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PUBLISHER'S NOTE

# King of the Moment

REMINGTON RAMSEY



"King of the Moment." It's a phrase from *The Count of Monte Cristo*, a reminder that in any given moment, someone is winning and real friends celebrate the victory instead of resent it.

However, heavy is the crown when you are wearing it. Allow me to explain.

Everyone loves you when you're the underdog. You're no threat. You're safe to root for. They throw out the "You got this!" and "Go get 'em!" because, deep down, they don't think you will.

But the second you start winning? The energy shifts. The same people who cheered for you when you were struggling start downplaying your success. Instead of "Love to see it!" you get eye rolls. Instead of support, you get "Here we go again..."

And when you actually make it? Some people aren't just waiting for you to fail. They're hoping for it.

That's human nature. Jealousy. Envy. But don't get it twisted. If people are criticizing you, it's because you're ahead. And

if they're mad? You're moving too fast for them to keep up. Keep going.

Now, let's flip it. What if your friend is the king of *this* moment?

It costs nothing to support them when they have nothing to lose. But real character is revealed when they start winning. Do you celebrate their success, or do you shrink in its shadow?

True strength isn't just found in the climb. It's found in the confidence to celebrate those who make it to the top. So here's the challenge. Be the kind of person who doesn't just root for the rise but honors the reign.

Because real kings don't waste time resenting another man's success. They know the throne isn't a competition. There's room at the top for more than one.

And if you find yourself saying "King of the Moment" while secretly hoping they stumble, you have missed the point entirely. Envy wears a crown just like a king, but only one builds a legacy. If you've read *The Count of Monte Cristo*, you already know which one you want to be.





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# Xavier Yankey

OF THE  
BUENING  
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**Q. What awards have you received?**

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Keller Williams Indy Metro North 2024 Top Team Member in Units

**Q. Career Volume**

\$15,471,122

**Q. Last year's total volume**

\$7,808,100

**Q. How early did you know that you wanted to be a real estate agent?**

Ironically, I had a sense early on that real estate was my calling. I initially pursued nursing in college, only to quickly realize that science and I were not exactly a perfect match. The real turning point came when I was touring rental homes near campus and had a conversation with a real estate agent. It just clicked—I knew this was what I wanted to do. From that moment on, I fully embraced the industry, incorporating real estate into

my college experience through class projects and job shadowing with local agents in Muncie, IN. Though the interest had been there for years, it wasn't until 2020 that I officially took the leap and got my license. Looking back, I realize that real estate was always in the cards for me—it was just a matter of time.

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

One of the most fulfilling parts of my job is working with first-time homebuyers. There's a unique opportunity to change the trajectory of someone's life by helping them achieve something they've always dreamed about—homeownership. We

aren't taught in high school about financial literacy or the role homeownership plays. I love being that bridge, breaking down barriers, and showing clients that homeownership is more achievable than they may have thought. The moment when everything clicks for them—that lightbulb moment—is what drives me. Seeing their excitement and confidence grow and knowing what that means for their future is what makes this career so rewarding.

**Q. What has contributed to your quicker success?**

I owe a huge part of my success to Keller Williams and The Buening Group. One of the biggest lessons I've learned is that I don't have to reinvent the wheel—SUCCESS LEAVES CLUES. I leaned into the knowledge and experience of those who had already paved the way, and that made all the difference. Surrounding myself with high-achieving, like-minded individuals who show up consistently and support each other has given me the extra drive to push forward and believe that anything is possible. Another major turning point was when I transitioned from being a dual-career agent to going all-in on real estate. That decision was pivotal. Failure simply wasn't an option (my fur babies still needed food in their bowls!). Looking back, that leap of faith was exactly what I needed to break through to the next level.

**Q. What other interests do you have?**

Beyond real estate, I'm passionate about physical health, mental well-being, and the performing arts.



One of my biggest lifelong passions is color guard. I started performing in high school and continued at the WGI (Winter Guard International) level. I've been involved in some capacity since 2008, and today, I'm proud to be an educator at Mt. Vernon High School, where I get to share my love for the performing arts with middle and high school students.

**Q. What makes your business different from others?**  
I always joke that I'm not a "shark" in real estate—I'm more of a "dolphin"! My approach is rooted in empathy, not aggression. I'm naturally an empathetic person, so I bring



that into my business every day. My goal is to empower my clients—not just to make a smart decision, but to feel good about it. This approach extends to my relationships with other agents as well. At the end of the day, real estate is about creating win-win situations.

**Q. If you could change one thing in your industry right now, what would it be?**  
If I could change one thing about our industry, it would be the mindset that some agents have—that they already know everything. Real estate is constantly evolving, and the best



agents are the ones who remain open to learning, adapting, and growing. The more we embrace a culture of learning and mentorship, the stronger our industry—and our businesses—become. Gary Keller says, "Learning based people are always looking for the next challenge and how to master it. The road to success is always under construction." I believe that by staying curious and open to growth, we can push our industry forward in the best possible way.

**Q. What advice would you give to those considering real estate?**  
Seek out information, ask questions, and get a real understanding of what the job entails. It's not just looking at pretty homes all day or what you see on TV—real estate is a challenging but incredibly rewarding career that requires dedication, perseverance, and a willingness to learn.

I also highly recommend finding a mentor from the very beginning. You don't have to figure it all out on your own. Learning from someone who has already navigated the ups and downs can save you time, frustration, and missed opportunities. The agents who succeed the fastest are the ones who surround themselves with the right people, stay coachable, and commit to continuous growth. If you're willing to put in the work, real estate can open doors you never imagined!

**Q. Anything else you want to say with this platform?**  
Show up for yourself. In this business, it's easy to pour everything into clients, transactions, and the next deal—but you can't give your best to others if you're not taking care of yourself first. Prioritizing your own well-being, whether it's through mental health, physical health, or personal growth, isn't just important—it's essential. The best service comes from a place of balance, passion, and a commitment to continuous growth. So take the time to recharge, learn, and evolve—because when you do, everyone around you benefits.



**“**  
**I believe that by staying curious and open to growth, we can push our industry forward in the best possible way.**



# RODENTS



# AND WHY THEY LOVE OUR HOMES

BY PHIL THORNBERRY

16.3% of homes in Indiana have a rodent problem according to the latest data. By rodents, I mean rats and mice specifically. Indiana unsurprisingly lies right in the middle of the pack according to the U.S. Census Bureau. Vermont holds the worst record at 24.1% and Arizona/Florida are tied for the best at 4.4%. Other states fall somewhere in between with a noticeable trend that colder climates have more problems than warmer climates.

The reasons for this are simple, rodents that don't hibernate (rats and mice), will find the warmest and coziest spots to spend the winter. Those cold snaps will bring these critters into any home they can gain access to. Thanks to improvements in building codes and the "tightness" of modern homes, this means we see far fewer rodents in newer homes. Older homes with their looser construction and age-related entry points suffer the highest rates. Finally, rural homes with much higher natural populations of rodents will see a higher rate of rodent problems overall.

It's impossible to make a home rodent proof but there are ways you can reduce the chances rodents will make it into your home. Even new homes have options for significant improvements that can make a big difference for minimal cost. If given the choice during construction, there are some fantastic options that make great sense if you are willing to spend a little extra. Most builders will not make these choices because they are not required by code.

There are two things that can be done that will make a big difference. First and foremost, exclude the rodents from getting into your home in the first place by reducing the number of gaps ½" or larger. This can be very difficult even by today's building standards and will require special rodent proof materials. Siding on homes is a very common entry point, especially vinyl siding. Rodent screens installed on the lower course of siding as well as at each corner can prevent the most common entry points. There are products for new and existing construction. Search for copper mesh for rodent control and you will find some easy to work with products that will allow you to seal many of the gaps you will find. After dealing with the siding, check all wall penetrations for pipes and vents as well as doors and windows for signs of rodent entry.

The second most important thing you can do is make sure the rodents that do make it into your home don't find a place that is hospitable to start a new rodent family. Do not store food in areas where rodents can access it. Unsealed containers will attract them. Reducing available food and placing rodent poison bait in strategic locations will handle most rodents that make it inside the home. One area of the home that is particularly difficult to prevent rodents from entering is the attic and rodents that do get into your attic

will make it their home if they find fiberglass insulation. Fiberglass insulation is their favorite insulation because they can tunnel in it and make a warm cozy home right next to the warm ceiling of your home.

Insulation material in a home plays a major role in preventing rodent issues. Most builders currently use blown fiberglass because it is the cheapest insulation available that is easy to work with. Cellulose insulation is very comparable in cost and only a little more difficult to work with, yet it repels rodents. My personal favorite due to excellent R factor, durability, water/mold resistance, and the fact it is fireproof AND repels rodents is mineral wool. Mineral wool was gaining in popularity before covid but due to supply constraints and other factors, is almost never installed in today's homes. That's a shame considering its extra cost is trivial for the benefits it brings.

Excluding rodents and making your home less inviting are effective methods at preventing a rodent problem. If you are already dealing with a rodent problem and unfortunately must replace contaminated or damaged insulation, consider the two alternatives to fiberglass I mentioned if you want to minimize the chance of future rodent problems.

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# ANDY

## Rucker

### Hoosier Heart

BY KELSEY RAMSEY  
BY PHOTOS BY RC FINE PORTRAITS

Andy Rucker is a standout name in the world of real estate, not only for his success but for the way he embodies the core values of integrity, helpfulness, compassion, humility, leadership, and service. In 2023, he was honored with the True Award by his peers at Trueblood Real Estate (TRE), recognizing him as the agent who exemplifies what TRE values most. However, Andy's path to success wasn't easy, and it's his determination, resilience, and unwavering belief in himself that have shaped him into the leader he is today.

Raised on the northeast side of Indianapolis, Andy graduated from Lawrence North High School in 2006. His family, especially his parents and older sister, have always been strong role models. "They led by example, and I've always wanted to be like them," Andy says, noting how their influence still drives him today. "If I can be like them, my children and wife will think of me in the same light."

After high school, Andy attended Indiana University, graduating in 2010. "Go Hoosiers!" His college years helped shape him, but it was his early career challenges that truly set the stage for his future in real estate.

Andy didn't immediately find his footing after college. He worked in a variety of inside sales jobs before landing his first real sales position. "I got fired from my first sales job out of college," he admits. "It was tough, but it taught me the importance of resilience. Failure is part of the journey, and I'm glad I went through it." This difficult period helped Andy build the mindset he would carry through his career.

Real estate wasn't Andy's first career choice, but once he dipped his toes into the industry, he was hooked. "I first got interested in real estate in high school, working at a local brokerage," he

“

**Watching agents grow from newly licensed to powerhouse producers has been one of the most fulfilling parts of my job**







recalls. Andy’s journey began as a leasing consultant in the multi-family sector. From there, he earned his real estate license and moved into single-family property management.

Making the leap to full-time real estate in 2017 was a big challenge. With little money to his name, Andy knew he had to bet on himself. “My first year was tough. I bartended and drove for Uber just to make ends meet,” he remembers. “But I knew I couldn’t go back to what I was doing before.”

The big turning point came in 2017 when Jim Trueblood gave him the opportunity to join his team as a full-time agent. This opportunity ended up becoming the catalyst for Andy’s success. “That’s when things really took off.” He was able to tap into a network and opportunities that he says he couldn’t have found on his own.

Now, as Sales Director at Trueblood Real Estate, Andy also mentors new agents, guiding them to

become top producers. “Watching agents grow from newly licensed to powerhouse producers has been one of the most fulfilling parts of my job,” he says. Helping others succeed is as gratifying for Andy as helping clients find their dream homes.

What truly sets Andy apart is his unwavering commitment to hard work and humility. “When I started, I didn’t have the option to fail,” he says. “Even now, with success, I approach my work with the same mentality. I never lose sight of how hard I worked to get here.” This approach, combined with a constant drive to improve, has made him a top producer and a respected leader in the industry.

While Andy’s professional success is significant, his personal life is where he draws his greatest strength. He credits much of his success to his wife, Anna, who supported him through the tough times. “She was there for me when things were hard. She always believed in me, and she pushed me to be the best version of myself,” he says. Together, Andy and Anna have two young boys, Teddy and Rory, and they prioritize family time. “We love our summers at the family lakehouse in Michigan. It’s our place to reconnect and recharge,” he shares.

To new agents, Andy offers simple but effective advice: focus on accessibility and customer service. “Those are the two most important traits,” he says. “You can’t teach them, but they’ll help you build credibility and trust with your clients.” Whether you’re a seasoned agent or just starting out, Andy’s message is clear: always put your clients first.

Looking ahead, Andy is excited about the future of Trueblood Real Estate. “We’ve grown from fewer than 20 agents in 2018 to nearly 200 agents statewide,” he says. The brokerage has aggressive plans for continued growth, as they are not just about chasing leads, but about creating a place where every agent can thrive.

From overcoming early career struggles to mentoring the next generation of top agents, Andy Rucker is more than just a successful real estate agent. He’s a leader, a mentor, and a role model who is making a lasting impact both in his community and the real estate industry.





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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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# Lora Reynolds

**RIISING FROM  
THE RUBBLE**

BY KELSEY RAMSEY  
PHOTOS BY KELLY KLEMMENSEN

In life, sometimes it's the hardest moments that shape us the most. For Lora Reynolds, a tornado in 2002 didn't just destroy her home—it completely changed the trajectory of her life. It forced her to step out of the comfort zone she had been stuck in, providing the catalyst for a fresh start. While it was a devastating experience, Lora looks back on that moment with gratitude, as it ultimately led her to a career in real estate—a career that would transform her life and the lives of those she loves.

Lora's journey to becoming a highly successful realtor and team leader hasn't been a smooth ride, but it's one defined by resilience, grit, and a deep commitment to creating a better future for her children. Born and raised in Indiana, Lora's connection to her roots runs deep, as she's lived through countless challenges, each time coming back stronger and more determined.





### A Life Transformed by Real Estate

Real estate wasn't always the plan for Lora. It was, at first, a way to survive—especially as a single mother of five. Before finding her calling in real estate, she worked as a waitress and bartender, doing whatever it took to make ends meet. But everything changed after the tornado in 2002. Though it was a devastating moment, it set the stage for her entry into real estate, which would soon provide her with the opportunity to create a better life for her family.

Lora didn't actively seek out real estate—it found her. But once she entered the field, she realized it was more than just a job; it was a chance to create something lasting, something meaningful. Over time, Lora built her business from the ground up, and now she leads a successful team of over 20 agents and staff members. Together, they've sold over 1,200 homes and achieved more than \$300 million in career sales volume—a testament to the consistency, care, and commitment that defines their work.

The entrepreneurial spirit that was sparked by necessity evolved into a thriving, multi-generational family business. For Lora, her team has been a cornerstone of her success. Watching her team members grow, hit their goals, and change their lives through real estate is what she values most about her work. And it's clear that Lora's commitment to helping others extends beyond just her colleagues; she is driven by a genuine desire to make a difference in the lives of her clients. Whether they are buying their first home or going through a major life transition, Lora takes great pride in being there for them during those significant moments.

### A Family Affair

One of the most meaningful aspects of Lora's journey has been her ability to build a business that her children can be a part of. Over the years, her children have grown into integral parts of her business. Her son Josh works closely with her every day, keeping everything organized and moving forward, while her daughter Cheyenna manages the behind-the-scenes operations.

Her youngest son's Tyler and Zachary are also preparing to join the family business. Kayleigh, who lives happily in Michigan, has no immediate plans to join the business.

"This business gave us a life I didn't think was possible. Now, I get to share it with my kids. That's what matters most," Lora says.

She often reflects on how this business has not only provided a better life for her children but has also allowed them to build something together. Watching them step into their strengths and become part of the team has been incredibly rewarding for Lora, as it's a testament to how far they've come together as a family.

### Lessons From Home

Much of Lora's strength and determination comes from the example set by her parents. Her father, a retired police officer, taught her the value of hard work and integrity, showing up every day, doing his job without seeking praise. Meanwhile, her mother, who initially stayed home with the children before returning to the workforce, demonstrated what resilience truly looks like. Lora attributes much of her own resilience to their influence.

During some of the toughest times of her life, her parents were always there to offer support. Whether it was helping her navigate the challenges of single motherhood or offering encouragement when she felt lost, their unwavering presence gave Lora the strength to keep going.

### The Power of Perseverance

Lora's success didn't come easily. She didn't take the traditional route to building her business, and she didn't have a safety net to fall back on. "I didn't go to college," she admits. "My education came from real-life experience—learning things the hard way, figuring them out on the fly, and not being afraid to make mistakes." It's through this trial-and-error approach that Lora learned the ins and outs of real estate, all while raising five children on her own.

“

*This business gave us a life I didn't think was possible. Now, I get to share it with my kids. That's what matters most”*





Today, Lora continues to rise above challenges, growing not only her business but also her personal and professional development. “I just keep showing up. I’m consistent. I genuinely care. And I’ve always been willing to figure things out—even when I didn’t know how at first,” she reflects.

Her unrelenting perseverance is what sets her apart in the real estate world. Lora is the type of person who thrives in the face of adversity. Even when things seemed impossible, she pushed forward, knowing that the key to success was simply showing up, day after day.

**Looking to the Future**

Lora is always looking forward. Recently, she signed on to become the State Broker for Indiana at Epique Realty—a new leadership role that marks a proud and energizing new chapter in her journey. This transition represents not just a new chapter in her career, but a new opportunity to help other agents grow and succeed. Lora believes deeply in the values that Epique Realty stands for and is eager to support agents across Indiana in building businesses they are proud of.

Her advice to other real estate agents is rooted in her own experiences. “Get really good at negotiation and deal structure. Learn how to make a deal work when it shouldn’t,” she advises. “That’s how you stay in business when the market gets tough.” To her fellow top producers, she also offers guidance: “You don’t have to do it all yourself. If you’re still trying to juggle everything alone, you’re going to hit a ceiling.”

**A Legacy of Empowerment**

Looking ahead, Lora is focused on growing her team, mentoring new agents, and making a lasting impact in the industry. “For me, it’s about showing others that they can do this too,” she says. “I want to help others believe that they can build something out of nothing, just like I did.”

Lora’s legacy will undoubtedly be one of empowerment and perseverance. Her journey proves that no matter where you start, or how many obstacles you face along the way, it’s possible to build a better future. Lora’s story is a testament to the power of determination, and she continues to inspire others to pursue their dreams and never give up, no matter the odds.

As she steps into her new role as State Broker, Lora reflects on how far she’s come: “Real estate didn’t just change my income—it changed my identity,” she says. And as she helps others build their own futures, it’s clear that Lora Reynolds’ impact will be felt for many years to come.



“I want to help others believe that they can build something out of nothing, just like I did.”



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# JOSH MOSS — AND — DENIS O'BRIEN

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Josh and Denis say that they are the same person, and they give the same answers to the questions they are asked. They not only think alike, but they live their lives similarly and spend a significant amount of time together at work and outside of work. This tandem wants to build a legacy – a business that promotes the clients and checks the egos of the team members at the door. “We are not about personal success but about the betterment of the team, and our key ingredient is captured in the word, trust,” says Denis.

The men note that success can be a moving target and is never really reached as a destination but is more like the summation of achievements and impact and can be defined as the fulfillment of actions that align with legacy. Having established a strong residential company, they are now focused upon growing an equally strong commercial real estate venture called JDM Partners.

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## TOP 200 STANDINGS

## Teams and Individuals January 1, 2025 - March 31, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Lindsey Smalling	33	48	81	\$24,097,688
2	Mike Deck	12	9	21	\$23,217,221
3	Carrie Holle	22	5	27	\$22,882,300
4	Allen Williams	21	15	36	\$22,300,658
5	Alex Montagano	22	35	57	\$21,026,758
6	Christopher Stevens	0	3	3	\$20,618,000
7	Gregory Williams	1	0	1	\$20,200,000
8	Matt McLaughlin	11	10	21	\$18,189,700
9	Justin Steill	16	8	24	\$15,870,300
10	Mark Branch	15	7	22	\$13,672,525
11	Shelly Johnson	9	6	15	\$13,391,540
12	Jamie Boer	12	14	26	\$12,070,785
13	Bif Ward	5	5	10	\$11,701,800
14	Lora Reynolds	13	25	38	\$10,487,215
15	Jennil Salazar	4	5	9	\$10,338,900
16	Eric Forney	9	18	27	\$10,320,700
17	Laura Turner	13	9	22	\$9,895,621
18	Tina Smith	4	7	11	\$9,612,112
19	Stephen Clark	8	13	21	\$9,342,532
20	Patrick Tumbarello	11	9	20	\$9,241,600
21	Tim O'Connor	9	14	23	\$9,145,240
22	Christopher Fahy	20	0	20	\$8,510,345
23	James Robinson	2	11	13	\$8,428,500
24	Jenny Lauck	2	23	25	\$8,402,384
25	Lisa Kleinke	19	0	19	\$8,336,470
26	Robbin Edwards	7	8	15	\$8,102,625
27	David Brenton	14	5	19	\$8,010,499
28	Steve Lew	17	11	28	\$7,925,437
29	Julie Preston	6	6	12	\$7,683,024
30	Stephanie Evelo	10	14	24	\$7,567,400
31	Jared Cowan	6	13	19	\$7,553,100
32	Eric Wolfe	10	22	32	\$7,540,600
33	Laura Heigl	4	3	7	\$4,819,861

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Shannon Gilbert	5	16	21	\$7,395,500
35	Chris Schulhof	5	4	9	\$7,386,900
36	Erika Frantz	17	1	18	\$7,296,830
37	Michelle Chandler	13	14	27	\$7,286,999
38	Summer Hudson	7	17	24	\$7,223,700
39	Troy Dixon	5	11	16	\$7,195,626
40	Kyle Ingle	4	9	13	\$7,074,912
41	Scott Chain	8	14	22	\$7,024,950
42	Laura Waters	9	8	17	\$6,906,000
43	Stacy Barry	8	4	12	\$6,888,018
44	Jeffrey Cummings	16	8	24	\$6,795,800
45	Brenda Cook	4	2	6	\$6,780,900
46	Chandra Sekhar Alokam	1	14	15	\$6,769,660
47	Donald Wilder	7	4	11	\$6,740,000
48	Garrett Brooks	20	1	21	\$6,658,900
49	Patrick Watkins	16	6	22	\$6,612,500
50	Arjun Dhital	7	14	21	\$6,564,150

**Disclaimer:** Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. *Indy Real Producers* does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based off of Mibor counties.

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 - March 31, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Kishia Linville	5	1	6	\$6,560,000
52	Brian Sanders	6	6	12	\$6,423,300
53	Sena Taylor	5	10	15	\$6,415,900
54	James Embry	13	2	15	\$6,367,567
55	Laura Heigl	4	5	9	\$6,339,861
56	Stanley Saingelus	0	18	18	\$6,310,475
57	Patrick Keller	10	10	20	\$6,273,300
58	Staci Woods	11	5	16	\$6,267,670
59	Meighan Wise	12	1	13	\$6,225,990
60	Sarah Sanders	11	10	21	\$6,188,400
61	Amber Greene	9	5	14	\$6,141,600
62	Roger Webb	5	4	9	\$6,131,200
63	Jennifer Shopp	5	9	14	\$6,125,499
64	Mark Linder	10	1	11	\$6,092,500
65	Denis O'Brien	13	11	24	\$6,016,350
66	Tina Coons	12	4	16	\$6,009,400
67	Drew Wyant	18	6	24	\$6,008,500

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Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Heather Upton	14	10	24	\$5,976,650
69	Mary Boustani	3	6	9	\$5,940,000
70	Luis Coronel	7	27	34	\$5,938,900
71	Shelly Walters	7	4	11	\$5,889,900
72	Traci Garontakos	2	1	3	\$5,777,500
73	Kristie Smith	4	3	7	\$5,773,075
74	Benjamin Jones	4	7	11	\$5,709,903
75	Brian Black	3	6	9	\$5,649,270
76	Jake Stiles	11	4	15	\$5,625,690
77	Scott Hackman	5	4	9	\$5,501,650
78	Mark Studebaker	6	8	14	\$5,493,400
79	Robin Pickett	11	9	20	\$5,476,490
80	Jenni Bliss McMillion	4	6	10	\$5,413,674
81	Lauren Masur	3	2	5	\$5,269,000
82	Trish Meier	6	18	24	\$5,263,210
83	Jennifer Turner	11	5	16	\$5,194,000
84	Amy Spillman	3	9	12	\$5,158,869
85	Basim Najeeb	7	9	16	\$5,133,000
86	Steve Silver	6	13	19	\$5,126,866
87	Kevin Hudoba	4	4	8	\$5,100,790
88	Timeko Whitaker	11	12	23	\$5,083,459
89	Andrea Ratcliff	3	7	10	\$5,072,000
90	Beckie Schroeder	4	3	7	\$5,059,262
91	Chad Hess	17	12	29	\$5,027,750
92	Nathaniel VanPelt	6	7	13	\$5,022,400
93	Lisa Kercheval Aerne	5	6	11	\$4,979,700
94	Paul Scherrer	4	6	10	\$4,927,369
95	Diane Cassidy	5	3	8	\$4,927,000
96	Christopher Braun	2	2	4	\$4,861,000
97	Chad Renbarger	6	1	7	\$4,860,903
98	Sarah Fishburn	6	9	15	\$4,828,961
99	Emily Brewer	6	9	15	\$4,814,800
100	Heather Schaller	5	8	13	\$4,759,000



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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 - March 31, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Vickie Jordan	3	7	10	\$4,736,000
102	Jerry Gemmecke	5	5	10	\$4,725,900
103	Khloe Anderson	10	5	15	\$4,689,888
104	Brigette Nolting	9	9	18	\$4,686,900
105	Deborah Elliott	5	3	8	\$4,669,900
106	Robyn Breece	9	7	16	\$4,636,995
107	Zeida Suljkanovic	5	4	9	\$4,621,900
108	James Schlueter	3	3	6	\$4,614,400
109	Joshua Vida	11	1	12	\$4,612,895
110	Jeffrey Paxson	9	7	16	\$4,593,300
111	Scott Babb	6	11	17	\$4,592,500
112	Sean Daniels	5	10	15	\$4,587,200
113	Kelly Todd	0	7	7	\$4,556,500
114	Ryan Radecki	6	8	14	\$4,555,900
115	Mike Feldman	6	6	12	\$4,550,700
116	Marty Dulworth	10	9	19	\$4,545,000
117	Thomas Endicott	7	4	11	\$4,541,283

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Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Will Lonnemann	9	4	13	\$4,459,485
119	Michael Price	7	5	12	\$4,429,400
120	Dana Holt	3	1	4	\$4,414,500
121	Jenny Laughner	9	6	15	\$4,381,986
122	Doug Dilling	5	8	13	\$4,373,290
123	Mary Wernke	4	2	6	\$4,373,000
124	Chris Harcourt	8	8	16	\$4,348,500
125	Nicholas Laviolette	2	5	7	\$4,343,795
126	Jill Freeh	3	4	7	\$4,252,900
127	Bina Ahluwalia	1	8	9	\$4,251,990
128	Harnarender Kaur	0	8	8	\$4,190,140
129	Ryan Orr	21	7	28	\$4,182,251
130	Jean Donica	11	4	15	\$4,158,200
131	James Smock	8	6	14	\$4,157,450
132	Debra Brown-Nally	17	1	18	\$4,153,230
133	Tony Janko	6	5	11	\$4,141,500
134	Tyler Renick	4	8	12	\$4,112,250
135	Amelia Sharma	0	10	10	\$4,111,000
136	Diane Brooks	3	6	9	\$4,101,350
137	Corey Dawkins	5	10	15	\$4,072,564
138	Joshua Carpenter	3	8	11	\$4,058,500
139	Derek Gutting	8	3	11	\$4,051,900
140	Patrick Daves	2	10	12	\$4,027,900
141	Jonathon Kim	0	3	3	\$4,025,000
142	Corina Jones	8	6	14	\$4,000,900
143	Jennifer Blandford	3	6	9	\$4,000,375
144	Mamadou Gueye	1	12	13	\$3,996,000
145	Michelle West	3	10	13	\$3,973,030
146	Katie Hintz	4	2	6	\$3,959,000
147	Matthew Kressley	4	3	7	\$3,957,430
148	Lorie Blythe	7	7	14	\$3,925,900
149	Casey Elkins	16	5	21	\$3,922,500
150	Craig Deboor	8	3	11	\$3,919,000





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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 - March 31, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Leslie Gardner	9	4	13	\$3,916,054
152	Derek Manis	8	4	12	\$3,906,100
153	Trent Whittington	7	5	12	\$3,898,668
154	Maria Ridenour	7	5	12	\$3,895,885
155	Emily Burford	2	3	5	\$3,885,271
156	Cindy Stockhaus	8	2	10	\$3,880,100
157	Phillip Olson	1	2	3	\$3,877,900
158	Wendy Zin	3	10	13	\$3,869,353
159	Carlos Higareda	4	4	8	\$3,838,700
160	Val Hooton	3	4	7	\$3,837,800
161	Sandra Ginn	3	2	5	\$3,828,655
162	Rochelle Perkins	13	0	13	\$3,827,300
163	Bryan Arnold	2	8	10	\$3,815,000
164	Michelle Dumas	5	0	5	\$3,813,000
165	Joshua Ember	6	5	11	\$3,790,000
166	Renee Peek	7	4	11	\$3,789,290
167	Warren Smith	2	10	12	\$3,776,000

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Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Whitney Strange	5	6	11	\$3,761,500
169	Jordan Moody	4	5	9	\$3,761,000
170	Nancy Mutchmore	2	1	3	\$3,750,000
171	Jacilynn Ferris	3	11	14	\$3,714,900
172	Brandon Smith	8	1	9	\$3,693,800
173	Kurt Clements	18	1	19	\$3,688,700
174	Roger Wessel	9	8	17	\$3,662,405
175	Jessica Martin	7	5	12	\$3,651,000
176	Raymond Habash MS	4	4	8	\$3,647,500
177	Peter Stewart	8	10	18	\$3,637,433
178	Kyle Gatesy	1	8	9	\$3,634,012
179	Christy Cutsinger	3	6	9	\$3,613,619
180	P. Aaron Starr	9	2	11	\$3,611,150
181	Devan Lunceford	8	6	14	\$3,610,600
182	Tom Williams	5	3	8	\$3,609,300
183	Roberta Dakich	4	2	6	\$3,597,950
184	Tracy Ridings	2	8	10	\$3,593,686
185	Cameron Mason	5	7	12	\$3,589,365
186	Andy Sheets	4	1	5	\$3,581,900
187	Todd Bailey	10	6	16	\$3,577,900
188	Perla Palma Nunez	6	13	19	\$3,568,800
189	Craig Bowen	4	4	8	\$3,534,800
190	Denise Fiore	2	5	7	\$3,523,400
191	Bernard Goodman	1	4	5	\$3,520,750
192	Lindsay Ohmer	2	5	7	\$3,514,690
193	Rosie Berzenye	15	0	15	\$3,501,700
194	Michelle Sebastian	1	1	2	\$3,500,000
195	Kylie Foster	4	4	8	\$3,489,800
196	Jeneene West	8	8	16	\$3,489,700
197	Lisa Sears	3	5	8	\$3,479,208
198	Kristen Yazel	4	6	10	\$3,476,008
199	Carl-henry Joseph	0	11	11	\$3,468,889
200	Frederick Catron	4	7	11	\$3,449,000



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