

FT WAYNE

JULY 2026

# REAL PRODUCERS<sup>®</sup>

**Alison  
Rhinehart**

GRIT AND GRACE



Rising Star  
**ELAINE ROLF**

Partner Spotlight  
**EVERWISE  
CREDIT UNION**

Partner Spotlight  
**GOOSEHEAD  
INSURANCE**

Partner Spotlight  
**MADISON  
CABINETS**

Top 100 Standings

PHOTO CRED:  
DUSTIN MCKIBBEN

CONNECTING. ELEVATING. INSPIRING.

# Get Homes Market-Ready

Life transitions are *hard*, we make it **easy**.



home clear outs



painting



install flooring



landscaping



move out cleans



## Get in touch.

Mark & Carrie Snyder  
Owners, Fort Wayne

260-442-7429



**HOME**<sup>®</sup>  
stretch

**LET YOUR HOMEOWNERSHIP  
DREAMS SPARK!**

**Bailey & Wood**  
MORTGAGE LENDER

**THIS INDEPENDENCE DAY,  
CELEBRATE NEW BEGINNINGS WITH  
A MORTGAGE TEAM YOU CAN TRUST!  
BIG GOALS. BRIGHT FUTURES. LOCAL EXPERTS.**

**855.350.HOME | WWW.BAWFG.COM**

© Bailey & Wood Financial Group. All rights reserved. NMLS# 2334. Equal Housing Opportunity. 740 Main Street, Whiteland, IN 46184. This is not a commitment to lend. Borrowers must qualify. Program guidelines are subject to change without notice. Loans not available in all states. Bailey & Wood Financial Group is not acting on behalf of HUD, FHA, or any other federal or state government agencies. Call 855.350.4663 for details.



**JUST CALL ELITE!**

Call for a Free  
2nd Opinion!



Read or Write  
a Review!



New Installation • Upgrade and Replacement • Sheet Metal Fabrication  
Geothermal • Extended Warranties • Service Agreements • Gas Line Piping & Installation

**REAL ESTATE PROS, CLAIM YOUR INSPECTION/SERVICE SPECIAL!**

**ASK US ABOUT OUR 0% FINANCING OPTIONS!**

**eliteserviceandinstall 260-489-4777**

14510 Plank Street, Suite 400 Fort Wayne, IN 46818 admin@elitehvacfw.com



*Fort Wayne's  
Destination*

*FOR FOOD, FUN, AND  
UNFORGETTABLE EXPERIENCES*

Celebrate with Us | Inquire about Events & Parties

**THE FAIRFIELD**

**(260) 203-2316 • THEFAIRFIELDFW.COM • 1510 FAIRFIELD AVE, FORT WAYNE**



Alison Rhinehart **48** COVER STORY

# Contents

## PROFILES



24

Elaine Rolf



## IN THIS ISSUE

- 8 Preferred Partner Index
- 16 Partner Spotlight: Goosehead Insurance
- 24 Rising Star: Elaine Rolf
- 32 Partner Spotlight: Madison Cabintes
- 38 Partner Spotlight: Everwise Credit Union
- 48 Cover Story: Alison Rhinehart
- 66 Top 100 Standings

**Makarios PLACE**

*Luxury Living*  
LOCATED IN THE HEART OF LEO, INDIANA

INTRODUCING MAKARIOS PLACE  
NATURAL WILDLIFE • PICKLEBALL COURT • ACTIVE COMMUNITY  
BEAUTIFUL SCENERY • ST JOE RIVER VIEWS • 5' SIDEWALKS • 37 LOTS  
6 MILES TO PARKVIEW N MEDICAL CAMPUS • WATER ACTIVITIES NEARBY

15500 STATE ROUTE 1 - LEO, INDIANA

FOR MORE INFORMATION, PLEASE CALL (574) 457-8200  
WE PAY TOP DOLLAR FOR BUYER REFERRALS. CALL US TODAY TO DISCUSS!

**MAKARIOS**  
DEVELOPMENT GROUP

*Errand Angels*

**YOUR 2ND YOU**

RESIDENTIAL \* COMMERCIAL \* AIRBNB \* REAL ESTATE \* CLEANING \* ORGANIZING \* ERRANDS \* CAR DETAILING



Same-day & next-day appointments available!  
**(260) 414-2543 • Fort Wayne & Surrounding Areas**

*Voted Platinum Winner for Best Home Cleaning Company in Fort Wayne (2024)*

If you are interested in contributing or nominating Real Estate Agents for certain stories, please email us at [jon.good@realproducersmag.com](mailto:jon.good@realproducersmag.com).

# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Each business on this list has been personally vetted, and referred to us by another top producing real estate agent. Please take a minute to familiarize yourself with the businesses partnering with our platform. These local businesses are proud to partner with you and make this RP community possible. Please support and thank them for supporting the real estate community!

## AIR DUCT CLEANING/MOLD REMOVAL

**DustOff Disaster Recovery**  
(260) 600-7610  
dustoffduct.com

## BUILDER

**D.R. Horton**  
(260) 490-4131

**Kiracofe Homes LLC**  
(260) 705-6700  
kiracofehomes.com

**Lancia Homes**  
(260) 739-7020  
lanciahomes.com

**Prime Homes**  
(260) 760-5650  
primehomes-fw.com

**Quality Crafted Homes**  
(260) 493-1655

**Star Homes Inc by Delagrange and Richhart**  
(260) 755-5999  
www.starhomesinc.com

**Windsor Homes**  
(260) 466-3994  
mywindsorhome.com

## CARPET & AIR DUCT CLEANING

**Carpet Masters**  
(260) 637-8781  
carpetmastersfw.com

## CLEANING & CONCIERGE

**Errand Angels**  
(260) 414-2543  
errandangelsfw.com

## CLEANING SERVICES

**R.L. Cleaning LLC**  
(260) 387-9740  
www.rlcleaningllc.com/

## CLIENT APPRECIATION/ CLOSING GIFTS

**One Hope**  
(260) 445-6299  
onehopewine.com/myshop/judy-filler

## CONCRETE CONTRACTOR

**Crystal Creek Concrete**  
(260) 450-5332  
crystalcreekconcrete.com

## CUSTOM CABINETRY

**Madison Cabinets**  
(260) 639-3915  
madisoncabinets.com

## CUSTOM KITCHENS & CABINETS

**The Kitchenworks of Fort Wayne**  
(260) 657-3311  
thekitchenworks.com

## CUSTOM REMODELING

**Rivers Edge Construction & Remodeling LTD.**  
(260) 415-3799  
riversedgeltd.com

## DECKS & FENCES

**Five Star Decks and Fencing**  
(260) 444-7678  
fivestardecksandfencing.com

## DENTISTRY

**Middleton Family Dentistry**  
(260) 484-3136  
1234 East Dupont  
Fort Wayne, IN 46825  
middletondentistry.com

## DJ/ENTERTAINMENT SERVICES

**Get Up to Get Down**  
(260) 715-2858  
www.getuptogetdown.com

## ENTERTAINMENT / EVENTS

**The Fairfield**  
(530) 513-4261  
www.thefairfieldfw.com/

## FINANCIAL ADVISOR

**Northwestern Mutual**  
(260) 413-0386  
www.northwesternmutual.com

## FLOORING / CARPET

**3 Kings Flooring**  
(260) 489-4839  
3kingsflooring.com

## GARAGE - FLOORING/ORGANIZATION

**GarageExperts of Fort Wayne**  
(317) 910-7361  
garageexperts.com

## GRAPHIC DESIGN: LOGOS

**& VEHICLE WRAPS  
INKWORKS**  
(260) 615-5988  
INKWORKSFW.com

## HOME DECOR/DESIGN/GIFTS

**Wayne Home & Design Co.**  
(260) 445-5484

## HOME INSPECTION

**Aardvark Home Inspectors, Inc**  
(800) 662-2080

**Brick by Brick Home Inspection LLC**  
(260) 969-8660  
brickbybrickfw.com

**Gold Key Inspection Services**  
(260) 463-6558

## National Property Inspections

**Blake & Kelly Evans**  
(260) 705-9835  
npiweb.com/fortwayne

## Peak to Pillar Home Inspections

(260) 435-9278

## HOME SERVICE SPECIALIST/HANDYMAN

**HOMEstretch - Fort Wayne**  
(260) 442-7429  
home-stretch.com

## HOME WARRANTY

**Home Warranty Inc.**  
(260) 433-4027  
homewarrantyinc.com

## HVAC SERVICES

**Elite Heating & Cooling**  
(260) 489-4777  
www.elitehvacfw.com

## INSURANCE

**Family Insurance Services**  
(260) 490-7200  
www.familyinsurancefw.com

## Goosehead Insurance

(260) 494-4030  
260insurance.com

## Insurance by Hand

(260) 515-5592  
www.insurancebyhand.com/index.html

## Kapocius Family Insurance - Allstate

(260) 305-6035  
app.usecanopy.com/c/  
kapocius-family-insurance

## LENDING

**Rural 1st**  
(502) 977-6167  
www.rural1st.com/

## LUXURY HOME BUILDER / REMODEL

**Maison Forme, Design+Build**  
(260) 306-5552

## MEDIA

**Aligned Living Media**  
(317) 914-8604

## MORTGAGE LENDER

**3Rivers Federal Credit Union**  
(260) 399-8249  
3riversfcu.org/mortgages

## Bailey and Wood Financial

(260) 240-4797

## Diamond Residential Mortgage

(260) 240-8669

## Everwise Credit Union

(219) 276-0757  
www.everwisecu.com/

## First Financial Bank

(260) 414-5799  
www.first-online.bank/personal/home-loans

## First Merchants Bank

(260) 207-6815  
firstmerchants.com/

## Go Home Loans

**Greg Thomas**  
(260) 705-4000

## HMA Mortgage

**Michelle Miller**  
(574) 797-0301  
Mortgagesbymichelle.org

## Midwest America Federal Credit Union

(260) 423-8211  
www.mwafcu.org

## Nexa Mortgage

(260) 446-2224  
nexamortgage.com

## Ruoff Mortgage - Nick Staker

(260) 760-7467  
www.nickstaker.com

## Team Venture - Bailey & Wood

(260) 602-0940  
Ldavis@bawfg.com

## MOVING & JUNK HAULING

**Two Men and a Truck**  
(260) 471-6683  
twomenandatruck.com

## MOVING / STORAGE

**Hoover The Mover**  
(260) 459-6926  
hoovermover.com

## PERSONAL DEVELOPMENT & COACHING

**Abundance Life Coaching**  
(260) 344-8571

## PLUMBING SERVICES

**Best Contracting Plumbing Services**  
(260) 387-9664  
bestcontractingplumbingservices.com

## PROFESSIONAL JUNK

**REMOVAL & HAULING  
3:16 Removal**  
(260) 466-5219  
www.316removalfw.com

## REAL ESTATE AND PROPERTY

### MANAGEMENT

**Fort Wayne Property Group**  
(260) 452-5960  
www.fortwaynepropertygroup.com

## REAL ESTATE DEVELOPMENT

**Makarios Development Group**  
(419) 487-1971  
makariosplacaleo.com

## REAL ESTATE PHOTOGRAPHY

### / VIDEOGRAPHY

**Art Home Photo**  
(260) 241-6631

## ROOFING

**260 Roofing**  
(260) 800-3031  
260roofing.com

## SHORT TERM HOUSING RENTAL

**Fortified Homes**  
(260) 499-1316  
Fortifiedfw.com

## SIGNS & GRAPHICS

**GraphX Direct, Inc**  
(260) 478-8697  
graphxdirect.com

## SPEAKEASY RESTAURANT

**The 19th Hole Speakeasy**  
(260) 445-3292  
www.the19th.info/

## TITLE & ESCROW

**Home Title Group**  
(260) 416-5179  
www.hometitlegroup.com/

## Meridian Title

(260) 490-1100  
MeridianTitle.com

## Near North Title

(260) 451-0112

## Trademark Title

(260) 490-9500

## TOTE/MOVING RENTALS

**Totes on Loan**  
(574) 703-6593  
totesonloan.com

## WATER TREATMENT

**Gordon Water Treatment**  
(419) 506-0680  
www.gwtohio.com

# Meet The Team



**Jon Good**  
Owner/Publisher  
jon.good@realproducersmag.com  
574-538-9089



**Amy Deck**  
Director of Operations  
amy.deck@n2co.com



**Dustin McKibben**  
Photography/Video  
arthomephoto@gmail.com



**Marissa Good**  
Content Director



**Kristen Callahan**  
Client Care | N2 Services  
ftwayne.ads@n2co.com  
(214) 856-1386 (call or text)



**Lydia Riggers**  
Social Media Coordinator

## Have an Idea?

Want to pitch, nominate or share a really cool story with our readers? Scan the QR code below to share with our Publisher.



**DUSTOFF**  
DISASTER RECOVERY

**BUILT ON SERVICE**  
VETERAN OWNED

# MOLD ISSUES DON'T HAVE TO KILL YOUR DEAL

FAST, PROFESSIONAL REMEDIATION WHEN TIME MATTERS MOST.

## WE MOVE FAST. SO YOUR DEAL DOESN'T STALL.

CALL OR TEXT  
**260-600-7610**

PROUD PARTNER

**RP** DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

## FROM BACKYARD BARBECUE TO HOLIDAY TRADITIONS, IT ALL STARTS AT HOME!

Lexi Davis

TEAM VENTURE IS PROUD TO SERVE THE FAMILIES WHO MAKE OUR COMMUNITIES STRONG!

260.602.0940 | LDAVIS@BAWFG.COM

## Honoring Our Fall Heroes

At NPI Fort Wayne, we understand that transitioning to civilian life can be both rewarding and challenging. That's why we proudly offer year-round discounts to veterans and support organizations like FW22.

On May 26, 2011, six members of our team were killed while serving in Afghanistan. In their memory, we are committed to honoring fallen heroes and giving back to military families. *This May, we will make a donation to Fort Wayne 22 (FW22), a nonprofit dedicated to supporting veterans affected by PTSD and TBI.*

Honoring LT John M. Runkle, Jr.; SSG Ergin V. Osman; SSG Edward D. Mills, Jr.; SGT Louie A. Ramo; SGT Thomas A. Bohall; and SPC Adam J. Patton.

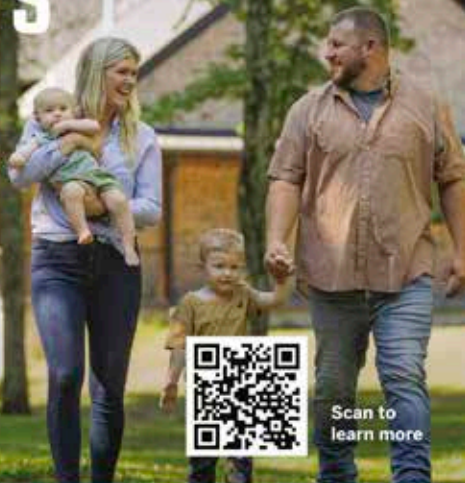
You can support local veterans by visiting [www.fw22.org](http://www.fw22.org)

**260-705-9835**   [www.NPIweb.com/FortWayne](http://www.NPIweb.com/FortWayne)   [Blake.Evans@npiinspect.com](mailto:Blake.Evans@npiinspect.com)

**TIME TO MAKE YOUR CLIENT'S DREAM HOME A REALITY.**



Construction Loans • Lot Loans • Land Loans • Home Loans



Scan to learn more

When your client's goal is to get Closer to What Matters®, we're ready to help them get started.



**Grant Prible**  
Rural 1<sup>st</sup> Loan Officer  
260.285.9661 | NMLS 2169907  
Grant.Prible@Rural1st.com



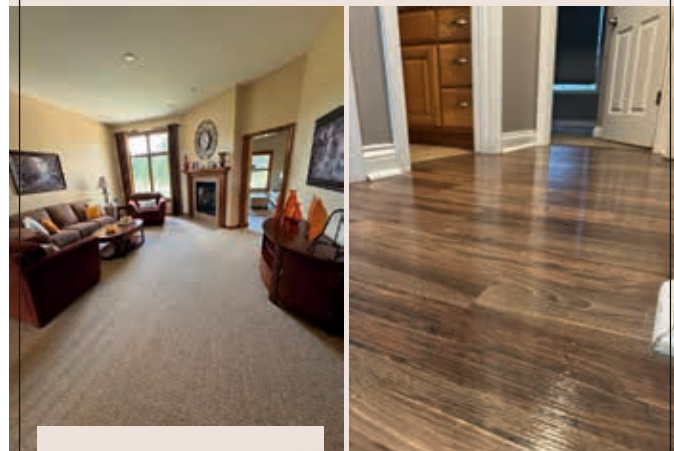
**Ashlee Smith**  
Rural 1<sup>st</sup> Loan Officer  
260.995.1224 | NMLS 1245592  
Ashlee.Smith@Rural1st.com

Loans subject to credit approval. Rural 1<sup>st</sup> is a tradename and Rural 1<sup>st</sup>, the RollingHills Window icon, Rural Logic, and Closer to What Matters are exclusive trademarks of Farm Credit Mid America, NMLS 407249. Rural 1<sup>st</sup> products are available to consumers within the territories of participating Farm Credit System Associations. Equal Housing Lender.



*Make Every Listing Show-Ready*

Professional cleaning services that help realtors present homes at their absolute best – from first showing to final walkthrough.



Schedule Listing Cleaning  
[rlcleaningllc.com](http://rlcleaningllc.com)

**FROM BREAKTHROUGH TO BOLD EXECUTION**

INNER CLARITY MEETS OUTER IMPACT

At Abundance Life Coaching, we guide high-achieving professionals through powerful mindset shifts using Mental & Emotional Release, NLP, and hypnotherapy to unlock clarity, confidence, and internal freedom.



**Jimmy LaRowe**  
Founder & Life Strategist Coach  
260-582-9821  
jimmylarowe@gmail.com



For over 60 years, Star Homes has committed to delivering the highest level of design, craftsmanship, and quality to Fort Wayne and surrounding areas in Indiana and Ohio. Whether it is a custom home, lake cottage, or renovation, we take pride in combining your vision with our dedication to building you "The Perfect Place to Call Home".



**STAR HOMES**  
by Delagrance and Richhart, Inc.



If you have questions or would like further information, contact Amanda Blackburn at 260-755-5999



# 3:16 REMOVAL

Resident & Commercial  
Junk Removal, Property  
Clean-outs, Light Demo,  
and More!

**Killian Miller**

316 Removal  
(260) 466 - 5219  
www.316removalfw.com



## Key Items for Agents & Homeowners to Review During a Showing



### Exterior & Structure

- Roof condition (missing shingles, sagging, visible age)
- Foundation cracks or uneven areas
- Gutter/drainage directing water away from home
- Siding, brick, or exterior damage
- Condition of driveway, sidewalks, decks, and porches
- Signs of water intrusion or poor grading

### Major Systems

- Age and condition of the HVAC System
- Water heater age and visible leaks
- Electrical panel updated and properly labeled
- Plumbing leaks, water pressure, drainage issues
- Windows and doors operate properly
- Smoke and carbon monoxide detectors present

### Water & Moisture Concerns

- Water stains on ceilings or walls
- Musty odors in basement/ crawlspace
- Mold or mildew signs
- Active leaks under sinks or around fixtures
- Proper attic ventilation or insulation

### Interior Condition

- Uneven floors or sticking doors/windows
- Cracks in walls or ceilings
- Evidence of DIY repairs or unfinished work
- Kitchen and appliance functionality
- Bathroom caulking, ventilation, and fixture condition

### Property & Safety

- Tree limbs near roof or power lines
- Fencing and retaining wall condition
- Adequate exterior lighting
- Handrails and stair safety
- Garage door safety sensors functioning

**260-463-6558**



# NEXA Mortgage

## Why NEXA Mortgage?

We are licensed in 48 states,  
DC, PR, and the Virgin Island



Scan here  
to learn more

**JOHN STEFANEK**  
Mortgage Loan Officer

NMLS# 105386  
**260-446-2224**

AZMB#0944059



## STRONG FIRST IMPRESSIONS START WITH STRONG CONCRETE

Durable, high-quality concrete work that helps  
properties look their best from the very first glance.



- » Driveways
- » Patios
- » Stamped Concrete
- » Residential/Commercial  
Concrete Services

FREE ESTIMATE



crystalcreekconcrete.com | 260-241-4936

# Goosehead INSURANCE

## PROTECTING THE DEAL

Photo Cred: Dustin McKibben



**B**uilt on relationships, responsiveness, and a commitment to helping clients navigate an increasingly complex insurance landscape, **Goosehead Insurance** has become a trusted resource for real estate professionals throughout the Fort Wayne area. Led locally by Agency Owners **Adam Springer** and **Joe Guardiola**, alongside Account Executive **Dalton Robbins**, the team has built its reputation by simplifying one of the most critical — and often overlooked — pieces of the real estate transaction: insurance.

For Adam, one of the biggest advantages Goosehead brings to agents and clients alike is the ability to solve problems quickly in a market where insurance has become far more complicated than many people realize. “The biggest challenge we help solve is finding the right coverage quickly without sacrificing quality or price,” he explains. “Every situation is different.” In today’s insurance environment, even seemingly small details can create major hurdles for buyers. Claims history, older roofs, unique properties, investment homes, young drivers, and underwriting

restrictions can all dramatically impact whether coverage is available — and at what cost. Because Goosehead works with a wide network of carriers instead of a single company, the team can shop multiple options and often find solutions other agencies simply cannot provide.

That flexibility is especially valuable in real estate transactions, where delays or surprises involving insurance can put entire deals at risk. Adam, who previously worked in real estate himself, understands exactly how much pressure agents face to keep transactions moving,



to create successful client experiences. “Most real estate agents have trusted lenders, inspectors, and title reps,” he says. “What a lot of agents don’t have is a dependable insurance partner. That’s where we come in.” By acting as a reliable resource throughout the process, the Goosehead team helps eliminate much of the stress buyers often feel when trying to navigate coverage options on their own. Their goal is to provide agents with confidence that their clients will receive fast communication, strong education, competitive pricing, and coverage tailored to their specific needs.

CONTINUED ►

“I know the pressure of deadlines, inspections, appraisals, financing issues, and keeping deals together,” he says. “I partner with agents by being highly responsive, communicating clearly, and helping clients get insured quickly so transactions stay on track.”

One of the biggest misconceptions Adam wishes more agents understood is just how significant insurance has become within the overall transaction process. Too often, he says, insurance is viewed as a last-minute checkbox rather than a critical component that deserves attention early on. “In today’s market, insurance can absolutely kill a deal,” he explains. Buyers can unexpectedly struggle to obtain coverage because of roof age, prior claims, dog breed restrictions, or underwriting guidelines that many consumers — and even some agents — may not realize exist until the final days before closing. In some cases, premiums can come in significantly higher than anticipated, impacting affordability or even debt-to-income ratios for financing approval. “A proactive insurance conversation can save everyone a lot of stress and help keep deals together,” Adam adds.

Joe believes the company’s role is about far more than simply providing policies — it is about helping complete the professional network agents rely on





That client-focused approach is one of the reasons Joe ultimately transitioned away from the traditional captive insurance model years ago. After starting his agency in 2016 offering only a single carrier, he quickly realized many clients were leaving simply because they wanted more options. “People want options when it comes to their insurance,” he says. “We wanted a model where we could truly put the client first instead of offering a one-size-fits-all approach.” Discovering Goosehead completely changed the direction of the business and allowed the agency to better serve clients with customized solutions rather than forcing every customer into the same box.

Dalton emphasizes that Goosehead’s structure as an insurance brokerage gives clients a significant advantage in both pricing and protection. Rather than requiring buyers to spend hours contacting multiple companies themselves, the team is able to shop rates and coverage across numerous providers on the client’s behalf. “Our goal is to provide competitive pricing without compromising coverage,” Dalton explains. “By delivering personalized service and tailored insurance solutions, we help make the process easier for our referral partners while ensuring our mutual clients feel confident and well protected.”

He also points to one particularly important area where the agency provides unique value: flood insurance. While many carriers only offer flood coverage through government-backed programs, Goosehead has access to multiple private flood insurance options that can offer both better pricing and more customized coverage solutions. “This flexibility enables us to tailor coverage to each client’s specific needs while helping agents deliver greater value and protection to their customers,” Dalton says.

The agency continues to invest in tools and technology that improve the client experience as well. Dalton highlights Canopy Connect, a recently

“**THE BIGGEST CHALLENGE** we help solve is finding the right coverage quickly without sacrificing quality or price. Every situation is different.”

launched platform that streamlines the quoting process by allowing clients to securely share their current insurance information directly with the team. Instead of spending time gathering declaration pages or contacting carriers themselves, clients can quickly provide the information needed for Goosehead to compare options across multiple carriers. “Ultimately, this innovation helps simplify the process for clients while allowing us to deliver faster service, greater transparency, and more tailored coverage solutions,” Dalton shares.

While the insurance industry continues to evolve, the Goosehead team believes relationships remain the foundation of long-term success. Dalton says one of the things he appreciates most about living and working in Fort Wayne is the collaborative mindset among professionals throughout the community. “There is a strong sense of teamwork, with everyone focused on serving clients’ best interests while building meaningful and trustworthy relationships,” he says.

As the agency continues to grow, the team is excited not only about serving more clients, but also about creating opportunities locally. Joe notes that Goosehead is currently the only Goosehead agency in Fort Wayne and believes the market could easily support significant expansion. “There’s a huge need for trusted advisors who can help clients navigate their insurance options and make the process simple,” he says.

Outside of work, the Goosehead team values the same things that drive them professionally: relationships, family, and connection. Adam spends much of his time with his five children and enjoys working outdoors and spending time with friends and family. Dalton enjoys summers at the lake, golfing with friends and family, and hosting poker nights at home. Joe, meanwhile, still occasionally hears an old nickname from his younger days — “Joe Fro” — a reference to the full afro he sported throughout high school and college.

When reflecting on the lessons they would share with their younger selves, all three leaders point back to themes that continue to define the culture of the agency today: adaptability, relationships, and believing in long-term growth. Adam emphasizes that careers evolve and relationships matter more than short-term wins. Joe believes in investing in both personal growth and people around you. Dalton encourages others not to place limits on what they believe is possible. Together, those values have helped shape a business focused not just on policies and premiums, but on trust, partnership, and helping people feel protected every step of the way. ▀



**CONTACT US!**



Joe Guardiola 260-250-4131  
 Adam Springer 260-204-8432  
 Dalton Robbins 260-999-5714

**Call Today or Visit Our Website to View Our Services**

260-800-3031  
260roofing.com

**GET A FREE ITEMIZED QUOTE**

**Your Overwhelmed Brain Needs This.**

**MOVING STORAGE**  
**JUNK REMOVAL**

**Residential. Business. Local. Long Distance.**  
Professional movers you can trust – every step of the way.  
Over 35 years of experience, backed by a 97% referral rate.

(260) 471-6683  
twomen.com

Each franchise is independently owned and operated. U.S. DOT: 1319267.

**DON'T JUST TAKE OUR WORD FOR GREAT SERVICE...**

We have over **3,000** Google reviews with a 4.9-star rating!

"Jeff was thorough and respectful and went through every detail."

"Allen truly went above and beyond, taking the time to thoroughly inspect every detail and explain his findings in a clear, easy-to-understand way."

"We were nervous about buying our first home, but after the inspection, we feel much more confident."

**Aardvark HOME INSPECTORS**

1-800-662-2080 | AARDVARKINSPECT.COM



**From application to keys. A local expert by your side.**

**Meet Debbie Proebstle & Alisha Humbert - Our New Mortgage Loan Officers**

We're excited to welcome them to the MidWest America lending team. With many years of mortgage experience, They brings extensive knowledge in helping members navigate the home-buying process with confidence and ease.

Our MLOs specialize in guiding borrowers through a full suite of home loan options - including:

- ✓ Conventional Loans
- ✓ Construction Loans
- ✓ First-Time Home Buyer Programs
- ✓ Zero or Low Down Payment Options
- ✓ FHA, VA, USDA
- ✓ Lot & Land Loans
- ✓ Home Improvement Loans
- ✓ Adjustable Rate Mortgages



**Debbie Proebstle**  
Mortgage Loan Originator  
NMLS # 229893  
1220 Medical Park Drive, Building 1  
Fort Wayne IN 46825  
(260) 373-2721  
dproebstle@mwafcu.org



**Alisha Humbert**  
Mortgage Loan Officer I  
NMLS # 1677428  
1220 Medical Park Drive, Building 1  
Fort Wayne IN 46825  
(260) 423-8216  
ahumbert@mwafcu.org

**MidWest America**  
FEDERAL CREDIT UNION

Scan the QR code and Apply Today!



**Savings & Checking Products | Business Lending | Digital Banking | Consumer & Mortgage Lending**

Please consult us for terms and details. Not all borrowers qualify and must meet underwriting guidelines. Subject to credit review and approval. This does not constitute a commitment to lend.



# YOUR COMPETITIVE EDGE IN CUSTOM HOMEBUILDING



Whether crafting a custom residence or reimagining a current space, we are committed to delivering refined, functional, and personal environments.

## Stand out by partnering with the only design-build firm offering:

- ✓ Zero Builder Change Order Guarantee
- ✓ What we price is what we build—no surprise upcharges, ever.
- ✓ Bid Beat Guarantee. We beat any qualified bid by \$500—or your client gets a luxury dinner on us.
- ✓ Shop 'Til You Drop Guarantee. Clients can experience and customize finishes by walking completed Maison Forme homes.
- ✓ Referral Commission on Every Project. Earn while delivering white-glove service. We handle the build—you get paid.



MAISON FORME: Where precision design meets client-first construction. *Let's elevate your listings—and your margins.*

260-306-5552 ✨ Find us on Facebook and Instagram! [f](#) [@](#)

# NOW OPEN!

Founded with family at its heart, the name reflects the owner's three daughters — Kylie Marie Smith, Taylor Marie Smith, and Morgan Rae Shank. The vision behind the shop was created to grow their bond even stronger while building something fun, meaningful, and delicious together.



Specializing in freshly baked cookies and premium ice cream, 3 Daughters Cookies & Ice Cream is set to become a new favorite destination for families and dessert lovers alike.

# Elaine

*Rob*

Photo Cred: Dustin McKibben



**How many years have you been a real estate agent?**

Licensed in 9/2024, started full time 1/2025

**What is your career volume as a real estate agent?**

\$9.7 Million

**What was your total volume last year?**

\$7 Million

**What awards have you achieved as an agent?**

Rookie of the Year 2025 Mike Thomas Associates; a Top Producer for Mike Thomas Associates in April, September, October, November, December of 2025 and January 2026

**When did you start your career in real estate?**

I began full time 1/2025 after obtaining my license in 9/2024.

**What did you do before you became a real estate agent?**

After earning a degree in marketing communication, I began my career in Chicago advertising working with Fortune 500 brands like Wrigley, S.C. Johnson, and Kimberly-Clark planning and purchasing media for their marketing campaigns.

After relocating to the Pacific Northwest, I earned a degree in Elementary Education and taught fourth grade before returning to Fort Wayne in 2003. Over the next 18 years, I focused on raising

my family, volunteering, and substitute teaching, gaining a deep appreciation for the local schools, neighborhoods, and community.

**What are you passionate about right now in your business?**

My current passion is expanding my expertise within the real estate industry and building my reputation. I approach each transaction as a unique opportunity to learn, research, and problem-solve.

**What has been the most rewarding part of your business?**

The most rewarding part of my job is helping clients feel like they've achieved their goals and celebrating the wins alongside them. Specifically, I have found working with clients in the building process and first-time home buyers to be especially fulfilling as I see their dreams come to life!

**What is your biggest challenge as an agent?**

One of the biggest challenges for me is using social media, working with contingent buyers, along with learning to accept that not every transaction is meant to come together.

**How does real estate fit into your dreams and goals?**

Real estate fits my goals because it allows me to use my natural strengths to serve others in a meaningful way. I enjoy collaborating with clients



“

*The most rewarding part of my job is helping clients feel like they've achieved their goals and celebrating the wins alongside them.”*

and colleagues to achieve important outcomes, and I find the work both challenging and rewarding. It also supports my desire for continued personal and professional growth, while giving me the flexibility to prioritize my family alongside my career.

**What's your favorite part of being a real estate agent?**

What I enjoy most about being a real estate agent is the opportunity to be part of such an important chapter in my clients' lives. Buying or selling a home comes with a lot of emotion and significant decisions, and I don't take that lightly. One of my favorite aspects is walking clients through their first home purchase. I also especially enjoy new build projects because of the thought and creativity involved in every decision. It's an incredible privilege to serve others while doing something I love!

**Define success.**

To me, success is making a lasting, positive impact on the people around me — my clients, my family, and my community. It's about building relationships, serving others well, and creating a legacy through my work and my life that extends beyond me.

**Tell us about your family.**

I've been married to my husband for 26 years, and we've known each other since sixth grade. We're blessed with four children, ages 23, 20, 17, and 16, who keep life full. They are my biggest supporters and the motivation behind my work. We also have two golden retrievers, Mo and Winnie, who are very much part of our family.

**Favorite books?**

Daily Reading: The Bible and my Devotions; As a former 4th grade Teacher: Where The Red Fern Grows and To Kill a Mockingbird; Professionally: Atomic Habits and The Magic of Thinking Big

**Are there any charities or organizations you support?**

Destiny Rescue, The FW Rescue Mission, The Vine Haiti, Youth for Christ, The Breast Cancer



Foundation, Community Harvest Food Bank

**What are your hobbies and interests outside of business?**

I enjoy spending time with my family cheering them on in their activities, walking the dogs on the Puffer Belly trail, reading, and traveling.

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

Take every opportunity offered to learn, view failures as a valuable lesson, and find people that align with your future goals to mentor you.

**In closing, is there anything else you would like to communicate using this Ft. Wayne Real Producer platform?**

I am incredibly grateful for the people who have supported, encouraged, and mentored me along the way. I am thankful for the positive, collaborative culture at Mike Thomas Associates, for Jennifer Callison's leadership, and for my business partner, Erin Poiry—a true professional and dear friend. I am especially grateful to my family and friends,

who have been my biggest supporters, offering so much grace over the past 18 months as I have devoted so much time to launching my career. And most importantly, I am thankful for my amazing clients who have trusted me and allowed me to do work I truly love! 🍷



“

*What I enjoy most about being a real estate agent is the opportunity to be part of such an important chapter in my clients' lives.”*

# STABILITY

## WHEN IT MATTERS MOST

Keeping families close to school, work, and daily routines during life's unexpected transitions.



**FORTIFIED HOMES**



REQUEST HOUSING

[fortifiedfw.com](http://fortifiedfw.com)  
Text 260-499-1316



REAL PRODUCERS

# WIN A \$250 GIFT CARD



Scan the QR code to enter

Answering a few questions could be worth \$250!  
Take our quick survey (it's just 1 minute) and you'll be entered for a chance to win a \$250 gift card.

NO PURCHASE NECESSARY. Open to legal residents of the U.S. (excluding Arizona, Florida, New York, and Rhode Island), age 18 or older. Void where prohibited. Entry period begins 9/1/25 and ends 12/31/26 at 11:59 PM ET. Limit one entry per person. One (1) winner will be randomly selected each month (on or about the first of each month) to receive a \$250 gift card. Odds of winning depend on the total number of entries received each month. Winners will be notified via email. The NZ Company, d/b/a REAL PRODUCERS (collectively, "NZ"), reserves the right to cancel, suspend, or modify the promotion if technical or other issues prevent it from running as planned. By entering, participants agree to release and hold NZ harmless from any claims arising out of participation. NZ is not responsible for technical errors or issues beyond its control. These rules are governed by the laws of Texas.

*Old-fashioned*  
**VALUES**  
*Exceptional*  
**SERVICE**  
*Serving*  
**FORT WAYNE**  
WITH INTEGRITY



MICHAEL AND SARAH FOUST  
[BRICKBYBRICKFW.COM](http://BRICKBYBRICKFW.COM)  
260-969-8660 CALL/TEXT

THOROUGH INSPECTIONS

ON-SITE REPORTS

SUPPORT THROUGH THE INSPECTION PROCESS

TRUSTED BY FORT WAYNE BUYERS, SELLERS, AND TOP LOCAL AGENTS

Free Local Delivery\*

Visit our showroom | Shop local

Sign Post Placement • Yard Sign Stick-ins  
Hanging Panels • Open House Signs  
Directional Signs • Sign Riders and more

Easy Online Scheduling...

**graphX direct** INC. **GraphXDirect.com**

260.478.8697 | 2511 Alma Ave - Fort Wayne, IN  
(off Bluffton Rd. near Airport Expressway)

\* Drop-offs Within Allen County

**PRIME HOMES**

SCAN CODE TO SEE OFF-MARKET HOMES FOR SALE

Primehomes-fw.com  
260-437-4866  
1028 W Cook Rd Suite C  
Fort Wayne In 46825

*The night everyone talks about.*

Calm leadership.  
Intentional design.  
Unforgettable energy.

*Design your wedding night.*

**GET UP TO GET DOWN**  
ELITE ENTERTAINMENT

Luxury Wedding Entertainment & Reception Leadership

**MICHELLE MILLER** Team  
HMA MORTGAGE

**WE WORK HARD TO WIN YOUR CONFIDENCE & TRUST.**

*Close with confidence!*

Success comes from consistent dedication and excellence. Our drive to exceed your expectations keeps us moving forward.



**Michelle Miller**

BRANCH MANAGER  
NMLS# 420723  
(574) 549-4609  
Msmiller@HMAmortgage.com  
MichelleMillerTeam.com



*Apply with me now.*

**2 LOCATIONS**

3700 Lake City Highway, Warsaw, IN 46580 | 515 N. Line St., Suite A, Columbia City, IN 46725

©2026 HMA Mortgage is a division of Affordable Mortgage Advisors, LLC | Equal Housing Opportunity | NMLS ID #139164 | 4640 Campbells Run Rd, Pittsburgh, PA 15205 | (888) 462-1080 | www.hmamortgage.com/page/licensing. For licensing information go to: www.nmlsconsumeraccess.org.



# MADISON CABINETS

**Built on Craftsmanship,  
Designed for  
Relationships**



In an industry where trends come and go, true craftsmanship still stands the test of time. That is one of the many reasons why so many homeowners, builders, and real estate professionals throughout Northeast Indiana continue to trust Madison Cabinets. For more than five decades, the family-owned company has built its reputation the old-fashioned way: through quality work, honest relationships, and a commitment to treating every project like it matters.

What began in 1971 as a bold entrepreneurial step by founder Herman Guenin has grown into a multi-generational business that continues to evolve while staying deeply rooted in family values. After learning of a cabinet company liquidation while working in the piano manufacturing industry, Herman saw an opportunity and took a leap of faith. Using the craftsmanship and attention to detail he developed in piano manufacturing, he launched Madison Cabinets with a vision centered around custom quality and lasting service.

That vision quickly became a family legacy. Herman's son, Craig, joined the business in 1974, followed years later by Craig's son, Heath, in 2001. Today, three generations of the Guenin family have helped shape Madison Cabinets into one of the area's trusted names in custom cabinetry and countertops. Their story is one built not only on woodworking expertise, but on consistency, adaptability, and relationships that have lasted for decades.

"Family businesses carry a different level of pride," the team at Madison Cabinets shares through the culture they have built over the years. "When your name is attached to every project, quality matters."

That mindset can be seen in every aspect of the company's work. Madison Cabinets designs and manufactures custom cabinetry and countertops in-house, allowing the team to maintain strict quality standards while creating spaces tailored specifically to each client's needs. From kitchens and bathrooms to closets, offices, entertainment spaces, and custom storage solutions, the company specializes in turning functional spaces into beautiful focal points of the home.

Their product offerings extend well beyond cabinetry alone. Madison Cabinets provides custom laminate, quartz, granite, and solid surface countertops, along with cabinet repairs, add-ons, and refinishing services. Clients are able to personalize nearly every detail, including custom stains and blended finishes that create truly one-of-a-kind looks. Because the products are crafted internally rather than outsourced, the team is able to maintain tighter control over timelines, craftsmanship, and customization.

That hands-on approach has become especially valuable in today's real estate and building environment, where homeowners increasingly want spaces that feel personalized rather than mass-produced. For real estate agents, Madison Cabinets has become a trusted resource when helping clients envision the potential of a home. Whether updating an outdated kitchen before listing, helping buyers create a dream renovation plan, or connecting clients with dependable local professionals after a purchase, agents know they can confidently introduce Madison Cabinets as a partner who will take care of people well.

Builders and contractors throughout the region have developed similar trust in the Madison Cabinets team. Their ability to communicate clearly, stay collaborative throughout projects, and consistently deliver quality work has helped them establish long-standing relationships across the industry. In a business where timelines and details matter, having dependable partners can make all the difference.

"Real estate is ultimately a relationship business," says many of the professionals who work alongside the Madison Cabinets

team. "When you find partners who communicate well, deliver quality, and genuinely care about the client experience, you hold onto those relationships."

As the company continues to grow, Madison Cabinets is also entering an exciting new chapter with the launch of Madison Interiors, a new showroom concept coming to Fort Wayne. The expansion reflects both the company's growth and its vision for creating a more immersive design experience for homeowners, builders, designers, and real estate professionals alike.

The Madison Interiors showroom is expected to provide clients with the opportunity to explore cabinetry, countertops, finishes, and interior selections in a thoughtfully curated environment designed to inspire creativity and collaboration. Rather than simply selecting products from samples, clients will be able to visualize how materials, textures, colors, and layouts work together in real-life spaces.

For real estate professionals, the new showroom represents another powerful resource for serving clients at a higher level. Whether introducing buyers to remodeling possibilities,



helping investors modernize properties, or connecting homeowners with trusted design guidance, Madison Interiors will create a space where ideas can become tangible.

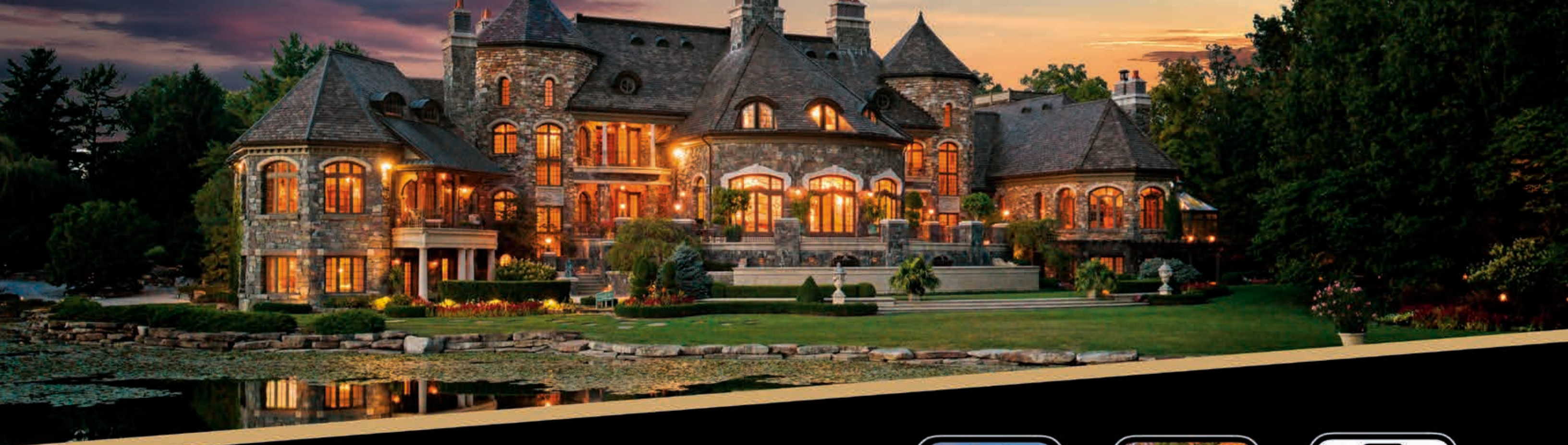
Even as Madison Cabinets expands, however, the company remains committed to the same values that built its reputation decades ago: craftsmanship, service, integrity, and relationships. The team understands that cabinets and countertops are not simply products. They are part of the spaces where families gather, conversations happen, milestones are celebrated, and memories are created.

That perspective is what continues to separate Madison Cabinets in an increasingly fast-paced industry. While trends may shift and technology may evolve, the company's foundation remains steady — family ownership, pride in workmanship, and a genuine desire to serve people well. After more than 50 years in business, Madison Cabinets continues to prove that when quality craftsmanship and strong relationships come together, the result is something that lasts.

For Northeast Indiana homeowners, builders, and real estate professionals alike, that legacy is still being built one project at a time.

(260) 639-3915  
madisoncabinets.com

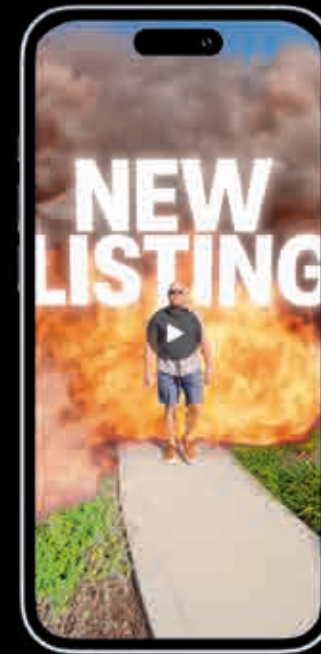





# ARTHOME PHOTO

Indiana Real Estate Marketing

At Art Home Photo, we focus on capturing the unique essence of homes throughout Indiana, with a central base in Northeast Indiana. Our mission is to showcase properties with creativity and style, ensuring that every home receives the attention it truly deserves.



## CONTACT US:

 (260)254-7070

 @arthomephoto

 [www.arthomephoto.com](http://www.arthomephoto.com)

# EVERWISE

## CREDIT UNION

### Home Starts here

Everwise Credit Union is Indiana's largest Credit Union with more than \$5 billion in assets, over 50 branches throughout Indiana and southwest Michigan, and nearly 300,000 members. Everwise offers traditional financial services including checking, savings, mortgages, and credit cards, as well as wealth management services. Since its founding in 1931, Everwise has focused on making a positive impact on its members and the community. Everwise Credit Union is federally insured by NCUA and is an equal opportunity lender.

What sets Everwise apart is their belief that confidence changes everything. They focus on putting people in control of their financial futures by offering personalized attention and support through every step of the mortgage process. As a local lender, Everwise provides continuous guidance, ensuring borrowers have a reliable source of advice for future financial needs beyond the closing table.

With a commitment to saying "yes" and helping people grow into their dreams, Everwise's dream team below treats every member with the importance they deserve, ensuring a unique and supportive experience tailored to each family's needs.



## BRENT CLAY

For Everwise Credit Union Mortgage Loan Originator **Brent Clay**, helping clients navigate the path to homeownership has never been just a career — it's been a calling that has spanned nearly three decades. Since entering the mortgage industry in 1997, Brent has remained focused on one simple goal: helping people feel confident and supported during one of the biggest decisions of their lives. "What continues to drive me today is the opportunity to help people achieve one of the biggest milestones of their lives — homeownership," Brent says.

Originally from Van Wert, Ohio, Brent earned his degree in Business Management from Indiana Wesleyan University before building a career that has taken him through multiple real estate markets, including Las Vegas and Fort Wayne. Those experiences gave him a broad perspective on lending, but they also reinforced something he believes wholeheartedly today — every borrower's situation is unique, and communication and trust matter just as much as the financial side of the transaction. "The best outcomes happen when everyone involved works together as a team," he says.



Known for his calm, team-oriented approach, Brent works closely with both clients and referral partners to ensure the mortgage process feels smooth and stress-free from start to finish. Whether helping a first-time buyer understand their options or guiding an experienced homeowner through a new purchase, he prioritizes consistency, responsiveness, and collaboration. That commitment has helped him build lasting relationships throughout the Fort Wayne real estate community.

Outside of work, Brent's greatest joy is spending time with his two sons, Christian and Cameron. Much of his free time revolves around supporting their interests, whether that means attending hockey games, golfing together, or planning family vacations. Those moments, he says, are what keep him grounded and motivated.

After nearly 30 years in the business, Brent still finds fulfillment in helping clients move confidently into the next stage of life. "I still genuinely enjoy helping people move confidently into the next chapter of their lives," he says, "and that's what continues to inspire me every day."

## LANA ERNIE

For Mortgage Loan Originator **Lana Ernie**, mortgage lending is ultimately about making people feel comfortable, informed, and cared for during a major life milestone. Her career began as a bank teller, but over time she discovered a passion for helping borrowers achieve homeownership and guiding them through what can often feel like an overwhelming process. "What I enjoy most about this business is helping make the process feel less overwhelming and more exciting," Lana says.

Lana especially enjoys working with first-time homebuyers, taking time to educate borrowers on the many financing solutions available to them. From traditional loan programs to down payment assistance opportunities like the Launch Grant program, she prides herself on helping each member find the option that best aligns with their financial goals and long-term plans. "I take pride in helping each member



determine the solution that best fits their goals and financial situation," she explains.

What truly sets Lana apart, however, is her willingness to go above and beyond to keep transactions moving forward. In one memorable situation, she personally collected and delivered a water sample to a lab in order to help save a client's closing date. For Lana, that level of support is simply part of her commitment to the people she serves. "Supporting borrowers all the way to the closing table is more than just part of the job," she says. "It's a personal commitment."

Outside the office, Lana enjoys spending time with her husband, Rich. The two love attending concerts and riding bikes on Fort Wayne's trail systems. She's also active in local tennis and bowling leagues and has a special place in her heart for rescuing animals in need of a loving home.

Deeply connected to the community, Lana is involved with organizations including ARCH and the Greater Fort Wayne chapter of the American Business Women's Association. "What I value most about the Fort Wayne real estate community is the spirit of collaboration," she says. "When people work together with a positive attitude, solutions can almost always be found."

## TIM THURSTON

With more than 43 years of mortgage experience, **Tim Thurston** has become a trusted and respected presence within Northeast Indiana's real estate community. Throughout his career, Tim has remained committed to one guiding principle: helping clients fully understand their options so they can make confident financial decisions that support their long-term goals. "The mortgage process should feel clear, informed, and well-supported from start to finish," Tim says.



than four decades in the business, his passion for helping people has never faded. Beyond serving clients directly, Tim has also played an important role in strengthening the mortgage industry itself. He helped establish the Northeast Chapter of the Indiana Mortgage Bankers Association and has served as its President multiple times throughout his career. His leadership reflects a deep commitment not only to borrowers, but also to supporting professionalism and education within the industry.

One of the things Tim values most is the strong sense of connection within the Fort Wayne real estate community. "After all these years, I still enjoy building relationships and helping clients confidently move into the next chapter of their lives," he says.

Whether assisting a first-time homebuyer, helping a family refinance, or guiding a client through the purchase of a dream home, Tim's calm approach and extensive industry knowledge have made him a valued resource for both borrowers and real estate professionals alike. After more

## JOSEPH PERRY

For **Joseph Perry**, mortgage lending has always been about more than securing financing — it's about helping clients build stronger financial futures. With more than 20 years of industry experience, Joseph has helped thousands of clients purchase homes, investment properties, vacation homes, and custom builds across the country, all while maintaining a strong focus on education and long-term financial success. "I'm passionate about helping clients improve their financial position and better understand how today's decisions can impact future opportunities," Joseph says.

"Every borrower deserves a solution tailored to their individual goals," he explains.

Clients and referral partners consistently describe Joseph as dependable, solutions-oriented, and deeply committed to doing what is best for the people he serves. That level of personalized care has helped countless borrowers feel more confident and prepared throughout the mortgage process.

Outside of work, Joseph's life centers around faith and family. He and his wife, Jennifer, have been married since 1991 and are proud parents of two sons. Together, they enjoy spending time outdoors hiking, walking, relaxing at the lake, and simply enjoying quality time together.

Joseph values the relationships he has built throughout the Fort Wayne real estate community and appreciates the opportunity to help clients navigate important financial decisions with confidence and clarity. "Helping clients make informed decisions is one of the most rewarding parts of what I do," he says.

A graduate of Trine University with a degree in Applied Business Management and a minor in Industrial Engineering, Joseph brings a thoughtful, analytical approach to every client interaction. He believes every borrower's situation is unique and takes time to fully understand each client's goals before recommending the mortgage strategy that best fits their needs.



## SCOTT WEGHORST

**Scott Weghorst** brings more than 25 years of mortgage industry experience to Everwise Credit Union, along with a unique perspective shaped by both personal and professional experience. Having personally gone through the homebuying process twice before entering the mortgage industry, Scott understands firsthand how valuable clear communication and trusted guidance can be during such a major financial decision. "I know how important it is to work with someone who communicates clearly and helps reduce stress during the process," Scott says.

Throughout his career, Scott has built a reputation for leadership, professionalism, and exceptional service. He previously served as President of the Indiana Mortgage Bankers Association and President of Pinnacle Mortgage Funding. In addition to earning his MBA, Scott also achieved the Certified Mortgage Banker designation through the Mortgage Bankers Association — one of the highest professional certifications within the industry.

Despite his extensive credentials, Scott's approach remains highly personal and relationship-driven. He is passionate about helping borrowers fully understand the range of mortgage solutions available to them and works hard to ensure every client feels informed and supported throughout the process. Known for his responsiveness and attention to detail, Scott believes the best client experiences happen when lenders,

agents, and industry professionals operate as true partners. "The best client experiences happen when everyone works together collaboratively," he says.



In addition to serving borrowers directly, Scott has dedicated significant time to mentoring mortgage professionals and supporting industry education across Indiana. His commitment to leadership and collaboration reflects his belief that strong relationships ultimately create better outcomes for everyone involved.

Whether helping a first-time buyer or an experienced homeowner, Scott's goal remains consistent: delivering a mortgage experience rooted in communication, confidence, and care. "My goal is always to provide trusted guidance and exceptional service," he says, "so clients feel confident every step of the way." The team at Everwise Credit Union understands that a mortgage is about far more than numbers and paperwork — it's about helping people step confidently into the next chapter of their lives. Across decades of combined experience, the Everwise mortgage team has built a reputation throughout Northeast Indiana for professionalism, responsiveness, and genuine care for the people they serve. From first-time buyers to seasoned homeowners, each member of the team brings a relationship-first mindset to the process, creating experiences built on trust, communication, and community connection. ■

WHO  
HOW  
MANY

**Savvy businesses know it's all about *who many* you reach — not how many.**

Our niche publications, exclusive events, and targeted digital marketing get your brand in front of ideal clients affordably.



**Let's talk!**  
Reach out to the publisher of this magazine today.

# Nominate A Cover Story



Please send all nominations to [jon.good@realproducersmag.com](mailto:jon.good@realproducersmag.com).

*Your Summer Client Event... Handled!*  
You Invite. I Pour.

Host an elevated wine tasting your clients will talk about all summer. I handle the wine, education, and experience—you build the relationships.

**BOOK YOUR SUMMER TASTING NOW!**

Personal wine selections • Tastings • Events

Every bottle funds \$25 in school supplies for The Kids in Need Foundation  
Judy Filler Founding Partner  
260-445-6299 (Call or text)  
[onehopewine.com/?ref=judy-filler](http://onehopewine.com/?ref=judy-filler)

**HOOVER THE MOVER**  
RELOCATIONS...ANYWHERE

*"I felt the move went great. Couldn't be happier. The crew you sent looked like they had been working together forever - very smooth and all very polite!"*  
Michael with Juvare

We are extremely fortunate to work with so many amazing people within the Real Estate Industry! Thank you for trusting us with all of your client's moving needs. We are the lucky ones!

260-459-6926  
[www.hoovermover.com](http://www.hoovermover.com)

Starting is easy. Contact us for a **FREE ESTIMATE!**

**Our daily promise: Helping you Prosper**

**First Merchants.**  
*Helping you prosper*

Reaching financial goals, especially buying a home, can be challenging without the right partner. That's why First Merchants makes a promise to all our clients: We'll work tirelessly to help you prosper. From flexible first-time homebuyer programs and down payment assistance to purchase and refinance solutions, our mortgage bankers provide personalized support to help you move forward with confidence at every stage of homeownership.

For more information, call 1.800.205.3464 or go to [firstmerchants.com](http://firstmerchants.com).

**WAYNE HOME + DESIGN CO.**  
BY BRANDON WAYNE SCHUEFLER

7763 Coldwater Rd. Fort Wayne IN | 260-445-5484  
Wayne Home & Design Co. | [waynehomedesignco](http://waynehomedesignco.com)

# Pass Inspection the First Time

Quick, professional plumbing solutions so your summer closings stay stress-free.



**RESIDENTIAL PLUMBING**  
Remodels • Installations  
Gas lines • Inspection Reports

Emergency Service Available

BOOK INSPECTION REPAIRS



Best Contracting Plumbing Services

260-387-9664 | Nbestcontractingllc@yahoo.com



Congratulations Amber Gaskill on 10 Years with the Company and 30 in Business!



THE KITCHENWORKS  
CUSTOM CABINETRY & FINE APPLIANCES

Celebrating Over 36 Years of Award-Winning Kitchen Design and Fine Appliances

DEALER FOR OVER 30 LUXURY BRANDS including...

DutchMade

WOLF

Grabill

SUB-ZERO

DECOR

COVE

SCAN TO BE INSPIRED:

VISIT OUR SHOWROOM

127 W WAYNE STREET, SUITE 100  
FORT WAYNE, IN 46802

TEL: 260.657.3331

THEKITCHENWORKS.COM



## Whose story should we tell next?

Nominate a REALTOR®, agent, or broker to be featured in an upcoming issue. Email the publisher of this magazine to let us know why your nominee deserves to be featured.

Real Producers tells the stories of the top real estate agents in this market.



TRADEMARK TITLE

260-444-6240  
amber@trademarktitleinc.com

TRADEMARKTITLEINC.COM



Everyone *deserves* a place to call their own.



Brent Clay  
NMLS #175685  
Cell: (260) 615.5706  
bclay@everwisecu.com

Equal Housing Opportunity. NMLS# 686706. Subject to credit approval and membership requirements.



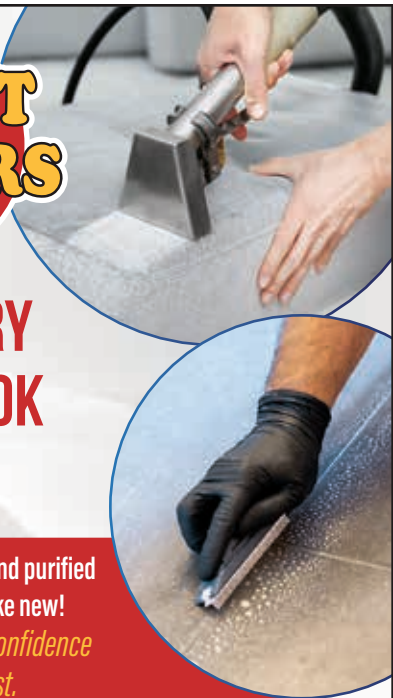
**CARPET MASTERS**  
TOP QUALITY  
CARPET CLEANING

**MAKE EVERY LISTING LOOK ITS BEST**

Fresh carpets, clean tile, and purified air help homes show like new!  
*Giving your clients the confidence to list at their best.*

*Help Your Clients Shine*

260.483.3913 or 260.637.8781  
carpetmastersfw.com



Because Moves Are Hard on the Body

Give your clients a wellness boost during one of life's most stressful events



icryo.com/location/fort-wayne-in  
260.715.4907

- Red Light Therapy
- Infrared Sauna
- IV Drip Infusion
- Body Sculpting



**Lancia HOMES** 50 YEARS SOLID

You can't put a price on piece of mind on, especially when building a new home. That's why Lancia Homes locks in your price the moment you sign a purchase agreement with us. So even as material costs go up during the build you won't pay a penny more. That's the Lancia Homes Price Lock Promise.

Because we believe building a future should come with piece of mind.

Discover more at [LanciaHomes.com](https://LanciaHomes.com)

**ASK ABOUT FINANCE & PROMO SPECIALS!**

**LanciaHomes.com**



# ALISON RHINEHART

## GRIT AND GRACE

Photo Cred: Dustin McKibben

**A**lison Rhinehart has never been someone who does things halfway. Whether she's navigating the fast-paced world of real estate, raising two children as a single mom, counseling others through life's challenges, or creating high-end marketing videos for her listings, one thing is clear: she shows up fully. And that relentless commitment to people is exactly what has made her one of the standout agents in the Fort Wayne market today.

"I'm not really a part-time halfway kind of person anyway," Alison says with a laugh. "All or nothing! Just ask my clients."

That mentality has shaped every chapter of her journey.

Before real estate, Alison grew up in Fort Wayne, graduated from Bishop Luers High School, and pursued a career in broadcasting after attending University of Miami. Her years in television taught her how to communicate clearly under pressure, think quickly, meet demanding deadlines, and connect with audiences — skills that now give her an undeniable advantage in real estate.

"I had an amazing TV career," Alison says. "It taught me how to think on my feet, talk to an audience, break down complicated information, and work fast and hard on deadlines." Today, those talents have evolved into a signature strength for her business. From lifestyle listing videos to social media marketing, Alison brings a polished media mindset to every property she represents. "I can produce a lifestyle video for my listings in my sleep," she says. "And I've got some exciting real estate broadcasting projects in the works later this year."

Ironically, real estate itself was never part of some grand master plan. Alison initially entered the industry almost casually, thinking it might become a seasonal lake-house business

around Clear Lake or perhaps a flexible part-time opportunity. But once she got started, her competitive nature quickly took over. "Honestly, I didn't know where it would go," she says. "But I'm way too competitive to let it stay small."

After joining a brokerage in Chicago, Alison sold nearly \$5 million in her first year and eventually began training newer agents in the office. She credits much of her early success to exceptional mentorship and hands-on leadership from her first managing broker. "He would help me write contracts over the phone at 10 p.m. on a Sunday," Alison remembers. "One time he even sat in the ER helping me get a contract signed when my client was hospitalized during COVID. Who does that?"

Today, Alison draws inspiration from the driven professionals around her at Regan Ferguson Group Realty. "I'm a big believer in surrounding yourself with successful people," she says. "When you see everyone around you pushing hard and leveling up, it's hard to become complacent."

While her business grew professionally, life simultaneously demanded even more from her personally. Alison found herself rebuilding as a single mother with two young children depending on her to create stability and opportunity for their future.

"As life sometimes does, I was in a position where I needed to completely start over," she shares. "Real estate kept me afloat in more ways than one."





It became something I could pour my heart and soul into — especially on the tougher days.”

Her “why” became crystal clear. “I have two main reasons why I work so hard,” Alison says. “Their names are Luke and Josie.”

That determination has fueled a business built not just on transactions, but on resilience, creativity, and refusing to quit when challenges arise. Alison believes one of the greatest differentiators in real estate is learning how to stay steady during inevitable obstacles.

“You have to keep your head when speed bumps happen — because they happen a lot,” she says. “And you can’t give up just because something looks dead.”

One memorable listing perfectly demonstrated that philosophy. Alison took on a stunning lake cottage listing where the seller hoped to achieve \$1.8 million for a three-bedroom property — a difficult task even with its incredible location and frontage. Alison confidently developed a strategy, spending days repainting, staging, and landscaping the property to position it for maximum impact.

The seller initially hated one of her biggest decisions. “He was so upset about the paint color,” Alison recalls. “I remember thinking, ‘Okay... stay calm.’ I told him if it didn’t sell quickly, I’d repaint the whole thing myself on my own dime.” The property sold in two days — cash — for the full \$1.8 million asking price.

But despite impressive sales and standout results, Alison insists success has never been about dollar signs. “I never got into real estate for the money or the big listings,” she says. “Every client matters because every client is going through some kind of life transition.”

That perspective shapes how she approaches every relationship. Whether helping a widow downsize, guiding newlyweds through a first purchase, or assisting a family into a dream home, Alison sees her role as deeply personal. “This is a helping business,” she says. “That’s

“

**YOU HAVE TO KEEP**

**YOUR HEAD WHEN**

**SPEED  
BUMPS  
HAPPEN**

**— BECAUSE THEY**

**HAPPEN A LOT.”**





success to me — happy kids, happy clients, and being surrounded by people you love and who love you back.”

Her passion for helping people extends far beyond real estate. In the middle of building a thriving business and raising her children, Alison spent four years earning her master’s degree in social work. She trained at Hope Alive and now works with Anchor Pointe counseling and supporting others through difficult moments in life. “It’s extremely rewarding work,” Alison says. “It’s still helping people — just in a different way and at a much different pace.”

One conversation with her daughter perfectly captured the balance Alison strives for. On the same day she closed the biggest real estate deal of her career, she also helped a woman through a deeply emotional counseling breakthrough. “My daughter asked what the best part of my day was,” Alison remembers. “Honestly, I didn’t know which one to choose.”

That answer says everything about who Alison Rhinehart is.





Driven yet compassionate. Competitive yet deeply caring. Strategic yet authentic. She approaches her business with intensity because she genuinely believes people deserve someone fully invested in their goals. “I dislike complacency and the word ‘no’ tremendously,” she says. “I believe most everything is figure-out-able.”

Looking ahead, Alison hopes to continue empowering not only clients, but also other agents entering the industry. “I think real estate can be incredibly rewarding, but it takes knowledge and the right mentors,” she says. “My advice is to look at real estate like a business, figure out what makes you unique, and do more of that.”

For Alison, that uniqueness has never been about fitting into a mold. It has been about building a business rooted in grit, heart, creativity, and service — while showing her children, clients, and community exactly what’s possible when someone refuses to give up. ▾

“

**THAT’S SUCCESS**

**TO ME —**

HAPPY KIDS,  
HAPPY CLIENTS,

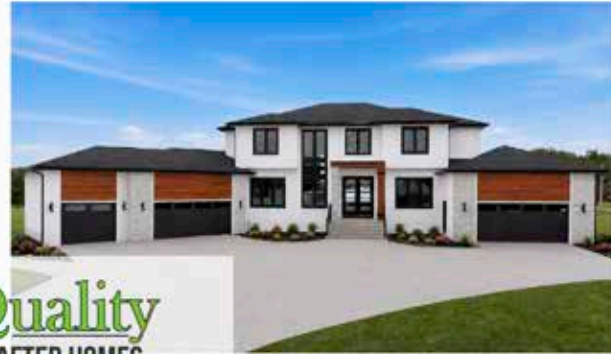
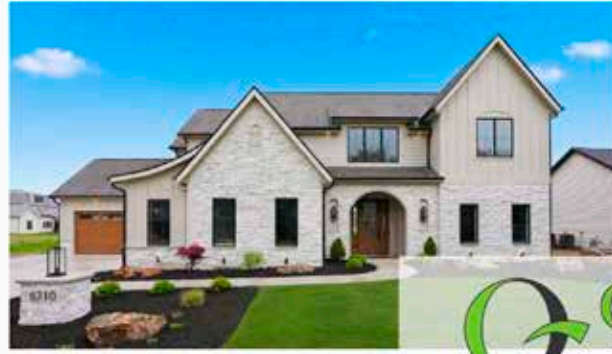
**AND BEING**

**SURROUNDED BY**

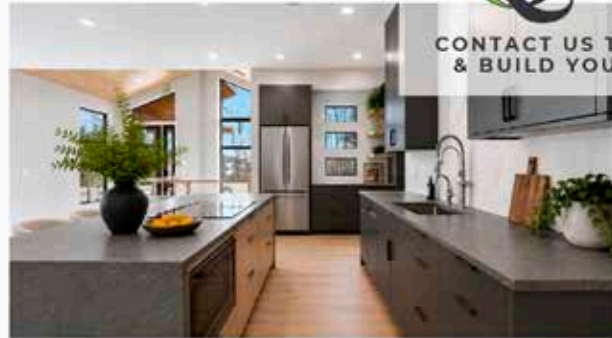
**PEOPLE YOU LOVE AND**

**WHO LOVE YOU BACK.”**

SERVING TOP AGENTS & THEIR CLIENTS FOR OVER 40 YEARS



CONTACT US TODAY TO DESIGN & BUILD YOUR DREAM HOME!



260.486.5788 | [www.qualitycraftedhomes.com](http://www.qualitycraftedhomes.com)



## WHERE GARAGES BECOME HIGHLIGHTS

Real estate agents know it: a great garage attention. GarageExperts transforms unused, overlooked spaces into beautiful, functional showpieces.

**GarageExperts®**  
High-Performance Floor Coatings · Storage Solutions

CUSTOM GARAGE POSSIBILITIES START HERE  
260-230-8280



## IT'S HEATING UP YOUR RATES SHOULDN'T



A trusted insurance partner for you and your clients.

*Talk With an Insurance Expert*



260.969.8701 · [davidhand@insurancebyhand.com](mailto:davidhand@insurancebyhand.com)



# MADISON CABINETS



CUSTOM COUNTERTOPS | CUSTOM CABINETS | CABINET REPAIRS & ADD-ONS

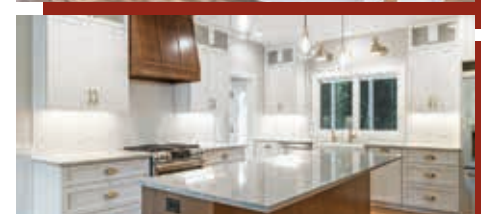
## HEATH GUENIN

260-639-3915

14727 Bruick Dr. Hoagland, IN 46745

[heath@madisoncabinets.com](mailto:heath@madisoncabinets.com)

[www.facebook.com/madisoncabinet](http://www.facebook.com/madisoncabinet) | [@madisoncabinets](https://www.instagram.com/madisoncabinets)



# LAND OF THE FREE... FREE FROM CARDBOARD, THAT IS

Declare independence from cardboard with reusable moving totes delivered right to your door.

RESERVE YOUR TOTES

Instant Response: (260) 264-8122  
Book Online: [totesonloan.com](http://totesonloan.com)

Strong, stackable totes for stress-free moving.



Main office: 260-490-1302  
Builder Rep. Marla Lessen: 260-580-3077



REALTOR FRIENDLY BUILDER...



...OR CHECK OUT OUR  
QUICK MOVE-IN HOMES

Celebrating 50 years! A better experience comes from experience.



# KICK BACK & RELAX

We're here to make your next closing worry-free!



HOME  
TITLE  
GROUP



**Lori Sanchez Ertel**  
Vice President  
(260) 450-2453



**Tracy Hershey**  
Escrow Manager  
(260) 416-5048

Call us today to schedule your closing!  
(260) 416-5179 | [HomeTitleGroup.com](http://HomeTitleGroup.com)



We have the key to YOUR new home.  
See if you *pre-qualify* today!



**David Oyer**  
(260) 437-5713  
NMLS# 368087



**Cheryl Richey**  
(260) 341-0301  
NMLS# 493681



**Grant Sinn**  
(260) 494-9939  
NMLS# 1973382



**Renee Blessing**  
(260) 580-3176  
NMLS# 310651



**Alyssa Hatfield**  
(574) 253-1665  
NMLS# 2125080



**Madi Cook**  
(260) 444-7509  
NMLS# 2230059

Call one of our Loan Officers at (260) 240-8669



#186805

[diamondresidential.com/fortwayne](http://diamondresidential.com/fortwayne)



8115-A Lima Road, Fort Wayne, IN 46818

This is not a commitment to make a loan. Programs, approvals, rates, fees, and loan terms are subject to loan applications, credit risk appraisal evaluation, underwriting guidelines, and other lending or qualification criteria and limitations, and are subject to change without notice. Not all products are available in all states. Not all borrowers will qualify. Diamond Residential Mortgage Corporation, 582 Oakwood Ave, Lake Forest, IL 60045, (847) 244-8301, NMLS# 186805. For licensing information, go to [www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/186805](http://www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/186805). Diamond Residential Mortgage Corporation is not affiliated with or acting on behalf of or at the direction of FHA, VA, USDA, Fannie Mae, Freddie Mac, or any governmental body or agency.



# Local expertise you can trust



**Bryan Kapocius**  
 260-305-6035  
 5830 E State Blvd  
 Fort Wayne  
 bkapocius@allstate.com

**Allstate.**

You love living in Fort Wayne as much as I do. But, are you doing everything you can to protect the life you've built here? As your local Allstate Agent, I can help you make informed decisions to help ensure that everything you love is well protected. Contact me to get covered.

Personalized service. Trusted advice.



- + KITCHEN & BATH
- + ADDITIONS
- + EXTERIORS/DECKS
- + WHOLE HOME REMODELS

www.riversedgetd.com

## 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?

Join the movement.



**In Fort Wayne, the right lending partner makes all the difference.** First Financial Bank will help you keep deals on track, with flexible mortgage solutions built for today's buyers and local guidance realtors can count on.



**Frank Yanko**  
 MORTGAGE LOAN ORIGINATOR  
 fyanko@first-online.com  
 260.414.5799  
 NMLS #1373263

Member FDIC • Equal Housing Lender • NMLS #401915

02-250003-CA

**FIVE STAR DECK BUILDING & FENCING**

Decks, Fencing, Concrete, Pergolas, Gazebos, & More!

**Find Us On Social Media!**  
 260-444-7678 OR 419-506-1559  
 104 Waterplant Drive, Antwerp, OH, 45813

# HELP US, HELP THEM.

We are a realtor and lender-focused insurance agency, trusted with over 250 insurance companies nationwide.

We recognize that *TIME IS MONEY*, and *WE HELP OUR CLIENTS SAVE BOTH*.



(260) 204-8432

110 E WAYNE ST, FLOOR 12  
FORT WAYNE, IN 46802

[insuredindiana.com](http://insuredindiana.com)

[adam.springer@goosehead.com](mailto:adam.springer@goosehead.com)



(260) 250-4131

110 E WAYNE ST, FLOOR 12  
FORT WAYNE, IN 46802

[260insurance.com](http://260insurance.com)

[joe.guardiola@goosehead.com](mailto:joe.guardiola@goosehead.com)

**GORDON WATER TREATMENT**

**YOU WANT JUST PURE WATER IN YOUR HOME**  
(not chemical run-off, chlorine, flouride, or pharmaceuticals)

You can trust Gordon Water Treatment for all of your residential water needs.

*Specializing in:* Residential Water Treatment Systems, Sulphur removal, Iron removal, Softening Technology, Reverse Osmosis Systems, Ultra Filtration, & Constant Pressure Systems

**Dalton Gordon, Owner**  
(419) 506-0680  
[dgordonwater@gmail.com](mailto:dgordonwater@gmail.com)  
8736 Road 192Cecil, Ohio 45821  
*Find us on Facebook!*

**Don't Join This Fan Club**

**14-Months of Coverage**  
*Initial coverage term*

**Choice of Local Contractor**

- Increased HVAC Limits
- Complimentary Home Concierge
- Veteran/Active Military Discount

**Help Your Clients Keep Their Cool This Summer!**  
[homewarrantyinc.com/register](http://homewarrantyinc.com/register)

*Review the terms and conditions, coverage, limitations, and exclusions for all plans at [homewarrantyinc.com/terms](http://homewarrantyinc.com/terms).*

**Home Warranty**

**Scott Kellenberger**  
(260) 433-4027  
[scottkellenberger@homewarrantyinc.com](mailto:scottkellenberger@homewarrantyinc.com)



## Make your **Dream of Homeownership** a Reality with a **Special Down Payment Program!**

As a member of FHLBank Indianapolis, 3Rivers offers qualifying first-time homebuyers with **down payment and closing cost assistance** through the LAUNCH Down Payment Assistance Program. Those who qualify may receive up to **\$20,000 in assistance**.

### To qualify for this grant, you must:

- Be a first-time homebuyer (no ownership in a principal residence during a three-year period ending on the date of the purchase of the property).
- Be at or below the 80% Area Median Income (AMI).
- Be purchasing a single-family home.
- Be able to contribute a minimum of \$500 towards the purchase of the home.
- Complete a required state, HUD, or FHLBank Indianapolis-approved homebuyer counseling course.

**Sound like an option that would benefit you? We'd be happy to discuss this program and explore all our lending options with you to determine the best fit for you and your financial goals. Call or email us today to learn more!**



[3riversfcu.org](http://3riversfcu.org) | 800.825.3641

\*NOTE: In order to use the LAUNCH Down Payment Assistance Program, you must meet the qualifications and work with a participating FHLBank Indianapolis member institution like 3Rivers. Funds are available on a first-come, first-serve basis and funding is announced each spring. Program does not allow total housing debt to exceed 40% of total household gross income. Mortgage amount cannot exceed the sale price of the property. For more information, visit [www.fhlbi.com](http://www.fhlbi.com).

NMLS# 556303

Federally insured by the NCUA.





# Meaningful Money Conversations

Maddison Knafel - Financial Planner  
A friend who is invested in your success.



Ensure the Success of your Plan

Align Cash Flow with Goals

Tax Efficient Growth

Simple Strategy. Real Results

Why Choose Us

260-280-5890

maddison.knafel@nm.com



KIRACOFE HOMES



Where We Build:  
Fort Wayne • Auburn • Garrett • Angola  
Van Wert • New Haven • Huntertown

Elevate Your Expectations. Experience the Kiracofe Difference!

P: 260-705-6700 E: info@kiracofehomes.com | www.kiracofehomes.com | 10311 Dawsons Creek Blvd. D, Fort Wayne, IN 46825

# Partner With Fort Wayne's PROPERTY EXPERTS



“



I was extremely pleased with the work Fort Wayne Property Group completed on one of my listings. Their professionalism, attention to detail, and ability to deliver high-quality results made a noticeable impact. The entire process was smooth and efficient, and their work truly helped elevate the property. I would confidently recommend them to anyone looking for reliable and top-notch service.

-Ashley Wagner



Drew Buffenbarger



David Keating



15+ years of experience in property management and real estate in Northeast Indiana.

See How We Can Help | fortwaynepropertygroup.com | 260.237.0303



# TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2026, to May 31, 2026

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMEPS	74.5	\$30,248,328	\$406,017
2	Leslie Ferguson	Regan & Ferguson Group - UPREFE	24.5	\$17,890,481	\$730,223
3	Heather Regan	Regan & Ferguson Group - UPREFE	24.5	\$17,890,481	\$730,223
4	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	23	\$17,305,732	\$752,423
5	George Raptis	Mike Thomas Assoc., Inc - UPMTAS	26	\$13,391,600	\$515,061
6	Warren Barnes	North Eastern Group Realty - UPNOEA	40	\$12,842,855	\$321,071
7	Evan Riecke	Encore Sotheby's International Realty - UPENSO	32	\$12,564,700	\$392,646
8	Bradley Noll	Noll Team Real Estate - UPNTRE	18.5	\$9,680,700	\$523,281
9	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	25.5	\$9,634,050	\$377,805
10	Ray Smith	ADT Realty - UPADTR	29	\$9,609,300	\$331,355
11	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	25	\$9,279,130	\$371,165
12	Alan Scherer	North Eastern Group Realty - UPNOEA	18	\$9,129,015	\$507,167
13	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	27	\$8,906,600	\$329,874
14	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	53.5	\$8,864,955	\$165,700
15	Erin Poiry	Mike Thomas Assoc., Inc - UPMTAS	17	\$8,852,738	\$520,749
16	Craig A Walker	Coldwell Banker Real Estate Group - NE9	7	\$8,660,000	\$1,237,142
17	Richard Fletcher	North Eastern Group Realty - UPNOEA	26.5	\$8,459,250	\$319,216
18	Emily Ewing	North Eastern Group Realty - UPNOEA	24.5	\$8,214,200	\$335,273
19	Alyssa Schendel	North Eastern Group Realty - UPNOEA	28	\$7,828,740	\$279,597
20	Jacob McAfee	CENTURY 21 Bradley Realty, Inc - UPBRAD	25	\$7,697,500	\$307,900
21	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	19	\$7,456,550	\$392,450
22	Keri Garcia	Mike Thomas Assoc., Inc - UPMTAS	9	\$7,341,056	\$815,672
23	Jordan Wildman	eXp Realty, LLC - UPEXPR	34.5	\$7,238,500	\$209,811
24	Mary Sherer	ERA Crossroads - UPSHAA	21.5	\$7,056,175	\$328,194
25	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	21	\$7,044,625	\$335,458
26	Lucas Deck	Weichert Realtors - Hoosier Heartland - NE2458	29	\$6,791,100	\$234,175
27	Cecilia Espinoza	Realty of America LLC - UPREOA	31	\$6,650,490	\$214,531
28	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	16	\$6,643,200	\$415,200
29	David Springer	Mike Thomas Assoc., Inc - UPMTAS	11	\$6,393,115	\$581,192
30	TJ Short	CENTURY 21 Bradley Realty, Inc - UPBRAD	22	\$6,361,300	\$289,150
31	Scott Pressler	Keller Williams Realty Group - UPKEPR	18	\$6,299,100	\$349,950
32	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	22.5	\$6,212,600	\$276,115
33	Kimberly Ward	North Eastern Group Realty - UPNOEA	35	\$6,197,291	\$177,065

#	Agent	Office	Units	Volume	Average
34	Martin Brandenberger	Coldwell Banker Real Estate Gr - UPRWGR09	9	\$6,079,400	\$675,488
35	Jessica Arnold	North Eastern Group Realty - UPNOEA	21.5	\$6,074,200	\$282,520
36	Michelle Sinn	Coldwell Banker Real Estate Gr - UPRWGR09	18	\$6,070,802	\$337,266
37	Kelly Werth	Mike Thomas Assoc., Inc - UPMTAS	14	\$5,936,000	\$424,000
38	Jennifer Hinen	Keller Williams Realty Group - UPKEPR	19	\$5,923,600	\$311,768
39	Melissa Jagoda	Mike Thomas Associates, Inc. - UPMTAS03	20	\$5,848,125	\$292,406
40	Mary Douglass	The Douglass Home Team, LLC - UPTDHT	18	\$5,780,850	\$321,158
41	Gabe Cerny	RE/MAX Results - NE30	9	\$5,686,000	\$631,777
42	Erica Jamison	Coldwell Banker Real Estate Gr - UPRWGR09	7	\$5,657,425	\$808,203
43	Raylene Webb	eXp Realty, LLC - UPEXPR	32	\$5,638,175	\$176,192
44	Joyce Swartz	Coldwell Banker Real Estate Gr - UPRWGR09	14	\$5,575,400	\$398,242
45	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	21.5	\$5,560,900	\$258,646
46	Erica Amans	Coldwell Banker Real Estate Group - NE9	10	\$5,547,425	\$554,742
47	David Keating	Fort Wayne Property Group, LLC - UPFOPR	11.5	\$5,406,700	\$470,147
48	Monte Stevenson	Anthony REALTORS - UPANRE	17	\$5,389,600	\$317,035
49	Andrea Gates	Coldwell Banker Real Estate Gr - UPRWGR09	18	\$5,358,600	\$297,700
50	Tyler Jackson	CENTURY 21 Bradley Realty, Inc - UPBRAD	21	\$5,353,600	\$254,933
51	Wendy France	CENTURY 21 Bradley Realty, Inc - UPBRAD	14	\$5,353,250	\$382,375

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 NE Indiana counties.

**Smile into summer, looking fabulous**  
**dentistry & aesthetics.**

- Family Dentistry for All Ages
- Cosmetic Solutions
- Dental Implants
- Microneedling / BOTOX
- Hair Regeneration
- Sedation Options
- Same-Day Emergencies

**MIDDLETON**  
 FAMILY DENTISTRY

[middletondentistry.com](http://middletondentistry.com)

# TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2026, to May 31, 2026

#	Agent	Office	Units	Volume	Average
52	Jared Kent	Anthony REALTORS - UPANRE	17	\$5,317,223	\$312,777
53	Tim Haber	RE/MAX Results - UPREMX01	17	\$5,249,400	\$308,788
54	Jeffery Holtsclaw	CENTURY 21 Bradley Realty, Inc - UPBRAD	21	\$5,225,800	\$248,847
55	Daniel Morken	Morken Real Estate Services, I - UPMRSI	14.5	\$5,204,300	\$358,917
56	Gregory Brown	CENTURY 21 Bradley Realty, Inc - UPBRAD	17	\$5,192,500	\$305,441
57	Noel Frost	Coldwell Banker Real Estate Gr - UPRWGR09	10	\$5,176,000	\$517,600
58	Brandon Schueler	Mike Thomas Assoc., Inc - UPMTAS	9	\$5,159,094	\$573,232
59	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	21.5	\$5,156,520	\$239,838
60	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	18	\$5,114,230	\$284,123
61	Justin Walborn	Mike Thomas Assoc., Inc - UPMTAS	13	\$5,070,675	\$390,051
62	Emily Cary	Keller Williams Realty Group - UPKEPR	15	\$4,995,561	\$333,037
63	Sabrina Phyo	Uptown Realty Group - UPUTRG	25	\$4,974,700	\$198,988
64	Marcus Christlieb	F.C. Tucker Fort Wayne - UPFCTU	13	\$4,962,550	\$381,734
65	Brock Noye	Noll Team Real Estate - UPNTRE	12	\$4,919,000	\$409,916
66	Katie Brown	Mike Thomas Assoc., Inc - UPMTAS	15.5	\$4,878,900	\$314,767
67	Bradley Stinson	North Eastern Group Realty - UPNOEA	15	\$4,858,515	\$323,901
68	Elius Hogan	CENTURY 21 Bradley Realty, Inc - UPBRAD	19	\$4,844,900	\$254,994
69	Ian Barnhart	Coldwell Banker Real Estate Gr - UPRWGR05	13	\$4,805,800	\$369,676
70	Amy Snyder	CENTURY 21 Bradley Realty, Inc - UPBRAD	12	\$4,780,800	\$398,400
71	Jennifer Harris-Steele	CENTURY 21 Bradley Realty, Inc - UPBRAD	13	\$4,724,200	\$363,400
72	Dana Botteron	CENTURY 21 Bradley Realty, Inc - UPBRAD	14	\$4,704,800	\$336,057
73	Santino Zurzolo	Corporate Commercial Group - UPCCMG	3	\$4,660,000	\$1,553,333
74	Andrew Morken	Morken Real Estate Services, I - UPMRSI	18	\$4,623,700	\$256,872
75	Lacey Caffee	Ideal REALTORS - UPREID	13	\$4,623,201	\$355,630
76	Randy Harvey	Coldwell Banker Real Estate Gr - UPRWGR06	18	\$4,590,200	\$255,011
77	James Reecer	Keller Williams Realty Group - UPKEPR	12	\$4,551,600	\$379,300
78	Kay Young	ERA Crossroads - KO128	11	\$4,514,800	\$410,436
79	Trevor Day	Noll Team Real Estate - UPNTRE	12.5	\$4,511,800	\$360,944
80	Leah Marker	Mike Thomas Assoc., Inc - UPMTAS	8	\$4,490,650	\$561,331
81	Heather Sanders	eXp Realty, LLC - UPEXPR	13	\$4,480,150	\$344,626
82	Heidi Haiflich	North Eastern Group Realty - UPNOEA	10	\$4,471,199	\$447,119
83	Nancey Weaver	Agency & Co. Real Estate - UPAGCO	11	\$4,459,815	\$405,437
84	Jennifer Timms	Ashberry Real Estate - ASRE	15	\$4,439,300	\$295,953

#	Agent	Office	Units	Volume	Average
85	Timothy Tower	CENTURY 21 Bradley Realty, Inc - UPBRAD	13	\$4,425,847	\$340,449
86	Michael Payne	Coldwell Banker Real Estate Gr - UPRWGR05	13	\$4,400,401	\$338,492
87	Courtney Ousley	Mike Thomas Assoc., Inc - UPMTAS	12	\$4,388,100	\$365,675
88	Nicholas Huffman	Steffen Group - UPSTGR	16	\$4,357,400	\$272,337
89	Emily Witmer	CENTURY 21 Bradley Realty, Inc - UPBRAD	17	\$4,301,008	\$253,000
90	Isaac Stoller	Steffen Group - UPSTGR	13	\$4,256,000	\$327,384
91	Jacob Hege	Uptown Realty Group - UPUTRG	12	\$4,239,060	\$353,255
92	Billie Shively	eXp Realty, LLC - UPEXPR	19	\$4,207,400	\$221,442
93	Marti McFarren	RE/MAX Results - UPREMX01	11	\$4,199,900	\$381,809
94	Jacob Parnin	CENTURY 21 Bradley Realty, Inc - UPBRAD	9	\$4,155,050	\$461,672
95	Tamara Braun	Estate Advisors LLC - UPTABR	8	\$4,142,350	\$517,793
96	Christopher O'Connell	F.C. Tucker Fort Wayne - UPFCTU	12	\$4,085,200	\$340,433
97	Kenson Dhanie	Mike Thomas Assoc., Inc - UPMTAS	12	\$4,039,850	\$336,654
98	Samantha Mason	CENTURY 21 Bradley Realty, Inc - UPBRAD	16	\$4,039,750	\$252,484
99	Ashley Davidson	CENTURY 21 Bradley Realty, Inc - UPBRAD	17	\$4,032,670	\$237,215
100	Nanette Minnick	RE/MAX Results - UPREMX01	12	\$4,021,700	\$335,141

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 NE Indiana counties.

Where Teamwork  
**Meets Homeownership**

Experience a **seamless journey**  
with our **expert team.**

Discover the Difference of Teamwork



**Nick Staker**  
Senior Loan Officer  
NMLS: 146802  
**260.494.1111**  
nick.staker@ruoff.com  
www.NickStaker.com  
1110 E Dupont Road  
Fort Wayne, IN 46825





**NOT ALL  
INSPECTORS  
SEE THE  
SAME THINGS**



**Work with one who understands how homes are actually built.**



**Real insight.  
Real prices  
at closing.**

A contractor's perspective means better answers, fewer surprises.

**10% OFF**  
your first inspection

Call or text to schedule 260.435.9278

**Why choose Family Insurance Services?**

- Access to multiple companies and a wide range of products
- Home, Auto, Commercial, and Life policies available
- A personalized approach to your insurance needs
- Generational experience. The Mesaros Family has been in the insurance business over 30-years



Being an independent agency means we shop and compare multiple insurance options on your behalf to find the best combination of cost and coverage. Whether you are looking for a home, auto, commercial or life policy, we have you covered. If you're looking for a better insurance experience, you'll love doing business with us.



260-490-7200  
main@familyinsurancefw.com  
10327 Dawsons Creek Blvd.  
Fort Wayne, IN 46825



**NEAR NORTH TITLE GROUP**  
**LOCAL EXPERTISE. NATIONAL COVERAGE.**  
RESIDENTIAL • COMMERCIAL • NEW CONSTRUCTION

- Fort Wayne**  
NEW LOCATION!  
648 E. Till Road  
Fort Wayne, IN 46804  
260-451-0112
- SW Fort Wayne**  
4705 Illinois Road, Suite 100  
Fort Wayne, IN 46804  
260-240-4388
- Columbia City**  
236 Frontage Road  
Columbia City, IN 46725  
260-248-5880
- Warsaw**  
2170 N. Pointe Drive  
Warsaw, IN 46582  
574-376-4099

- Crystal High**  
Sales Executive  
CHigh@nntg.com  
260-414-0648
- Andrea Henson**  
Sales Executive  
AHenson@nntg.com  
260-224-0095
- Laura Ormsby**  
Managing Director  
LOrmsby@nntg.com  
260-213-3988

A SMARTER WAY TO CLOSE | NNTG.COM



**VOTED #1 FOR VEHICLE WRAPS**  
*Fort Wayne's Vehicle Wrap Authority*



**WRAP THAT WORKS BADBOY.COM**





FROM VISION TO FINISH  
*with You at Every Step.*

IN-HOME ESTIMATES, EXPERT INSTALLATION,  
VISUALIZERS AND SEAMLESS RESULTS.

*Visit Us or Apply for Financing Today*

9030 Lime Rd, Fort Wayne, Indiana 46818  
**(260) 489-4839**

Store hours: Monday to Friday- 9:30 am - 5:00 pm  
Saturday: 9:00 am - 12:00 pm · Sunday: Closed



Your Service.  
Our Thanks.

Learn about our  
Homes for Heroes savings.  
Contact us for  
more information.



[meridiantitle.com](http://meridiantitle.com)    

SEE YOU THERE!

**RP REAL PRODUCERS**



**iHeart Realtor Event**

July 9th, 12:00-2:00pm  
12535 Blue Jay Trail Fort Wayne, IN 46814

**RSVP  
HERE**



**Ashley Robey**  
*Commercial/Residential Account Manager*  
269.841.6896  
[arobey@meridiantitle.com](mailto:arobey@meridiantitle.com)

**Katelyn High**  
*Account Manager*  
260.450.7656  
[khigh@meridiantitle.com](mailto:khigh@meridiantitle.com)

**Chris Alexander**  
*Senior Account Manager*  
260.246.1687  
[calexander@meridiantitle.com](mailto:calexander@meridiantitle.com)



**MERIDIAN**  
TITLE CORPORATION

YOUR PEACE OF MIND



**D·R·HORTON**  
*America's Builder*



**Scan to See  
Available Homes**

## **Move In Ready or Dirt Builds across Greater Fort Wayne!**

