

FT WAYNE

MARCH 2026

REAL PRODUCERS[®]



Lydia
Wolheter

From Fields to
Front Doors



Rising Star:
**RUBEN
CARRIZALES**

Partner Spotlight:
**FLOW-TECH
PLUMBING &
HEATING**

Partner Spotlight:
**NATIONAL
PROPERTY
INSPECTIONS**

Partner Spotlight:
3:16 REMOVAL

Top 100 Standings

PHOTO CRED: DUSTIN MCKIBBEN

CONNECTING. ELEVATING. INSPIRING.

Get Homes Market-Ready

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

-  home clear outs
-  painting
-  install flooring
-  landscaping
-  move out clients

Get in touch.

Mark & Carrie Snyder
Owners, Fort Wayne

260-442-7429



HOME
stretch



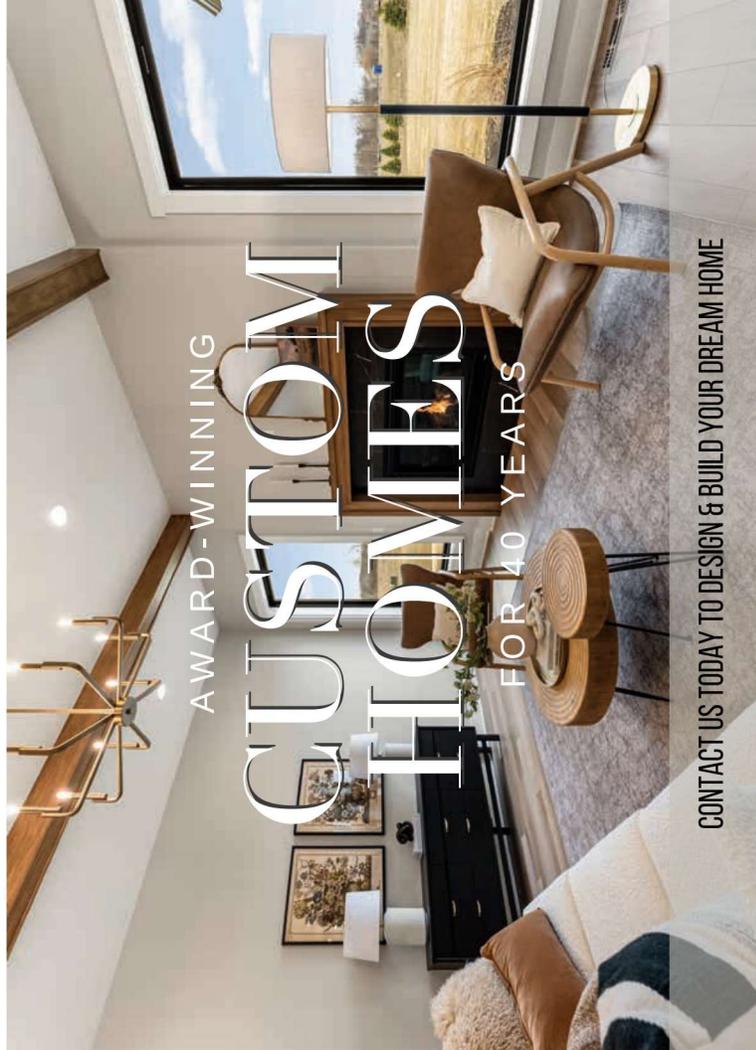
**MARCH IS FOR MADNESS ON
THE COURT, NOT IN YOUR MORTGAGE**

Bailey & Wood
MORTGAGE LENDER

**BAILEY & WOOD MORTGAGE LENDER
HAS THE PROCESS COVERED!**

855.350.HOME | WWW.BAWFG.COM

© Bailey & Wood Financial Group. All rights reserved. NMLS #3324. Equal Housing Opportunity. 200 West Street, Whitefish, WI 54984. This is not a commitment to lend. Lenders must qualify. Mortgage rates and terms are subject to change without notice. Loan not available in all states. Bailey & Wood Financial Group is not an Equal Housing Lender. For more information, call 855.350.HOME for details.



AWARD-WINNING
**CUSTOM
 HOMES**

FOR 40 YEARS

CONTACT US TODAY TO DESIGN & BUILD YOUR DREAM HOME

PROVIDING A PERSONAL CUSTOMER
 EXPERIENCE & THE HIGHEST QUALITY IN EACH
 AND EVERY BUILD FOR 3 GENERATIONS

260.486.5788 | WWW.QUALITYCRAFTEDHOMES.COM



GOLD KEY

INSPECTION SERVICES

| | | | |
|-------------------------|------------------------|-------------------------------|-------------------------|
| Radon Testing | Termite Inspections | Mold Testing | Internal Chimney Scopes |
| Sewer Line Scans | Well System Checks | Lead Paint Testing | Asbestos Testing |
| Water Testing | COMMERCIAL INSPECTIONS | MULTI-FAMILY HOME INSPECTIONS | MFD Certifications |
| RESIDENTIAL INSPECTIONS | | | |



Delivering elite inspection services to **safeguard** and **empower** investment decisions.

Contents

PROFILES



16 Flow-Tech Plumbing & Heating



24 Ruben Carrizales

IN THIS ISSUE

- 8** Preferred Partners
- 10** Meet The Team
- 16** Partner Spotlight: Flow-Tech Plumbing & Heating
- 24** Rising Star: Ruben Carrizales
- 34** Partner Spotlight: 3:16 Removal
- 42** Partner Spotlight: National Property Inspections
- 46** Cover Story: Lydia Wolhuter
- 50** Top 100 Standings



46 Lydia Wolhuter
COVER STORY

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

**REQUEST A FREE
ITEMIZED QUOTE**

260-800-3031
info@260roofing.com

Roofing • Gutters • Drywall
Flooring • Painting • Siding

260roofing.com



**Your
Pipes Need
Love Too!**

**COLD WEATHER IS
TOUGH ON PLUMBING.**



**GIVE YOUR HOME A LITTLE
FEBRUARY TLC:**

Leak + Drip Repairs
Frozen Pipe Prevention
Water Heater Checks
Sump Pump Inspections

RESIDENTIAL PLUMBING

Remodels • Installations
Gas lines • Inspection Reports

Best Contracting Plumbing Services

260-387-9664 | Nbestcontractingllc@yahoo.com



Preferred Partners

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

| | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|--|--|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|--|
| <p>AIR DUCT CLEANING/ MOLD REMOVAL DustOff Disaster Recovery (260) 600-7610 dustoffduct.com</p> <p>BUILDER D.R. Horton (260) 490-4131</p> <p>Kiracofe Homes LLC (260) 705-8700 kiracofehomes.com</p> <p>Lancia Homes (260) 489-4433 lanciahomes.com</p> <p>Prime Homes (260) 437-4866 primehomes-hw.com</p> <p>Quality Crafted Homes (260) 493-6555</p> <p>Star Homes Inc by Delegrange and Richhart (260) 755-5999 www.starhomesinc.com</p> <p>Windor Homes (260) 490-1302 mywindorhome.com</p> <p>CARPET & AIR DUCT CLEANING Carpet Masters (260) 637-8781 carpetmasterstf.com</p> <p>CLEANING & CONCIERGE Errand Angels (260) 414-2543 errandangelsf.com</p> | <p>CLIENT APPRECIATION/ CLOSING GIFTS One Hope (260) 445-6299 onehopevine.com/ myshop/judy-filler</p> <p>CUSTOM CABINETS Madison Cabinets (260) 639-3915 madisoncabinets.com</p> <p>CUSTOM KITCHENS & CABINETS The Kitchentworks of Fort Wayne (260) 657-3311 thekitchenworks.com</p> <p>CUSTOM REMODELING Rivers Edge Construction & Remodeling LTD. (260) 415-3799 riversedgeftr.com</p> <p>DECKS & FENCES Five Star Decks and Fencing (260) 444-7678 fivestardecksandfencing.com</p> <p>DENTISTRY Middleton Family Dentistry (260) 484-5136 1234 East Dupont Fort Wayne, IN 46825 middletondentistry.com</p> <p>DJ/ENTERTAINMENT SERVICES Get Up to Get Down (260) 715-2858 www.getuptogetdown.com</p> <p>EMERGENCY SERVICES Emergency Planning (260) 245-3933 safehousemapping.com</p> <p>ENTERTAINMENT / EVENTS The Fairfield (530) 513-4261 www.thefairfieldfw.com</p> | <p>FINANCIAL & INVESTMENT PLANNING Edward Jones - Daniel Friend (260) 436-5682 www.edwardjones.com/ daniel-friend</p> <p>FINANCIAL ADVISOR Northwestern Mutual (260) 413-0386 www.northwesternmutual.com</p> <p>FLOORING / CARPET 3 Kings Flooring (260) 489-4839 3kingsflooring.com</p> <p>GARAGE - FLOORING/ ORGANIZATION GarageExperts of Fort Wayne (317) 910-7361 garageexperts.com</p> <p>GRAPHIC DESIGN; LOGOS & VEHICLE WRAPS INKWORKS (260) 615-5988 INKWORKSFW.com</p> <p>HEALTH & WELLNESS/ IV INFUSIONS Vita Infusion & Kurate Aesthetics (260) 458-1263 vitainfusionllc.com</p> <p>HOME DECOR/DESIGN/GIFTS Wayne Home & Design Co. (260) 445-5484</p> <p>HOME INSPECTION Aardark Home Inspectors, Inc (800) 662-2080</p> <p>Gold Key Inspection Services (260) 463-6558</p> <p>National Property Inspections Blake & Kelly Evans (260) 705-9835 npweb.com/fortwayne</p> | <p>HOME SERVICE SPECIALIST/ HANDYMAN HOMESTretch - Fort Wayne (260) 442-7429 home-stretch.com</p> <p>HOME WARRANTY Home Warranty Inc. (260) 433-4027 homewarrantyinc.com</p> <p>HVAC SERVICES Elite Heating & Cooling (260) 489-4777 www.elitehvacfw.com</p> <p>INSURANCE Family Insurance Services (260) 490-7200 www.familyinsurancefw.com</p> <p>Goosehead Insurance (260) 494-4030 260insurance.com</p> <p>Insurance by Hand (260) 515-5592 www.insurancebyhand.com/ index.html</p> <p>Kapocius Family Insurance - Allstate (260) 305-6035 appusecanopy.com/ ckapocius-family-insurance</p> <p>LUXURY HOME BUILDER / REMODEL Maison Forme, Design+Build (260) 306-5552</p> <p>MEDIA Aligned Living Media (317) 914-8604</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage (260) 446-2224 nexamortgage.com</p> | <p>MEDICAL SPA & IV THERAPY ICRYO (330) 353-2936 cryo-fortwayne-in.com</p> <p>MORTGAGE LENDER 3Rivers Federal Credit Union (260) 399-8249 3riversfcu.org/mortgages</p> <p>Bailey and Wood Financial (260) 240-4797</p> <p>Diamond Residential Mortgage (260) 240-8669</p> <p>Everwise Credit Union www.everwisecul.com/</p> <p>First Financial Bank (260) 414-5799 www.first-online.bank/ personal/home-loans</p> <p>Go Home Loans Greg Thomas (260) 705-4000</p> <p>Hallmark Home Mortgage - Candace Smith (260) 444-8804 candaceyourmortgage advisor.com</p> <p>HMA Mortgage - Michelle Miller Michelle Miller (574) 797-0301 Mortgagesbymichelle.org</p> <p>Midwest America Federal Credit Union (260) 263-1890 www.mwafcu.org</p> <p>Nexa Mortgage</</p> |
|---|---|--|--|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|--|

Meet The Team



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



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



Dustin McKibben
Photography/Video
arthomephoto@gmail.com



Marissa Good
Content Director



Kristen Callahan
Client Care | N2 Services
(214) 856-4388 (cell or text)



Lydia Riggers
Social Media Coordinator

Have an Idea?

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



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company or its affiliates. The N2 Company and its affiliates, therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



Elevate Your Expectations. Experience the Kiracoffe Difference!

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



A one time close with local experts.

Our home loans offer local decision-making & friendly local servicing that you can trust. We provide the key to easy home ownership with an array of lending options.

- ✔ Conventional Mortgage Loans
- ✔ Home Construction Loans
- ✔ 1st Time Home Buyer Financing
- ✔ Zero or Low Down Payment Available
FHA, VA, and USDA
- ✔ Lot & Land Loans
- ✔ Unsecured Home Improvement Loans
- ✔ Adjustable Rate Mortgages

MidWestAmerica
FEDERAL CREDIT UNION



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

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





ARTHOME PHOTO

Indiana Real Estate Marketing

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



CONTACT US:



(260)254-7070



@arthomephoto



www.arthomephoto.com

Meaningful Money Conversations

From first-time homebuyers to seasoned investors, I provide financial planning that simplifies decisions and strengthens long-term security. My focus is helping clients understand their options, maximize their resources, and move forward with confidence.

I believe financial planning isn't just about numbers; it is about empowering people to make choices that support the life they want to build. Taking a relational approach to advising sets me apart, making complex concepts simple and helping clients feel understood.

Trusted Relationships. Clear Guidance. Real Solutions.
A friend who is invested in your success.



Maddison Knafel
Financial Advisor
(260) 280-5890
Maddison.knafel@mm.com

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company. For more information, please visit www.nwm.com or contact your advisor regarding Maddison Knafel, view their information at <http://maddisonknafel.nwm.com>.



GET UP TO GET DOWN ELITE ENTERTAINMENT

WEDDINGS • SCHOOL EVENTS • CORPORATE EVENTS • SPECIAL EVENTS



CALL OR VISIT
OUR WEBSITE TO
BOOK NOW!
(260) 715-2858



Meaningful Money Conversations

From first-time homebuyers to seasoned investors, I provide financial planning that simplifies decisions and strengthens long-term security. My focus is helping clients understand their options, maximize their resources, and move forward with confidence.

I believe financial planning isn't just about numbers; it is about empowering people to make choices that support the life they want to build. Taking a relational approach to advising sets me apart, making complex concepts simple and helping clients feel understood.

Trusted Relationships. Clear Guidance. Real Solutions.
A friend who is invested in your success.



Maddison Knafel
Financial Advisor
(260) 280-5890
Maddison.knafel@mm.com

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company. For more information, please visit www.nwm.com or contact your advisor regarding Maddison Knafel, view their information at <http://maddisonknafel.nwm.com>.

KURATE
by **Hayden**

A CURATED COLLECTION OF
AESTHETIC EXPERIENCES AND SERVICES
WITH 40+ YEARS OF EXPERIENCE

VITA INFUSION

Our clients with complimentary skin care treatments and complimentary consultations. Book your first treatment today!

260-437-2803
1270 COLUMBIANA RD SUITE 201
FORT WAYNE, IN 46805
www.kurate.com
www.vita-infusion.com

- Botox
- Dermaplaning
- IPL
- Morpheus8
- Diamond Glow
- Laser Hair Removal
- Microneedling
- Botox Facial
- Peels
- Weight Loss
- IV Infusions

Jill Cavahar RN, NP
Nurse-Practitioner
Ari Danesh RN
Nurse-Injector
Rebecca West RN
Nurse-Practitioner
Maddison Knafel
CEO, VITA Infusion



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



David Oyer
(260) 437-5713
NMLS# 368087



Cheryl Richey
(260) 341-0301
NMLS# 493681



Grant Sinn
(260) 494-9939
NMLS# 1973382



Renee Blessing
(260) 580-3176
NMLS# 310681



Alyssa Hatfield
(574) 253-1665
NMLS# 2125080



Madi Cook
(260) 444-7509
NMLS# 2230059

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



diamondresidential.com/fortwayne



8115-A Lima Road, Fort Wayne, IN 46818

This is not a commitment to make a loan. Programs, approval rates, fees, and loan terms are subject to loan application, credit risk, approval evaluation, and underwriting. All programs are subject to change without notice. The information provided is for informational purposes only. Diamond Residential Mortgage Corporation, 2600 Woodlawn, Fort Wayne, IN 46805. (260) 240-8669. Equal Housing Opportunity. For more information, go to www.faircredit.com or call 1-800-768-7243. Diamond Residential Mortgage Corporation is not affiliated with or acting on behalf of or at the direction of FHA, VA, USDA, Family Made, Freddie Mac, or any governmental body or agency.

THE *Flow-Tech* DIFFERENCE



PARTNER SPOTLIGHT

Service with Integrity

At the heart of every successful real estate transaction is a team of trusted professionals who understand that timing, communication, and integrity matter just as much as technical expertise. **Flow-Tech Plumbing & Heating Inc.** was built on exactly that foundation—putting people first and showing up when it matters most.

Flow-Tech Plumbing & Heating was founded out of a genuine love for helping homeowners and builders solve problems and bring their visions to life. As President **David Gareiss** explains, *“I truly enjoyed helping people with issues in their homes and loved helping them build their dream home. I saw a need for someone in my line of work to actually care enough to listen to the customer and put them first.”* From day one, the company embraced a simple philosophy—*“If we take care of the customer, we will be successful”*—a mindset that continues to guide the business today.

For real estate agents, Flow-Tech solves one of the most critical challenges in the transaction process: urgency. Plumbing or HVAC issues discovered during inspections can quickly become roadblocks, putting timelines—and deals—at risk. Flow-Tech understands how important speed and responsiveness are in these moments. As Gareiss notes, *“When someone is buying or selling a home, time is always of the essence to make sure the deal goes smoothly and everyone wins.”* Their ability to respond quickly allows agents to keep transactions moving forward without unnecessary delays to closing.

That same understanding carries into how Flow-Tech partners directly with agents. The company works closely with real estate professionals, respecting the trusted role agents play in their clients’ lives. *“We will work directly with the agent and follow their lead,”* Gareiss shares, *“because we know they are working for a client that entrusts them with one of the biggest decisions in their life.”* This collaborative approach makes Flow-Tech a seamless extension of the agent’s team.

One misconception Flow-Tech is eager to clear up is the idea that plumbing and HVAC professionals walk into homes looking to upsell. *“We don’t walk into a home looking for a way to upsell,”* Gareiss says. *“We give honest opinions and provide professional service with no hidden agenda.”* That transparency builds trust—not just with homeowners, but with agents who rely on dependable, straightforward partners.



Looking ahead, Flow-Tech continues to expand its offerings in ways that directly benefit agents and their clients. The company now provides sewer cleaning services and has introduced a plumbing retrofit department designed to deliver turnkey solutions. Whether adding a bathroom, relocating a kitchen sink, or upgrading fixtures, Flow-Tech coordinates with trusted local trade professionals to see projects through from



start to finish—simplifying the process for everyone involved.

Beyond the technical work, Flow-Tech is deeply invested in the community it serves. Gareiss finds fulfillment in seeing long-time customers stop by to share positive experiences and in building relationships that last for years. He is especially proud of creating career opportunities within the trade, watching team members grow into professionals who can provide well for their families.

Outside of work, time is spent golfing, tackling projects at home, and enjoying moments with



grandkids. Mission trips to Haiti have also played a meaningful role in shaping perspective—experiences Gareiss describes as some of the best of his life. His guiding advice reflects the company's culture: *"Put others before yourself, stay humble, and always give back to those who have helped you. When we grow together, we all win."*

For real estate agents looking for a responsive, honest, and relationship-driven partner, Flow-Tech Plumbing & Heating stands ready—helping transactions move forward and ensuring every client experience ends on a strong note.



CONTACT US!

Flow-Tech Plumbing & Heating
(260) 248-2021
flowtechpandh.com



NO-NO FOR 12 MONTHS

ON A BRAND NEW HEATING & AIR CONDITIONING SYSTEM



OR 0% INTEREST FOR UP TO 60 MONTHS OFFER THROUGH END OF NOVEMBER*

*WITH CREDIT APPROVAL AND QUALIFYING PURCHASE.

NO PAYMENTS, NO INTEREST FOR 12 MONTHS



260-248-2021 | flowtechpandh.com

Columbia City, Fort Wayne, Ligonier, Wabash & Warsaw



Made in America



SMOOTH CLOSINGS

Start Here

Choose Meridian Title



MERIDIAN TITLE
YOUR PEACE OF MIND

Ashley Robey
Commercial/Residential Account Manager
269.841.6896
arobey@meridiantitle.com

Nichole Jehl
Regional Sales Manager
260.740.4578
njehl@meridiantitle.com

Katelyn High
Account Manager
260.450.7656
khigh@meridiantitle.com

Chris Alexander
Senior Account Manager
260.246.1687
calexander@meridiantitle.com

meridiantitle.com



FROM VISION TO FINISH

with You at Every Step.

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

Visit Us or Apply for Financing Today
9030 Lime Rd, Fort Wayne, Indiana 46818
(260) 489-4839
Store hours: Monday to Friday - 9:30 am - 5:00 pm
Saturday: 9:00 am - 12:00 pm - Sunday: Closed



HELPING YOUR
NEXT PROJECT
COME TO LIGHT.

www.flyingdutchmeninc.com



COVERING ALL YOUR ASSETS



Trusted by realtors to protect homes and investments.

Talk With an Insurance Expert

260.959.8701 • david@hand@insurancebyhand.com



NEAR NORTH TITLE GROUP

LOCAL EXPERTISE NATIONAL COVERAGE

RESIDENTIAL
NEAR NORTH NOW - CONNECT
CONNECT MOBILE
FAST FUNDS

NEW CONSTRUCTION
COMMERCIAL
SECURE
QUICK QUOTES

Fort Wayne
7785 Coldwater Rd.
Fort Wayne, IN 46825
260-451-0112

SW Fort Wayne
4705 Illinois Road, Suite 100
Fort Wayne, IN 46804
260-240-4388

Columbia City
4705 Illinois Road, Suite 100
Fort Wayne, IN 46804
260-240-4388

Warsaw
7785 Coldwater Rd.
Fort Wayne, IN 46825
260-451-0112

CRYSTAL HIGH
Sales Executive
chlup@nttg.com
260-414-0648

ANDREA HENSON
Sales Executive
ahenson@nttg.com
260-224-0095

LAURA ORMSBY
Sales Executive
LOrmsby@nttg.com
260-213-3988

KASIDY BOLLINGER
Sales Executive
kbollinger@nttg.com
260-242-0897

nttg.com

Open the Door to More Opportunities

MORTGAGE LOAN ORIGINATOR
Frank Yanko
NMLS #1372863
260.414.5759
fyanko@first-online.com

Member FDIC Equal Housing Lender NMLS License ID: 260003-CA

WHERE GARAGES BECOME HIGHLIGHTS

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

GarageExperts®
High-Performance Floor Coatings Storage Solutions

CUSTOM GARAGE POSSIBILITIES START HERE
260-230-8280

Star HOMES
By Delagrang & Richhart, Inc.

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

COMMUNITIES

STAR HOMES
by Delagrang and Richhart, Inc.

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

MODEL HOMES

Facebook

Instagram

QR Code

RISING STAR

Rubén CARRIZALES

How many years have you been a real estate agent?

I have been an agent for nearly 3 years since I started in March of 2023.

What is your career volume as an agent?

My career volume is over \$8 million dollars.

What was your total volume last year?

My total volume was around \$3.65 million.

What awards have you achieved as a real estate agent?

I was awarded Presidents Club at Mike Thomas Associates for selling over \$3.5 million my second year in 2024 and will be awarded this again in 2025.

PHOTO CRED: DUSTIN MCKIBBEN



“
**IT'S OK TO BE SLOW
AND TAKE A MOMENT TO
PLAN AND CATCH UP ON
IDEAS SO THAT YOU CAN**

*market
yourself*
AND PICK UP BUSINESS.”

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

I was working at a sawmill between 50-60 hours a week Monday - Saturday and running a small commercial snow and landscape business on the side.

What are you passionate about right now in your business?

I am passionate about the ability to help others make home ownership a reality. Especially when they have misconceptions of what it takes to make this happen. In most cases it is easier than what most people think.

What has been the most rewarding part of your business?

The free time and the flexibility it offers. I can choose when to work and when not to.

What was your biggest challenge as an agent?

I would say my biggest challenge was adjusting to "downtime." Occasionally I would find myself feeling like I had to be working doing something and sometimes it's ok to be slow and take a moment to plan and catch up on ideas so that you can market yourself and pick up business.

How does real estate fit into your dreams and goals?

Real estate fits into my dreams of being my own boss. As for goals, it has helped me financially achieve many of the goals I thought would take YEARS to achieve in as little as a few months.



What is your favorite part of being a real estate agent?

My favorite part of being a real estate agent is that I have control over my own schedule when to do things. I love the freedom it creates for me.

Define success.

Success to me is when you are happy and at peace with the environment you have created around you and the decisions you have made for you and your loved ones to live a better life. To me that's success.

Tell us about your family.

My fiancé Diana and I have 3 children – 2 daughters and 1 son. My oldest daughter is 5 years old, my son will be 2 by the time my story hits the RP magazine, and my youngest daughter will be 11 months. We love to take small trips out to the Indianapolis area whenever I am not working so that we can enjoy a day or two with the kids. They are all my reasons for working hard every day.

Favorite books?

"Exactly What to Say for Real Estate Agents" by Phil Jones, Chris Smith, and Jimmy Mackin

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

Work hard to manifest a successful business. Do not be discouraged by a slow month or slow week. Real estate can be very chaotic. Plan your year out and write your goals down – this will help motivate you.

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

I want to give a special thank you to my fiancé Diana. I appreciate all the support she provides and for all her patience. I am honored to have a woman like her in my life.

Also, a special thanks to my team lead and good friend Nic Lowden – for the mentorship, coaching and support he has provided me with since the beginning of my career. And a huge thank you to Jen! For all the support she provides for us all here at Mike Thomas Associates!

Last but not least, shout out to all my clients for their support and for choosing to work with me when they did.

Le quiero dar gracias a todos mis clientes por dar me la oportunidad de ayudarles con la compra y venta de sus casas!



Luck isn't a Strategy.

Successful deals come from preparation, communication, and follow-through. GO Home Mortgage stays engaged at every stage, keeping agents informed and deals moving forward without guesswork.

This is not a commitment to lend. Qualifications apply. See representative for details.

Dependability you can plan on.



For industry accuracy, please use the following information:
 Branch Manager
 NMLS 1388839
 260.703.4000
 gr@gohomeloans.com
 gohomeloans.com



HOME MORTGAGE
 GO FROM HOUSE TO HOME.



Greg Thomas Mortgage Loan Originator
 NMLS 2181782
 260.303.4154
 ben.kelly@gohomeloans.com

FROM BREAKTHROUGH TO BOLD EXECUTION

INNER CLARITY MEETS OUTER IMPACT

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



LEVELS OF MIND

- 1. **External** - Our outer, observable actions make you successful.
- 2. **Internal** - Our inner, unobservable mind state - has the power to drive our success.
- 3. **Subconscious** - Our subconscious mind controls our actions & behaviors.
- 4. **Superconscious** - Our superconscious mind controls our destiny & our future.

© Jimmy LaRowe. All rights reserved. This content is for informational purposes only and does not constitute an offer.



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



THIS IS *Winning!*



TRADEMARK TITLE

Jessica
 Maxwell

260-414-1638

jessica@trademarktitleinc.com
 trademarktitleinc.com

Because Moves Are Hard on the Body

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



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

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



Errand Angels



YOUR 2ND YOU

RESIDENTIAL • COMMERCIAL • AIRBNB • REAL ESTATE • CLEANING • ORGANIZING • ERRANDS • CAR DETAILING

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

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



EVERY FAMILY DESERVES A SAFEHOUSE

Over 90% of homes fail fire codes.
 Let us help you protect your family with
 free safety assessments and expert guidance.



Protect What Matters Most
safehousemapping.com





MAKE EVERY LISTING LOOK ITS BEST

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

Help Your Clients Shine

260.483.3913 or 260.637.8781
carpetmasterstw.com





Lancia
H O M E S

50 YEARS
SOLID

BRING YOUR CLIENTS
home

Partner with us today.

**FINANCE
SPECIALS!**

9430 Lima Road Fort Wayne, IN 46818 260.489.4433

3:16 REMOVAL

CLEARING THE WAY



In real estate, timing, presentation, and simplicity matter. When a home needs to be cleared before listing, a closing deadline is looming, or a property needs to be cleaned out quickly after a move, having a trusted partner can make all the difference. That's exactly where **3:16 Removal** has carried out its role—helping real estate agents and their clients move seamlessly from one chapter to the next.

Founded in the spring of 2021 at the tail end of COVID, 3:16 Removal was born out of both opportunity and necessity. With families quarantined at home and taking on long-overdue cleanouts, the need for professional junk removal became increasingly clear.

"We saw a need for junk removal when everyone was quarantined, and everyone was cleaning out their houses," says CEO **Killian Miller**. "That's where it all started."

What began as a solution to a growing problem quickly evolved into a trusted service for real estate professionals who needed speed, reliability, and simplicity.

A Seamless Solution for Agents and Clients

At its core, 3:16 Removal exists to eliminate friction during transitions—especially those tied to buying, selling, or moving. For agents, that means fewer obstacles between preparing a property and getting it market-ready.

"We help real estate agents and their clients with a seamless

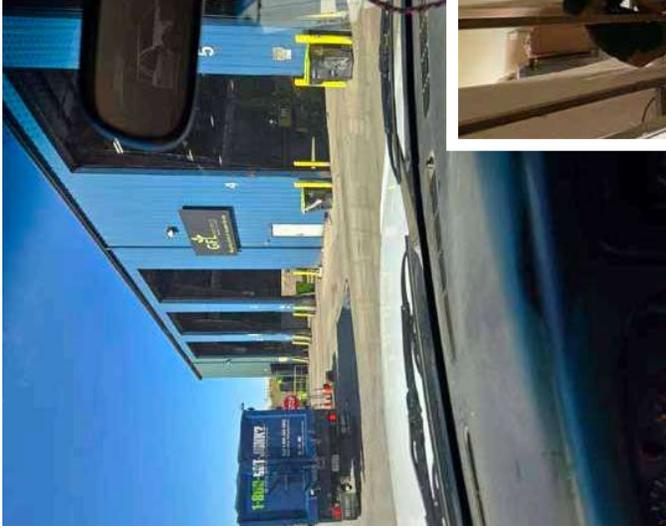
transition from moving to selling or buying by removing any unwanted items or eyesores from their property," Miller explains.

The process is intentionally simple. Agents don't need to coordinate multiple vendors or manage on-site logistics. One call, a few details, and access to the property is all it takes.

"All we need are the details of what needs picked up, access to the property, and that is it," Miller says. "One call and we will handle the rest."

That hands-off approach allows agents to stay focused on negotiations, timelines, and client relationships—while 3:16 Removal handles the physical work behind the scenes.

More Than Just Removal
One of the most common misconceptions about the junk removal industry,



“ I DO NOT HAVE A SENSE OF SMELL. Which comes in handy with my line of work.”



according to Miller, is where everything ends up.

“We take pride in always donating as many items as we can—especially furniture and clothing,” he says. “Not everything we take away goes to the dump.”

That commitment reflects the company’s broader values and reinforces why agents feel confident referring 3:16 Removal to clients who care about responsible disposal.

As the business continues to grow, its scope has expanded beyond residential cleanouts. Looking ahead, Miller is especially excited about the company’s commercial demolition work.

“We currently have three commercial demolition projects on



the books for February and March of 2026,” he shares—signaling continued momentum and growth across multiple sectors.

Built on Faith, Family, and Work Ethic

Behind the business is a strong personal foundation shaped by family, faith, and example. Miller credits his father as his greatest influence.

“He has shown me how to be a God-loving Christian man, how to run a successful business, and what a hard work ethic looks like,” Miller says.

That influence carries through not only in how 3:16 Removal operates, but in how Miller defines success. His proudest accomplishment isn’t professional—it’s personal.



“My biggest personal accomplishment is my family,” he shares. “I have a beautiful wife, a crazy, dirt-covered two-year-old son, and one on the way.”

When he’s not on the job, Miller enjoys simple moments at home—playing with his son Noah, spending time with his wife, catching up on TV shows, or diving into an intense game of Uno.

And in a bit of irony that suits his line of work perfectly, there’s one unexpected advantage he brings to the job.

“I do not have a sense of smell,” Miller laughs. “Which comes in handy with my line of work.”

Advice Grounded in Experience
For those early in their careers—whether in real estate or entrepreneurship—Miller offers advice shaped by experience and resilience.

“Don’t be afraid to fail,” he says. “Failures create the biggest growth as long as you learn something from them.”

That mindset continues to drive 3:16 Removal forward as it grows alongside the agents and clients it serves—clearing spaces, simplifying transitions, and helping properties reach their full potential.



CONTACT US!

3:16 Removal
(260) 466-5219
www.316removalfw.com

Why choose Family Insurance Services?

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

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



260-490-7200
main@familyinsurancecfw.com
10327 Dawsans Crest Blvd.
Fort Wayne, IN 46825



Indiana Farmers
Insurance



Read or Write
a Review!



Heating • Cooling

New Installation • Upgrade and Replacement • Sheet Metal Fabrication
Air Duct Sealing • Extended Warranties • Service Agreements

eliteserviceandinstall 260-489-4777 admin@elitehvacfww.com
14510 Plank Street, Suite 400 Fort Wayne, IN 46818

Why NEXA Mortgage?

We have third party Processors directly exclusive to NEXA

Scan here to learn more

JOHN STEFANEK
Mortgage Loan Officer

NMLS# 105386
260-446-2224
AZM/BF0944059



PRIME HOMES

SCAN CODE TO SEE OFF-MARKET HOMES FOR SALE



Primehomes-4w.com
260-437-4866
1028 W Cook Rd Suite C
Fort Wayne, IN 46825



We ♥ Our Referral Partners.

Always Have, Always Will.

When you work with a lender who communicates clearly and delivers consistently, it makes everything smoother for you and your clients. That's the kind of partnership I'm here for.

The Perfect Match: You Bring the Buyer, We'll Bring the Solutions.



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



Shari Vermillion
MORTGAGE LOAN ORIGINATOR
NMLS# 1096215
(765) 278-3481
Npompey@HMAmortgage.com



Nichole Pompey
MORTGAGE LOAN ORIGINATOR
NMLS# 897480
(269) 635-3889
Svermillion@HMAmortgage.com



President's Club
★ WINNER ★

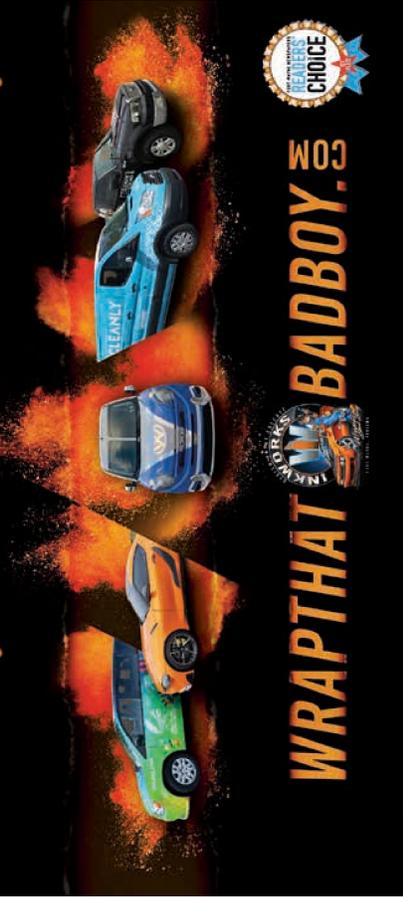
3700 Lake City Highway, Warsaw, IN | 515 N Line St., Suite A, Columbia City, IN

©2026 HMA Mortgage, a division of Affordable Mortgage Advisors, LLC | Equal Housing Opportunity | NMLS ID #39164
4640 Campbells Run Rd, Pittsburgh, PA 15205 | (888) 462-1080 | AZ Mortgage Banker License #BK-2007817 | Licensed by
the Delaware State Bank Commissioner, DE License #040639 | Georgia Residential Mortgage License #13164 | Kansas
Licensed Mortgage Company | Massachusetts Lender/Broker License MC139164 | Licensed by the N.J. Department of
Banking and Insurance For licensing information go to: www.nmlsconsumeraccess.org.



VOTED #1 FOR VEHICLE WRAPS

Fort Wayne's Vehicle Wrap Authority



Which wine will be at the top of your bracket?

"Judy was amazing helping me set up a wine tasting fundraiser for my clients. She was quick to respond to all of my questions and created a stylish presentation and delicious wines. Her services are an impressive tool for advertising and promoting my listings."

Neal Frost
Global Luxury Realtor/Broker
Caldwell Banker Real Estate Group

Host a wine tasting fundraiser for your preferred clients or agent's open house. Contact me for details!



CLOSINGS | THANKFUL FOR YOU | JUST BECAUSE

ONEHOPE gives back 10% of your commission to ONEHOPE
Every bottle funds \$25 in school supplies for The Kids in Need Foundation

Judy Filler Founding Partner
260-445-6299 (Call or text)
onehopewine.com | @reEJudyFiller



HOVER THE MOVER
RELOCATIONS... ANYWHERE

Hello Spring.

Hello Moving Season.

March 20th marks the first day of Spring, and the start of peak moving season. Realtors love spring and so do we. Let us help your clients move smoothly and on schedule.

Starting is easy. Contact us for a FREE ESTIMATE!

260-459-6926
www.hoovermover.com

PARTNER SPOTLIGHT

National Property Inspections

Protecting the Home Front

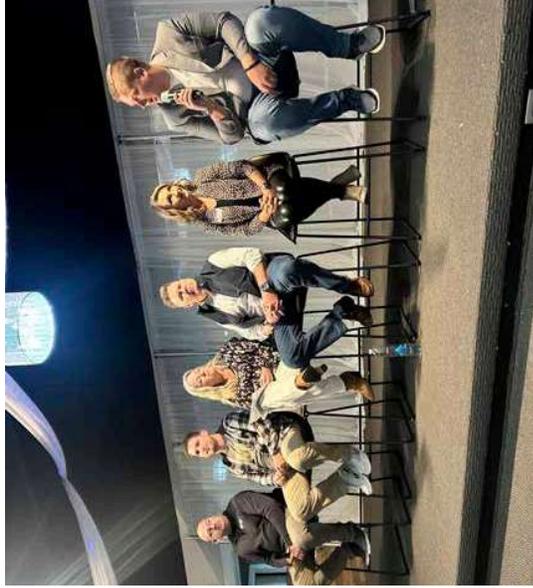
National Property Inspections Fort Wayne was built from a deeply personal desire for balance, purpose, and service. For

owner **Blake Evans**, the journey began in 2020 during a season of forced pause and reflection. At the time, Blake was working overnight shifts at a factory, often missing birthdays, holidays, and everyday moments with his wife and children. When the pandemic led to a furlough, it became a defining crossroads. "I was missing out on so much time with my family," Blake shares.

"When I was furloughed, I knew it was the right time to launch a new career that aligned better with the life I wanted to live." As a military veteran and volunteer firefighter, property inspection quickly stood out as a natural fit—one rooted in discipline, integrity, and service.

From the very beginning, Blake saw home inspections as far more than a transactional step in real estate. Instead, he built his business around education, clarity, and trust—especially during what is often one of the biggest financial decisions of a client's life. National Property Inspections Fort Wayne focuses on removing uncertainty from the transaction, helping buyers feel informed without feeling overwhelmed. "Our inspections are thorough, but our reports focus on education instead of fear," Blake explains. "Anything can be fixed." That mindset has resonated strongly with both homeowners and real estate agents, creating smoother negotiations and fewer surprises along the way.

Blake's approach has also made him a trusted partner to real estate



professionals throughout the Fort Wayne market. Communication, reliability, and professionalism sit at the core of every interaction. Agents know they can count on his team to show up on time, clearly explain findings, and treat their clients with respect. From fast scheduling to easy-to-read reports and availability for follow-up questions, National Property Inspections is structured to support agents at every step of the process. Blake is also quick to address a common misconception in the industry: "Inspectors don't kill deals," he says. "Our role is to be an unbiased third party who educates clients about the condition of a home at a specific moment in time. We want everyone involved to move forward with confidence."

As the real estate market has evolved, Blake has remained flexible while staying grounded in customer service and education. His team has continued to streamline processes, invest in new tools, and expand service offerings to meet changing needs. One recent addition includes detailed 2D and 3D floor plans that help buyers visualize their space before moving in—something Blake notes is especially helpful when planning furniture placement. National Property Inspections Fort Wayne has also implemented **NPI Connects**, a concierge service that assists new homeowners with setting up utilities, internet, home security, insurance, and warranties, removing friction during the transition into a new home.



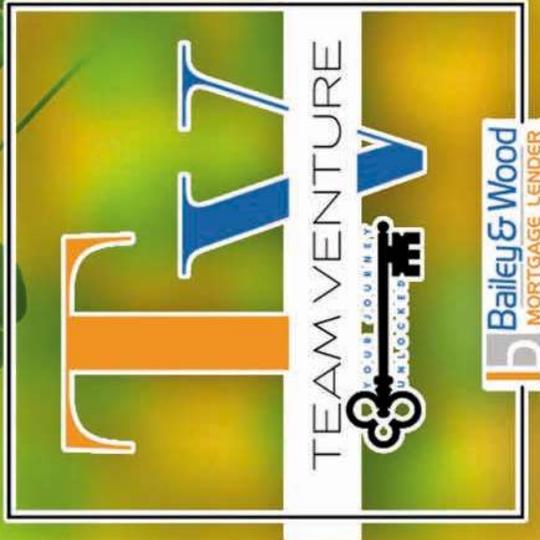
Beyond business, Blake's life and leadership are deeply shaped by service, faith, and family. Having served two combat deployments to Afghanistan before the age of 21, those experiences left a lasting impact. "They shaped who I am and reinforced the importance of integrity, faith, and service beyond the military," he shares. Blake is a strong supporter of FW22, a veteran-focused mental health organization, and remains active in his church and local veterans groups. Above all, he credits his wife and children as his greatest influence. "When I come home at the end of the day, they're the reason I want to do better," he says. "Everything I do is guided by the kind of husband, father, and leader I want to be for them."

When he's not working, Blake enjoys spending time outdoors with his family on their 20-acre property—whether that's playing catch in the barn, pond hockey, or riding the side-by-side with his girls. As he reflects on his journey, his advice to his younger self remains simple and deeply intentional: put family first, don't rush the process, and lead with consistency and integrity. Those values continue to define both Blake Evans and National Property Inspections Fort Wayne, making them a trusted presence in the community and a valued partner for agents and homeowners alike.

NATIONAL PROPERTY INSPECTIONS
BLAKE EVANS
 OWNER/LEAD INSPECTOR
 (260) 705-9835
 NPIWEB.COM/FORTWAYNE



**You Don't Need Luck,
 You Just Need Team Venture!**



BECAUSE YOUR DREAM HOME DESERVES MORE THAN LUCK! TEAM VENTURE DELIVERS EXPERTISE YOU CAN TRUST!



Lexi Davis BRANCH MANAGER | NMLS# 1542405 | 260.602.0940 | LDAVIS@BAWFG.COM
Shanna Warner MORTGAGE CONSULTANT | NMLS# 1867814 | 330.608.2068 | SWARNER@BAWFG.COM

© Bailey & Wood Financial Group. All rights reserved. NMLS# 1542405. Equal Housing Opportunity. We Make Smart. We Know. We Care. This is not a commitment to lend. Lenders' approval only. Program guidelines are subject to change without notice. Loans not available in all states. Bailey & Wood Financial Group is not acting as a broker of real estate. BA, or any other financial or credit institution. Call 855.556.6852 for details.



COVER STORY

Lydia Wolheter

From Fields to Front Doors

PHOTO CRED: DUSTIN MCKIBBEN

From the very beginning, Lydia Wolheter's real estate journey has been rooted in people, relationships, and a deep understanding of what truly makes a transaction successful. Licensed in 2006 and now a full-time agent with C21 Bradley, Lydia's path into real estate was anything but conventional—and that unique background has become one of her greatest strengths. While many agents learn the business from one angle, Lydia built her foundation from the inside out, gaining years of invaluable experience in title work before fully transitioning into sales.

Lydia's story begins at Purdue University, where she and her husband earned their real estate licenses during their senior year. At the time, real estate wasn't part of her long-term plan. "Initially, I didn't plan to pursue a career in real estate," Lydia shares. "I intended to assist my husband while continuing my role as a sales representative for an office furniture company." That plan shifted after a chance conversation through a networking group introduced her to the manager of a local title company—an opportunity that would shape the next chapter of her career. Despite knowing nothing about title work at the time, Lydia took the leap. "I decided to take the job—and I loved it," she says. Over the years, she mastered the intricacies of title insurance, developed strong relationships with agents and lenders, and discovered a passion for guiding buyers and sellers through the closing process. "I enjoyed making it as smooth and stress-free as possible while helping them understand every document they signed."

When Lydia and her husband started a family, her career adapted once again. Choosing to stay home with her children and help on the family farm, Lydia didn't step away from real estate entirely. Instead, she found a way to blend family and profession by launching a mobile closing business. For 12 years, she worked with multiple title companies, handling closings wherever it was most convenient for buyers and sellers. That flexibility allowed her to remain deeply connected to the industry while prioritizing her growing family—a balance that still defines her approach today.

Eventually, conversations with her husband led Lydia to fully transition into real estate sales, and the move felt natural. "I've loved the shift," she says. "I enjoy building long-term relationships with clients, problem-solving, and researching properties to help buyers and sellers achieve their goals." With more than 15 years of title experience behind her, Lydia entered sales with a rare level of expertise. "What I feel sets me apart is my in-depth knowledge of the real estate process and my strong connections with the people who are critical to making a transaction run smoothly," she explains. From detailed net sheets



to thorough property research, Lydia believes in preparing clients so there are no surprises. "I make it a point to plan carefully and discuss each step of the process with my clients so they feel informed, confident, and supported from start to finish."

That mindset is deeply tied to her education. Lydia earned a Bachelor's degree in Selling and Sales Management from Purdue and began her professional career as a district manager for ALDI. The skills she learned there continue to guide her today. "My degree taught me how to build relationships and gather information in order to help people solve problems and reach their goals," she says. "That is why I enjoy real estate so much—I am able to help buyers and sellers navigate the buying and selling process making it as easy as possible for them to get where they want to go." She also thrives on the variety of the business. "Every transaction is different," Lydia adds. "It is fun to navigate the process, and I really enjoy working with all partners involved—from title agents to lenders and everyone in between."

Licensed in both Indiana and Michigan, Lydia is uniquely positioned to serve clients near the state line, often helping families buy in one state while selling in another. That flexibility, combined with her detailed approach and calm leadership, has earned her the trust of clients who value clarity



and preparation. To Lydia, success isn't measured solely by numbers. "Success to me is finding a career where your job does not feel like work," she shares. "Something you have a passion for and enjoy doing." She adds that true success also means giving back. "Helping others reach their goals is such a great feeling," she says. "Family is super important to me, so finding a career that allows me to spend time with my family and support them in all they do—that's success."

Outside of real estate, Lydia is deeply involved in her community. She volunteers with both FFA and 4-H, organizations that played a major role in shaping her own upbringing. "FFA taught me many skills and allowed me to cultivate relationships with others from across the state," she explains. "It teaches skills that anyone can use, not just people going into agriculture." Today, she finds joy in watching her children participate in those same programs, raising and showing livestock and learning valuable life lessons along the way. "Time spent in the barn is good family time that builds so much character," Lydia says. She also volunteers with the local Lions Club, supporting fundraisers and community initiatives, and enjoys family trips to Michigan's Upper Peninsula, snowmobiling in the winter, and cheering on her kids in all their activities.

Family remains the heart of everything Lydia does. She and her husband have been together since high school, attended Purdue together, and now own and operate a family farm while both working in real estate. Their three children—Reese, Breanna, and Parker—are active in sports, dance, 4-H, and FFA, and Lydia is fully invested in supporting each of them. "I truly enjoy being a mom," she says. "And I enjoy supporting my kids in their many activities."

When asked what advice she would offer to those entering real estate, Lydia points back to the foundation that shaped her own career. She encourages new agents to gain experience in a title company or work as an assistant for an established agent, emphasizing how valuable that behind-the-scenes knowledge can be. She also stresses the importance of community involvement and integrity. "Always treat others the way you would like to be treated," she says. "Honesty, respect, and integrity go a long way in building lasting relationships."

For Lydia Wolheter, real estate is more than a career—it's a calling built on preparation, service, and genuine care for the people she serves. Every transaction is an opportunity to simplify a complex process, protect her clients' interests, and help them confidently take the next step toward their goals.





MADISON CABINETS



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

HEATH GUENIN

260-639-3915

14727 Bruick Dr. Hoagland, IN 46745

heath@madisoncabinets.com

www.facebook.com/madisoncabinet | @madisoncabinets



THE REAL UPDATE

JON GOOD

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

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

The vision is simple: We want to be a one-stop shop for top-producing agents in every

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

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

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

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

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

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

Join the movement.



Everyone *deserves* a place to call their own.



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



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



YOUR COMPETITIVE EDGE IN CUSTOM HOMEBUILDING



local
expertise
you can trust



Bryan Kapocius
260-306-6035
5830 E State Blvd
Fort Wayne
bkapocius@allstate.com

Allstate

You love living in Fort Wayne as much as I do. But, are you doing everything you can to protect the life you've built here? As your agent, I'll help you understand the risks you face and help ensure that everything you love is well protected. Contact me to get covered.

Personalized service. Trusted advice.



Edward Jones

Be the boss of your financial future.
Let's have coffee.



Daniel L. Friend
Financial Advisor
5720 Coventry Lane
Fort Wayne, IN 46804
260-436-5682

edwardjones.com
Member SIPC

EP-19125-02-01

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

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

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



MAISON
FORME
DESIGN + BUILD

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

260-306-5552 Find us on Facebook and Instagram! 📱

NATIONAL PROPERTY INSPECTIONS
NP

\$50 Off

Mention This Ad, and Your Clients Receive \$50 Off Sewer Scope with Their Full Home Inspection in the Month of April!

SPRING IS Right Around The Corner ...

National Property Inspections is Fort Wayne's first choice for home inspections. Our professionally trained inspectors have years of experience identifying the condition of hundreds of your home's most vital systems. With fast turnaround, comprehensive, easy-to-understand reports and friendly service, our team is here to answer all of your questions any time in the inspection process.

Contact NPI Fort Wayne to Schedule Your Inspection Today!

Free Spring Home Maintenance Tips



260-705-9835 www.NPIweb.com/FortWayne Blake.Evans@npiinspect.com

RIVERS EDGE REALTY
 260-415-3799



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

www.riversedgeidol.com

HALLMARK HOME MORTGAGE

FROM REFUND TO FRONT DOOR

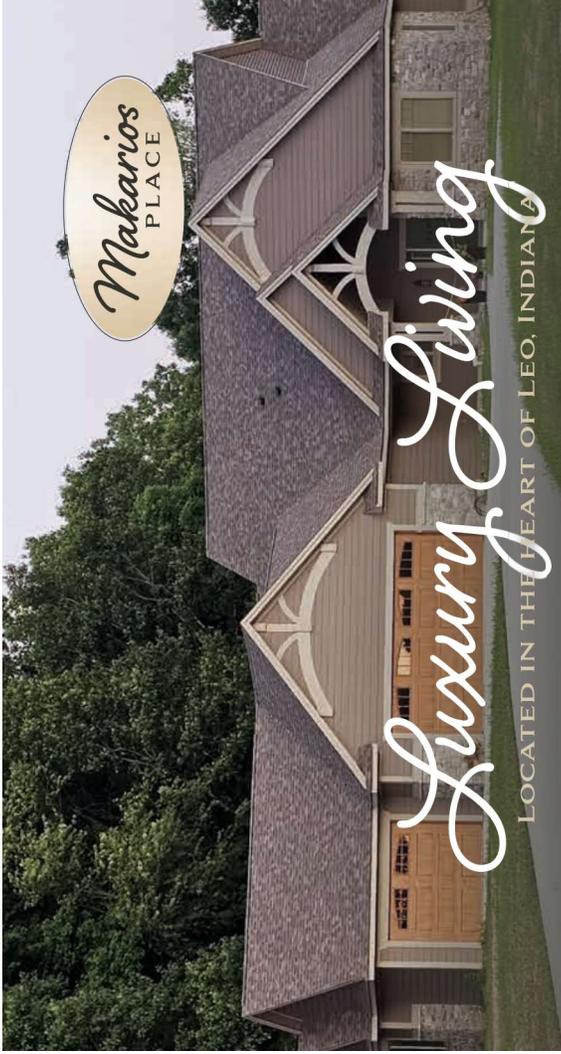
TURN YOUR TAX REFUND INTO A DOWN PAYMENT ON YOUR DREAM HOME.

SCAN TO LEARN MORE



CANDACE SMITH
 Loan Officer | NMLS ID 1523022
 260-444-8804
 candace.smith@myhhm.com

Copyright © 2016 Hallmark Home Mortgage, an Equal Opportunity Lender. All rights reserved. Equal Housing Opportunity. Restrictions and limitations may apply.



Luxury Living

LOCATED IN THE HEART OF LEO, INDIANA



INTRODUCING MAKARIOS PLACE

Northeast Indiana's premier luxury community development in Leo, Indiana. With beautiful scenery on approximately 22 acres of land, Makarios Place is conveniently situated along the St. Joe River and provides exceptional river views and wildlife activity. The location and views here cannot be replicated. What are you waiting for? Reserve your spot today!



MAKARIOS
 DEVELOPMENT GROUP

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

15500 STATE ROUTE 1 - LEO, INDIANA

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

TOP 100 STANDINGS

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

| # | Agent | Office | Units | Volume | Average | # | Agent | Office | Units | Volume | Average |
|----|------------------|---|-------|-------------|-------------|----|-------------------|--|-------|-------------|-------------|
| 1 | Alan Scheer | North Eastern Group Realty - UPN0EA | 6 | \$4,005,900 | \$667,650 | 34 | Katie Brown | Mike Thomas Assoc., Inc. - UPMTAS | 3 | \$1,129,900 | \$376,633 |
| 2 | Tyler Sechrist | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 5 | \$3,562,430 | \$712,486 | 35 | Vanessa Lauritsen | Hoosier Real Estate Group - UPHORG | 6 | \$1,125,000 | \$187,500 |
| 3 | Brecken Kennedy | Mossy Oak Properties/Indiana Land and Lifestyle - NIE2272 | 7 | \$3,102,800 | \$443,257 | 36 | Michael Litchin | Litchin Real Estate - UPRESO | 3 | \$1,114,500 | \$371,500 |
| 4 | Brandon Ferrell | Keller Williams Realty Group - UPKEPR | 8 | \$2,922,900 | \$365,362 | 37 | Nathan Lengacher | Integrity Realty Group LLC - UPITRG | 1 | \$1,110,000 | \$1,110,000 |
| 5 | Nathaniel Scalf | Shawyer Auctioneering & Real Estate - UPSARE | 4 | \$2,767,000 | \$691,750 | 38 | Dana Botteron | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 4 | \$1,107,900 | \$276,975 |
| 6 | Chad Metzger | Metzger Property Services, LLC - UPMEPS | 13 | \$2,527,500 | \$194,423 | 39 | Ashley Neeley | Fathom Realty - UPFRIN | 3 | \$1,078,000 | \$359,333 |
| 7 | Barbara Hendrick | Coldwell Banker Real Estate Group - NE9 | 3 | \$2,339,000 | \$779,666 | 40 | Becky McArdle | RE/MAX Results - UPREMX01 | 3 | \$1,069,000 | \$356,333 |
| 8 | Erica Jamison | Coldwell Banker Real Estate Group - UPRWGR09 | 3 | \$2,266,425 | \$755,475 | 41 | Jacob Parnin | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 2 | \$1,049,900 | \$524,950 |
| 9 | Monte Stevenson | Anthony REALTORS - UPANRE | 1 | \$2,262,500 | \$2,262,500 | 42 | Michael Payne | Coldwell Banker Real Estate Gr - UPRWGR05 | 4 | \$1,039,500 | \$259,875 |
| 10 | David Keating | Fort Wayne Property Group, LLC - UPFOPR | 1 | \$2,262,500 | \$2,262,500 | 43 | Jane Yoder | RE/MAX Results - UPREMX01 | 3 | \$1,035,000 | \$345,000 |
| 11 | Brandon Stone | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 13.5 | \$2,209,350 | \$163,655 | 44 | Andy Eckert | Ness Bros. Realtors & Auctioneers - UPRLNB01 | 3 | \$1,020,000 | \$340,000 |
| 12 | Ray Smith | American Dream Team Real Estate Brokers - UPADTR | 8 | \$2,198,200 | \$274,775 | 45 | Lilliana Caro | Coldwell Banker Real Estate Group - UPRWGR09 | 4 | \$1,016,600 | \$254,150 |
| 13 | Heather Regan | Regan & Ferguson Group - UPRFEF | 3 | \$2,119,950 | \$706,650 | 46 | Aaron Hoover | Keller Williams Realty Group - UPKEPR | 2 | \$1,015,000 | \$507,500 |
| 14 | Ledie Ferguson | Regan & Ferguson Group - UPRFEF | 3 | \$2,119,950 | \$706,650 | 47 | Timothy McCulloch | Scheerer McCulloch Real Estate - UPSMRE | 8 | \$1,014,250 | \$126,781 |
| 15 | Andrew Morken | Morken Real Estate Services, Inc. - UPMRESI | 4 | \$1,880,000 | \$470,000 | 48 | Trevor Gray | Krueeberg Auction And Realty - UPKRAU | 6 | \$1,014,000 | \$169,000 |
| 16 | James Reece | Keller Williams Realty Group - UPKEPR | 4 | \$1,793,800 | \$448,450 | 49 | Andrea Gates | Coldwell Banker Real Estate Group - UPRWGR09 | 5 | \$988,500 | \$197,700 |
| 17 | Stephen Bankus | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 1.5 | \$1,687,500 | \$1,125,000 | 50 | Shannon Persinger | RE/MAX Results - UPREMX01 | 2 | \$979,900 | \$489,950 |
| 18 | Matthew Donahue | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 6 | \$1,597,400 | \$266,233 | 51 | Beth Walker | Fairfield Group REALTORS, Inc. - UPPAGR | 4 | \$978,200 | \$244,550 |
| 19 | Emily Ewing | North Eastern Group Realty - UPN0EA | 5.5 | \$1,562,000 | \$284,000 | | | | | | |
| 20 | Leanne Facer | The LT Group Real Estate - UPLTFR | 3 | \$1,488,625 | \$496,208 | | | | | | |
| 21 | Joyce Swartz | Coldwell Banker Real Estate Group - UPRWGR09 | 4 | \$1,367,800 | \$341,950 | | | | | | |
| 22 | Jennifer Hinen | Keller Williams Realty Group - UPKEPR | 3 | \$1,359,000 | \$453,000 | | | | | | |
| 23 | Tekoa Garrett | Coldwell Banker Real Estate Gr. - UPRWGR05 | 2 | \$1,294,900 | \$647,450 | | | | | | |
| 24 | Derek Pearson | Perfect Location Realty - UPPELO | 6 | \$1,266,900 | \$211,150 | | | | | | |
| 25 | Dominick Parsons | Uptown Realty Group - UPUTRG | 6 | \$1,265,500 | \$210,916 | | | | | | |
| 26 | Vincent Crump | North Eastern Group Realty - UPN0EA | 2 | \$1,245,000 | \$622,500 | | | | | | |
| 27 | Ashley Frissell | American Dream Team Real Estate Brokers - UPADTR | 2 | \$1,184,520 | \$592,260 | | | | | | |
| 28 | Helen Hunt | North Eastern Group Realty - UPN0EA | 3 | \$1,177,000 | \$392,333 | | | | | | |
| 29 | Tony Didier | Coldwell Banker Real Estate Group - UPRWGR09 | 3 | \$1,175,000 | \$391,666 | | | | | | |
| 30 | Nicole Schurr | Open Door Remodels and Real Estate - UPODRR | 4 | \$1,174,900 | \$293,725 | | | | | | |
| 31 | Nanette Minnick | RE/MAX Results - UPREMX01 | 4 | \$1,169,500 | \$292,375 | | | | | | |
| 32 | Kevin Ewing | Olson Real Estate, Inc. - UPORIZ | 4 | \$1,160,907 | \$290,226 | | | | | | |
| 33 | Nicholas Krauter | Schneider RE and Auction/Fort W - UPSONH | 5 | \$1,153,000 | \$230,600 | | | | | | |

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams report each agent individually. Ft. Wayne Real Producers does not alter or compile this data nor claim responsibility for the stats reported to by MLS. Data is based on UPRSTAT and NEI counties.

FINE LINES STEALING THE SPOTLIGHT?
HAIR NEEDING A LITTLE LOVE?
**WHEN YOU'RE ALWAYS
CLIENT-FACING,
CONFIDENCE MATTERS.**



Come learn how PRF at Middleton can help you refresh, restore, and glow—naturally.
middletondentistry.com • Two Convenient Locations!



DUSTOFF

DISASTER RECOVERY



260-600-7610

Veteran
Owned Business

OUR SERVICES

- MOLD REMEDIATION
- DUCT & DRYER VENT CLEANING
- INDOOR AIR QUALITY TESTING

dustoffrecovery.com

260-600-7610
TO SCHEDULE TODAY!



GORDON WATER TREATMENT

YOU WANT JUST PURE WATER IN YOUR HOME

(not chemical run-off, chlorine, fluoride, or pharmaceuticals)

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

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

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



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

FIVE STAR DECK BUILDING & FENCING

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



Spring into Homeownership!

If your clients are in the market for a new home in 2026, 3Rivers can help!

From conventional loans, to one and two-time close construction loans, to home equity loan options that can help cover the costs of that new roof, updated patio, or kitchen remodel your clients have been dreaming of, our wide range of mortgage solutions and **local servicing** make the process of building, buying, refinancing, and renovating simple.

Let's help your clients reach their homeownership goals in 2026!

Visit 3riversfcu.org/home to in touch with a 3Rivers mortgage loan officer for personalized service, every step of the way.



3riversfcu.org | 800.825.3641

Federally insured by the NCUA.



NMLS# 556303

HELP US, HELP THEM.

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

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



(260) 204-8432
110 E WAYNE ST, FLOOR 12
FORT WAYNE, IN 46802
insuredindiana.com
adam.springe@goosehead.com



goosehead
INSURANCE



(260) 250-4131
110 E WAYNE ST, FLOOR 12
FORT WAYNE, IN 46802
260insurance.com
joe.guardiola@goosehead.com

WHO HOW MANY

Savvy businesses know it's all about *who many* you reach – not *how many*.
Our niche publications, exclusive events, and targeted digital marketing get your brand in front of ideal clients affordably.

Let's talk!

Reach out to the publisher of this magazine today.



REAL PRODUCERS

*Don't press
your luck
with older appliances!*

**14-Month
Coverage**
initial coverage term

Choice of Local Contractor

- 3 Buyer Plans
- Complimentary Home Concierge
- Increased HVAC Limits
- Optional Generator Coverage

Review the terms and conditions, coverage limitations, and exclusions for all plans at homewarantynic.com/terms.



Get Covered!
homewarantynic.com/register



**Scott
Kellenberger**
(260) 433-4027
skellenberger@homewarantynic.com



Veteran's Active Military Discount

Partner With Fort Wayne's PROPERTY EXPERTS



**Drew
Buffenbarger**



**David
Keating**

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

See **How We Can Help** | fortwaynepropertygroup.com | 260.237.0303

FW
PROPERTY GROUP



TOP 100 STANDINGS

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

| # | Agent | Office | Units | Volume | Average | # | Agent | Office | Units | Volume | Average |
|----|------------------------|--|-------|-----------|-----------|-----|-------------------|--|-------|-----------|-----------|
| 52 | Jennifer Harris-Steele | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 3 | \$969,950 | \$323,316 | 85 | Michael Roy | Schrader RE and Auction/Fort W - UPSONH | 5 | \$772,000 | \$154,400 |
| 53 | Raylene Webb | eXp Realty, LLC - UPEXPR | 5 | \$969,895 | \$193,979 | 86 | Shawn Smiley | Trueblood Real Estate, LLC - UPTBRE | 2 | \$770,300 | \$385,150 |
| 54 | Daniel Morken | Morken Real Estate Services, Inc. - UPMRSI | 4 | \$966,400 | \$241,600 | 87 | Candice Everage | Weichert Realtors - Hoosier Heartland - NE2458 | 4 | \$765,000 | \$191,250 |
| 55 | Jordan Wildman | eXp Realty, LLC - UPEXPR | 3 | \$965,000 | \$321,666 | 88 | Keith Murphy | American Dream Team Real Estate Brokers - UPADTR | 2 | \$762,400 | \$381,200 |
| 56 | Scott Pressler | Keller Williams Realty Group - UPKEPR | 3 | \$960,000 | \$320,000 | 89 | Kimberly Braaten | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 2 | \$762,000 | \$381,000 |
| 57 | Jim Owen | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 4 | \$953,000 | \$238,250 | 90 | Jerry Elle | Schrader RE and Auction/Fort W - UPSONH | 3 | \$760,000 | \$253,333 |
| 58 | Michael Pamore | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 3 | \$945,000 | \$315,000 | 91 | Marcus Christlieb | F.C. Tucker Fort Wayne - UPFCTU | 3 | \$759,000 | \$253,000 |
| 59 | Daniel Orlando | Mike Thomas Associates - NE341 | 2 | \$930,000 | \$465,000 | 92 | Annie Murphy | North Eastern Group Realty - UPNOEA | 3 | \$758,900 | \$252,966 |
| 60 | Billie Shively | eXp Realty, LLC - UPEXPR | 5 | \$927,000 | \$185,400 | 93 | Kay Young | ERA Crossroads - KO128 | 3 | \$750,000 | \$250,000 |
| 61 | Michelle Snyder | North Eastern Group Realty - UPNOEA | 2 | \$919,900 | \$459,950 | 94 | Joel Bazzard | Hoosier Real Estate Group - UPHORG | 3 | \$725,000 | \$241,666 |
| 62 | Emily Cary | Keller Williams Realty Group - UPKEPR | 2.5 | \$919,000 | \$367,600 | 95 | Eric Knittle | Pinacle Group Real Estate Services - UPPGRE | 3 | \$725,000 | \$241,666 |
| 63 | Pam Doty | RE/MAX Results - NE30 | 3 | \$918,000 | \$306,000 | 96 | Elaine Rolf | Mike Thomas Assoc., Inc. - UPMTAS | 2 | \$717,900 | \$358,950 |
| 64 | Randy Harvey | Coldwell Banker Real Estate Gr - UPRWGR06 | 4 | \$908,900 | \$227,225 | 97 | Timothy Tower | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 3 | \$715,007 | \$238,335 |
| 65 | Tony Beer | Beer Realty Inc. - UPBEAR | 2 | \$905,000 | \$452,500 | 98 | Adam Geigel | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 1 | \$715,000 | \$715,000 |
| 66 | Marti McFaren | RE/MAX Results - UPRMXX01 | 3 | \$894,900 | \$298,300 | 99 | Alyssa Schendel | North Eastern Group Realty - UPNGEA | 2 | \$704,000 | \$352,000 |
| 67 | Francesca DiAls | F.C. Tucker Fort Wayne - UPFCTU | 5 | \$893,800 | \$178,760 | 100 | Courtney Ousley | Mike Thomas Assoc., Inc. - UPMTAS | 2 | \$703,000 | \$351,500 |
| 68 | Scott Hope | American Dream Team Real Estate Brokers - UPADTR | 3 | \$878,000 | \$292,666 | | | | | | |
| 69 | Anthony Isa | RE/MAX Results - NE30 | 3 | \$870,000 | \$290,000 | | | | | | |
| 70 | Kristina Abel | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 2 | \$870,000 | \$435,000 | | | | | | |
| 71 | Ellis Hogan | Hosler Realty Inc - UPHSRT | 4 | \$869,900 | \$217,475 | | | | | | |
| 72 | Jill Hieber | Steffen Group - UPSTEF | 1 | \$835,000 | \$835,000 | | | | | | |
| 73 | Jenna Nekton | Coldwell Banker Real Estate Group - UPRWGR09 | 3 | \$834,900 | \$278,300 | | | | | | |
| 74 | Ryan Curtis | Trueblood Real Estate, LLC - UPTBRE | 3 | \$829,000 | \$276,333 | | | | | | |
| 75 | David Book | Book Real Estate Services, LLC - UPBRES | 2 | \$814,900 | \$407,450 | | | | | | |
| 76 | Isabella Reed | Keller Williams Realty Group - UPKEPR | 2 | \$810,000 | \$405,000 | | | | | | |
| 77 | Amber Miller | Coldwell Banker Real Estate Group - UPRWGR09 | 3 | \$806,500 | \$268,833 | | | | | | |
| 78 | Michael Patka | Grogg Martin Realty - NE2078 | 2 | \$806,000 | \$403,000 | | | | | | |
| 79 | Justin Walborn | Mike Thomas Assoc., Inc. - UPMTAS | 3.5 | \$802,425 | \$229,264 | | | | | | |
| 80 | Hayden Weber | Weichert Realtors - Hoosier Heartland - NE2458 | 2 | \$800,000 | \$400,000 | | | | | | |
| 81 | Shabli Brown | Sterling Realty Advisors - UPSTAS | 3 | \$797,000 | \$265,666 | | | | | | |
| 82 | Patty Seutter | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 3 | \$796,800 | \$265,600 | | | | | | |
| 83 | Tanya Cole | CENTURY 21 Bradley Realty, Inc. - UPBRAD | 3 | \$791,900 | \$263,966 | | | | | | |
| 84 | Christopher O'Connell | F.C. Tucker Fort Wayne - UPFCTU | 3 | \$773,900 | \$257,966 | | | | | | |

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. NLS is not responsible for submitting this data set. This data set is provided for informational purposes only and should not be used to make any decisions. Ft. Wayne Real Producers does not take or complete this data nor claim responsibility for the data reported for by MLS. Data is based on UPSTAR and NEI counties.

Where Teamwork
Meets Homeownership
Experience a seamless journey
with our expert team.

Discover the Difference of Teamwork

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

ROOM TO GROW. TOTES TO MOVE.



TOTES ON LOAN
RENTAL MOVING TOTES

**STRONG, STACKABLE TOTES
FOR STRESS-FREE MOVING**

RESERVE YOUR TOTES

Instant Response: (260) 264-8122 | Strong, stackable totes
Book Online: totesonloan.com | for stress-free moving.



THE KITCHENWORKS
Custom Cabinetry & Fine Appliances

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

DEALER FOR OVER 30 LUXURY BRANDS
including...

DutchMade

Wolf

Sub-Zero

Cove

Grabill

Decor

SCAN TO BE INSPIRED:



VISIT OUR SHOWROOM
127 W WAYNE STREET, SUITE 100
FORT WAYNE, IN 46802
TEL: 260.657.3331
THEKITCHENWORKS.COM

WINDSOR
HOMES

Main office: 260-490-1302
Builder Rep. Maria Lessen: 260-580-3077
Builder Rep. Cory Setser: 260-760-2424



REALTOR FRIENDLY BUILDER...



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

Celebrating 50 years! A better experience comes from experience.



Fort Wayne's Destination

FOR FOOD, FUN, AND
UNFORGETTABLE EXPERIENCES



Celebrate with Us | Inquire about Events & Parties

THE FAIRFIELD

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

Your Overwhelmed Brain Needs This.



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

(260) 471-6683
twomen.com

Each franchise is independently owned and operated. U.S. © 2018.

KICK BACK & RELAX

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



HOME TITLE GROUP



Lori Sanchez Eitel
Vice President
(260) 450-2453



Tracy Herathey
Escrow Manager
(260) 419-0045

Call us today to schedule your closing!
(260) 416-5179 | HomeTitleGroup.com



DON'T RELY ON LUCK WHEN IT COMES TO YOUR HOME.

Our professional home inspections give you peace of mind, plus a **FREE 90-Day Limited Warranty** with every inspection.

CALL NOW TO SCHEDULE YOUR HOME INSPECTION TODAY!

(800) 662-2080
Check out our website for more details!
www.aardvarkinspect.com



Nominate A Cover Story

FT WAYNE
REAL PRODUCERS
JANUARY 2026

Jennifer Hinen
From family roots to a corporate career

+
Rising Star
JACOB PARNIN
Partner Spotlight
NEAR NORTH TITLE GROUP

Partner Spotlight
HOMESTRETCH FORT WAYNE
ABUNDANCE LIFE COACHING & ALGORSO LIVING MEDIA
Top 100 Standings
PROFESSIONAL CONNECTION

FT WAYNE
REAL PRODUCERS
FEBRUARY 2026

Heidi Haifich
FROM CURVEBALL TO CALLING

+
Rising Star
SAMANTHA SHEPHERD
Partner Spotlight
DIAMOND RESIDENTIAL MORTGAGE
Partner Spotlight
HOME WARRANTY INC.
Partner Spotlight
KEACOFFE HOMES
Photo Credit: Corina Rodriguez

CONNECTING... ELEVATING... INSPIRING.

FT WAYNE
REAL PRODUCERS
01 FEBRUARY 2023

Eddie Jemison
A Foundation of Service

Rising Star
PARSONS MUST EVENT RECAP!
Top 100 Standings

Partner Spotlight
ADVISOR PROTECTION SERVICES
ADVISOR PRO KAPOCIOUS FAMILY INSURANCE
Photo Credit: Dan Watters

CONNECTING... ELEVATING... INSPIRING.

Please send all nominations to jon.good@realproducersmag.com.

A sweet new concept is coming soon to Fort Wayne with the launch of 3 Daughters Cookies & Ice Cream, opening early Spring 2026.

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



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

More details and grand opening announcements coming soon.

Free Local Delivery.

Visit our showroom | Sign by Day

OPEN HOUSE
FOR SALE HOME REAL ESTATE AGENCY
BEST AGENT EVER!

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

Easy Online Scheduling...
GraphXdirect.com
260.478.8697 | 2511 Alma Ave • Fort Wayne, IN
(off Bluffton Rd. near Airport Expressway)

graphXdirect INC.
* Drop-offs Within Allen County

3:16 REMOVAL
Residential & Commercial
Junk Removal, Property Cleanup
Light Demos & More
316 Removal LLC
260-466-5219
FORT WAYNE

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

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

WAYNE HOME + DESIGN CO.
BY BRANDON WAYNE SCHIEFER

7763 Coldwater Rd. Fort Wayne IN | 260-445-5484
Wayne Home & Design Co. @waynehomedesignco



drhorton.com | 260.829.7267

We Real Estate Agents

**With our Real Estate Agent Rewards Program,
you can earn bonus commission!**

1st Sale

Standard
Commission*

2nd Sale

Standard
Commission*

+

up to

\$1,000 Bonus**

3rd+ Sale

Standard
Commission*

+

up to

\$2,000 Bonus**

**Scan to See
Available Homes!**



**Contact us today for more information
and to join our Agent Rewards Program.**