5	1	6	\$1,754,800
89	Olga Bliuc-Haggard	1	3	4	\$1,753,000
90	Brad Garrison	3	2	5	\$1,722,260
91	Kurt Clements	9	0	9	\$1,720,900
92	Michelle Chandler	3	4	7	\$1,713,050
93	Christy Cutsinger	2	1	3	\$1,708,900
94	Jennil Salazar	1	0	1	\$1,699,900
95	Kimberly Carpenter	0	1	1	\$1,699,900
96	Mike Feldman	4	2	6	\$1,684,500
97	Jennifer Shopp	1	3	4	\$1,674,999
98	Sara Denig	1	2	3	\$1,670,000
99	Erika Frantz	4	0	4	\$1,666,990
100	Raymond Habash MS	1	2	3	\$1,660,000

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TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to January 31, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Stevee Clifton	2	1	3	\$1,650,000
102	Staci Woods	3	1	4	\$1,649,927
103	Eric Wolfe	1	4	5	\$1,632,500
104	Luis Coronel	1	12	13	\$1,619,200
105	Maher Batarseh	1	2	3	\$1,595,000
106	David Brenton	3	2	5	\$1,592,500
107	Chris Harcourt	1	2	3	\$1,592,000
108	Chris Dossman	2	2	4	\$1,590,581
109	Drew Wyant	6	0	6	\$1,587,500
110	John O'Brien	2	1	3	\$1,583,000
111	Jamie Brown	3	2	5	\$1,572,500
112	Lora Reynolds	2	3	5	\$1,569,500
113	Patrick Watkins	4	2	6	\$1,563,800
114	Andrew Liechty	1	2	3	\$1,562,490
115	Jen Webster	2	1	3	\$1,561,000
116	Allison Steck	1	1	2	\$1,550,000
117	Jeffrey Cummings	3	2	5	\$1,541,900

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Katrina Matheis	3	3	6	\$1,538,800
119	Scott Smith	3	2	5	\$1,510,000
120	Ally Hunckler	0	3	3	\$1,507,590
121	Joshua Carpenter	1	2	3	\$1,507,500
122	Robbin Edwards	0	2	2	\$1,494,900
123	Jennifer Goodspeed	0	2	2	\$1,486,513
124	Eric Reed	1	0	1	\$1,475,000
125	Ryan Sharpe	1	1	2	\$1,466,000
126	Lorie Blythe	3	2	5	\$1,465,000
127	Craig Bowen	2	2	4	\$1,457,800
128	Amy Sutherland	3	3	6	\$1,457,000
129	Timeko Whitaker	3	4	7	\$1,446,500
130	Lisa Kercheval Aerne	3	1	4	\$1,440,800
131	Carmen Corbin	1	1	2	\$1,439,900
132	Natasha Harvel	2	2	4	\$1,427,900
133	Peter Stewart	3	2	5	\$1,427,300
134	Katie Hintz	2	0	2	\$1,425,000
135	Rachel Firestone	3	1	4	\$1,421,600
136	Debra Brown-Nally	5	1	6	\$1,419,000
137	Sherri Bryant	1	1	2	\$1,414,900
138	Michael Dean	1	1	2	\$1,402,445
139	Basim Najeeb	3	3	6	\$1,397,000
140	Tia Vote	1	1	2	\$1,385,000
141	Laura Heigl	2	1	3	\$1,385,000
142	Tony Janko	1	1	2	\$1,375,000
143	Eric Rasmussen	2	1	3	\$1,355,500
144	Robert Klepper	2	1	3	\$1,355,000
145	Thomas Endicott	2	1	3	\$1,349,000
146	Tiffany Lamorand	2	3	5	\$1,345,000
147	Elizabeth Marks-Strauss	2	1	3	\$1,344,990
148	Thomas Johnson	1	2	3	\$1,331,800
149	Ema Boykova	3	1	4	\$1,330,000
150	Dennis Hoskins	2	2	4	\$1,327,210

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TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to January 31, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Jonah Lyons	0	1	1	\$1,325,000
152	Chad Hess	3	1	4	\$1,323,450
153	Derek Gutting	4	0	4	\$1,323,000
154	Scott Babb	3	4	7	\$1,321,000
155	Ron Rose	1	3	4	\$1,319,990
156	Karey Bredemeyer	2	0	2	\$1,314,000
157	Amy Spillman	2	1	3	\$1,313,500
158	Jennifer Blandford	0	2	2	\$1,312,000
159	Jill Freeh	0	2	2	\$1,305,000
160	Ronda Pollock	1	3	4	\$1,304,000
161	Jackson Westbrook	1	0	1	\$1,300,000
162	Ron Wheeler	3	1	4	\$1,298,000
163	Rochelle Perkins	5	0	5	\$1,296,500
164	Stanley Saingelus	0	4	4	\$1,296,500
165	Anthony Jackson-Moses	1	3	4	\$1,294,000
166	Vicki Long	1	1	2	\$1,290,000
167	Austin Smythe	6	2	8	\$1,286,985

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Scott Chain	2	3	5	\$1,279,400
169	Anuja Gupta	2	2	4	\$1,276,500
170	Brigette Nolting	4	1	5	\$1,276,000
171	Angelica Brewer	2	0	2	\$1,276,000
172	Drew Tomasik	0	3	3	\$1,276,000
173	Terry L. Moore	1	1	2	\$1,272,500
174	Mark Wesler	1	4	5	\$1,265,000
175	Cameron Buening	0	4	4	\$1,261,375
176	Julianne Hurdle	2	1	3	\$1,260,000
177	Denis O'Brien	1	3	4	\$1,259,900
178	Linda West	4	1	5	\$1,258,900
179	Melissa Mendoza	2	1	3	\$1,256,000
180	Jada Sparks Green	3	2	5	\$1,255,000
181	Megan Dusing	1	1	2	\$1,250,000
182	Trent Whittington	2	1	3	\$1,242,490
183	Peggy Kieper	0	2	2	\$1,238,325
184	Garrett Brooks	3	1	4	\$1,238,000
185	Mandy Greenberg	2	1	3	\$1,235,500
186	Sarah Noel	1	1	2	\$1,230,000
187	Jayson Angst	2	3	5	\$1,225,500
188	Kevin Findley	0	1	1	\$1,215,000
189	Komalpreet Dhillon	0	1	1	\$1,215,000
190	Suzanne Findley	1	0	1	\$1,215,000
191	Bryan Arnold	1	3	4	\$1,211,000
192	Roger Lundy	2	1	3	\$1,207,500
193	Deborah Abel	3	1	4	\$1,205,000
194	Kimberly Murdock	1	2	3	\$1,204,758
195	Denise LaChance	5	0	5	\$1,202,500
196	Gregory Leugers	3	2	5	\$1,202,250
197	Greg Morrison	3	1	4	\$1,201,000
198	Carl-henry Joseph	0	4	4	\$1,199,900
199	Andy Waggoner	1	3	4	\$1,197,000
200	James Wilson	1	1	2	\$1,196,100

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