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APRIL 2026

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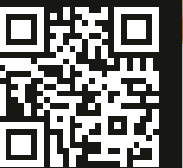
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# Indy Real Producers Advisory Board



Lindsey Smalling



Drew Dial



Sean Daniels



Dawn Pollard



Sophie Sergi



Clay Burris

The Advisory Board is brand new to *Indy Real Producers* in year eleven, and these six leaders will serve for the entire year. The goal is simple. We want a real agent voice helping us grow, shaping both the content of the magazine and the quality of our events.

We know we are a trusted voice within the real estate world, but staying a trusted voice requires staying connected. Having agents we respect keeping their ear to the ground and giving insight into the daily realities of an agent will help us grow in every direction.

The Advisory Board is a badge of honor all on its own. Yes, there are some great perks, but the best part about

these six is that they were eager to serve long before we ever talked benefits. They have always been champions of the community and supporters of Real Producers.

We could not be more excited to introduce them as the very first Advisory Board in *Indy Real Producers* history.

- Clay Burris - Highgarden
- Drew Dial - REAL
- Sean Daniels - Daniels Real Estate
- Lindsey Smalling - F.C. Tucker
- Dawn Pollard - EXP Luxury
- Sophie Sergi - Remax

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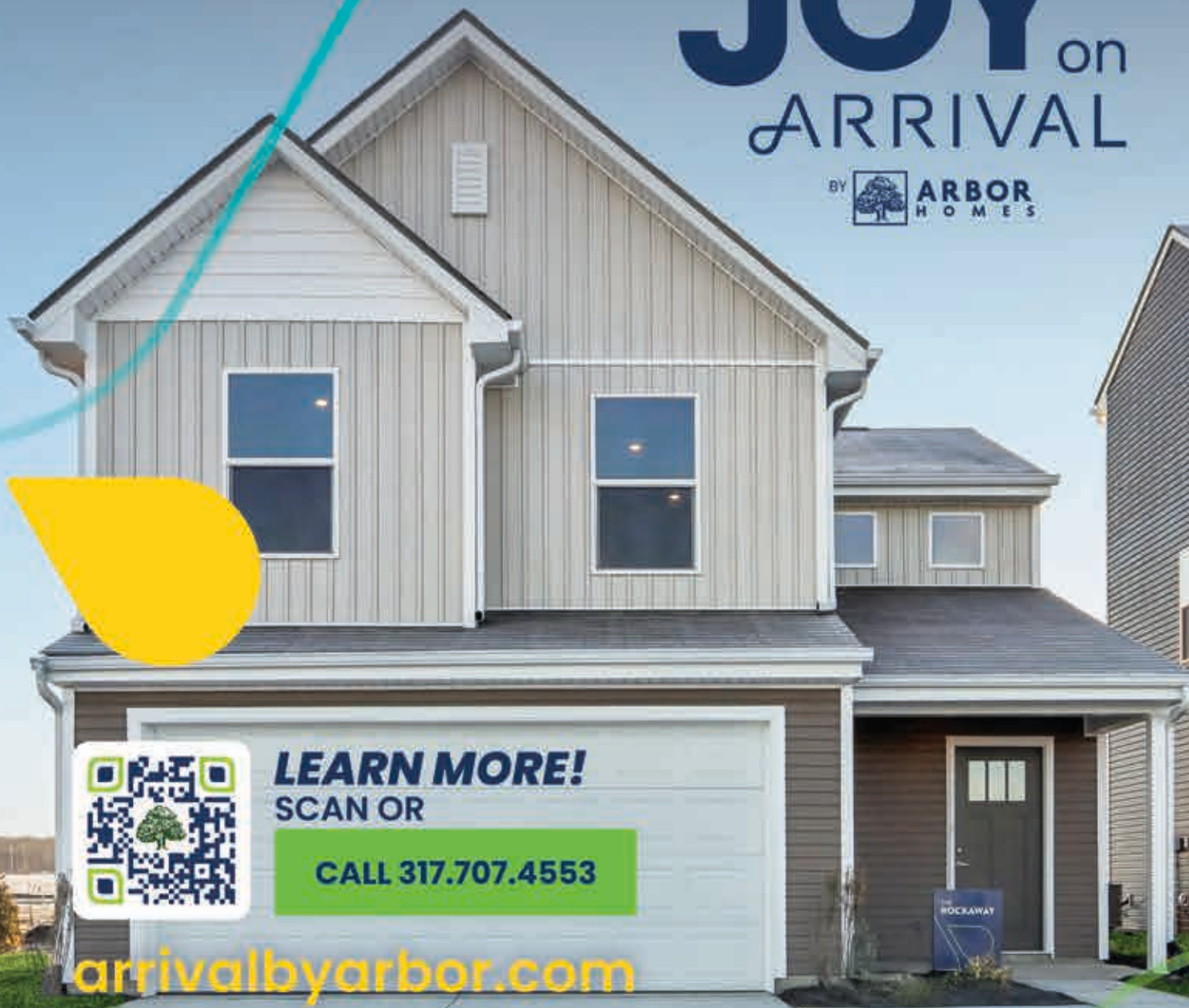
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# A Shocking Misstep



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A few weeks ago I was on the church stage playing guitar. I was doing the Elvis legs thing I tend to do when I get lost in the music. Moving around. Sliding a little. Feeling the moment. Then suddenly a flash and gasps from the band. A loud pop underneath my feet. Then the smell of smoke.

For a second I just stood there confused, trying to piece together what had just happened. I thought maybe something had fallen on stage. A spotlight or a speaker. Maybe the fog machine exploded. Fog machines, as we all know, are an essential part of worship services. I am pretty sure it is in the Bible.

Then the band started explaining what they saw. A power cord had gotten pinched inside one of the trap doors on stage. When my size twelve foot came down it landed perfectly on the spot where the cord was trapped. Perfectly. My foot severed the cord. A misstep.

The second it snapped there was a bright flash that lit up the entire room. Everyone saw it except me because it happened directly under my shoe.

No electrical fire. Nothing dramatic after that. Just a quick burst of fear that settled back into normalcy.

I did not realize how close the moment was until later.

After the service I sat down and crossed my legs. That is when I saw the bottom of my shoe.

There was a decent sized burn mark in the leather. That's the moment it became a bit more real to me.

Every once in a while things like this happen. A little moment. A tiny interruption. A bad step. Something that reminds me how fragile life really is. But at the same time it feels like a small reminder that God is watching over me. I do not know

when my time will come. None of us do.

But when these little reminders show up I try to pay attention to them instead of letting them pass by like nothing happened.

The first place my mind goes is my schedule. Is my schedule reflecting what actually matters to me? Am I working hard when I'm working? Working to provide for my family and build the life and legacy I want to leave behind? And when I am with my family am I really with them? Present? NOT working? Because ultimately that is the whole reason I work hard in the first place.

We are all taking steps. Some steps are in the right direction and some are in the wrong direction. And occasionally when things are going well, we simply have a misstep and it throws us off.

Moments like that could easily make a person live in fear. My OCD brain immediately starts suggesting a list of things to avoid.  
Stages.  
Guitars.  
White tennis shoes.

But I want to see it a different way. Every moment is a gift from God. And I would rather live grateful than afraid.

I am not throwing that shoe away anytime soon. That burn mark is a reminder to mind where I step. Life is short. And there are plenty of people out there who have decided to waste theirs. I will not be one of them.



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# Hoosiers with High Utility Bills HEAR THIS!

BY PHIL THORNBERRY

**R**ecord high utility bills are here, and utility costs and affordability are front-of-mind, especially with Indiana's older housing stock. The Indiana Energy Saver Program gives homeowners and real estate agents a practical way to help clients address those concerns without major upfront expenses.

When we inspect homes, we are surprised to see old insulation and appliances and can't understand why. We assume people just don't know how affordable upgrades can be. Simply put, if you make your home more energy efficient, the high utility bills will go away AND your home's value will go up.

Administered by the Indiana Office of Energy Development, the program provides rebates and upfront discounts that make energy-efficiency upgrades far more affordable for homeowners across the state.

## Why Energy Efficiency Matters in Real Estate

Energy-efficient homes offer benefits buyers immediately understand:

- Lower monthly utility bills
- Improved comfort with fewer drafts and temperature swings
- Stronger resale appeal, especially in older homes
- Fewer post-closing surprises

The barrier has always been cost — and this program directly reduces it.

## What the Indiana Energy Saver Program Covers

Homeowners apply once and may qualify for incentives through two paths:

### Home Efficiency Rebates (HOMES)

Supports whole-home upgrades that achieve at least 20% modeled energy savings, including insulation, air sealing, duct improvements, and high-efficiency heating and cooling systems. Depending on income and savings achieved, rebates can cover 50% to 100% of project costs, up to program limits (\$18,000).

### Home Appliance Rebates (HEAR)

Designed for low- and moderate-income households, this rebate helps offset the cost of high-efficiency equipment such as heat pump HVAC systems, heat pump water heaters, electrical panel upgrades, and ENERGY STAR-rated appliances. Rebates are often applied as instant discounts. For example, \$8,000 towards an ENERGY STAR® heat pump for space heating/cooling.

### A Real-World Example

Take a 2,000-square-foot Indiana home built in the 1970s or 1980s:

- Typical annual energy costs: \$2,200–\$2,500
- Improvements: air sealing, attic insulation, and a high-efficiency heat pump
- Modeled energy savings: 30–40%

That's \$700–\$1,000 per year in utility savings.

A project that might normally cost \$12,000–\$15,000 can be reduced by \$6,000–\$12,000 upfront through Indiana Energy Saver rebates, depending on income eligibility. The result is immediate comfort, lower monthly bills, and long-term savings buyers can clearly understand.

## Why This Matters to Agents

- Buyers see affordable paths to improving older homes
- Sellers can strengthen listings with efficiency upgrades or future rebate eligibility
- Agents gain a concrete way to discuss ownership costs—not just sale price

## Bottom Line

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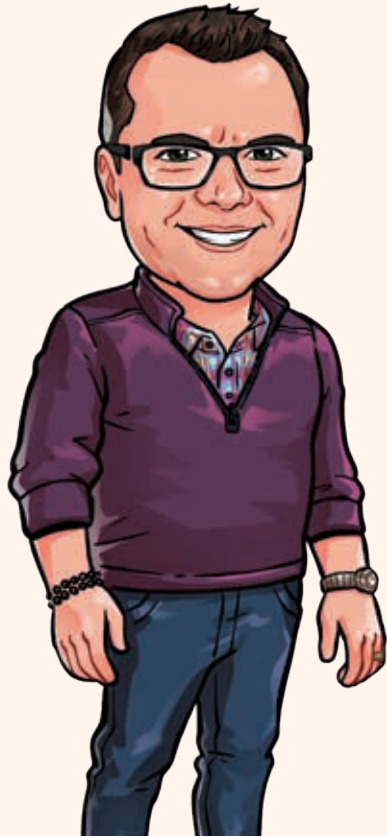
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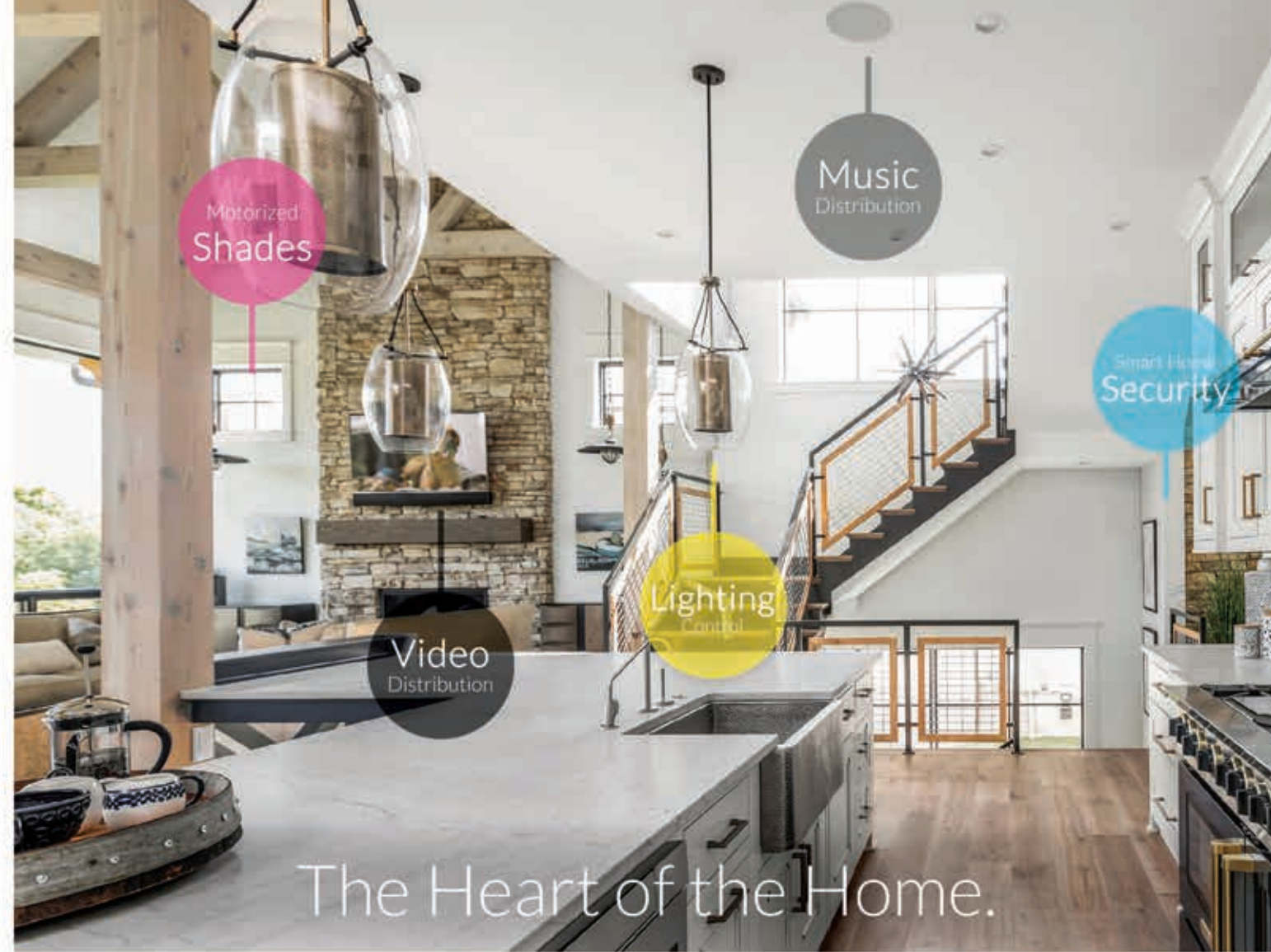
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# THE PRESIDENTS PANEL

PHOTOS BY RC FINE PORTRAITS

The February Masterclass is always one of the best attended classes of the year. We bring in powerhouse presidents and CEOs from some of the biggest brokerages in town to talk about what happened last year and what they see coming in the months ahead.

There is no crystal ball, but there is real excitement around what is ahead as buyers and sellers begin settling into a new normal. And through every kind of market, the top producers continue to rise. Why? Because they do not wait on the market to determine their future.

They take control of their own destiny by working hard and consistently doing the things that create top performers.

Masterclass takes pride in bringing together the best vendors and the best real estate agents in one room. The saying goes, if you are the smartest person in the room, you are in the wrong room. This is the kind of room where everyone can learn, grow, and leave better than they came in.

We will see you next month.



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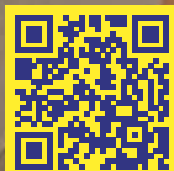
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# ANGELA McCOMISKEY

2025

#3 Top Teams in Units  
#3 Top Team in GCI

#3 Top Team in Volume  
Triple Gold Award

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

A. I started off my college career with Interior Design, but thanks to one failed math class and limiting beliefs at the age 20 I didn't think I had enough style to do it. I changed to Liberal Arts and Business because I knew that path was "easier to find a job." Once Pinterest started I immediately started pinning homes, watching all the HGTV shows, redoing our first home, designing new ideas, helping neighbors with ideas etc. Homes or design just kept showing up for me and I was **actively ignoring** it! Spring of 2020 I remember walking with a friend while I was still in my 12 year career with my previous employer and she asked me the question "What are you thinking about all the time but you're not acting on it?" It was real estate and sales. I have always had the entrepreneurial spirit but I was afraid of not having a

paycheck every two weeks, I held the insurance for the family, the retirement, and our safe nest egg. Once I thankfully got laid off after a quick 5 min Zoom call in May of 2021 and 12 years being over like that, I immediately walked downstairs after my call and told my husband I am going to get my Real Estate license and just go for it!

**Q. What people influenced you the most?**

A. Lots of conversations with friends, my work family and my husband. It was a combination of knowing I had full support and being okay that it all may fail. I knew I had my education, and experience in sales with a great career behind me, and if anything I knew how to network. Worst case scenario, I could always go back to a corporate job and we would be just fine. My biggest concern was

my family, but my husband Fred was more than willing to take the leap and trust my decision to pivot.

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

A. IUPUI - Liberal Arts and Undergrad in Anthropology

**Q. Have you discovered anything from that time that helps you in real estate?**

A. Yes or course! Between college, an internship at Colorado University and all of my past jobs everything I have learned has been a building block to what I do today. I am so thankful for my past career experiences and leadership. All of these skills and many, many failures along the way have been building blocks to build Truss Home Group and really understanding ownership of a small company.





two, maybe even three years you are learning how you want to run your company and you are learning how to navigate the industry. Once you start to clarify how you want to run the company, you can create a true sales strategy, marketing plan and still deliver clients one on one unique care. That becomes the fun challenge vs your business running you wild.

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

A. Without a doubt all of my past career experiences helped me be a success. I was able to learn systems from a Fortune 100 company that I use daily in this role as an Owner. The second thing is I am always learning about this industry, and I was able to find a mentor. Third is Networking and leverage, lenders, builders, buyers, sellers and relationships with other realtors.



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

A. It's all about helping people! What I was selling before was B2B sales, business to business, the win and success was fun but it's nothing compared to helping someone with their vision of owning a home, building

a new home, starting an investment portfolio etc. This sale is not transactional, it's a trusted relationship between myself and my clients.

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

A. Negatives come with any career. For me the first

**Q. How do you define success?**

A. Feeling fulfilled with your daily career allows you to be present with friends and family that also leads to financial stability with the career you are doing.

**Q. What about your family life today?**

A. Family life is always changing between two kids, husband's schedule, sports etc. We do our best to be present when we are together!

**Q. What makes your business different from others?**

A. What you see on Social Media from us is what you get in real life. There are not fancy filers, or perfect lighting, we genuinely love what we do and it shows.

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

Start networking with those that are doing it!



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# MEIGHAN WISE

APRIL 2023 COVER

Meighan is often heard saying, "Just get it done." In her mind, if it only takes a few minutes, then just do it. Do not let tasks accumulate and keep you from continued success and progress. Meighan says that the best agents have a growth mindset, and they are always very coachable. They are not afraid to hit challenges straight on, and they are always willing to learn. Wise is a life-long learner, and she has the ability to impact others to be the same. She creates a positive atmosphere wherever she goes, and those around her are infectiously motivated to achieve.

As a leader, Meighan wants to teach her team and others about wealth, health and a proper mindset. She studies passive income building and wealth accumulation, and she adds practical skills like establishing good boundaries, achieving a work/life balance and learning to create calmness around you in pursuit of winning transactions.



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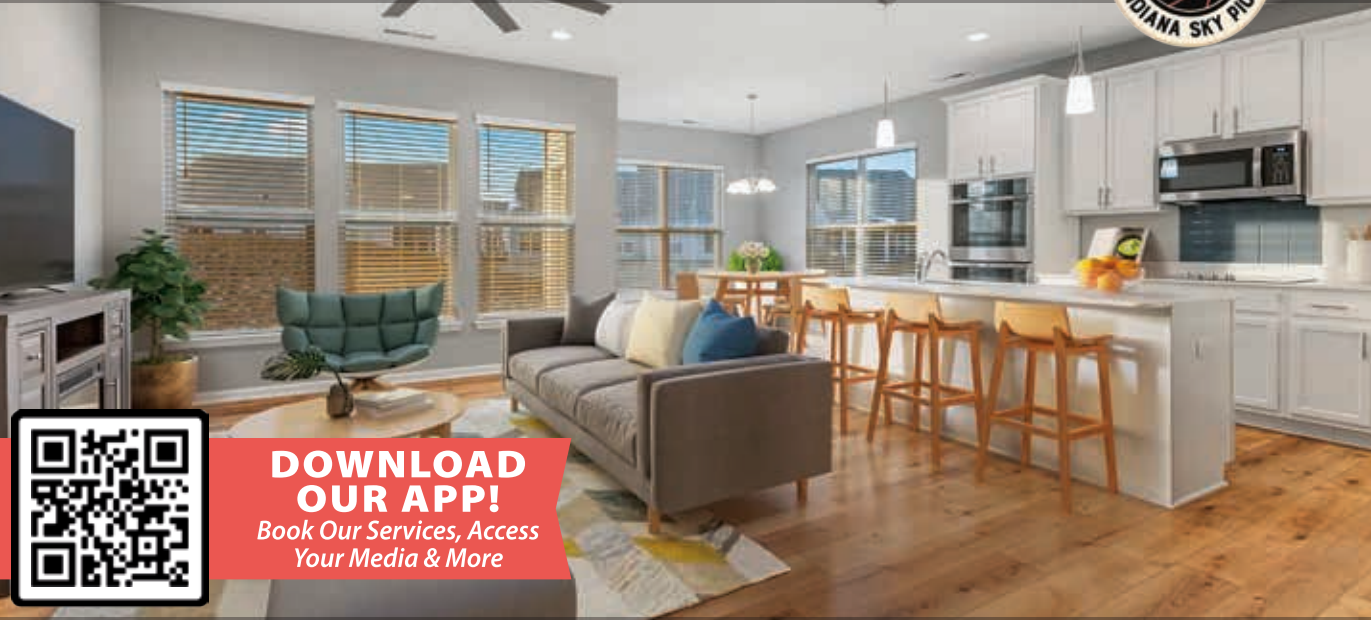
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# Diane Cassidy

THE HEART BEHIND THE HOME

When people meet Indiana realtor Diane Cassidy, they tend to notice the same few things right away: her warmth, her energy, and the sense that she truly cares. What they may not immediately see is the remarkable journey, family history, and deep-rooted work ethic that shaped the woman behind the business.

Diane grew up in Windsor, Ontario, Canada, the second youngest of eight children in a bustling, loving household. With five brothers and two sisters, life was lively and loud, and family was everything. It was also where she met the person who would one day become her husband, at just six years old. The summer her family moved to a new neighborhood, Diane wandered downstairs to find her brother playing air hockey with an older boy named Ken. He asked if she was the “little

sister” and then declared, “She’s cute.” Diane ran upstairs pale-faced, prompting her aunt to ask what was wrong. Diane’s answer: “*I think I just met my husband.*”

She even wrote him a love letter in first grade which he sheepishly threw on the roof of the school, wishing on their wedding day he had kept it. Today, she and Ken have been married 37 years, a life journey taking them from Canada to San Diego, back to Ontario,



I’VE ALWAYS JUST WANTED TO HELP OTHERS. IT WAS NEVER FULLY ABOUT THE MONEY.”

then to Pennsylvania, and finally to Indiana, where they’ve built a full and joyful life. Their daughters, Paige and Claire, are pursuing remarkable careers of their own, one in pediatric hematology/oncology and the other in child psychology.

The backbone of Diane’s life and values came from her father, a man she considers her greatest influence. He worked three or four jobs at a time to provide for his eight children and insisted her mother stay home so the kids always had a safe place to land. He was creative, determined, and endlessly hardworking, making 100 wooden rocking horses one Christmas to ensure presents under the tree. Losing





him remains one of the darkest days of Diane's life, but his legacy continues to guide her. His work ethic, compassion, and integrity became the foundation on which she built her real estate career.

Before becoming a realtor, Diane immersed herself in the arts. She trained in piano through the Royal Conservatory of Music and Western Conservatory of Music and later taught lessons, sometimes to more than 140 students per week. She also spent seven years in jewelry sales, design, and repair in both Canada and San Diego. Yet she

always felt drawn to real estate, home design, décor, and the stories homes carry. When her girls were young, she wrestled with wanting a career while also desiring to be present as her mother had been for her.

She earned her real estate license in 2007, as she jokes, "just when the market started to struggle." After stepping away briefly and then returning in 2013, she passed the required broker's exam, stepped into the business with determination, and never looked back. Starting over was hard, but Diane relied

on what her father taught her: work hard, care deeply, and keep going. Over time her business grew almost entirely through repeat clients and referrals.

Her success is built not on transactions, but on relationships. "I've always just wanted to help others," she says. "It was never fully about the money." The joy of first-time buyers, the late-night reassuring phone calls, the thoughtful explanations. Her love of helping and teaching blend naturally into her work. That same generosity shows up in her community involvement.

Known affectionately as "**The Queen of Harmony**," Diane has sold 59 homes in the Harmony neighborhood and is adored for her energy, her events, and her ability to bring people together.

In her early years of rebuilding her business, she became known for her creativity (and her costumes). She dressed up as an elf delivering client Christmas gifts, started a Cookies with Santa tradition with her friend "Indy Santa," and lit up her neighborhood by sponsoring an ever-growing Easter Egg Hunt. What began with 50 children



REAL ESTATE IS A BIT LIKE BEING ON CALL AS A DOCTOR. YOU NEVER KNOW WHEN THAT CALL WILL COME."

balancing client needs with family time and learning to set boundaries. "Real estate is a bit like being on call as a doctor," she admits. "You never know when that call will come." Eighteen years into the business, she's still working on giving herself permission to put her own needs first.



Her advice to new or aspiring agents is rooted in humility and service. Be there for your clients, she says, even if it means giving up part of your commission. "They won't forget it, and it leads to future business and referrals." She also encourages agents to build a team early. Her biggest regret was taking everything on herself.



Today, with Ken being retired and both daughters thriving in their careers, Diane's passions outside real estate include crafting, gardening, decorating for the holidays, and creating a warm nest for her family's visits. From sterling silver jewelry to crocheting to holiday décor, she pours love into everything she creates.

grew to nearly 350, complete with 4000 eggs, face painting, contests, and food trucks. Even during COVID, she delivered eggs from a golf cart so families could maintain a sense of magic and normalcy.

Despite her success, Diane acknowledges her biggest challenge:

In the end, Diane hopes to be remembered much like her father: as an honest, hardworking person of integrity who went above and beyond to help people move into the next phase of their lives. With every client served, every community event hosted, and every act of kindness offered, she continues to build a legacy rooted in love, service, and home.

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# TOP 250 STANDINGS

Teams and Individuals January 1, 2026 - February 28, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Matt McLaughlin	F.C. Tucker Company	10	9	19	\$17,701,565
2	Justin Steill	Berkshire Hathaway Home	15	11	26	\$17,333,565
3	Allen Williams	Berkshire Hathaway Home	14	9	23	\$15,261,000
4	Roman Sawczak	HomeSmart Realty Group	36	0	36	\$14,208,700
5	Mike Deck	Berkshire Hathaway Home	5	11	16	\$12,924,000
6	Carrie Holle	Compass Indiana, LLC	6	4	10	\$11,980,000
7	Jennifer Mencias	M/I Homes of Indiana, L.P.	28	0	28	\$11,359,906
8	Lindsey Smalling	Highgarden Real Estate	18	19	37	\$10,776,755
9	Stephen Clark	Compass Indiana, LLC	6	5	11	\$10,577,748
10	Stephanie Evelo	Keller Williams Indy Metro NE	13	10	23	\$9,721,105
11	Sean Daniels	Daniels Real Estate	6	10	16	\$8,201,035
12	Kristin Hadley	DRH Realty of Indiana	22	0	22	\$7,868,280
13	Bif Ward	F.C. Tucker Company	7	4	11	\$7,742,225
14	Chad Renbarger	Mossy Oak Properties	4	5	9	\$7,705,260
15	Christina Harber	Blackrock Real Estate Services	2	1	3	\$7,702,000
16	Robbin Edwards	Encore Sotheby's International	1	6	7	\$7,434,000
17	Lora Reynolds	Epique Inc	9	22	31	\$6,839,490
18	Laura Turner	F.C. Tucker Company	9	6	15	\$6,789,489
19	Drew Wyant	1 Percent Lists Indiana Real Estate	19	6	25	\$6,181,300
20	Jeff Kucic	Engel & Volkers	2	0	2	\$6,094,959
21	Joshua Carpenter	Trueblood Real Estate	4	5	9	\$6,048,900
22	Laura Waters	Highgarden Real Estate	5	9	14	\$5,915,380
23	Steve Lew	Steve Lew Real Estate Group, LLC	10	11	21	\$5,853,299
24	Raymond Habash MS	F.C. Tucker Company	5	11	16	\$5,776,900
25	James Embry	Keller Williams Indpls Metro N	3	4	7	\$5,664,125
26	Brigette Nolting	RE/MAX Real Estate Prof	5	5	10	\$5,602,400
27	Julie Elisha	McColly Real Estate	2	4	6	\$5,410,900
28	Curtis Lee Whitesell	WKRP Indy Real Estate	2	0	2	\$5,300,000
29	Jerry Hanna	Highgarden Real Estate	0	1	1	\$5,295,000
30	Michelle Chandler	Keller Williams Indy Metro S	10	6	16	\$5,254,500
31	James Robinson	eXp Realty, LLC	1	5	6	\$5,254,242
32	Dana Holt	Keller Williams Indpls Metro N	2	1	3	\$5,070,000
33	Patrick Watkins	Mike Watkins Real Estate Group	9	6	15	\$5,033,799

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Andrew Prince	CENTURY 21 Scheetz	0	6	6	\$4,871,800
35	Jeffrey Cummings	RE/MAX Complete	9	6	15	\$4,855,300
36	Chris Schulhof	RE/MAX Realty Services	2	3	5	\$4,728,000
37	Kyle Gatesy	eXp Realty, LLC	2	6	8	\$4,725,900
38	James Smock	F.C. Tucker Company	4	3	7	\$4,675,500
39	Jana Caudill	eXp Realty, LLC	11	3	14	\$4,661,765
40	Brian Wignall	F.C. Tucker Company	3	6	9	\$4,572,292
41	Andrea Kelly	Encore Sotheby's International	2	1	3	\$4,564,000
42	Will Lonnemann	F.C. Tucker Company	5	7	12	\$4,438,390
43	Lisa Grady	McColly Real Estate	6	1	7	\$4,411,400
44	William Minor	Whitetail Properties	0	8	8	\$4,395,145
45	Brandon Smith	Whitetail Properties	8	0	8	\$4,395,145
46	Megan Kelly	F.C. Tucker Company	1	1	2	\$4,325,000
47	Jake Stiles	Coldwell Banker Stiles	9	4	13	\$4,322,800
48	Claudia Forrest	Century 21 Circle	5	5	10	\$4,306,190
49	Tom McNulty	McNulty Real Estate Services,	5	2	7	\$4,276,212
50	Michelle Renninger	Better Homes and Gardens Real	7	3	10	\$4,274,424.20

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# TOP 250 STANDINGS

Teams and Individuals January 1, 2026 - February 28, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Garrett Brooks	United Real Estate Indpls	10	0	10	\$4,269,000
52	Kristen Yazel	CENTURY 21 Scheetz	4	5	9	\$4,215,310
53	Trish Meier	eXp Realty, LLC	6	8	14	\$4,162,300
54	Eric Forney	Keller Williams Indy Metro S	8	8	16	\$4,144,165
55	Rochelle Perkins	Garnet Group	16	0	16	\$4,043,200
56	Lori Davis Smith	Highgarden Real Estate	3	2	5	\$4,029,296
57	Robbi George	Listing Leaders	1	2	3	\$4,011,999
58	Corina Jones	Your Home Team	5	9	14	\$3,886,900
59	Kelsey Koomler	Kraft Real Estate Auctions, LL	62	0	62	\$3,869,744
60	Chelsea Tarquini Noble	Berkshire Hathaway Home	6	2	8	\$3,868,900
61	Whitney Strange	Keller Williams Indy Metro NE	4	4	8	\$3,866,000
62	Erin Rothert	RE/MAX Professionals	3	3	6	\$3,865,000
63	Daniel Walstra	Countryside Realty	9	4	13	\$3,841,800
64	Patrick Tumbarello	F.C. Tucker Company	4	5	9	\$3,814,900
65	Carl Vargas	F.C. Tucker Company	4	4	8	\$3,802,000
66	Traci Garontakos	The Agency Indy	1	2	3	\$3,798,000
67	Lisa Stokes	CENTURY 21 Scheetz	5	3	8	\$3,786,700

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Alexis Alvey	The Brokerage Company of Indiana	2	1	3	\$3,783,096
69	Scott Hackman	CENTURY 21 Scheetz	4	2	6	\$3,780,000
70	Christopher Braun	RE/MAX Real Estate Prof	2	1	3	\$3,707,270
71	Lisa Meulbroek	Liberty Real Estate, LLC.	6	1	7	\$3,706,218
72	Patrick Keller	CrestPoint Real Estate	4	8	12	\$3,643,000
73	Kathryn Keller	eXp Realty, LLC	2	2	4	\$3,615,000
74	David Brenton	DAVID BRENTON'S TEAM	7	6	13	\$3,612,400
75	Judith Serocinski	Realty Executives Premier	5	5	10	\$3,599,000
76	Scott Chain	RE/MAX Advanced Realty	5	4	9	\$3,533,819
77	Mark Studebaker	Trueblood Real Estate	2	6	8	\$3,528,900
78	Luis Coronel	Realty of America LLC	2	19	21	\$3,455,500
79	Heather Upton	Keller Williams Indy Metro NE	6	8	14	\$3,453,015
80	Kerolos Sarofem	HSI Commercial & Residential Group, Inc	5	5	10	\$3,447,000
81	Staci Woods	Keller Williams Indy Metro NE	4	4	8	\$3,434,240
82	Jada Sparks Green	Carpenter, REALTORS®	5	1	6	\$3,427,459
83	Steve Likas	McColly Real Estate	3	3	6	\$3,426,890
84	Denise Fiore	CENTURY 21 Scheetz	2	4	6	\$3,411,984
85	Jennil Salazar	Compass Indiana, LLC	4	1	5	\$3,399,500
86	Basim Najeeb	Keller Williams Indy Metro S	1	10	11	\$3,390,000
87	Erika Frantz	Berkshire Hathaway Home	3	4	7	\$3,385,639
88	Angela Miller Brees	Berkshire Hathaway Home	2	3	5	\$3,345,947
89	David Schara	Weichert Realtors - Shoreline	7	2	9	\$3,327,595
90	Daniel Fisher	@properties	0	5	5	\$3,312,500
91	Jeff McCormick	McCormick Real Estate, Inc.	5	15	20	\$3,280,298
92	Marcus Staples	Better Homes and Gardens Real	1	4	5	\$3,243,900
93	Chris Price	Keller Williams Indy Metro S	24	8	32	\$3,232,200
94	Sena Taylor	Berkshire Hathaway Home	2	3	5	\$3,216,999
95	Sarabjit Sikand	Legacy Homes International	2	7	9	\$3,209,000
96	Rachel Quade	F.C. Tucker Company	2	2	4	\$3,200,000
97	Peter Stewart	Keller Williams Indpls Metro N	11	5	16	\$3,192,175
98	Lauren Blake	Berkshire Hathaway Home	1	3	4	\$3,132,400
99	Mark Linder	CENTURY 21 Scheetz	5	2	7	\$3,106,700
100	Casey Elkins	Kovener & Associates Real Esta	12	3	15	\$3,104,700

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# TOP 250 STANDINGS

Teams and Individuals January 1, 2026 - February 28, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Amy Blanton	Better Homes and Gardens Real	4	4	8	\$3,103,014
102	Scott Babb	CENTURY 21 Scheetz	5	6	11	\$3,101,000
103	Jamie Hall	Carpenter, REALTORS®	3	1	4	\$3,097,800
104	Summer Hudson	eXp Realty, LLC	2	9	11	\$3,097,400
105	Kristian Gaynor	F.C. Tucker Company	1	3	4	\$3,089,000
106	Trisha Potts	RE/MAX Executives	6	5	11	\$3,043,800
107	Bethany Rust	Real Broker, LLC	6	1	7	\$3,041,200
108	Michael Botkin	CENTURY 21 Scheetz	5	4	9	\$3,041,000
109	Lisa Gaff	White Hat Realty Group, LLC	4	3	7	\$3,039,995
110	Tina Coons	RE/MAX Real Estate Groups	13	6	19	\$3,018,500
111	Kelly Dather	Keller Williams Indy Metro NE	1	4	5	\$3,013,425
112	Alexander Nickla	Realty Executives Premier	6	2	8	\$3,011,455
113	Martin Strother	RE/MAX Edge	1	3	4	\$3,010,000
114	Randy Wasmuth	Highgarden Real Estate	1	5	6	\$2,992,000
115	Jodi Gheaja	Realty Executives Premier	2	3	5	\$2,984,000
116	Shelly Walters-Cifelli	F.C. Tucker Company	2	2	4	\$2,975,500
117	Jamie Boer	Compass Indiana, LLC	4	6	10	\$2,956,900

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Morris Lucas	eXp Realty, LLC	3	9	12	\$2,925,000
119	Tim O'Connor	Berkshire Hathaway Home	2	4	6	\$2,917,500
120	Amy Costidakis	CENTURY 21 Scheetz	2	2	4	\$2,917,359
121	Jonathan Bell	@properties	0	4	4	\$2,916,500
122	Christine Benko	SCHUPP Real Estate	5	4	9	\$2,902,623
123	Patrick Daves	BluPrint Real Estate Group	7	6	13	\$2,882,299
124	Judy Wothke	Epique Inc	1	0	1	\$2,865,060
125	Douglas Lee Fleenor	Henke Realty Group	0	1	1	\$2,865,060
126	Jerry Lamb	Coldwell Banker Martin Miller Lamb	2	2	4	\$2,865,000
127	Mary Wernke	Encore Sotheby's International	3	0	3	\$2,850,000
128	Stacy Hall	Real Broker, LLC	2	3	5	\$2,807,000
129	Terry Young	Red Bridge Real Estate	20	0	20	\$2,805,500
130	Perla Palma Nunez	Keller Williams Indy Metro S	2	12	14	\$2,773,700
131	Stefanie Neal	BHHS Indiana Realty	5	1	6	\$2,772,000
132	Jennifer Marlow	Trueblood Real Estate	2	4	6	\$2,761,421
133	Darcy Knott	Trueblood Real Estate	2	0	2	\$2,757,738
134	Lindsay Jones	The Stewart Home Group	3	4	7	\$2,744,500
135	Cheryl Bonin	CHERYL Real Estate Services, L	2	3	5	\$2,723,900
136	Danielle Robinson	F.C. Tucker Company	5	3	8	\$2,717,205
137	Mitch Rolsky	To Help U Move Inc	1	1	2	\$2,700,000
138	Rita Fish	F.C. Tucker Company	6	3	9	\$2,687,800
139	Mike Scheetz	CENTURY 21 Scheetz	2	2	4	\$2,685,402
140	Nicole Hanson	Advanced Real Estate, LLC	5	1	6	\$2,678,408
141	Lindsey Smith	Highgarden Real Estate	1	3	4	\$2,665,000
142	Renee Peek	F.C. Tucker Company	4	3	7	\$2,653,000
143	Sarah Wagner	F.C. Tucker Company	3	7	10	\$2,625,900
144	Amy Spillman	Compass Indiana, LLC	4	2	6	\$2,621,900
145	Susan Falck-Neal	RE/MAX First Integrity	7	3	10	\$2,610,200
146	Eric Wolfe	Prime Real Estate ERA Powered	7	2	9	\$2,608,800
147	Caylie Pruitt	Brokerworks Group	4	2	6	\$2,584,600
148	Kelly Todd	Compass Indiana, LLC	2	2	4	\$2,580,000
149	Steven Monsma	Weichert Realtors - Shoreline	6	2	8	\$2,574,900
150	Jill Johnson	CENTURY 21 Scheetz	1	5	6	\$2,559,000

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# TOP 250 STANDINGS

Teams and Individuals January 1, 2026 - February 28, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Baljinder Singh	Keller Williams Indy Metro NE	0	6	6	\$2,557,000
152	Lorie Blythe	The Stewart Home Group	3	2	5	\$2,553,900
153	Sarah Springman	Berkshire Hathaway Home	4	3	7	\$2,548,800
154	Alexander Elston	United Real Estate Indpls	4	3	7	\$2,527,000
155	Eric Vazquez	Blue Ridge Realty Group	3	1	4	\$2,520,537
156	Brian Sanders	CENTURY 21 Scheetz	2	2	4	\$2,508,000
157	Gina Ramirez	Blu Nest Realty	5	1	6	\$2,502,500
158	Megan Porterfield	Keller Williams Indpls Metro N	3	2	5	\$2,499,378
159	Mark Branch	Highgarden Real Estate	4	3	7	\$2,495,400
160	Lisa McCoy	CENTURY 21 Scheetz	2	3	5	\$2,489,900
161	Jared Cowan	eXp Realty, LLC	3	3	6	\$2,481,000
162	Justin Hanuscin	Listing Leaders	7	3	10	\$2,481,000
163	Eric Eisenmenger	Trusted Realty Partners of Ind	5	5	10	\$2,480,325
164	Jennifer Goodspeed	Keller Williams Indpls Metro N	3	4	7	\$2,470,500
165	Kelli Bastin	Compass Indiana, LLC	5	3	8	\$2,462,900
166	Manuel Hernandez	Simplify Your Move! Realty Inc	3	6	9	\$2,462,500
167	Jimmy Karalis	JK Pro Realty, LLC	2	4	6	\$2,460,000

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Deborah Abel	Keller Williams Indy Metro S	3	3	6	\$2,448,500
169	Amber Greene	Greene Realty, LLC	4	5	9	\$2,444,000
170	Nancy Warfield	F.C. Tucker Company	3	5	8	\$2,444,000
171	Kyle Ingle	eXp Realty, LLC	2	2	4	\$2,441,980
172	Tracy Wright	F.C. Tucker Company	4	1	5	\$2,441,000
173	Christi Coffey	F.C. Tucker Company	2	4	6	\$2,437,000
174	John Downey	F.C. Tucker West Central	3	6	9	\$2,431,000
175	Michele Snyder	M Realty Services	1	3	4	\$2,428,498
176	Samuel Arce	F.C. Tucker Company	3	1	4	\$2,419,899
177	Jennifer Turner	Carpenter, REALTORS®	4	3	7	\$2,418,699
178	Leslie Cooper Pyle	Keller Williams-Morrison	6	3	9	\$2,396,900
179	Trevar Denney	RE/MAX Real Estate Solutions	4	5	9	\$2,395,700
180	Robert Salmons	Entera Realty	7	2	9	\$2,378,900
181	Jeffrey Fryzel	McColly Real Estate	4	2	6	\$2,376,900
182	Brent Wright	McColly Real Estate	5	4	9	\$2,376,160
183	Christine Saleeb	Trueblood Real Estate	0	4	4	\$2,375,000
184	Daniel Hubbard	eXp Realty LLC	1	7	8	\$2,357,400
185	John Carnell	Encore Sotheby's International	1	1	2	\$2,354,500
186	Thomas Cummings	Keller Williams Preferred Real	3	1	4	\$2,348,045
187	Frederick Catron	F.C. Tucker Company	1	6	7	\$2,342,390
188	Lindsey Salts	Dream Home Realty Group, LLC	3	3	6	\$2,324,000
189	Ellen Orzeske	Compass Indiana, LLC	2	2	4	\$2,295,000
190	Chanda Johnson	Maywright Property Co.	1	2	3	\$2,285,000
191	Melissa Capellari	Coldwell Banker Real Estate Gr	4	2	6	\$2,278,400
192	Jennifer Podgorny	Hoosier Region Realty LLC	4	4	8	\$2,277,790
193	Nathan Pfahler	Weichert REALTORS® Cooper Group Indy	6	0	6	\$2,270,500
194	Caleb Cleek	Jeff Boone Realty, LLC	7	3	10	\$2,262,825
195	Suzann McLaughlin	Binkley Real Estate	3	3	6	\$2,262,000
196	Matt Evans	RE/MAX Lifestyles	4	4	8	\$2,261,666.66
197	Jason Dorshorst	Listing Leaders	3	0	3	\$2,258,000
198	Diane Brooks	F.C. Tucker Company	4	2	6	\$2,257,000
199	Megan Sullivan	@properties	1	2	3	\$2,256,000
200	Kate Tuttle	@properties	1	3	4	\$2,252,500

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**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?**

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<sup>1</sup> FOR REAL ESTATE PROFESSIONALS ONLY: Effective 03/01/26, 3% Real Estate Agent Commission stated above will be available on select new homes in the greater Indianapolis area if a purchase agreement is signed between 03/01/26 and 05/31/26 and closes and fully funds on or before 11/30/26. Offer good for a limited time only. Lennar reserves the right to change, withdraw or discontinue this offer at any time without notice. No commission/bonus will be paid when agent/broker is acting as a principal/buyer. Only valid if buyer's initial identification and registration of agent/broker occurs after the publication of this offer. Agent/broker will receive the commission/bonus within 2 weeks after buyer closes on the Lennar home. To qualify for any applicable commission/bonus, (i) Lennar must be offering a commission in the community; (ii) buyer must identify and register Broker on buyer's first interaction with a Lennar employee; (iii) Broker must accompany buyer on buyer's initial visit to the community, whether in person, self-guided, or virtual (if applicable) (iv) buyer and Lennar must execute a Purchase and Sale Agreement for a home within the applicable community within 60 days of the date of buyer's identification and registration of Broker (as may be extended pursuant to Broker Participation Policy) and otherwise meet any timing requirements noted above; and (v) Broker and Lennar must execute Lennar's standard Cooperating Broker Agreement (available upon request), which makes the payment of a commission subject to certain terms and conditions, including Lennar's Broker Participation Policy and closing of the home. Offer valid only in states where permitted. To qualify for any applicable commission/bonus, (i) Lennar must be offering a commission in the community; (ii) buyer must identify and register Broker on buyer's first interaction with a Lennar employee; (iii) Broker must accompany buyer on buyer's initial visit to the community, whether in person, self-guided, or virtual (if applicable) (iv) buyer and Lennar must execute a Purchase and Sale Agreement for a home within the applicable community within 60 days of the date of buyer's identification and registration of Broker (as may be extended pursuant to Lennar's Broker Participation Policy) and otherwise meet any timing requirements noted above; and (v) Broker and Lennar must execute Lennar's standard Cooperating Broker Agreement (available upon request), which makes the payment of a commission subject to certain terms and conditions, including Lennar's Broker Participation Policy and closing of the home. Offer valid only in states where permitted. Financing is available through seller's affiliate Lennar Mortgage, LLC, but use of Lennar Mortgage, LLC is not required to purchase a home (See Affiliated Business Arrangement Disclosure <https://mcoV0gumvpxjtnbgnb0-0xn53ypubsfmc-content.com/2wssjvor1f>). Lennar Mortgage, LLC - NMLS # 1058. Features, amenities, floor plans, elevations, and designs vary and are subject to changes or substitution without notice. Items shown are artist's renderings and may contain options that are not standard on all models or not included in the purchase price. Availability may vary. Please see a New Home Consultant and/or home purchase agreement for actual features designated as an Everything's Included feature. This is not an offer in states where prior registration is required. Void where prohibited by law. Copyright © 2026 Lennar Corporation and Lennar Mortgage, LLC. All rights reserved. Lennar, the Lennar logo, Lennar Mortgage, the Lennar Mortgage logo and Everything's Included are U.S. registered service marks or service marks of Lennar Corporation and/or its subsidiaries. Date 03/26



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