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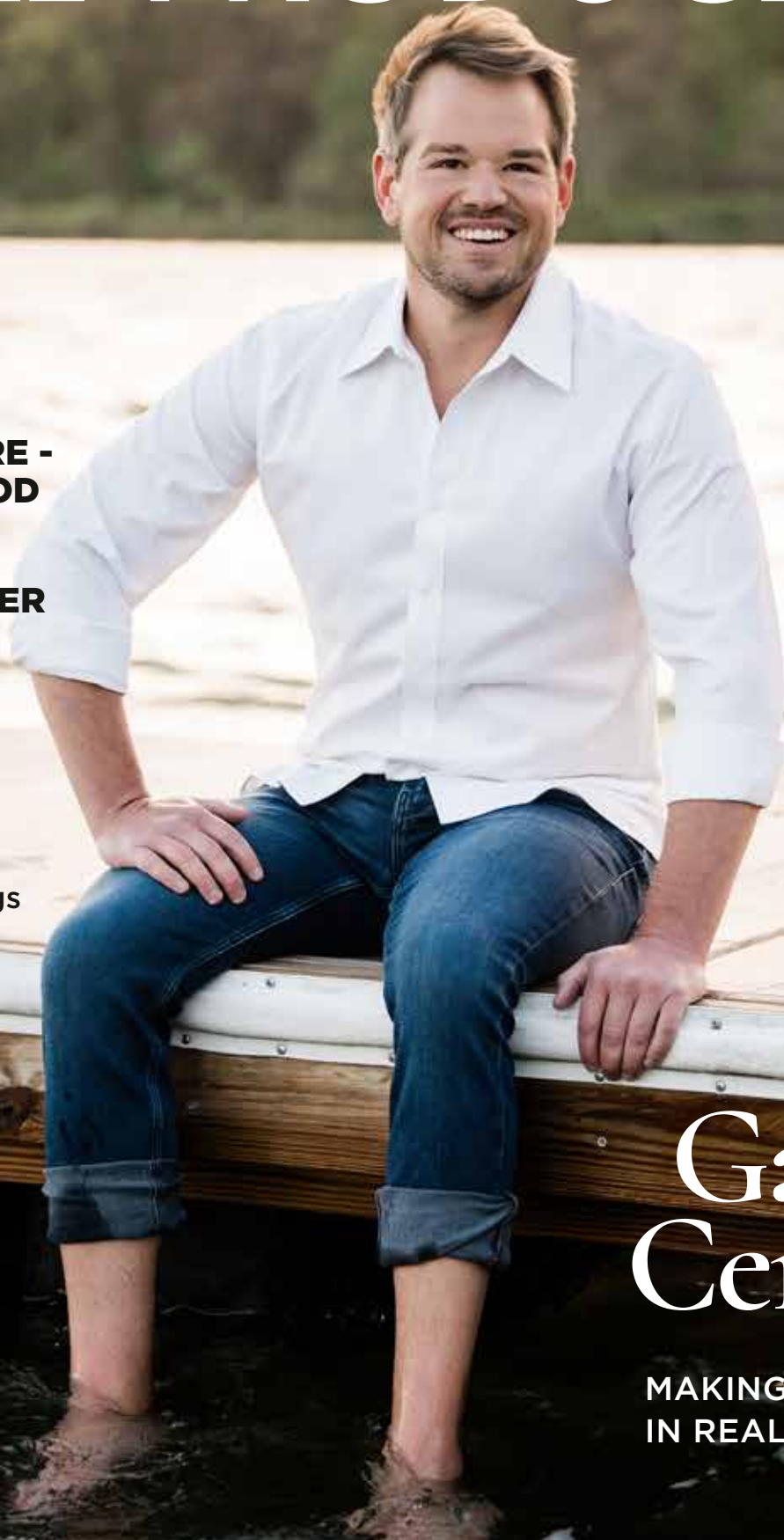
Partner Spotlight

**GORDON WATER
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Partner Spotlight

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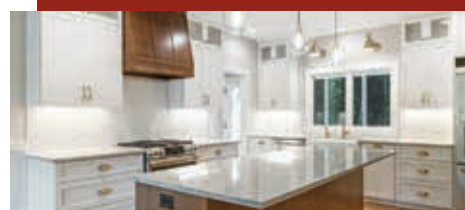
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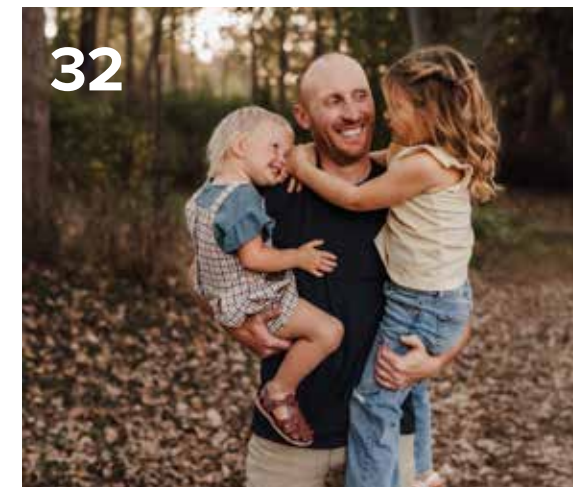
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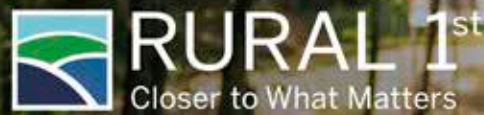
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TEAM VENTURE

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There are certain professionals in real estate who don't just understand the process—they've lived it, navigated it, and built their careers around making it better for others. For Lexi Davis, Branch Manager of Team Venture at Bailey & Wood Financial Group, that journey began long before she ever stepped into the mortgage industry.

THE POWER BEHIND THE PARTNERSHIP

"My journey in the mortgage industry started with the purchase of our first home," Lexi shares. What began as a bold and unconventional decision—purchasing a sheriff sale property with her husband—quickly became a defining experience. After spending over a year attending auctions and ultimately taking on a renovation-heavy property, Lexi immersed herself in understanding loan products that



could make their vision possible. "I started researching renovation loans... and at the end of the appointment, my loan officer offered me a job." That moment sparked what would become a lasting passion. Today, she brings not only professional expertise but personal experience to every client she serves. "Not only do I LOVE those types of loans, I also have personally used both a renovation loan and construction loan for my own homes."

That firsthand knowledge has become a cornerstone of how

Lexi serves both agents and clients. At Team Venture, the focus is not just on closing loans—it's on creating a seamless, informed experience from start to finish. "We have one of the BEST operations team out there," she says. "Team Venture will always go above and beyond to educate and guide clients through their preapproval and loan process." Behind every smooth closing, she emphasizes, is a team working diligently behind the scenes. "We couldn't provide quick and seamless closings without the operations staff... I am grateful to get to work with them day in and day out."



“
Find your people.
 Being the most popular fades...
 —



For Lexi, partnership with real estate agents is at the heart of everything. She is intentional about building trust and communication that extends well beyond the transaction. “Emphasizing to each and every borrower that we are a TEAM... open, clear, and quick communication can turn a nightmare loan into a smooth experience.” That collaboration allows agents to focus on their clients while trusting that the financing side is handled with precision. “The goal is for hiccups to be addressed without the

borrower ever having to know,” she explains. “And THAT is what a true partnership accomplishes.”

In a market that continues to evolve, Lexi has embraced adaptability as a competitive advantage—not just for herself, but for the agents she serves. “Availability, availability, availability. This one was a game changer,” she says. Whether it’s issuing a preapproval late at night or pulling over mid-ride to help a client move quickly, she understands what today’s buyers need to compete. “Buyers are in a market where they have to be competitive, and a part of that competitive edge is knowing your lender is behind you.”

She’s also passionate about helping agents better understand the nuance of lending. “No one size fits all,” Lexi explains. “The same way they are working to find the perfect home... I take pride in finding the best loan product.” Every client brings a unique financial picture, and she approaches each one with a customized strategy that aligns with both immediate needs and long-term goals.

Looking ahead, Lexi is especially energized by innovation within her company—particularly the growth of their in-house construction products. “This has been an exciting part of my joining Bailey & Wood and watching this product grow,” she says. “Working for a company that not only listens to the feedback of their employees, but encourages it, is a wonderful thing to experience.” It’s another example of how Team Venture continues to evolve in ways that directly benefit agents and their clients.

Beyond the business, Lexi’s story is grounded in something deeper—community, relationships, and the values that



shape how she shows up every day. “The genuine support we have for one another... there is truth in the feeling that we are better together,” she reflects. That mindset is rooted in the influence of her mother, who she credits as her greatest inspiration. “She taught me what it looks like to work hard for the things you want, and to build a life that you want to be in, not a life you want to escape from.”

When she’s not working, Lexi is fully invested in the people who matter most. Time with her husband Shan and their daughter Jasper is what fuels her purpose. “Money will always come and go, but the experiences... and the way you bond with people isn’t something that can be replaced.” Whether it’s traveling, building memories, or simply being present, those relationships are her “why.”

And if there’s one piece of advice she would pass along, it’s simple but powerful: “Find your people. Being the most popular fades... but when you find the right people—those who are truly happy for you and hold you accountable—that is special. Those are the people you will move mountains with.”

In an industry where transactions can often feel transactional, Lexi Davis stands out by making them personal—combining expertise, accessibility, and heart to create an experience that agents trust and clients remember long after the closing table. ▣

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Gina SCHATZMAN

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How many years have you been a real estate agent?

I've been a real estate agent for a little more than 2 years

What is your career volume as an agent?

My Career Volume is a little under 8 million (7,800,000)

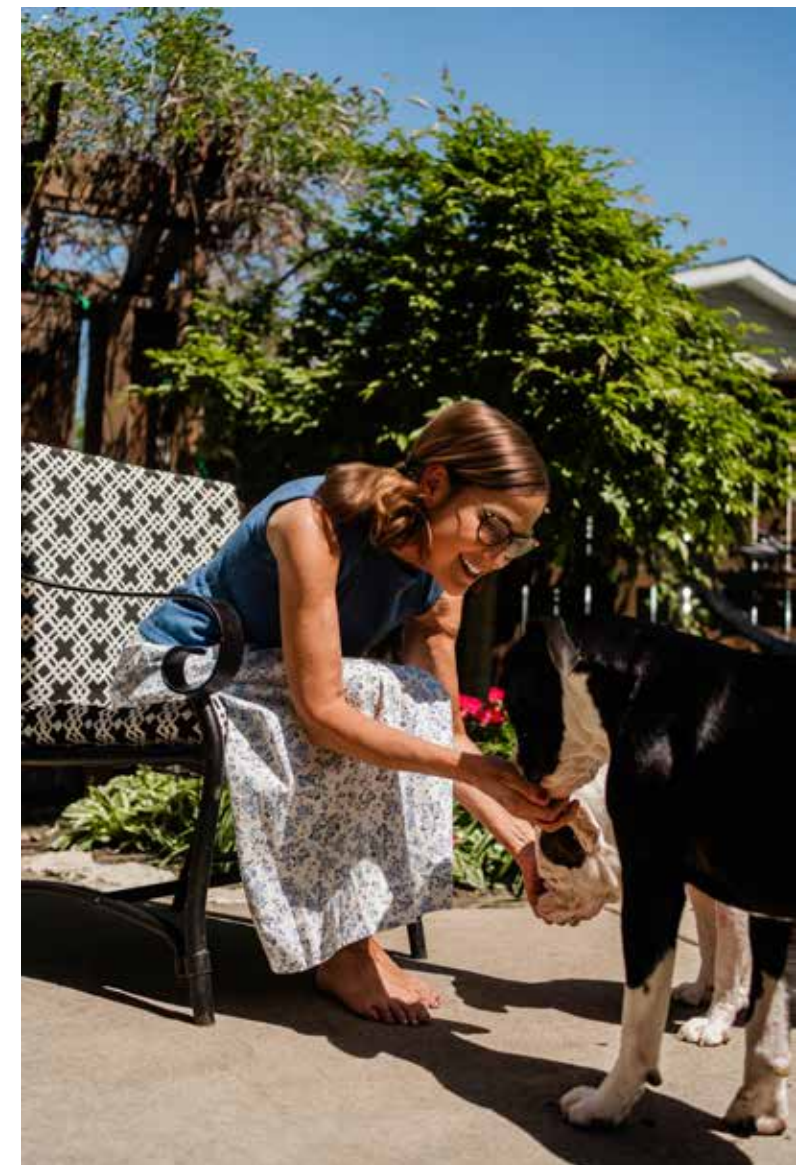
When did you start your career in real estate?

I began my professional real estate career in 2024 although I began renovating/flipping homes in 2019. I have always been passionate about old homes-homes with a history and a story of their own. I've lived in 100+ yr old homes most of my adult life beginning in my 20's living in West Central and then when I met my husband, we moved to the Lakeside neighborhood and have lived there for over 20 yrs.

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

I grew up in Ft. Wayne and attended Bishop Dwenger High School and then Indiana University in Bloomington. After graduating from IU, I returned to Ft. Wayne to be near my family. I met my husband in 2003 and we married and had 2 beautiful kids. I began teaching at St. Jude where my kids attended elementary school until 2019 when my husband and I started Yellow House Realty LLC and began renovating old homes full time. My husband was the fixer upper and I, with the help of my sister and brother in law, designed the homes and sold them. After renovating several homes and

CONTINUED ►



selling them for sale by owner, my sister suggested that I get my real estate license, so I did. I began my professional real estate career at Century 21 Bradley in 2024.

What has been the most rewarding part of your business?

Real estate has been such a rewarding career. I've gotten the opportunity to meet incredible people and make lasting connections. It's really quite something to be invited into someone's home, someone you've never met before, to hear their stories, see how they live, meet their families and establish trust. Many of my clients have never bought or sold a home before, so guiding them through that process, educating them, and advocating for them are all roles that I take very seriously.



What's your favorite part of being an agent?

My favorite part of being a real estate agent is serving my clients to the very best of my ability and together achieving the dream of homeownership for them. The relationship doesn't end when my client gets the keys to their home. Staying connected, celebrating milestones, and being someone they can reach out to at any time in the future -that's what it's really all about for me. Clients who ultimately become friends.

CONTINUED ►



Are there any charities or organizations that you support?

Service has always been important to me and real estate has expanded my opportunities to help others in my community. I currently serve on the committee for the Carriage House that plans the annual fundraiser Dancing With The Ft. Wayne Stars. I serve at the St. Joe Women's Shelter on the Development Board Committee. I also volunteer at Miss Virginia's Food Pantry, where I've met so many wonderful people.

What are your hobbies and interests outside of the business?

I am an avid lifelong walker. I walk every day rain, snow, or heat. It keeps me sane. I also do yoga as often as I can...usually 3 times a week. I love walking through Eagle Marsh and Lindenwood Nature Preserve. I also love walking my dog, Whitney Houston...although she is quite lazy and prefers



collaborating with my clients and incorporating their tastes and ideas into the overall look and design of the home.

Define Success:

Success to me is the ability to earn money doing something I love while enhancing the lives of other people. Success is also living a balanced life where I have plenty of time and freedom to devote to my family.

Favorite Book:

My current favorite book (always subject to change) is Weyward by Emilia Hart

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

Leave your ego at home. Be honest, respectful, responsive, and knowledgeable.



sleeping to walking. I love dogs and have adopted/rescued many over the years. Very few things in life bring me as much peace as being with a dog.

How have others played a role in your success so far?

I attribute my success in real estate to the wonderful mentors I have had, and the client relationships that I've very much enjoyed creating and fostering. I'm constantly striving to improve and I take advantage of every learning opportunity/class that I can, so I can give my clients the very best home buying/selling experience possible.

What are you passionate about right now in your business?

Sharing my love of interior design with my clients is an aspect of my job that I absolutely love! Helping clients stage their homes, choose paint colors, declutter, and create inviting and beautiful indoor and outdoor spaces are all things I love to do. I really enjoy



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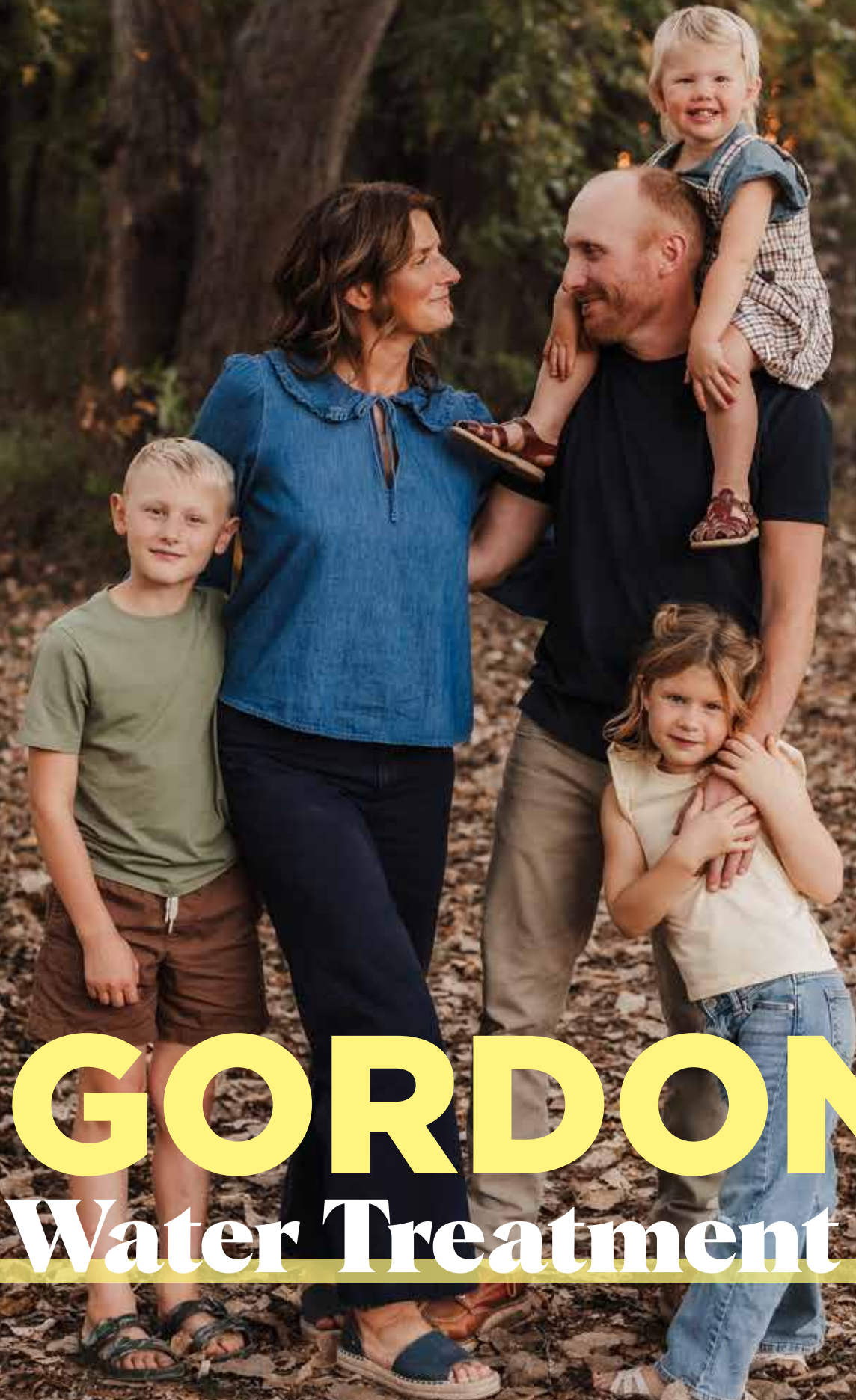
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There's something powerful about a business that's built not just on expertise, but on passion, persistence, and purpose—and that's exactly what you'll find in Gordon Water Treatment. For owner Dalton Gordon, what started as an unexpected shift in direction has grown into a highly specialized company that serves homeowners, agents, and entire communities with a level of knowledge and care that's hard to match.

Gordon Water Treatment has carved out a niche in the industry, focusing on home water treatment, well services, and even municipal and industrial systems. From diagnosing well issues to installing advanced treatment equipment and drinking water systems, Dalton provides solutions that go far beyond the surface. For real estate agents, that expertise translates into practical, high-value support—whether it's water testing during a transaction, addressing concerns that arise in inspections, or ensuring a home's water quality meets the expectations of today's buyers. In a market where even small details can impact a deal, Dalton's ability to quickly identify and resolve issues brings clarity and confidence to the process.

What truly sets Dalton apart, however, is the depth and range of his experience. With 18 years in the water industry—spanning laboratory work, industrial treatment systems, and municipal water operations—he brings a level of technical understanding that few can match. Combined with his dual Class 1 water and

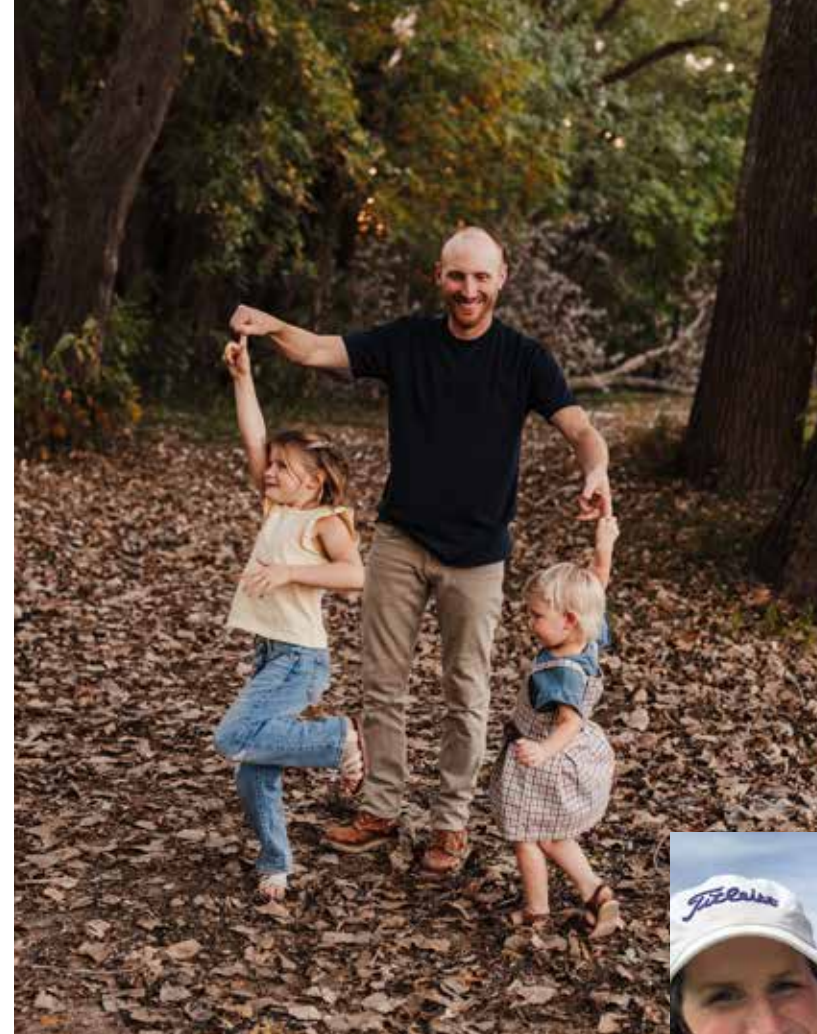


wastewater licenses through the EPA, his background allows him to approach each situation from both a scientific and practical standpoint. As Dalton shares, "Often people call after they've had one or two other companies out, and they still don't have answers—but most of the time, I can figure it out in less than ten minutes."

That level of confidence is rooted in years of hands-on experience and hard-earned knowledge. Dalton's journey into the water industry began during his time at Defiance College, where he

earned his degree in biology. While initially pursuing a different path, a difficult chemistry class led him to rethink his direction—ultimately opening the door to an internship with a wastewater company. That opportunity proved to be a turning point. From there, Dalton immersed himself in the work, gaining experience through long hours, demanding installations, and constant trial and error. "I learned how to put my head down and work when it's time," Dalton says. "I am relentless when it comes to finding the problem and finding the solution."

“
I am **relentless**
when it comes to finding
the **problem** and
finding the solution.
”



Those early years weren't easy. Hauling heavy materials, climbing ladders, and working 50-hour weeks built more than just skill—they built resilience. That same work ethic still defines how Dalton shows up for his clients today. Whether he's troubleshooting a stubborn issue that others couldn't solve or designing a system tailored to a home's specific needs, he approaches every job with determination and precision.

That relentless mindset continues to define Gordon Water Treatment. Whether it's troubleshooting a difficult well system or designing a customized water treatment solution, Dalton approaches every job with the same determination to get it right the first time. It's this commitment to excellence—and his ability to simplify complex



problems—that has earned the trust of homeowners and real estate professionals alike.

But beyond the technical side of the business, what makes Dalton's story especially meaningful is the life he's built around it. When you work for yourself, the ceiling is only as high as you're willing to reach—but for Dalton, success isn't just about growth. It's about freedom, flexibility, and being present for the people who matter most. Whether it's helping his dad on the farm, riding dirt bikes with his son, or stepping away for a hunting trip in the fall, he's created a life that allows him to be fully engaged both at work and at home. "I like that there's no ceiling and no limit to what we can accomplish," he shares, "but I also value having the flexibility to be there for my family."

That sense of balance is rooted in a strong family foundation. Dalton and Brooke, his high



school sweetheart, have built a life together centered on faith, family, and the outdoors. Now more than 21 years into their journey together, they are raising August (10), Georgia (7), and Isabel (3) on their 400-acre farm in Northwest Ohio—a place filled with adventure, learning, and time together. From hunting and fishing to maple syrup tapping, mushroom hunting, chopping wood, and kayaking, their kids are growing up immersed in the same passions that shaped Dalton himself. It's not uncommon for them to join him in the field or out on the land, learning firsthand the value of hard work and the joy of the outdoors.

For real estate agents, partnering with someone like Dalton means more than just having a reliable water expert—it means having a problem-solver, a trusted advisor, and someone who understands the importance of getting things done right, especially when a



transaction is on the line. From water testing to system installation, Gordon Water Treatment provides solutions that help agents serve their clients with confidence.

At the end of the day, Gordon Water Treatment is more than a company—it's a reflection of Dalton Gordon himself: knowledgeable, hardworking, and deeply committed to both his craft and his family. And in an industry where trust is everything, that combination is what truly sets him apart. ▾



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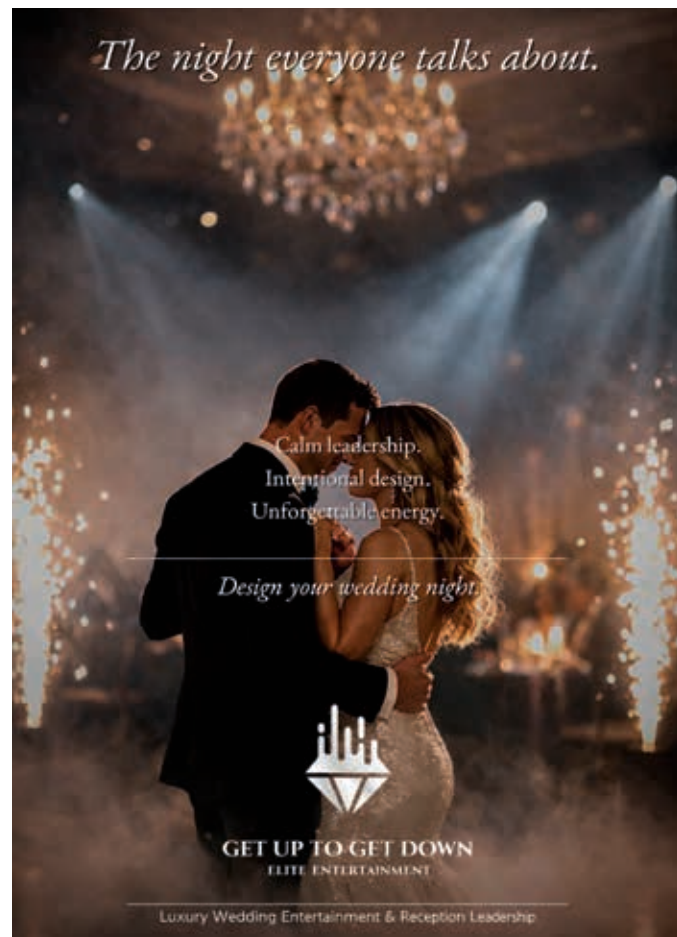


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Family Insurance Services is, at its core, a story about legacy—one rooted in a deep passion for helping others protect what matters most. That passion began in 1980 with James Mesaros, whose commitment to serving families and guiding them through life’s uncertainties laid the groundwork for something far greater than a business. Over the years, his dedication became the foundation for what would grow into a true family legacy—one built on trust, relationships, and a genuine desire to care for others. Today, under the leadership of Vicki Mesaros and her son Nick Mesaros, that legacy continues to thrive, evolving with the times while staying anchored in the values it was built upon.



PROTECTED by FAMILY



That foundation took on new life in 2003 when Vicki made a bold career move, stepping away from a successful path in advertising sales to join the family business. Her transition marked a pivotal moment—not just for the agency, but for the culture it would come to embody. “We didn’t just want to build a business—we wanted to build something where people felt known, valued, and genuinely cared for,” Vicki shares. That mindset continues to define every interaction, whether it’s a longtime client calling for guidance or a new homeowner navigating insurance for the first time—often greeted by Cavie, Vicki’s beloved dog and the agency’s unofficial mascot, who

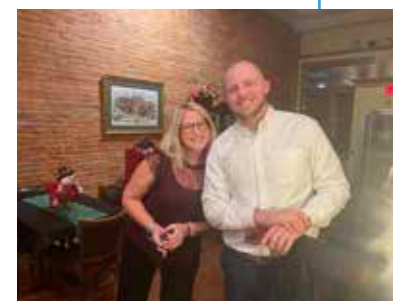
adds a warm and personal touch to the office experience.

In 2008, the agency embraced its independence, officially becoming Family Insurance Services. That shift allowed them to expand their reach and better serve clients by offering access to a wide range of top-rated carriers. “Our independence gives us the ability to truly advocate for our clients,” Vicki explains. “We’re not limited to one solution—we’re able to find the right fit for each individual situation.”

The next chapter unfolded in 2012 when Nick joined the agency, bringing a new generation of energy, innovation, and perspective. Today, he plays a key role in expanding commercial offerings and integrating technology to keep the agency competitive in a rapidly changing market. “We’re always looking at how we can improve—whether that’s through better systems, faster communication, or expanding the services we offer,” Nick says. “At the end of the day, it’s about making things easier and more efficient for both our clients and our real estate partners.”

The Mesaros family’s entrepreneurial spirit extends beyond the agency as well. Their daughter, Tara Mesaros, has built her own path as a marketing director in Fort Wayne, carrying forward the same creativity and drive that has long been a part of the family’s DNA. Living just across the street from the home that helped shape their story, Tara remains closely connected to the family’s journey and the values that continue to guide it.

That same spirit of service is reflected across the entire team, including producing agent Nicki Thomas, who plays an important role in delivering the high level of care and responsiveness clients have come to expect. As part of the agency’s client-first culture, Nicki works closely with individuals and families to ensure they feel confident and supported



“
 Success to us is
 creating a business that
supports our families,
serves our community,
 and allows us to genuinely
enjoy what we do.
 ”



in their coverage decisions—further reinforcing the personalized approach that defines Family Insurance Services.

That connection to people and community is especially evident in their partnership with real estate professionals. In a fast-moving market where timing is everything, having a responsive and knowledgeable insurance partner can make or break a transaction. The team prides itself on being a reliable resource for agents—delivering quick quotes, clear communication, and proactive guidance that helps avoid last-minute surprises

at the closing table. “We understand how important it is for agents to have confidence in their partners,” Nick explains. “Our goal is to help create a smooth experience, not add stress to an already complex process.”

From homeowner and auto policies to flood insurance, investment property coverage, and commercial solutions, their approach is anything but one-size-fits-all. Each client is matched with tailored coverage designed to fit their unique needs. Behind the scenes, their dedicated remarketing team continually reviews renewals, ensuring clients are always positioned with competitive options as the market shifts.

What sets Family Insurance Services apart, however, goes beyond products and pricing—it’s the experience. Clients don’t get routed through a call center or left waiting for answers. Instead, they are met with real people who know their names, understand their situations, and are invested in their long-term well-being. “When someone calls us, they’re talking to someone who knows them—not a system,” Vicki says. “That personal connection is something we’ll never lose.”

That same level of care extends into how they handle claims. Rather than simply

processing paperwork, the team takes a consultative approach—advising clients on whether filing a claim is truly in their best interest. “Sometimes the best thing we can do is help a client avoid a decision that could cost them more in the long run,” Vicki explains. “We’re here to protect them—not just in the moment, but over time.”

It’s a philosophy that has resulted in an impressive client retention rate of approximately 98%, a reflection of the trust and loyalty they’ve built within the community.

Of course, like any growing business, Family Insurance Services has navigated its share of challenges. From rising premiums driven by inflation and increasing replacement costs to constantly shifting underwriting guidelines, the industry has required adaptability and resilience. But for the Mesaros family, these challenges have only reinforced their commitment to staying informed and guiding clients through uncertainty. “Our role is to help people understand what’s happening and find the best path forward,” Nick says. “That’s where we add real value.”

Through it all, success has never been defined solely by growth or numbers. For Vicki and Nick, it’s about building

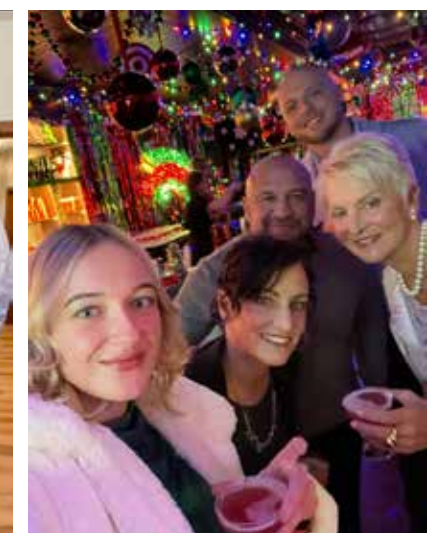
something meaningful—both for their clients and their team. “Success to us is creating a business that supports our families, serves our community, and allows us to genuinely enjoy what we do,” Vicki shares.

That perspective is evident in the culture they’ve cultivated—one that embraces connection, celebrates milestones, and prioritizes balance. From team outings and holiday celebrations to everyday moments of camaraderie, they’ve built an environment where people enjoy coming to work—and where that positivity translates into better service for every client they serve.

At the heart of it all is a simple but powerful promise—one that has guided the agency for generations: Protected by Family. And for the clients, agents, and community members who have come to rely on them, it’s more than a tagline—it’s a commitment that continues to stand the test of time. ▣



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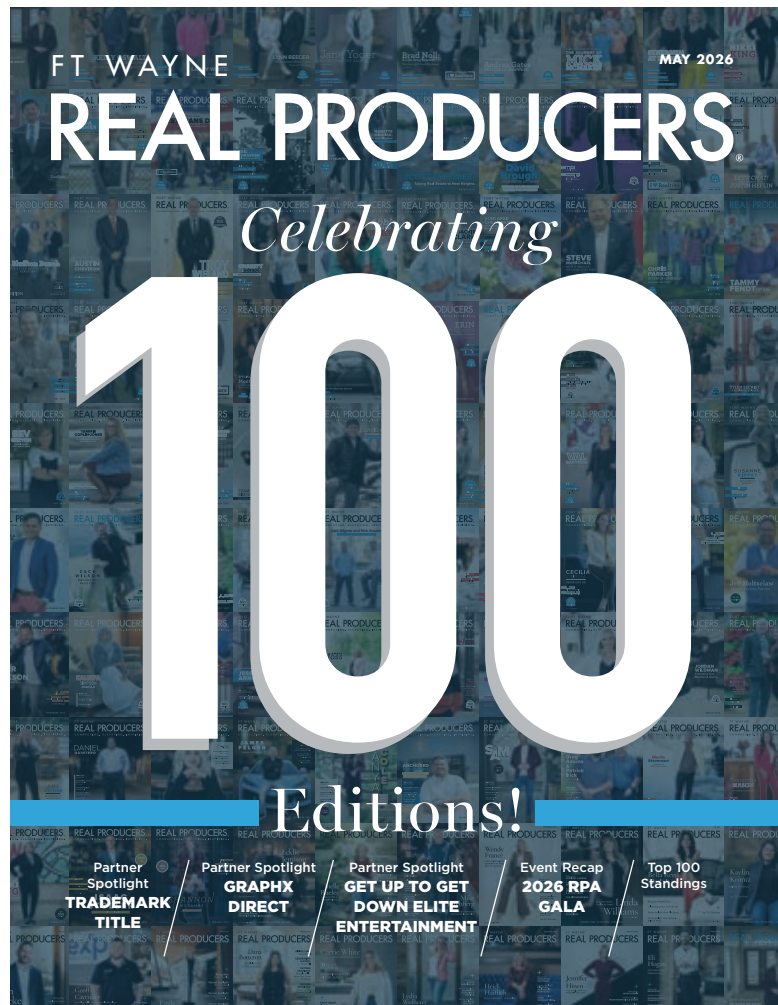
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GABE CERNY

Making Waves in Real Estate

Photo Cred: Dustin McKibben

Gabe Cerny's path into real estate wasn't a straight line—it was a deliberate pivot toward purpose. Though he first considered the industry back in college at IPFW, where he studied business with a communications minor, he initially stepped into the corporate world, building a foundation in operations and sales before making the leap into real estate in 2022. That decision has proven to be more than just a career change—it's been a calling. "I have found my passion," Gabe shares. "I just wish I would have started helping clients and building my business sooner."

In a relatively short time, Gabe has established himself as a standout performer, earning accolades like the 2024 RE/MAX Results Rising Star, the 2024 RE/MAX 100% Club, and the 2025 RE/MAX Platinum Club. With a career volume nearing \$26 million and nearly \$10 million closed in the past year alone, his trajectory reflects not only strong momentum, but a clear niche that he has leaned into with intention—lake real estate. While he serves clients across Northeast Indiana, his business is deeply rooted in the Steuben County lake market, where his

knowledge, lifestyle, and passion intersect in a way that gives his clients a meaningful edge.

Gabe's connection to the lake isn't something he had to learn—it's something he's lived. Having spent his childhood summers on Lake James, Crooked Lake, and Hamilton Lake, those early experiences shaped not only his appreciation for lake life, but also his understanding of what draws people to it. In 2018, he made the decision to move to Lake James full time, fully embracing the lifestyle that so many of his clients aspire to. Today, that personal connection translates directly into his business. He doesn't just sell lake homes—he helps people step into a lifestyle, one that's centered around family, tradition, and lasting memories. "Helping clients live out their dreams... especially when it comes to lake properties and seeing people build a legacy for their families—that's what drives me," he says.



That level of insight matters, because lake real estate brings an entirely different set of variables compared to traditional residential transactions. From shoreline regulations and water clarity to seawalls, docks, and seasonal considerations, every property carries nuances that require both experience and attention to detail. Gabe has built his business around understanding those complexities and guiding his clients through them with confidence. “The lake business adds a whole different level of nuances and hurdles,” he explains, noting that his role is to help clients navigate those details while staying focused on the bigger picture. Whether it’s positioning a lakefront property to stand out in a competitive market or helping a buyer evaluate not just the home, but the entire lake experience, Gabe approaches each opportunity with a strategic, informed mindset.

His background in corporate operations and sales continues to elevate the way he serves clients in this niche. From strategic marketing that highlights not just the home but the lifestyle, to strong negotiation skills that protect his clients in competitive situations, Gabe blends business acumen with local expertise. He understands how to showcase lake properties in a way that resonates emotionally while still driving



results. He also knows how to manage the fast-paced, high-stakes nature of these transactions, where timing, presentation, and positioning can make all the difference. “I combine local market knowledge, strong negotiation, and personalized service to create real results and lasting relationships,” he says.

Even in complex situations—like representing clients purchasing a dream home from overseas without ever stepping foot on the property—Gabe brings a steady, solutions-oriented approach. He thrives in moments that require clarity, communication, and trust, ensuring his clients feel confident every step of the way. “I’ve navigated competitive markets, complex negotiations, inspection challenges, and tight timelines—all while keeping clients informed, protected, and positioned for the best possible outcome,” he shares.



At the core of it all is Gabe’s belief that real estate is about far more than transactions. It’s about helping people create a life they’re excited about. Nowhere is that more evident than in his lake business, where every closing represents not just a sale, but the beginning of new traditions—summer weekends, family gatherings, early mornings on the water, and memories that will last for generations. “Success is

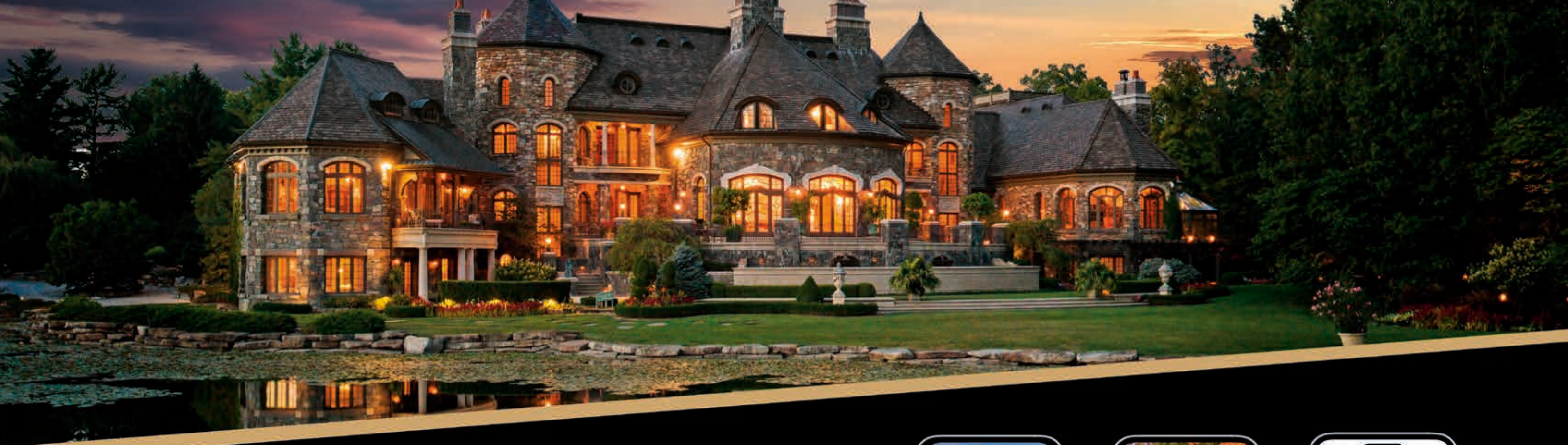


when your business grows because of the way you treat people and do business,” Gabe explains. “Being my client’s customer champion and helping them create something meaningful—that’s what it’s all about.”

Outside of real estate, Gabe fully lives the lifestyle he represents. From water skiing and boating to entertaining friends and family at the lake, his day-to-day life mirrors the experience he helps his clients achieve. He’s also an active member of the community, serving as the current treasurer for the Angola Area Chamber of Commerce Board, and staying engaged in the growth and vitality of the region he serves.

Ultimately, Gabe’s rapid rise in real estate is no accident. It’s the result of determination, a deep connection to his market, and a genuine commitment to the people he serves. By aligning his business with his passion for lake life, he’s not only carved out a powerful niche—he’s created a platform to help others build something even more meaningful: a place to call home, and a legacy to return to year after year.

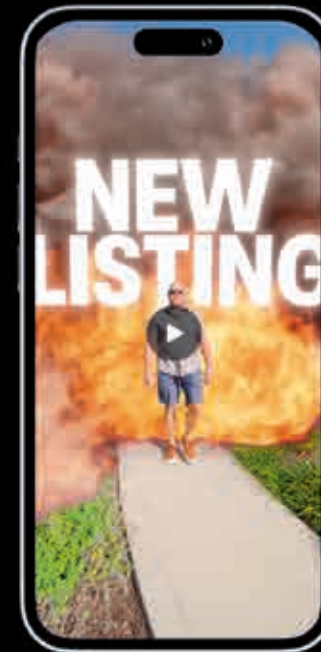
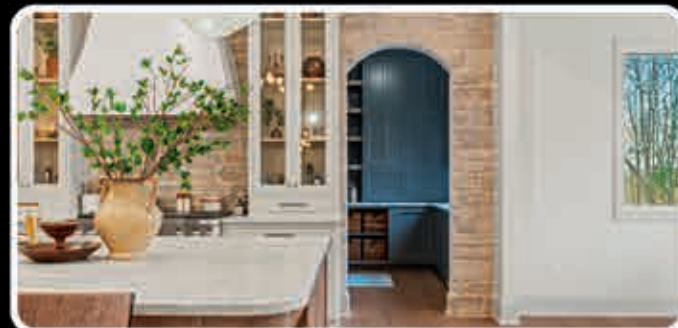





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RP THE REAL UPDATE

JON GOOD

Let's get **real**. This movement has caught fire. What movement am I referring to? The movement that you all know as *Real Producers*. Indianapolis was the starting point for a program that is now in over **140 markets** across the country. That's a lot of traction in under ten years. As we grew, we knew that we wanted to brand ourselves the same across the board but never lost sight of the local mission.

This magazine has been successful because of its ability to connect top-producing agents with preferred partners and with each other. There are many other reasons that make it successful, but, at its core, that is what this is all about.

The vision is simple: We want to be a one-stop shop for top-producing agents in every market across the nation. How

do we do that? In my opinion, three main groups of people stand to benefit from this monthly publication: the real estate agents featured, the partners that advertise and the publishers who produce the magazine.

What's in it for the agents? It is truly a badge of honor to receive the magazine. Being in the top 300 out of 1,500-plus agents is an accomplishment in itself. There are countless perks to being featured in the magazine, but one of my favorites is the element of humanizing a local legend in real estate.

What's in it for our partners? The struggle is real. How do we connect with influential, top-producing agents in our market? How do we cultivate relationships with this group? Our partners get constant exposure

through the monthly magazine and the quarterly events. The hard work is done. Partners just need to show up!

What's in it for the publisher? Our publishers have the unique ability to connect with a group of people that is otherwise pretty difficult to get in front of. We are all busy building our own businesses. Our publishers are entrusted with featuring top agents, connecting our partners and producing quality content regularly.

Where do you fit in all this? It's simple. Connect us with people. Who should be on the next cover? What business is catering to agents at a high level? Who should be our next publisher to launch a *Real Producers* magazine in a new market?

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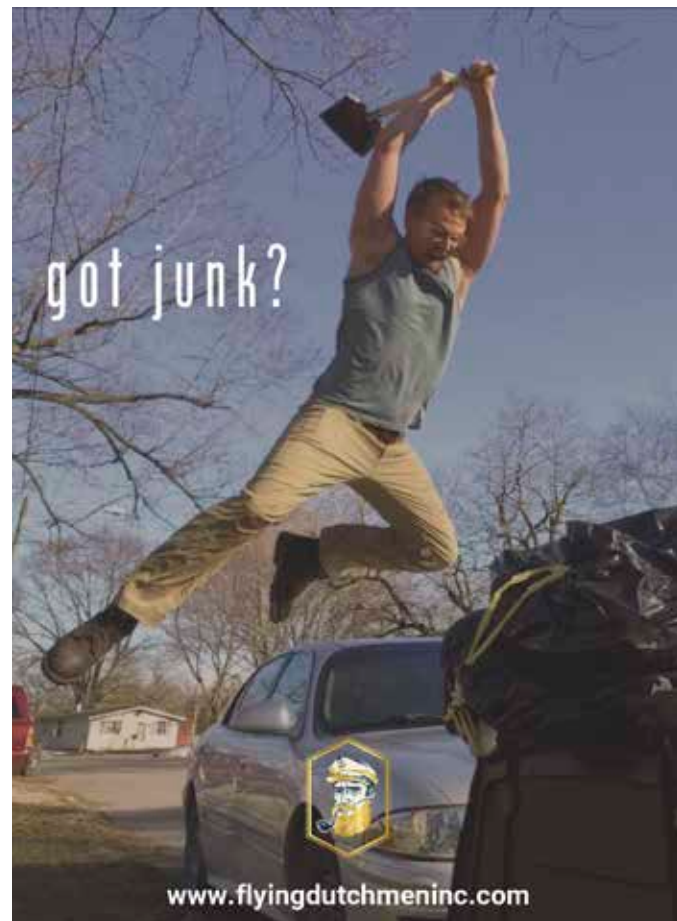


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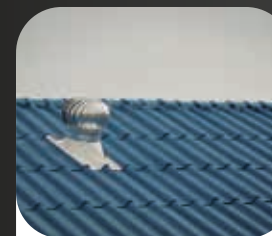
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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2026, to April 30, 2026

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMEPS	54	\$18,256,126	\$338,076
2	Heather Regan	Regan & Ferguson Group - UPREFE	20	\$14,201,057	\$710,052
3	Leslie Ferguson	Regan & Ferguson Group - UPREFE	20	\$14,201,057	\$710,052
4	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	15	\$12,797,732	\$853,182
5	Evan Riecke	Encore Sotheby's International Realty - UPENSO	25	\$9,545,300	\$381,812
6	Warren Barnes	North Eastern Group Realty - UPNOEA	30	\$9,308,755	\$310,291
7	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	49.5	\$8,422,955	\$170,160
8	Alan Scherer	North Eastern Group Realty - UPNOEA	15	\$8,264,215	\$550,947
9	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	21	\$8,046,130	\$383,149
10	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	24	\$7,991,600	\$332,983
11	Craig A Walker	Coldwell Banker Real Estate Group - NE9	5	\$7,650,000	\$1,530,000
12	Ray Smith	American Dream Team Real Estate Brokers - UPADTR	20	\$7,077,500	\$353,875
13	Emily Ewing	North Eastern Group Realty - UPNOEA	20.5	\$6,552,400	\$319,629
14	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	16	\$6,311,550	\$394,471
15	Lucas Deck	Weichert Realtors - Hoosier Heartland - NE2458	25	\$6,168,100	\$246,724
16	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	15.5	\$5,960,450	\$384,545
17	Mary Sherer	ERA Crossroads - UPSHAA	17	\$5,888,845	\$346,402
18	George Raptis	Mike Thomas Assoc., Inc - UPMTAS	15	\$5,718,800	\$381,253
19	Erin Poiry	Mike Thomas Assoc., Inc - UPMTAS	12	\$5,692,838	\$474,403
20	Erica Jamison	Coldwell Banker Real Estate Gr - UPRWGR09	7	\$5,657,425	\$808,203
21	Bradley Noll	Noll Team Real Estate - UPNTRE	13	\$5,573,700	\$428,746
22	Jacob McAfee	CENTURY 21 Bradley Realty, Inc - UPBRAD	17	\$5,536,700	\$325,688
23	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	14	\$5,363,825	\$383,130
24	David Keating	Fort Wayne Property Group, LLC - UPFOPR	10	\$5,241,700	\$524,170
25	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	18.5	\$5,231,900	\$282,805
26	Raylene Webb	eXp Realty, LLC - UPEXPR	30	\$5,203,180	\$173,439
27	Noel Frost	Coldwell Banker Real Estate Gr - UPRWGR09	9	\$5,110,000	\$567,777
28	Richard Fletcher	North Eastern Group Realty - UPNOEA	15.5	\$5,095,550	\$328,745
29	Tim Haber	RE/MAX Results - UPREMX01	16	\$5,085,400	\$317,837
30	Jordan Wildman	eXp Realty, LLC - UPEXPR	22.5	\$5,016,600	\$222,960
31	Elius Hogan	CENTURY 21 Bradley Realty, Inc - UPBRAD	20	\$5,008,900	\$250,445
32	Brock Noye	Noll Team Real Estate - UPNTRE	12	\$4,919,000	\$409,916
33	David Springer	Mike Thomas Assoc., Inc - UPMTAS	9	\$4,899,935	\$544,437

#	Agent	Office	Units	Volume	Average
34	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	18	\$4,805,600	\$266,977
35	Jessica Arnold	North Eastern Group Realty - UPNOEA	17.5	\$4,722,900	\$269,880
36	Mary Douglass	The Douglass Home Team, LLC - UPTDHT	14	\$4,700,950	\$335,782
37	Cecilia Espinoza	Realty of America LLC - UPREOA	22	\$4,574,490	\$207,931
38	Jeffery Holtsclaw	CENTURY 21 Bradley Realty, Inc - UPBRAD	17	\$4,492,800	\$264,282
39	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	10	\$4,449,700	\$444,970
40	Alyssa Schendel	North Eastern Group Realty - UPNOEA	16	\$4,415,400	\$275,962
41	TJ Short	CENTURY 21 Bradley Realty, Inc - UPBRAD	13	\$4,410,400	\$339,261
42	Scott Pressler	Keller Williams Realty Group - UPKEPR	14	\$4,405,100	\$314,650
43	Daniel Morken	Morken Real Estate Services, I - UPMRSI	12.5	\$4,401,400	\$352,112
44	Jennifer Hinen	Keller Williams Realty Group - UPKEPR	13	\$4,376,800	\$336,676
45	Dana Botteron	CENTURY 21 Bradley Realty, Inc - UPBRAD	13	\$4,354,800	\$334,984
46	Sabrina Phyo	Uptown Realty Group - UPUTRG	23	\$4,354,700	\$189,334
47	Katie Brown	Mike Thomas Assoc., Inc - UPMTAS	12.5	\$4,347,400	\$347,792
48	Kimberly Ward	North Eastern Group Realty - UPNOEA	23	\$4,346,540	\$188,980
49	Gabe Cerny	RE/MAX Results - NE30	6	\$4,317,000	\$719,500
50	Monte Stevenson	Anthony REALTORS - UPANRE	10	\$4,288,400	\$428,840
51	Brandon Schueler	Mike Thomas Assoc., Inc - UPMTAS	7	\$4,278,194	\$611,170

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2026, to April 30, 2026

#	Agent	Office	Units	Volume	Average
52	Michael Payne	Coldwell Banker Real Estate Gr - UPRWGR05	11	\$4,144,401	\$376,763
53	Tyler Jackson	CENTURY 21 Bradley Realty, Inc - UPBRAD	16	\$4,080,600	\$255,037
54	Bradley Stinson	North Eastern Group Realty - UPNOEA	12	\$3,969,615	\$330,801
55	Lacey Caffee	Ideal REALTORS - UPREID	11	\$3,936,079	\$357,825
56	Emily Cary	Keller Williams Realty Group - UPKEPR	10.5	\$3,908,999	\$372,285
57	Andrea Gates	Coldwell Banker Real Estate Gr - UPRWGR09	15	\$3,879,700	\$258,646
58	Joyce Swartz	Coldwell Banker Real Estate Gr - UPRWGR09	11	\$3,869,500	\$351,772
59	Melissa Jagoda	Mike Thomas Associates, Inc. - UPMTAS03	14	\$3,807,825	\$271,987
60	Heather Sanders	eXp Realty, LLC - UPEXPR	10	\$3,782,400	\$378,240
61	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	13.5	\$3,739,500	\$277,000
62	Lauren Stangland	Keller Williams Realty Group - UPKEPR	13	\$3,708,600	\$285,276
63	Brandon Steffen	Steffen Group - UPSTEF	12	\$3,598,050	\$299,837
64	Heather Culler	Mike Thomas Associates - NE344	10	\$3,566,600	\$356,660
65	Michelle Sinn	Coldwell Banker Real Estate Gr - UPRWGR09	11	\$3,505,802	\$318,709
66	Keri Garcia	Mike Thomas Assoc., Inc - UPMTAS	4	\$3,498,900	\$874,725
67	Tyler Dohner	CENTURY 21 Bradley Realty, Inc - UPBRAD	11.5	\$3,423,860	\$297,726
68	Heidi Haiflich	North Eastern Group Realty - UPNOEA	7	\$3,411,399	\$487,342
69	Leah Marker	Mike Thomas Assoc., Inc - UPMTAS	6	\$3,372,300	\$562,050
70	Wendy France	CENTURY 21 Bradley Realty, Inc - UPBRAD	11	\$3,358,350	\$305,304
71	Manish Sharma	Coldwell Banker Real Estate Gr - UPRWGR05	4	\$3,338,548	\$834,637
72	Miguel Guzman	CENTURY 21 Bradley Realty, Inc - UPBRAD	12	\$3,335,300	\$277,941
73	Kelly Werth	Mike Thomas Assoc., Inc - UPMTAS	10	\$3,326,000	\$332,600
74	Jamy Merritt	Century 21 Bradley-Lake Group - NE2209	6	\$3,320,000	\$553,333
75	Justin Walborn	Mike Thomas Assoc., Inc - UPMTAS	9	\$3,306,775	\$367,419
76	Brandy Beckstedt	Mike Thomas Assoc., Inc - UPMTAS	7	\$3,304,900	\$472,128
77	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	10	\$3,299,900	\$329,990
78	Marcus Christlieb	F.C. Tucker Fort Wayne - UPFCTU	8	\$3,248,900	\$406,112
79	Chris Dougal	Trueblood Real Estate, LLC. - UPTBRE	7	\$3,143,000	\$449,000
80	Son Huynh	CENTURY 21 Bradley Realty, Inc - UPBRAD	9	\$3,136,539	\$348,504
81	Courtney Ousley	Mike Thomas Assoc., Inc - UPMTAS	9	\$3,130,100	\$347,788
82	Paula Albright	Wible Realty - UPWIBL	6	\$3,128,390	\$521,398
83	Billie Shively	eXp Realty, LLC - UPEXPR	15	\$3,115,500	\$207,700
84	Stacia Ellington	Keller Williams Realty Group - UPKEPR	12	\$3,105,899	\$258,824

#	Agent	Office	Units	Volume	Average
85	Ashley Davidson	CENTURY 21 Bradley Realty, Inc - UPBRAD	12	\$3,077,670	\$256,472
86	Jared Kent	Anthony REALTORS - UPANRE	10	\$3,065,000	\$306,500
87	Nanette Minnick	RE/MAX Results - UPREMX01	10	\$3,060,900	\$306,090
88	Michael Howard	Hosler Realty Inc - UPHSRT	3	\$3,060,000	\$1,020,000
89	Randy Harvey	Coldwell Banker Real Estate Gr - UPRWGR06	14	\$3,058,200	\$218,442
90	Ian Barnhart	Coldwell Banker Real Estate Gr - UPRWGR05	9	\$3,053,000	\$339,222
91	Valarie Bartrom	Mike Thomas Assoc., Inc - UPMTAS	9	\$3,027,100	\$336,344
92	Kay Young	ERA Crossroads - KO128	10	\$3,014,800	\$301,480
93	Samantha Mason	CENTURY 21 Bradley Realty, Inc - UPBRAD	12	\$2,996,350	\$249,695
94	Andrew Morken	Morken Real Estate Services, I - UPMRSI	11	\$2,993,300	\$272,118
95	Nicholas Huffman	Steffen Group - UPSTGR	12	\$2,957,500	\$246,458
96	Matthew Donahue	CENTURY 21 Bradley Realty, Inc - UPBRAD	14	\$2,955,900	\$211,135
97	Nathaniel Scalf	Shawver Auctioneering & Real Estate - UPSARE	6	\$2,937,000	\$489,500
98	Anthony Isa	RE/MAX Results - NE30	8.5	\$2,906,500	\$341,941
99	Kenson Dhanie	Mike Thomas Assoc., Inc - UPMTAS	10	\$2,887,400	\$288,740
100	Jackie Clark	Coldwell Banker Real Estate Gr - UPRWGR09	9.5	\$2,878,500	\$303,000

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