

FT WAYNE

MAY 2026

REAL PRODUCERS

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100

Editions!

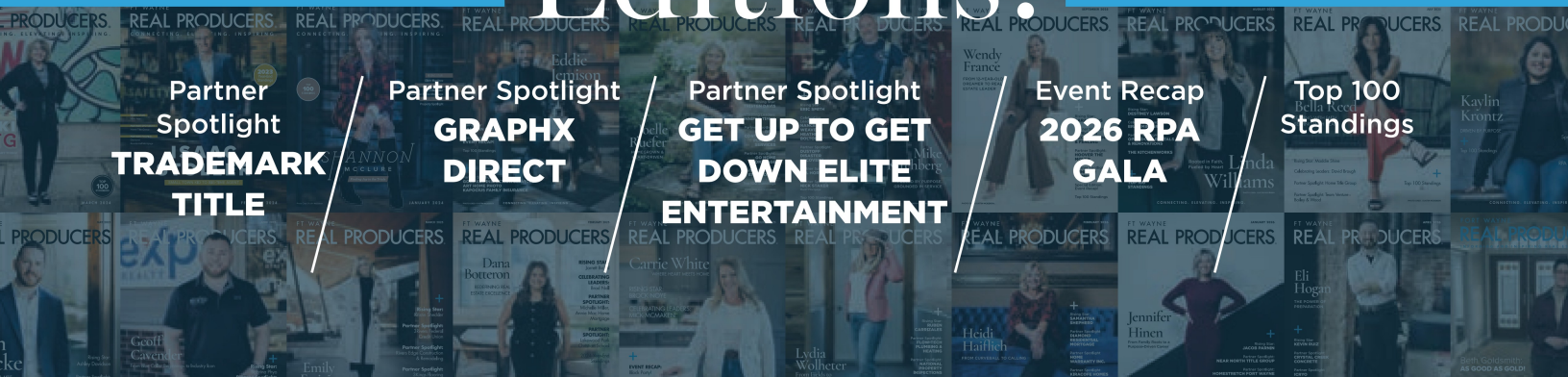
Partner
Spotlight
TRADEMARK
TITLE

Partner Spotlight
**GRAPHX
DIRECT**

Partner Spotlight
**GET UP TO GET
DOWN ELITE**
ENTERTAINMENT

Event Recap
**2026 RPA
GALA**

Top 100
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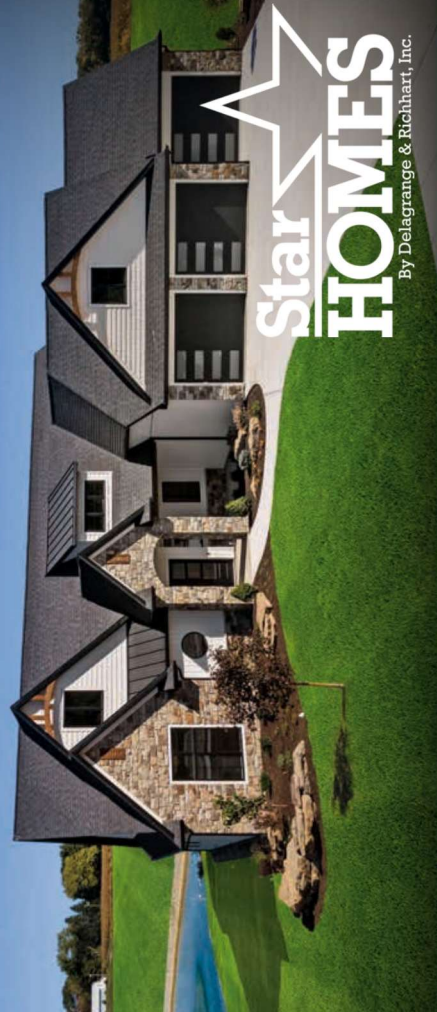


Get Up to Get Down Elite Entertainment

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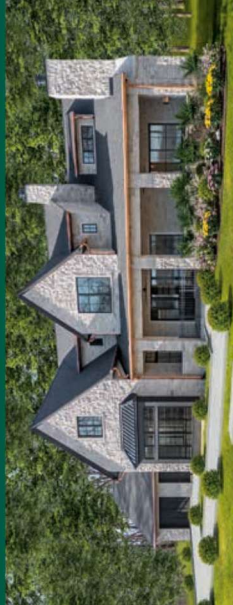
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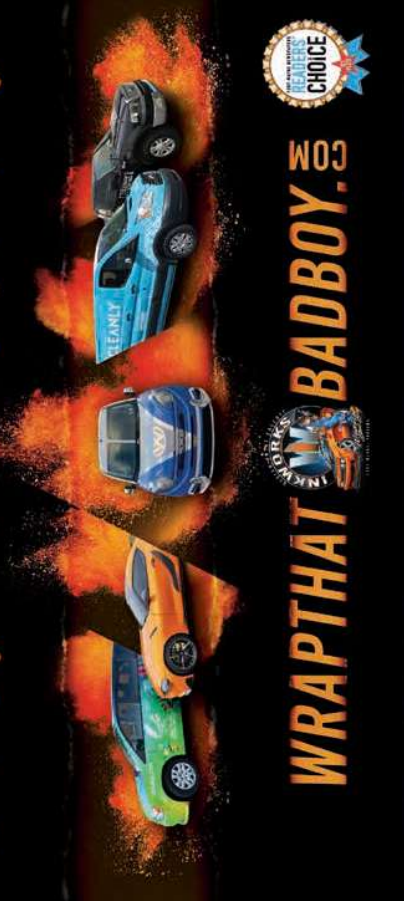
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Everyone *deserves* a place to call their own.



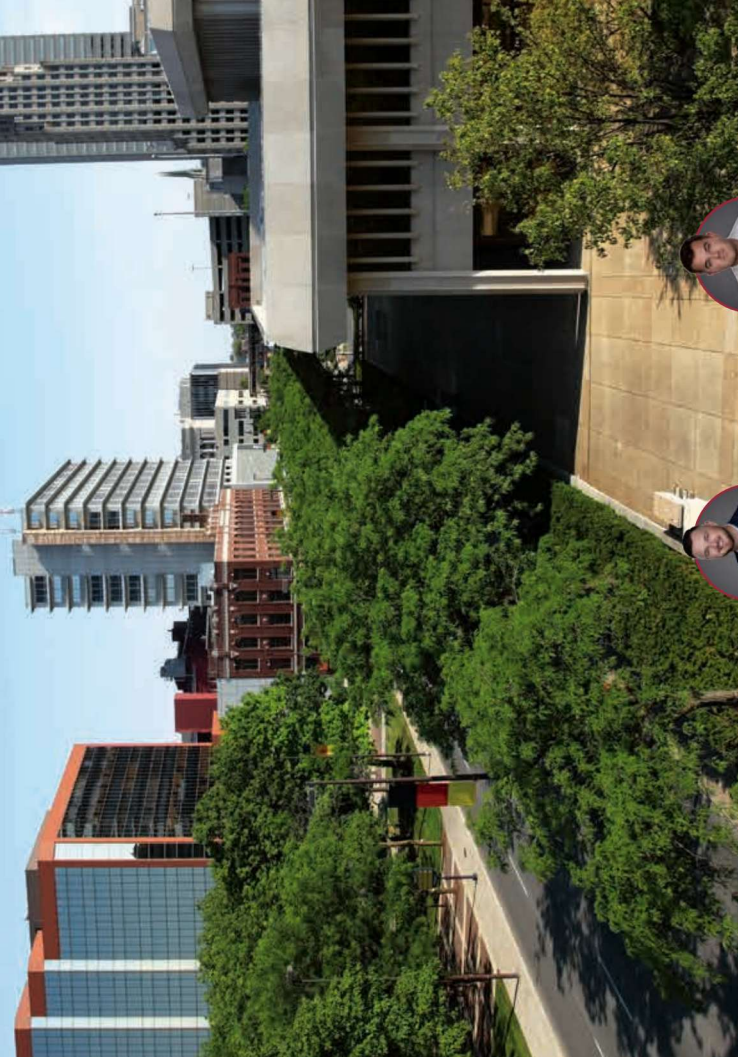
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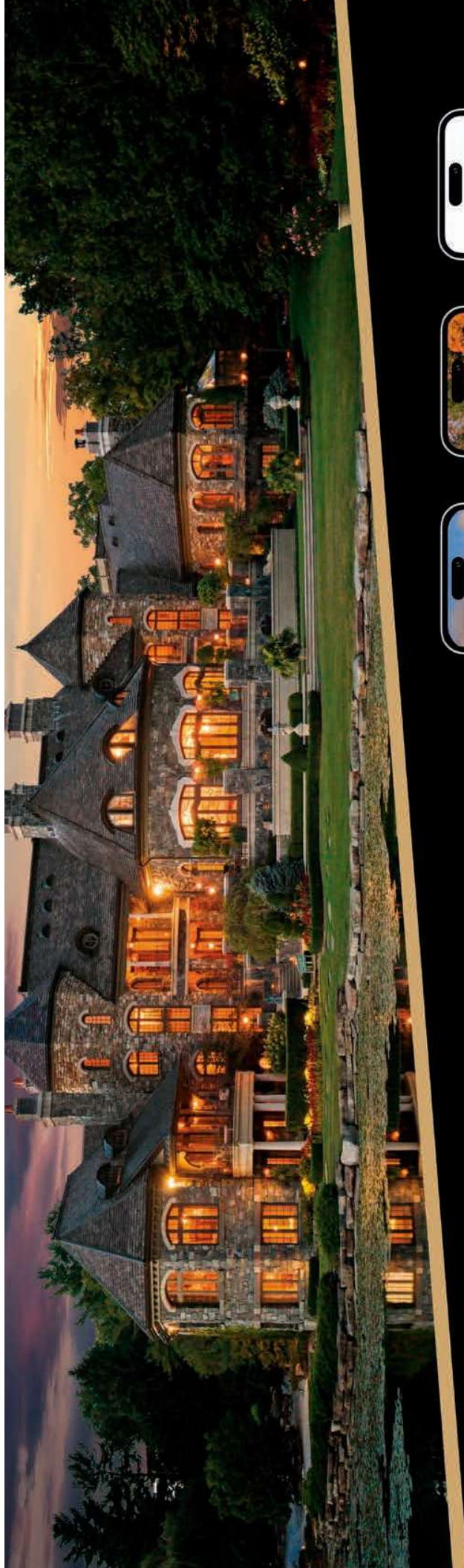


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PUBLISHER'S NOTE



CELEBRATING

100

EDITIONS

**FORT WAYNE
Real Producers**

What an incredible journey it has been! The milestone isn't just about numbers - it's about the stories, the relationships, and the thriving community we've built together.

For 100 issues, *Fort Wayne Real Producers* has been honored to spotlight the top agents, industry leaders, and game-changing partners who make our market extraordinary.

We couldn't have done it without you - our readers, our partners, and the incredible professionals who have shared their journeys within these pages. Thank you for being part of this legacy. Here's to 100 issues - and many more to come!



Jon Good
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Who are Still Supporting FWRP Today!

Special thanks to our three partners who have been with us since issue #1! These three companies have been pillars in our community for nearly a decade, and we are forever grateful for each of them taking a step of faith to join us back when we were launching the publication in 2017.

Thank you!



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Transcript



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Trademark



Building Community,

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At its core, Trademark Title is built on something deeper than transactions—it's built on purpose.

While many in the industry recognize Trademark Title as one of Indiana's premier full-service title companies, what truly sets them apart is how intentionally they show up for the communities they serve. Since opening their doors in Fort Wayne in 2007, the company has grown across the state—but through that growth, one thing has never changed: their commitment to giving back.

For the team at Trademark Title, community involvement isn't an initiative—it's part of their identity.

Their impact can be seen across Fort Wayne through their consistent support of organizations that are changing lives every day. They proudly support **Easterseals Northeast Indiana**, helping individuals with disabilities achieve greater independence and opportunity. That support goes beyond sponsorship—Jen Luke personally stepped into the spotlight through **Dancing with the Arc Stars**, an event benefiting Easterseals, demonstrating the team's willingness to show up in meaningful and tangible ways.

Through their involvement with **Junior Achievement**, they're investing in the next generation—equipping young people with financial literacy, entrepreneurship skills, and real-world confidence.

THEY'RE NOT JUST HELPING PEOPLE CLOSE ON HOMES.

They're helping build stronger communities, investing in future leaders, and setting a standard for what it truly means to serve.

They are also passionate supporters of the **Boys & Girls Club of Fort Wayne**, an organization that provides a safe, empowering environment for local youth to grow, learn, and thrive. Their commitment to community wellness and connection extends to **FW22**, an initiative honoring veterans and raising awareness around mental health—further reflecting the heart behind the people at Trademark Title.

And their giving doesn't stop there.

Trademark Title continues to support organizations like **Image of Hope**, **Blessed Portion Homeless Ministry**, and **Shepherd's House**, each serving individuals and families in need with compassion, resources, and hope. They also stand alongside causes like **Blood Cancer United**, helping bring a awareness and support to those battling serious illness.

Some of their most meaningful contributions come through hands-

on involvement—stepping into the community and leading by example.

Through their ongoing support of **Fort Wayne Dancing with the Stars**, which

division plays a key role in both their growth and their relationships within the real estate community. Amber brings a steady, relationship-first leadership style that has helped position Trademark Title as a trusted partner for agents across the region.

Alongside her is a strong and respected team including Jo Ehinger, Aimee Clinkenbeard, Jessica Maxwell, and

Jen Luke—each serving as account managers who are deeply connected within the Fort Wayne real estate community. Together, they bring a powerful mix of experience,

responsiveness, and genuine care that agents feel in every interaction. This team represents something special.

They carry the knowledge and professionalism that comes from years in the industry, while also embodying the next generation of title talent—

benefits **Carriage House**. Trademark Title has shown up in a powerful way. In a reflection of that commitment, Aimee Clinkenbeard took to the dance floor as a participant—bringing both energy and heart to an event that raises critical funds for women and children in need. It's this level of involvement that sets them apart—it's not just about giving, it's about showing up.

That culture of service is not driven by one person—it's shared across the entire organization.

And nowhere is that more evident than in their sales team.

Led by Northern Indiana Sales Manager Amber Gaskill, Trademark Title's sales





THEY CARRY the knowledge and professionalism that comes from years in the industry, while also embodying the next generation of title talent—forward-thinking, relational, and committed to raising the standard.



TRADEMARK TITLE

And through it all, their commitment to community remains the constant.

Because for Trademark Title, success isn't just about what happens at the closing table—it's about what happens beyond it. It's about showing up for people, standing behind meaningful causes, and using their platform to make a lasting impact.

They're not just helping people close on homes.

They're helping build stronger communities, investing in future leaders, and setting a standard for what it truly means to serve.

And that's what makes Trademark Title more than a partner.

That's what makes them a cornerstone. ■

forward-thinking, relational, and committed to raising the standard. They understand that their role goes far beyond facilitating transactions; they are there to support agents, solve problems, and help create smoother, more successful experiences for everyone involved.

That same balance—experience and innovation—is reflected across the entire company.

Trademark Title has built a team that is both seasoned and evolving, where mentorship and growth go hand in hand. Veteran professionals bring stability and expertise, while emerging leaders bring fresh perspective and energy. Together, they've created a culture that is collaborative, forward-moving, and deeply rooted in service.

STABILITY

WHEN IT MATTERS MOST

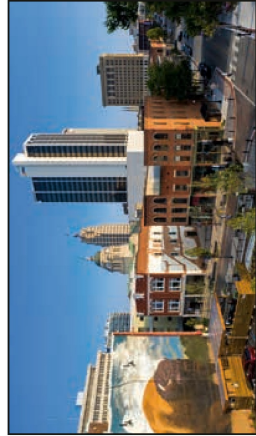
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100TH ISSUE PARTNER DEDICATION

What Our Partners Are Saying

None of what we've built with Fort Wayne Real Producers would be possible without the incredible partners who have poured into this community year after year. Your dedication, your belief in the platform, and your commitment to serving alongside the top agents in our market have been foundational to everything we do. We are especially grateful to those who took the time to share their stories and experiences for this special edition—your voices bring this community to life in a powerful way.

Enjoy this special feature where we asked our partners to answer any of the following questions:

- Can you share a story of how you've used Fort Wayne Real Producers to build relationships and connections with the top agents in the area?
- How has your business grown and what milestones or achievements are you particularly proud of?
- What advice would you give to new businesses looking to partner with Fort Wayne Real Producers and engage with top agents in the region?
- Share your favorite part of being a partner with Fort Wayne Real Producers
- Why do you think a community like FWRP is important in real estate?

We hope you enjoy reading what our partners are saying about the platform! I love watching all of you win, and am grateful for your support of the last 100 issues. Onto the next 100!

Jon Good
Owner/Publisher

NEAR NORTH TITLE GROUP



By utilizing the advertising opportunities provided through Fort Wayne Real Producers magazine, we've been fortunate to receive spotlight article features. Those features alone have helped position us in a great light as a Preferred Partner. On more than one occasion, we've even had agents who had never worked with us before reaching out after seeing the articles because they were interested in learning more about what our company offers. Beyond advertising, events like Mastermind and other gatherings throughout the year consistently put us in front of agents and industry leaders, making it much easier to build meaningful connections.

Jon and Amy do an excellent job connecting agents with their Preferred Partners, and we've greatly benefited from those relationships. About two years ago, our company underwent an acquisition and changed our name from Doma to Near North Title Group. While the name was new to the area, the same great team remained. Naturally, some people were hesitant to try a company they hadn't heard of before. Jon helped us communicate that despite the name change, we were still the same trusted professionals that Real Producers had vetted to support agents and their clients. We're also proud to have been a partner with Real Producers since the very beginning.

Our biggest piece of advice is simple: participate. Real Producers does an excellent job of bringing people together through monthly Mastermind classes and many other events throughout the year. Taking advantage of those opportunities allows you to meet a wide variety of people in the industry. Networking is key to getting your name out there and building the relationships that lead to long-term partnerships.

One of our favorite parts of partnering with Real Producers is seeing the professionals in our industry celebrated. From magazine Spotlights and Rising Stars features to the RPA Gala where awards are presented, there are so many moments dedicated to recognizing the success and hard work of those around us. In addition to celebrating achievements, Real Producers fosters a true sense of community where partnership is valued over competition. It really creates an environment that feels like family.

The level of support, resources, and mentorship within the Real Producers community benefits not only new agents but seasoned professionals as well. The real estate market and industry are constantly evolving, so having opportunities like the monthly Mastermind sessions to discuss current trends and challenges is incredibly valuable. It helps keep everyone informed, connected, and growing together.

TOTES ON LOAN



My biggest advice is to go to the events and be yourself. As a partner, we provide value to the agents with our services. Agents only get to know that if they get to know us. So be yourself and make friends. The business will come.

I love getting to know all the different people I get to meet and make friends with. I have started some great friendships with agents and other partners. There can be a real family feel when you are focused on how we can help each other all win.

My other favorite part is the fact that Jon is such a collaborative person. He wants everyone to win and that is contagious. That is my favorite part!

ART HOME PHOTO



Fort Wayne Real Producers has honestly been one of the biggest relationship builders for us. Early on, it gave us direct access to top agents in a way that felt natural—not salesy. I remember attending one of the events and meeting several agents we now work with consistently today. It created a space where we could connect face-to-face, talk about what we do, and more importantly, learn what agents actually need. Those conversations turned into real partnerships.

As FWRP has grown, so have we. Being consistently present in the community has helped position Art Home Photo as a go-to media company in Fort Wayne. One milestone I'm especially proud of is becoming a trusted partner for many of the top-producing agents in the area—not just for one-off shoots, but ongoing marketing support. That level of trust is everything to us.

Real estate can be a very independent and sometimes isolating industry, even at the highest level. FWRP creates a space where top agents and partners can come together, share ideas, and build genuine relationships. It raises the standard across the board and helps everyone grow faster together than they would on their own.

We're grateful to be a part of it and excited to see what the next 100 issues look like.

GOLD KEY INSPECTION SERVICES



One of our absolute favorite parts of being a partner with Fort Wayne Real Producers is the energy and authenticity behind every event. It's more than just networking; it's about building real relationships with driven, like-minded professionals who genuinely support each other's growth. We love the opportunity to connect with top realtors and other local business leaders in a setting that feels both inspiring and welcoming.

What really sets it apart is the sense of community. Every conversation has potential, whether it leads to a new collaboration, a lasting partnership, or simply a fresh perspective. The events are always thoughtfully put together, making it easy to engage, learn, and have fun at the same time. Being part of this network has not only expanded our reach but also strengthened our presence within a group of professionals who truly value connection, excellence, and growth.

RUOFF MORTGAGE - NICK STAKER



I've always looked at Fort Wayne Real Producers as more of a relationship platform than anything else. When I go to events, I'm not walking in thinking about how to win business—I'm just trying to get to know people. I remember one event where I told myself: no pitching, no talking about rates, no asking for referrals... just have real conversations. I ended up sitting down with a couple top-producing agents I had seen around for a while and just asked simple questions:

What's working for you right now?
Where are deals getting tough?

What's been frustrating lately?
And then I just listened. Honestly, that shift changed everything for me.

Now when I go to Fort Wayne Real Producers events, it doesn't feel like networking at all—it feels like catching up with friends and partners. And that's exactly what I want it to be.

LANCIA HOMES



Partnering with Fort Wayne Real Producers (FWRP) has been a great experience for Lancia Homes. It's more than just a publication; it's a bridge between the craftsmanship of homebuilding and the expertise of the region's real estate professionals.

For businesses looking to engage the key is authenticity over salesmanship.

Lead with Value: Don't just show up to hand out business cards. Offer solutions that make an agent's job easier.

Consistency: Relationships with top producers aren't built at a single coffee meeting. They are built by being a consistent, reliable presence in the FWRP ecosystem over months and years.

Listen: Use the FWRP events to listen to the challenges agents are facing in the current market. If you can solve those problems, the partnership will flourish.

From the Lancia Homes perspective, a community like FWRP is essential because real estate is a relationship business. A home is the biggest investment most people will ever make, and that process requires a high level of trust between the builder and the agent representing the buyer. FWRP creates an environment where that trust is the baseline. When we are all connected, communication is faster, hurdles are cleared more easily, and ultimately, the homeowner gets a better experience. It elevates the standards of the entire local industry.

3 KINGS FLOORING



One piece of advice I'd give to new businesses looking to partner with FWRP is to focus on building real relationships. At 3 Kings Flooring, we've been lucky to work closely with many of the real estate agents and vendors who make this community so great. Fort Wayne isn't a huge city, which honestly makes it even better because you can connect with people on a more personal level. Show up, support the events, and take the time to get to know agents and fellow partners. When you focus on being helpful and building trust, the business naturally follows.

FWRP is important because it highlights the professionals who are really invested in their work and in the Fort Wayne market. It creates a space where agents and industry partners can stay engaged, share ideas, and continue raising the level of service they provide to homeowners and buyers.

MIDDLETON FAMILY DENTISTRY



Middleton Family Dentistry was first introduced to FWRP through an introduction from Lilly Caro, who was actually a former team member at Middleton Family Dentistry. We had the opportunity to support her as she pursued her real estate license, so when she introduced me to Jon Good, there was already a strong foundation of trust. That's what makes Fort Wayne Real Producers so powerful. These aren't surface-level connections. They're rooted in shared experiences, trust, and a genuine desire to support one another's growth.

Our growth alongside Fort Wayne Real Producers has been centered around relationships and intentional service. We've built meaningful connections within the realtor and FWRP partner community and have been able to become a trusted resource for their dental health. What I'm most proud of is that we're not just growing in numbers but we're growing in impact. We've created a space where high-performing professionals feel taken care of, understood, and supported in a way that aligns with their lifestyle.

Be intentional and be selective. The most valuable partnerships come from alignment, not volume. Identify the people who share your values, your energy, and your standards and invest deeply in those relationships. Also, don't try to be everything to everyone. The businesses that stand out are the ones that know exactly who they serve and do it exceptionally well.

The connections and relationships, without question. But beyond that, it's the opportunity to lead through value by educating and empowering agents to prioritize their health and confidence. Dentistry may not be directly tied to real estate, but confidence, wellness, and how you show up absolutely are. Being able to support that for top agents is something I'm incredibly passionate about.

High-level growth doesn't happen in isolation. It happens in community. As the saying goes, "iron sharpens iron," and when you surround yourself with driven, like-minded individuals, your standards naturally elevate. Fort Wayne Real Producers creates an environment where collaboration replaces competition, and that's where real, sustainable success is built.

MERIDIAN TITLE - KATELYN HIGH



When we meet with newer agents one on one, we suggest and invite them to come to Mastermind or to the quarterly events. It's an easy invite to show that we genuinely care about your success and we are here to support you. Let's grow together!

It has grown because it allows the opportunity to make genuine connections with everyone in the industry. The Masterminds are our favorite because you can learn so much in an hour, the breakout sessions are fun too because you get to collaborate and break the ice with people you don't know at the table. We love being able to present an award at the Gala. It's always nerve racking to get up there, but it brings so much joy at the opportunity to celebrate someone's win.

FWRP provides business owners with opportunities to stay top of mind. As owners or employees, there are not enough hours in the day to network and stay top of mind individually. FWRP takes the heat off the back by sending out monthly magazines with an ad and putting meetings or parties together so we can connect with multiple agents all in an afternoon or morning.

RP provides a laid-back, yet growing mind-set atmosphere. We love how there is a mix of new agents coming in that are learning from the experience but also the senior agents that have been doing this for a while learning from each other as well.

It's important because it allows agents and affiliates to grow. FWRP provides a relationship base community that is so needed. Many times in this industry people feel stuck, and its impactful to have community to help them move past that.

DIAMOND RESIDENTIAL MORTGAGE - CHERYL RICHEY



Being part of Fort Wayne Real Producers has been more than just attending events. It's been about building genuine connections with some of the best in the industry. Being able to collaborate and share ideas. There is something different about getting to know people on a personal level—not just through emails or social media, but through real conversations and connections. We have built strong partnerships and great friendships!

Relationships drive everything in this industry. Being able to meet in person and truly get to know others in the industry on a personal level builds a level of trust you just don't get any other way. When the trust is there: communication is smoother, deals move faster, solving problems is a team effort, and clients have a better overall experience. We have been able to achieve and exceed our goals by building these real relationships and long-lasting friendships!

At the end of the day, it's not about transactions—it's about building a network of people who know, like, and trust you enough to put their clients in your hands. Being a part of Fort Wayne Real Producers has helped me achieve this.

It's the people—100%. It goes beyond business. The people I have met being part of this group are so special, and that's what makes this industry so rewarding.

Being a part of a community like Fort Wayne Real Producers creates a space where professionals can come together, share ideas, support one another, and grow! When you surround yourself with driven, like-minded professionals, it naturally pushes you to be better—for your clients, your partners, and your business.

3RIVERS FEDERAL CREDIT UNION



As a lender trying to connect with real estate agents the events are GREAT as there are opportunities to hear about what is happening in their industry. We endeavor to be engaged as we care about the agents and their business. I also like that the events are filled with peers and local leaders in the industry to connect with. The events are well attended, well planned and if you don't know someone you want to reach out to, Jon Good will help to make the introduction.

RIVERS EDGE CONSTRUCTION AND REMODELING - AARON KRAFT



Being featured in Fort Wayne Real Producers was a great opportunity and something I don't take lightly. It really reinforced the value of the relationships we've built in this industry. Our business has grown through trust and referrals, and being recognized in that community helped strengthen those connections even more. It opened the door to new conversations and opportunities, but more importantly, it validated the work we've put into building strong, reliable partnerships.

My proudest achievement has been continuing to build and maintain strong relationships while consistently delivering high-quality work. We've focused on raising our standards, improving our systems, and making sure every project reflects the level of trust people place in us. Growth is important, but doing things the right way and earning repeat business and referrals is what I'm most proud of.

I see the industry continuing to grow, especially in markets like Fort Wayne where we're seeing strong development and an influx of people moving into the area. With that growth, the demand for quality professionalism, and reliable partnerships is only going to increase.

A community like Fort Wayne Real Producers is important because it brings together driven, like-minded professionals who are focused on doing things the right way. It creates a network built on trust, accountability, and shared success, which ultimately helps raise the standard for the entire community.

The agents like this organization as they show up and want to be a part of this group and connect with agents from other offices along with builders, title companies, lenders, home inspectors, insurance agents! I don't know if there is one thing specifically that has led to an increase in my business other than being present and having an opportunity to connect and get to meet and see people that I want to do business with that I might not have been able to connect with otherwise.

I think what has been built here in FW over the last few years is really special and a place where likeminded people can gather and share ideas.

ONE HOPE WINE - JUDY FILLER



One of the most impactful ways I've built relationships through Fort Wayne Real Producers has been by showing up consistently to events and leading with value. Rather than approaching agents with a transactional mindset, I've focused on creating meaningful experiences and relationships. Whether that's through curated wine tastings, thoughtful follow-ups, or simply taking the time to learn what matters most to them and their clients.

I've also become friends with many of the top realtors in Real Producers and genuinely love connecting with them. I've even joined a book club with several realtors and enjoy the camaraderie.

I also remember one event where a casual introduction turned into a deeper conversation about client appreciation. That connection led to a collaboration, and from there, multiple referrals and introductions. It's a great example of how authentic connection naturally evolves into lasting relationships.

My business has grown in a very intentional way alongside Fort Wayne Real Producers. Being part of a community that values relationships and excellence has pushed me to elevate my offerings and be more strategic in how I show up.

A milestone I'm especially proud of is becoming a trusted resource. Not just a vendor for agents, I've been able to collaborate on client gifting, events, and experiences that reflect their brand at a high level. That shift from "service provider" to "partner" has been incredibly meaningful and has led to consistent, organic growth.

Go in with a long-term mindset and a genuine desire to build relationships. The agents in this community are incredibly driven and value authenticity. You can't shortcut that.

Focus on how you can add value first. Be present, follow through, and look for ways to support their business and their clients in a meaningful way. When you approach it from a place of service rather than sales, the opportunities naturally follow.

My favorite part is the sense of community. It's rare to find a group of high-performing professionals who are not only successful, but also collaborative and supportive.

There's an energy in the room at events and in conversations that pushes you to grow, think bigger, and show up better. Not just in business, but personally as well.

Real estate can often feel transactional from the outside, but at its core, it's a relationship business. A community like Fort Wayne Real Producers brings that truth to the forefront.

It creates a space where agents and partners can connect beyond deals sharing ideas, supporting each other, and building trust. That kind of environment elevates everyone involved and ultimately leads to better experiences for clients, which is what it's all about.

HOME WARRANTY INC - SCOTT KELLENBERGER



I met Jon Good a few months after he opened the Fort Wayne market for Real Producers. We sat down for lunch and I must admit, I was very skeptical. I was trying to develop a large territory, including Indiana, Michigan, and Ohio, and was overwhelmed by the logistics of daily work. There were enough transactions in Fort Wayne alone to support a full-time home warranty professional, but I worked for a small company who needed me to get their name out there. Real Producers was one of the main reasons I was able to develop a territory that was much too big for anyone.

Jon soon started bringing together the top agents and service providers into what later would become a close family. As I began to meet people and develop relationships, the Fort Wayne business began to grow. Rather than pulling me in, the local growth enabled me to go out into the rest of my territory without reservation. Because of the family that Jon has nurtured here in Fort Wayne, Real Producers has allowed me to open business in over 120 communities in Indiana and over 90 communities in Ohio, including over 5000 customers, by freeing me up to travel.

But that's just the business part. The real contribution that Jon has made through Real Producers is the family he has formed. They say, "Water seeks its own level". Jon has an unbelievable capacity to be genuine and to love, and he has attracted like-minded people into this family. I realize that the leaders of this real estate community are extremely talented people – in many ways. But unless you have a leader that can focus the time, energy and spotlight on what's really important, it can become a social club. This is not a social club. This is a family. There are dozens of people I could call when I am in need, and they would be there for me. Social Clubs don't provide that. In addition, we get to grow our businesses together. Who has it better than we do? Nobody!

Jon, it has taken lots of time, sacrifice, and labor to bring this family together. I hope someday he can understand that the payoff is more than can be stated. I am a converted skeptic. Thank you, my brother, and well done!



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WINDSOR HOMES



In the beginning just being amongst the top producers felt like a win! We remember our first event; we barely knew any of the new and rising stars of the industry and honestly, we were more of observers than participants. We made a commitment to show up consistently and be intentional with every interaction. Then after a few events I met Tristian Davis with Coldwell Banker and getting to know her allowed me (Marla) to also get to join and be a part of "Boss Babes" a group that Tristian created a year prior. I am so excited to be a part of another group of Businesswomen who can help and support each other in the industry.

Over the years our business has grown in tandem with FWRP, and that journey has been meaningful and rewarding. From the very beginning, being a part of FWRP has connected us with some of the most driven and high performing professionals in the industry. One of the achievements we are most proud of is that Windsor Homes was recognized for being the Very first Builder to be a consistent partner and the trust we have earned from our peers. We have been a builder in the Fort Wayne community for 50 years and will continue to work alongside top producers and contribute to a culture of excellence has pushed us to continuously improve and innovate in the years to come.

Top Agents are always being sold to by lenders, title companies, marketing etc. Everyone wants their attention. If you lead with what you do you blend in, if you lead with relevance that changes things for them. How can you help them make life easier and still help build their business. When you understand that your conversation naturally become more valuable and less transactional. Also focus on depth not volume, you can have 25 strong relationships or 50 just on acquaintance basis. We focus on the 25 strong that will help build your business.

Our favorite part of being a part of FWRP is the exposure, The events and the business growth are great, but we think the BEST part is access to the "Mindset" you are constantly around people who are operating at a higher level, conversations are not about surviving the market they are about leadership, sharing ideas, how to be successful in this industry and the legacy of your business.

FWRP plays a bigger role in the Real Estate Community that most people realize. It is not just a publication or a series of events, it's a connector that shapes how the local industry operates. Instead of being a collection of individual businesses, it becomes a connection network of professionals who know each other, support each other and push each other to be better. In a market like Fort Wayne that kind of connection is a huge advantage and essential for not only the people in it but for the customers we all serve as well

HOOVER THE MOVER



We love the business referrals and the fact that you do a great job making the connections for us. We like the updates on market conditions and what the real estate agents see out there which helps us to forecast our business.

Like the sharing of best practices between agents and the vendors working with the agents.

QUALITY CRAFTED HOMES



We love building meaningful relationships through the Real Producers community. FRP is such a positive and encouraging group that genuinely supports the growth and success of its agents and partners. We are so grateful to be part of it.

It's a valuable opportunity to connect with like-minded individuals pursuing similar goals and success in the industry. This community fosters meaningful relationships between agents and partners, creating an environment where everyone can grow together.

TWO MEN AND A TRUCK



It is important to consistently show up and focus on building real, personal relationships; you are not just selling your service. Authenticity and a real connection go a lot further than a strictly business-oriented relationship. Taking the time to listen to someone and finding ways to support their needs will benefit everyone involved.

Stay engaged beyond events. Follow-up, stay in touch, and find the time to meet in person to catch up. Not every part of every conversation needs to be business oriented; take the time to learn about someone and you'll quickly see the benefit.

Our favorite part is the sense of community. FWRP brings together great people who are all striving to grow together by supporting one another. The environment that this breeds is incredibly motivating and beneficial. Specifically, the Mastermind events are an outstanding way to help learn about the real estate market and foster relationships. It's not just about business; it's about relationships and being surrounded by people who take pride in what they do and helping each other grow as a community. This culture makes it easy to be excited to be a part of something bigger than yourself.



GRAPHX DIRECT

The Power Behind the Sign

In a fast-moving real estate market where first impressions matter more than ever, the sign in the yard still holds remarkable power. For many top agents across Fort Wayne, that critical first touchpoint is made possible by a trusted partner working behind the scenes—**GraphX Direct**.

With over a decade of experience, GraphX Direct has grown into far more than a print company. Their story took a pivotal turn when owner **Jason Price** saw an opportunity to expand their impact. “GraphX Direct had been in business for just over 10 years when one of our wholesale clients was planning

their retirement,” Jason shares. “We bought the business and combined GraphX Direct’s print and production capabilities with the signpost placement service to develop a one stop shop for realtors’ sign needs.”

That decision created a seamless solution that continues to serve agents at a high level today—one built around efficiency, quality, and peace of mind.

At its core, GraphX Direct exists to eliminate one of the most overlooked stressors in an agent’s workflow: signage logistics. “Our sign placement service takes away the worry of getting their

signs at their listings,” Jason explains. “We handle the professional, custom design, storage, and placement so agents don’t have to.”

From custom-designed panels mounted on solid wood posts to yard signs, directional signage, and open house displays, their team ensures every detail is handled with precision. Agents simply maintain a small inventory of signs and submit placement requests through GraphX Direct’s website. “If their request is in before 5:00 pm, the sign will be installed the next business day, Monday through Friday,” Jason adds.





It's a system designed with today's top agents in mind—streamlined, reliable, and built to save time.

But what truly sets GraphX Direct apart is their commitment to customization and brand alignment. In an industry where standing out matters, every sign is intentionally designed—not mass produced. "Each sign is custom designed with a specific agent's vision in mind," Jason says. "Our designers listen to their needs and craft a professional, eye-pleasing layout that supports their marketing goals."

That thoughtful process, combined with advancements in digital printing, allows for faster turnaround times and greater flexibility than ever before. "The transition to digital printing has allowed signs to be created or updated very quickly," Jason explains. "And with QR codes on signs and riders, agents can now connect their signage directly to their digital marketing campaigns."

Looking ahead, GraphX Direct continues to innovate in ways that help agents extend their brand beyond the transaction. One of their newest offerings, StickyPixels, introduces a creative way to personalize client experiences. "It's a 'sticker-like' graphic transfer that can be applied to many hard surface promotional products," Jason shares. "Agents can use it to create one-of-a-kind closing gifts or branded giveaways."

Beyond the services, GraphX Direct is deeply rooted in the Fort Wayne community—a place Jason values both personally and professionally. "It's a very neighborly and family-friendly area that at times has a small-town feel but also has big enough attractions," he says.

That sense of connection carries into the heart of the business. When asked about what he's most proud of, Jason

doesn't point to growth or expansion—he points to family. "Raising my two sons is my greatest accomplishment," he shares. With one son already showing strong artistic talent and stepping into the business, the future of GraphX Direct may very well continue as a family legacy.

At the end of the day, GraphX Direct isn't just placing signs—they're helping agents show up professionally, consistently, and confidently in the



market. And in an industry where details make the difference, that kind of partnership is invaluable.



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EVENT RECAP

Back in March, we hosted our 4th annual Real Producers Awards Gala at the Grand Wayne Convention Center downtown Fort Wayne! Not only was it a memorable night with a packed house of 350 of the top real estate professionals in the area, but it was a meaningful night where as a group we raised \$22,000+ which was enough to rescue 15 children from human trafficking! Thank you to everyone who donated to support our rescue mission.

Special thanks to Jared and the Destiny Rescue team for bringing awareness to this tragic reality that goes on in our world. Let us keep standing up for justice for these children as we continue out this year!

Lastly, we were blown away by the response and all of the positive feedback that we heard from all of you who came out to celebrate the success of 2025 that evening. We could not have put on an event of this caliber if it wasn't for our incredible sponsors of the evening. I want to give a special shoutout to all of them below:

Headline:

- *D.R. Horton*
- *HOMESTretch*
- *Michelle Miller Team, HMA Mortgage*

Food:

- *Bailey & Wood Mortgage Lender*

Drink:

- *Aardvark Home Inspectors*

Entertainment:

- *Bailey and Wood Mortgage Lender*
- *Kapocius Family Insurance*
- *Near North Title*

DJ/Production:

- *Get Up to Get Down Elite Entertainment*

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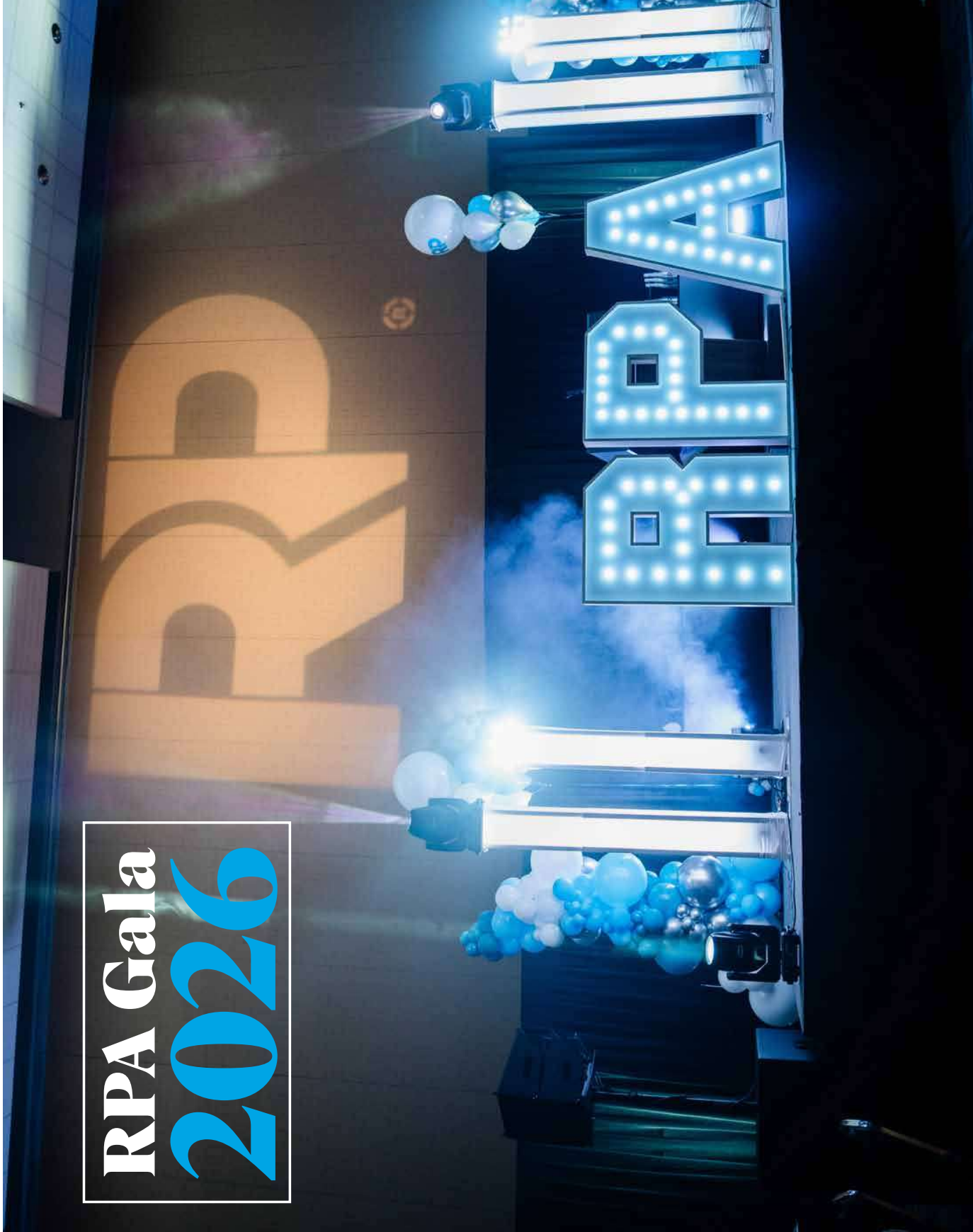
- *Safehouse Mapping*

Awards:

- *Aardvark Home Inspectors*
- *Art Home Photo*
- *Diamond Residential Mortgage*

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RPA Gala 2026



- Everwise Credit Union
- Go Home Mortgage, Greg Thomas
- Home Warranty Inc, Scott Kellenberger
- Lancia Homes
- Meridian Title
- One Hope Wine, Judy Filler
- Star Homes
- Trademark Title

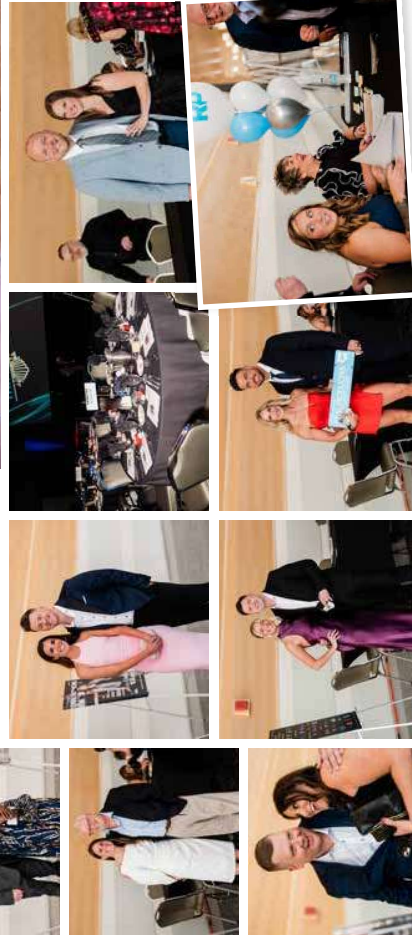
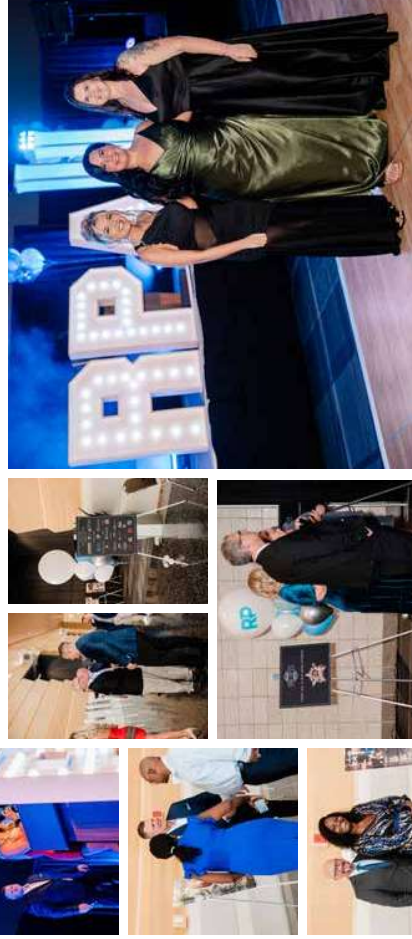
We hope you enjoy the following pages of photos of the evening. If you were there, hopefully, it will cause you to reminisce on the incredible night. If you weren't able to make it this year, we hope you will join us next year for what will be another amazing evening!

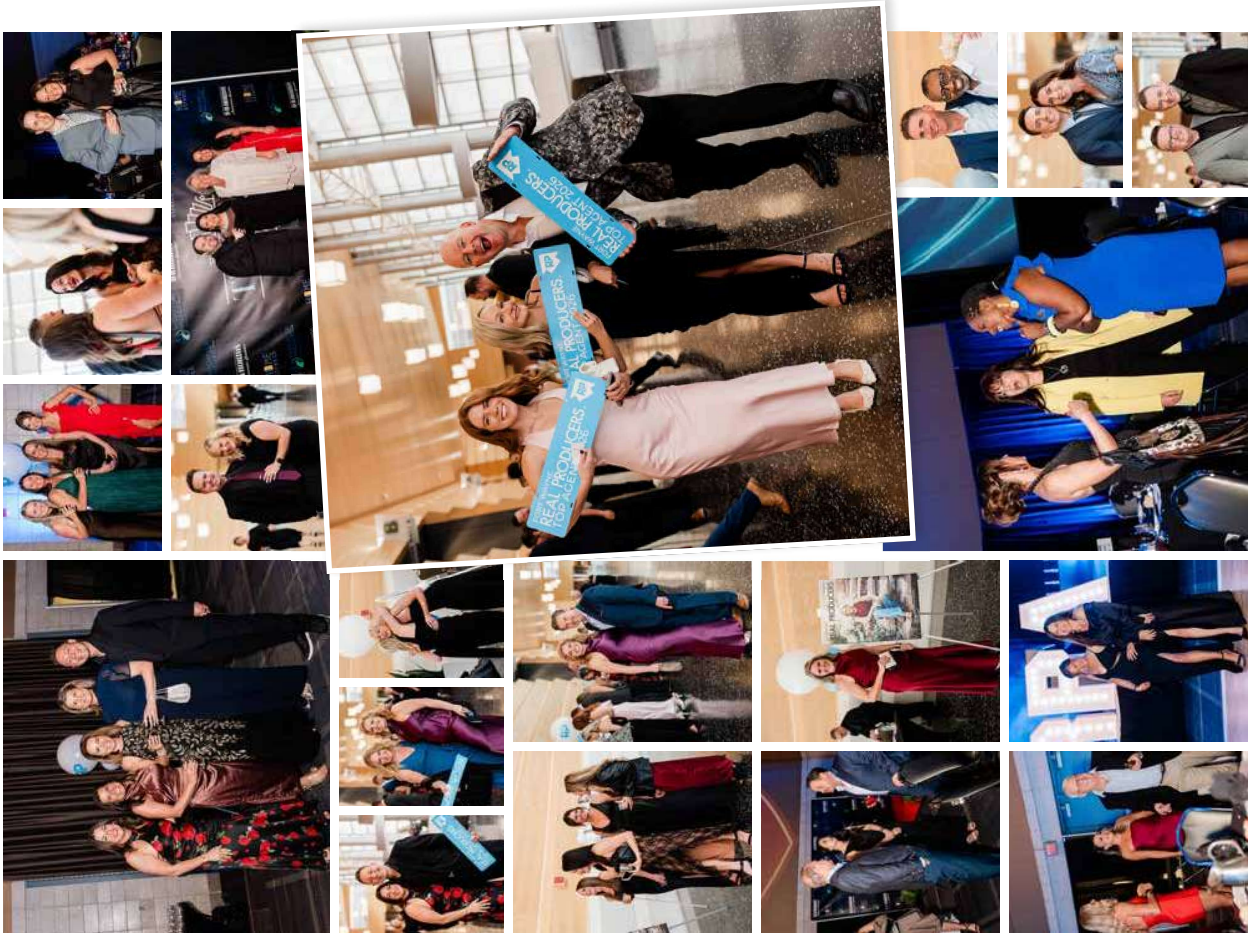
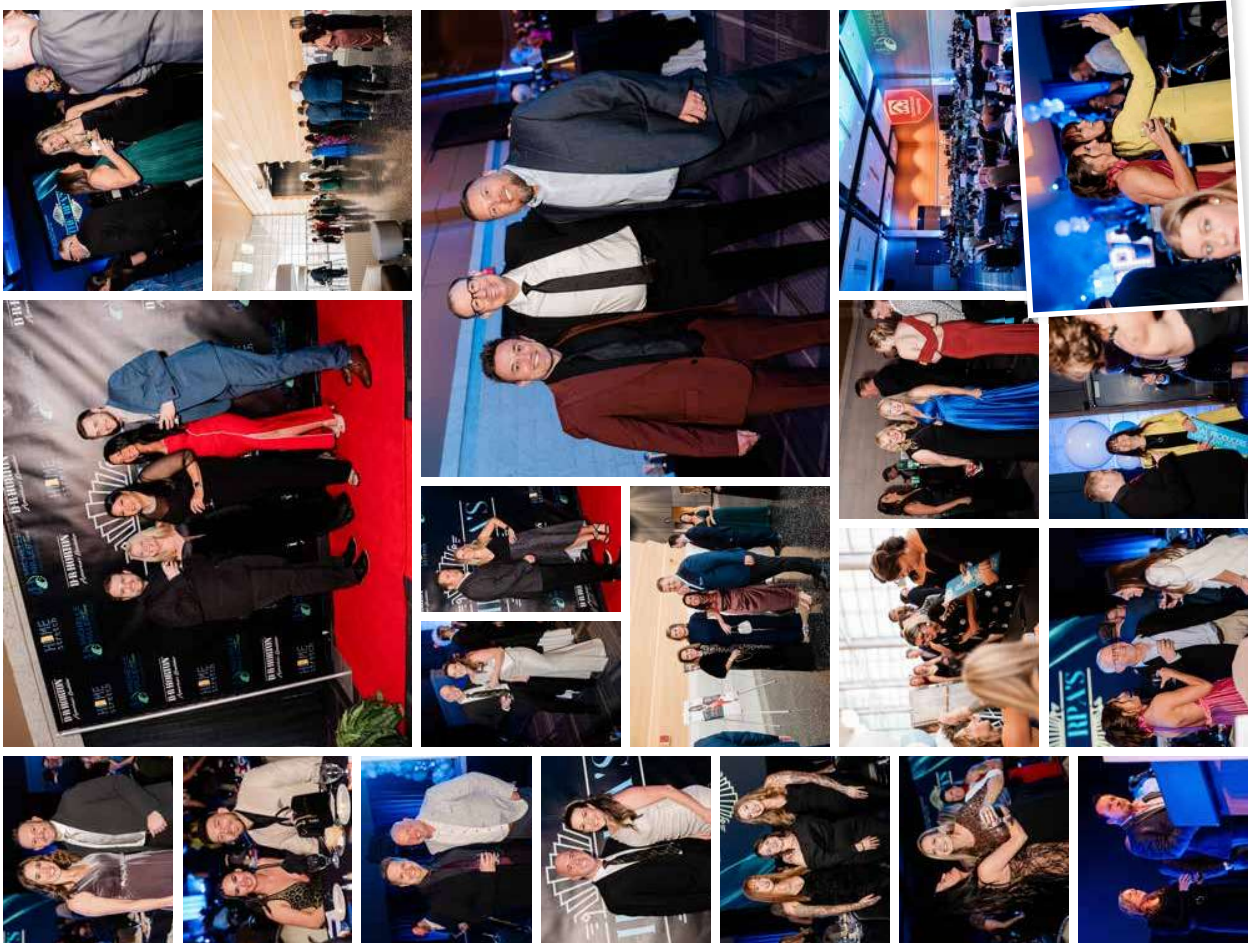
Congrats to all of our 2026 winners!

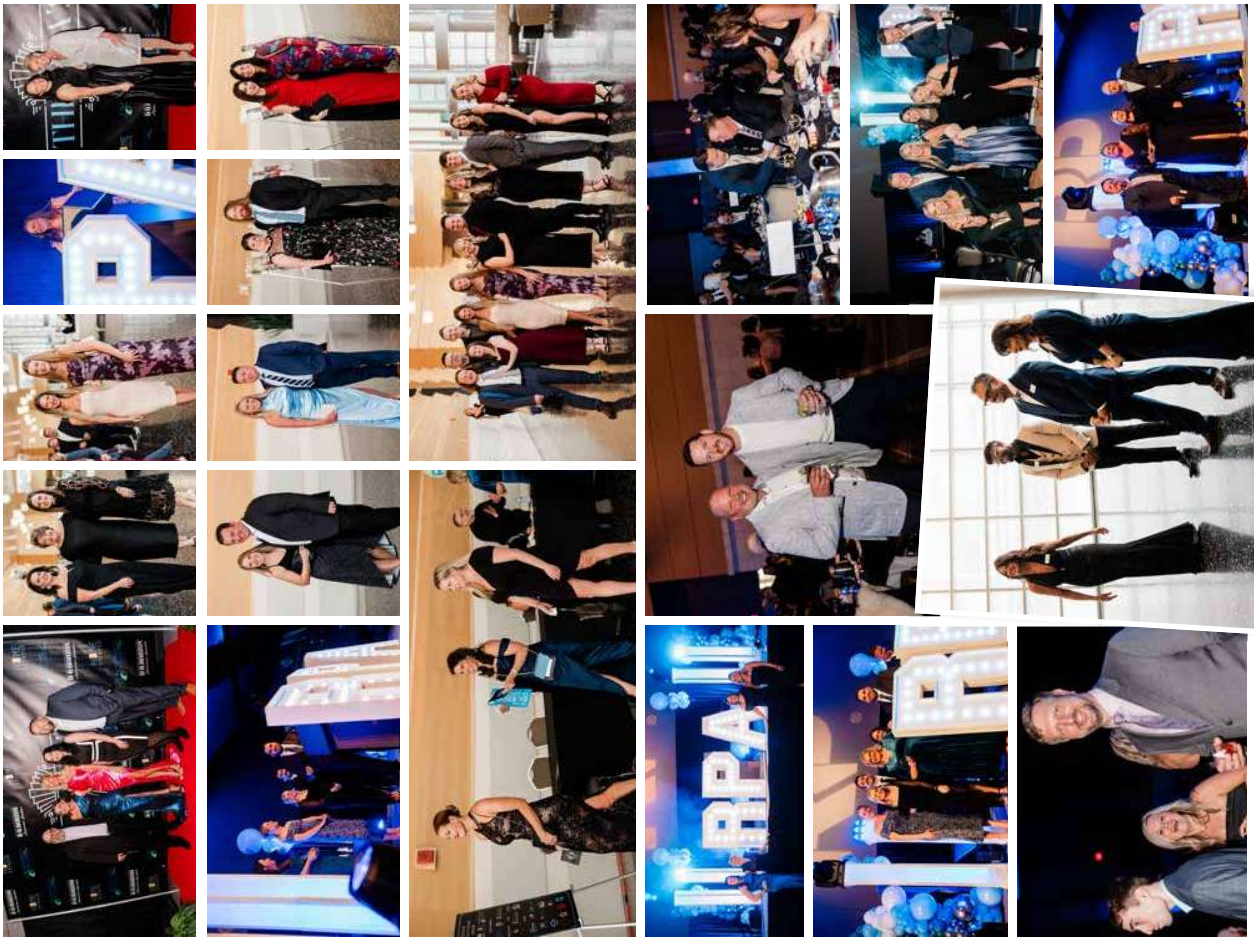
- Rising Star: Maddie Shine, Anthony Realtors
- World Changer: Sabrina Phyo, Uptown Realty Group
- Spirit Award: Heidi Hajlich, North Eastern Group
- Most Inspirational Story: Marilyn Mast, Keller Williams Realty Group
- Go-Getter: George Raptis, Mike Thomas Associates
- Ultimate Connector: Tristen Davis, Coldwell Banker Real Estate Group
- Social Media Superstar: Heather Sanders, eXp Realty
- Best Marketing of the Year: Greg Brown, Jake Farnin, Wendy France, Century 21 Bradley

See you next year at the RPAs!

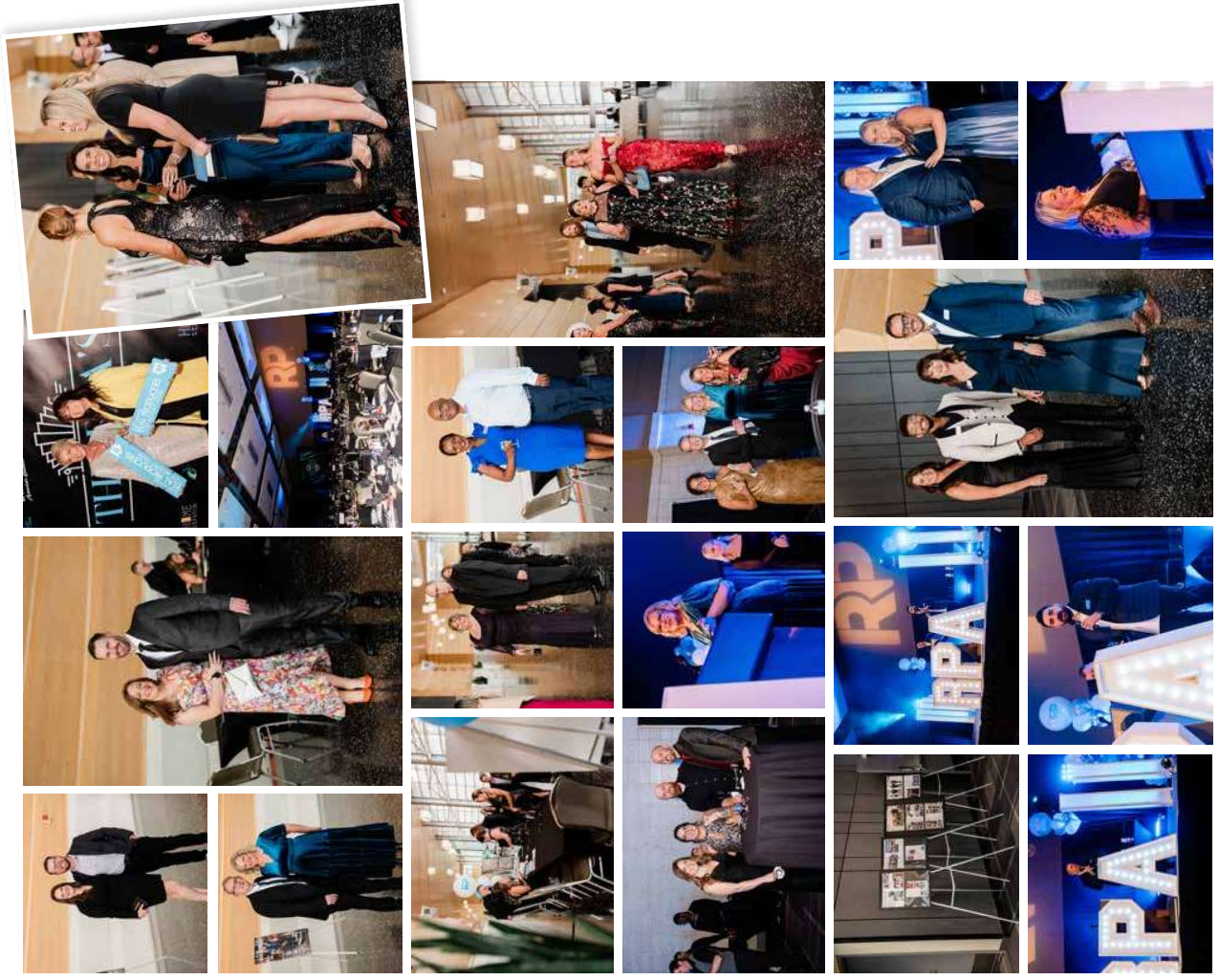
Photo Credit: Art Home Photo
#RPAs2026





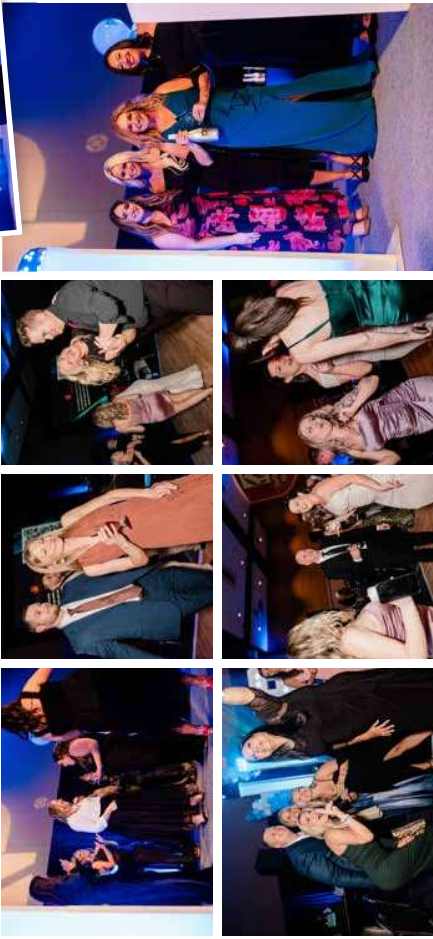
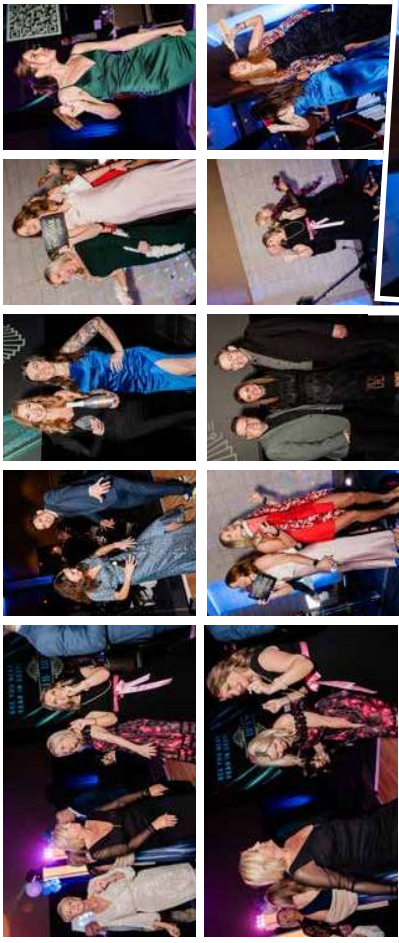


Ft Wayne Real Producers - 53



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Partner Spotlight
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Event Recap
1ST MASTERMIND OF 2026

Top 100 Standings

PHOTO: ARIEL RUTIN/MAGNET

MARCH 2024

REAL PRODUCERS

Lydia Wolhuter

From Fields to Front Doors

+

Rising Star
CARRIZALES

Partner Spotlight
FLORIAN TECH HEATING

Partner Spotlight
PROFESSIONAL INSPECTIONS

Partner Spotlight
318 REMOVAL

Top 100 Standings

PHOTO: CHRIS GIBSON/MAGNET

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REAL PRODUCERS

Heidi Hauflich

FROM CURVEBALL TO CALLING

+

Rising Star
SHEPHERD

Partner Spotlight
RESIDENTIAL MORTGAGE WARRANTY, INC.

Partner Spotlight
KIRACORP HOMES

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BEYOND THE MUSIC

Get Up to Get Down

ELITE ENTERTAINMENT

In a world where experiences define brands, the way you bring people together matters more than ever.

Whether it's a client appreciation event, a company celebration, or a large-scale corporate gathering, the atmosphere you create is what people remember—and what they associate with your name long after the event ends. That's where **Get Up to Get Down Elite Entertainment** has carved out its lane, helping both real estate professionals and businesses turn events into intentional, high-energy experiences that leave a lasting impression.

Led by President **Chris Lowden**, this Fort Wayne-based entertainment company has spent the past decade building a reputation centered on professionalism, precision, and impact. Recently recognized as Best Luxury Wedding Entertainment Company—Indiana through the Global Wedding Awards, along with honors from Three Best Rated and Readers Choice Awards, their work consistently reflects a commitment to excellence. But for Chris, the mission has always gone beyond recognition. “We specialize in creating unforgettable event experiences,” he explains. “At our core, we do much more than play music. We help lead moments that matter.”

That philosophy is what makes Get Up to Get Down Elite Entertainment

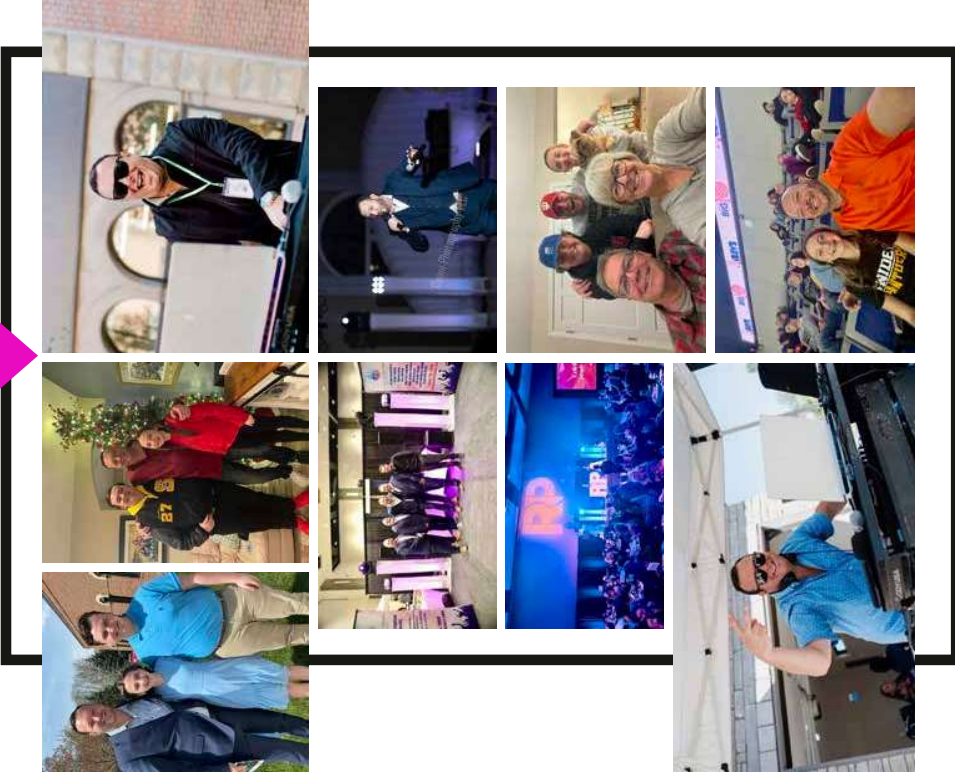
such a valuable partner for real estate agents while also positioning them as a powerful resource for corporate clients. For agents, events are one of the most effective ways to strengthen relationships, stay top-of-mind, and create meaningful touchpoints with clients. Whether it's a client appreciation event, holiday party, grand opening, networking mixer, or award celebration, Chris and his team bring a level of structure and intentionality that ensures every moment feels polished and engaging. Their services go far beyond a traditional DJ setup, offering professional DJ and MC leadership, high-quality sound systems, wireless microphones for presentations, custom lighting to transform venues, and interactive photo booth experiences that give guests something memorable to take with them.

At the same time, their ability to execute at a high level makes them an ideal partner for corporate events where brand perception, timing, and professionalism are critical. From company parties and award ceremonies to brand activations and large-scale networking events, Get Up to Get Down Elite Entertainment approaches each event with a strategic mindset. They focus not just on entertainment, but on how the entire experience flows—ensuring smooth transitions, supporting presenters with clear and

reliable audio, maintaining the right level of energy throughout the event, and creating an atmosphere that aligns with the company's identity. “We are intentional about the emotional arc of an event—how it feels, how it flows, and how people remember it,” Chris says. “Anybody can hit play. Our job is to lead the room.”

That ability to read a room and guide an experience in real time is what truly sets them apart. While many companies can provide equipment, Chris and his team bring something more—awareness, timing, and leadership. “A lot of companies can show up with speakers and a playlist,” he says. “We bring professionalism, timing, crowd awareness, and the ability to guide a room.” This approach ensures that events never feel disjointed or flat, but instead build energy naturally and leave guests fully engaged from beginning to end.

Chris's path into this industry reflects that same blend of creativity and strategy. With a background in Marketing and Business Administration from Indiana State University and a degree in Communications from Indiana University, he developed the skills to not only understand branding and business growth, but also how to communicate effectively and connect with people. He credits much of his approach to the influence of his parents—his father's



“We **SPECIALIZE** in creating **unforgettable** event experiences.”



analytical mindset and his mother's confidence and presence—as well as inspiration from respected local DJs like Freight Train Shane, Randy Alomar,

DJ, and DJ Oz, who helped shape his understanding of what it truly means to move a crowd and lead an event.

"I've always been drawn to music, communication, and the way a great atmosphere can completely change a room," Chris shares. "Over time, I realized this was about much more than entertainment. It was about creating experiences, leading people, and helping others celebrate major moments in a way they never forget." That realization continues to drive how he serves both agents

and businesses today, helping them create events that not only bring people together but also strengthen relationships and reinforce their brand.

For real estate professionals and companies alike, the value of a well-executed event extends far beyond the day itself. It's about the impression that lingers, the conversations that continue, and the connections that are deepened. "We help create experiences that reflect well on our clients' brand, keep guests engaged, and leave people talking long after the event is over," Chris says. In a relationship-driven industry, that kind of impact can make all the difference.

At its core, Chris defines success in a way that aligns perfectly with that mission. "Success is building something meaningful that creates impact, provides freedom, and reflects who you are at your best," he says. "It's about legacy, relationships, and doing work that matters." That perspective is

grounded in what matters most to him—family. As a proud father to Jonathan and Juliana, both actively involved in theater and activities, he finds purpose in creating something meaningful not just for his clients, but for the life he is building outside of work.

For those looking to elevate their events, whether it's a client appreciation gathering or a corporate experience, Get Up to Get Down Elite Entertainment offers more than just music. They offer leadership, intentionality, and the ability to transform a room into something people will remember long after the event is over. ■



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100TH ISSUE TIME CAPSULE

Letters From Our Features

100 issues ago, Fort Wayne Real Producers was built on a vision—to celebrate the people behind the production, to tell the stories that often go un told, and to create a space where top professionals could feel seen, connected, and inspired. What started as an idea has grown into something far greater than we could have imagined, and that growth is a direct reflection of this incredible community.

As we celebrate this 100th issue, we want to express our deepest gratitude to every agent, partner, and supporter who has been part of this journey. A special thank you to the many agents who took the time to reflect and share their experiences for this feature. Your stories are the heartbeat of Fort Wayne Real Producers, and it's because of you that this platform continues to inspire, connect, and elevate the very best in our industry.

We hope that you enjoy this special feature where we asked our past features to answer any of the following questions:

- How did it feel to be featured in Fort Wayne Real Producers, and what impact did it have on your career or projects, if any?
- What has been your proudest achievement since you were featured in Fort Wayne Real Producers?
- What advice would you give to someone striving to be in a similar position as you were when you were featured?
- How do you envision the future of the industry in the next five to ten years?
- Why do you think a community like Fort Wayne Real Producers is important?

Jon Good
Owner/Publisher

Thank you again to everyone who contributed to this special edition. This time capsule of the last 8+ years is something we will always cherish as a community!



Brad Noll Noll Team Real Estate December 2018

Real Producers is vital for the health of our real estate community. Since many real estate transactions are co-brokered, it means that we must be able to work and collaborate with the other agents in our market. Real Producers provides a platform in our community to do just that. Once we hear the stories of other agents, they become a real person and not simply a competitor. Whether it's a cover story or a rising star, getting to know other agents in our market is a competitive advantage for our business and Real Producers is responsible for bringing the top producing agents together.



Larry White Liberty Group Realty June 2018

The impact that being featured in Real Producers had on my real estate career was it provided some legitimacy to what I was establishing as a real estate professional. It also gave a great boost to my database with clients seeing that I had the respect of my colleagues in our profession. It created an additional layer of trust & comfort for my clientele.



My proudest achievement since being featured in Real Producers is my children are now interested in becoming agents and continuing the legacy. That's made me pretty proud.

I think a community like Real Producers is important because it provides a platform for COMMUNITY!! This is the first time in my 21 years of being licensed that I've seen us agents have a platform singularly focused on highlighting us as agents. As a result, it has produced a level of camaraderie amongst the realtor fraternity that has caused connections with other agents that we wouldn't have otherwise had since Real Producers' inception.

Leslie Ferguson Regan Ferguson Group Realty September 2018

Being the first featured team/agents in Fort Wayne Real Producers was both humbling and energizing for us. It felt like a meaningful acknowledgment of the years of discipline and consistency that have gone into building our business together. As a women-owned boutique brokerage, it validated the intentional way we've grown—staying relationship-driven, local, and committed to elevating the client experience. The feature also created opportunities for new connections and collaborations within the real estate community.



One of our proudest achievements has been continuing to grow the business while protecting the culture and reputation we've worked so hard to build. Maintaining our position in Northeast Indiana—while mentoring agents, refining our systems, and navigating a changing market—has been incredibly rewarding. More than anything, we're proud of our team. Watching them grow, succeed, and consistently deliver exceptional client experiences is what matters most to us.

Stay consistent and lead with integrity. Know your market and don't chase shortcuts. Relationships are everything in this business. Build strong systems early, surround yourself with people who share your values, and focus on creating an experience that naturally turns clients into advocates. Long-term success isn't just about production, it's about trust, reputation, and building something sustainable.

We believe the industry will continue to evolve quickly, especially with technology, AI, and data playing an even bigger role in how homes are marketed and transactions are managed. But we firmly believe the human element will remain essential. Real estate advisors who bring expertise, negotiation skills, and genuine relationships will continue to stand out. The agents who thrive will be those who embrace innovation while staying rooted in connection, service, and real value.

It fosters connection, collaboration, and shared learning in an industry that can otherwise feel independent and siloed. Highlighting and celebrating local professionals raises the bar for everyone and strengthens the broader real estate community.

Scott Pressler
Keller Williams
Ready Group
August 2019



It was so cool to be on the cover, and I remember in the beginning everyone was dressed up looking professional and I decided I wanted to do something different, so hey why not jump in the lake! LOL. Be you! It's always been something to be proud of.

Be learning-based and strive to be the best you can, treat it like a career, do the right thing for your clients, be transparent and always make the transaction about them not you. Show grace with your peers, always strive to create a win-win for all parties involved in the transaction. Be the best version of yourself.

It's a place where we can collectively celebrate each other and lift each other up.

“Stay in your lane and build something that actually feels like you. It’s easy to look around and compare, especially in a high performing environment, but longevity in this business comes from authenticity and consistency.”

Jessica Arnold
North Eastern Group
January 2020



Being featured back in January 2020 felt incredibly humbling and I had NO idea what was about to happen with the real estate market! At the time, I was in a season of building, learning, and trying to find my footing in a bigger way, so to be recognized meant a lot. What I didn't expect was how much it would deepen relationships. It opened doors to conversations, collaborations, and friendships that have truly shaped my business. Even now, six years later, I still read the magazine and feel that same connection. It reminds me that while each of us is on our own path, there's a shared understanding in this profession that quietly links us together.

My proudest achievement has been building a business that feels aligned, not just successful. I've been able to serve hundreds of families while also growing into new spaces like new construction, investment properties, and more recently, infill lot development. But more than production or numbers, I'm most proud of the relationships. The referrals, the repeat clients, the trust that continues to come back around. That tells me I'm doing this the right way.

Stay in your lane and build something that actually feels like you. It's easy to look around and compare, especially in a high performing environment, but longevity in this business comes from authenticity and consistency. Do the small things well. Communicate clearly. Take care of people. And give it time. The agents who last are the ones who build a foundation they can stand on, not just something that looks good from the outside.

I think we'll continue to see more transparency and more educated consumers, which is a good thing. The role of a REALTOR® will become even more rooted in guidance, strategy, and advocacy rather than just access. The agents who thrive will be the ones who can clearly communicate value, stay adaptable, and lead clients through complexity with confidence and care.

This business can feel both deeply personal and incredibly isolating at the same time. Real Producers creates a space where we can see each other, learn from each other, and celebrate each other. It keeps us connected and grounded. It reminds us that we are all running our own small businesses, navigating our own challenges, and still somehow moving forward together. And I truly love to see that.

George Raptis
Mike Thomas Associates, Inc
April 2020



Being featured was honestly humbling more than anything. In this business, you're so focused on serving people day in and day out that you don't always stop to look back at what's been built. It felt less like recognition for me and more like a reflection of all the relationships, clients, friends, and partners who trusted me along the way. The biggest impact wasn't business volume or attention, it was connection. It opened doors to deeper conversations with other agents and industry partners who share that same mindset of doing things the right way. That's what stuck with me, the reminder that this industry is bigger than transactions.

Without a doubt, it's been continuing to build something that's centered around people, not just production. Watching our team grow, not just in numbers but in how we show up for clients, has meant everything. Seeing agents build confidence, serve at a higher level, and create real relationships with their clients, that's what I'm most proud of. At the end of the day, the wins aren't the closings. It's when a client calls you years later, refers a friend, or trusts you again. That's when you know you're doing it right.

Focus on people, always. It's easy to get caught up in numbers, production, and what everyone else is doing, but the agents who last in this business are the ones who genuinely care about their clients and their reputation. Do the small things consistently. Follow up. Be honest, even when it's hard. Treat every client like they matter because they do. And build relationships within the industry, not just outside of it. The way you treat other agents, lenders, and partners will come back around more than any marketing ever will.

I think the industry will continue to evolve with technology, but the core of it won't change. There will always be a place for agents who bring real value, guidance, trust, and relationships. If anything, as things become more digital, the human side will matter even more. The agents who win long-term will be the ones who lean into connection, who stay consistent, and who truly care about the people they're serving, not just the deal in front of them.

A community like Real Producers brings people together who are all working toward something bigger. It reminds you that you're not alone, that there are others who value relationships, integrity, and growth the same way you do. It creates space for collaboration instead of competition, and that's when the industry gets better as a whole. At the end of the day, real estate is built on relationships, and communities like this help strengthen them, both personally and professionally.

“Focus on people, always. It’s easy to get caught up in numbers, production and what everyone else is doing, but the agents who last in this business are the ones who genuinely care about their clients and their reputation.”

Ian Barnhart
Coldwell Banker
Real Estate
Group
May 2020



The local Real Estate community and specifically relationships

grown with the help of Real Producers has allowed me to build what are becoming lifelong friendships with incredibly bright and focused individuals on both the sales side as well as with amazing affiliates. Friendships based on a very healthy amount of jealousy & competitiveness and a ton of pride & love. Being able to keep up with my colleagues, spend time together, root each other on, constantly learn from one another, and have well deserved good times together reminds me of how cooperative this industry is and how much having great people in your life make anything & everything possible.



Tammy Fendt
Updown Realty Group
June 2020

I was honored to even make the Top 300 when I did! Let alone be featured on the cover of Real Producers Magazine! And then also for a Leader's feature! I do feel like they help my career. Acknowledgement from peers is very important in this industry and it's a great way to show your clients you are successful!

Well, we have since opened our own Brokerage! It's been a wild ride that puts me exactly where I was ready to be. I LOVE helping agents be successful and have had a very successful career, and love to pass on my knowledge.

Work hard, learn all you can, surround yourself with people that help you be better and root for you!

I believe that A.I. will be very prominent and re-shaping how we do real estate! But I feel the younger generation entering real estate will thrive! I hope it does not replace person to person relationships though, that is a real risk.

We are all in this together! Real Producers is a great way to create relationships with other agents and people in the industry. Relationships are the core foundation of real estate! Whether it is with other real estate agents or vendors, it all works together!

Chris Parker
CENTURY 21 Bradley Realty, Inc
July 2020



I didn't think it was going to be worth my time when a fellow agent submitted my information for consideration with Fort Wayne Real Producers. When Jon called to let me know I'd been selected for a feature, I was astonished! There are so many excellent real estate agents amongst our ranks! There are agents that produce so much more than I do, agents that know so much more than I do, and agents that give back so much more than I do. Why me? Jon appreciated our family-first real estate strategy and captured the stories that reflect my business, enhancing our visibility and enriching our reputation with our clientele. In a world surrounded by 1099 earners, no one stops in to pat us on the back and Real Producers provided a much-appreciated acknowledgment. Thanks Jon & RP!

It's been quite some time since being featured in Real Producers and instead of scaling up, we've focused on family-first endeavors, prioritizing relationships and continuing to provide our best with every opportunity given to us. My proudest achievement has probably been a counter-intuitive decision to scale back, giving me more time to focus on what's most important - family. I've since opened a coffee shop in downtown Huntington and decided to run for Indiana State Senate - both investments to give back in the community.

When we look to the future, economists tend to be wrong, so let me submit my own armchair prediction...that may be equally wrong! I anticipate the real estate market will become more difficult for new agents to get involved and established, while seasoned agents struggle to keep up with the changing times. New agents will struggle to understand the necessity for relationships in contrast with the efficiency of digital platforms. Established agents will struggle to leverage technology. Covid taught agents that a strong rapport with an agent is not essential, that agents are disposable and a dime-a-dozen, while agents during COVID were struggling to keep up and maintain equal rapport with the client base. The contention between attorneys, tech platforms and associations will cause further strain on agent reputations. Zillow's reach as an e-commerce and data company will continue to expand beyond ShowingTime and DotLoop and as they leverage data points from outside their real estate platforms, their organization will have a better handle on predictive activities to target specific consumers instead of leveraging traditional broadcast advertising. National and state organizations will try to "hold the line" on tradition over innovation, leaving their membership to struggle through cultural relevancy, allowing an agent-first organization to emerge and become an industry champion for consumers and agents, in contrast with the single-entity model we have now. The title and lending industry will continue to become more efficient with digital advancements and blockchain models could eliminate the need for title searches all-together. Agents will be further forced to defend their business by reverting to old school relationship-based business models to contrast with the hyper-speed digital consumer trends. (Let's check back in 10 years and see how my prediction holds up!)

Being featured in Real Producers can be a leg-up to level-up, or recognition of the hard work invested over the years prior. Jon works to feature agents for outstanding accomplishments amongst our peers without diminishing opportunities for our colleagues. You can use the recognition for social media, or order reprints to distribute to your clientele or prospects, but recognize the recognition isn't something you can take to the bank. Maintain focus on the activities that propelled you into the spotlight.



Jackie Clark
Coldwell Banker Real Estate Group
October 2020

When you surround yourself with high-performing, ethical agents, it naturally elevates everyone. The Mastermind meetings are an opportunity for learning & sharing best practices, promoting collaboration, problem solving as well as sharing market insights. Our referral relationships get stronger (with both vendors, sponsors, and community) it creates a sense of agency that builds trust amongst the agents.

Treat it as a business: Show up, create daily habits, work schedules, etc. and follow through with them. Your database and the people in it are your future business so keep in contact with the people in your database. Always keep your client's best interests at heart. Always act ethically and honestly. Answer your phone! Follow through when you say you will. Don't compare your beginning to someone else's middle. Help other agents as much as possible. Be humble. Pay your quarterly taxes. Invest in your retirement.

Never think you know it all - real estate is always changing and there is always something new to learn.

Surround with high-performing, ethical agents. Keep it real (we don't have to have the fanciest vehicles, flashy clothing/jewelry).

Melisa Maddox
North Eastern Group Realty
December 2020



Being featured was both humbling and deeply affirming. After 37 years in real estate, recognition like that isn't just about longevity- it's about the relationships, the results, and the reputation built over time. It elevated my brand and brought greater visibility to the projects I'm most passionate about- particularly historic preservation and luxury redevelopment. It also created stronger alignment with other top-tier professionals in our market.

My proudest achievement has been continuing to evolve at a high level in a changing market. I've expanded into distinctive development and investment projects, including transforming historic properties into luxury living spaces. At the same time, mentoring and building a strong team has been incredibly rewarding.

Consistency is everything. Excellence is a standard, not an occasional act. Show up every day with integrity, take exceptional care of your clients, and protect your reputation. This business is built over time, not overnight. Stay adaptable, keep learning, and lead with authenticity.

Technology will continue to streamline and elevate the process- AI, data, and digital marketing will become even more advanced. However, trust and human connection will remain at the core. The most successful agents will merge innovation with high-touch, concierge-level client experience.

It brings together top professionals in a way that fosters collaboration instead of competition. It's a space to learn, grow, and elevate one another. Strong communities like this ultimately raise the standard of the entire industry.

"Your database and the people in it are your future business so keep in contact with the people in your database. Always keep your client's best interests at heart."

Brandon Ferrell
Keller Williams Realty Group
February 2021

A community like Fort Wayne Real Producers is important because it creates a centralized hub for relationships, growth, and opportunity within the real estate industry. That's something that's hard to replicate on your own. Much like a Chamber of Commerce, it brings professionals together with a shared purpose: to connect, collaborate, and grow their businesses. But what makes Fort Wayne Real Producers unique is that it's highly targeted & built specifically for REALTORS® and the businesses that support them.



Jim Owen
CENTURY 21
Bradley Realty, Inc
January 2022



I felt flattered, humbled and excited to be featured. It indirectly helped my career as I leveraged that issue and ongoing inclusion as part of my marketing strategy.

My sustained success and the fact that past clients have worked with me multiple times and referred me to friends and family.

Ask more questions – I leaned on my self-employment history my first couple years and could have used more insight into my new career.

I am a “glass is half full” guy – Agents won't be replaced by AI – Agents who don't use AI will be replaced by those of us who do.

I see Todd Stock several times per year and his philosophy of “We are better together” really speaks to me and has for years.

Mary Anne Taylor
North Eastern
Group Realty
June 2022



It was an honor to be selected to be in Real Producers.

I would say the impact would be having the article printed off and in my buyer/seller packets.

They can read about my story and hopefully feel “at home” with me immediately.

You probably don't want my answer to the 2nd question because my proudest achievements in life have nothing to do with real estate. If I had to choose it would be my relationships I've been able to have with much younger agents in the business. I'm all about relationships!

Work hard.....Be honest.....Have good communication skills.....most of all show grace to other agents and work hard to collaborate with them.

I don't see the industry changing much. Technology always changes things, but I hope it doesn't hinder the close-knit community of agents.

Real Producers is important because it has given agents a chance to be with each other socially. I see more collaboration and less competition, and I honestly feel it has a great deal to do with all of your hard work Jon!

Derek Pearson
Perfect Location Realty
August 2022



Being featured in real producers so early into my career was amazing! I've given all of my clients a copy and will continue to build off it.

Since being featured, I've stepped forward with 25+ rentals (was 0) and now co-owner of my own brokerage!

Do the right thing, treat your clients like gold and good things will follow.

I see the price of homes to steadily increase. I see demand catching up. I think it will level out & I think 1/4 of agents who stayed 3-5 years ago won't be around if they don't have a strong sphere.

Jon is an all-around great human. He brings his good beliefs and people who feel the same together. Making the community stronger. Love to see all he does.

Tyler Jackson
CENTURY 21 Bradley
Realty, Inc
November 2023



Being featured was a great experience and an opportunity to connect with others in the industry. It helped bring additional visibility to my business and opened the door to new relationships that have continued to be valuable over time.

One of my proudest achievements since being featured has been continuing to grow my business while maintaining a strong focus on client experience. Building trust with clients and helping them navigate important decisions has always been a priority, and it's been rewarding to see that translate into continued growth and repeat business.

Shannon McClure
CENTURY 21 Bradley
Realty, Inc
January 2024



It was a huge honor to be featured on the cover of RP! As a small fish in a big sea, I felt seen. I felt like what I was doing not only mattered, but I was doing a good job!

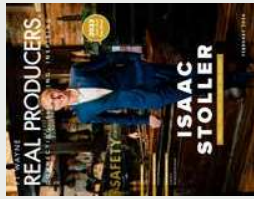
I have found my voice. I have learned to stand up for myself and know my worth. I live by the motto, “If it doesn't satisfy you, let it go!”

Never give up on your goals. Work hard and always remember your “why.” Make connections and continue to show up.

Ever changing, as with any industry. It is important to keep up to date with the systems and technology so I can better serve my clients.

Because we are made to work together! Relationships are important in our business. RP is great with connecting not only agents to other agents but giving us amazing resources for our clients.

“Relationships are important in our business. RP is great with connecting not only agents to other agents but giving us amazing resources for our clients.”



Isaac Stoller
Steffen Group
February 2024

Over the next five to ten years, I believe our industry will be increasingly defined by intentionality. The agents who continue to thrive won't be there by accident. They will be highly deliberate in how they operate, how they serve, and how they position themselves for the long term.

Being intentional with systems and processes will be a major separator. As technology continues to evolve and more tools become available, the advantage won't come from simply having access. It will come from how well those tools are implemented. Agents who create consistent, repeatable processes will be able to deliver a higher level of service and operate more efficiently, while those without structure may struggle to keep up.

Intentionality will also show up in how agents engage with their communities. Real Estate is, and always will be, a relationship driven business. The professionals who invest time in building genuine connections, staying visible, and contributing to their local communities will earn trust that can't be replicated by automation or marketing alone.

Equally important is being intentional about personal and professional growth. The market will continue to shift, whether through economic changes, evolving consumer expectations, or new regulations. Agents who commit to learning, adapting, and investing in themselves will be best positioned to navigate those changes and continue providing value to their clients.

There will always be opportunities in real estate, but I believe the gap between those who succeed and those who exit the business will widen. The agents who treat this as a long-term profession, who are disciplined, consistent, and forward-thinking will continue to rise to the top.



Nikki King
King Realty, LLC
March 2024

It was truly a huge honor to be selected for the cover of Fort Wayne Real Producers. It's something I'm incredibly proud of and grateful for, and I've enjoyed being able to share that recognition with others.

One of my proudest achievements has been becoming a "Grammy"—that's a title very close to my heart. Professionally, I take pride in every transaction I'm part of. Each one is an achievement because it represents helping someone through an important moment in their life. Helping others is truly my passion. I also enjoy supporting fellow agents—many would say I'm known for sharing a helpful "tip of the day." I've been building my journey as a REALTOR® one client at a time over the past 21+ years, and that continues to be something I'm very proud of.

My best advice is don't lose yourself trying to be someone else. Be true to who you are, and you'll shine much brighter than trying to imitate someone else. People trust authenticity. When you're genuine, it shows—and that builds lasting relationships. At the same time, always stay open to learning and growing. There's room for all of us to improve and evolve.

Over the past 21+ years, I've watched this industry continually evolve. I believe we'll continue to see new learning curves, along with twists and turns in the real estate landscape. The good news is that real estate is one of the most adaptable careers out there. Every transaction already comes with its own unique challenges, and we're used to adjusting to best serve our clients. Technology will continue to play a bigger role, shaping how we do business day by day. But as professionals, we've proven that we can adapt—and I truly believe we'll continue to do so successfully.

Hearing others' stories makes this career feel real and relatable. It gives people goals to strive toward and highlights individuals who might otherwise go unnoticed. It also helps us connect on a deeper level, even if we only cross paths occasionally. I believe it creates a sense of community, encouragement, and recognition—and that's incredibly valuable. I'm truly grateful to be a part of it. Thank you!



Jake Hege
Uplown Realty Group
March 2024

My advice to someone who is striving to be in a similar position when I was featured would be to show up and do the work needed and you will still find success. I am young for the industry. I believe I was 23 when I was featured as rising star. Don't be afraid to make that cold call, knock on the door, or send the email. Just do it. There is a concept called death by preparation: you watch the videos, take the notes, and do everything except what is actually needed. Ultimately, time will pass; you might as well do what you need to do!



Lucas Deek
Weichert Realtors - Hoosier Heartland
May 2024

It was a great turning point in my career when I was featured as a rising star. It helped with trust and credibility. It assisted in my media presence and people in my area really engaged well with the feature.

I became the #1 Realtor in Noble County and sold two of the most expensive homes in the county (not on a lake)! Keep God first, focus on the journey and process not the outcome, and get surrounded by better people!

The industry will be innovative, you will have to be adaptive, but more personable than ever! I think people will be AI and automation fatigued and that we will crave real world connection. Relationships and genuine love for people will go a long way.

It's important to recognize that this industry can often feel isolating, with many tasks done independently. This community brings people together, reminding us that we're not alone. It fosters collaboration, strengthens the quality of service we provide, and builds genuine camaraderie—creating an environment that ultimately better serves our entire community.



Patrick Irick
CENTURY 21 Bradley, Realty, Inc
June 2024

It was an honor to be featured alongside Greg Adams, who is my father-in-law and a top tier mentor in this industry. It has been a great talking point for both clients and visitors to my home alike, as I have the canvas print hanging in my home office.

By far, my proudest achievement is becoming a dad the same month our issue was featured! My sweet daughter Ruby is the biggest blessing in my life.

I think the future of real estate in Fort Wayne is very bright. Our region continues to expand with new businesses, hospitals, and enterprises moving into Fort Wayne. New construction continues to boom, and our city population is growing.

It is a great resource for top producing agents to glean wisdom, advice, referrals, and networking opportunities in our area.

"It's important to recognize that this industry can often feel isolating, with many tasks done independently. This community brings people together, reminding us that we're not alone."

Tanya Cole

CENTURY 21 Bradley
Realty, Inc
September 2024



It was an honor to be featured in Fort Wayne Real Producers magazine. The recognition was very motivating—it gave me a chance to reflect on my real estate journey so far and to share my story with others in the local real estate industry. The feature encouraged me to network and opened doors to new collaborations and opportunities I might not have had otherwise.

Since being featured in *Fort Wayne Real Producers*, my proudest achievement has been the continued growth of my business while staying rooted in relationships and client service. I've been able to help more clients navigate important life transitions—whether buying their first home, upgrading, or investing. It isn't just the increase in transactions, but the trust I've built within my community and the referrals that continue to come from past clients. That tells me I'm doing things the right way.

If I could give advice to someone striving to be in the position I was in when I was featured, I would say: focus on people first, and always. It's easy to get caught up in numbers, production, or recognition, but people and relationships are the foundation of this business. Be consistent, even when things get hard or feel uncertain. The small actions you take every day really do add up. Don't be afraid to grow at your own pace, and don't compare

your journey to anyone else's—it can be discouraging and distracting. Also, be willing to learn constantly. Ask questions and stay open to improving. There's always something new to learn. Most importantly, stay true to who you are. People are drawn to authenticity, and the more you lean into that, the more meaningful and sustainable your success will be.

I think the real estate industry over the next five to ten years is going to be shaped by a combination of technology, shifting demographics, and affordability challenges.

First, technology is going to continue transforming how we do business. AI-driven property searches are going to continue getting stronger. Agents who embrace technology will be able to serve clients faster and more strategically than those who don't, and those who don't are going to be left behind. Second, inventory and affordability will remain key challenges. Most data shows we are not headed toward a market crash, but rather toward slower, steady appreciation in home values with continued pressure from construction costs and limited supply. Buyers will need more guidance from real estate professionals more than ever.

I think a community like *Fort Wayne Real Producers* is incredibly important because real estate can often feel competitive and isolating, even though we're all working toward similar goals. Having a space that brings top professionals together creates connection, collaboration, and encouragement instead of just competition.

It also provides an opportunity to learn from one another. Being around other driven agents challenges you to grow, sharpen your skills, and stay motivated. You're able to share experiences, best practices, and even struggles in a way that everyone can relate to.

Emily Ewing

North Eastern Group Realty
March 2025



It felt like a huge accomplishment. It felt good knowing the work I was doing was making a difference and impacting others.

Being able to grow my referral business in a short time frame. It means so much when past clients trust me with their loved ones.

Work hard every day and always be genuine.

“It's easy to get caught up in numbers, production, or recognition, but people and relationships are the foundation of this business.”

Geoff Cavender

eXp Realty LLC
April 2025



I achieved the "Top 250 Teams" at eXp Realty. A company with around 83,000 agents globally, and I made the top 250 teams in the world! That is a huge accomplishment for my team and me that we are all very proud of. We now get into rooms with the other Top 250 Teams in the world!

I feel like Real Producers keeps the community alive. You guys break down the barriers of brokerages like no other organization ever has, and as agents we need that so much.

Evan Riecke

Encore Sotheby's
International Realty
May 2025



It's always an honor to be recognized by your peers! Being featured gave me additional credibility and helped elevate my personal brand, which ultimately allowed me to market myself at a higher level.

Setting my personal record for sales volume in the same year I was featured on the cover.

Don't become complacent. Stay consistent, keep learning from the people around you, and do everything with integrity. The results take care of themselves over time!

AI will continue to evolve and become a major factor in how we do business. At the same time, client expectations will be shaped by the speed of everything around them. Think Amazon Prime. Buyers and sellers will expect faster showings, quicker contracts, and near-instant loan approvals, which will push agents to be more efficient and responsive than ever.

It brings together like-minded professionals in the same industry who are all striving to improve. Being around that kind of environment pushes everyone to grow and ultimately raises the standard across the board.

Kaylin Best

CENTURY 21 Bradley
Realty, Inc
June 2025



Being featured in Fort Wayne Real Producers was honestly such a surreal and humbling experience. It felt like a moment to pause and reflect on how far I've come, especially in an industry where things move so fast.

It also made me feel incredibly honored to be on the cover alongside so many incredible agents in our industry who are absolutely crushing it.

Focus on people over transactions — always. The business will come when you genuinely care, stay consistent, and show up with integrity.

Also, don't be afraid to build something that's yours. Whether that's your brand, your systems, or even something outside of real estate — those things set you apart and create long-term opportunities.

And lastly, stay patient. Growth compounds over time, even when it doesn't feel like it day-to-day.

I think the industry is going to continue shifting toward relationship-driven business and strong personal brands. Technology will keep evolving, but it won't replace trust, communication, and connection.

Agents who can adapt, stay educated, and create real value beyond just opening doors will continue to thrive. I also think we'll see more collaboration and creative ways to serve clients beyond traditional transactions.

Having a community like Fort Wayne Real Producers is so important because it brings people together in an industry that can sometimes feel very competitive.

It creates space for collaboration, recognition, and shared growth. It reminds us that we're not just individuals working in silos — we're part of something bigger.

Those connections, conversations, and support systems are what really elevate both the individuals and the industry as a whole.

Marlynn Mast

Keller Williams Realty Group
December 2025



Being featured in Fort Wayne Real Producers as a Rising Star and winning Most Inspirational Story for 2025 was an incredible honor. It felt like a defining moment that recognized not just success, but the journey behind it.

It elevated my visibility, strengthened my confidence, and opened the door to higher-level conversations and opportunities. More than anything, it reinforced that authenticity and resilience matter in this business.

Since being featured, I closed my largest deal to date, an industrial complex. That moment was significant. Just a few years ago, I was working in an industrial environment, and now I'm representing clients purchasing those same types of properties.

It pushed me into the commercial and industrial space in a new way and expanded what I see as possible in my career.

Stay consistent. Stay grounded in integrity. And don't wait until you feel ready to step into bigger opportunities.

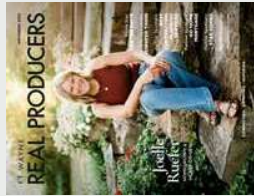
Your story matters more than you think. Own it. And don't limit yourself. Growth happens when you're willing to move beyond what's comfortable.

The industry will continue to evolve with technology, but relationships will only become more valuable. Clients will always choose trust over convenience.

Agents who adapt, expand their knowledge, and build real connections will lead the next generation of this business.

It creates connection in an industry that can feel isolating. It highlights not just production, but people and their stories. Fort Wayne Real Producers brings together agents who are driven, growth-minded, and committed to something bigger than themselves. That kind of community elevates everyone in it.

"Stay consistent. Stay grounded in integrity. And don't wait until you feel ready to step into bigger opportunities."



Joelle Ruefer

Encore Sotheby's
International Realty
November 2025

Simply special, you're able to share your personal and professional story with your colleagues where in most cases it may be more transactional. And more so, I love reading about my peers!

Winning cover of the year 2026, complete shock but incredibly humbling to know this was voted on by my peers. It has provided a sense of confidence I've only started to tap into after 10 years in this industry.

It gives us an opportunity to relate on a deeper level whether it's just putting a face with a name or leaning into one another for each other's expertise and experience in this field.

Jennifer Hinen

Keller Williams Realty Group
January 2026



Being featured in Fort Wayne Real Producers was both humbling and energizing. After many years in the business, I always saw other agents being featured and it became a goal of mine to be featured one day. It felt like a meaningful recognition of the work I had been putting in, but also a reminder of the responsibility that visibility brings. The feature helped expand my network and opened doors to new conversations and collaborations that likely wouldn't have happened otherwise.

Jon and his team always preach collaboration between their vendors and their agents. This was a true testament to how awesome Fort Wayne Real Producers are as a whole, and it was great getting to meet other agents and vendors who work so hard to make Fort Wayne a top real estate market. It also reinforced credibility with both clients and peers, which has had a lasting positive impact on my business.

Since being featured, my proudest achievement has been the continued growth—not just in terms of numbers, but in the quality of relationships and the level of service I'm able to provide. Whether that's scaling my business, mentoring others, or taking on more meaningful projects, I'm most proud of building something sustainable that reflects my values. Getting to meet new and existing vendors within Fort Wayne Real Producers has helped build my business. Many agents and vendors have reached out to me saying, "I saw your magazine cover," which has been an incredible honor.

Focus on consistency and authenticity. It's easy to get caught up comparing yourself to others, but long-term success comes from showing up every day, delivering value, and building genuine relationships. Don't chase recognition—chase excellence. If you stay committed to your craft and your clients, opportunities like that feature tend to follow naturally. Prioritizing family time and time away from work is extremely important because we work hard and should enjoy time with those we love.

I see the industry becoming increasingly driven by technology, data, and client experience. Those who adapt—by leveraging digital tools while still maintaining a strong personal touch—will stand out. At the same time, trust and relationships will remain at the core, so the professionals who can balance innovation with authenticity will thrive. As the market becomes more saturated with agents, the hard-working and authentic ones will continue to strive.

Communities like Fort Wayne Real Producers play a crucial role in bringing top professionals together in a way that fosters collaboration over competition. They create space for shared learning, recognition, and connection, which ultimately elevates the entire industry. Being part of a community like that helps individuals grow while also strengthening the market as a whole.

"Don't chase recognition—chase excellence. If you stay committed to your craft and your clients, opportunities like that feature tend to follow naturally."

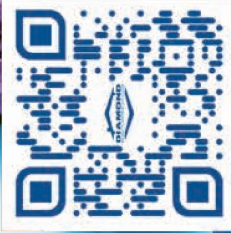


Heidi Haiflich

North Eastern Group Realty
February 2026

Be yourself, genuinely care, treat your clients very well and your business will naturally blossom... and when you least expect it and when you think no one is looking, you will be asked to be in the Real Producer magazine!

Being featured in the magazine helps in ways I didn't expect. Friends and family take my business more seriously, which is great to see. Plus, the magazine is great to share with your clients, they already love you, but it gives them the boost to refer your future business!



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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

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.



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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2026, to February 28, 2026

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMIEPS	39	\$12,151,650	\$311,580	33	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	14	\$3,381,600	\$241,542
2	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	9	\$10,892,732	\$1,210,303	34	Monte Stevenson	Anthony REALTORS - UPANRE	7	\$3,373,400	\$481,914
3	Heather Regan	Regan & Ferguson Group - UPREFE	14.5	\$10,588,607	\$730,248	35	Jessica Arnold	North Eastern Group Realty - UPNOEA	13.5	\$3,361,520	\$249,001
4	Leslie Ferguson	Regan & Ferguson Group - UPREFE	14.5	\$10,588,607	\$730,248	36	Manish Sharma	Coldwell Banker Real Estate Gr. - UPRWGR05	4	\$3,338,548	\$834,637
5	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	23	\$7626,600	\$331,591	37	David Springer	Mike Thomas Assoc., Inc. - UPMTAS	6	\$3,194,935	\$532,489
6	Alan Scherer	North Eastern Group Realty - UPNOEA	14	\$6,902,965	\$493,068	38	Jeffery Holschlaw	CENTURY 21 Bradley Realty, Inc. - UPBRAD	10	\$3,179,800	\$317,980
7	Craig A Walker	Coldwell Banker Real Estate Group - NE9	3	\$6,530,000	\$2,176,666	39	Daniel Morken	Morken Real Estate Services, I - UPMRSI	10.5	\$3,160,400	\$300,990
8	Brandon Stone	CENTURY 21 Bradley Realty, Inc. - UPBRAD	35.5	\$6,432,655	\$181,201	40	Scott Pressler	Keller Williams Realty Group - UPKEPR	10	\$3,133,600	\$313,360
9	Tyler Secrist	CENTURY 21 Bradley Realty, Inc. - UPBRAD	16	\$6,384,980	\$397,811	41	Jennifer Hinen	Keller Williams Realty Group - UPKEPR	8	\$3,071,900	\$383,987
10	Warren Barnes	North Eastern Group Realty - UPNOEA	21	\$6,131,705	\$291,985	42	Tyler Jackson	CENTURY 21 Bradley Realty, Inc. - UPBRAD	12	\$3,062,700	\$255,225
11	Emily Ewing	North Eastern Group Realty - UPNOEA	16.5	\$5,376,400	\$325,842	43	Melissa Jagoda	Mike Thomas Associates, Inc. - UPMTAS03	10	\$2,950,325	\$295,032
12	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	14	\$5,301,550	\$378,682	44	Nathaniel Scalf	Shawyer Auctioneering & Real Estate - UPSARE	6	\$2,937,000	\$489,500
13	George Repts	Mike Thomas Assoc., Inc. - UPMTAS	13	\$5,036,800	\$387,446	45	Emily Cary	Keller Williams Realty Group - UPKEPR	7.5	\$2,901,499	\$386,866
14	Ray Smith	American Dream Team Real Estate Brokers - UPADTR	16	\$4,977,900	\$311,118	46	Gabe Cerny	RE/MAX Results - NE30	4	\$2,897,000	\$724,250
15	David Keating	Fort Wayne Property Group, LLC - UPFOPR	9	\$4,961,700	\$551,300	47	Heidi Hallich	North Eastern Group Realty - UPNOEA	5	\$2,866,499	\$573,299
16	Erica Jamison	Coldwell Banker Real Estate Gr. - UPRWGR09	6	\$4,827,425	\$804,570	48	Son Huynh	CENTURY 21 Bradley Realty, Inc. - UPBRAD	8	\$2,846,539	\$355,817
17	Mary Shorer	ERA Crossroads - UPSHAA	12.5	\$4,569,895	\$365,591	49	Gregory Fainl	Olizon Real Estate, Inc. - UPOPZ	10.5	\$2,784,700	\$265,209
18	Evan Riecke	Encore Sotheby's International Realty - UPENSO	14	\$4,561,900	\$325,850	50	James Reece	Keller Williams Realty Group - UPKEPR	6	\$2,688,800	\$448,133
19	Brock Noye	Noll Team Real Estate - UPNTRE	11	\$4,444,000	\$404,000	51	Andrew Morken	Morken Real Estate Services, I - UPMRSI	10	\$2,683,400	\$268,340
20	Lucas Deck	Weichert Realtors - Hoosier Heartland - NE2458	17	\$4,308,100	\$253,417						
21	TJ Short	CENTURY 21 Bradley Realty, Inc. - UPBRAD	12	\$4,190,400	\$349,200						
22	Dana Botteron	CENTURY 21 Bradley Realty, Inc. - UPBRAD	12	\$4,104,800	\$342,066						
23	Kimberly Ward	North Eastern Group Realty - UPNOEA	19	\$4,013,008	\$211,210						
24	Michael Payne	Coldwell Banker Real Estate Gr. - UPRWGR05	10	\$3,944,401	\$394,440						
25	Lacey Carlee	Ideal REALTORS - UPRED	11	\$3,936,079	\$357,825						
26	Alyssa Schendel	North Eastern Group Realty - UPNOEA	14	\$3,900,400	\$278,600						
27	Jacob McAfee	CENTURY 21 Bradley Realty, Inc. - UPBRAD	11	\$3,855,900	\$350,536						
28	Brandon Schueler	Mike Thomas Assoc., Inc. - UPMTAS	5	\$3,629,194	\$725,838						
29	Joyce Swartz	Coldwell Banker Real Estate Gr. - UPRWGR09	10	\$3,484,500	\$348,450						
30	Stacie Bellam-Fillman	Olizon Real Estate, Inc. - UPOPZ	11	\$3,478,925	\$316,265						
31	Heather Sanders	eXp Realty, LLC - UPEXP	9	\$3,464,500	\$384,944						
32	Rajlene Webb	eXp Realty, LLC - UPEXP	22	\$3,386,180	\$153,917						
33	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	14	\$3,381,600	\$241,542						

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2026, to February 28, 2026

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
52	Derek Pearson	Perfect Location Realty - UPPELO	13	\$2,641,900	\$203,223	85	Jennifer Timms	Ashberry Real Estate - ASRE	9	\$2,232,800	\$248,088
53	Tim Haber	RE/MAX Results - UPREMX01	8	\$2,616,300	\$327,037	86	Kelly Barile	CENTURY 21 Bradley Realty, Inc. - UPBRAD	5.5	\$2,232,350	\$405,881
54	Sabrina Phyo	Uptown Realty Group - UPUTRG	15	\$2,579,900	\$171,993	87	Courtney Ousley	Mike Thomas Assoc., Inc. - UPMTAS	6	\$2,224,800	\$370,800
55	Trevor Gray	Kueckeberg Auction And Realty - UPKRAU	12	\$2,577,500	\$214,791	88	Stacie Ellington	Keller Williams Realty Group - UPKEPR	8	\$2,215,499	\$276,937
56	Michael Patka	Grogg Martin Realty - NE2078	6	\$2,566,000	\$427,666	89	Valarie Bartrom	Mike Thomas Assoc., Inc. - UPMTAS	6	\$2,207,200	\$367,866
57	Andy Eckert	Ness Bros. Realtors & Auctione - UPRLNB01	9	\$2,563,500	\$284,833	90	Brandy Beckstedt	Mike Thomas Assoc., Inc. - UPMTAS	5	\$2,205,000	\$441,000
58	Leah Walker	Mike Thomas Assoc., Inc. - UPMTAS	4	\$2,559,800	\$639,950	91	Christina Koher	RE/MAX Results - NE30	8	\$2,173,900	\$271,737
59	Erin Hyndman	Mike Thomas Assoc., Inc. - UPMTAS	8	\$2,507,814	\$313,476	92	Lilliana Caro	Coldwell Banker Real Estate Gr. - UPRWGR09	9	\$2,170,500	\$241,166
60	John Sommer	CENTURY 21 Bradley Realty, Inc. - UPBRAD	4	\$2,490,000	\$622,500	93	Aaron Hoover	Keller Williams Realty Group - UPKEPR	6	\$2,164,800	\$360,800
61	Jim Owen	CENTURY 21 Bradley Realty, Inc. - UPBRAD	8	\$2,489,900	\$311,237	94	Teresa Stuckey	RE/MAX Results - NE30	4	\$2,156,000	\$539,000
62	Jordan Wilkman	eXp Realty, LLC - UPEXPR	11.5	\$2,465,200	\$214,365	95	Billie Shively	eXp Realty, LLC - UPEXPR	12	\$2,132,100	\$177,675
63	Richard Fletcher	North Eastern Group Realty - UPNOEA	10.5	\$2,460,650	\$234,347	96	Ian Burnhart	Coldwell Banker Real Estate Gr. - UPRWGR05	6	\$2,128,100	\$354,683
64	Jessy Sims	Keller Williams Realty Group - UPKEPR	11	\$2,459,200	\$223,563	97	Zack Wilson	Perfect Location Realty - UPPELO	9	\$2,104,300	\$233,811
65	Emily Wilmer	CENTURY 21 Bradley Realty, Inc. - UPBRAD	10	\$2,455,944	\$245,594	98	Michelle Snyder	North Eastern Group Realty - UPNOEA	7	\$2,092,300	\$298,900
66	Wendy France	CENTURY 21 Bradley Realty, Inc. - UPBRAD	8	\$2,440,250	\$305,031	99	Allison Washington	North Eastern Group Realty - UPNOEA	6	\$2,081,500	\$346,916
67	Anthony Isa	RE/MAX Results - NE30	6.5	\$2,436,500	\$374,846	100	Jacob Parmin	CENTURY 21 Bradley Realty, Inc. - UPBRAD	5	\$2,070,050	\$414,010
68	Keith Murphy	American Dream Team Real Estate Brokers - UPADTR	10	\$2,410,900	\$241,090						
69	Matthew Donahue	CENTURY 21 Bradley Realty, Inc. - UPBRAD	11	\$2,400,900	\$218,263						
70	Chris Dougal	Trueblood Real Estate, LLC - UPTBRE	5	\$2,398,000	\$479,600						
71	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc. - UPBRAD	6.5	\$2,385,200	\$366,963						
72	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	6	\$2,351,800	\$391,966						
73	Andrea Gates	Coldwell Banker Real Estate Gr. - UPRWGR09	10	\$2,348,400	\$234,840						
74	Cecilia Espinoza	Realty of America LLC - UPREOA	10	\$2,344,600	\$234,460						
75	Katie Brown	Mike Thomas Assoc., Inc. - UPMTAS	7	\$2,320,400	\$331,485						
76	Marcus Christleb	F.C. Tucker Fort Wayne - UPFCTU	6	\$2,298,900	\$383,150						
77	Vanessa Lauritsen	Hoosier Real Estate Group - UPHORG	12	\$2,290,000	\$190,833						
78	Brandon Steffen	Steffen Group - UPSTEF	7	\$2,286,150	\$326,592						
79	Kristina Abel	CENTURY 21 Bradley Realty, Inc. - UPBRAD	7	\$2,285,900	\$326,557						
80	Mike Kirchberg	Uptown Realty Group - UPUTRG	8	\$2,272,900	\$284,112						
81	Shabli Brown	Sterling Realty Advisors - UPSTAS	7	\$2,272,400	\$324,628						
82	David Gall	Coldwell Banker Real Estate Gr. - UPRWGR09	5	\$2,257,500	\$451,500						
83	John Fitzgerald	eXp Realty, LLC - UPEXPR	8	\$2,248,500	\$281,062						
84	Dominick Parsons	Uptown Realty Group - UPUTRG	9	\$2,233,500	\$248,166						

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