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Terrance Perkey **56** COVER STORY

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Amy Moore



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

We know we are a trusted voice within the real estate

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

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

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

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



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The RPA Gala

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There was a moment this past year when it hit me. We were standing in a room that used to feel big... and suddenly it didn't anymore.

Not because anything was missing. Because everything had grown.

What started as the REMMYS, a celebration of a single market, has turned into something far bigger than we ever imagined. One city became a handful. A handful became dozens. And now, 150 markets across the country are telling the same story. Agents building businesses, relationships, and lives worth celebrating.

At some point, the name had to catch up to the movement. That is why the REMMYS are becoming the RPA Gala. The Real Producers Awards.

Same heart. Bigger stage.

On June 3, we gather again in Indianapolis. And this year, it is not just about a few winners on a stage. Every

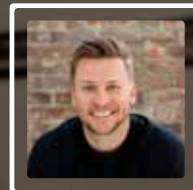
agent who receives the magazine will be recognized. Every story matters. And those featured in 2025 will have the opportunity to take home additional honors that represent the very best of what this community stands for.

If you have never been, it is hard to explain. The room is filled with the top agents in the city, yes. But more than that, it is filled with belief. The kind that reminds you what is possible when the right people get in the same room.

And there is something deeper at work too. Every dollar raised goes toward fighting human trafficking. Celebration with purpose.

We expect a full house. In fact, this may be the last year the Scottish Rite can hold us.

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Amy Moore

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

A. It wasn't something that I always knew I wanted to do. Before getting into real estate, I was a portrait photographer while raising my children, which allowed me to work part-time and keep my priority with them. I loved photography, but I also knew that I wanted something more. What I loved most about photography was being a part of people's huge life moments - milestones like weddings, babies, graduations. I loved cheering people on through some exciting seasons of their lives. Looking back, I can see the connection between the two careers. We bought our home in 2019 and I started to think it could be a great

fit for me. I really loved the hunting and dreaming up what a space could become. That's when I started thinking, how fun would it be to help others do that too? The actual decision didn't happen until life opened up a little more once we were a few years out from the pandemic. My kids were both in school and I finally had the time to focus on something outside the home. I was ready for change but not tied to a 9-5 office work schedule, so I could be at every event/game/school pick up that I could. That flexibility of real estate was a huge part of what drew me in. Finding my brokerage, Ferris Property Group, really sealed the deal for me. They lead with family first and made the leap easier to take.





Q. What makes your business different from others?

A. I'd say I'm pretty intentionally chill in how I run my business. I'm not here to push decisions - I'm here to guide with honesty, compassion and clarity. Buying a house is stressful, so my goal is simple: make the process feel easier, more manageable, and maybe even fun!

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

A. Be prepared - it's a long game. Getting started can feel intimidating, and success doesn't happen overnight. It takes time to build relationships, trust and momentum. It's truly a long game, but if you're willing to stay committed, the payoff does come. Just as important is finding a brokerage that actually supports you. Having people who will answer questions, share ideas, and genuinely cheer you on makes a huge difference. This industry can feel really isolating if you're trying to figure it all out on your own. I know I wouldn't still be in the business without the coaching, collaboration, and support from my brokerage.

Q. What has contributed to your quicker success?

A. I don't really approach this as a sales job. I know that's what real estate is at its core, but I see myself more as a resource and guide for my clients. My



goal is to help them get what they want out of the process while building real trust along the way. For most people, this is one of the biggest decisions they'll ever make - so I never put myself ahead of that. I try to stay true to who I am, not take things too seriously, and genuinely focus on taking care of people. I think that's a big part of why my clients have had a positive experience working with me.

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

A. I really enjoy helping others, building trust and friendships. Being apart of what is typically a huge accomplishment and celebrating with them, that's really where it's at for me. I pride myself on being authentic with clients and colleagues.



Q. How do you define success?

A. I define success as happiness. It's having time for the fun stuff - concerts, music, meaningful friendships and real experiences with my family. My job is important, but I see it as a way to fuel the life I actually want - not something to take me away from it.

Q. What about your family life today?

A. I've been happily married for 16 years and have two amazing kids - one ready to graduate high school and one in middle school. We've also have a golden retriever named Hazel and four very opinionated cats. It's a full, busy home, but they're my biggest motivation and the reason I do what I do.

Q. What other interests do you have?

A. I am a huge music lover and love going to concerts whenever I can. I'm also really passionate about animals and have fostered over 40 cats and kittens through ARPO Rescue. While I don't always have fosters at home, I still try to stay involved and support in other ways. I also love reality TV and spending time with my friends and family. And when I have the time, I love getting creative! Whether it's macramé, cake decorating, home decorating, or even just sitting down to build a Lego set.



I define success as happiness. It's having time for the fun stuff - concerts, music, meaningful friendships and real experiences with my family.

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KYLE KNIGHT

BY KELSEY RAMSEY
PHOTOS BY KELLY KLEMMENSEN

FAILURE AS A FOUNDATION

Kyle Knight does not define his career by titles alone, even though his role carries significant responsibility. As Stewart Title's Indiana Operations Manager, he oversees all of the company's activities across the state, guiding teams, strengthening partnerships, and helping ensure transactions move smoothly from start to finish. For Knight, the work is about something deeper than operations. It is about people and the trust they place in the process.

Real estate first drew him in because of its human element. Each closing represents far more than paperwork. It represents a life transition, a financial commitment, and often a dream in motion. "Every transaction represents someone's home, their future, and often a big leap of faith," Knight says. That perspective has shaped

how he approaches both leadership and service.

Knight did not initially set out to build a career in title services. He describes his entry into the industry as unexpected, but over time he came to see his work as part of a larger purpose. Rather than focusing only on the industry itself, he believes the value lies in the impact it creates. This mindset has helped him stay grounded while building a successful career in a field that often works behind the scenes.

That perspective traces back to his upbringing. Knight was raised in a family deeply rooted in ministry, where serving others and building meaningful community were everyday priorities. Watching his parents invest in people left a lasting impression, and those lessons continue to influence him today.



“Relationships and community are not optional, they are the point,” he says. It is a philosophy that shows up in nearly every aspect of his leadership style.

At Stewart Title, Knight has worked to build a culture that reflects those values. While the company benefits from national resources and global reach, his focus in Indiana is highly local and relational. He emphasizes training, coaching, and practical tools, ensuring his team is equipped to deliver an experience that is secure, efficient, and client centered. The goal is to make the closing process simple and safe while giving partners confidence every step of the way.

That sense of partnership is essential to Knight. Rather than positioning Stewart Title as just another vendor, he wants clients and real estate professionals to feel supported by a dependable team. Clear communication, early problem solving, and ownership throughout the transaction are all part of that

commitment. In a fast moving market, he believes consistency and accountability matter just as much as speed.

Knight is also candid about the role adversity has played in his success. Rather than crediting his growth solely to victories, he points to the lessons learned through failure. “Honestly, failure has been the biggest reason for my success,” he says. Those setbacks taught him not only what does not work, but also what kind of success is not worth pursuing.

They also reshaped how he views independence. Knight learned that relying entirely on himself often limited both his leadership and his personal growth. Instead, he found greater strength through faith, accountability, and community. “I am at my best when I am grounded, accountable, and surrounded by people who sharpen me,” he says. That mindset has become central to how he leads his team and structures his life.



Two principles consistently guide Knight's work. The first is purposeful relationships. The second is action. He believes results come from clarity, ownership, and follow through, not just good ideas. This practical and forward moving mentality has helped him create momentum in both team development and market growth across Indiana.

For Knight, success is measured less by personal recognition and more by outcomes for others. It looks like clients feeling protected, partners feeling supported, and team members growing into stronger and more capable professionals. At the same time, he believes success is also about character, who people become throughout the process and how they help others succeed along the way.

The most fulfilling part of his work is seeing that transformation happen firsthand. Knight is deeply motivated by helping others grow beyond what they initially believed possible. Whether through coaching, mentoring, or setting clear expectations, he enjoys creating environments where initiative, ownership, and development are the norm.

Outside of work, Knight's priorities are centered on family. He speaks about his wife and children with genuine gratitude, describing himself as “the luckiest guy.” He and his wife are raising three children, Addie, Silas, and Hudson, and their household also includes their dog Indy and an outdoor cat named Kevin.

Earlier in life, Knight was drawn to adventure and physical challenges. Trail running, cycling, and rock climbing once filled much of his free time. While he still values pushing himself, injuries and the realities of family life have shifted his perspective. These days, his priorities are less about adrenaline and more about being intentional and present with the people who matter most.

That same intentionality shapes how he manages balance. Rather than chasing perfection, Knight focuses on being deliberate with his time and energy. One practice that has been especially meaningful is carving out regular time for reflection and personal development, something he calls intentional silence. It gives him space to reset, think clearly, and lead with greater conviction.

Looking ahead, Knight remains focused on building something that lasts. His vision for Stewart Title in Indiana is centered on long term growth, stronger relationships, and continued investment in people. “I am here for the long game,” he says, reflecting his commitment to both the company and the community he serves.

Underlying it all is a belief that achievement alone is not enough. Tools like strategy, intellect, and execution are valuable, but only when connected to a greater purpose. For Knight, that purpose remains clear. Invest in people, strengthen community, and create meaningful outcomes that extend far beyond the closing table.



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Rising Star Panel

It was a packed house for the April 'Spring Break edition' of the Real Producer Masterclass today celebrating Rising Stars Mya Williams, Nick Ireland, and Jordin Wirth. We also love hearing from the very inspirational Zac Hill to kick the morning off.

A few takeaways:

- People don't know you are a new agent and likely won't know, if you are confident.
- Get a coach if you are serious about your business
- Be present and consistent on social media. You can pick up a client every week if you are good.
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BUILDER-GRADE WINDOWS

What We're Seeing in 15+ Year-Old Homes

In the course of thousands of inspections across our team, one pattern shows up consistently: by the time a home reaches 15 years of age, the original “builder-grade” windows are often approaching the end of their practical service life.

For agents and homeowners alike, understanding what this means, and how to advise clients, is critical.

“Builder-grade” isn’t an official classification, but in production construction it typically refers to windows selected to meet minimum code requirements while controlling cost. These units are functional and appropriate at the time of construction, but they are not generally designed for long-term durability.

Across our inspections, we routinely observe the same progression of issues as these windows age. Common findings include failed sash balances that prevent windows from staying open, fogging

between panes from failed thermal seals, brittle or cracked vinyl frames, and worn weatherstripping or latch mechanisms. By themselves, these may appear to be minor defects. Together, they often point to broader system aging rather than isolated problems.

From an inspection standpoint, this distinction matters.

When a window has a single, isolated issue—such as a balance failure or worn hardware—and the frame and glass remain in good condition, repair can be a reasonable and cost-effective option. This is more commonly the case in newer homes or where overall window condition has been well maintained.

However, once multiple issues are present—especially in homes around 15 years or older—we are typically no longer looking at a simple repair scenario. Instead, we are seeing the natural decline of the window as a

system. In these cases, addressing one component often does not prevent continued issues elsewhere.

Frame condition is a key factor in our evaluation. Vinyl that has become brittle, warped, or cracked cannot be effectively repaired. Similarly, when seal failure is widespread and multiple windows show fogging, replacing insulated glass units alone can become inefficient compared to full window replacement.

For real estate agents, this is an important conversation point during transactions. Windows in this condition may not always rise to the level of a “major defect,” but they can represent a meaningful upcoming expense for buyers. Setting expectations early helps avoid surprises during negotiations and after closing.

Homeowners often ask whether replacing windows will simply restart

the same cycle. In our experience, that depends heavily on the quality of the replacement product and installation. Installing another low-cost window may lead to a similar lifespan. Higher-quality windows, combined with proper installation practices, can significantly extend service life and improve performance.

The key takeaway from an inspection perspective is this: builder-grade windows should be viewed as components with a finite lifespan. By 15–20 years, many are transitioning from repairable items to candidates for replacement—not because of a single defect, but because of cumulative wear across the entire system.

Our role is to help clients understand where they are in that lifecycle, so they can make informed decisions—whether that means budgeting for repairs in the short term or planning for replacement in the near future.



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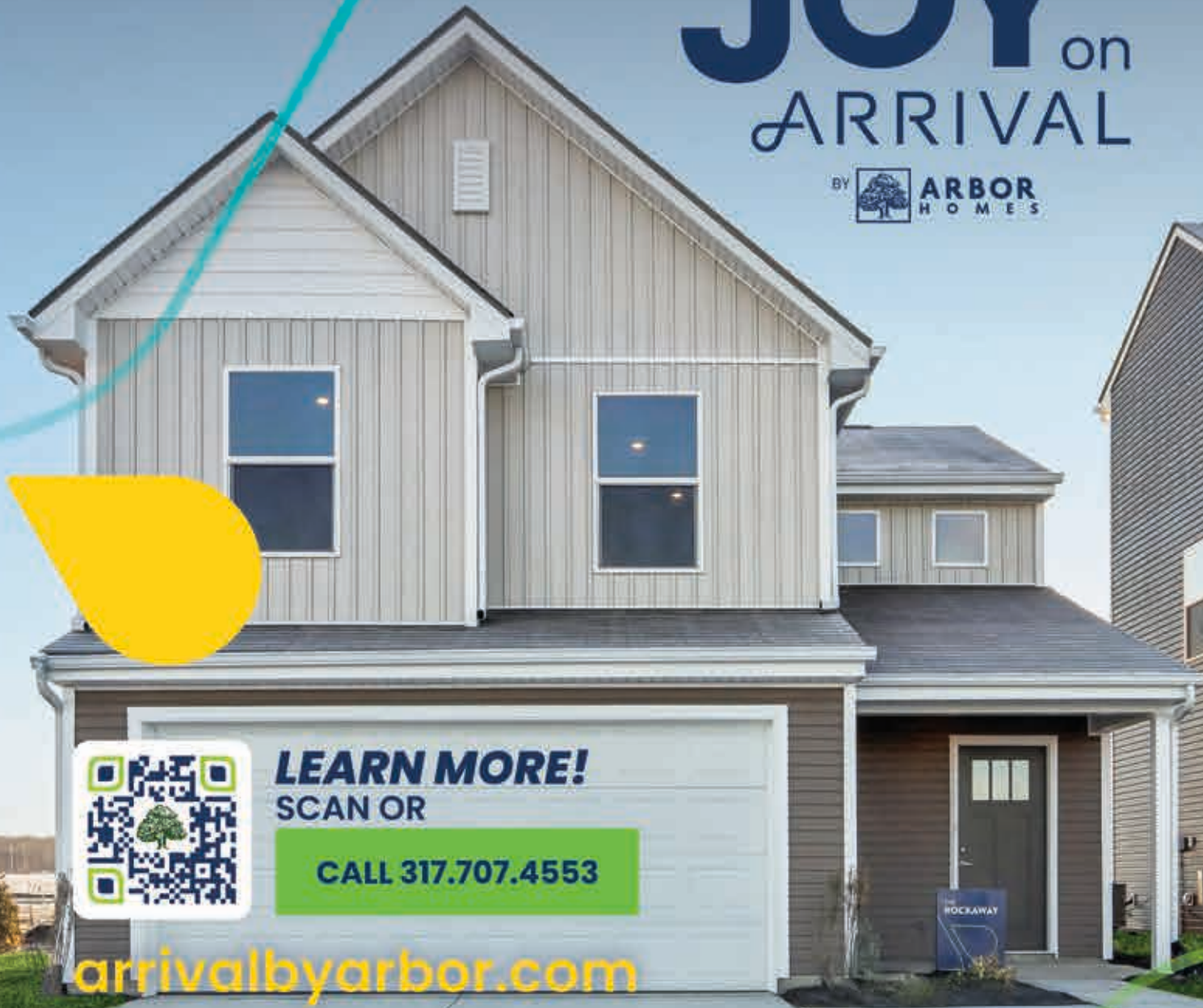
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Laura Waters & Leyton Wellbaum

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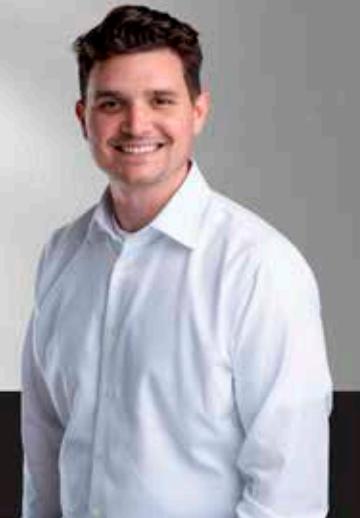
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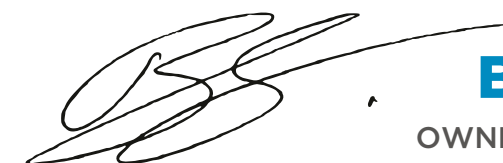
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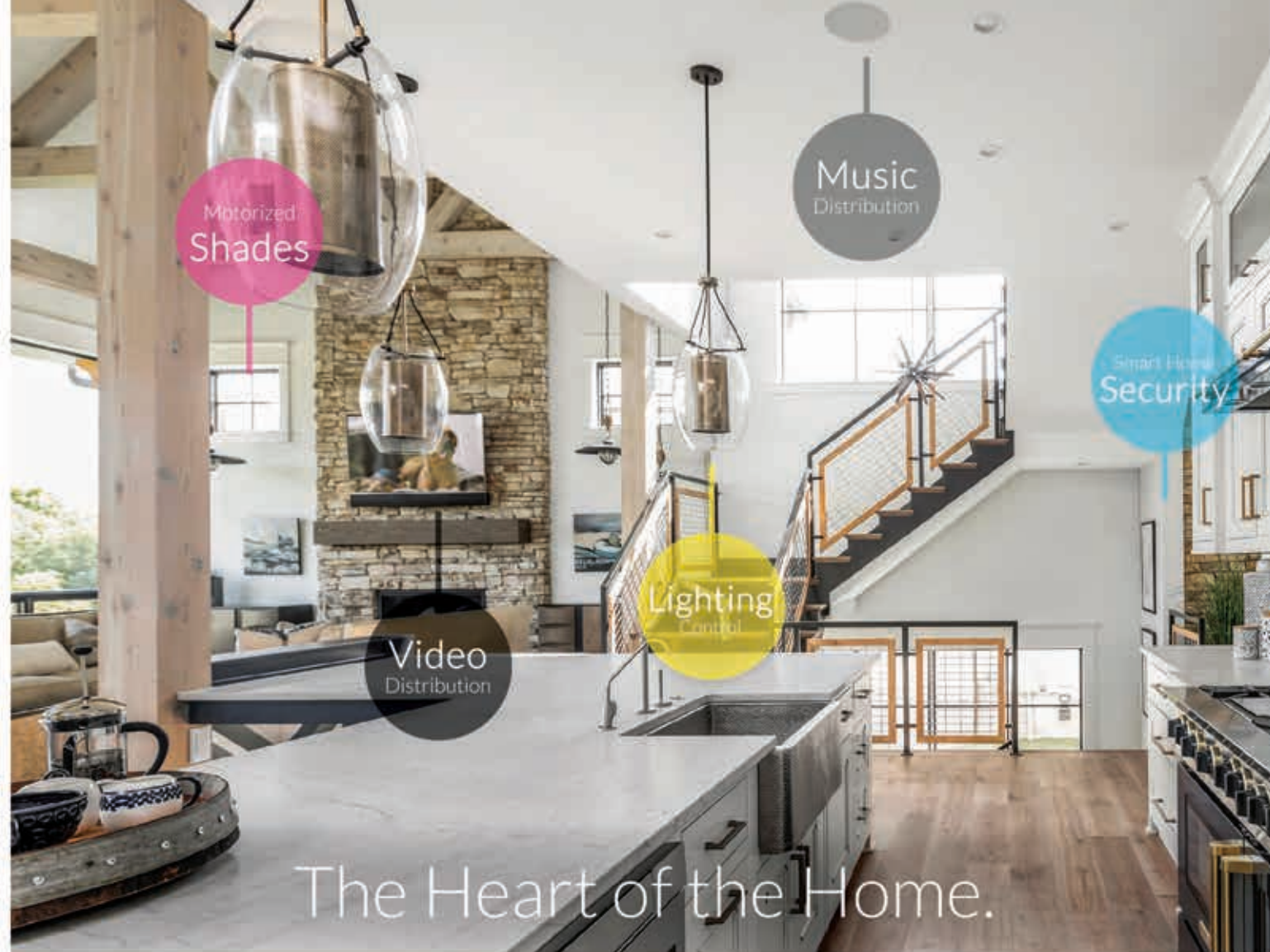


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TERRANCE PERKEY

**A DRIVE
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BY KELSEY RAMSEY • PHOTOS BY KELLY KLEMMENSEN

Terrance Perkey's story begins in a small corner of northern Indiana, in Jimtown near Elkhart, where life was simple, competitive, and rooted in family. From early on, there was a drive in him that pushed him to compete, improve, and ultimately win. That mindset followed him into every stage of life, though it would be shaped by experience, faith, and relationships along the way.

His journey brought him south to attend Anderson University, where he earned a Bachelor of Arts in Marketing with a minor in Management. He admits he almost did not finish, tempted by the idea of becoming an entrepreneur who skipped graduation. But his wife, Hannah, encouraged him to see it through. As Terrance puts it, "I thought it would be fun to be one of those entrepreneurs who never finished school, but my wife insisted I just needed to finish." That moment reflects his personality well. He is driven, but grounded by the people he trusts.

After college, Terrance and Hannah settled in Noblesville because of her job. Their first home purchase became a pivotal experience. With the help of a trusted realtor, they bought a house in downtown Noblesville for under one hundred thousand dollars during a time when government incentives made buying especially attractive. That experience quietly introduced him to an industry that would later define his career.

Before real estate, Terrance owned a car customization business where he and his team handled everything from sound systems to





full restorations. They worked on hot rods, boats, planes, and buses. It was demanding, hands on work with long hours and constant responsibility. But it gave him something invaluable. It connected him to people. Those relationships would later fuel his real estate success.

Over time, he realized it was not the technical work he loved most. It was the people, the conversations, and the deals. Selling came naturally. His mom used to joke he could sell ice to anyone. Real estate became the perfect fit. "I love to sell. I love the negotiations, the relationships, and I love winning," he says. More importantly, it allowed him to focus on guiding people instead of perfecting a product.

Terrance's life has also been shaped by deeply personal experiences. He is adopted, and navigating relationships with both his biological and adopted families gave him a strong sense of perspective and gratitude. Growing up



with three adopted brothers close in age created a highly competitive environment. Sports, especially wrestling, became an outlet and a training ground for discipline. He was not always the most naturally talented, which forced him to develop mental toughness and a strong mindset that still drives him today.

Faith has played a defining role as well. After losing a classmate in high school, his focus shifted toward God. That foundation deepened through college, working at a faith based summer camp, and continued involvement in church. Today, his guiding principle is simple. "God over self." It is a mindset that influences how he approaches both life and business.

That blend of competitiveness and humility defines his path. Terrance wants to succeed at a high level, but he is equally focused on surrendering pride along the way. For him, winning is not just about results. It is about purpose.

“
I love to sell. I love the negotiations, the relationships,
and I love winning.”



In real estate, that purpose shows up in service. The most rewarding part of his business is helping people through major life transitions. Whether it is a first time buyer, a family relocating, or someone downsizing after loss, he understands the emotional weight behind every move. "Helping people is everything," he says. "Helping them find a home, build wealth, or navigate change." He values the trust clients place in him and takes pride in being a long term resource in their lives.

One early experience confirmed he was in the right place. During his first transaction, his clients trusted him enough to sign a blank purchase agreement. For Terrance, that level of trust was both humbling and motivating. "I knew right then this was where I was supposed to be," he recalls.

Like any driven person, he has faced challenges. He openly shares that he has obsessive tendencies, which can lead to unhealthy patterns if unmanaged. Instead of ignoring that, he has learned to channel it into discipline. Structured routines, consistent workouts, intentional family time, and even completing over fifty three thousand push ups in a year reflect that focus. "As a disciplined and surrendered version of myself, I feel like there's nothing I can't accomplish," he says.

What sets Terrance apart is his role as a connector. He is known for being someone who always has the right person to call. Whether it is a contractor, financial advisor, or general life advice, he enjoys helping people find solutions through his network. It reflects his belief that success is about creating value for others, not just personal achievement.

When asked about the biggest reason for his success, his answer is immediate. "God. That's it." He credits his faith for opening doors, guiding decisions, and providing opportunities beyond his own efforts.

Family remains central to everything he does. Hannah is both his partner in life and business, leading their



team alongside him. Together they are raising their daughters, Skye and Allie, with a focus on faith, adventure, and time together. They enjoy trips to Brown County and summers in Minnesota, along with camping, hiking, and hosting friends at home. Terrance also enjoys a bit of competition, especially during family game nights.

Looking ahead, Terrance is focused on building a legacy of impact. He wants to be remembered as someone who helped others and gave generously. "I want

people to feel like I was always willing to help," he says. He is also passionate about building wealth through real estate investments to create opportunities for his family's future.

For those entering the industry, his advice is simple and direct. "Come from a place of contribution." Serve people well, build real relationships, and stay consistent. Because in Terrance Perkey's world, success is not just about winning deals. It is about serving others and trusting that the results will follow. ▀



“ As a disciplined and surrendered version of myself, I feel like there's nothing I can't accomplish.”



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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to April 30, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Allen Williams	Berkshire Hathaway Home	37	31	68	\$42,859,815
2	Mike Deck	Berkshire Hathaway Home	18	26	44	\$42,543,781
3	Matt McLaughlin	F.C. Tucker Company	30	22	52	\$38,930,790
4	Justin Steill	Berkshire Hathaway Home	38	22	60	\$37,713,843
5	Bif Ward	F.C. Tucker Company	17	10	27	\$30,594,690
6	Andrea Kelly	Encore Sotheby's International	5	5	10	\$24,194,000
7	Carrie Holle	Compass Indiana, LLC	11	8	19	\$23,123,000
8	Lindsey Smalling	Highgarden Real Estate	35	40	75	\$22,997,616
9	Stephanie Evelo	Keller Williams Indy Metro NE	25	23	48	\$20,963,439
10	Stephen Clark	Compass Indiana, LLC	13	18	31	\$20,582,974
11	Laura Turner	F.C. Tucker Company	18	25	43	\$19,976,038
12	Sean Daniels	Daniels Real Estate	15	20	35	\$15,905,036
13	Michelle Chandler	Keller Williams Indy Metro S	25	21	46	\$15,896,400
14	Jennil Salazar	Compass Indiana, LLC	13	5	18	\$15,842,400
15	Scott Hackman	CENTURY 21 Scheetz	6	7	13	\$14,854,740
16	Matt King	F.C. Tucker Company	9	9	18	\$14,709,268
17	Derek Gutting	Keller Williams Indpls Metro N	12	12	24	\$14,299,842
18	Lora Reynolds	Epique Inc	17	45	62	\$14,185,390
19	Chris Schulhof	RE/MAX Realty Services	8	7	15	\$13,576,000
20	Robbin Edwards	Encore Sotheby's International	4	10	14	\$13,338,550
21	Jana Caudill	eXp Realty, LLC	21	18	39	\$13,170,665
22	Chad Renbarger	Mossy Oak Properties	8	9	17	\$13,159,110
23	Drew Wyant	1 Percent Lists Indiana Real Estate	34	11	45	\$13,064,575
24	Brigette Nolting	RE/MAX Real Estate Prof	9	10	19	\$12,737,300
25	Mary Wernke	Encore Sotheby's International	5	6	11	\$12,165,000
26	James Robinson	eXp Realty, LLC	3	12	15	\$11,807,242
27	Laura Waters	Highgarden Real Estate	16	16	32	\$11,753,730
28	Steve Lew	Steve Lew Real Estate Group, LLC	18	20	38	\$11,548,299
29	Patrick Watkins	Mike Watkins Real Estate Group	16	19	35	\$11,411,921
30	Will Lonnemann	F.C. Tucker Company	13	17	30	\$11,155,903
31	Heather Upton	Keller Williams Indy Metro NE	21	20	41	\$10,994,305
32	Lisa Grady	McColly Real Estate	22	4	26	\$10,796,200
33	Brian Wignall	F.C. Tucker Company	11	16	27	\$10,723,777

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Tiffany Dowling	Keller Williams Preferred Real	17	10	27	\$10,645,700
35	Basim Najeeb	Keller Williams Indy Metro S	4	26	30	\$10,435,769
36	Jeffrey Cummings	RE/MAX Complete	17	9	26	\$10,269,700
37	Eric Forney	Keller Williams Indy Metro S	19	16	35	\$10,235,564
38	Michelle Renninger	Brokerworks Group	16	7	23	\$10,168,527.81
39	Samuel Arce	F.C. Tucker Company	5	4	9	\$10,044,899
40	Jeff Kucic	Engel & Volkers	5	3	8	\$9,939,881
41	David Brenton	DAVID BRENTON'S TEAM	20	14	34	\$9,912,010
42	Gurvinder Gill	CENTURY 21 Scheetz	10	5	15	\$9,859,999
43	Joshua Carpenter	Trueblood Real Estate	10	13	23	\$9,817,195
44	Kristian Gaynor	F.C. Tucker Company	7	9	16	\$9,802,886
45	Jennifer Goodspeed	Keller Williams Indpls Metro N	10	14	24	\$9,608,485
46	Erika Frantz	Berkshire Hathaway Home	10	9	19	\$9,483,427
47	Garrett Brooks	United Real Estate Indpls	22	2	24	\$9,410,232
48	Carl Vargas	F.C. Tucker Company	8	12	20	\$9,282,717
49	Corina Jones	Your Home Team	15	18	33	\$9,210,700
50	Dawn Veness	McColly Real Estate	8	4	12	\$9,197,727

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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to April 30, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Danielle Robinson	F.C. Tucker Company	11	10	21	\$9,180,000
52	Peter Stewart	Keller Williams Indpls Metro N	22	18	40	\$9,093,680
53	Patrick Tumbarello	F.C. Tucker Company	9	10	19	\$9,067,300
54	Tony Janko	Janko Realty Group	18	8	26	\$9,033,000
55	Raymond Habash MS	F.C. Tucker Company	7	17	24	\$8,934,800
56	Rochelle Perkins	Garnet Group	35	0	35	\$8,920,600
57	Nicholas Laviolette	Compass Indiana, LLC	4	8	12	\$8,854,000
58	Jeff McCormick	McCormick Real Estate, Inc.	14	32	46	\$8,825,382.32
59	Cheryl Bonin	CHERYL Real Estate Services, L	5	6	11	\$8,787,700
60	James Embry	Keller Williams Indpls Metro N	7	6	13	\$8,624,363
61	Renee Peek	F.C. Tucker Company	7	12	19	\$8,605,900
62	Christina Harber	Blackrock Real Estate Services	4	1	5	\$8,569,000
63	Sara Denig	Keller Williams Indpls Metro N	11	4	15	\$8,527,600
64	Tina Smith	CENTURY 21 Scheetz	6	4	10	\$8,481,000
65	Daniel Walstra	Countryside Realty	19	7	26	\$8,467,475
66	Manuel Hernandez	Simplify Your Move! Realty Inc	12	11	23	\$8,405,400
67	Andrew Prince	CENTURY 21 Scheetz	3	12	15	\$8,277,276

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Jake Stiles	Coldwell Banker Stiles	16	8	24	\$8,242,400
69	Myra Mitchell	Better Homes and Gardens Real	15	4	19	\$8,214,150
70	Kerolos Sarofem	HSI Commercial & Residential Group, Inc	9	13	22	\$8,182,000
71	Sena Taylor	Berkshire Hathaway Home	6	7	13	\$8,130,119
72	Julie Elisha	McColly Real Estate	6	6	12	\$8,119,699
73	Whitney Strange	Keller Williams Indy Metro NE	7	12	19	\$7,997,134
74	Kathryn Keller	Compass Indiana, LLC	6	6	12	\$7,988,900
75	Drew Schroeder	eXp Realty, LLC	6	7	13	\$7,940,234
76	Paul Boyter	McColly Real Estate	10	7	17	\$7,891,230
77	Tim O'Connor	Berkshire Hathaway Home	4	11	15	\$7,881,257
78	Dana Holt	Keller Williams Indpls Metro N	5	4	9	\$7,880,500
79	Meighan Wise	Keller Williams Indpls Metro N	9	5	14	\$7,704,685
80	Eric Vazquez	Blue Ridge Realty Group	9	3	12	\$7,666,522
81	Kyle Ingle	eXp Realty, LLC	6	7	13	\$7,614,980
82	Tracy Wright	F.C. Tucker Company	7	4	11	\$7,560,194
83	Kyle Gatesy	eXp Realty, LLC	3	11	14	\$7,551,800
84	Jamie Hall	Carpenter, REALTORS®	9	6	15	\$7,539,085
85	Jamie Boer	Compass Indiana, LLC	11	13	24	\$7,510,300
86	Mark Linder	CENTURY 21 Scheetz	10	8	18	\$7,404,139
87	Kristen Yazel	CENTURY 21 Scheetz	7	9	16	\$7,371,210
88	Scott Babb	CENTURY 21 Scheetz	9	15	24	\$7,365,900
89	Christy Cutsinger	F.C. Tucker Company	4	9	13	\$7,310,731
90	Chris Price	Keller Williams Indy Metro S	43	14	57	\$7,293,400
91	Lisa Stokes	CENTURY 21 Scheetz	11	7	18	\$7,267,665
92	Beckie Schroeder	F.C. Tucker Company	7	6	13	\$7,257,801
93	Jada Sparks Green	eXp Realty, LLC	9	4	13	\$7,257,459
94	Mark Branch	Highgarden Real Estate	11	8	19	\$7,233,800
95	Jill Johnson	CENTURY 21 Scheetz	7	7	14	\$7,155,490
96	Alexander McCormick	Ridgeline Realty, LLC	17	1	18	\$7,134,911
97	Denise Fiore	CENTURY 21 Scheetz	7	5	12	\$7,131,484
98	Trish Meier	eXp Realty, LLC	12	12	24	\$7,125,000
99	Matthew Kressley	F.C. Tucker Company	2	4	6	\$7,103,500
100	Craig Deboor	Real Broker, LLC	14	11	25	\$7,053,683

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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to April 30, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Dawn Pollard	eXp Realty, LLC	3	8	11	\$7,021,800
102	Samuel Hawkins	F.C. Tucker Company	5	1	6	\$6,984,000
103	Natalie Clayton	Maywright Property Co.	10	6	16	\$6,972,800
104	P. Aaron Starr	F.C. Tucker Company	6	6	12	\$6,963,234
105	James Smock	F.C. Tucker Company	8	7	15	\$6,952,490
106	Mark Studebaker	Trueblood Real Estate	4	14	18	\$6,936,100
107	Susan Mender	Listing Leaders MVPs	9	12	21	\$6,859,500
108	Tracy Ridings	F.C. Tucker Company	5	5	10	\$6,848,890
109	Thomas Cummings	Keller Williams Preferred Real	12	5	17	\$6,832,711
110	Steve Slavin	Coldwell Banker Real Estate Group	18	7	25	\$6,801,400
111	Chad Hess	F.C. Tucker West Central	14	7	21	\$6,790,700
112	Jeneene West	Jeneene West Realty, LLC	13	12	25	\$6,773,390
113	Stefano Belmonte	Better Homes and Gardens Real	7	20	27	\$6,755,818
114	Todd Denkman	Keller Williams Indpls Metro N	8	5	13	\$6,688,800
115	Denis O'Brien	Keller Williams Indy Metro S	14	8	22	\$6,681,600
116	Matthew Reffeitt	Keller Williams Indy Metro S	12	7	19	\$6,671,361
117	Stacy Barry	CENTURY 21 Scheetz	7	5	12	\$6,609,780

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Andy Deemer	F.C. Tucker Company	7	7	14	\$6,596,177
119	Casey Elkins	Kovener & Associates Real Esta	25	6	31	\$6,554,600
120	Scott Chain	RE/MAX Advanced Realty	9	12	21	\$6,531,912
121	Staci Woods	Keller Williams Indy Metro NE	8	10	18	\$6,522,970
122	Lori Shanahan	Compass Indiana, LLC	2	4	6	\$6,522,174
123	Shelly Walters-Cifelli	F.C. Tucker Company	3	6	9	\$6,520,500
124	Caleb Cleek	Jeff Boone Realty, LLC	12	6	18	\$6,484,825
125	Craig McLaurin	Redfin Corporation	5	13	18	\$6,443,900
126	Jordan Gallas	@properties/Christie's Intl RE	3	5	8	\$6,409,400
127	Michael Botkin	CENTURY 21 Scheetz	10	5	15	\$6,404,000
128	Judith Serocinski	Realty Executives Premier	7	12	19	\$6,403,800
129	Tina Coons	RE/MAX Real Estate Groups	25	13	38	\$6,396,200
130	Perla Palma Nunez	Keller Williams Indy Metro S	5	23	28	\$6,389,700
131	Ellen Orzeske	Compass Indiana, LLC	4	8	12	\$6,364,995
132	Chanda Johnson	Maywright Property Co.	7	5	12	\$6,362,000
133	Jennifer Shopp	Berkshire Hathaway Home	5	9	14	\$6,345,900
134	Christopher Braun	RE/MAX Real Estate Prof	3	2	5	\$6,307,270
135	Rachel Patterson	CENTURY 21 Scheetz	8	7	15	\$6,302,000
136	Brandon Smith	Whitetail Properties	14	1	15	\$6,295,905
137	Christiana Kalavsky	Berkshire Hathaway Home	6	8	14	\$6,293,500
138	Trisha Potts	RE/MAX Executives	15	9	24	\$6,287,800
139	Amy Blanton	Better Homes and Gardens Real	10	8	18	\$6,227,164
140	Amber Greene	Greene Realty, LLC	12	14	26	\$6,209,700
141	Steve Likas	McColly Real Estate	7	8	15	\$6,200,590
142	Alexander Nickla	Realty Executives Premier	11	5	16	\$6,159,178
143	Patrick Keller	CrestPoint Real Estate	9	12	21	\$6,130,349
144	Todd Ferris	Ferris Property Group	6	9	15	\$6,119,150
145	Luis Coronel	Realty of America LLC	5	35	40	\$6,105,400
146	Michelle Armstrong	Encore Sotheby's International	5	5	10	\$6,069,510
147	Kyle Williams	Compass Indiana, LLC	9	4	13	\$6,037,500
148	Tom McNulty	McNulty Real Estate Services,	8	3	11	\$6,014,212
149	Marty Dulworth	RE/MAX Real Estate Solutions	14	15	29	\$5,945,699
150	Shannon Gilbert	Keller Williams Indpls Metro N	5	6	11	\$5,939,695

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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to April 30, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Brent Wright	McColly Real Estate	10	11	21	\$5,938,091.93
152	Lisa Gaff	White Hat Realty Group, LLC	7	8	15	\$5,920,795
153	Terry Young	Red Bridge Real Estate	40	0	40	\$5,909,400
154	Eric Miller	Wright, REALTORS®	14	5	19	\$5,908,005
155	Daniel Hubbard	eXp Realty LLC	6	11	17	\$5,864,400
156	Julie Schnepf	RE/MAX Legacy	20	2	22	\$5,840,000
157	Chelsea Tarquini Noble	Berkshire Hathaway Home	9	4	13	\$5,835,900
158	Joe Everhart	Everhart Studio, Ltd.	12	7	19	\$5,813,078
159	Jason Williamson	RE/MAX Advanced Realty	5	5	10	\$5,810,000
160	Steve Silver	RE/MAX Professionals	13	11	24	\$5,809,600
161	Kelli Bastin	Compass Indiana, LLC	6	8	14	\$5,769,800
162	Martin Strother	RE/MAX Edge	2	4	6	\$5,760,000
163	Sarah Sanders	1 Percent Lists Indiana Real Estate	7	13	20	\$5,754,950
164	Heather Schaller	eXp Realty, LLC	11	6	17	\$5,742,200
165	Katrina Matheis	Ever Real Estate, LLC	7	13	20	\$5,722,700
166	Bethany Rust	Real Broker, LLC	12	5	17	\$5,691,700
167	Eric Wolfe	Prime Real Estate ERA Powered	17	9	26	\$5,663,799

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Eric Kovalak	Copper Bay Realty, LLC	13	2	15	\$5,642,789
169	Keith Albrecht	RE/MAX Elite Properties	6	4	10	\$5,609,900
170	Jennifer Marlow	Trueblood Real Estate	6	9	15	\$5,606,321
171	Ruza Jevtic	Realty Executives Premier	9	8	17	\$5,598,500
172	Erin Rothert	RE/MAX Professionals	7	6	13	\$5,568,900
173	Gina Guarino	McColly Real Estate	8	1	9	\$5,529,700
174	Lisa Meulbroek	Liberty Real Estate, LLC.	8	2	10	\$5,513,693
175	Cat Kick	Berkshire Hathaway Home	14	11	25	\$5,493,300
176	Karl Vierling	Carpenter, REALTORS®	9	7	16	\$5,482,595
177	Megan Kelly	F.C. Tucker Company	1	2	3	\$5,480,000
178	Janna Long	Janna Long Real Estate LLC	6	5	11	\$5,456,995
179	Katherine Bultema	Compass Indiana, LLC	8	3	11	\$5,451,600
180	Susan Falck-Neal	RE/MAX First Integrity	13	10	23	\$5,448,500
181	Randy Placencia	Red Bridge Real Estate	24	1	25	\$5,419,900
182	Robert Koester	Tudor Square Realty, Inc.	7	3	10	\$5,407,500
183	Jessica Kish	New Chapter Real Estate	10	6	16	\$5,357,523
184	Jodi Gheaja	Realty Executives Premier	7	6	13	\$5,331,900
185	Casley Ward Lewis	F.C. Tucker Company	2	6	8	\$5,306,900
186	Curtis Lee Whitesell	WKRP Indy Real Estate	2	0	2	\$5,300,000
187	Jerry Hanna	Highgarden Real Estate	0	1	1	\$5,295,000
188	Brenda Tovsen	Better Homes and Gardens Real	3	9	12	\$5,283,630
189	Alexis Alvey	The Brokerage Company of Indiana	3	2	5	\$5,283,096
190	Lindsay Jones	The Stewart Home Group	8	9	17	\$5,254,500
191	Starla VanSoest	BHHS Executive Realty	8	8	16	\$5,198,600
192	Stacy Grove	@properties	10	1	11	\$5,184,500
193	Nancy Stone	F.C. Tucker Company	0	2	2	\$5,175,000
194	Susie Jaskowiak	@properties/Christie's Intl RE	7	4	11	\$5,157,750
195	Amy Spillman	Compass Indiana, LLC	8	4	12	\$5,145,024
196	Tonia Dragon	Better Homes and Gardens Real	8	7	15	\$5,139,400
197	Michael Dean	Carpenter, REALTORS®	11	8	19	\$5,133,151
198	Nicole Milford	Compass Indiana, LLC	6	8	14	\$5,131,696
199	Traci Garontakos	The Agency Indy	1	3	4	\$5,098,000
200	Lori Davis Smith	Highgarden Real Estate	4	4	8	\$5,095,696

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TOP 250 STANDINGS

Teams and Individuals January 1, 2026 to April 30, 2026

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
201	Eric Heuer	RE/MAX Edge	8	5	13	\$5,092,900
202	Jonathan Steinbach	F.C. Tucker Company	4	12	16	\$5,084,300
203	Kara DeArman	F.C. Tucker Company	5	6	11	\$5,080,763
204	Patrick Daves	BluPrint Real Estate Group	15	9	24	\$5,072,299
205	Stephen Bardoczi	McColly Real Estate	5	4	9	\$5,069,900
206	Nicole Yunker	Berkshire Hathaway Home	5	4	9	\$5,056,793
207	Nicole Hanson	Advanced Real Estate, LLC	10	5	15	\$5,043,766
208	Rich Thomas	Dan Moore Real Estate Services	1	2	3	\$5,024,500
209	Claudia Forrest	Century 21 Circle	6	6	12	\$4,999,190
210	Sarah Fishburn	F.C. Tucker Company	4	15	19	\$4,998,001
211	Rob Campbell	RE/MAX Advanced Realty	2	7	9	\$4,980,700
212	Randy Wasmuth	Highgarden Real Estate	3	7	10	\$4,962,800
213	Daniel Fisher	@properties	4	5	9	\$4,961,500
214	Ryan Orr	RE/MAX Real Estate Groups	19	7	26	\$4,960,600
215	Nemanja Ostojic	Coldwell Banker - Kaiser	6	5	11	\$4,954,500
216	Jon Hirschfeld	F.C. Tucker Company	3	5	8	\$4,945,500
217	Mary Boustani	Keller Williams Indy Metro NE	4	6	10	\$4,942,937

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
218	Kristin Glassburn	@properties	6	2	8	\$4,942,700
219	Amanda Johnson	Cottingham Realty, Appraisal	5	4	9	\$4,939,800
220	Pamela Prough	Carpenter, REALTORS®	8	8	16	\$4,925,000
221	Sarah Wagner	F.C. Tucker Company	5	14	19	\$4,923,600
222	Jan Brown	F.C. Tucker Company	2	11	13	\$4,922,700
223	Nathan Pfahler	Weichert REALTORS® Cooper Group Indy	10	5	15	\$4,921,000
224	Bryan Compton	United Real Estate Indpls	2	8	10	\$4,897,500
225	Karen Maynard	McColly Real Estate	11	3	14	\$4,896,000
226	Diana McGlothlin	@properties	5	2	7	\$4,888,446
227	Dan O'Brien	Trueblood Real Estate	4	11	15	\$4,875,400
228	Lisa Thompson	@properties/Christie's Intl RE	12	4	16	\$4,863,300
229	Christi Coffey	F.C. Tucker Company	7	8	15	\$4,855,000
230	Ryan Kramer	RE/MAX Real Estate Groups	21	6	27	\$4,850,400
231	Kyle Peckinpugh	F.C. Tucker Company	3	3	6	\$4,816,400
232	Octavia Valencia	Octavia Valencia, Broker	17	0	17	\$4,810,332
233	Lauren Blake	Berkshire Hathaway Home	3	5	8	\$4,797,400
234	Lesley Sweeney	Encore Sotheby's International	5	2	7	\$4,793,700
235	Kelly Dather	Keller Williams Indy Metro NE	3	6	9	\$4,789,425
236	Jared Cowan	eXp Realty, LLC	6	7	13	\$4,778,000
237	Eric Eisenmenger	Trusted Realty Partners of Ind	9	10	19	\$4,777,685
238	Mike Scheetz	CENTURY 21 Scheetz	4	4	8	\$4,775,402
239	Gina Ramirez	Blu Nest Realty	7	5	12	\$4,768,500
240	Heather Hemphill	Key Realty Indiana	7	7	14	\$4,767,514
241	Doug Dilling	United Real Estate Indpls	4	8	12	\$4,766,500
242	Penny Dunn	CENTURY 21 Scheetz	3	4	7	\$4,765,450
243	Michael Cacovski	Century 21 Circle	7	6	13	\$4,757,311
244	Jennifer Turner	Carpenter, REALTORS®	7	6	13	\$4,755,199
245	Samantha Carver	HOME TEAM Properties	11	3	14	\$4,735,300
246	Stacey Sobczak	Compass Indiana, LLC	2	3	5	\$4,730,900
247	Beth Lyons	Keller Williams Indpls Metro N	3	3	6	\$4,721,500
248	Benjamin Jones	Compass Indiana, LLC	5	4	9	\$4,703,640
249	Arjun Dhital	Serving You Realty	6	11	17	\$4,703,390
250	Michael Felder	Keller Williams Preferred Real	9	3	12	\$4,697,700

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

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