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Seth & Adam Catron **48** COVER STORY

Contents

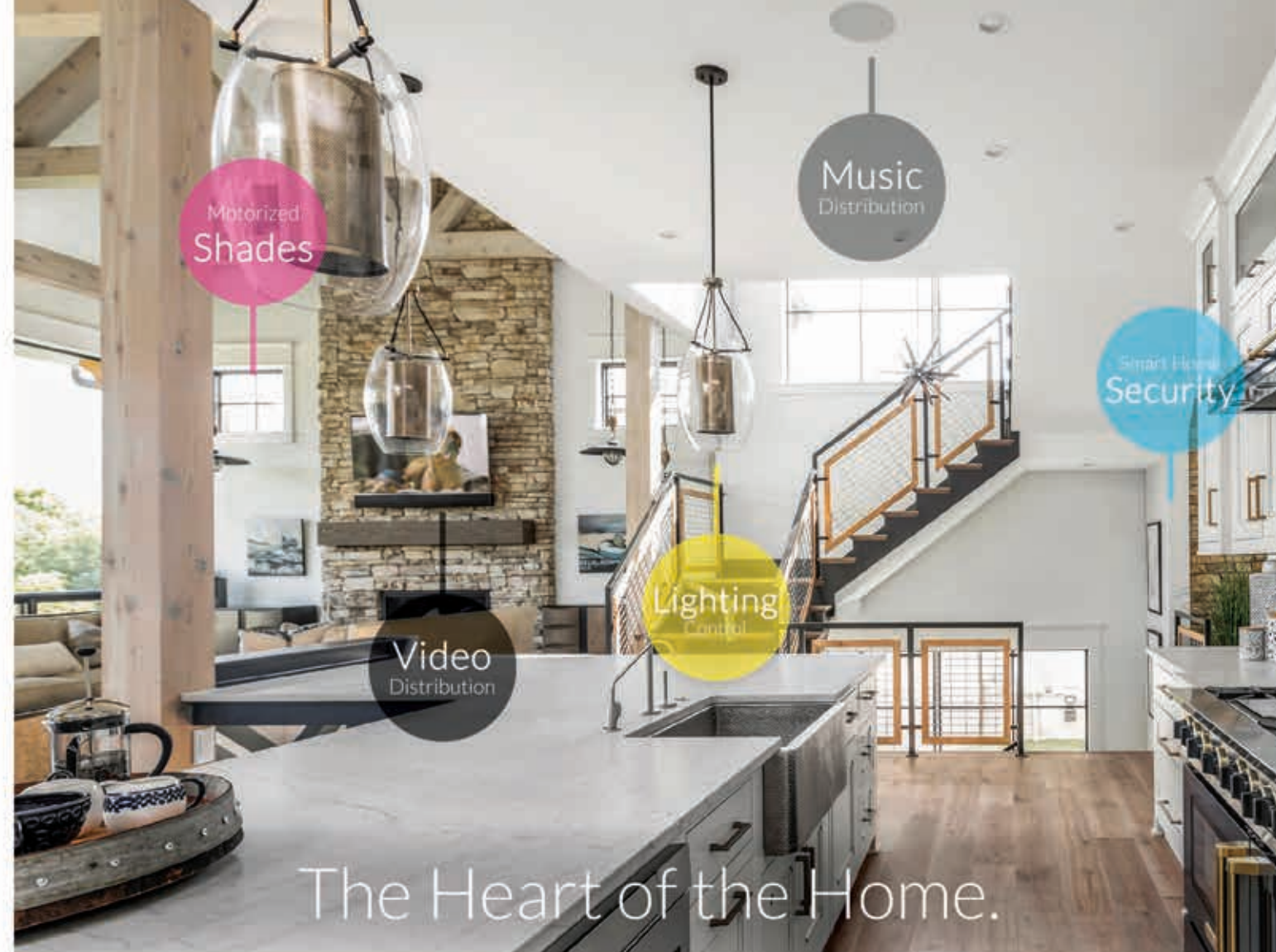
PROFILES



26 Brittany Morock



30 Chicago Title



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IN THIS ISSUE

- 10 Preferred Partners**
- 12 Publisher's Note**
- 14 Meet The Team**
- 20 Advisory Board**
- 26 Rising Star:** Brittany Morock
- 30 Partner Spotlight:** Chicago Title
- 40 Home Inspection:** The Inspection Expectation Gap
- 44 Cover Rewind:** Tina Smith
- 48 Cover Story:** Seth & Adam Catron
- 56 FAQ**
- 58 Masterclass Recap:** Influencer to Income

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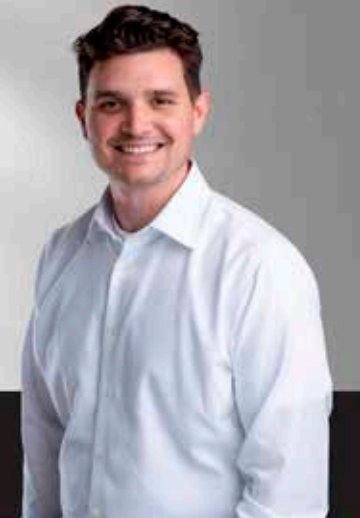
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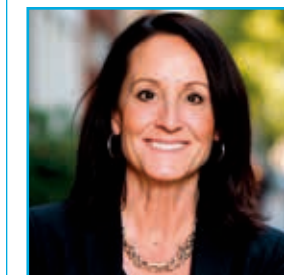
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THE EAGLE'S TALONS

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A few mornings ago, I was sitting in my favorite chair watching the sun come up over the lake.

The water was still. The sky was putting on one of those shows that makes you wonder why we ever

sleep through sunrise in the first place. If I had tried to paint the scene myself, I would have ruined it.

Then God decided to show off.

Out of nowhere, an eagle came screaming across the water. Sixty miles an hour, maybe faster. It barely seemed to touch the surface before its talons punched into the lake and emerged with a fish.

Just as quickly as it arrived, it was gone.

It was one of those moments that makes you stop whatever you're doing and simply watch.

Later, I was telling my uncle about it. He lives next door and has forgotten more about wildlife than I'll ever know.

"Pretty amazing," I said.

"It is," he replied. "You know that's also pretty dangerous for the eagle. If they aren't careful they could drown."

That got my attention.

He explained that sometimes an eagle grabs a fish that's too large to carry. The eagle drives its talons so deep that it can't let go. The fish pulls the bird underwater, and despite all its power, despite those massive wings, despite being one of the most majestic creatures in the sky, the eagle drowns because it refuses, or is unable, to release what it's holding.

I've thought about that image all week.

How often do we do the same thing?

We grab hold of an idea, a strategy, a relationship, a business plan, or a dream. Maybe it worked before. Maybe it even brought us success. So we squeeze tighter.

Then circumstances change. The fish gets heavier. The water gets deeper. The evidence becomes clearer.

But instead of adjusting, we double down.

We convince ourselves that persistence is always noble. That letting go means failure. That if we just pull harder, eventually things will work out.

Sometimes that's true. Sometimes the answer is push. But sometimes the answer is pivot. The wisdom is knowing the difference. I pray for that constantly.

Because there comes a point when God makes the answer abundantly clear. The closed doors aren't random. The frustration isn't accidental. The resistance isn't temporary. The fish is simply too heavy.

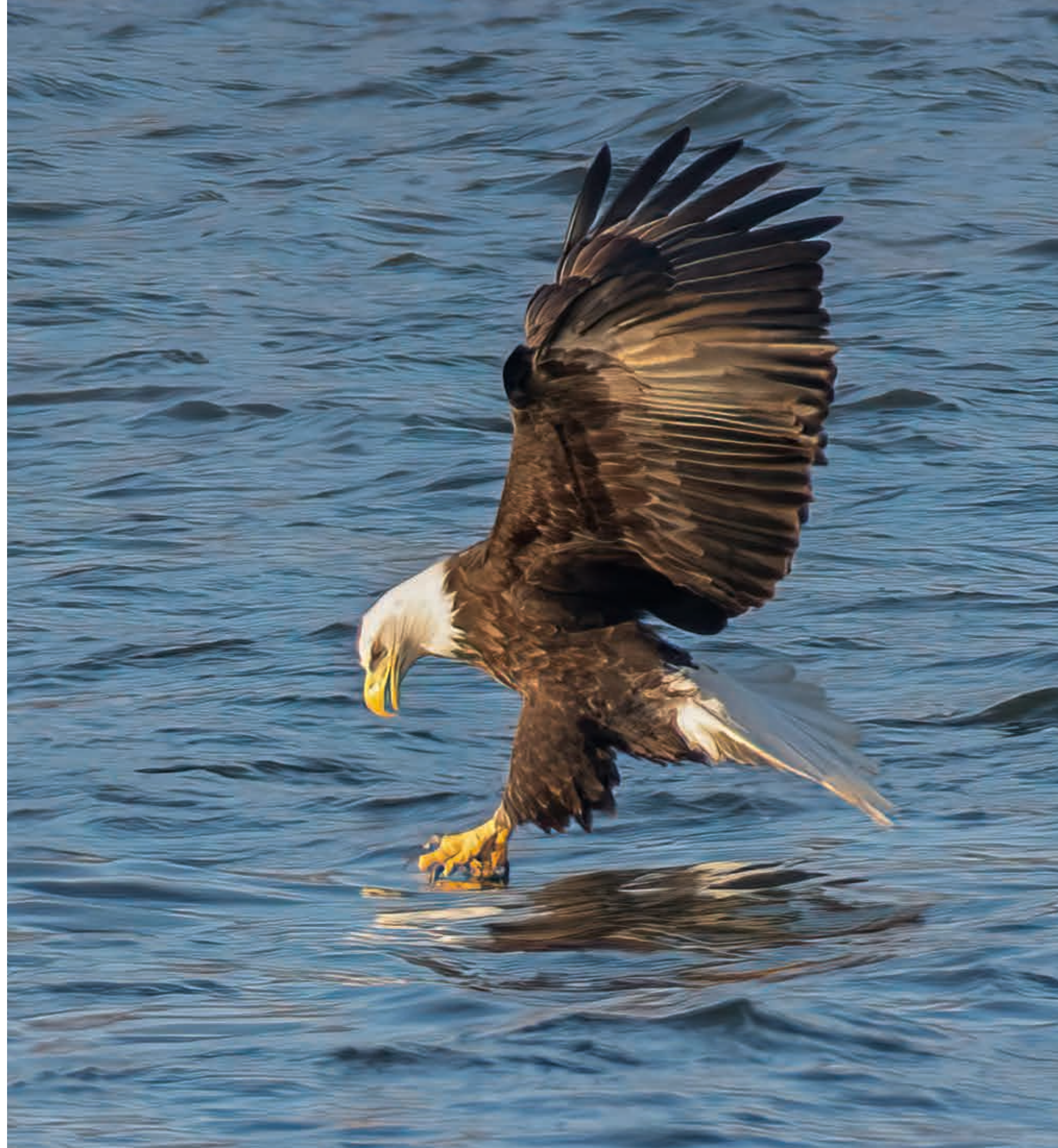
The challenge then isn't seeing the truth. It's having the courage to open your talons.

To release the thing you wanted so badly.

To trust that letting go of one opportunity doesn't mean losing your future.

In fact, it may be the very thing that saves it.

The eagle doesn't lose because it releases the fish. The eagle loses when it refuses to.



Meet The Team



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We know we are a trusted voice within the real estate

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

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

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Brittany Morock



Q. What year were you licensed in? 2023

Q. What awards have you received? 2025 Daniels Real Estate Marketing Expert, 2025 Daniels Real Estate Million Dollar Club

Q. What other recognition have you enjoyed? 2024 and 2025 MIBOR Denver Hutt Rising Star Nominee

Q. Career Volume? W8,420,000

Q. What makes your business different from others?

A. In my second year in real estate, investing in Steve Rupp Coaching completely transformed the way I serve clients and inspired me to create my Choice Service Program, a concierge style experience rooted in genuine care, servanthood, and adding value throughout every stage of the buying and selling process. By partnering with trusted local vendors, I am able to help clients prepare homes for the market, settle into new homes, and navigate major life transitions with support and confidence. Alongside that personalized service, social media and digital marketing have become a major driving force in my business, with nearly 90% of my clients now coming through online exposure and referrals. I focus heavily on storytelling, video marketing, and strategic social media campaigns designed to emotionally connect buyers to homes before they ever step through the front door.

Q. What people influenced you the most?

My cousin (Anne Poynter Cooper) is a top producing agent in Atlanta, Georgia. Real estate runs deep in our family, stemming from my great aunt, Linda Poynter Williams. For years I have watched them buy and sell luxury properties for their clients and I have always been in awe of their work. During visits, I would listen to Anne on the phone with clients and could see the passion she had in helping her clients, while also seeing her strategic brain at work.

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

Every transaction is different and I thoroughly enjoy the ability to educate individuals through this transactional process, while building lasting relationships along the way. There is no greater feeling than serving people and seeing their dreams come to life.

“

My goal is always to create maximum exposure, meaningful relationships, and memorable marketing that makes people stop scrolling and start envisioning themselves in a new home.”

My goal is always to create maximum exposure, meaningful relationships, and memorable marketing that makes people stop scrolling and start envisioning themselves in a new home.

Q. What about your family life today?

A. My family members are my #1 fans. Whether they are helping me create content or sporting some Daniels Real Estate (DRE) apparel, they are always supportive and cheering me on. They understand the challenges of being ‘on-call’ and the need to rush out the door to tour homes. My husband is a foreman, overseeing a crew of Ironworkers. We





have a lot of love for our blue collar workers and their families. While we drive around Indy, the kids are often asking if mom sold that home and if dad built that building!

Q. If you could change one thing in your industry right now, what would it be?

Although the landscape of real estate is changing rapidly with increased innovation and Artificial Intelligence, we must never forget the power of human interactions. If I could change anything, it would be to resort back to more real human interactions, which means picking up the phone and calling the agents on the other end of your transactions. I have learned that if I make a phone call and learn about a seller and their story before creating an offer with my buyer clients, we are more likely to have our offer considered.

Knowing both sides of the story have led to winning more offers and smoother transactions in my business!



Knowing both sides of the story have led to winning more offers and smoother transactions in my business!"

Q. What other interests do you have?

A. My interests involve music, watching my kids play sports, currently attending softball games, and traveling. We spend a lot of time with our family in Florida hanging out on 30A.

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

Dive in head first and grab your camera! Done is better than perfect. Be consistent online, stop overthinking, and start posting. Your business will grow as more people begin to know, like, and trust you. 📸

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CHICAGO TITLE

BY KELSEY RAMSEY
PHOTOS BY KELLY KLEMMENSEN





Christina Barclay

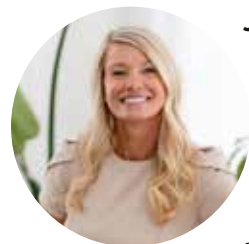
Christina Barclay has learned that great leadership isn't about having all the answers, it's about supporting

the people around you so they can succeed. As Indiana State Manager for Chicago Title, Christina leads the Indy Metro operations with a servant-leader mindset, often joking that after working nearly every position in the company, she's really just a "glorified assistant" to the incredible team she serves.

Her humility, combined with decades of experience, is what makes Christina such a respected leader. Having worked her way through virtually every role in the title business, she brings a deep understanding of the industry and an appreciation for the important work performed by every member of the team. Her hands-on experience allows her to guide operations with both expertise and empathy while helping employees, clients, and partners navigate challenges with confidence.

Highly detail-oriented and an exceptional problem-solver, Christina enjoys tackling the complexities that come with the title industry. Whether she's helping resolve an issue, improving processes, or supporting her team, she approaches every situation with a calm, solutions-focused attitude and a commitment to excellence.

Outside of work, Christina lives in Mooresville with her husband, Ray, and their two Aussiedoodles. She is a proud mom, a devoted Mimi to six grandchildren, and the unofficial planner behind many family celebrations and gatherings. When she's not spending time with family, Christina enjoys traveling and making memories wherever her adventures take her. For Christina, success has always been about people, and after nearly three decades in the industry, that remains her favorite part of the job.



Jaime Kester

For more than 22 years, Jaime Kester has been a dedicated and respected member of the

Chicago Title team, building a career centered on relationships, leadership, and exceptional client service. Her journey began as a Business Consultant (Sales Representative), where she spent 18 years serving real estate professionals throughout Johnson, Morgan, and Hendricks counties. During that time, Jaime developed a deep understanding of the real estate industry while earning the trust of clients through her commitment, expertise, and personalized approach.

In February 2022, Jaime transitioned into the role of Sales Manager, bringing her extensive field experience and passion for helping others succeed into a leadership

position. Today, she leads and develops a high-performing sales team focused on collaboration, accountability, and continuous improvement. Jaime is deeply committed to coaching and mentoring her team members, helping them strengthen their skills, achieve professional goals, and deliver outstanding service to clients. Under her leadership, the team embraces a culture of professionalism, innovation, and a shared commitment to exceeding expectations.

Jaime's leadership philosophy is rooted in the belief that success comes from investing in people. Whether working with clients or supporting her team, she is passionate about building meaningful relationships and creating opportunities for growth.

Outside of her professional responsibilities, Jaime enjoys spending quality time with her family. During the winter months, she coaches her stepdaughter in basketball and volleyball, an extension of her passion for leadership, teamwork, and personal development. In the summer and

fall, she can often be found at the dirt track cheering on and supporting her husband as he competes. These experiences reflect the same dedication, encouragement, and commitment that have defined Jaime's successful career and leadership style at Chicago Title.



Shelly Nescola

Shelly Nescola has built her career around one consistent priority: people.

Known for her approachable style, strong attention to detail, and steady problem-solving mindset, she focuses on creating trust-based relationships and delivering solutions that genuinely help clients move forward.

"I've learned that most people aren't just looking for an answer, they're looking for someone who will walk through it with them," Shelly says. "Trust changes everything about the process." A graduate of Ball State University with a degree in Marketing and Sales, Shelly developed an early foundation in communication and client service that naturally evolved into a passion for relationship-driven work. Over the years, she has helped clients navigate challenges, simplify complex situations, and find clarity in moments that often feel overwhelming.

"What I enjoy most is taking something that feels complicated and breaking it down into clear, manageable steps," she shares. "Seeing that shift in confidence is incredibly rewarding." Colleagues and clients describe Shelly as dependable, detail-oriented, and solutions-focused. She is known for staying calm under pressure, noticing the small details that matter, and consistently following through, qualities that make her a trusted partner in fast-paced, detail-heavy environments.

Outside of work, Shelly enjoys quiet moments that help her recharge. The beach is her favorite escape, offering a chance to reset and slow down. She also

enjoys suspense and thriller novels and television series, especially stories with unexpected twists. At home, she can often be found on the Nickel Plate Trail with her schnoodle, Lola. As a proud dog mom, those everyday routines are some of her most meaningful moments. At her core, Shelley's approach remains simple: lead with trust, stay present, and focus on solutions that make a real difference.



Lona Neal

Lona Neal has been a trusted Business Consultant with Chicago Title, serving real estate professionals

throughout the north and east sides of the Indianapolis metropolitan area for the past 20 years. Known for her direct communication style, unmatched work ethic, and genuine interest in her clients, Lona has built a reputation as someone who is "truly interested in her customers and what they do for a living." Her authenticity and dedication have helped her cultivate lasting relationships throughout her career.

Before entering the title insurance industry, Lona spent more than 16 years as a litigation paralegal with prominent law firms in both Chicago and Indianapolis. The experience sharpened her attention to detail, strengthened her problem-solving abilities, and laid the foundation for the professional mindset she brings to every client interaction today.

Lona credits much of her success to the values she learned growing up in South Dakota, where she developed strong ties to ranch life. She believes her work ethic stems from those early experiences and has carried that determination throughout her career. Colleagues and clients alike know Lona as someone who will outwork anyone to ensure her customers receive the highest level of service.

Her approach is guided by a belief that goes beyond the transaction itself. As Lona often says, "From each transaction there are many lives that are touched, and they rely upon our services in very personal ways." This perspective drives her commitment to excellence and reinforces her dedication to helping clients navigate one of life's most important milestones. A respected industry leader, Lona has been actively involved in organizations including Northside MIBOR, Hamilton County MIBOR, East Division MIBOR, IREIBA, and CIRA. She has also volunteered with Habitat for Humanity, Red Day, and served as a Realtor Foundation ambassador.

Outside of work, Lona enjoys life with her husband, David, of 31 years, and her close-knit family in the Indianapolis area. A passionate baseball and rodeo fan with musical tastes ranging from country to rap, Lona brings the same energy, authenticity, and enthusiasm to life that have made her successful throughout her career.



Michael Dick

If you've met Michael Dick, chances are you remember him. Whether it's his outgoing personality,

his ability to light up a room, or his famous collection of colorful socks, Michael has a way of making lasting impressions. Behind that fun-loving energy is a seasoned industry professional with 21 years in title insurance and 27 years in real estate, dedicated to helping agents and lenders grow their businesses and reach their goals.

A lifelong Indianapolis native, Michael grew up on the east side of the city and has proudly called the south side home for the past 15 years. Throughout his career, he has developed a passion for helping both new and experienced agents and lenders grow their businesses. He believes success



comes from identifying what makes each professional unique and helping them leverage their strengths. As Michael often shares, “I love helping agents discover their niche and build their business around what they’re passionate about.” Whether that passion stems from their church, youth sports, community involvement, clubs, or lifelong connections, Michael enjoys helping agents create authentic and sustainable growth strategies.

His approach is rooted in education, relationship-building, and a genuine desire to see others succeed. Michael is particularly passionate about teaching agents how title works and providing resources that help them better serve their clients while expanding their businesses.

Outside of work, Michael enjoys spending time with his amazing wife, Kelly, and their two equally amazing children. Family remains at the center of everything he does and serves as a constant source of motivation and inspiration.

Michael is also deeply committed to giving back to the real estate community through his volunteer involvement at MIBOR events. As he expands his territory into Bartholomew County,

he looks forward to building new relationships and continuing to make a positive impact.



Lisa Monahan
Few people embody the spirit of service and support quite like Lisa Monahan. Known

for her kind heart, positive attitude, and genuine care for others, Lisa has spent more than 20 years building relationships and helping clients navigate the homeownership journey. Her ability to connect with people and provide thoughtful guidance has made her a trusted partner to real estate professionals and clients alike.

After earning a degree in Marketing, Lisa began her career working directly in real estate as a licensed Realtor and transaction coordinator. Her experience expanded into residential building materials and home warranty services, giving her a well-rounded understanding of the many facets of homeownership and the real estate process. Today, as she enters

her fifth year with Chicago Title, she continues to leverage that diverse background to provide exceptional support and service to her clients.

Lisa describes herself as “relationship-driven, dependable, and service-focused,” qualities that have become the foundation of her professional success. She enjoys connecting with people, solving problems, and helping others achieve their goals. Whether assisting seasoned professionals or those new to the industry, Lisa is committed to being a reliable partner who helps clients feel confident and supported every step of the way. Through her positive attitude, attentive service, and willingness to go the extra mile, Lisa has earned a reputation as someone who genuinely cares about the people she serves and the outcomes they achieve.

Outside of work, Lisa has been married for 20 years and is the proud mother of four children and two beloved dogs. She and her family enjoy spending time outdoors, especially hiking, camping, and exploring the country’s beautiful national parks. Their adventures reflect Lisa’s love of family, connection, and creating meaningful experiences, values that also guide her professional life and commitment to serving others.



Mike Pierson
Experience has taught Mike Pierson that successful transactions are

often the result of preparation, attention to detail, and proactive problem-solving. After nearly three decades in the real estate industry, Mike has built a career around helping clients avoid obstacles before they arise. His comprehensive understanding of title and mortgage processes enables him to deliver solutions with confidence while providing the calm, steady leadership clients value most.

Mike’s journey began in 1999 when he was introduced to the title industry through title searching and courthouse research. Long before he understood the full scope of a title commitment, he was learning the data and processes behind it. What started as an entry point quickly became a lifelong passion. As Mike says, “Title searching was the origin for a lifelong passion for the title industry, and there are no signs of slowing down.”

Over the years, his diverse background has given him a unique perspective and the ability to remain calm under pressure. Mike believes that “longevity in this industry requires a calm, solutions-first, and customer-friendly demeanor,” and he strives to be “the calm in a raging storm” for his clients and industry partners.

Mike credits much of his success to the relationships he has built throughout his career and to the unwavering support of his wife of 26 years and their two children, whom he describes as the reason he gets up every morning. Grateful, humble, and deeply knowledgeable, Mike continues to be a valued partner in the industry.



Shana Langford
For more than 40 years, Shana Langford has brought enthusiasm, experience,

and heart to the real estate and title industries. Known for her outgoing personality, vibrant spirit, and genuine kindness, Shana has built a remarkable career centered on helping people while creating meaningful, lasting relationships. Her passion for both the business and the people she serves has made her a trusted partner and friend to countless real estate professionals throughout the years.

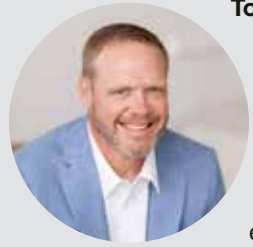
Shana began her career in 1983 at a real estate office in Broad Ripple before transitioning into the title industry as market conditions shifted and interest rates declined. Starting as a closer, she eventually expanded into sales while continuing to manage closings, creating a unique hybrid role that allows her to bring expertise and perspective from both sides of the title business.

Now in her 43rd year in the industry, Shana remains just as passionate about her work as when she first started. In fact, she often says she “can’t imagine doing anything else.” While she loves the closing process, the relationships she has built throughout her career are what she treasures most. As Shana shares, “The friendships I’ve built with my Realtor partners are what make this career so rewarding.” Many of those professional relationships have grown into lifelong friendships spanning decades.

Outside of work, Shana enjoys attending live music events, especially performances by her favorite artists from the 1980s. She is also a proud mother and considers her son one of her greatest blessings and accomplishments. Her passion for people, positive outlook, and dedication to building relationships



continue to define both her personal life and her exceptional career.



Todd Kenworthy

Part commercial real estate expert, part relationship builder, and part entertainer, Todd

Kenworthy brings a refreshing energy to everything he does. Known for his humor, creativity, and approachable style, Todd has spent his career helping clients solve problems, uncover opportunities, and navigate complex transactions with confidence. His ability to blend industry expertise with a people-first approach makes him a valued resource and trusted advisor.

Todd joined Chicago Title in April 2025 after building a successful career that includes more than 20 years in banking, with the last 15 years spent as a Commercial Lender in the Indianapolis market. He also served as a Business Development Officer for a national contractor, helping secure design-build projects across the country. Having worked on multiple sides of commercial transactions, Todd brings valuable insight and what he describes as a “think outside the box” approach to helping clients achieve their goals.

At the heart of Todd’s success is his passion for relationships and customer service. As he puts it, “I enjoy developing relationships with customers and helping them find solutions that move their business forward.” His experience and collaborative mindset make him a trusted resource for clients navigating complex commercial opportunities.

Outside of work, Todd enjoys spending time with his wife, Jessica, and their three children. He is also an owner and performer at ComedySportz Indianapolis, where he jokes that “listening is just as important as talking,” a skill that benefits both his comedy and his business relationships. Whether helping clients, coaching



softball, or entertaining a crowd, Todd brings energy, authenticity, and enthusiasm to everything he does.



Brynn Smith

Some people make an impression long before their first full-time day on the job, and Brynn Smith is one

of them. With her sweet personality, positive attitude, and genuine kindness, Brynn quickly earned the respect of both Chicago Title’s escrow teams and Realtor partners during her internship. Her natural ability to connect with people, combined with her strong work ethic and eagerness

to learn, made it clear that she had a promising future in the industry.

Brynn currently serves as a Residential Business and Marketing Consultant with Chicago Title Indy. She first joined the company as a summer intern in 2025 while completing her degree in Selling and Sales Management at Purdue University. During her time at Purdue, Brynn embraced leadership opportunities, competed in sales competitions, and actively pursued professional development experiences that helped strengthen her passion for relationship-building and client service.

After graduating this May, Brynn returned to Chicago Title full-time, bringing with her the same enthusiasm, professionalism, and dedication

that impressed so many during her internship. She is focused on continuing to grow her industry knowledge while building meaningful relationships throughout the real estate community.

What sets Brynn apart is her genuine desire to help others succeed. Whether working alongside Realtor partners, supporting clients, or collaborating with colleagues, she approaches every interaction with generosity, positivity, and a willingness to serve.

Outside of work, Brynn enjoys staying active through running, yoga, and Pilates. As she begins her career with Chicago Title, Brynn’s bright future, strong character, and passion for people position her for tremendous success in the years ahead. ▾



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The Inspection Expectation Gap: Why Agents Matter More Than Ever

BY PHIL THORNBERRY

Home inspections are one of the most important parts of the home buying process, but they are also one of the most misunderstood. Many buyers enter an inspection expecting a completely exhaustive evaluation of every aspect of the home. In reality, a home inspection is a limited, visual evaluation performed under real-world conditions that often include significant access and safety limitations.

From a home inspector's perspective, one of the biggest challenges is the expectation that every defect will be discovered regardless of conditions at the property. The truth is that inspectors can only evaluate what is visible and safely accessible at the time of the inspection. Inspectors are not permitted to perform invasive evaluations such as opening walls, removing flooring, moving heavy furniture, or dismantling systems. When conditions prevent access, limitations must be documented and, in some cases, further evaluation may be necessary.

Access issues are extremely common in occupied homes. Attic accesses may be blocked by storage, furniture, or vehicles in garages. Crawl spaces may be flooded, contain sewage contamination, or have unsafe footing. Heavy vegetation may prevent evaluation of siding, foundations, or roofing components. Electrical panels are often obstructed by shelving or personal belongings. In many cases, these are not minor inconveniences but legitimate conditions that prevent a safe and complete visual inspection.

Environmental conditions also play a major role. Snow-covered roofs, flooded crawl spaces, or dangerously hot attics can make certain areas impossible or unsafe to inspect. A reputable home inspector should never place themselves in hazardous conditions simply to avoid disappointing a client or agent. Safety must always come first.

These limitations often become important later when previously concealed issues are discovered after closing. Buyers sometimes ask, "Why didn't the inspector find this?" The answer is often that the issue was hidden behind stored belongings, beneath insulation, behind finished surfaces, or in an area that was inaccessible during the inspection. This is why inspection reports include limitation statements explaining what could not be fully evaluated. These statements are not excuses; they are important documentation of the actual conditions present during the inspection.

Real estate agents play a critical role in helping buyers and sellers understand these realities. Sellers should be encouraged to prepare the home before the inspection by clearing attic and crawl space accesses, moving belongings away from electrical

panels, trimming overgrowth, and ensuring utilities are on. Proper preparation allows inspectors to evaluate more of the property and reduces the likelihood of unresolved concerns.

There are also situations where return visits or inspection extensions may be appropriate. If critical areas are inaccessible due to snow cover, flooding, or blocked access points, buyers may reasonably need additional time for further evaluation once access becomes available. In some cases, specialists such as structural engineers, electricians, plumbers, or roofing contractors may need to perform invasive evaluations beyond the scope of a standard home inspection.

The most successful transactions occur when expectations are realistic from the beginning. A home inspection is not a guarantee that every hidden issue will be discovered. It is a professional visual assessment of the home's accessible condition on a specific day. When agents help clients understand that distinction, buyers are better informed, sellers are better prepared, and transactions tend to proceed with far less conflict and frustration.

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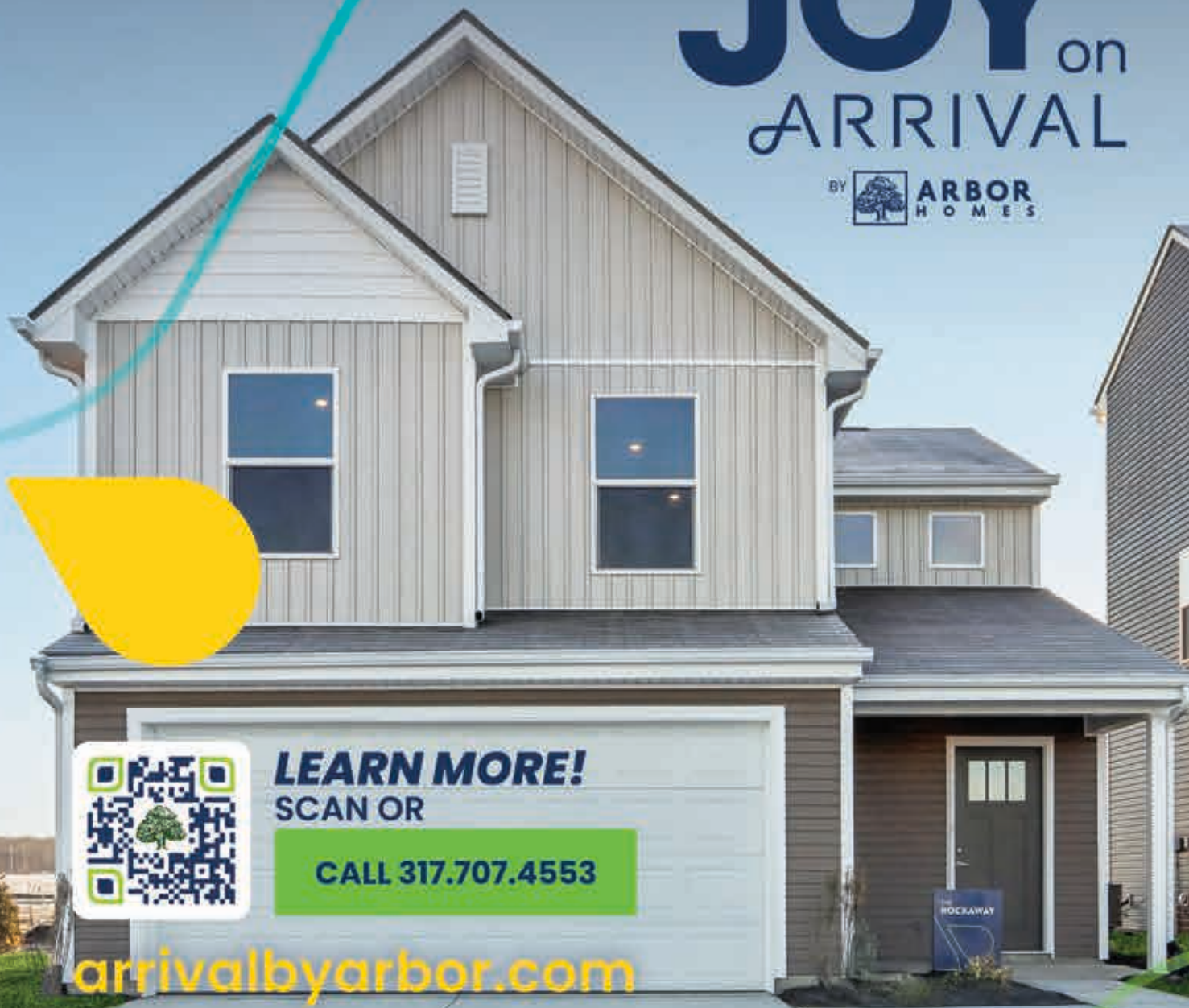
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Tina Smith

Talk about a triumph from tragedy. 2022 was her best year yet at \$23 million, despite a life-changing traumatic event. During a routine surgery, the doctors nicked her heart and had to perform an emergency open heart surgery. When she woke up in the ICU and realized she would have to spend the next two weeks there, she realized her life had completely changed. "I don't know why that happened, but I know it was for a reason." Whatever the reason was, it ended up being her highest producing year thus far. Since starting her career in 2006, this real estate agent has produced more every year than the year before. Hard times produce strong people, and Tina Smith is living proof.

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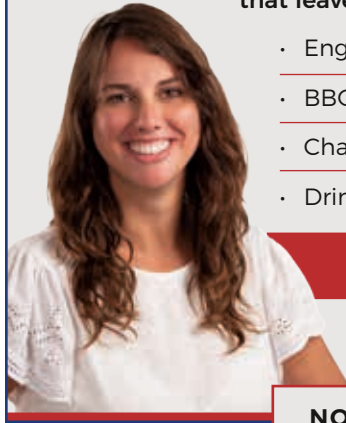
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Seth & Adam **Catron**

**The Band Broke.
The Brothers Didn't**

BY KELSEY RAMSEY
PHOTOS BY KELLY KLEMMENSEN

Some business partnerships begin in boardrooms. Others are built through years of networking and corporate experience. For Seth and Adam Catron, their partnership started long before real estate entered the picture. It started in a small Indiana town with two brothers who did almost everything together.

Seth and Adam grew up in Kirklin, Indiana, a town with a population of around 700 people. When they were about eight years old, their family moved to Westfield, where the brothers attended Westfield High School and became known for their energy, competitiveness, and larger than life personalities.

The Catron brothers were inseparable growing up. They played on the same soccer teams, wrestled only one weight class apart, and spent years involved in Boy Scouts. They credit those experiences for helping shape their discipline and passion for helping people.

Sports were only part of the story. Music quickly became another major focus in their lives. By the age of fifteen, Seth and Adam were already performing in bars across Indiana. What started as a passion turned into a successful music career.

Their band, The Twin Cats, became one of Indianapolis' most recognizable local bands. They toured throughout Indiana, Illinois, Ohio, Michigan, and Kentucky. In 2009, the band was signed to a jazz label alongside Herbie Hancock's Headhunters and was voted Indianapolis's Best Rock Band. One of their biggest moments came when they performed live on national television in Times Square. "If you ever had a fear of public speaking or being on stage, playing live in Times Square cured that pretty quickly," Seth joked.

Before that appearance, ESPN selected The Twin Cats as the house band for episodes of Sports Nation during Indianapolis Super Bowl festivities. The music industry taught the brothers how to communicate with people from every walk of life. "If you spend enough time



in the bar scene, you learn how to talk to just about anyone," Adam said. That skill eventually became one of their greatest strengths in business.

While music was taking off, the brothers were also working side by side in construction for more than thirteen years. They built custom homes, remodeled houses, and handled nearly every type of repair imaginable. At one point, they built nearly twenty decks in one summer. They even had the opportunity to work on a Frank Lloyd Wright home, an experience they still consider a career highlight.

Their construction background became a major advantage when they entered real estate. Unlike many agents, Seth and Adam understand homes from the inside out. Adam entered real estate first after years in music and construction. Seth took a different path. He became an auctioneer before spending six years as a home inspector. In 2019, he officially joined Adam's growing real estate business.

Together, they built Catron Property Group around education, honesty, and relationships.

"We look at ourselves as advisors more than salespeople," Adam explained. The brothers say the inspection phase of a transaction is often the easiest part for them because of their construction experience. Their clients appreciate that approach. Seth and Adam have even helped clients with repairs when contractors were unavailable.

Beyond real estate, the brothers are passionate about giving back to the community. At the end of each sale, clients can choose one of four local charities that receives a donation from the company's earnings. Those organizations include Medical Mutts, Arts for Learning, Keep Indianapolis Beautiful, and Habitat for Humanity.

The brothers also volunteer regularly, especially during community tree planting projects. "We want clients to



“ We look at ourselves as **advisors** more than **salespeople.**”



“We measure **success** by the **impact** we make on people.”

feel like they're making an impact on the community just by working with us," Seth said.

Alongside their cousin Sarah Black, the brothers also launched a tech company and created an app called RealTeam3, designed to help Realtors scale their businesses more efficiently. Their entrepreneurial spirit has always pushed them to think outside the box. Seth and Adam openly admit they never followed a traditional path. "We joke that we went to IU but never took any classes," Adam laughed.

One of the hardest moments in their journey came when their music career suddenly changed direction. "We were dead set on being rock stars," Adam said. "But life pushed us toward a different path." That unexpected pivot ultimately led them into real estate, where they found a new purpose. Today, the brothers continue bringing the same energy into business that once fueled their performances on stage.

Their offices are filled with laughter, stories, and plenty of personality. One memorable story involved clients discovering what they believed was a child hiding in a closet during a home showing. After a tense afternoon and several phone calls, everyone finally learned it was actually the homeowner's daughter, who had been told to hide during the showing.

Outside of work, both brothers remain passionate about music, the outdoors, and family life. Seth enjoys gardening with his wife Shannon, who owns a floral business called Petals and Pollen. He is also deeply involved in axe throwing and has twice qualified for the World Championships.

Adam loves fishing, camping, and spending time with his wife Ana and their son. He proudly admits there is always a fishing pole ready to go in his Jeep. The brothers also share a lifelong passion for IndyCar racing and rarely miss Carb Day at the Indianapolis Motor Speedway.



Even after all their success, Seth and Adam still believe relationships matter more than numbers. "We measure success by the impact we make on people," Seth said. That philosophy has become the foundation of everything they do.

From music stages to construction sites to real estate closings, Seth and Adam Catron have spent their lives building something together. Not just businesses, but relationships, experiences, and a reputation for genuinely caring about the people around them. And if you ask them what they hope to be remembered for, the answer comes quickly.

Making an impact on their city.

Helping their community.

And throwing a few unforgettable parties along the way. 🍷



FAQ

Q. Who receives this magazine?

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

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

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

Q. When are the events?

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

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

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

Q. How do I advertise?

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

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

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

Q. How did this magazine start?

A: Real Producers is a local magazine currently found in over 130 markets nationwide. It started in Indianapolis as a concept to highlight top-producing agents regardless of brand and connect them to the best vendors in town. Follow us on social media and reach out to find out how you can become a part of the platform.



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Broker's Commission cannot be used to reduce the purchase price of the home and is only valid if: (i) actively licensed Indiana Broker/Agent personally accompanies and registers its client with the Taylor Morrison Community Sales Manager on client's first visit to the Eligible Home's Community; (ii) Broker/Agent personally accompanies its client on the showing of the Eligible Home; (iii) Broker/Agent's Client enters into a new purchase agreement for an Eligible Home during the Promotion Period. As of its Client's Purchase Agreement Date and subject to further verification, Agent must provide written documentation to Taylor Morrison's Community Sales Manager indicating its total year-to-date qualifying sales. Commission payable to actively licensed IN Broker at Closing only upon client's successful Closing and will be calculated using the Base Price of Client's Eligible Home, as reflected in the paragraph of the Purchase Agreement entitled "Purchase Price" as of the Purchase Agreement Date ("Commission"). However, if the final purchase price of a To-Be-Built home set forth in the closing disclosure or settlement statement is less than the Base Price of the home as of the Purchase Agreement Date, then the Commission shall be based upon the final purchase price of the home in the closing disclosure or settlement statement. No team sales; only individual Buyer's Agent may qualify. The 2026 Grow Broker Program™ does not affect the Purchase Price or Incentives offered on Client's Eligible Home and is invalid and will not be counted as a sale for purposes of calculation eligibility, if the real estate broker/agent is purchasing an Eligible Home for him or herself during the Promotion Period and is already receiving the benefit of the Standard 3% commission for the transaction or if the home is contracted outside of the Promotion Period ("Excluded Sale"). All other terms and conditions of Seller's Indiana-area Broker Referral Policies & Procedures (per community) and Broker Bonus Addendum apply. Broker solely responsible for all applicable taxes. Additional details and restrictions may apply and all homes subject to prior sale. May not be combined with any other special Broker bonuses or offers unless otherwise set forth in a Broker Bonus Addendum. **Limited time Option Incentive (as defined in the Purchase Agreement) up to a maximum savings of \$1,000 to be applied either towards Buyer or Seller-selected Structural or Design Options, including Canvas® Collection Packages (collectively, "Option Incentive"). The exact value of Buyer's actual savings on Option Incentive varies based on the specific options, lot, or plan selected; complete details available. Offer valid for select cash or financed new home contracts in Taylor Morrison's Indianapolis-area communities only (each, an "Eligible Home") written on or after 1/1/26 ONLY if Buyer's Broker/Agent is a 2026 Grow Broker Program participant and Buyer also finalizes all option selections and makes all required deposits within the time frame set forth in the Purchase Agreement ("Promotion Period"). Not valid outside of the Promotion Period, for use with an existing executed contract, in any other Taylor Morrison Division or with any other advertised promotions, incentives and/or offers and no substitutions permitted, except as expressly set forth in the Purchase Agreement (collectively, the "Ineligible Homes"). Any unused portion of the Option Incentive is forfeited and cannot be used for any other reason. Applied Option Incentive will be rounded off to nearest whole dollar. Option Incentive credited at closing upon satisfaction of all conditions precedent and for financed buyers, subject to lender guidelines that are outside of Seller's control. Seller reserves the right to modify this Promotion's terms and/or Promotion Period at any time prior to contract. Option Incentive is unrelated to and distinct from any financing incentive. The Option Incentive does not require use of Affiliated Lender and is available to all purchasing an applicable Eligible Home, regardless of who Buyer chooses to finance with or if Buyer pays cash. All eligibility decisions of Seller are final. Additional details and restrictions may apply. All information (including, but not limited to prices, views, availability, school assignments and ratings, incentives, floor plans, site plans, features, standards and options, assessments and fees, planned amenities, programs, conceptual artists' renderings and community development plans) is not guaranteed and remains subject to change or delay without notice. Seller reserves the right to modify, terminate or extend Promotion prior to contract. Offer void where prohibited or otherwise restricted by law. Please see a Taylor Morrison Community Sales Manager for details and visit www.taylor Morrison.com for additional disclaimers. © January 2026, Taylor Morrison of Indiana, LLC. 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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to May 31, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Mike Deck	Berkshire Hathaway Home	26	34	60	\$60,182,569
2	Allen Williams	Berkshire Hathaway Home	45	44	89	\$56,069,262
3	Matt McLaughlin	F.C. Tucker Company	37	31	68	\$54,176,352
4	Justin Steill	Berkshire Hathaway Home	44	28	72	\$45,034,743
5	Bif Ward	F.C. Tucker Company	22	12	34	\$37,998,190
6	Jennil Salazar	Compass Indiana, LLC	21	6	27	\$34,707,200
7	Lindsey Smalling	Highgarden Real Estate	48	61	109	\$33,880,696
8	Laura Turner	F.C. Tucker Company	23	36	59	\$28,395,692
9	Stephen Clark	Compass Indiana, LLC	14	28	42	\$27,604,965
10	Andrea Kelly	Encore Sotheby's International	6	6	12	\$26,427,000
11	Matt King	F.C. Tucker Company	17	15	32	\$26,379,868
12	Stephanie Evelo	Keller Williams Indy Metro NE	32	30	62	\$26,247,339
13	Carrie Holle	Compass Indiana, LLC	11	9	20	\$24,313,000
14	Sean Daniels	Daniels Real Estate	25	24	49	\$22,177,304
15	Michelle Chandler	Keller Williams Indy Metro S	31	31	62	\$21,945,499
16	Robbin Edwards	Encore Sotheby's International	9	17	26	\$20,226,550
17	Scott Hackman	CENTURY 21 Scheetz	8	10	18	\$19,839,640
18	Drew Wyant	1 Percent Lists Indiana Real Estate	52	13	65	\$18,752,175
19	Lora Reynolds	Epique Inc	21	57	78	\$18,636,790
20	Derek Gutting	Keller Williams Indpls Metro N	19	13	32	\$18,121,802
21	Patrick Watkins	Mike Watkins Real Estate Group	25	25	50	\$17,988,321
22	Lisa Grady	McColly Real Estate	32	7	39	\$17,751,906
23	Chris Schulhof	RE/MAX Realty Services	12	11	23	\$17,575,800
24	Laura Waters	Highgarden Real Estate	27	20	47	\$17,537,480
25	Jana Caudill	eXp Realty, LLC	27	20	47	\$16,886,915
26	Heather Upton	Keller Williams Indy Metro NE	30	27	57	\$16,861,895
27	Patrick Tumbarello	F.C. Tucker Company	16	16	32	\$16,460,500
28	Steve Lew	Steve Lew Real Estate Group, LLC	30	26	56	\$16,456,694
29	Brigette Nolting	RE/MAX Real Estate Prof	13	14	27	\$16,247,100
30	Tiffany Dowling	Keller Williams Preferred Real	26	14	40	\$15,899,900
31	Mary Wernke	Encore Sotheby's International	7	10	17	\$15,757,561
32	Adriana Gomez	McColly Real Estate	2	0	2	\$15,675,000
33	Nicholas Laviolette	Compass Indiana, LLC	10	12	22	\$14,597,000

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Eric Forney	Keller Williams Indy Metro S	24	22	46	\$14,566,532
35	James Robinson	eXp Realty, LLC	4	16	20	\$14,402,742
36	James Embry	Keller Williams Indpls Metro N	11	9	20	\$14,348,363
37	Will Lonnemann	F.C. Tucker Company	16	20	36	\$14,320,903
38	Brian Wignall	F.C. Tucker Company	14	22	36	\$14,042,677
39	Jeffrey Cummings	RE/MAX Complete	23	15	38	\$13,839,600
40	Jennifer Goodspeed	Keller Williams Indpls Metro N	17	17	34	\$13,831,395
41	Drew Schroeder	eXp Realty, LLC	12	9	21	\$13,728,234
42	Christopher Braun	RE/MAX Real Estate Prof	7	3	10	\$13,707,270
43	Jamie Boer	Compass Indiana, LLC	18	20	38	\$13,695,403
44	Gurvinder Gill	CENTURY 21 Scheetz	14	8	22	\$13,684,999
45	Erika Frantz	Berkshire Hathaway Home	17	11	28	\$13,486,170
46	Laura Heigl	CENTURY 21 Scheetz	11	5	16	\$13,403,600
47	Chad Renbarger	Mossy Oak Properties	8	9	17	\$13,159,110
48	Renee Peek	F.C. Tucker Company	13	15	28	\$12,822,600
49	Denise Fiore	CENTURY 21 Scheetz	11	8	19	\$12,325,384
50	Kristian Gaynor	F.C. Tucker Company	11	10	21	\$12,311,576

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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to May 31, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Peter Stewart	Keller Williams Indpls Metro N	27	25	52	\$12,238,580
52	Scott Chain	RE/MAX Advanced Realty	14	17	31	\$12,114,912
53	Craig Deboor	Real Broker, LLC	25	18	43	\$11,978,583
54	Tony Janko	Janko Realty Group	22	13	35	\$11,953,000
55	Joshua Carpenter	Trueblood Real Estate	15	16	31	\$11,850,689
56	Meighan Wise	Keller Williams Indpls Metro N	13	6	19	\$11,719,685
57	Kyle Ingle	eXp Realty, LLC	10	9	19	\$11,589,975
58	Stefano Belmonte	Better Homes and Gardens Real	11	28	39	\$11,582,818
59	Corina Jones	Your Home Team	21	23	44	\$11,552,600
60	Basim Najeeb	Keller Williams Indy Metro S	4	28	32	\$11,345,769
61	David Brenton	DAVID BRENTON'S TEAM	24	15	39	\$11,313,010
62	Danielle Robinson	F.C. Tucker Company	14	11	25	\$11,298,335
63	Jada Sparks Green	eXp Realty, LLC	14	7	21	\$11,276,623
64	Tim O'Connor	Berkshire Hathaway Home	8	15	23	\$11,275,287
65	Matthew Meyers	Encore Sotheby's International	7	6	13	\$11,273,800
66	Jeff Kucic	Engel & Volkers	6	4	10	\$11,189,381
67	P. Aaron Starr	F.C. Tucker Company	11	9	20	\$11,027,634

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Todd Ferris	Ferris Property Group	9	13	22	\$11,008,050
69	Christina Harber	Blackrock Real Estate Services	5	2	7	\$10,998,000
70	Tina Smith	CENTURY 21 Scheetz	8	6	14	\$10,820,000
71	Kristie Smith	Indy Homes	10	3	13	\$10,818,500
72	Raymond Habash MS	F.C. Tucker Company	8	20	28	\$10,815,800
73	Manuel Hernandez	Simplify Your Move! Realty Inc	13	17	30	\$10,806,900
74	Patrick Keller	CrestPoint Real Estate	16	17	33	\$10,741,049
75	Michelle Renninger	Brokerworks Group	17	7	24	\$10,688,427.81
76	Rochelle Perkins	Garnet Group	41	0	41	\$10,548,500
77	Eric Vazquez	Blue Ridge Realty Group	12	4	16	\$10,416,430
78	Jeff McCormick	McCormick Real Estate, Inc.	21	34	55	\$10,406,782.32
79	Samuel Arce	F.C. Tucker Company	5	5	10	\$10,366,899
80	Eric Wolfe	Prime Real Estate ERA Powered	26	18	44	\$10,294,349
81	Dawn Veness	McColly Real Estate	10	4	14	\$10,247,727
82	Myra Mitchell	Better Homes and Gardens Real	20	5	25	\$10,193,565
83	Garrett Brooks	United Real Estate Indpls	24	3	27	\$10,169,222
84	Stacy Barry	CENTURY 21 Scheetz	10	9	19	\$10,067,960
85	Jake Stiles	Coldwell Banker Stiles	19	10	29	\$10,019,800
86	Benjamin Jones	Compass Indiana, LLC	9	6	15	\$9,997,890
87	Sena Taylor	Berkshire Hathaway Home	8	10	18	\$9,847,619
88	Tracy Wright	F.C. Tucker Company	9	4	13	\$9,840,194
89	Daniel Walstra	Countryside Realty	25	9	34	\$9,818,425
90	Jordan Gallas	@properties/Christie's Intl RE	5	9	14	\$9,770,900
91	Shannon Gilbert	Keller Williams Indpls Metro N	10	10	20	\$9,719,649
92	Sara Denig	Keller Williams Indpls Metro N	12	5	17	\$9,712,600
93	Andy Deemer	F.C. Tucker Company	9	10	19	\$9,665,167
94	Brent Wright	McColly Real Estate	16	16	32	\$9,657,613.93
95	Gregory Mohr	Berkshire Hathaway Home	7	3	10	\$9,613,300
96	Staci Woods	Keller Williams Indy Metro NE	10	14	24	\$9,589,970
97	Carl Vargas	F.C. Tucker Company	8	13	21	\$9,577,717
98	Chad Hess	F.C. Tucker West Central	17	9	26	\$9,575,700
99	Summer Hudson	eXp Realty, LLC	14	20	34	\$9,558,549
100	Julie Elisha	McColly Real Estate	9	7	16	\$9,526,599

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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to May 31, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Tracy Ridings	F.C. Tucker Company	8	5	13	\$9,513,390
102	Matthew Kressley	F.C. Tucker Company	3	5	8	\$9,503,000
103	Christy Cutsinger	F.C. Tucker Company	7	11	18	\$9,458,731
104	Dana Holt	Keller Williams Indpls Metro N	6	7	13	\$9,336,600
105	Whitney Strange	Keller Williams Indy Metro NE	9	14	23	\$9,322,084
106	Chanda Johnson	Maywright Property Co.	9	9	18	\$9,217,000
107	Steve Silver	RE/MAX Professionals	20	16	36	\$9,216,900
108	Andrew Prince	CENTURY 21 Scheetz	4	13	17	\$9,182,276
109	Kathryn Keller	Compass Indiana, LLC	7	7	14	\$9,158,900
110	Michael Fox	F.C. Tucker Company	4	6	10	\$9,155,141
111	Joe Everhart	Everhart Studio, Ltd.	15	8	23	\$9,111,578
112	Ellen Orzeske	Compass Indiana, LLC	6	11	17	\$9,094,495
113	Lisa Thompson	@properties/Christie's Intl RE	21	7	28	\$9,081,700
114	Lisa Gaff	White Hat Realty Group, LLC	16	11	27	\$9,060,095
115	Luis Coronel	Realty of America LLC	14	47	61	\$8,963,000
116	Kyle Gatesy	eXp Realty, LLC	4	13	17	\$8,952,800
117	Tom McNulty	McNulty Real Estate Services,	9	6	15	\$8,952,212

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	John Pacilio	eXp Realty, LLC	6	6	12	\$8,933,499
119	Chris Price	Keller Williams Indy Metro S	49	16	65	\$8,930,900
120	Brian Sanders	CENTURY 21 Scheetz	9	3	12	\$8,920,400
121	Natalie Clayton	Maywright Property Co.	13	8	21	\$8,897,600
122	Kelly Dather	Keller Williams Indy Metro NE	6	10	16	\$8,895,760
123	Bryan Compton	United Real Estate Indpls	2	17	19	\$8,886,995
124	Daniel Hubbard	eXp Realty LLC	9	16	25	\$8,883,400
125	Cheryl Bonin	CHERYL Real Estate Services, L	5	7	12	\$8,877,700
126	Marty Dulworth	RE/MAX Real Estate Solutions	19	16	35	\$8,852,199
127	Shelly Walters-Cifelli	F.C. Tucker Company	7	8	15	\$8,762,500
128	Jason Williamson	RE/MAX Advanced Realty	12	8	20	\$8,757,900
129	Mark Linder	CENTURY 21 Scheetz	12	9	21	\$8,736,639
130	Mark Studebaker	Trueblood Real Estate	6	17	23	\$8,728,000
131	Dawn Pollard	eXp Realty, LLC	6	8	14	\$8,725,800
132	Alexander Nickla	Realty Executives Premier	12	10	22	\$8,688,081
133	Christopher Fahy	Berkshire Hathaway Home	8	7	15	\$8,678,627
134	Amy Spillman	Compass Indiana, LLC	10	7	17	\$8,667,019
135	Lauren Hewitt	F.C. Tucker Company	6	10	16	\$8,632,184
136	Jamie Hall	Carpenter, REALTORS®	11	7	18	\$8,609,085
137	Penny Dunn	CENTURY 21 Scheetz	6	5	11	\$8,599,391
138	Kerolos Sarofem	HSI Commercial & Residential Group, Inc	10	13	23	\$8,570,500
139	Steve Slavin	Coldwell Banker Real Estate Group	23	8	31	\$8,564,900
140	Tonia Dragon	Better Homes and Gardens Real	12	13	25	\$8,541,600
141	Beckie Schroeder	F.C. Tucker Company	9	6	15	\$8,532,801
142	Paul Boyter	McColly Real Estate	13	8	21	\$8,526,230
143	Michael Botkin	CENTURY 21 Scheetz	12	7	19	\$8,495,590
144	Alisha Fowler	Seramur Properties, LLC	4	3	7	\$8,397,000
145	Samuel Hawkins	F.C. Tucker Company	6	1	7	\$8,384,000
146	Perla Palma Nunez	Keller Williams Indy Metro S	7	33	40	\$8,374,600
147	Heather Schaller	eXp Realty, LLC	13	11	24	\$8,351,700
148	Jared Cowan	eXp Realty, LLC	8	13	21	\$8,286,900
149	Trisha Potts	RE/MAX Executives	21	11	32	\$8,280,600
150	Scott Babb	F.C. Tucker Real Estate Experts	11	16	27	\$8,270,400

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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to May 31, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Alexander McCormick	Ridgeline Realty, LLC	19	1	20	\$8,260,452
152	Susan Mender	Listing Leaders MVPs	12	14	26	\$8,232,000
153	David Cronnin	AMR Real Estate LLC	7	7	14	\$8,129,400
154	Christiana Kalavsky	Berkshire Hathaway Home	6	10	16	\$8,083,500
155	Shawn Spaw	Stray Dog Properties, LLC	12	11	23	\$8,049,500
156	Molly Hadley	F.C. Tucker Company	12	7	19	\$8,016,655
157	Mark Branch	Highgarden Real Estate	13	9	22	\$8,007,700
158	Kristen Yazel	CENTURY 21 Scheetz	8	10	18	\$7,983,710
159	Jordan Moody	Keller Williams Indpls Metro N	16	10	26	\$7,955,400
160	Trent Whittington	@properties	11	12	23	\$7,943,066
161	Tariq Suboh	Ellsbury Group	17	4	21	\$7,936,000
162	Lisa Stokes	CENTURY 21 Scheetz	12	7	19	\$7,904,665
163	Jonathan Steinbach	F.C. Tucker Company	6	19	25	\$7,891,200
164	Ryan Radecki	Highgarden Real Estate	10	7	17	\$7,842,400
165	Matthew Reffeitt	Keller Williams Indy Metro S	15	7	22	\$7,838,361
166	Lauren Blake	Berkshire Hathaway Home	5	8	13	\$7,836,900
167	Karl Vierling	Carpenter, REALTORS®	15	9	24	\$7,804,395

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Mike Scheetz	CENTURY 21 Scheetz	6	6	12	\$7,779,402
169	Diane Brooks	F.C. Tucker Company	8	10	18	\$7,772,875
170	Elizabeth Marks-Strauss	F.C. Tucker Company	4	8	12	\$7,745,500
171	Mamadou Gueye	Trueblood Real Estate	5	18	23	\$7,742,785
172	Kyle Williams	Compass Indiana, LLC	10	4	14	\$7,709,500
173	Kelli Bastin	Compass Indiana, LLC	8	10	18	\$7,691,200
174	Katherine Bultema	Compass Indiana, LLC	11	4	15	\$7,647,100
175	Randy Placencia	Red Bridge Real Estate	33	3	36	\$7,610,800
176	Casey Elkins	Kovener & Associates Real Esta	31	6	37	\$7,607,800
177	Nina Klemm	F.C. Tucker Company	25	2	27	\$7,575,080
178	Arjun Dhital	Serving You Realty	9	18	27	\$7,569,990
179	Lori Shanahan	Compass Indiana, LLC	3	5	8	\$7,558,174
180	Tina Coons	Dropped Members	30	14	44	\$7,551,200
181	James Smock	F.C. Tucker Company	9	8	17	\$7,544,990
182	Jeneene West	F.C. Tucker Company	17	12	29	\$7,544,390
183	Michael Burchyett	Berkshire Hathaway Home	9	10	19	\$7,527,700
184	Kristin Glassburn	@properties	7	8	15	\$7,514,595
185	Jennifer Marlow	Trueblood Real Estate	6	13	19	\$7,514,348
186	Lisa Meulbroek	Liberty Real Estate, LLC.	13	2	15	\$7,504,593
187	Jennifer Shopp	Berkshire Hathaway Home	7	10	17	\$7,483,400
188	Katrina Matheis	Ever Real Estate, LLC	9	19	28	\$7,481,400
189	Molly Lawless	F.C. Tucker Company	12	4	16	\$7,454,200
190	Kurt Spoerle	F.C. Tucker Company	7	4	11	\$7,448,900
191	Nicholas Scalise	Listing Leaders	6	8	14	\$7,446,800
192	Caleb Cleek	Jeff Boone Realty, LLC	14	7	21	\$7,436,545
193	Kyle Peckinpugh	F.C. Tucker Company	5	4	9	\$7,431,400
194	Sarah Sanders	1 Percent Lists Indiana Real Estate	10	15	25	\$7,429,750
195	Kristen Woodworth	F.C. Tucker Company	6	6	12	\$7,425,063
196	Bethany Rust	Real Broker, LLC	14	8	22	\$7,409,100
197	Doug Dilling	United Real Estate Indpls	7	13	20	\$7,399,790
198	Terry Young	Red Bridge Real Estate	49	0	49	\$7,399,400
199	Jonathan Bell	@properties	4	9	13	\$7,393,251
200	Trish Meier	eXp Realty, LLC	14	14	28	\$7,387,800

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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to May 31, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
201	Jodi Gheaja	Realty Executives Premier	9	8	17	\$7,386,900
202	Jason Moon	Trueblood Real Estate, LLC	13	10	23	\$7,380,490
203	Amy Blanton	Better Homes and Gardens Real	12	10	22	\$7,371,824
204	Jennifer Blandford	Carpenter, REALTORS®	16	4	20	\$7,369,500
205	Stacy Grove	@properties	14	1	15	\$7,347,500
206	Steve Likas	McColly Real Estate	7	10	17	\$7,335,590
207	Susie Jaskowiak	@properties/Christie's Intl RE	9	6	15	\$7,293,250
208	Denis O'Brien	Keller Williams Indy Metro S	16	8	24	\$7,271,600
209	Mary Boustani	Keller Williams Indy Metro NE	6	9	15	\$7,252,427
210	Michelle Armstrong	Encore Sotheby's International	6	6	12	\$7,249,510
211	Julie Schnepf	RE/MAX Legacy	23	4	27	\$7,234,200
212	Jenni Bliss McMillion	@properties	7	5	12	\$7,188,500
213	Jill Johnson	CENTURY 21 Scheetz	7	7	14	\$7,155,490
214	Seija Brown	F.C. Tucker Company	17	2	19	\$7,148,960
215	Suzanne Kappen	CENTURY 21 Scheetz	4	6	10	\$7,123,200
216	Stacey Sobczak	Compass Indiana, LLC	5	4	9	\$7,121,194
217	Judith Serocinski	Realty Executives Premier	7	14	21	\$7,058,800

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
218	Matt Evans	RE/MAX Lifestyles	15	9	24	\$7,057,427.34
219	Kara DeArman	F.C. Tucker Company	6	8	14	\$7,023,988
220	Jessica Kish	New Chapter Real Estate	12	9	21	\$7,021,917
221	Eric Miller	Wright, REALTORS®	18	5	23	\$7,010,905
222	Kelly Todd	Compass Indiana, LLC	6	6	12	\$6,965,950
223	Lindsay Jones	The Stewart Home Group	13	11	24	\$6,946,500
224	Rachel Patterson	CENTURY 21 Scheetz	10	7	17	\$6,941,900
225	Megan Kelly	F.C. Tucker Company	2	2	4	\$6,930,000
226	Traci Garontakos	The Agency Indy	4	4	8	\$6,923,000
227	Jen Richardson	Berkshire Hathaway Home	12	19	31	\$6,913,075
228	Christi Coffey	F.C. Tucker Company	11	9	20	\$6,896,000
229	Mike Feldman	Compass Indiana, LLC	10	5	15	\$6,890,700
230	Octavia Valencia	Octavia Valencia, Broker	24	0	24	\$6,875,262
231	Cat Kick	Berkshire Hathaway Home	16	16	32	\$6,863,260
232	Eric Kovalak	Copper Bay Realty, LLC	16	2	18	\$6,842,814
233	Thomas Cummings	Keller Williams Preferred Real	12	5	17	\$6,832,711
234	Chelsea Tarquini Noble	Berkshire Hathaway HomeServices	10	5	15	\$6,813,300
235	Michael Lauck	eXp Realty, LLC	3	3	6	\$6,800,000
236	Amber Greene	Greene Realty, LLC	14	15	29	\$6,790,700
237	Michael Lyons	Keller Williams Indpls Metro N	9	2	11	\$6,774,400
238	Shelly Johnson	Keller Williams Indy Metro S	5	5	10	\$6,769,000
239	Ryan Orr	RE/MAX Real Estate Groups	31	9	40	\$6,731,800
240	Frederick Long	Better Homes and Gardens Real	19	9	28	\$6,716,925
241	Todd Denkmann	Keller Williams Indpls Metro N	8	5	13	\$6,688,800
242	Julie Preston	F.C. Tucker Company	5	12	17	\$6,688,743
243	Nancy Mutchmore	F.C. Tucker Company	6	9	15	\$6,687,400
244	Daniel Fisher	@properties	6	7	13	\$6,667,835
245	Benjamin Tupper	Keller Williams Indy Metro S	6	8	14	\$6,667,000
246	Brian Heaney	Mark Dietel Realty, LLC	15	1	16	\$6,639,500
247	Mike Ellis	Ellis & Associates	7	7	14	\$6,617,542
248	Jerry Gemmecke	F.C. Tucker Company	5	11	16	\$6,560,193
249	Amanda Johnson	CENTURY 21 Scheetz	7	6	13	\$6,554,800
250	Zachery Archer	CrestPoint Real Estate	5	13	18	\$6,540,594

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