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Rising Star
AMBER HARPER

Partner Spotlight
MERIDIAN TITLE CORPORATION

Partner Spotlight
MIDDLETON FAMILY DENTISTRY

Partner Spotlight
TWO MEN AND A TRUCK

Top 100 Standings

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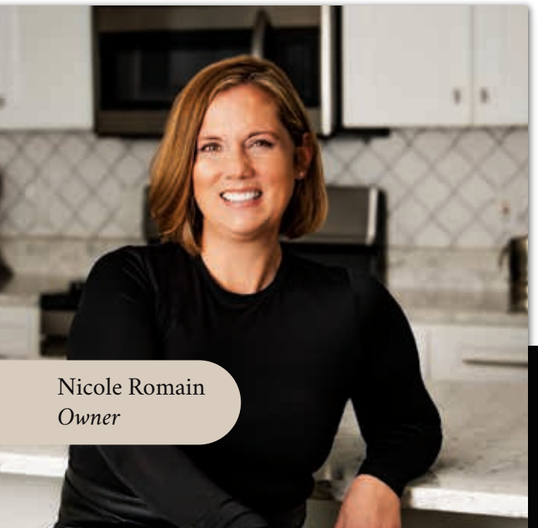
Jenna Nelson

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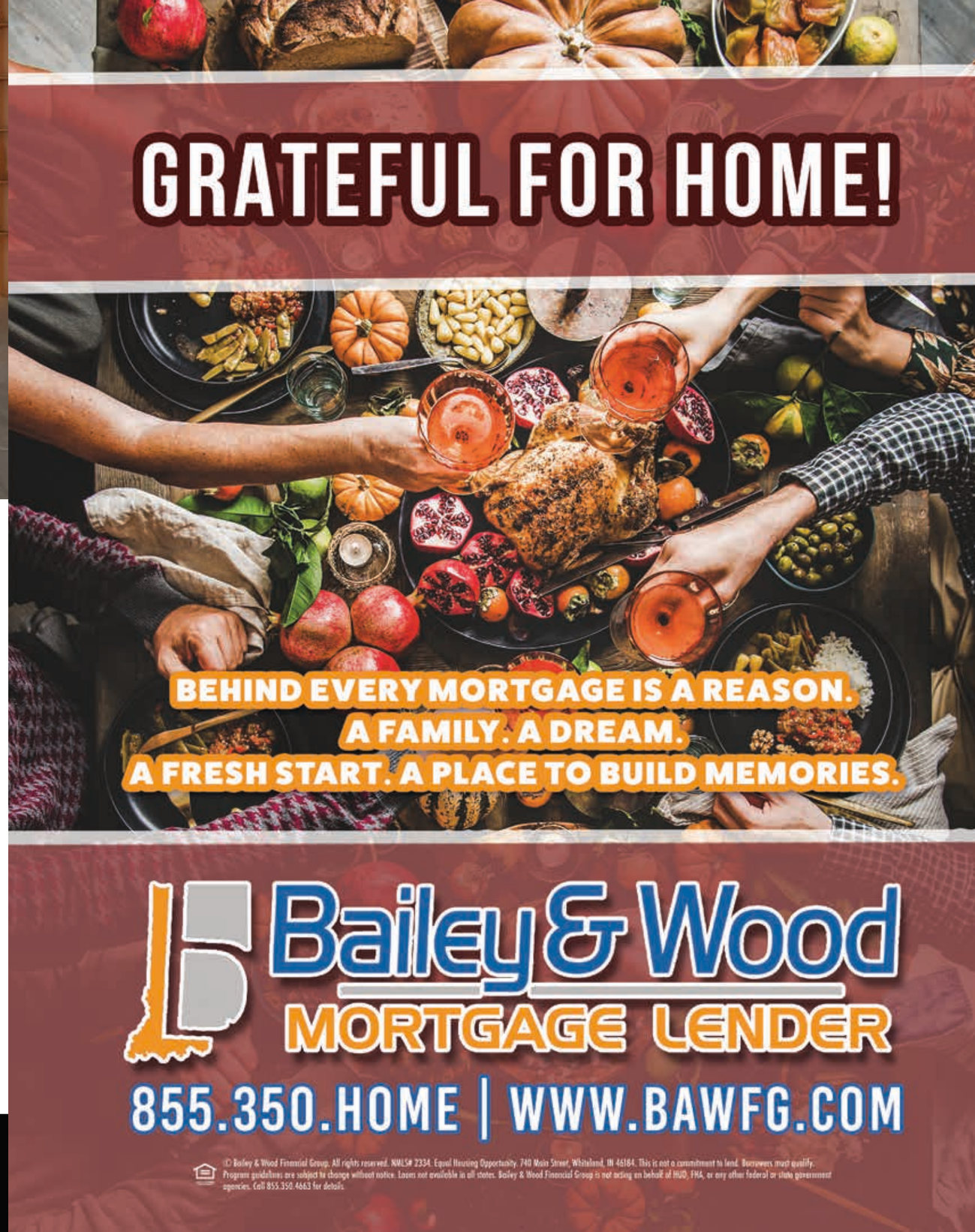
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PROFILE



Amber Harper

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Two Men & A Truck

MOVING PEOPLE FORWARD

Moving is rarely just about getting belongings from one address to another. More often, it represents a transition — the closing of one chapter and the beginning of another. For **TWO MEN AND A TRUCK,** understanding the significance behind those moments has helped shape the way the company has served customers for decades.

The TWO MEN AND A TRUCK franchise was founded in Lansing, Michigan, in 1985, giving the brand more than 40 years of experience in the moving industry. Locally, the Fort Wayne team has been serving the community since 2005, helping individuals, families and businesses navigate moves both big and small.

"We understand that we're not just moving boxes and furniture," said **Marketing Director Spencer Felger.** "We're helping people through major life transitions. Buying or selling a home can already be stressful, so our goal is to take one major piece of that process and make it as simple as possible."

That commitment has helped TWO MEN AND A TRUCK build a reputation that extends well beyond Northeast Indiana. In 2025, the company received Newsweek's Readers' Choice Award for Best National Moving Company. Locally, the Fort Wayne location is also celebrating its fifth year as a Fort Wayne Real Producers partner — a milestone Spencer says carries special meaning because of the relationships behind it.

"Recognition is always great, but the relationships and reputation we've built in the community mean even more," Spencer said. "Being a Real Producers partner for five years represents the trust we've built with local real estate professionals over time, and that's something we really value."

For real estate agents, TWO MEN AND A TRUCK offers far more than a truck and a moving crew. The company provides residential and commercial moving, packing services, storage and junk removal, creating a full-service resource agents can confidently share with clients before, during and after a transaction.

That versatility can be especially valuable during the hectic days surrounding a closing. Whether clients need help packing an entire home, temporarily storing belongings, removing unwanted items or relocating across town

> "WE'RE HELPING PEOPLE THROUGH MAJOR LIFE TRANSITIONS. BUYING OR SELLING A HOME CAN ALREADY BE STRESSFUL, *so our goal is to take one major piece of that process and make it as simple as possible.*"





or to another state, TWO MEN AND A TRUCK can help simplify the transition.

“We want to be another resource real estate agents can confidently recommend to their clients,” Spencer explained. “When an agent makes that recommendation, their own reputation is attached to it. We take that seriously, and we want both the agent and their client to know they’re going to be taken care of.”

At the heart of that customer experience is a company philosophy known as “Grandma’s Rule.”

The concept is simple: Would you treat the customer the same way you would treat your own grandmother?

“We want every customer to feel like their belongings, their home and their time are being treated with the same care and respect we would give someone in our own family,” Spencer said. “That means professionalism, communication and taking care of people from the first phone call until the final piece of furniture is placed.”

While Spencer now serves as Marketing Director for the Fort Wayne operation, a career in marketing — much less the moving industry — was never part of his original plan.

He entered college thinking he would pursue the medical field, potentially becoming a doctor or anesthesiologist. After his first year, however, Spencer realized the lengthy educational path wasn’t something he was passionate enough about to pursue. He switched to a general business degree while trying to determine where his interests might lead.

Then a conversation changed his trajectory.

Daniel Branson, whom Spencer knew through his small group, encouraged him to give marketing a try. Spencer changed his degree to marketing, and around the same time, Daniel happened to be looking for a marketing intern/assistant at TWO MEN AND A TRUCK.

“I figured there was no better way to find out if I actually liked marketing than to try it,” Spencer said. “I ended up loving it. Three years later, I’m now the Marketing Director of TWO MEN AND A TRUCK in Fort Wayne. Looking back, it’s pretty crazy how a career I never planned on ended up being exactly where I was supposed to be.”

Spencer graduated from Purdue Fort Wayne in 2025



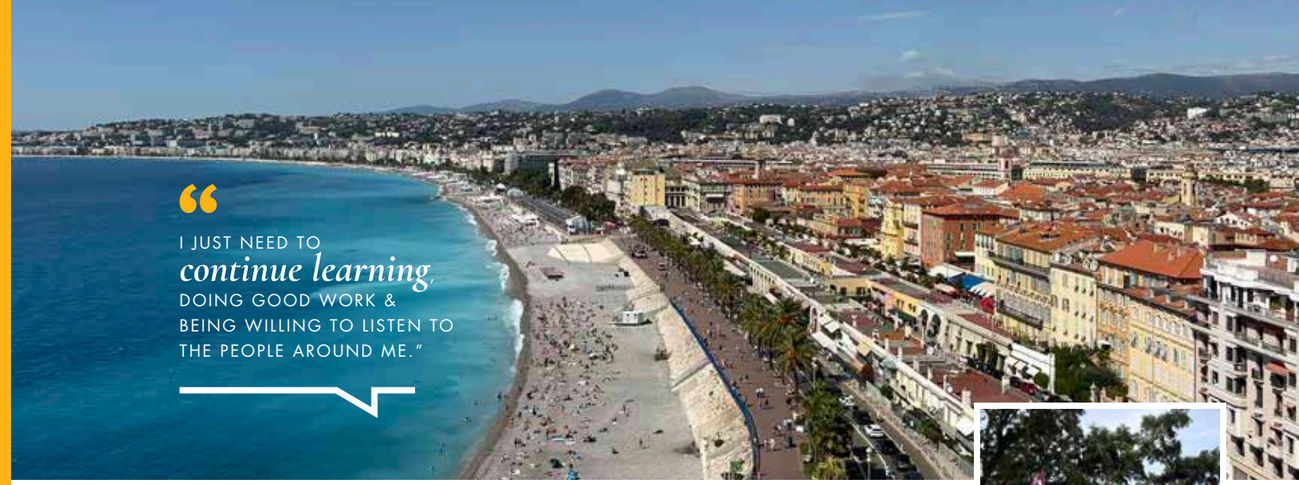
with a Bachelor of Science in Business Marketing. At just 23 years old, stepping into a director role has provided both exciting opportunities and some unique challenges.

He admits there have been moments when his age caused him to question how much he could contribute alongside professionals who have decades of experience. Over time, however, he has learned that leadership doesn’t require having every answer.

“I’ve realized that I don’t need to constantly prove that I belong in the room,” Spencer said. “I just need to continue learning, doing good work and being willing to listen to the people around me.”

In fact, the opportunity to continually learn is one of Spencer’s favorite aspects of his position. Every conversation can provide a new perspective, piece of advice or way of approaching a challenge, and he sees his current role as an important foundation for wherever his career ultimately takes him.

Much of that mindset comes from the people Spencer has chosen to surround himself with. Family and friends have played an important role in shaping who he is, and he believes strongly



in the idea that the people closest to you influence the person you become.

“Why wouldn’t I want to surround myself with people who love me, encourage me, challenge me and want to see me become a better person?” he said. “A lot of who I am today is because of the people who have invested in me and pushed me along the way.”

Spencer also credits God, humility and a willingness to keep learning for much of the success he has experienced so far. And despite working in business and marketing, his personal definition of success has little to do with a balance sheet.

“To me, success isn’t tied to anything of monetary value,” Spencer said. “It’s having supportive friends and family, a job you love, hobbies you enjoy and people around you who make you better. Success is having a life that you genuinely enjoy and being grateful for what you’ve been given.”

Away from work, Spencer describes himself as an “absolute sports nerd.” He grew up playing nearly every sport he could, with baseball becoming his biggest passion. Today, he remains connected to the game by working on the grounds crew at Wallen Baseball Complex and coaching youth baseball.

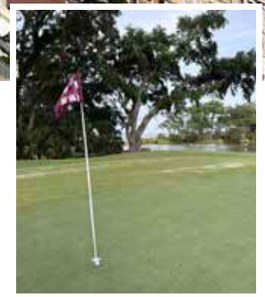
He also enjoys traveling, exploring the outdoors, fishing and spending time with friends and family. More recently, golf has entered the mix — although Spencer jokes that he hasn’t quite decided whether he enjoys playing the game or complaining about his game more.

Whatever he’s doing, the common thread is enjoying the people and experiences around him.

It’s a perspective that also shapes how Spencer looks back on the unexpected path that brought him to TWO MEN AND A TRUCK. Given the opportunity to go back and change something, he says he wouldn’t.

“I believe God has a plan and a purpose for my life,” Spencer said. “Every decision you make, good or bad, helps shape you into the person you become. Even the things that didn’t go exactly how I wanted taught me something or led me somewhere I needed to be. I’d rather be grateful for where those experiences have brought me.”

For TWO MEN AND A TRUCK, that people-first perspective fits naturally with a company built around helping others navigate change. From the first box packed to the final piece of furniture placed, the Fort Wayne team understands that every move represents something bigger.



And for the real estate professionals who have trusted the company with their clients over the years, TWO MEN AND A TRUCK aims to remain exactly what a great partner should be: dependable, professional and ready to help make the next transition a little easier.



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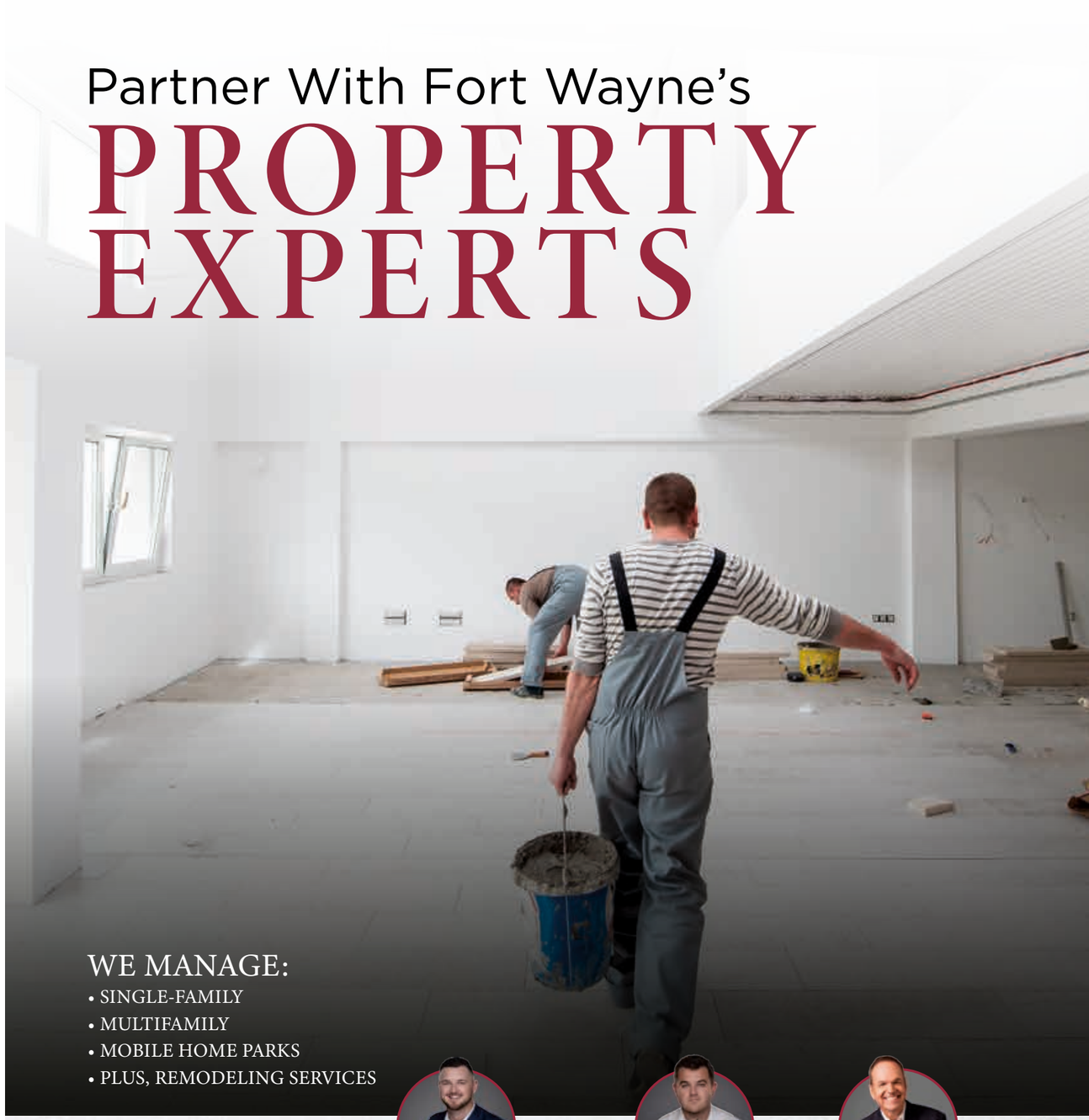


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AMBER HARPER



How many years have you been a REALTOR®?

I became a licensed REALTOR® in February 2024, so I have been in real estate for a little over 2½ years.

What is your career volume as a REALTOR®?
Approximately $11.5 million in closed sales volume since becoming licensed in February 2024.

What was your total volume last year?
Approximately $4.7 million in 2025.

What awards have you achieved as a REALTOR®?
I was recognized as a Multi-Million-Dollar Club member in both 2025 and 2026.

When did you start your career in real estate?
I began taking my real estate coursework online in 2023 while I was still working full-time as an elementary school teacher. I officially became licensed in February 2024 and joined Coldwell Banker Real Estate Group immediately. In January 2025, I joined The Home Discovery Team.

Real estate was a pretty significant career change for me, but in a lot of ways, I don't think I ever stopped being a teacher. I just teach something different now!

What did you do before you became a REALTOR®?
I was an elementary school teacher for 15 years and taught grades K–5 at different points throughout my career. I have a Bachelor's Degree in Education from IPFW and a Master's Degree in Education from Ball State University.

I genuinely loved teaching and especially loved helping kids learn, grow and thrive. But I've also always had an entrepreneurial side, and eventually I couldn't ignore that little voice telling me to try something new.

What has surprised me is how much of my teaching background I use every single day in real estate. Clients are making enormous financial and personal decisions, and they need someone who can take a complicated process, break it down, answer questions and help them feel confident about what they're doing. That's something 15 years in education prepared me very well to do.

What are you passionate about right now in your business?
I'm really passionate about helping people make confident real estate decisions through education, strategy and genuine care.

I always tell my clients, "You are my boss. I am your advisor." My job isn't to make decisions for them or pressure them toward a particular outcome. My job is to make sure they understand their options, identify potential risks, explain different scenarios, give them my professional advice and then support the decision they make.

I'm also incredibly passionate about Fort Wayne. I genuinely love living here and probably brag about it too much! I love helping people relocate here and discover our neighborhoods, restaurants, trails, parks, local businesses and





everything else that makes this such a great place to call home.

What has been the most rewarding part of your business?
The relationships, without question.

Some of my favorite transactions aren't necessarily the biggest sales I've had. They're the ones where I know someone really trusted me.

I recently helped an engaged first-time buyer couple purchase their first home, and I had known one of the buyers since before she was born. I've known her mom since middle school. Having her mom trust me enough to recommend me to her daughter and future son-in-law meant the world to me.

I've also helped several clients move into my own Falcon Creek neighborhood. I LOVE making my clients my neighbors! I get to see them after the transaction is over, and several of those relationships have turned into genuine friendships.

That's the part of this business I don't think I fully understood when I started. You aren't just selling houses. You're being invited into people's lives during some really important moments.

What was your biggest challenge as a REALTOR®?
One of my biggest challenges has been learning that being a great REALTOR® sometimes means having conversations people don't necessarily want to hear.

I'm naturally someone who wants to help people and make things better, but real estate requires honesty. Sometimes I must tell a seller that their home isn't worth what they hoped it would be. Sometimes I must point out a concern in a house my buyers have fallen in love with. Sometimes the best advice I can give someone isn't the answer they were hoping for.

I've learned that taking care of people doesn't mean telling them what they want to hear. It means caring enough to tell them what they need to know and then helping them figure out what to do with that information.



How does real estate fit into your dreams and goals?
Real estate has given me the opportunity to combine so many things that matter to me: helping people, education, entrepreneurship, relationships and my love for Fort Wayne.

I want to build a successful and sustainable business, but I don't want















success to come at the expense of the way I serve people. I want to grow because people trust me, remember how I made them feel during the process and feel confident sending their friends and family to me.

Long-term, I want to build a business where my name means something in Fort Wayne—not simply because people have seen my marketing, but because they know I'll take care of them.

What's your favorite part of being a REALTOR®?
Helping people.

I know that's probably the obvious REALTOR® answer, but it's genuinely mine.

I love the moment when something finally clicks for a first-time buyer. I love handing over keys. I love telling a seller we have multiple offers. I love helping someone relocate to Fort Wayne and watching them start building a life here.

And I even love being the person who says, "I know you love this house, but we need to talk about what I just saw in the basement."

The exciting moments are wonderful, but being someone my clients can depend on through ALL of it is probably my favorite part.

Define success.
Success to me is building a life and business I'm proud of without losing sight of the people I'm doing it for.

Of course I have production goals. I'm competitive with myself, and I want my business to continue growing. But I don't think the number of houses I sell is the best measure of whether I'm successful.

Success is having a past client call me again. It's having someone trust me with their child, parent or best friend. It's seeing former clients in my neighborhood and realizing they've become friends. It's knowing I told someone the truth even when it might have cost me a transaction.

If I can build a successful business while still having people say, "Amber truly cared about us," that's success to me.

Tell us about your family.
My husband, Jeff, and I are high school sweethearts, and so much of our life

> "I KNOW YOU LOVE THIS HOUSE, BUT WE NEED TO TALK ABOUT WHAT I JUST SAW IN THE BASEMENT."

together has really been about growing up and building a life side by side. We were young parents while we were both attending IPFW, renting at Canterbury Green and dreaming about the future. I can still remember putting our daughter in her car seat and driving through Fort Wayne neighborhoods like Cherry Hill and Arlington Park, looking at houses and imagining what it would be like to own one someday.

After renting for five years, we bought our first home in 2005. As our family grew, so did our needs, and eventually we moved back near the small town where Jeff and I grew up. We poured



> I'VE LEARNED THAT **TAKING CARE OF PEOPLE** DOESN'T MEAN TELLING THEM WHAT THEY WANT TO HEAR."











ourselves into that house—scraping ceilings, replacing carpet, painting, finishing the basement, and making it completely our own. But after four years, we realized that although we loved our home, the lifestyle wasn't quite right for our family anymore.

We made the decision to move back to Fort Wayne, and it turned out to be one of the best decisions we ever made. We found more than a house here—we found a community. We met neighbors who became close friends, our girls grew up riding bikes through the neighborhood, and we built a life where so much of what we enjoy is right around us.



Today, Jeff is the principal at Avilla Elementary School, and I couldn't be prouder of the work he does in education. Our oldest daughter, Harper, is continuing her education at Indiana University Bloomington, where she is working toward her master's degree, and we are incredibly excited to celebrate another huge milestone with her when she gets married on October 17! Our youngest daughter, Avery, recently graduated from Carroll High School and is already beginning an exciting new chapter of her own—she is working toward getting her real estate license!

It is a really special season for our family. After so many years of raising our girls and building our life together, Jeff and I are getting to watch them begin building lives and careers of their own.

Looking back, each home we've lived in represents a different season for our family, and I wouldn't trade any of them. Those experiences taught me that home isn't necessarily about finding one house and staying there forever. It's about finding the place that supports the life you're building together in that particular season.

Family is incredibly important to me, and I'm so grateful for the life Jeff and I have built, the daughters we've raised, the friendships we've made, and the Fort Wayne community we get to call home.

Favorite books?
I love reading to learn, so I'm naturally drawn to books that challenge the way I think and help me grow both personally and professionally.

A few books that have genuinely changed my life are The 7 Habits of Highly Effective People by Stephen Covey, Unreasonable Hospitality by Will Guidara, and Atomic Habits by James Clear.

What I love about all three is that their lessons extend far beyond business. They've influenced how I think about relationships, service, consistency, personal growth, and how small intentional choices can have a huge impact over time. A lot of those lessons have shaped the way I approach my real estate business and how I want people to feel when they work with me.

Are there any charities or organizations you support?
I want to be genuine about this because I'm not someone who wants to list organizations just to make my bio look better.

I've participated in trail cleanup through Coldwell Banker, which I particularly enjoy because I personally spend so much time on Fort Wayne's trails. I'm also participating in my first Habitat for Humanity Women's Build in October 2026, which I'm really looking forward to.

I'm excited to continue finding meaningful ways to become more involved in the Fort Wayne community as my business grows.

What are your hobbies and interests outside of the business?
I love actually experiencing all the things I tell people I love about Fort Wayne!

I enjoy running and riding bikes on the Pufferbelly Trail, hiking at Bicentennial Woods, trying the new restaurants that seem to constantly pop up around Fort Wayne, grabbing coffee at local coffee shops and spontaneously going out with friends.

You may also occasionally find me singing karaoke at What's Up? Pub & Grub with friends or sitting at the rail at Hideout 125 having drinks with my husband.

I genuinely enjoy exploring Fort Wayne, supporting local businesses and spending time with the people I love.

Given your status and expertise, what is some advice you would give the up-and-coming top producer?
Don't become so focused on getting the transaction that you forget you're taking care of a person.



Learn your craft. Ask questions. Find great mentors. Know your contracts. Study your market. Answer your phone. Follow up. Be willing to work hard. And when you don't know something, don't pretend you do—find the answer.

But also remember that the person sitting across from you may be making one of the biggest financial decisions of their life.

Sometimes being a great agent means winning a multiple-offer situation. Sometimes it means negotiating $20,000 off a purchase after significant inspection concerns. And sometimes it means looking at your excited first-time buyers and saying, "I'm concerned about what I'm seeing in this basement."

Protect the relationship and take care of the person. The business will follow.

In closing, is there anything else you would like to communicate using this Ft. Wayne Real Producers platform?
Mostly, I'm just incredibly grateful.

I took a huge leap when I left a 15-year career in education and started over in real estate. I was 40 years old, beginning an entirely new career and essentially starting from zero.

A little over two years later, I've had the privilege of helping approximately 30 families through buying and selling, closing approximately $11.5 million in sales volume, building relationships with people I never would have met otherwise, and discovering a career that allows me to combine education, entrepreneurship and service.

But the numbers aren't the part I'm proudest of.

I'm proud of the people who have trusted me. I'm proud when a client comes back and asks me to help them again. I'm proud when someone sends me their friend, their child or their parent because they believe I'll take care of them. I'm proud of the clients who have become friends—and even neighbors.

I'm also incredibly grateful to the agents, lenders, title professionals, inspectors, contractors, photographers, mentors, teammates and other professionals in our Fort Wayne real estate community who have answered questions, shared knowledge, collaborated and helped me grow.

I still feel like I'm just getting started, and I'm really excited to see where this career takes me.



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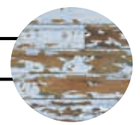


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Generations of Care

For more than four decades, Middleton Family Dentistry has been built around something much bigger than teeth. It has been built around family, relationships and the belief that people deserve to feel genuinely known and cared for when they walk through the door.



That story began in 1984, when Dr. Charles “Charlie” Middleton opened his dental practice on East State Boulevard. What started with one dentist and a commitment to his patients would eventually become a multigenerational family business. In 2010, his son, Dr. Mat Middleton, graduated from dental school and joined his father with a vision of growing the practice together. As the practice expanded, that growth eventually led to a second location on Dupont Road.

Connie Middleton joined the practice in 2012, and four years later, she and Mat purchased Middleton Family Dentistry from Dr. Charlie. Taking ownership gave the couple an opportunity to build upon what had already



been established while putting their own vision into the future of the practice.

“We wanted to build something that reflected our own vision, but we were determined to preserve the family values, relationships and patient-centered care that had been the foundation of Middleton Family Dentistry from the beginning,” Connie said.

Today, Middleton Family Dentistry has grown significantly, but Connie and Mat remain intentional about maintaining the personal connection that defined the practice from its earliest days. No matter how much the business grows or how dentistry evolves, their goal is for patients to feel like more than a name on a schedule.

“We want every patient who walks through our doors to feel known, cared for and part of the Middleton Family Dentistry family,” Connie said.

That philosophy is especially important when working with patients who experience dental anxiety. Connie understands that for many people, visiting the dentist can be intimidating, particularly if they have avoided dental care for an extended period of time. Middleton Family Dentistry offers sedation options designed to make treatment more comfortable while also continuing to grow its aesthetic dentistry services for patients who want greater confidence in their smiles.

The team also recognizes a challenge that can be

> “People want to do business with **people they trust**.”

> Success isn't just about what you accomplish.
>
> **It's about who you become while you're accomplishing it.**"

particularly relevant to real estate professionals: many are self-employed and may not have access to traditional dental insurance. Middleton Family Dentistry works to provide financially friendly options so cost does not automatically become a reason to postpone care.



For real estate agents whose careers revolve around personal relationships and first impressions, Connie sees an especially meaningful connection between dental care and confidence.

"A smile is part of your personal brand," she said. "Real estate agents are constantly meeting new people, taking photos, attending events and making first impressions. Dentistry can be about much more than fixing a problem. It can be about helping you feel confident and comfortable being the best version of yourself."

Middleton Family Dentistry wants its relationship with the Fort Wayne real estate community to reflect the same philosophy that guides its patient relationships: relational rather than transactional. Connie wants agents to walk into the office and recognize friendly faces, feel comfortable asking questions and know they have a dental practice they can trust personally and confidently recommend to others.

Whether that means helping an agent overcome dental anxiety, finding a financially comfortable path to treatment, improving a smile ahead of an important meeting or simply becoming a trusted resource for an agent's clients, the goal is to build relationships that last.

"We want real estate agents to feel like they're part of the MFD family, just as we feel honored to be part of the Real Producers family," Connie said.

Over the years, Middleton Family Dentistry has continued to evolve alongside changing technology, patient expectations and financial realities. The practice has expanded its services, incorporated new technology and developed more flexible financial options. But Connie believes one principle remains as relevant today as it was when Dr. Charlie opened the doors in 1984.

"People want to do business with people they trust," she said. "That principle has guided us through every season."

Looking ahead, Connie and the team are particularly excited about continuing to expand aesthetic dentistry and sedation options while finding new ways to make comprehensive dental care more accessible and comfortable. For Middleton Family Dentistry, however, innovation isn't simply about acquiring the newest technology.

"Innovation is about finding better ways to serve people," Connie said. "We want to create an experience where patients feel genuinely cared for."

That emphasis on people extends well beyond the practice.

For Connie, one of the most rewarding aspects of building a business in Fort Wayne is getting to see relationships develop across generations. She loves that the community combines many of the opportunities and amenities of a larger city with a small-town, family-friendly quality where relationships can still run deep.

Over the years, Middleton Family Dentistry has watched young patients grow up, graduate from high school, get married, start families and eventually return to the practice with children of their own.

"Getting to watch those relationships come full circle is incredibly rewarding," Connie said. "There really is something special about Fort Wayne."

Family is just as central to Connie and Mat personally as it is to their business. Both point to their parents as some of the greatest influences on their lives and careers. Watching their parents work hard, build meaningful lives and prioritize family helped shape how Connie and Mat approach their own business and home life.

Now that they are parents themselves, that example has taken on even greater meaning.

"We have an even greater appreciation for the sacrifices our parents made and the example they set for us," Connie said. "It's really special to try to instill those same values in our own children."



Travel is another major passion for the family — and Connie and Mat aren't afraid of a little adventure. In 2025, the couple hiked Mount Kilimanjaro together. Looking toward the future, one of their biggest goals is to travel with their children and introduce them to different places and cultures, both throughout the United States and internationally. They hope those experiences encourage their kids to remain curious, open-minded and interested in how other people experience the world.

Underlying Connie's approach to family, business and life is a simple piece of advice passed down from her father: "It's not what you do, but how you do it."

Of everything they have accomplished professionally, Connie says becoming parents remains their proudest accomplishment. Raising children has brought a different kind of fulfillment — along with lessons in patience, perspective and love that have influenced how they see virtually every other part of life.

Away from dentistry, the Middletons enjoy making the most of their time together. Family game nights, biking along the Pufferbelly Trail, golfing and simply spending time outdoors with their kids are among their favorites.

"We're trying to soak up this stage of life because we know how quickly it goes," Connie said.

For Connie, those words are a reminder that accomplishments alone do not define success. How those accomplishments are achieved — with integrity, love and respect for the people encountered along the way — matters just as much.

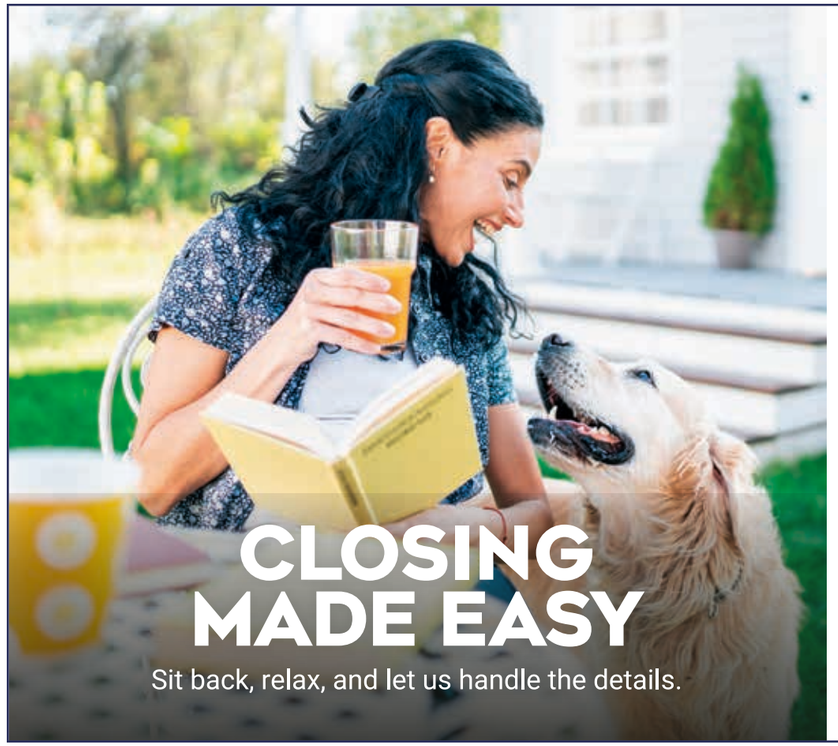
"Success isn't just about what you accomplish," Connie said. "It's about who you become while you're accomplishing it. That's something I try to remember in both my personal life and in building Middleton Family Dentistry."

More than 40 years after the first Middleton welcomed patients into the practice, that philosophy continues to tell the story of Middleton Family Dentistry. The locations, technology and services may have grown, but at its heart, the mission remains remarkably consistent: take care of people, build relationships that last and make every person who walks through the door feel like family.

MIDDLETON FAMILY DENTISTRY

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Back in September, we held one of the coolest events that we've ever put together. Kruse Plaza was the backdrop for the fun afternoon, and more specifically, the Private Gallery within Kruse. From incredible cars and fantastic food to exciting prizes, nothing beat the opportunity to connect with so many outstanding real estate professionals in our community.

A massive THANK YOU to:
All the incredible agents & partners who came out, brought the energy, and made the day so special.

Special Thanks:
A huge, heartfelt thank you to the entire Kruse Family for generously opening up their Private Gallery to our group—it truly elevated the entire experience and made the event one-of-a-kind!

Photo Credit:
Shoutout to Art Home Photo for capturing all the amazing moments throughout the day!

We hope you enjoy the next few pages of photos reminiscing on the event. If you weren't able to make the Kruse Event, we hope you can join us for our Holiday Party coming up on December 2nd from 12-2pm! Check your inbox and social media for details of this event. See you then!




























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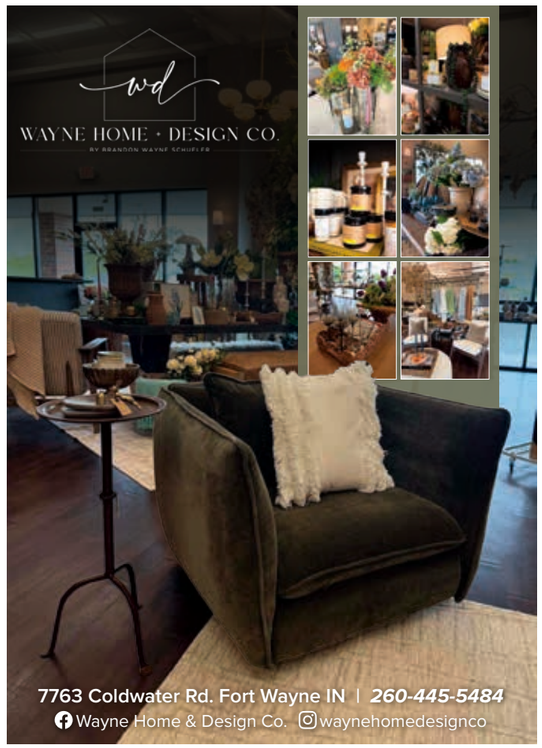





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MERIDIAN TITLE CORPORATION



Spotlight on: Nichole Jehl, *Regional Sales Manager*

How did you first connect with the real estate industry?
My path into real estate was actually a bit unexpected. Before title, I spent seven years with Parkview Health while also working as an Events Coordinator for HT2. Eventually, I realized I was tired of working two jobs and wanted to find a career where I could really plant roots, continue to grow and challenge myself over the years.

In 2019, I reached out to a friend who was working for a local title company, and she connected me with her manager, who happened to be looking for a new Account Executive. That introduction became my entry into the title and real estate industry.

About a year and a half later, I was recruited by Meridian Title and joined the company as an Account Manager in 2020. I spent the next three years building relationships and learning the business before an opportunity came along that would completely change the trajectory of my career.

In 2023, Meridian created a Regional Sales Manager position overseeing Northeast Indiana, North Central Indiana and Michigan. I've always been very data- and evidence-driven, and I'm naturally someone who looks at the bigger picture. When the position was announced, I saw pieces of myself in what the role needed, even though stepping into this kind of leadership would be something new for me.

I decided I didn't have much to lose by putting my name in the hat. The worst they could say was no. Luckily for me they didn't, and I've been fortunate to lead our teams across those markets ever since.

Tell us a bit about your family or loved ones who support you.
I'm incredibly fortunate to have a supportive husband, Joe, and our three-year-old son, Alexander. They're what makes my world go round.

I think working mothers can sometimes feel like we're being asked to choose between being present for our families and being ambitious in our careers. While some compromises are inevitable, I've never felt that becoming a mother meant I had to become less ambitious. A huge part of that is having a husband who genuinely supports my growth, not just professionally, but in every area of my life.

At the same time, a healthy work-life balance is, and always will be, a priority for me. I'm proud of what I do, and I want to continue growing, but at the end of the day, the two people I get to come home to are the most important part of my life.

What role does your business play in helping agents serve their clients at a higher level?
I like to say that we're professional problem solvers. Yes, we're a title company, but what we provide to our real estate partners goes far beyond getting a transaction to the closing table.

Our Account Managers work alongside agents as an extension of their business. That can mean providing education and market data, helping with marketing and business development, connecting them with the right people, creating opportunities through events, or simply being the person they know they can call when something isn't going according to plan. Real estate rarely happens without a few curveballs, and we



> “THE WORST *they could say* WAS NO.”



want our partners to know they have someone in their corner when those moments happen.

What I love about our Northeast Indiana team is that each of our Account Managers brings something different to that relationship. Ashley Robey’s banking background allows her to have higher-level conversations with our commercial partners, and she’s always willing to dig in, try a different approach and find a solution.

Katelyn High is quite literally sunshine in human form. She’s outgoing, incredibly relationship-driven and has a servant heart that makes taking care of people second nature.

And Chris Alexander, our Senior Account Manager, has more than 25 years of industry experience and is our team’s lending expert. There aren’t many situations Chris hasn’t encountered at some point in his career.





Behind those relationships is the other side of what we do: providing peace of mind. Buying or selling a home is one of the largest financial transactions most people will ever make. Our partners need to know that when they entrust their clients to us, we have systems in place to help prevent fraud, protect buyers and sellers, operate compliantly and safeguard the transaction.

Ultimately, our job is to make our real estate partners’ jobs easier and help them take even better care of their clients. Sometimes that’s solving a complicated title issue, and sometimes it’s answering the phone and saying, “We’ll figure it out.” Either way, we want to be the team they know they can call.

What do you believe has been the biggest factor in your company’s growth and success?

I think one of the biggest factors in our growth has been recognizing that there isn’t a one-size-fits-all approach to people, or to leadership.

I often joke that, as a leader, I have to be a bit of a chameleon. Every person on my team has different strengths, different opportunities for growth, different motivations and even different ways of receiving feedback. What works incredibly well for one person may completely miss the mark with another. I try to understand the person in front of me and customize how I coach,











> *Life has also taught me that* HARD SEASONS ***are going to come & go.”***

challenge and support them rather than expecting everyone to fit into the same mold.

I’ve seen that approach help build confidence, particularly with our less seasoned Account Managers. My goal isn’t to turn them into a version of me or even a version of our most experienced salesperson. It’s to help them figure out what they’re naturally good at, strengthen the areas that need development and ultimately become confident in their own way of doing business.

I’m also a big believer in honesty and transparency. My team knows they can come to me with the good, the bad and the ugly. I’d much rather know what’s actually happening so we can work through it together than have someone feel like they need to tell me what they think I want to hear.

That creates trust but trust also comes with accountability. I’m going to support my team, advocate for them and help them find solutions, but I’m also going to hold them accountable to what we agreed we’re going to do.

I think that combination of individualized coaching, trust and accountability has allowed our people to grow, and when our people grow, the business tends to follow.

What do you value most about being part of the Fort Wayne real estate community?

What I value most about the Fort Wayne real estate community is the people. There’s almost this feeling that once you’re in, you’re in, and some of the relationships I’ve made through this industry have become incredibly important parts of my life.

When I entered the industry in 2019, I was brand new and really didn’t know what I was doing yet. One of the first clients I brought on was Aimee Romero, who was already a very successful Loan Officer. She didn’t have to invest her time in me, but she did. She took me under her wing, became a professional mentor and eventually a close friend.

That experience has always stuck with me because I think it’s such a great example of this community. I’ve had clients become mentors, clients become genuine friends, and friendships grow to the point that we’ve stood beside each other in our weddings.

I’ve also had the privilege of watching people grow throughout their careers. I’ve worked with agents when they were brand new and struggling to close three transactions a year, and I’ve watched some of those same people grow into agents doing more than 40. There’s something really rewarding about getting to witness that evolution and knowing you were there cheering them on along the way.

Of course, there’s competition in our industry, including a little friendly rivalry between title companies, but I’ve never been overly focused on competing with the person next to me. My mentality has always been: it’s me versus me. Am I better than I was a year ago? Are we serving our clients better? Is my team growing? That’s the competition I care about.

What I think is particularly special about this industry is how quickly the competition seems to disappear when someone needs support. When something happens to one of our own, this community shows up.





That’s also one of the reasons I love serving as Chair of the UPSTAR YPN Committee. I get to be part of brainstorming creative events and creating opportunities for people to network, build relationships and hopefully find some of the same connections that have meant so much to me throughout my own career.

Fort Wayne itself has grown tremendously since I entered the industry, and it’s been incredible to watch. Yet somehow, our real estate community has maintained that small-town feeling in a growing city. People know one another, they show up for one another, and I’m really proud to be part of it.

What motivates you to keep pushing forward during challenging times?

Throw me in the water, and I’m going to swim. I’m not going to sink.

When things get tough, I may take a moment to assess, recalibrate and figure out what isn’t working, but I can promise you, I’m coming back to fix it. We will work on the issue. We will look at it from different angles. We will find a solution. I’ve always been much more likely to go into problem-solving mode than to get discouraged.

One crisis at a time: focus on the problem, solve the problem and move forward.

A lot of that drive probably comes from being naturally competitive, but my competition has always been much more internal than external. I’m too busy watering my own grass to notice yours. I need the goalpost to keep moving. I need something to chase. I want to feel like I’m growing, personally, professionally and financially. Once I accomplish something, I’m usually already thinking, “Okay, what’s next?”

Moving into leadership changed that motivation in an interesting way because now I’m not only invested in my own growth. Having been an Account Manager before becoming a Regional Sales Manager gives me a unique perspective on what I’m asking of my team. I know what it feels like to be in their seat, and I genuinely want them to win.

I don’t just want them to accomplish their goals; I want them to crush them. My approach is: I want you to become the best version of you that you can be. How can I help you do that?

Life has also taught me that hard seasons are going to come and go. I know that I’m strong and resilient, but I’ve also learned that strength and kindness aren’t mutually exclusive. I can be strong and still be kind. Every difficult season teaches me something, gives me perspective and, hopefully, makes me a little more emotionally intelligent than I was before.

And even in the hardest seasons, there are still beautiful things happening. Sometimes you just have to make a point to look for them.

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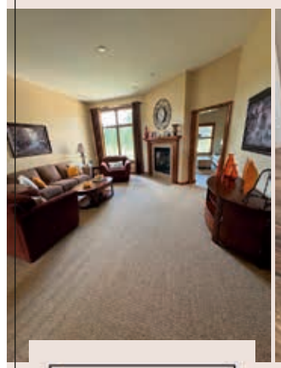
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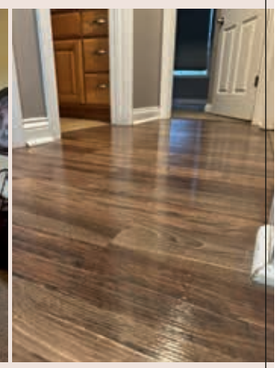
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Jenna NELSON

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FOUND HER CALLING

For Jenna Nelson, success in real estate isn't defined by a sales number, an award, or a name on a leaderboard. It's found in the moments that happen on the other side of all the work—the first-time buyer holding the keys to a home they weren't sure they could afford, the seller seeing months of preparation pay off, or the family finally stepping into the next chapter they had been working toward.

"If my clients win, I win," Jenna says.

It's a simple philosophy, but one that has helped propel Jenna through a remarkably fast start in an industry she didn't enter until her mid-30s.

Licensed in July 2024, Jenna has quickly established herself as a rising force in Northeast Indiana real estate. She was named Coldwell Banker Real Estate Group Rookie of the Year, recognized among Fort Wayne Business Weekly's 40 Under 40, selected as December 2025 Agent of the Month, and received Upstar's 2025 Community Service Award. She has also continued investing heavily in her education, earning designations and certifications including Accredited Buyer's Representative (ABR), Seller Representative Specialist (SRS), Pricing Strategy Advisor (PSA), New Construction Specialist, and Certified Staging Professional.



But Jenna's path to real estate wasn't one she mapped out from childhood. In fact, the career that has become such an important part of her life didn't begin taking shape until she was around 36.

Before real estate, Jenna spent years working in fine dining. She enjoyed serving people and being part of the celebrations and special moments that brought them together, but over time she began feeling ready for something different. With both of her daughters heading into school, she also wanted a career that would allow her to be home more often at night while giving her an opportunity to put her business degree to work.

At home, another interest was developing. Jenna had spent considerable time renovating her own house, tackling projects that included flooring, tile and painting. There was something deeply satisfying about doing the work herself and then being able to stand back and see what she had accomplished.

"I loved the feeling of working hard and being able to look at something afterward and say, 'I did that,'" she recalls.

Others began seeing the potential connection before Jenna fully did. The late John Garcia and his fiancée, Lisa Scott, were customers at Paula's and repeatedly encouraged Jenna to consider real estate, telling her they believed she would be good at it. Eventually, Jenna called her friend and fellow real estate agent Lisa Firks and asked what she thought.

Lisa told her she would love it.

She was right.

“I found my passion in life,” Jenna says.

Finding that passion, however, didn’t mean success came without uncertainty. Jenna was starting over in an entirely new profession in her mid-30s while simultaneously building a business, learning an industry and balancing life as a wife and mother. She also encountered people early on who made her question whether she could really succeed.

Real estate school had given her a license, but Jenna quickly discovered how much she still had to learn.

Instead of retreating from that realization, she attacked it.

She took classes. She asked questions. She surrounded herself with people who knew more than she did. She pushed herself beyond her comfort zone and made education a cornerstone of the business she was building.

“Instead of letting those doubts defeat me, I chose to use them as motivation,” Jenna says. “Looking back, I’m actually thankful for the people who doubted me.















They gave me a little extra fire to prove to myself that I could do it.”

More importantly, the experience changed the way Jenna saw herself.

“It taught me that I’m capable of a lot more than I sometimes give myself credit for.”

That willingness to keep learning remains central to Jenna’s approach today. She believes agents have an obligation to continually improve their craft because their clients are trusting them with decisions that can have enormous financial and personal consequences.

For Jenna, though, education is only half of the equation.

“I think it comes down to a combination of constantly learning and genuinely caring about people,” she explains. “Education can only take you so far. You also have to care.”

That second piece comes naturally.

Long before she was negotiating contracts or showing houses, Jenna learned the importance of hard work and treating people well from her parents. Her mom and dad taught her by example not to be afraid of taking risks and to treat others the way she would want to be treated herself. Her mother, in particular, demonstrated the importance of service through years of volunteering at Jenna’s school.

Watching that example helped shape Jenna’s own desire to give back.

Today, community involvement isn’t something she views as separate from her business. It is part of who she is. Her commitment to service was recognized

















with Upstar’s 2025 Community Service Award, but Jenna’s motivation goes well beyond recognition.

“Giving back is a huge part of who I am,” she says. “I love volunteering and getting involved in our community, and I try to use the platform real estate has given me to encourage other people to give back too.”

Her Coldwell Banker family has only strengthened that commitment. Jenna credits the agents and management team around her with creating an environment centered on encouragement, education, celebrating one another’s victories and serving the community.

“I can never thank my Coldwell Banker family enough for the constant support, encouragement and education they’ve given me,” Jenna says. “They have challenged me, believed in me and given me so many opportunities to grow—not just into a better agent, but into a better person.”

That culture aligns naturally with the way Jenna wants to conduct her own business.

Her clients aren’t transactions. They are people navigating some of the biggest and sometimes most emotional changes of their lives. That means Jenna wants to be present not only for the exciting phone calls and celebrations, but also for the stressful conversations and unexpected challenges.

“My clients deserve more than just putting a sign in the yard or opening a door to a house,” she says. “I’m constantly investing in education, marketing, staging and finding new ways to better serve them.”

She’s also willing to experiment, work harder or venture outside her comfort zone when she believes doing so can produce a better result for the people who have trusted her.

That mindset has opened another exciting chapter in Jenna’s career through her involvement with Baseline Builders. Working more closely with the building process has allowed her to experience real estate from another perspective and watch homes move from plans and ideas into something tangible.

“There’s something magical about seeing something that once existed only on paper come to life right in front of you,” she says. “These builders work so hard and put so much thought and care into each build.”

Whether it is new construction, helping someone purchase a first home or guiding sellers toward their











next chapter, the reward remains the same: watching someone else succeed.

“Seeing my clients win” is how Jenna defines success.

She remembers the excitement of first-time buyers receiving their keys, sellers seeing their hard work rewarded and families achieving something they once wondered if they could accomplish.

“Those are the moments that mean the most to me,” Jenna says. “Success is knowing that someone trusted me with one of the biggest decisions of their life and that I did everything I could to help them come out on the other side happy.”

Her passion for education has also shaped some strong opinions about the future of the profession. Jenna believes becoming a real estate agent should involve more rigorous preparation and more practical training. From inspections and property marketing to flood zones, contracts and the countless real-world situations agents encounter, she believes there is a significant amount of knowledge that can only begin to develop after licensing.

“There is always more to learn,” she says.

One subject Jenna believes deserves particular attention is agent safety. Her advice to anyone considering the profession is straightforward: don’t enter real estate simply for flexible hours or money. Enter it because you genuinely love helping people—and understand that taking care of those people should never mean ignoring your own safety.

She encourages agents to trust their instincts, be cautious when meeting strangers, use available safety tools, share locations with friends and colleagues and use a buddy system whenever appropriate.

“Your number one goal should always be to come home safely,” Jenna says.

Away from real estate, home is where Jenna’s own definition of success becomes even more personal.

She and her husband, Levi, have been married for 13 years and are raising two daughters together. Their household also includes three rescued pets—a dog and two cats.

Family and friends remain at the center of Jenna’s life, but she also makes time for the things that keep her energized. She loves working out and playing pickleball, and the YMCA has become what she calls her “home away from home,” largely because of the community she has found there. She enjoys volunteering, trips to Cedar Point and cruises, and she remains close with friends from International Business College, where she earned her bachelor’s degree in business with a minor in Travel and Hospitality. The group even recently traveled through Europe together.



It is a full life—and one Jenna wouldn’t rewrite.

Asked what she would change if she could go back, Jenna’s answer is simple.

“Honestly, I don’t think I would change anything,” she says. “Every mistake I’ve made has helped shape me into the strong woman I am today.”

Perhaps that perspective explains why Jenna’s story feels like much more than the story of a successful start in real estate.

She entered a new profession at a point when starting over would have intimidated many people. She encountered doubts, including some of her own. She responded by learning more, working harder and continually challenging herself. And through it all, she has held onto the part of her personality that first drew her to serving people years ago.

Because for Jenna, relationships ultimately matter more than transactions, and the impact she leaves on people matters more than what appears on a sales report.

“At the end of the day, I want people to remember how I made them feel,” Jenna says. “I want them to know that I truly cared about them, worked hard for them and was someone they could trust.”

And if there is one thought she hopes extends beyond real estate, it may be the simplest one of all.

“Kindness has a ripple effect in the world,” Jenna says. “You never know what someone else is going through or how much a simple act of kindness might mean to them.”

I loved the feeling of working hard and being able to look at something afterward and say, *‘I did that.’*



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

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

What's in it for our partners? The struggle is real. How do we connect with influential, top-producing agents in our market? How do we cultivate relationships with this group? Our partners get constant exposure through the monthly magazine and the quarterly events. The hard work is done. Partners just need to show up!

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

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

Join the movement.

Fall HOME MAINTENANCE CHECKLIST

- ☐ Install fresh batteries in smoke and carbon monoxide detectors
- ☐ Close crawl space vents
- ☐ Check fire extinguishers
- ☐ Clean kitchen exhaust hood and filter
- ☐ Drain sediment from hot water heater
- ☐ Vacuum refrigerator coils
- ☐ Insulate exposed pipes as needed
- ☐ Schedule furnace inspection
- ☐ Remove or cover window air conditioners
- ☐ Have chimneys and flues inspected and cleaned
- ☐ Remove screens and install storm windows
- ☐ Turn off the outdoor water supply, remove and store hoses
- ☐ Inspect the roof for issues
- ☐ Clean gutters
- ☐ Inspect caulk around windows and doors; recaulk as needed
- ☐ Clean up leaves and other yard debris
- ☐ Trim trees and shrubs away from the house
- ☐ Inspect the deck for any nails or screws that maybe popping up or other issues
- ☐ Cover or store outdoor furniture

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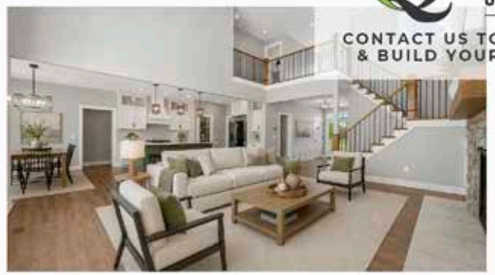
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TOP 100 STANDINGS

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

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMEPS	111.5	$44,221,392	$396,604
2	Heather Regan	Regan & Ferguson Group - UPREFE	41	$30,897,866	$753,606
3	Leslie Ferguson	Regan & Ferguson Group - UPREFE	41	$30,897,866	$753,606
4	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	43	$27,613,982	$642,185
5	Warren Barnes	North Eastern Group Realty - UPNOEA	86.5	$26,964,847	$311,732
6	Bradley Noll	Noll Team Real Estate - UPNTRE	54.5	$25,615,400	$470,007
7	Evan Riecke	Encore Sotheby's International Realty - UPENSO	57	$24,321,850	$426,699
8	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	63	$23,380,700	$371,122
9	Jacob McAfee	CENTURY 21 Bradley Realty, Inc - UPBRAD	66	$22,571,000	$341,984
10	Richard Fletcher	North Eastern Group Realty - UPNOEA	63.5	$21,824,581	$343,694
11	George Raptis	Mike Thomas Assoc., Inc - UPMTAS	38	$19,749,750	$519,730
12	Lucas Deck	Weichert Realtors - Hoosier Heartland - NE2458	78	$19,042,300	$244,132
13	Bradley Stinson	North Eastern Group Realty - UPNOEA	50	$18,608,265	$372,165
14	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	50	$17,566,975	$351,339
15	Perry Glancy	Krueckeberg Auction And Realty - UPKRAU	11	$17,115,000	$1,555,909
16	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	35.5	$17,074,730	$480,978
17	Alan Scherer	North Eastern Group Realty - UPNOEA	39	$16,689,365	$427,932
18	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	43.5	$15,881,750	$365,097
19	Gabe Cerny	RE/MAX Results - NE30	26	$15,274,700	$587,488
20	Scott Pressler	Keller Williams Realty Group - UPKEPR	39	$15,128,185	$387,902
21	Craig A Walker	Coldwell Banker Real Estate Group - NE9	15	$14,625,900	$975,060
22	Emily Ewing	North Eastern Group Realty - UPNOEA	46	$14,524,615	$315,752
23	TJ Short	CENTURY 21 Bradley Realty, Inc - UPBRAD	54	$14,499,900	$268,516
24	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	43.5	$14,438,120	$331,910
25	Tim Haber	RE/MAX Results - UPREMX01	40	$14,327,275	$358,181
26	Geoff Cavender	eXp Realty, LLC - UPEXPR	34.5	$14,269,969	$413,622
27	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	28	$14,267,100	$509,539
28	Patti Couperthwaite	Coldwell Banker Real Estate Group - NE9	25	$14,266,749	$570,669
29	Wendy France	CENTURY 21 Bradley Realty, Inc - UPBRAD	38	$14,253,020	$375,079
30	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	78.5	$14,039,455	$178,846
31	Erin Poiry	Mike Thomas Assoc., Inc - UPMTAS	29	$13,937,088	$480,589
32	Martin Brandenberger	Coldwell Banker Real Estate Gr - UPRWGR09	22	$13,913,800	$632,445
33	Gregory Brown	CENTURY 21 Bradley Realty, Inc - UPBRAD	36.5	$13,879,003	$380,246
34	Ray Smith	American Dream Team Real Estate Brokers - UPADTR	43	$13,747,200	$319,702
35	Justin Walborn	Mike Thomas Assoc., Inc - UPMTAS	30.5	$13,694,225	$448,990
36	Cecilia Espinoza	Realty of America LLC - UPREOA	66	$13,329,990	$201,969
37	Beth Goldsmith	North Eastern Group Realty - UPNOEA	31.5	$13,066,403	$414,806
38	Jordan Wildman	eXp Realty, LLC - UPEXPR	59	$13,033,300	$220,903
39	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	38	$12,993,430	$341,932
40	Tyler Jackson	CENTURY 21 Bradley Realty, Inc - UPBRAD	46	$12,969,200	$281,939
41	Keri Garcia	Mike Thomas Assoc., Inc - UPMTAS	18	$12,788,071	$710,448
42	Alyssa Schendel	North Eastern Group Realty - UPNOEA	45	$12,569,189	$279,315
43	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	46.5	$12,354,420	$265,686
44	Mary Sherer	ERA Crossroads - UPSHAA	38.5	$12,335,681	$320,407
45	Kelly Werth	Mike Thomas Assoc., Inc - UPMTAS	28.5	$12,054,800	$422,975
46	Jessica Arnold	North Eastern Group Realty - UPNOEA	38.5	$12,032,795	$312,540
47	Katie Brown	Mike Thomas Assoc., Inc - UPMTAS	31.5	$11,759,160	$373,306
48	Andrea Gates	Coldwell Banker Real Estate Gr - UPRWGR09	41	$11,745,300	$286,470
49	Jennifer Hinen	Keller Williams Realty Group - UPKEPR	37	$11,700,266	$316,223
50	Timothy Green	Sterling Realty Advisors - UPSTAS	38	$11,692,571	$307,699
51	Sabrina Phyo	Uptown Realty Group - UPUTRG	58	$11,644,490	$200,767

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TOP 100 STANDINGS

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

#	Agent	Office	Units	Volume	Average
52	Kimberly Ward	North Eastern Group Realty - UPNOEA	97	$11,597,625	$119,563
53	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	42.5	$11,460,500	$269,658
54	Justin Heflin	Mike Thomas Assoc., Inc - UPMTAS	29.5	$11,449,350	$388,113
55	Stacy Dailey	North Eastern Group Realty - UPNOEA	37	$11,121,125	$300,570
56	Scott Hope	American Dream Team Real Estate Brokers - UPADTR	28	$11,113,878	$396,924
57	James Reecer	Keller Williams Realty Group - UPKEPR	19	$10,911,400	$574,284
58	James Felger	Mike Thomas Assoc., Inc - UPMTAS	50	$10,904,144	$218,082
59	Kay Young	ERA Crossroads - KO128	23	$10,889,500	$473,456
60	Isaac Stoller	Steffen Group - UPSTGR	36	$10,887,834	$302,439
61	Heather Sanders	eXp Realty, LLC - UPEXPR	32	$10,835,182	$338,599
62	Dana Botteron	CENTURY 21 Bradley Realty, Inc - UPBRAD	30	$10,821,900	$360,730
63	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	39	$10,719,530	$274,859
64	Hayden Weber	Weichert Realtors - Hoosier Heartland - NE2458	29.5	$10,655,750	$361,211
65	Heidi Haiflich	North Eastern Group Realty - UPNOEA	23	$10,614,144	$461,484
66	Andrea Zehr	RE/MAX Results - UPREMX01	25	$10,575,278	$423,011
67	Catherine Peterson	Steffen Group - UPSTGR	34.5	$10,561,100	$306,118
68	Erika Gaetz	Century 21 Bradley-Angola - NE2452	35.5	$10,458,900	$294,616
69	Kenson Dhanie	Mike Thomas Assoc., Inc - UPMTAS	30	$10,452,850	$348,428
70	Jeffery Walborn	Mike Thomas Assoc., Inc - UPMTAS	22	$10,427,925	$473,996
71	Michelle Sinn	Coldwell Banker Real Estate Gr - UPRWGR09	28	$10,213,202	$364,757
72	Kaylin Krontz	CENTURY 21 Bradley Realty, Inc - UPBRAD	37	$10,198,676	$275,639
73	Brandon Steffen	Steffen Group - UPSTEF	30.5	$10,110,250	$331,483
74	Erica Amans	Coldwell Banker Real Estate Group - NE9	21	$10,038,225	$478,010
75	Lori Stinson	North Eastern Group Realty - UPNOEA	27	$9,991,533	$370,056
76	Melissa Jagoda	Mike Thomas Associates, Inc. - UPMTAS03	34	$9,981,425	$293,571
77	Noel Frost	Coldwell Banker Real Estate Gr - UPRWGR09	22	$9,787,700	$444,895
78	Joyce Swartz	Coldwell Banker Real Estate Gr - UPRWGR09	24	$9,780,200	$407,508
79	Mary Douglass	The Douglass Home Team, LLC - UPTDHT	31	$9,692,650	$312,666
80	David Springer	Mike Thomas Assoc., Inc - UPMTAS	20	$9,582,015	$479,100
81	Randy Harvey	Coldwell Banker Real Estate Gr - UPRWGR09	39	$9,425,275	$241,673
82	Elius Hogan	CENTURY 21 Bradley Realty, Inc - UPBRAD	37.5	$9,389,800	$250,394
83	Jeremy Bracey	RE/MAX Results - NE30	35	$9,240,500	$264,014
84	Joanne Gleckler	Realty PRO Hansbarger Realty - NE10	7	$9,195,000	$1,313,571
85	Ashley Davidson	CENTURY 21 Bradley Realty, Inc - UPBRAD	33	$9,120,216	$276,370
86	Jeffery Holtsclaw	CENTURY 21 Bradley Realty, Inc - UPBRAD	36	$9,103,600	$252,877
87	Jacob Hege	Uptown Realty Group - UPUTRG	26	$9,009,540	$346,520
88	Christy Thomson	RE/MAX Results - NE30	28	$8,973,325	$320,475
89	Michael Payne	Coldwell Banker Real Estate Gr - UPRWGR05	26	$8,968,901	$344,957
90	Jared Kent	Anthony REALTORS - UPANRE	30	$8,958,923	$298,630
91	Johanna Pardon	Mike Thomas Assoc., Inc - UPMTAS	22	$8,927,800	$405,809
92	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc - UPBRAD	16	$8,825,300	$551,581
93	Daniel Orlando	Mike Thomas Associates - NE341	20.5	$8,806,350	$429,578
94	Erin Hyndman	Mike Thomas Assoc., Inc - UPMTAS	26	$8,737,965	$336,075
95	Samantha Mason	CENTURY 21 Bradley Realty, Inc - UPBRAD	27	$8,729,820	$323,326
96	Kerri Morningstar	CENTURY 21 Bradley Realty, Inc - UPBRAD	23.5	$8,639,730	$367,648
97	Beth Walker	Fairfield Group REALTORS, Inc. - UPFAGR	30	$8,437,775	$281,259
98	Timothy Tower	CENTURY 21 Bradley Realty, Inc - UPBRAD	26	$8,410,147	$323,467
99	Michelle Snyder	North Eastern Group Realty - UPNOEA	28	$8,378,500	$299,232
100	Amy Miller	Coldwell Banker Real Estate Gr - UPRWGR05	29	$8,369,500	$288,603

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



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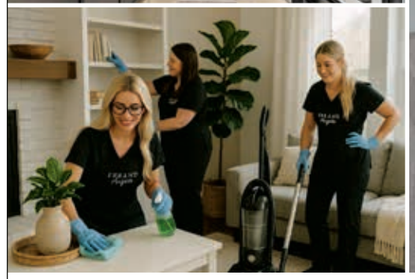
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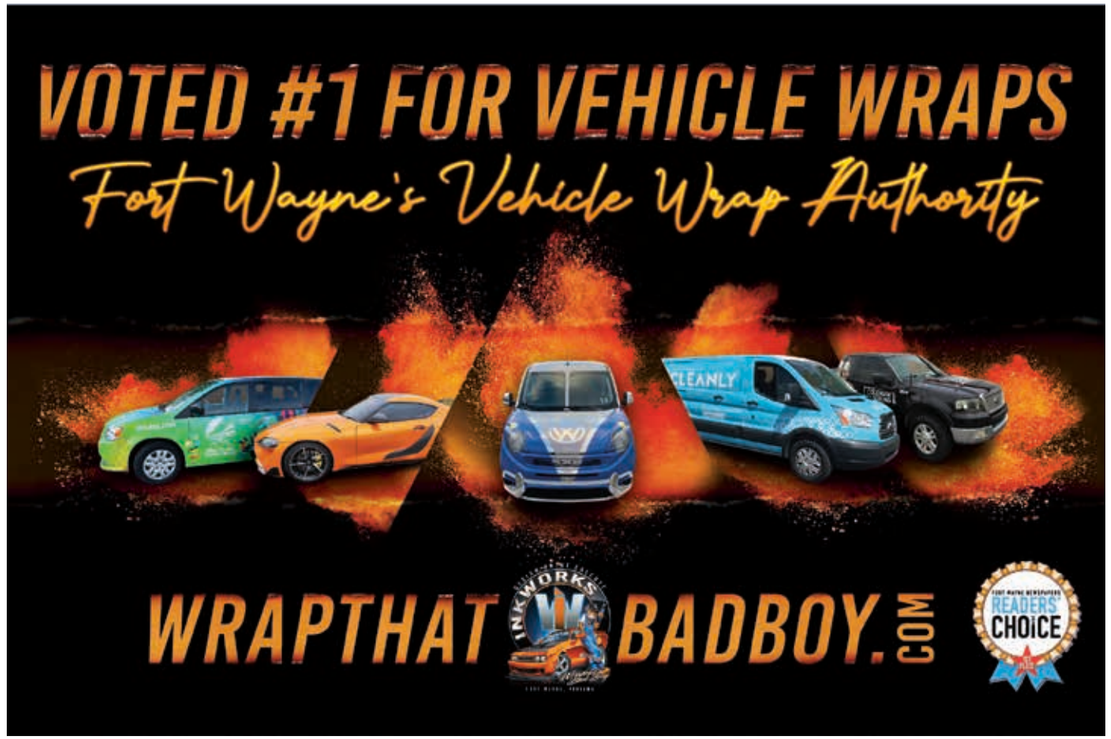


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