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MAY 2026

REAL PRODUCERS

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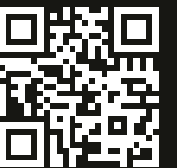
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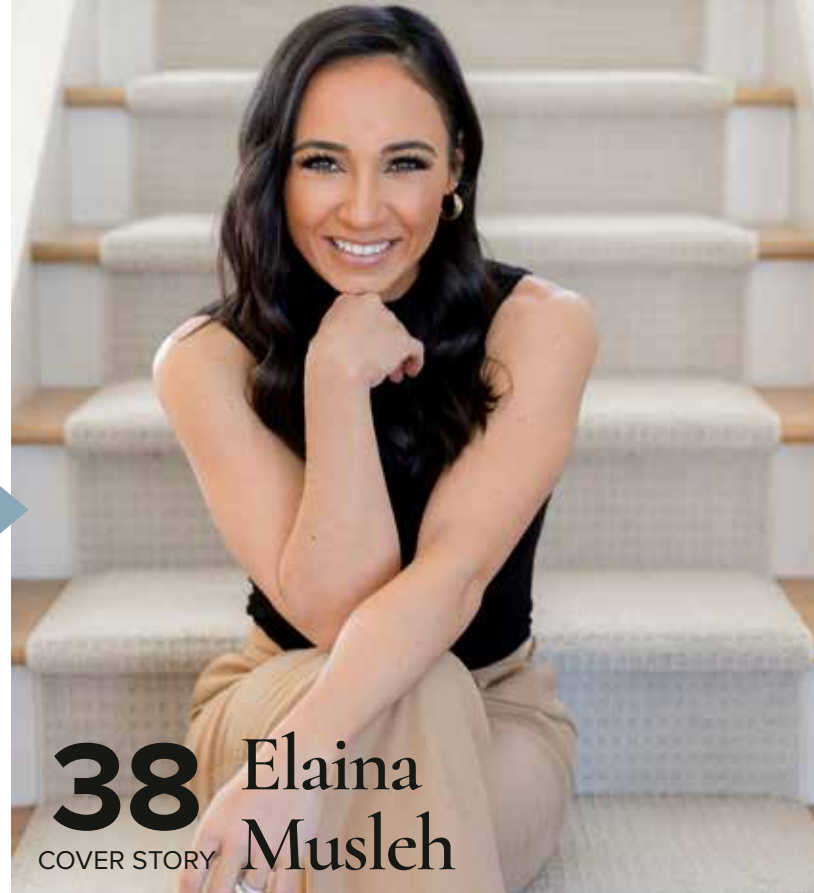
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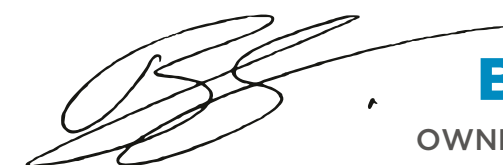
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Check out these rockstars on the *Indy Real Producers* Ad Board for 2026! The goal of this group is simple. We want a real agent voice helping us grow, shaping both the content of the magazine and the quality of our events.

We know we are a trusted voice within the real estate world, but staying a trusted

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

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

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

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

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BY KELSEY RAMSEY

Justin Montour

As a Senior Mortgage Loan Originator, Justin Montour focuses on delivering a lending experience that is both practical and personal. At Elements Financial, the goal is simple: provide home loan solutions that match each borrower's needs. "It's the right loan for the right home," he says.

Montour joined the credit union in 2012 and transitioned into mortgage lending in 2017 after encouragement from leadership who recognized his strengths early. "She knew I would love this before I did," he says. He quickly found that helping people navigate homeownership was not just a job, but something genuinely fulfilling.

A key differentiator is the range of loan options paired with strong service. From portfolio loans with low down payment options to specialized programs for professionals and custom construction loans, Montour emphasizes flexibility. "We combine affordable costs with a wide variety of programs so clients have real choices," he explains.

His approach is grounded in consistency and communication. "If you operate with integrity, things tend to work themselves out," he says. Known for overcommunicating and bringing a sense of humor into the process, he works to make lending feel more approachable.

Originally from New Hampshire, Montour later settled in Indiana after an internship and now calls it home. Outside of work, he stays busy with his wife and three young sons, often hiking, visiting local attractions, or catching a game.

For Montour, success comes down to people. "Start where you are. Use what you have. Do what you can."



Stacy Ashby

For Stacy Ashby, lending is about helping people move forward with clarity and confidence. At Elements Financial, she works as part of a team focused on delivering better banking, trusted advice, and lending solutions that put people first.

Ashby entered the industry after three years as a Realtor with E.C. Tucker Company. The transition into lending was a natural next step, allowing her to combine her real estate experience with her sales background to better guide clients through the entire process. "I focus on helping clients see the whole picture," she says.

That perspective is what sets her apart. Her ability to anticipate challenges, communicate clearly, and stay accessible helps create a smoother experience for both clients and agent partners. "I get it—I've been in your shoes," she says, a mindset that resonates with top producing Realtors.

Ashby defines success simply: helping people feel confident in their decisions and supported every step of the way. Building relationships remains the most fulfilling part of her work, as she values being a trusted resource beyond the transaction.

Originally from Anderson, Indiana, and a Hamilton County resident since 2004, Ashby attended Ball State University. Outside of work, she enjoys traveling with family, staying active, and spending time with friends.

Her approach is grounded in consistency and perspective, guided by a favorite quote: "Appreciate without comparing or competing."



Janai Roberts

Originally from Brazil, Janai Roberts moved to the United States in 1993, already familiar with the real estate world through her father's work back home. That early exposure made the industry feel like a natural fit. She began her career as a real estate agent, spending four years working closely with buyers and sellers before transitioning into lending. "I wanted to have a more direct impact on the financial side of homeownership," she explains.

Today, Roberts combines her real estate background with lending expertise to provide a more complete experience for her clients and agent partners. As a Senior Mortgage Loan Originator, she brings a well-rounded perspective shaped by both personal and professional experience.

Fluent in Portuguese and Spanish, she works extensively with relocation clients, helping make complex transitions feel more manageable. Her international background allows her to connect with clients on a deeper level and better understand their needs.

Roberts credits her success to communication and collaboration. By keeping all parties informed and anticipating challenges early, she helps ensure transactions stay on track. "Success is measured by the relationships I build and the trust I earn," she says.

Outside of work, Roberts enjoys cooking, baking, gardening, and spending time with her family. Her approach is guided by a simple belief: "To be successful, you have to have your heart in your business, and your business in your heart."



Chris Kerr

Chris Kerr is a Senior Mortgage Loan Originator who has built a long-standing career helping individuals and families achieve the dream of homeownership. Working across a wide range of loan products including conventional, FHA, USDA, VA, construction loans, and home equity solutions. Chris focuses on guiding clients through what can often be a complex and emotional financial process with clarity and confidence.

His path into the mortgage industry began in 2006 after a career in law enforcement and a transition toward sales. A pivotal influence was his mentor, Denny Frecker, whose success and guidance helped shape Chris's foundation in the business. Looking back, Chris describes the opportunity as a fortunate turning point that led to a fulfilling 20-year career with no regrets.

For Chris, success is rooted in relationships, consistency, and purpose. He credits his family and friends for supporting and motivating him to strive for excellence. He often reflects on the importance of staying driven, echoing Lou Holtz's words: "If you're bored with life you don't get up every morning with a burning desire to do things, you don't have enough goals." He also embraces the mindset that "success is not final, failure is not fatal: it is the courage to continue that counts."

Outside of work, Chris enjoys golf, basketball, pickleball, and spending quality time with his family, maintaining a healthy balance between professional ambition and personal fulfillment.



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MASTERCLASS RECAP - MARCH

LUXURY REAL ESTATE

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The February Masterclass was all about luxury real estate. The stage could barely handle all of the successful agents it was holding. Kelly Todd, Dawn Pollard, and Justin Steill shared behind-the-scenes in

their journey to the top, and some tips for getting into the lux game.

- “Luxury is not a price point, it is an experience.”
- “It’s all about how you prepare and present yourself.”
- “Do the same thing for a \$200k home as a \$2million home.”

The five star wrap-up message was from author of “How To Lead” Brett Wiggins.

He brought inspiration action steps to the realtors and vendors in the room, and a free copy of his book to the first 100 attendees.

“If the thought was put into MY head, maybe I’m the one who is supposed to do something about it.”
-Brett Wiggins

We will see you next month for the Rising Star panel. Invite your friends!



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The 30-Year Roof Myth

What Real Estate Agents Need to Know

BY PHIL THORNBERRY

Determining the remaining life of an asphalt shingle roof is one of the most common—and most misunderstood—challenges in a real estate transaction, particularly in climates like Indiana. Agents and home inspectors are often asked a simple question: “How much life does this roof have left?” Unfortunately, the answer is rarely simple or precise.

A good starting point is understanding the difference between manufacturer life expectancy, material warranties, and installer workmanship warranties. Asphalt shingles are

often marketed as “25-year,” “30-year,” or even “lifetime” products. These numbers, however, are not guarantees of service life. They are manufacturer estimates based on ideal conditions—consistent ventilation, proper installation, and moderate weather exposure. In reality, Indiana’s seasonal temperature swings, humidity, snow loads, and storm activity can significantly shorten that lifespan.

Manufacturer warranties also tend to be widely misunderstood. Most asphalt shingle warranties are prorated and primarily cover manufacturing defects—not normal aging or weather-related deterioration. As the roof ages, the coverage decreases in value, often becoming minimal after the first decade. Additionally, these warranties typically exclude damage from wind, hail, improper installation, or inadequate attic ventilation—all common contributors to roof failure.

Separate from this is the installer’s workmanship warranty, which is usually provided by the roofing contractor. This warranty covers installation errors, such as improper nailing, flashing issues, or poor sealing practices. However, workmanship warranties are often limited in duration (commonly 1–5 years) and may no longer be in effect by the time a home is sold.

From a physical standpoint, asphalt shingles degrade in several key ways over time. One of the most visible indicators is granule loss. The granules serve as a protective layer against ultraviolet (UV) radiation and weather exposure. As shingles age, these granules loosen and wash away, leaving the underlying asphalt more vulnerable to drying, cracking, and deterioration.

Another critical component is the seal strip—the adhesive band that bonds each shingle to the one below it. Over time, repeated heating and cooling cycles cause this strip to lose its effectiveness. When the seal weakens, shingles become more susceptible to wind uplift. In newer roofs, wind that might otherwise be harmless can begin to lift and crease aging shingles, leading to damage that would not have occurred earlier in the roof’s life.

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

A. I never imagined I'd end up in real estate. Growing up, my biggest dream was to be a mom, followed by becoming a nurse or a news broadcaster, and while life led me to teaching instead, it's amazing to see how real estate has woven all of those passions together. I get to care for people like a nurse, educate like a teacher, and share stories through marketing and social media, all while leading with that same heart of being a mom. With family ties to the industry and an early start as a college secretary in a real estate office, it's been a full-circle journey that feels both unexpected and exactly where I'm meant to be.

Q. What makes your business different from others?

A. What truly sets me apart in this industry is how intentionally I show up for my clients from the very beginning. Before we ever talk about listings, pricing, or contracts, I focus on understanding the person sitting in front of me. What season of life are they in? What are they excited about? What feels overwhelming? What matters most to their family? Real estate is rarely just a transaction. It is often tied to major life moments, and I believe it deserves to be treated that way.

That philosophy is what led me to create what I call "Closing Deals in Heels."

For every client, I find a unique connection, something that represents their story or their journey, and I match it with a specific pair of shoes. On each pair, I write their name and



their closing date. Over time, these shoes have become a collection of stories, each one tied to a real person, a real family, and a meaningful chapter in their lives. Every time I wear those shoes again, I am reminded of that client and what they experienced. It keeps me grounded in the heart behind what I do and ensures that no transaction ever feels routine.

Through my “HomeWorks with Lindsey” brand, I tie in my background in education by making every step of the process clear, approachable, and easy to understand. I want my clients to feel confident and informed, not overwhelmed.

Even more meaningful is the giveback piece. With every closing, I donate one hundred dollars toward education. My clients get to nominate a teacher who has made an impact in their lives, and together we get to recognize and support someone who is shaping our community in such an important way.

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

A. It would be the constant comparison. It is so easy to look around and measure success based on what everyone else is doing, but I truly believe that is where we lose the magic. Every agent brings something different to the table, and instead of comparing, I wish more people would lean into what makes them unique and celebrate their own journey. A stronger, more



about being by the water that resets everything. A night of playing games, snuggling up on the couch, and just being together is truly a highlight for me. I love going for walks, being outside, and spending time with my dogs. Give me a good walk, some sunshine, family time, and puppies to snuggle, and I am happy.

Q. Anything else you want to say with this platform?

A. I am truly honored and so thankful to be considered and nominated to be featured in this article. It means more than I can put into words.

I am especially grateful for the people within this industry and at Highgarden Real Estate, where I have been surrounded by colleagues who have become friends and truly feel like family. Their belief in me, the leadership opportunities they have given me, and the creativity I am encouraged to bring into my business have shaped me in so many ways.



supportive industry benefits all of us. And I truly believe we are at our best when we choose collaboration over competition.

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

A. I've discovered strengths I didn't even realize I had from creativity, problem-solving, and the ability to truly connect with people. I love using my background in teaching to educate, support, and guide clients through some of the biggest moments of their lives. Whether it's supporting our schools or highlighting local businesses, it's so much more than just real estate. It's about connection, impact, and showing up for others.

Q. What about your family life today?

A. My family life is beautifully full, busy, a little chaotic, and filled with so much love. Between my two teenagers, our two fur babies, and my incredibly supportive husband, our days are always moving, but I would not have it any other way. I am so grateful for the grandparents, aunts, and uncles who show up in big and small ways, always ready to step in, support, and love on us.

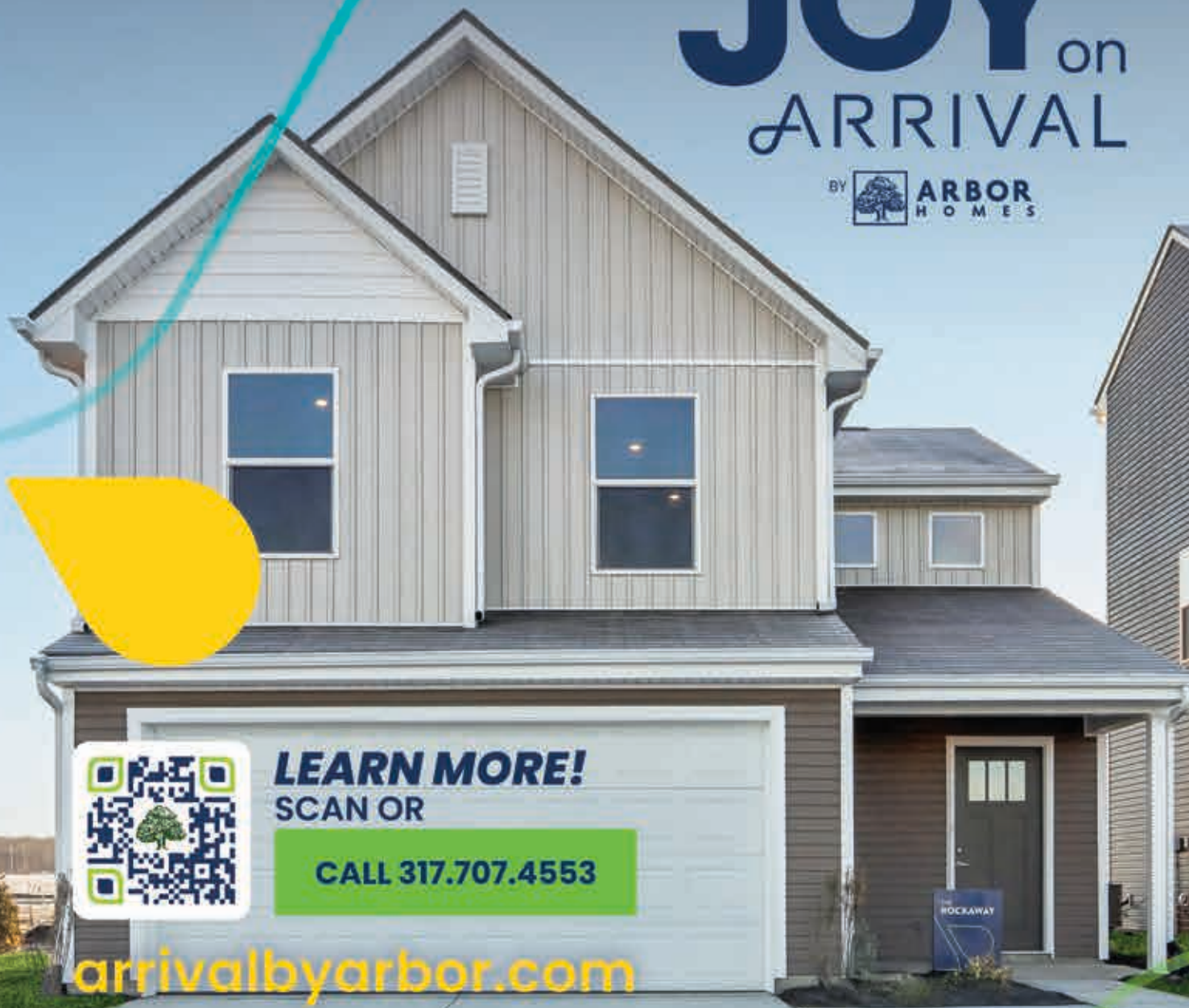
Q. What other interests do you have?

A. I love anything that brings connection and a little bit of fun into life. Golf has become one of my favorite ways to spend time. I also really enjoy time with my girlfriends, whether that is playing cards or our so called book club, which is much more about laughing and catching up than actually reading the book. Travel is another big one for me. I love being anywhere warm and sunny, especially near the beach. There is just something



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Ben Jones

Cover Story from May 2023



Along his journey, Ben has had a few game-changing moments. The first, was in high school, when he decided to become very healthy and lose a lot of weight. Later, his time playing football at Purdue helped him to realize that people are on stage all the time and need to be ready to answer others in a clear, cogent way. Then professionally, when he sold his first luxury property equipped with eleven acres, a barn, a 10,000 sq. ft. home and all the amenities, he realized that he could do this job. He had been given a confidence and marketing boost.

Ben explains that the best agents are always prone to communicate effectively and have a drive to succeed. They are great at developing empathy for clients, and they know the market and have accumulated great experience.




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Elaina

Musleh

Building Trust Early

BY KELSEY RAMSEY
PHOTOS BY KELLY KLEMMENSEN

Elaina Musleh does not overcomplicate what she does or why she does it. Raised in central Indiana, she built her real estate career in the same communities she has always called home. That local perspective, combined with a straightforward work ethic, has shaped both her business and her reputation.

"I was born and raised here in central Indiana," she says. It is a simple statement, but it carries weight in a field where local knowledge matters. Musleh understands the neighborhoods, the pace of the market, and the expectations of the people who live there because she has been one of them her entire life.

Her early influence came from her parents, who ran a successful insurance and financial planning brokerage out of their home. Watching them work gave her a clear example of discipline and consistency. "I have always looked up to my parents," she explains. "Their drive and passion created a fire in me to want more for myself." Their example helped shape her expectations of what a career could look like, long before she chose real estate.

"My background in sports gave me the drive to push for more," she says. "It also gave me skills that translate directly into business."

Real estate was not always part of the plan. The decision came late in her college career, sparked by a suggestion from her aunt, a successful agent in central Indiana. "I landed in real estate on a whim," Musleh says. "Her belief in me gave me the confidence to take the leap." It was not a long drawn out decision. It was an opportunity she chose to take seriously.

Starting at 21 presented an immediate challenge. Real estate is a relationship driven business, and many clients expect experience. Musleh had to

Musleh attended Carmel High School before beginning college at the University of Kentucky. She later transferred to Ball State University to be closer to her family, where she continued pursuing a degree in Business Administration while playing Division 1 soccer. That balance between academics and athletics proved to be one of the more important training grounds for her future.

Before real estate, her focus was entirely on school and soccer. She competed at a high level, including time with youth national teams, which gave her opportunities to travel internationally. Those experiences were not just about the sport. They required discipline, time management, and the ability to perform under pressure.





“

I look at every
client as a
long term

relationship,

not just a
transaction.”

build trust quickly, often with people older than her and making significant financial decisions. “Being young meant I had to prove myself right away,” she says. “I had to show clients that I knew what I was doing and that they could rely on me.” That process was not always easy, but it forced her to develop strong communication skills and a clear understanding of her role as an advisor.

She describes her career path as a series of challenges that required adjustment rather than avoidance. “I have learned to take challenges and turn them into opportunities for growth,” she says. That approach has helped her stay steady through both early uncertainty and later success.

For Musleh, the most meaningful part of the job is not the transaction itself. It is the ongoing connection with clients. “The relationships are the most rewarding part,” she explains. “You are involved in a major decision in someone’s life, and that stays with you.” She sees her role as more than transactional, but she avoids overstating it. The goal is to guide people through a process that can be stressful and make it more manageable.

Like most agents, she has collected a few unusual stories along the way. One of the more memorable came early in her career while hosting an open house. After preparing the home and welcoming visitors, she heard people rushing upstairs. The reason quickly became clear. “There were multiple snakes in the basement that had come in through the sump pump after heavy rain,” she says. “We ended the open house early.” It was an unexpected lesson in how unpredictable the job can be.

What separates Musleh from others in her field is not a single strategy but a consistent approach. She focuses on treating clients the way she would expect to be treated. “I look at every client as a long term relationship, not just a transaction,” she says. That means staying involved, communicating clearly, and being available throughout the process. It is not complicated, but it requires consistency.

She attributes much of her success to that mindset. “I make sure I take care of people the way I would want someone to take care of me,” she says. In a business where



referrals and reputation matter, that approach has proven effective.

Outside of work, her priorities are clear. Her husband Ryan and their daughter Nola are central to her life. The couple has been together for over a decade and married for nearly four years. Their time together is often spent doing simple things, attending local events, working out, or creating small traditions at home like themed dinners.

Becoming a mother has added a new layer to her motivation. "Right now, my focus is being the best mom I can be while continuing to grow my business," she says. It is not about balance in a perfect sense, but about staying intentional with her time and energy.

When it comes to long term impact, Musleh keeps her goals practical. "I

want to leave things better than I found them," she says. That applies to her work, her relationships, and her community.

Her advice to newer agents reflects her own experience. Learn the market in detail and understand the areas you serve. "Knowing the city and the neighborhoods is what sets you apart," she says. For those further along in their careers, her advice is even simpler. "Be yourself and work hard. The rest will follow."

Musleh's career is still evolving, but the foundation is clear. Local knowledge, consistent effort, and a focus on people have defined her path so far. There is no elaborate formula behind it, just a willingness to show up, learn quickly, and do the work. ▀



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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Mike Deck	Berkshire Hathaway Home	13	18	31	\$34,291,814
2	Matt McLaughlin	F.C. Tucker Company	23	14	37	\$29,697,765
3	Justin Steill	Berkshire Hathaway Home	28	18	46	\$28,072,023
4	Allen Williams	Berkshire Hathaway Home	25	20	45	\$26,815,915
5	Andrea Kelly	Encore Sotheby's International	3	3	6	\$18,344,000
6	Carrie Holle	Compass Indiana, LLC	8	6	14	\$17,749,000
7	Lindsey Smalling	Highgarden Real Estate	24	30	54	\$15,748,649
8	Stephen Clark	Compass Indiana, LLC	10	11	21	\$15,372,041
9	Stephanie Evelo	Keller Williams Indy Metro NE	19	18	37	\$15,369,785
10	Chad Renbarger	Mossy Oak Properties	8	9	17	\$13,159,110
11	Sean Daniels	Daniels Real Estate	11	14	25	\$12,311,936
12	Laura Turner	F.C. Tucker Company	12	16	28	\$11,631,789
13	Jana Caudill	eXp Realty, LLC	20	13	33	\$10,884,165
14	Bif Ward	F.C. Tucker Company	9	6	15	\$10,725,709
15	Michelle Chandler	Keller Williams Indy Metro S	17	11	28	\$10,182,900
16	Scott Hackman	CENTURY 21 Scheetz	6	4	10	\$9,877,750
17	Lora Reynolds	Epique Inc	13	29	42	\$9,590,390
18	Samuel Arce	F.C. Tucker Company	5	3	8	\$9,294,899
19	Robbin Edwards	Encore Sotheby's International	2	7	9	\$9,010,650
20	Joshua Carpenter	Trueblood Real Estate	8	11	19	\$8,831,295
21	Will Lonnemann	F.C. Tucker Company	9	13	22	\$8,780,790
22	Jeff Kucic	Engel & Volkers	4	2	6	\$8,739,881
23	Chris Schulhof	RE/MAX Realty Services	4	6	10	\$8,677,000
24	Brigitte Nolting	RE/MAX Real Estate Prof	7	7	14	\$8,662,300
25	Laura Waters	Highgarden Real Estate	8	15	23	\$8,653,230
26	Basim Najeeb	Keller Williams Indy Metro S	2	21	23	\$8,545,369
27	Erika Frantz	Berkshire Hathaway Home	8	8	16	\$8,207,447
28	Julie Elisha	McColly Real Estate	6	6	12	\$8,119,699
29	Drew Wyant	1 Percent Lists Indiana Real Estate	25	7	32	\$7,908,300
30	Mary Wernke	Encore Sotheby's International	3	3	6	\$7,795,000
31	Christina Harber	Blackrock Real Estate Services	2	1	3	\$7,702,000
32	Raymond Habash MS	F.C. Tucker Company	6	14	20	\$7,481,800
33	Lisa Grady	McColly Real Estate	14	2	16	\$7,463,300

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Danielle Robinson	F.C. Tucker Company	10	7	17	\$7,298,005
35	Kyle Gatesy	eXp Realty, LLC	3	10	13	\$7,206,800
36	Brian Wignall	F.C. Tucker Company	7	9	16	\$7,124,057
37	Jeff McCormick	McCormick Real Estate, Inc.	13	26	39	\$7,001,482.32
38	Patrick Tumbarello	F.C. Tucker Company	8	8	16	\$6,852,300
39	Derek Gutting	Keller Williams Indpls Metro N	6	7	13	\$6,848,000
40	Jeffrey Cummings	RE/MAX Complete	11	7	18	\$6,829,800
41	Steve Lew	Steve Lew Real Estate Group, LLC	12	13	25	\$6,812,299
42	James Robinson	eXp Realty, LLC	1	7	8	\$6,769,242
43	Patrick Watkins	Mike Watkins Real Estate Group	10	11	21	\$6,742,299
44	Heather Upton	Keller Williams Indy Metro NE	14	13	27	\$6,701,315
45	Michelle Renninger	Better Homes and Gardens Real	11	5	16	\$6,683,384.81
46	Dana Holt	Keller Williams Indpls Metro N	4	2	6	\$6,624,000
47	Jennifer Goodspeed	Keller Williams Indpls Metro N	6	9	15	\$6,431,985
48	Carl Vargas	F.C. Tucker Company	7	6	13	\$6,428,900
49	Trish Meier	eXp Realty, LLC	10	10	20	\$6,362,300
50	Daniel Walstra	Countryside Realty	15	6	21	\$6,347,575

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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Stacy Barry	CENTURY 21 Scheetz	6	5	11	\$6,314,780
52	Christopher Braun	RE/MAX Real Estate Prof	3	2	5	\$6,307,270
53	Nicholas Laviolette	Compass Indiana, LLC	2	6	8	\$6,264,000
54	Rochelle Perkins	Garnet Group	24	0	24	\$6,251,800
55	David Brenton	DAVID BRENTON'S TEAM	14	8	22	\$6,205,890
56	Andrew Prince	CENTURY 21 Scheetz	1	8	9	\$6,163,226
57	Shelly Walters-Cifelli	F.C. Tucker Company	3	5	8	\$6,147,500
58	Garrett Brooks	United Real Estate Indpls	13	1	14	\$5,994,000
59	Whitney Strange	Keller Williams Indy Metro NE	5	8	13	\$5,990,000
60	Jake Stiles	Coldwell Banker Stiles	14	4	18	\$5,970,400
61	James Embry	Keller Williams Indpls Metro N	4	4	8	\$5,885,125
62	Eric Forney	Keller Williams Indy Metro S	12	9	21	\$5,838,065
63	Stefano Belmonte	Better Homes and Gardens Real	6	12	18	\$5,834,408
64	Dawn Veness	McColly Real Estate	5	3	8	\$5,804,800
65	Amy Blanton	Better Homes and Gardens Real	8	8	16	\$5,792,304
66	James Smock	F.C. Tucker Company	6	4	10	\$5,725,500
67	Chris Price	Keller Williams Indy Metro S	36	9	45	\$5,669,200

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	P. Aaron Starr	F.C. Tucker Company	4	6	10	\$5,659,234
69	Kerolos Sarofem	HSI Commercial & Residential Group, Inc	8	6	14	\$5,619,000
70	Lisa Stokes	CENTURY 21 Scheetz	8	5	13	\$5,617,765
71	Mark Branch	Highgarden Real Estate	9	7	16	\$5,538,800
72	Kelli Bastin	Compass Indiana, LLC	6	7	13	\$5,529,800
73	Tim O'Connor	Berkshire Hathaway Home	3	7	10	\$5,516,542
74	Peter Stewart	Keller Williams Indpls Metro N	16	10	26	\$5,474,915
75	Steve Slavin	Coldwell Banker Real Estate Group	13	6	19	\$5,473,900
76	Jennil Salazar	Compass Indiana, LLC	6	1	7	\$5,469,500
77	Kristian Gaynor	F.C. Tucker Company	4	4	8	\$5,431,200
78	Jamie Boer	Compass Indiana, LLC	10	8	18	\$5,382,900
79	Patrick Keller	CrestPoint Real Estate	8	10	18	\$5,351,349
80	Michael Botkin	CENTURY 21 Scheetz	7	5	12	\$5,328,500
81	Matt King	F.C. Tucker Company	2	5	7	\$5,326,400
82	Curtis Lee Whitesell	WKRP Indy Real Estate	2	0	2	\$5,300,000
83	Jerry Hanna	Highgarden Real Estate	0	1	1	\$5,295,000
84	Dawn Pollard	eXp Realty, LLC	2	6	8	\$5,280,800
85	Jennifer Marlow	Trueblood Real Estate	5	8	13	\$5,245,421
86	Sena Taylor	Berkshire Hathaway Home	4	5	9	\$5,221,999
87	Scott Chain	RE/MAX Advanced Realty	7	8	15	\$5,176,413
88	Mark Studebaker	Trueblood Real Estate	2	12	14	\$5,153,600
89	Erin Rothert	RE/MAX Professionals	6	5	11	\$5,148,900
90	Corina Jones	Your Home Team	7	12	19	\$5,116,900
91	Shannon Gilbert	Keller Williams Indpls Metro N	4	5	9	\$5,113,575
92	Eric Vazquez	Blue Ridge Realty Group	6	2	8	\$5,104,166
93	Traci Garontakos	The Agency Indy	1	3	4	\$5,098,000
94	Lori Davis Smith	Highgarden Real Estate	4	4	8	\$5,095,696
95	Scott Babb	CENTURY 21 Scheetz	7	10	17	\$5,077,900
96	Meighan Wise	Keller Williams Indpls Metro N	7	2	9	\$5,019,785
97	Brandon Smith	Whitetail Properties	10	1	11	\$4,958,905
98	Kristen Yazel	CENTURY 21 Scheetz	6	6	12	\$4,952,210
99	Kara DeArman	F.C. Tucker Company	4	6	10	\$4,947,763
100	Kathryn Keller	Compass Indiana, LLC	2	4	6	\$4,935,000

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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Natalie Clayton	Maywright Property Co.	8	4	12	\$4,902,900
102	Mark Linder	CENTURY 21 Scheetz	7	4	11	\$4,901,200
103	Marty Dulworth	RE/MAX Real Estate Solutions	11	13	24	\$4,833,799
104	Luis Coronel	Realty of America LLC	2	27	29	\$4,820,400
105	Samantha Carver	HOME TEAM Properties	11	3	14	\$4,735,300
106	Beth Lyons	Keller Williams Indpls Metro N	3	3	6	\$4,721,500
107	Susan Falck-Neal	RE/MAX First Integrity	12	6	18	\$4,699,100
108	Tom McNulty	McNulty Real Estate Services,	6	3	9	\$4,690,212
109	Denise Fiore	CENTURY 21 Scheetz	5	4	9	\$4,678,984
110	Beckie Schroeder	F.C. Tucker Company	4	4	8	\$4,657,801
111	Alisha Fowler	Seramur Properties, LLC	3	2	5	\$4,649,000
112	Drew Schroeder	eXp Realty, LLC	4	4	8	\$4,632,415
113	Myra Mitchell	Better Homes and Gardens Real	8	3	11	\$4,631,410
114	Casey Elkins	Kovener & Associates Real Esta	18	5	23	\$4,611,700
115	Susan Mender	Listing Leaders MVPs	6	9	15	\$4,593,500
116	Jamie Hall	Carpenter, REALTORS®	5	2	7	\$4,568,085
117	Trisha Potts	RE/MAX Executives	11	6	17	\$4,546,800

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Christi Coffey	F.C. Tucker Company	7	7	14	\$4,545,000
119	Jada Sparks Green	eXp Realty, LLC	7	2	9	\$4,544,959
120	Jessica Kish	New Chapter Real Estate	8	5	13	\$4,528,523
121	Tiffany Dowling	Keller Williams Preferred Real	10	4	14	\$4,509,900
122	Katrina Matheis	Ever Real Estate, LLC	7	9	16	\$4,486,800
123	Craig Deboor	Real Broker, LLC	8	7	15	\$4,455,083
124	Sarah Sanders	1 Percent Lists Indiana Real Estate	6	10	16	\$4,441,200
125	Rachel Quade	F.C. Tucker Company	2	4	6	\$4,430,000
126	Staci Woods	Keller Williams Indy Metro NE	6	6	12	\$4,419,140
127	William Minor	Whitetail Properties	0	8	8	\$4,395,145
128	Maher Batarseh	F.C. Tucker Company	8	3	11	\$4,389,520
129	Steve Likas	McColly Real Estate	4	5	9	\$4,388,890
130	Renee Peek	F.C. Tucker Company	6	5	11	\$4,373,000
131	Christiana Kalavsky	Berkshire Hathaway Home	2	7	9	\$4,339,500
132	Megan Kelly	F.C. Tucker Company	1	1	2	\$4,325,000
133	Judith Serocinski	Realty Executives Premier	6	6	12	\$4,319,000
134	Claudia Forrest	Century 21 Circle	5	5	10	\$4,306,190
135	Octavia Valencia	Octavia Valencia, Broker	15	0	15	\$4,300,852
136	Lorie Blythe	The Stewart Home Group	5	5	10	\$4,288,299
137	Alexis Alvey	The Brokerage Company of Indiana	3	1	4	\$4,283,096
138	Gina Guarino	McColly Real Estate	6	1	7	\$4,264,800
139	Arjun Dhital	Serving You Realty	6	9	15	\$4,226,390
140	Randy Wasmuth	Highgarden Real Estate	1	7	8	\$4,186,000
141	Robbi George	Listing Leaders	1	3	4	\$4,171,999
142	Eric Wolfe	Prime Real Estate ERA Powered	11	5	16	\$4,158,799
143	Antwon Culbreath	Redfin Corporation	1	9	10	\$4,142,500
144	Tracy Ridings	F.C. Tucker Company	3	3	6	\$4,139,990
145	Lori Shanahan	Compass Indiana, LLC	1	2	3	\$4,120,000
146	Alexander Nickla	Realty Executives Premier	8	3	11	\$4,118,855
147	Chelsea Tarquini Noble	Berkshire Hathaway Home	6	3	9	\$4,106,900
148	Kyle Ingle	eXp Realty, LLC	4	3	7	\$4,079,980
149	Gurvinder Gill	CENTURY 21 Scheetz	3	3	6	\$4,070,649
150	Marcus Staples	Better Homes and Gardens Real	2	6	8	\$4,055,800

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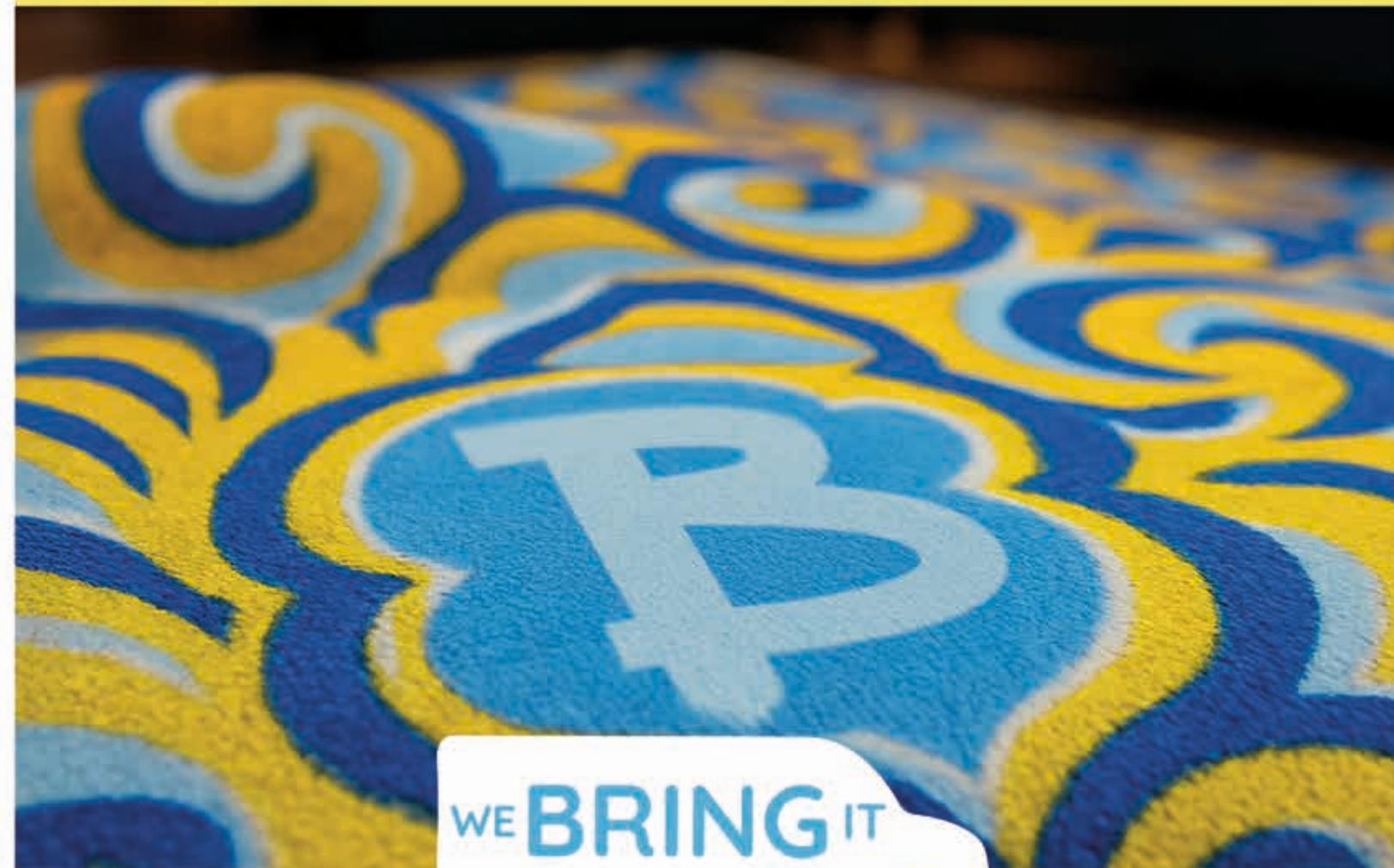
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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Patrick Daves	BluPrint Real Estate Group	11	7	18	\$4,044,299
152	Lindsay Jones	The Stewart Home Group	6	7	13	\$4,038,500
153	Brent Wright	McColly Real Estate	7	7	14	\$4,017,691.93
154	Manuel Hernandez	Simplify Your Move! Realty Inc	8	7	15	\$4,017,500
155	Jill Johnson	CENTURY 21 Scheetz	4	6	10	\$4,013,000
156	Kelly Dather	Keller Williams Indy Metro NE	2	5	7	\$3,978,425
157	Tracy Wright	F.C. Tucker Company	5	2	7	\$3,978,000
158	Steve Silver	RE/MAX Professionals	7	9	16	\$3,963,600
159	Heather Schaller	eXp Realty, LLC	7	6	13	\$3,963,400
160	Amber Greene	Greene Realty, LLC	7	7	14	\$3,952,300
161	Ema Boykova	M & E Realty Group	7	7	14	\$3,944,670
162	Robert Koester	Tudor Square Realty, Inc.	4	2	6	\$3,917,500
163	Jan Brown	F.C. Tucker Company	2	6	8	\$3,884,700
164	Kelly Todd	Compass Indiana, LLC	3	3	6	\$3,875,950
165	Starla VanSoest	BHHS Executive Realty	5	7	12	\$3,872,600
166	Kelsey Koomler	Kraft Real Estate Auctions, LL	62	0	62	\$3,869,744
167	Jeneene West	Jeneene West Realty, LLC	9	6	15	\$3,857,990

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Morris Lucas	eXp Realty, LLC	5	12	17	\$3,853,800
169	Summer Hudson	eXp Realty, LLC	3	11	14	\$3,850,650
170	Lauren Blake	Berkshire Hathaway Home	2	4	6	\$3,830,400
171	Khloe Anderson	Land Pro Realty	7	1	8	\$3,830,000
172	David Schara	Weichert Realtors - Shoreline	8	2	10	\$3,827,594
173	Perla Palma Nunez	Keller Williams Indy Metro S	3	16	19	\$3,815,100
174	Lynda Anderson	McColly Real Estate	6	5	11	\$3,814,899
175	Nicole Yunker	Berkshire Hathaway Home	3	3	6	\$3,795,000
176	Eric Eisenmenger	Trusted Realty Partners of Ind	7	9	16	\$3,773,185
177	Julie Schnepf	RE/MAX Legacy	12	1	13	\$3,759,900
178	Sarabjit Sikand	Legacy Homes International	3	7	10	\$3,754,000
179	Leslie Cooper Pyle	Keller Williams-Morrison	9	4	13	\$3,748,900
180	Jared Cowan	eXp Realty, LLC	5	5	10	\$3,743,000
181	Thomas Cummings	Keller Williams Preferred Real	6	4	10	\$3,738,888
182	Cheryl Bonin	CHERYL Real Estate Services, L	3	5	8	\$3,738,800
183	Jason Dorshorst	Listing Leaders	3	4	7	\$3,728,490
184	Andy Deemer	F.C. Tucker Company	5	4	9	\$3,713,400
185	Lisa Meulbroek	Liberty Real Estate, LLC.	6	1	7	\$3,706,218
186	Ruza Jevtic	Realty Executives Premier	7	4	11	\$3,704,000
187	Mary Boustani	Keller Williams Indy Metro NE	3	4	7	\$3,699,712
188	Lisa Gaff	White Hat Realty Group, LLC	5	4	9	\$3,685,895
189	John Schupp	SCHUPP Real Estate	9	3	12	\$3,684,650
190	Holly Fisher	Bach Investment Group	6	3	9	\$3,672,807
191	Nancy Warfield	F.C. Tucker Company	5	7	12	\$3,662,000
192	Jodi Gheaja	Realty Executives Premier	4	3	7	\$3,659,900
193	Mark Dudley	RE/MAX Realty Group	5	4	9	\$3,641,000
194	Bethany Rust	Real Broker, LLC	7	2	9	\$3,636,200
195	Craig McLaurin	Redfin Corporation	1	9	10	\$3,632,900
196	Terry Young	Red Bridge Real Estate	26	0	26	\$3,629,500
197	Tina Smith	CENTURY 21 Scheetz	2	2	4	\$3,625,000
198	Frederick Long	Better Homes and Gardens Real	10	5	15	\$3,610,970
199	Ryan Kramer	RE/MAX Real Estate Groups	15	4	19	\$3,610,800
200	Carlos Higareda	eXp Realty LLC	8	4	12	\$3,603,957

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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
201	Justin Hanuscin	Listing Leaders	8	5	13	\$3,590,380
202	Karl Vierling	Carpenter, REALTORS®	5	5	10	\$3,589,300
203	Rachel Patterson	CENTURY 21 Scheetz	4	4	8	\$3,582,000
204	Jacilynn Ferris	JMG Indiana	0	15	15	\$3,574,400
205	Elizabeth Marks-Strauss	F.C. Tucker Company	3	3	6	\$3,548,000
206	Tina Coons	RE/MAX Real Estate Groups	13	8	21	\$3,543,500
207	Michele Snyder	M Realty Services	2	4	6	\$3,534,333
208	Chanda Johnson	Maywright Property Co.	2	4	6	\$3,533,000
209	Lisa McCoy	CENTURY 21 Scheetz	4	4	8	\$3,522,900
210	Darcy Knott	Trueblood Real Estate	2	1	3	\$3,504,738
211	Alexander McCormick	Ridgeline Realty, LLC	10	0	10	\$3,490,702
212	Brenda Tovsen	Better Homes and Gardens Real	3	5	8	\$3,480,315
213	Samuel Hawkins	F.C. Tucker Company	3	0	3	\$3,475,000
214	Kate Tuttle	@properties	3	3	6	\$3,475,000
215	Sarah Colon	eXp Realty LLC	3	6	9	\$3,473,500
216	Christine Benko	SCHUPP Real Estate	5	6	11	\$3,469,636
217	Eric Miller	Wright, REALTORS®	6	4	10	\$3,463,700

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
218	Lisa Thompson	@properties/Christie's Intl RE	8	3	11	\$3,450,800
219	Kim Keyser	CENTURY 21 Scheetz	2	4	6	\$3,430,924
220	Alexander Elston	United Real Estate Indpls	4	4	8	\$3,422,000
221	Michelle Armstrong	Encore Sotheby's International	3	4	7	\$3,421,510
222	Jennifer Turner	Carpenter, REALTORS®	6	3	9	\$3,403,699
223	Deana Hawkins	Carpenter, REALTORS®	7	5	12	\$3,402,000
224	Sarah Wagner	F.C. Tucker Company	3	10	13	\$3,379,700
225	Jason Sciortino	F.C. Tucker Company	3	3	6	\$3,369,900
226	Angela Miller Brees	Berkshire Hathaway Home	2	3	5	\$3,345,947
227	Lindsey Salts	Dream Home Realty Group, LLC	4	5	9	\$3,345,000
228	Denis O'Brien	Keller Williams Indy Metro S	9	5	14	\$3,338,600
229	Rosie Berzenye	T&H Realty Services, Inc.	17	0	17	\$3,336,100
230	Diane Brooks	F.C. Tucker Company	4	4	8	\$3,335,875
231	Todd Denkmann	Keller Williams Indpls Metro N	4	4	8	\$3,325,550
232	Daniel Fisher	@properties	0	5	5	\$3,312,500
233	Amy Spillman	Compass Indiana, LLC	6	2	8	\$3,311,900
234	Robert Davenport	Plum Tree Realty	6	7	13	\$3,308,532
235	Molly Lawless	F.C. Tucker Company	4	3	7	\$3,303,400
236	Avery Garrett	Streamlined Realty	6	5	11	\$3,302,500
237	Erika Denny	The Stewart Home Group	2	4	6	\$3,297,500
238	Nemanja Ostojic	Coldwell Banker - Kaiser	5	2	7	\$3,286,500
239	Jason O'Neil	Circle Real Estate	2	2	4	\$3,283,500
240	Jerry Lamb	Coldwell Banker Martin Miller Lamb	4	2	6	\$3,274,000
241	Stefanie Neal	BHHS Indiana Realty	5	2	7	\$3,271,000
242	Alessandra Roeback	BHHS Executive Realty	6	4	10	\$3,269,900
243	Tony Janko	Janko Realty Group	5	4	9	\$3,260,000
244	Casley Ward Lewis	F.C. Tucker Company	0	5	5	\$3,251,900
245	Amy Costidakis	CENTURY 21 Scheetz	2	3	5	\$3,242,359
246	Matthew Reffeitt	Keller Williams Indy Metro S	7	3	10	\$3,240,861
247	Nathan Pfahler	Weichert REALTORS® Cooper Group Indy	7	2	9	\$3,235,500
248	Kate Benson	Keller Williams Indy Metro NE	1	2	3	\$3,235,095
249	Brian Black	Trueblood Real Estate	3	4	7	\$3,234,000
250	Molly Babczak	eXp Realty, LLC	3	4	7	\$3,230,390

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

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

Q. When are the events?

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

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

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

Q. How do I advertise?

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

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

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

Q. How did this magazine start?

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

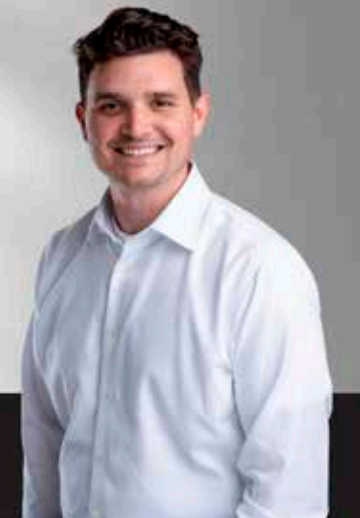
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Producing Regional Manager



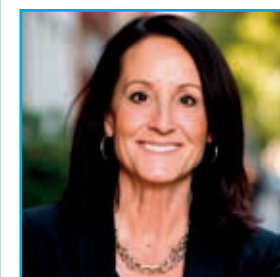
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