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RP 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 real estate agents featured, the partners that advertise and the publishers who produce the magazine.

What's in it for the agents? 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 agents at a high level? Who should be our next publisher to launch a *Real Producers* magazine in a new market?

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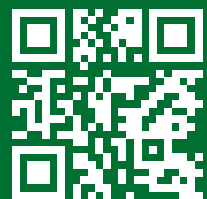


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For Judy Filler, wine has always been about connection. Growing up in a tight-knit Italian family in Buffalo, New York, wine was a fixture at every family gathering. Her grandfather made his own wine in the “cantina” of their cellar, working alongside Judy’s father and uncle. “Wine was always on the table, not just as a drink, but as a complement to the meal, bringing everyone together,” Judy recalls. That early exposure instilled in her a deep appreciation for the traditions and relationships that wine can foster—something that continues to drive her today as a Cause Entrepreneur with ONEHOPE Wine.

Judy has found a home with ONEHOPE, the world’s only impact-driven winery. Based in the heart of Napa Valley, ONEHOPE is dedicated to producing award-winning wines that give back. Every purchase of ONEHOPE wine contributes to meaningful causes across the globe. To date, the company has donated over \$11 million to 50,000 nonprofit organizations, funding six schools in developing areas, providing more than 80,000 people with access to clean drinking water, sponsoring over three million healthy meals, and delivering electricity to a remote village in Colombia. “Being part of an organization that blends exceptional



quality with purpose-driven impact has been a life-changing experience,” Judy says. “I get to share wines that I love while knowing every bottle makes a real difference.”

Her journey with ONEHOPE has been nothing short of inspiring. Judy’s passion, coupled with her work ethic and dedication, has earned her multiple accolades. In December 2024, she was honored with the Heart & Hustle Award, a recognition of her commitment and drive. She is also a two-time recipient of the Toast Award, which celebrates top performing ambassadors within the company. In 2024, she proudly ranked in the Top 25 for sales, a testament to both her business acumen and her genuine enthusiasm for ONEHOPE’s mission. Along the way, she has earned four incentive trips: Denver, Punta Cana in the Dominican Republic, and two exclusive Napa Valley experiences. During her Napa stays, she enjoyed the privilege of staying at ONEHOPE’s private estate, EST8TE 8, where the winery’s chef prepared gourmet meals, elevating the experience even further.

Judy’s role with ONEHOPE has naturally aligned her with the real estate industry, where building and maintaining



relationships is key. She offers curated wine tastings that elevate open houses, brokerage events, and personal celebrations. “I help real estate agents and brokers create experiences that leave lasting impressions,” she explains. Whether she’s hosting a tasting at an agent’s open house or providing impact-driven gifts for closing clients and corporate partners, Judy ensures that each event or gesture resonates with purpose. In addition to tastings and gifts, Judy offers access to ONEHOPE’s exclusive wine club, which allows real estate agents and professionals to stay connected with their clients and partners, providing an ongoing, meaningful touchpoint. “Real estate agents are in the business of building communities, and ONEHOPE helps extend that mission by giving back with every bottle,” she adds.

What sets Judy and ONEHOPE apart in a competitive market is their unwavering commitment to making an impact. “ONEHOPE is not just a winery. We are a force for good,” she says. “The wine speaks for itself in quality, but it’s the story and the mission behind it that creates meaningful connections.” That story includes their impressive donations and global initiatives, but also the personal impact Judy makes on each of her hosts, guests, and clients. “I love seeing people come together over a tasting, enjoying an evening of camaraderie and community, while experiencing a Napa Valley tasting without having to leave their home,” she says.

“Being part of an organization that blends **EXCEPTIONAL QUALITY** with **PURPOSE-DRIVEN IMPACT** has been a life-changing experience.”

Judy’s path to becoming a successful Cause Entrepreneur has also been one of personal growth. Since joining ONEHOPE, she has developed greater independence, resilience, time management, self-discipline, and adaptability. Professionally, she has sharpened her skills in networking, collaboration, communication, and leadership. She credits her success to ONEHOPE’s unique platform, which offers exceptional quality wines, competitive pricing, and the tools she needs to thrive. Yet, as with any business, there are challenges. For Judy, increasing brand awareness and getting her name out there has been one of the biggest hurdles. But her passion and purpose-driven approach continue to open new doors and opportunities.



“

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LASTING IMPRESSIONS.”**



For Judy, success isn't defined by sales numbers or profit margins. "Success isn't about how much money you make; it's about the difference you make in someone's life," she says. She believes that a company with a purpose beyond profit can achieve so much more. ONEHOPE has given her the opportunity to do just that—create change, inspire others, and leave a lasting legacy.

Outside of her professional life, Judy's family is her greatest pride and joy. She's been married to her high school sweetheart for decades, and together they have four children. Their daughter Andrea is an Olympian who played softball for Team Italia in the 2020 Tokyo Summer Games. Andrea's twin brother, Daniel, works as a financial planner in Fort Wayne. Her son Michael lives in downtown Miami and works in private equity, while her youngest son, Jonny, is pursuing his dream of playing professional golf in Miami. Jonny won the Men's City Tournament in 2022—"Anyone need a lesson?" Judy jokes. She is also a proud grandmother to her granddaughter Ava and has welcomed a son-in-law and two daughters-in-law into their close-knit family. In her free time, Judy loves traveling, cooking, shopping, and has always nurtured an interest in real estate.

Reflecting on her career, Judy admits that if she could change anything, it would be to go on to get her real estate license and start a career in real estate after she graduated from college. "I'm more of a people person than someone who wants to sit behind a desk all day. This role with ONEHOPE has really confirmed that for me."

Ultimately, Judy sees ONEHOPE Wine as the perfect complement to the real estate industry. Just as real estate professionals help people find their dream homes and build communities, ONEHOPE builds a better world through every bottle sold. "We're on a mission to change the world through wine," Judy says. "Doing good tastes great!"

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Ashley DAVIDSON

How many years have you been a real estate agent?

A: 1.5 years

What was your total volume last year?

A: \$6,351,800

What is your career volume as a realtor?

A: \$7,977,800

What awards have you achieved as a realtor?

A: Real Producers Top 300

When did you start your career in real estate?

A: January of 2024! I was fortunate enough to get connected with Dana Botteron at the end of 2023! We immediately hit it off and I knew instantly that I needed to learn from her! I joined the Wayhome team and never looked back! She is the most kind, motivating, and encouraging, agent that I have ever met! She is a prime example of how to get the job done right! She has been such an inspiration for me as I build my business!

What did you do before you became an agent?

A: Before I got into real estate I spent 10 years in retail management working for Costco Fort Wayne! I started there part time at 20 years old and worked my way up to Senior manager. While there I learned so much about

providing excellent customer service, as well as, managing people, relationships, expectations, and leadership. I also learned a great deal about running a successful business! Since launching my real estate career, I have been able to transfer and apply all of these skills to my own business practices, and I can say confidently that I am a better agent because of it! I am beyond grateful for my Costco family, and the personal and professional development I received during my time there!

What are you passionate about right now in your business?

A: I have a deep passion for learning! I am always striving to learn and grow as much as I can, from my own experiences, as well as, experiences that others are willing to share with me. Something I learned very early on in this business is that there really is no guide or rule book that teaches you how to be a successful agent. Every single transaction is different and comes with its own set of challenges. More often than not there are multiple different ways to achieve the same results. I am always chatting with agents that I meet in the field, asking questions, and listening to their stories. I've found that if you can remain humble enough to ask questions and learn from others, it will take you very far in this industry. Humility will open more doors than arrogance ever will!

What has been the most rewarding part of your business?

A: The fulfillment of serving other people from any and all walks of life! Until now, I always felt a void in my professional career. I struggled to find fulfillment and purpose in the world of retail management. In the last year and a half I have been blessed enough to serve 30 families with the purchase and/or sale of their homes. It has been so amazing getting to know them and their stories. Getting to walk with each of them through this chapter is such a gift. For some clients this chapter is very exciting and joyous, and for others it's been full of heartache and the uncertainty of what comes next for them. You never know what someone might be going through and It's my responsibility to be there for them! I seek out every opportunity that I can to serve others regardless of their circumstances, and I can honestly say that I've never been happier!

What was your biggest challenge as a real estate agent?

A: All of the limiting beliefs that I had to overcome to get here. When I decided to pursue a career in real estate, very few people were supportive. Almost everyone I knew tried to talk me out of it. The failure rate for agents in their first year is 75%! I let my own fears along with the judgement of others hold me back for nearly a year. Then I just did it. I made the decision to quit my job and dive head first into real estate full time. I had a lot to prove to myself and a lot of others to prove wrong. The vast majority of people underestimate the grit that it takes to be successful in this business. It is a grind every single day. This business demands discipline, consistency, and integrity. If you don't possess those qualities you can easily do far more harm than good.

How does real estate fit into your dreams and goals?

A: Honestly, real estate was never a dream of mine. I can't say that I come from a long line of successful realtors, or that selling real estate was even a career path I ever considered. There was a random day at work that I was having a conversation with my mentor in our office. We were discussing future opportunities should we ever decide to leave retail management. I was feeling very defeated with the job that day. After hearing me out he looked me dead in the eyes and said, "you'd make a great real estate agent". I thought he was being ridiculous, but after some further discussion, I was intrigued. I ended up going home that same night and enrolling in online classes. Admittedly, I wasn't sure what my first year as an agent would hold. I do know that I set my sales goal for year 1 at \$5,000,000. That made a lot of people laugh! My goals now are to treat people right, do my part to change some of the stigmas associated with being a realtor, and earn an honest living doing a job that I actually enjoy! More so, I want to be the best example for my children that I can be! I hope that I inspire them and others to get after what they want in life, and never settle for less!

What's your favorite part of being a realtor?

A: My favorite part is making the phone call to my clients and telling them that their offer has been accepted! I know it seems



so small and insignificant but I love hearing the joy in their voices and getting to celebrate that moment with them!

Define success:

A: To me, success means living a life that's true and authentic to who you are! Living each day with purpose, feeling like what you're doing matters, knowing that you can make a difference, and that the people around you are better off because you're here.

Tell us about your family:

A: My little family is so precious to me! I have been with my husband Ryan for 9 years! He is quite literally the most supportive husband out there! I would not be able to do what I do without him! We eloped in Jamaica in 2019, and we have three amazing boys, Riley, Lucas, and Declan! I just adore my kids and I am the most proud Mom ever. They amaze me everyday! I love spending quality time with them. We love to play soccer, explore new places, travel, and host family game nights! I am also a dog mom to 3 giant Floofs Cooper, Bane, and Jorah! My sister and her husband live in Michigan with my little princess! After having 3 boys, having a niece is amazing! We love visiting with them any chance we get and look forward to our annual trip to Torch lake each year!

Are there any charities or organizations you support?

A: Yes! Remembering Rowan & Hope Mommies! Not a lot of people know this but the night before my "First official day as a Realtor" My husband and I found out that we had lost our 4th son 20 weeks into our pregnancy. Our world was shattered in a matter of seconds. We spent the following two days in labor and delivering our son and trying to figure out what life was going to be like after suffering such a profound loss. We were overwhelmed with grief and due to some complications during delivery I had several difficult weeks of recovery ahead.

To make matters worse we had just lost our insurance five days prior to this happening. I had not the slightest idea of what to do or where to go for help. I know now that there are so many women (and families) who suffer silently when it comes to stillbirth and child loss. Thankfully there was a mother who had been in our same situation and was able to guide us to these two amazing organizations. They do an excellent job of providing resources such as counseling, support groups, and financial aid, for women and families who have experienced miscarriage, stillbirth, and infant loss.

What are your hobbies and interests outside of the business?

A: Our family loves to travel! I didn't get the opportunity to do it much as a kid, so now I look for any and every excuse I can find to take a trip, or go on a long weekend

somewhere I've never been! I am an avid baker, I find it very relaxing and I love sharing baked goods with others!

Given your status and expertise, what is some advice you would give the up and coming top producer?

A: Ensure that you align yourself with the right people! It's so important that you collaborate and surround yourself with people who genuinely believe in you and your vision! Be intentional about fostering an environment conducive to personal growth and development for yourself and for others! I would strongly suggest finding a mentor! My mentor has made such a positive impact on my personal and professional growth during the most formative years of my life. I will never be able to repay him for all that he's taught me! Building a successful business from the ground up is not easy. You will make plenty of mistakes, just don't give up!

Is there anything else you would like to communicate using this Ft. Wayne Real Producer platform?

A: I just want to say thank you to everyone who has supported me on this journey! I have learned so much from each and every person that I've worked with over the past year! We really do have such a great community here, full of amazing agents, lenders, vendors, and industry professionals, who are all working towards a greater goal of serving the people in our community and making Fort Wayne a great place to live!



To my Wayhome family, thanks for welcoming me with open arms and for always being so encouraging and supportive! You guys are the best!

A humongous thank you to my best friend and business partner Amy! Your unwavering support and encouragement is something I will never take for granted!

I'd also like to say a special thank you to Nathan Newport for the Real Producers nomination, and for being such a great mentor in business and in life! If you guys haven't made it to check out his new place, The Fairfield, it's a must! It's an awesome new addition to downtown Fort Wayne run by some of the best people I know!



MEET *Tori* GERARDOT *Trademark's Rockstar*



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Tell me about your favorite closing?

The closing was a first-time home buyer. They were a newly engaged couple and both of them had driver's licenses that were vertical. It's not too often that we see buyers under the age of 21. The selling agent explained how disciplined they had been in saving up for their first home and you could just sense the excitement in their voices. The closing was a reminder of the bigger picture that we don't always get to see. It was the type of closing that just sticks with you.

How do you manage such a dynamic and diverse team?

Our team has so many different personalities and each one of them possess different strengths. I think placing each of our team members in roles that highlight their strengths has been a key factor for the structure of our office. We have a great group that truly takes pride in the quality of work that they are producing.

What is your secret to your success at such a young age?

I think success is subjective. If I am being honest, I am not sure that I know what success is yet. I am confident that I have experienced a tremendous amount of growth though, and that growth has led me to where I am now. I think my focus has been, and always will be, to continue to consistently improve and evolve in my career. I am thankful for an environment that has poured into my skills over the years. To be able to collaborate on a daily basis with the owner of a company is rare, and I think that is part of what sets Trademark apart from other work environments.



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GraphX Direct

Where Passion Meets Precision in Print

For over 25 years, **GraphX Direct, Inc.** has been a leader in large-format printing in the Fort Wayne area. What began as a specialty graphics printing company focused on the exhibit and tradeshow industry has since evolved into a trusted name for real estate sign production and placement services. At the heart of this dynamic business is owner **Jason Price**, who transformed his lifelong passion for graphic design and technology into a successful, family-centered enterprise.



GraphX Direct first made its mark by producing unique vinyl graphics, ranging from labels and decals to signage and large wall murals. In 2016, the company expanded its services by acquiring a real estate sign placement business, a move that allowed them to apply their print production expertise to a new market. Since then, GraphX Direct has concentrated much of its energy on producing full-color real estate signs and offering signpost placement services. Today, they provide a full range of signage solutions tailored for real estate agents, including yard signs, directional signs, open house signs, auction signs, large commercial real estate panels, builder and development signs, and lot signs.

What truly sets GraphX Direct apart from its competitors is its seamless sign placement service. As Jason explains, “A team of installers works five days a week to install signs at listings. We store real estate agents’ sign panels at our facility and place them at a listing location when needed.” This turnkey solution ensures that agents can focus on selling properties while GraphX Direct manages the logistics of sign production and placement.

Jason’s journey into the world of printing started early. “I was in high school during the computer desktop publishing revolution and knew that I wanted to figure out a way to work in such a fast-changing, technology-driven field,” he recalls. In 1991, he saw his first large-format printer, a moment that would leave a lasting impression. “It was amazing to see a 4-1/2 foot wide, full-color print coming out of a machine when at home we couldn’t afford a black and white laser printer,” he says. After gaining hands-on experience in the quick print and sign industries, Jason launched GraphX Direct with the guidance of a mentor and angel investor. “She taught me how to navigate the day-to-day running of a small business—things like dealing with your employees, dealing with good and bad clients, and the importance of cash flow in an industry that was all about acquiring the next big shiny



piece of equipment that comes onto the market,” he says.

GraphX Direct isn’t just a business; it’s a family affair. Jason’s wife, Jeannette, joined the company in 2006, and today they work side by side, supported by other family members. “Many people look at me incredulously when I say this, but I love working with my wife,” Jason shares. His brother-in-law is also part of the team, as well as another husband-and-wife duo. Together, they’ve cultivated a workplace that feels more

like an extended family than just a team of employees. “We are like a family here,” Jason says proudly.

Throughout his career, Jason has remained focused on doing what he loves most—producing high-quality large-format prints. He has resisted the temptation to diversify too broadly, instead staying true to his core passion. “The thing you like to do is the thing you do best,” Jason explains. “If you can translate that into a product or service for others, then there is no



need to take on more and dilute your value.” This approach has allowed GraphX Direct to navigate significant industry changes, weather economic downturns like the 2008 recession, and more recently, overcome the challenges brought by the COVID-19 pandemic. According to Jason, “Focus and being passionate about what I do. Finding a base of talented employees that I can count on,” are the keys to his company’s continued success.

One challenge that Jason continues to navigate in the industry is managing tight deadlines. Yet over the years, GraphX Direct has built a reputation for delivering high-quality results, even on short notice. “If a client can accept a little bit different product, or has a little wiggle room on certain timings, there is almost always something we can make happen for them, and that’s been a niche that we have become happy with,” Jason says. For real estate agents who need last-minute open house signs or message riders, GraphX Direct offers a convenient solution. “Stop by our office where we have a selection of items ready to go,” he encourages.

Outside of running the business, Jason enjoys DIY home improvement projects, woodworking, watching Formula 1, and building with LEGO bricks. Family remains at the center of his life, and he cherishes spending time with Jeannette and their two children—a 17-year-old and a 25-year-old who is getting married this summer.

For Jason, success is about balance. “Not having to work on weekends. Being able to go home at night and not think about work, and in the summer, having time in the evenings to relax in the pool,” he says. It’s this balance between professional dedication and personal fulfillment that defines both Jason Price and the company he’s built in GraphX Direct.



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Evan Riecke

GOING THE
EXTRA MILE

PHOTO CRED: DUSTIN MCKIBBEN

Evan Riecke didn't set out to become a real estate agent, but once he found his way to the industry, he knew he was exactly where he was supposed to be. "I didn't realize I wanted to be a real estate agent initially," he recalls. "But once I left my career as an elementary teacher, I knew I enjoyed the idea of providing a service to someone and working with and meeting new people. It turned out, this was my calling."

Today, Evan is one of Fort Wayne's top-producing Realtors, known for his authenticity, dedication, and hands-on approach. Licensed since 2016, he has steadily built a thriving business with Encore Sotheby's International Realty. In 2024 alone, he was named the **Top Selling Individual by Volume and Transactions for Sotheby's in the IRMLS Region**, and his career sales have surpassed **\$132 million**, including **\$22.8 million** in sales in the past year. Despite these impressive numbers, Evan's focus has never been on chasing records or setting lofty goals. "I don't set goals or have crazy expectations I'm constantly trying to meet," he says. "The motivating factor for me is taking on whatever opportunity arises and making it my goal to finish that task to completion and satisfaction."

His path to real estate was far from typical. After earning his degree in elementary education from IPFW (now Purdue Fort Wayne), Evan taught third grade at Perry Hill Elementary for three

years. While teaching was fulfilling, he eventually moved into the scrap metal industry, but something was still missing. Real estate became his unexpected but perfect fit. "I realized I wanted to be in a profession where I could make a difference for people, and real estate has allowed me to do that in a meaningful way," Evan explains.

From the very beginning, he was eager to learn from the best. Mentors like Greg Brown were instrumental in teaching him the fundamentals of coaching and negotiation, while Joe Pliei helped deepen his understanding of new construction. More recently, Evan has benefited from the guidance of industry leader Lynn Reecer. "I always enjoy being in new and existing houses with Joe because I learn something new every time," he shares. These mentorships helped shape Evan's approach to business—grounded in honesty, hard work, and always putting the client first.

What sets Evan apart is his dedication to going above and beyond for his clients. He's not the type to simply put a sign in the yard and wait for an offer. He is present at every important stage—whether it's attending inspections, overseeing listing photography, or stepping in to help with unexpected tasks when clients are away. "If a client is out of town and I need to meet a contractor at their house, water their plants, or take their trash cans out, I'm happy to do those little things," Evan

“

The motivating factor for me is taking on whatever opportunity arises and making it my goal to finish that task to completion and satisfaction.”



stay on top of a lot of things so they don't fall through the cracks," he says. "I try to respond to my clients quickly to get them the answers they need to make decisions or get things done in a timely manner." For Evan, good communication isn't just a service, it's a reflection of his respect for his clients' time and trust.

Like any seasoned Realtor, Evan has navigated his share of challenges. Every transaction comes with its own unique hurdles, often tied to inspections, appraisals, or financing issues. But rather than seeing them as obstacles, he views them as opportunities to problem-solve and work collaboratively. "Almost every transaction presents a challenge that requires a solution and teamwork to overcome," he says. "That's part of what makes it fun—you never know what they'll be, and you have to be ready."

If there's one thing he'd like to see change in the industry, it's communication between agents. "It's defeating to show a property that has an offer on it you weren't aware of, only to leave and find out it sold two hours later," Evan says. "Feedback is important for agents and sellers to understand what obstacles they need to overcome to get their home sold. We are all busy, but just putting 'not interested' isn't helpful."

While his professional accomplishments are impressive, Evan's family remains his greatest source of pride. Married to his wife, Mallory, for 13 years, he credits her with keeping their family life running smoothly while he juggles a demanding career. "She's constantly picking up all the pieces around me," he says. "She's understanding, caring, and of course, beautiful. She tries to feed me as much as possible so that I'm not constantly eating fast food while I'm all over town." Together, they're raising two children, Vivienne (11) and Warren (9), and share their home with two French bulldogs, Sunny and Clyde. Evan's flexible schedule allows him to be present for his kids' school events and activities, something he cherishes.

says. "A lot of people can open doors and put a sign in a yard. You have to go the extra mile to really make an impact."

Evan approaches every listing and every client with the same level of care, regardless of the home's value. "Of

course, a higher-end home may require a little more attention, marketing, and work, but that doesn't change my approach to getting it sold or investing my time into it," he explains. His commitment to fairness and consistency has helped him build trust and a loyal

client base, leading to repeat business and referrals—something he sees as the greatest compliment.

At the heart of his success is clear communication. Evan makes it a priority to stay responsive and proactive. "I



When he's not working, you'll likely find Evan on the golf course. A self-proclaimed avid golfer, he spends time playing with friends whenever Indiana's weather allows. He's also a passionate fan of Tiger Woods, IU basketball, and the Indianapolis Colts. "I've had season tickets to the Colts for 12 years now—lots of wasted money," he jokes. Alongside Mallory, he owns **The Warehouse Salon** in downtown Fort Wayne and **Dreaming Tree Cafe** on the southwest side of town. The couple also enjoy traveling to see the Dave Matthews Band, sharing a love of live music.

For those considering a career in real estate, Evan offers practical, no-nonsense advice. "If you're getting into it because there's 'money to be made' or 'you don't have a boss,' you aren't going to last very long," he warns. "Any time money is your motivation, people can tell, and it's a huge turn-off. I call it commission breath. Not having a boss is fine—as long as you're very good at staying motivated independently."

Looking back on his journey, Evan has no regrets. "Each challenge I've faced has helped me to grow to where I am



today," he reflects. "Life is too short to think about what I would have changed in my past. How can I continue to get better for myself and my family in the future? That's the question."

In an industry where reputation is everything, Evan Riecke has built his on trust, authenticity, and an unwavering commitment to his clients. His hands-on approach and genuine care set him apart, and for Evan, going the extra mile isn't a strategy—it's just who he is.



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MODEL HOMES

TOP 100 STANDINGS

Year-End Top 100 Standings: [From January 1, 2025, to March 31, 2025](#)

#	Agent	Office	Units	Volume	Average
1	Evan Riecke	Encore Sotheby's International Realty - UPENSO	25	\$11,142,783	\$445,711
2	Warren Barnes	North Eastern Group Realty - UPNOEA	28	\$6,745,850	\$240,923
3	Geoff Cavender	eXp Realty, LLC - UPEXPR	6.5	\$6,406,100	\$985,553
4	Lucas Deck	Weichert Realtors - Hoosier Heartland - NE2458	15	\$6,399,900	\$426,660
5	BarbaraHendrick	Coldwell Banker Real Estate Group - NE9	11	\$5,646,730	\$513,339
6	Larry White	Liberty Group Realty - UPLIGR	20	\$5,634,529	\$281,726
7	Bradley Stinson	North Eastern Group Realty - UPNOEA	11.5	\$5,523,400	\$480,295
8	Jihan Rachel Brooks	DRH Realty of Indiana, LLC - UPDRHR	18	\$5,453,830	\$302,990
9	Bradley Noll	Noll Team Real Estate - UPNTRE	14	\$5,366,400	\$383,314
10	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	8	\$5,091,600	\$636,450
11	Tim Haber	CENTURY 21 Bradley Realty, Inc - UPBRAD	14	\$5,046,600	\$360,471
12	Andy Zoda	Coldwell Banker Real Estate Group - UPRWGR05	15.5	\$4,890,700	\$315,529
13	Tina Stuckey	RE/MAX Results - UPREMX01	11	\$4,620,800	\$420,072
14	Heather Regan	Regan & Ferguson Group - UPREFE	7	\$4,556,695	\$650,956
15	Leslie Ferguson	Regan & Ferguson Group - UPREFE	7	\$4,556,695	\$650,956
16	Dana Botteron	CENTURY 21 Bradley Realty, Inc - UPBRAD	10.5	\$4,492,564	\$427,863
17	Kurt Ness	Ness Bros. Realtors & Auctioneers - UPRLNB02	12	\$4,400,475	\$366,706
18	Beth Goldsmith	North Eastern Group Realty - UPNOEA	8	\$4,382,800	\$547,850
19	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	14	\$4,188,500	\$299,178
20	Cindy Bluhm	Mike Thomas Assoc., Inc - UPMTAS	8	\$4,080,400	\$510,050
21	Angela Pachuta	RE/MAX Results - UPREMX01	11	\$3,998,000	\$363,454
22	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	15	\$3,949,000	\$263,266
23	Heather Sanders	eXp Realty, LLC - UPEXPR	14	\$3,929,299	\$280,664
24	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	30	\$3,901,000	\$130,033
25	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	14	\$3,763,600	\$268,828
26	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	11	\$3,729,800	\$339,072
27	Timothy McCulloch	Scheerer McCulloch Real Estate - UPSMRE	15	\$3,681,507	\$245,433
28	Troy Wieland	Wieland Real Estate - UPWREE	10	\$3,613,488	\$361,348
29	Gabe Cerny	RE/MAX Results - Angola office - NE30	6	\$3,604,000	\$600,666
30	Matthew Donahue	CENTURY 21 Bradley Realty, Inc - UPBRAD	10	\$3,426,600	\$342,660
31	James Felger	Mike Thomas Assoc., Inc - UPMTAS	15	\$3,361,550	\$224,103
32	Keri Garcia	Mike Thomas Assoc., Inc - UPMTAS	6	\$3,348,259	\$558,043
33	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	8.5	\$3,347,411	\$393,813

#	Agent	Office	Units	Volume	Average
34	Daniel Orlando	Mike Thomas Associates - NE341	7	\$3,346,000	\$478,000
35	John Garcia	Impact Realty LLC - UPIMPA	5	\$3,332,000	\$666,400
36	Kimberly Ward	North Eastern Group Realty - UPNOEA	40	\$3,290,448	\$82,261
37	Melissa Maddox	North Eastern Group Realty - UPNOEA	14	\$3,227,174	\$230,512
38	Aaron Shively	Pinnacle Group Real Estate Services - UPPGRE	12	\$3,215,500	\$267,958
39	Scott Marker	Anchor Realty - NE2413	9.5	\$3,215,350	\$338,457
40	Cyndee Fiechter	North Eastern Group Realty - UPNOEA	11	\$3,119,500	\$283,590
41	Jordan Wildman	eXp Realty, LLC - UPEXPR	12.5	\$3,106,300	\$248,504
42	Heidi Haiflich	North Eastern Group Realty - UPNOEA	11	\$3,101,300	\$281,936
43	Jody Holloway	Coldwell Banker Holloway - UPCOHO	9	\$3,096,500	\$344,055
44	Edmond Jemison	CENTURY 21 Bradley Realty, Inc - UPBRAD	9	\$3,039,788	\$337,754
45	April West	Scheerer McCulloch Real Estate - UPSMRE	16	\$3,028,400	\$189,275
46	Elius Hogan	Hosler Realty Inc - Kendallville - NE11	10	\$2,927,199	\$292,719
47	Mary Anne Taylor	North Eastern Group Realty - UPNOEA	11	\$2,874,800	\$261,345
48	Destiney Lawson	F.C. Tucker Fort Wayne - UPFCTU	12	\$2,872,200	\$239,350
49	Todd Stock	RE/MAX Results - UPREMX01	4	\$2,840,000	\$710,000
50	Stacy Rofkahr	Mike Thomas Associates - NE341	25	\$2,831,000	\$113,240

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 NEI counties.



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Year-End Top 100 Standings: [From January 1, 2025, to March 31, 2025](#)

#	Agent	Office	Units	Volume	Average
84	Stacy Dailey	North Eastern Group Realty - UPNOEA	10.5	\$2,283,313	\$217,458
85	Deborah Rodriguez	Mike Thomas Associates - NE344	8	\$2,275,600	\$284,450
86	Michael Kirchberg	Uptown Realty Group - UPUTRG	9	\$2,266,999	\$251,888
87	David Augustyniak	RealtyFlex of N.E. Indiana LLC - UPRFLX	3	\$2,265,000	\$755,000
88	Christy Thomson	RE/MAX Results - Angola office - NE30	8	\$2,246,400	\$280,800
89	Alice Fitzpatrick-Welch	Coldwell Banker Real Estate Group - NE9	6	\$2,244,700	\$374,116
90	Jerry Jenkins	Coldwell Banker Real Estate Group - UPRWGR06	7	\$2,235,500	\$319,357
91	Steve Ness	Ness Bros. Realtors & Auctioneers - UPRLNB01	6	\$2,202,400	\$367,066
92	Brock Noye	Noll Team Real Estate - UPNTRE	9	\$2,200,900	\$244,544
93	Nancey Weaver	Agency & Co. Real Estate - UPAGCO	5	\$2,195,800	\$439,160
94	Tracy Hale	CENTURY 21 Bradley Realty, Inc - UPBRAD	7	\$2,190,000	\$312,857
95	Joni Donaghy-Myers	Coldwell Banker Holloway - UPCOHO	9	\$2,181,300	\$242,366
96	Michelle Wyatt	Wyatt Group Realtors - UPWGRE	8	\$2,162,302	\$270,287
97	Michael Payne	Coldwell Banker Real Estate Group - UPRWGR05	6	\$2,159,000	\$359,833
98	Cecilia Espinoza	Espinoza Realtors - UPESRE	11	\$2,147,000	\$195,181
99	Julie Arquette	CENTURY 21 Bradley Realty, Inc - UPBRAD	1	\$2,125,000	\$2,125,000
100	Scott Yoder	Coldwell Banker Real Estate Group - UPRWGR09	7.5	\$2,101,500	\$280,200

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