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PROFILE



Brad Mitchell

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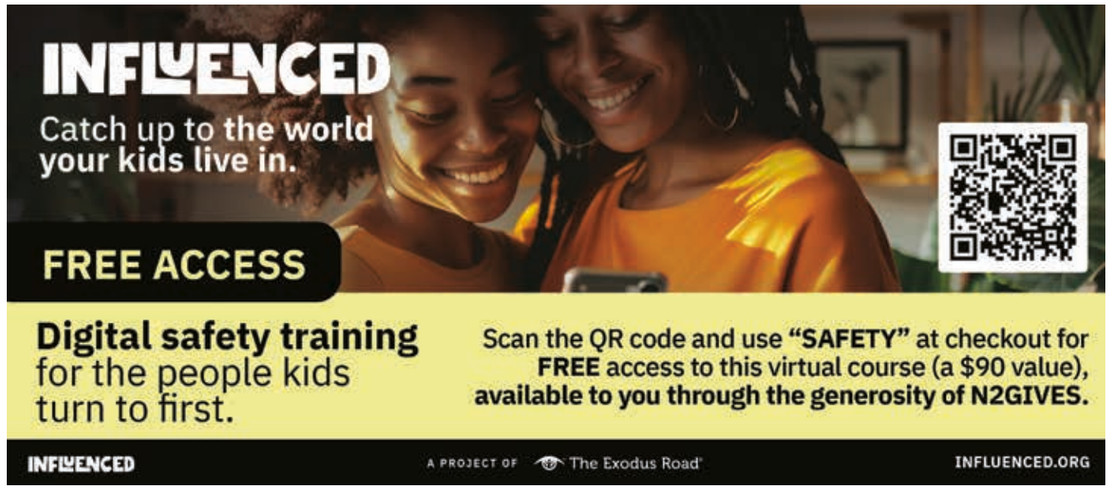


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Amber Fairbanks

1. What is your full name, and what company are you with?
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2. How long have you been in real estate?
I have been in real estate for two years. I became licensed in January 2024.

3. What awards or recognition have you received?
I am a two-time Five Star Award winner, receiving the honor in both 2025 and 2026. I was also named the 2025 Denver Hutt Rising Star Award winner for Hancock County.

5. What makes your business different from others?
What makes my business different is the relationships I build with my clients. I genuinely enjoy getting to know people and finding that connection with them. The better I understand who they are and what they want, the better I can anticipate what they need.











At the end of the day, I believe my job is to help people get where they want to go. Whether that's buying their dream home, selling a home so they can move forward, or figuring out what the next step looks like, their goal becomes my goal. I want my clients to know I'm in their corner from beginning to end.

6. How do you define success?
My definition of success has changed with the different seasons of my life. For more than 20 years, I was a stay-at-home mom raising our four boys. Watching them become genuinely good young men who are now building lives of their own will always be my greatest accomplishment.

Now, I'm also building a career for myself. Professionally, success means continuing to grow, reaching the goals I've set, and knowing I've made a difference for the clients I've helped along the way. To me, success is building a life you're proud of while still looking forward to what comes next.

7. What was your life before real estate, and what led you here?
I was a stay-at-home mom for over 20 years, raising our four boys. When my youngest started high school, I knew I was ready for my next chapter and a career of my own.



What I didn't expect was how difficult it would be to reenter the workforce. I submitted application after application but couldn't get anyone to give me an opportunity. Eventually, that rejection became motivation.

That's what led me to real estate. I wanted a career where my willingness to learn, put myself out there, and work hard could determine my future. I didn't want to wait for someone else to decide whether I deserved a chance - I decided to bet on myself. Two and a half years later, I'm proud of what I've built, and I'm just getting started.

8. What are the positives/rewards of your job?
There is nothing better than getting my clients to the closing table and knowing I helped them accomplish what they set out to do. But the relationships I've made along the way have been just as rewarding. When you spend that much time with people, you get to know them and become invested in their lives. Some of my clients have become genuine friends. We'll meet for coffee or lunch, or I'll check in just to see how they and their families are doing. The transaction may be over, but the connection isn't - and that is one of the most special parts of what I do.

9. What advice would you give those considering real estate?
My biggest advice is to find a mentor. Surround yourself with experienced agents you trust, and choose a brokerage where you feel supported - where your broker is available to answer questions and genuinely wants to see you grow.

Getting your license gives you the foundation, but real estate is learned transaction by transaction. Every deal is different, and something will eventually go sideways. Don't be afraid to ask questions. Having trusted people to guide you and continuing to learn will ultimately make you a better agent for your clients.





10. What about your family life today?
My husband, Jake, and I have been married for 27 years, and our family remains the most important part of my life. We have four sons I'm incredibly proud of: Ethan is a doctor completing his residency, Aidan serves in the U.S. Army, Julian works alongside his dad, and Tristan is a senior in high school.

After losing my mom almost two years ago, my dad came to live with us. I'm now in this unique in-between stage - still raising our youngest, watching our older boys build their own lives, spending this time with Dad, and building a career of my own.

11. What other interests do you have?
I've always been an avid reader. My happy place is curled up at home with my dogs, a cup of tea, and a great book. I'm naturally an introvert, which is a little ironic considering I chose a career that requires me to talk to people all day. I genuinely love getting to know my clients and building relationships, but quiet time is how I recharge.



> "There is nothing better than getting my clients to the closing table and knowing I helped them accomplish what they set out to do."

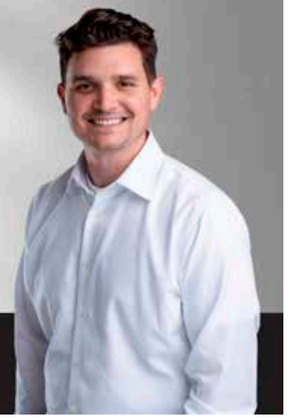
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BUILT FROM THE GROUND UP

BRAD MITCHELL

BY KELSEY RAMSEY • PHOTOS BY RC FINE PORTRAITS

For Brad Mitchell, flooring is more than a career. It is part of his family history, a lesson in taking care of people, and a business where success is ultimately measured by the smile on a customer's face.

As Sales Manager at Blakley's Flooring, Brad has spent his entire life around the flooring industry. Growing up in a family flooring business, he had the opportunity to learn every aspect of what makes a flooring project special. He learned that a new floor is a significant investment and that customers deserve to feel confident about the decisions they make.

"My grandmother and grandfather both were instrumental in my passion for both flooring and the love of the people who trusted me to serve their flooring needs," Brad says. That family influence continues to shape the way he approaches his work today.

Blakley's Flooring is a full service flooring store offering virtually everything a customer needs for a flooring project. The company carries carpet, hardwood, resilient and laminate flooring, along with installation services. Its selection ranges from high design carpet to practical move out specials, allowing the team to help clients find the right product for their style, needs and budget.

Brad leads a team that includes Harry Tishler, Residential Services Division Manager, along with Project Designers Beth Mattingly, Michael Freese, Jaycie Keesling and Raina Billington.

Together, they share a simple goal: providing "joyful, simplified experiences" for every client they serve.

That philosophy is personal for Brad. He knows flooring can be a major purchase, and he does not take the trust customers place in the company lightly. For him, the most rewarding part of the job comes after the work is finished.

"True fulfillment in this job comes from talking with a customer after installation and seeing the joy on their face when describing how much they love what we just did."

Brad also believes success requires constantly challenging yourself to improve.

"Any success has always stemmed from realizing I can always do better," he says. "Never content, never satisfied."

His definition of success is just as straightforward: being better today than he was yesterday.

That mindset began long before his career at Blakley's. Brad grew up in rural Tipton County, just south of Kokomo. After graduating from Tri Central High School, he earned a Bachelor of Arts degree in Communication Arts from Indiana University.



"I AM JUST **HONORED** TO BE A PART OF **BLAKLEY'S FLOORING** AND WORK TO REPRESENT WHO THEY ARE AND HOW THEY WANT TO **TAKE CARE OF THEIR CUSTOMERS."**

Outside of work, Brad is a husband and father who admits that life at home can move just as quickly as life at work.

He and his wife, Kelly, have been married for 17 years and have two children, Drew, 14, and Ellie, 11. With two busy kids, Brad says their family often finds themselves spending plenty of time in the car.

"Our kids are so busy right now we usually find ourselves as taxi drivers heading from one event to another!" he says. Those drives, however, have become some of his favorite moments.

Brad appreciates that the car can provide an unexpected opportunity for genuine conversations with his children. Between events and activities, those everyday moments allow the family to slow down, talk and connect.

When they have a rare free moment, the family enjoys hitting the trails together.



"ANY **SUCCESS** HAS ALWAYS STEMMED FROM REALIZING I CAN ALWAYS **DO BETTER."**

They are also very involved in their church, something Brad considers a joy to experience as a family.

Balancing family and a demanding career is not always easy. Brad readily admits he is wired to work and tends to operate at 100 miles per hour. He credits Kelly with helping him slow down and recognize how quickly their children are growing.

"My wife is responsible for any work life balance I have," Brad says. "She is the one that helps me realize how fast this time goes with the kids and how precious these moments really are."

That perspective carries into Brad's relationships with Realtors and their clients. After spending his entire life in the flooring industry, he has seen the good, the bad and the ugly. What continues to matter most to him is genuine service and taking care of people.

"I am just honored to be a part of Blakley's Flooring and work to represent who they are and how they want to take care of their customers," he says.

His philosophy is summed up perfectly by his favorite Zig Ziglar quote: "You can get everything in life you want if you will just help enough other people get what they want."

For Brad, that is more than a quote. It is a way of doing business, a lesson passed down through his family, and a reminder that when you take care of people, everyone has a chance to win.



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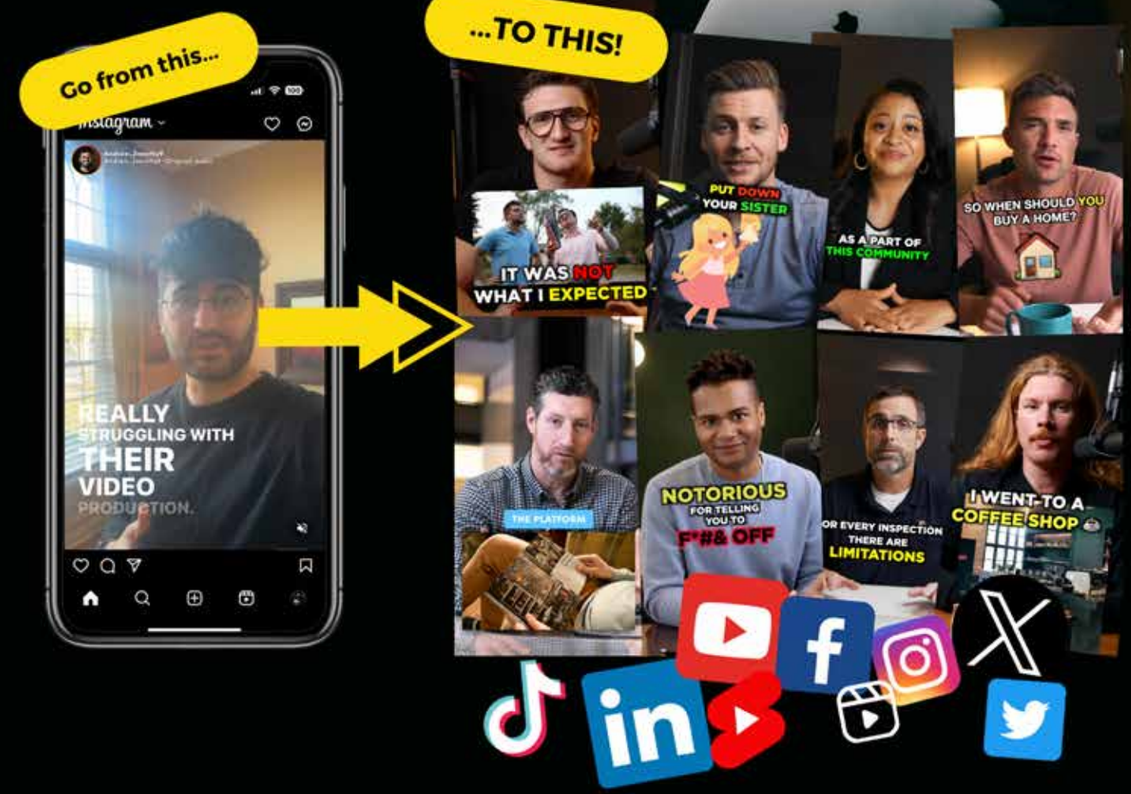
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Why **Vented Crawlspaces** Are Failing Indiana Homes

BY PHIL THORNBERRY

Few inspection findings trigger more friction during a real estate transaction than crawlspace issues. For decades, the standard construction practice across Indiana was simple: leave the dirt floor, add a few perimeter wall vents, and roll out a loose sheet of plastic that acts as a vapor barrier. The conventional wisdom claimed cross-ventilation would keep the substructure dry.

Building science has proven that in Indiana's climate, traditional vented crawlspaces do the exact opposite.

The Mid-South Climate Collision
Indiana experiences the full brunt of Midwest seasonal swings: wet, thawing springs followed by hot, humid summers. When warm, humid 85+°F outdoor air flows through exterior foundation vents into a cool 65°F crawlspace, physics takes over.

Cool air cannot hold as much moisture as warm air. As relative humidity spikes past 80%, moisture condenses onto cold water pipes, HVAC ducts, and structural framing. This repeated condensation cycle creates an ideal breeding ground for wood-destroying fungi, softens floor joists, and causes hardwood flooring on the level above to cup or warp. In winter, open vents freeze pipes and draw freezing drafts across the subfloor, driving up heating bills.

The "Stack Effect": What's Underneath Is in Your Lungs
Homeowners often assume a crawlspace is isolated from the living space. In reality, a home behaves like a chimney.

Warm air naturally rises and escapes through upper-level ceiling penetrations, recessed lights, and attic vents. As this air leaves, it creates negative pressure on the lower levels, pulling replacement air straight up from the foundation. This phenomenon: the Stack Effect means up to 50% of the air on a home's first floor originates in the crawlspace.

If the crawlspace harbors mold, damp musty odors, high humidity, or soil gases like radon, that is the exact air families breathe in their living rooms and bedrooms.

Poly Sheets vs. True Encapsulation
When an inspection report flags moisture, sellers frequently opt for a quick fix: laying down a fresh 6-mil plastic sheet. While a plastic cover reduces soil evaporation, it does not stop humid outdoor air from entering the vents or water seeping through porous masonry block walls.

Modern building standards favor closed crawlspace encapsulation:

Sealing the vents: Eliminating exterior outdoor air infiltration entirely.
Heavy-duty vapor barrier: Installing 12-mil to 20-mil reinforced liners that run across the floor and are mechanically fastened and taped up the foundation walls and support piers.

Active moisture control: Adding a dedicated commercial crawlspace dehumidifier (or conditioning the space with HVAC supply air) to keep relative humidity consistently below 55–60%.

The Bottom Line for Transactions
For real estate agents, recognizing the signs of crawlspace moisture before the buyer's home inspection—such as musty smells upon entry, sticking interior doors, or high indoor humidity—allows sellers to address drainage and encapsulation proactively. For buyers, viewing crawlspace conditioning not as a cosmetic flaw, but as an essential investment in structural integrity and indoor air quality, turns a common inspection hurdle into lasting peace of mind.



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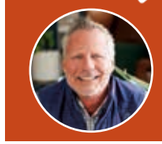




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Villages of West Clay

BY DAWN POLLARD - VILLAGE ESTATES REALTY, EXP LUXURY



If you've ever driven into the Village of WestClay, you know that feeling-it's like you just exhaled. Tree lined streets, charming architecture, neighbors out walking, kids riding bikes, sunset cruisers on their golf carts… it doesn't feel like a typical subdivision. It feels like a lifestyle. Most overheard comment from people who have never visited the Village of WestClay? "WOW, is this place real?"

Tucked right in the heart of west Carmel, the Village of WestClay is one of the most thoughtfully designed communities in Central Indiana. Located just west of Meridian Street and easily accessible from 116th Street, it offers quick access to downtown Carmel, Zionsville, Westfield and even a straight shot to downtown Indianapolis. You get convenience without sacrificing that "away from it all" feel.

The Village was developed in the late 1990s and early 2000s with a vision rooted in traditional neighborhood design, think front porches, walkability, and a true sense of community. It's not just where people live, it's how they live. Today, the Village is home to approximately 1,700+ residences, including custom homes, townhomes, condos, and maintenance-free options. Price points can range from the mid $200's for condos, mid $400's for townhomes to well over $2 million for luxury estates, making it accessible to a wide range of buyers while still maintaining a high standard of living.

What really sets WestClay apart is how it's laid out. At the center of the community is the Village Center, home to locally owned restaurants, breweries, a wine bar and coffee shop, boutiques, professional services, spas and even wellness studios. You can grab dinner at Sahm's, meet a friend for coffee at Zing Cafe, enjoy a glass of wine at Q's Wine Bar, sip on house made craft beer in the sun on the patio at Danny Boy's, grab some delicious pizza from either Puccini's or Greek's, take the kids for ice cream at Fundae's or get a workout in at Better Bodies without ever leaving the neighborhood. It's the kind of place where you bump into people you know, and actually have time to stop and talk.

And the amenities? They're next level. Residents enjoy three swimming pools, tennis courts, basketball courts, pickleball, bocce ball, fitness centers, multiple parks, playgrounds, and miles of walking trails. There are also stocked ponds, green spaces, and gathering areas that make it easy to enjoy the outdoors year-round. Add in a packed calendar of community events-concerts, holiday celebrations, yoga in the park, golf cart parades, garden walks, and it's easy to see why people fall in love with the Village. You can almost always find your people in the many clubs offered from the VWC Moms Group, Book Club, Texas Hold'em night, Keep it Moving Club, Garden Club and more.

The demographics reflect a vibrant, engaged community filled with professionals, families, and empty nesters who all value connection, convenience, and quality of life. It's not uncommon to see neighbors hosting porch parties, kids playing together after school, and residents who have lived here for years and wouldn't dream of leaving.

As someone who not only built my dream home in the Village and works in real estate but truly believes in building relationships and community, the Village of WestClay is incredibly special to me. Through my bricks and mortar office, in the heart of the Village of WestClay, Village Estates Realty brokered by eXp Luxury, I've had the privilege of helping buyers and sellers experience everything this neighborhood has to offer, and it never gets old. Every home has a story, and in WestClay, those stories are rooted in connection and lifestyle.

If you're looking for more than just a house, if you're looking for a place where life feels a little fuller, a little easier, and a lot more connected, the Village of WestClay in Carmel might just be exactly what you and your clients have been searching for.











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FAQ

Q. Who receives this magazine?
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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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ALL IN

BY KELSEY RAMSEY



Some people ease into things.
Peter Stewart does not.

Whether he is jumping into a new business, training for a triathlon despite barely being able to run, rebuilding his career after moving from Los Angeles to Carmel, or pushing himself to the limit on a side by side at the Badlands in Attica, Peter has a tendency to go all in. That intensity has shaped nearly every chapter of his life, from his unconventional path into real estate to the investment business he has built today. At the center of it all, though, is something much more personal: creating a meaningful life for his wife, Allison, and their children, Pierce and Priscilla.

CONTINUED ▶



A lifelong Hoosier, Peter grew up on Indianapolis' north side and attended North Central High School before heading to Indiana University Bloomington, where he earned a degree in Entrepreneurship from the Kelley School of Business in 2003. After college, he moved to Los Angeles and began his professional career in an unlikely place: Paramount Television.

Peter initially worked as an assistant to the Executive Director of Production Finance, helping oversee accounting and budgets for shows including NCIS, JAG and Star Trek. He later became a payroll accountant for Paramount TV, responsible for paying nearly everyone involved with the productions except top level talent. His personal claim to fame? He was the payroll accountant for the CW series Everybody Hates Chris throughout its six season run. Yes, he even has an IMDb page.

But accounting was not where Peter saw his future.

By 2008, he felt stuck. He knew he could work harder than most people around him, but accounting offered little opportunity to turn that effort into greater growth. A casual lunch conversation with his girlfriend's cousin, a Coldwell Banker Realtor in Long Beach, changed everything. She told him she thought he would be good at real estate.

Peter took the idea and ran with it.

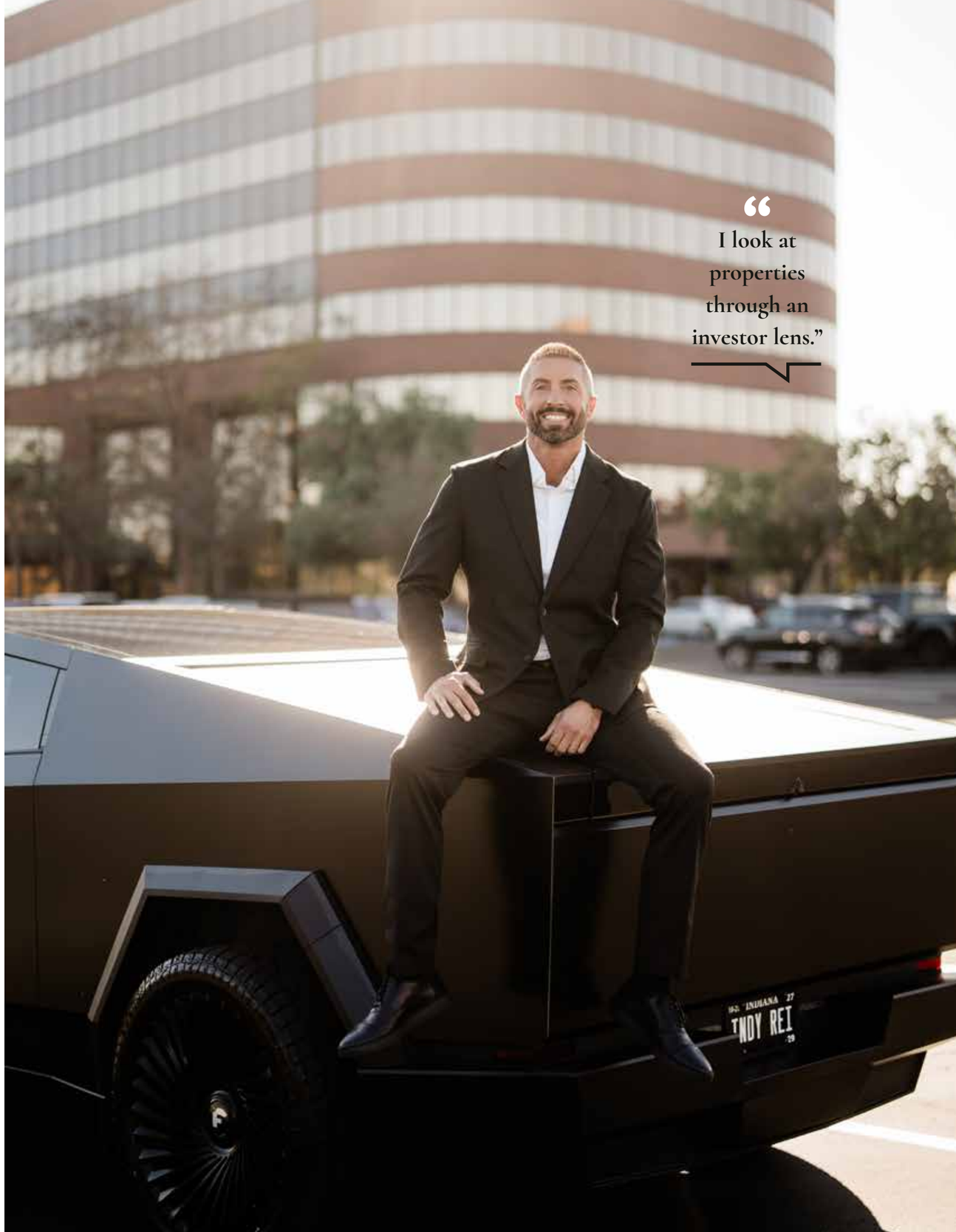
He entered the business just as the housing market was collapsing, a time when plenty of people thought he was crazy for getting involved. Peter saw opportunity. Coming from an accounting background, he was naturally analytical and detail oriented, and Los Angeles presented enormous potential for investors willing to buy distressed properties.

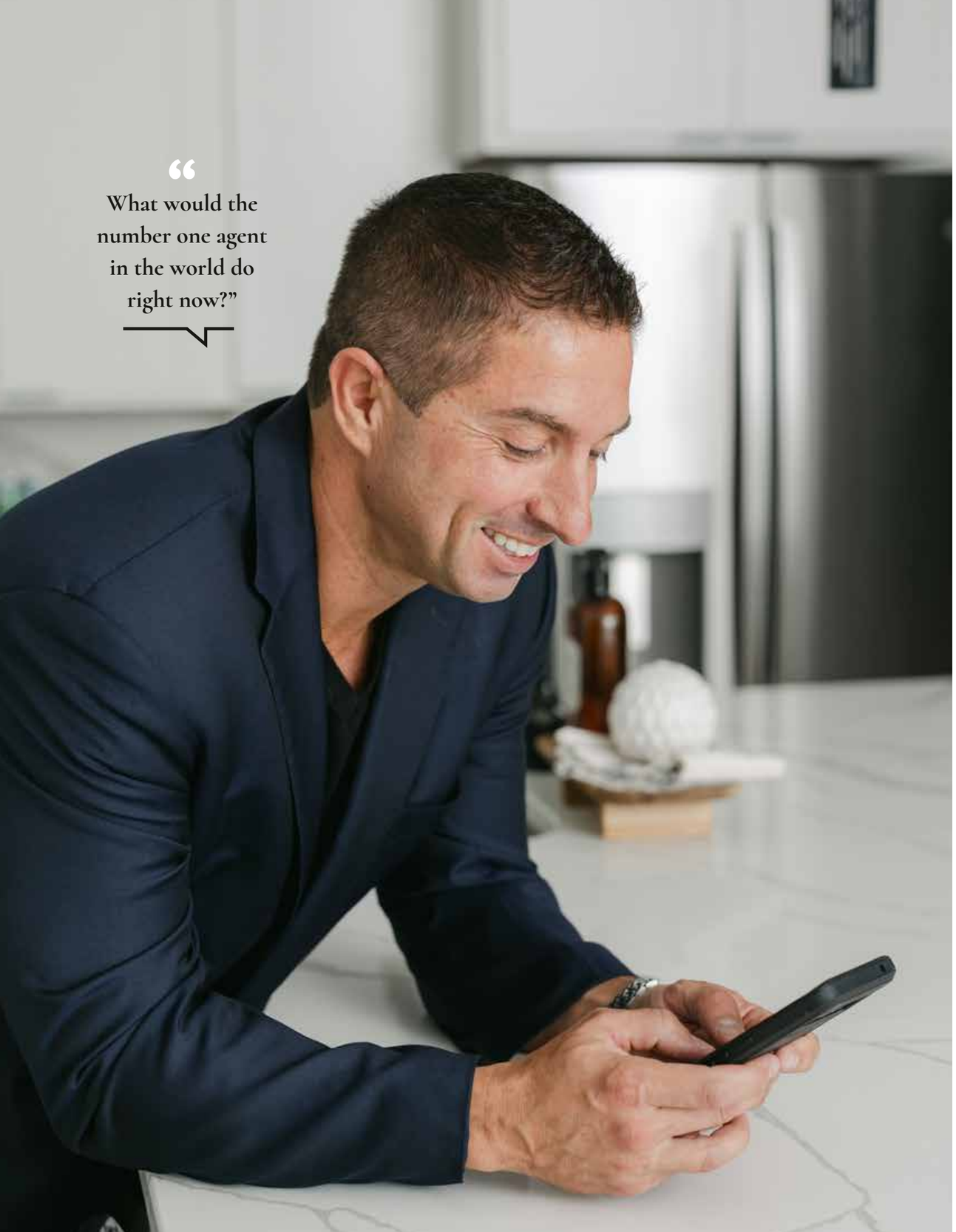
He began selling foreclosures and short sales to cash investors around the world. As the market recovered, he started investing personally as well. In 2011, he bought his first foreclosure and soon followed it with a short sale. Those purchases became the foundation of what is now his family's real estate investment business.

Today, Peter has built a multi million dollar portfolio across multiple states and a business heavily focused on investors. More than 90 percent of his clients are investors, and he has sold more than 1,000 properties during his career, representing roughly $300 million in sales volume. He consistently sells more than 100 properties a year, with 111 sales in 2024 and 119 in 2025.

His experience as an investor is also what Peter believes separates him from many agents.

"I look at properties through an investor lens," he explains.





That perspective applies whether he is helping an investor purchase a rental property or helping a family buy its primary residence. Peter understands that a home can be both a place to live and one of the largest financial investments someone will ever make. Years of renovating investment properties have also given him extensive construction knowledge, including firsthand experience taking homes down to the studs and rebuilding them. That knowledge becomes especially valuable when negotiating inspection issues because Peter understands not only what is wrong, but what it may take to fix it.

Getting to this point was anything but easy. Peter spent his early real estate years working relentlessly in Los Angeles. He held more than 40 open houses during his first year, spent hours making cold calls with his mentor Richard Schulman and drove across the city dealing with legendary traffic. Financially, he went all in, cashing in his 401k and selling his motorcycle, music equipment and mountain bike to keep the business moving.

There were plenty of ramen noodles and peanut butter and jelly sandwiches along the way.

Richard remains one of the people Peter credits most heavily for shaping his career. Peter joined forces with him in 2010 as his first buyer’s agent, learning firsthand what hard work, consistency and commitment looked like.

Then came another major decision. In 2014, after building momentum in Los Angeles, Peter and his wife, Allison, moved back to Indiana with their young daughter. It meant rebuilding his business from scratch for the second time, but the decision was about something bigger than business.

Peter wanted his children to have a different childhood.

Today, family is at the center of everything. Peter and Allison have two children, Pierce and Priscilla,



and a dog named Bo. They enjoy swimming in their pool, taking the boat out, riding bikes around the neighborhood and traveling both domestically and internationally.

Becoming a father fundamentally changed Peter. “The second I saw my daughter enter this world and I got to hold her, I became a new person,” he says. From that moment, he became determined to be the best father he could be and the best version of himself. That pursuit eventually extended into fitness.

In October 2019, Peter decided to train for his first triathlon. At the time, he could not swim, had never ridden a road bike and could not run more than half a block. He started training at 4:30 in the morning, often heading to the YMCA pool before sunrise or running in the dark.

Seven months later, in May 2020, he completed his first sprint triathlon in Cicero. He went on to compete in numerous triathlons, duathlons, half marathons and obstacle course races, building a wall full of medals along the way. He lost more than 40 pounds, stopped drinking and completely transformed his approach to health.

For Peter, the lesson went far beyond fitness. He believes the mind often creates limitations long before the body actually reaches them, a philosophy reflected in his admiration for David Goggins and his own approach to business.

Peter describes his formula for success simply: massive action, consistency, relentlessness, commitment and intensity. He has worked nights, weekends and holidays, and even wrote an offer and listing agreement from his hospital bed after undergoing lumbar spinal fusion surgery.

When he is uncertain, he asks himself one question: “What would the number one agent in the world do right now?” It usually gives him his answer.

For all of Peter’s professional accomplishments, however, his greatest ambition has nothing to do with sales volume or production numbers. He wants to be remembered as the best dad in the world.

Real estate may be his business, investing may be his family’s legacy and fitness may be his outlet, but family remains the reason behind it all.

Peter has built his career by going all in. These days, he is simply making sure that commitment creates something that lasts well beyond him.

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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
1	Mike Deck	Berkshire Hathaway Home	52	56	108	$125,176,668
2	Allen Williams	Berkshire Hathaway Home	108	97	205	$124,234,836
3	Matt McLaughlin	F.C. Tucker Company	68	62	130	$115,928,152
4	Justin Steill	Berkshire Hathaway Home	80	56	136	$94,677,785
5	Jennil Salazar	Compass Indiana, LLC	39	16	55	$79,797,931
6	Bif Ward	F.C. Tucker Company	38	30	68	$77,241,587
7	Lindsey Smalling	Highgarden Real Estate	92	113	205	$65,167,309
8	Laura Turner	F.C. Tucker Company	48	63	111	$57,865,822
9	Stephanie Evelo	Keller Williams Indy Metro NE	64	67	131	$55,187,141
10	Matt King	F.C. Tucker Company	35	22	57	$51,490,718
11	Stephen Clark	Compass Indiana, LLC	31	52	83	$50,765,251
12	Carrie Holle	Compass Indiana, LLC	22	21	43	$50,279,975
13	Steve Lew	Steve Lew Real Estate Group, LLC	69	62	131	$42,650,044
14	Mary Wernke	Encore Sotheby's International	13	20	33	$42,498,561
15	Michelle Chandler	Keller Williams Indy Metro Partners	62	57	119	$41,686,797
16	Robbin Edwards	Encore Sotheby's International	23	28	51	$41,438,306
17	Sean Daniels	Daniels Real Estate	48	37	85	$40,728,547
18	Lora Reynolds	Epique Inc	40	115	155	$39,285,054
19	Brian Sanders	CENTURY 21 Scheetz	21	22	43	$37,100,960
20	Andrea Kelly	Encore Sotheby's International	10	8	18	$36,645,000
21	Derek Gutting	Keller Williams Indpls Metro N	35	32	67	$35,618,568
22	Heather Upton	Keller Williams Indy Metro NE	67	53	120	$34,936,619
23	James Robinson	eXp Realty, LLC	18	33	51	$34,606,796
24	David Brenton	DAVID BRENTON'S TEAM	64	36	100	$33,832,934
25	Patrick Tumbarello	F.C. Tucker Company	31	33	64	$33,427,330
26	Patrick Watkins	Mike Watkins Real Estate Group	49	40	89	$33,402,577
27	Erika Frantz	Berkshire Hathaway Home	50	17	67	$32,782,085
28	Jamie Boer	Compass Indiana, LLC	37	38	75	$32,104,262
29	Traci Garontakos	The Agency Indy	18	11	29	$31,826,923
30	Scott Hackman	CENTURY 21 Scheetz	14	20	34	$31,501,963
31	Nicholas Laviolette	Compass Indiana, LLC	25	17	42	$30,796,795
32	James Embry	Keller Williams Indpls Metro N	26	16	42	$30,243,902
33	Laura Waters	Highgarden Real Estate	42	34	76	$29,804,980
34	Chris Schulhof	RE/MAX Realty Services	23	17	40	$29,761,700
35	Kyle Ingle	eXp Realty, LLC	22	26	48	$28,728,311
36	Drew Wyant	1 Percent Lists Indiana Real Estate	76	18	94	$28,274,375
37	Eric Wolfe	Prime Real Estate	55	47	102	$28,203,809
38	Craig Deboor	Real Broker, LLC	64	33	97	$27,828,582
39	Laura Heigl	CENTURY 21 Scheetz	19	15	34	$27,794,421
40	Denise Fiore	CENTURY 21 Scheetz	23	16	39	$26,806,637
41	Tim O'Connor	Berkshire Hathaway Home	27	32	59	$26,657,461
42	Will Lonnemann	F.C. Tucker Company	34	32	66	$26,636,602
43	Tina Smith	CENTURY 21 Scheetz	14	15	29	$25,961,678
44	Lauren Hewitt	F.C. Tucker Company	19	27	46	$25,882,902
45	Christopher Braun	RE/MAX Real Estate Prof	11	8	19	$25,445,170
46	Jeffrey Cummings	RE/MAX Complete	39	28	67	$25,411,002
47	Stacy Barry	CENTURY 21 Scheetz	23	23	46	$25,183,822
48	Kristian Gaynor	F.C. Tucker Company	17	23	40	$25,142,817
49	Gurvinder Gill	CENTURY 21 Scheetz	26	14	40	$24,951,899
50	Eric Forney	Keller Williams Indy Metro Partners	40	39	79	$24,895,732

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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
51	Brian Wignall	F.C. Tucker Company	25	35	60	$24,667,271
52	Corina Jones	Your Home Team	40	46	86	$24,428,000
53	Jennifer Goodspeed	Keller Williams Indy Metro Partners	30	32	62	$24,405,580
54	Benjamin Jones	Compass Indiana, LLC	22	18	40	$23,996,158
55	Carl Vargas	F.C. Tucker Company	29	24	53	$23,723,023
56	Todd Ferris	Ferris Property Group	20	23	43	$23,471,830
57	Drew Schroeder	eXp Realty, LLC	19	15	34	$23,356,834
58	Tony Janko	Janko Realty Group	32	25	57	$22,993,953
59	Shannon Gilbert	Keller Williams Indpls Metro N	22	20	42	$22,854,049
60	Danielle Robinson	F.C. Tucker Company	28	19	47	$22,710,820
61	Paula Smith	Smith Family Realty	13	26	39	$22,536,699
62	Sena Taylor	Berkshire Hathaway Home	13	25	38	$22,471,925
63	Brigette Nolting	RE/MAX Real Estate Prof	21	21	42	$22,235,000
64	Patrick Keller	CrestPoint Real Estate	31	34	65	$21,744,098
65	Joshua Carpenter	Trueblood Real Estate	26	31	57	$21,729,489
66	Jake Stiles	Coldwell Banker Stiles	40	24	64	$21,714,750
67	Garrett Brooks	United Real Estate Indpls	51	6	57	$21,309,722
68	Diane Brooks	F.C. Tucker Company	19	21	40	$21,285,222
69	Chanda Johnson	Maywright Property Co.	20	20	40	$20,902,000
70	Peter Stewart	Keller Williams Indpls Metro N	46	44	90	$20,819,678
71	Kristie Smith	Indy Homes	18	8	26	$20,665,500
72	Matthew Kressley	F.C. Tucker Company	7	11	18	$20,548,000
73	Lisa Stokes	CENTURY 21 Scheetz	28	17	45	$20,107,665
74	Jennifer Shopp	Berkshire Hathaway Home	19	25	44	$20,084,400
75	Mark Studebaker	Trueblood Real Estate	13	40	53	$20,044,575
76	Summer Hudson	eXp Realty, LLC	25	40	65	$20,010,575
77	Basim Najeeb	Keller Williams Indy Metro Partners	11	45	56	$19,951,769
78	Megan Kelly	F.C. Tucker Company	10	14	24	$19,945,585
79	Christy Cutsinger	F.C. Tucker Company	14	29	43	$19,690,423
80	Matthew Reffeitt	Keller Williams Indy Metro Partners	36	14	50	$19,316,561
81	Chad Renbarger	Mossy Oak Properties	12	12	24	$19,246,870
82	Renee Peek	F.C. Tucker Company	25	19	44	$19,114,000
83	Whitney Strange	Keller Williams Indy Metro NE	19	26	45	$19,057,853
84	Molly Lawless	F.C. Tucker Company	25	15	40	$19,037,490
85	Jeremy Sandlin	F.C. Tucker Company	41	27	68	$18,973,760
86	Christopher Fahy	Berkshire Hathaway Home	15	17	32	$18,844,972
87	Kristen Yazel	CENTURY 21 Scheetz	20	25	45	$18,782,775
88	Molly Hadley	F.C. Tucker Company	27	20	47	$18,535,955
89	Matthew Meyers	Encore Sotheby's International	12	12	24	$18,512,901
90	Casley Ward Lewis	F.C. Tucker Company	9	14	23	$18,405,700
91	Cathy Russell	@properties	38	6	44	$18,353,490
92	Kelly Todd	Compass Indiana, LLC	12	11	23	$18,325,000
93	Kyle Gatesy	eXp Realty, LLC	9	28	37	$18,268,200
94	Gregory Mohr	Berkshire Hathaway Home	8	10	18	$18,238,200
95	Jennifer Blandford	Carpenter, REALTORS®	30	14	44	$18,031,434
96	Bryan Compton	United Real Estate Indpls	6	29	35	$17,729,145
97	Tracy Wright	F.C. Tucker Company	12	13	25	$17,617,406
98	Kelly Dather	Keller Williams Indy Metro NE	17	18	35	$17,520,530
99	Meighan Wise	Keller Williams Indpls Metro N	21	9	30	$17,403,685
100	Sara Denig	Keller Williams Indpls Metro N	22	8	30	$17,354,501

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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
101	Mark Branch	Highgarden Real Estate	16	17	33	$17,332,970
102	Kelly Huff	F.C. Tucker Company	20	19	39	$17,310,835
103	Andrew Prince	CENTURY 21 Scheetz	14	24	38	$17,310,101
104	Jamie Hall	Carpenter, REALTORS®	20	20	40	$17,246,925
105	Dawn Pollard	eXp Realty, LLC	11	14	25	$17,217,600
106	Daniel Hubbard	eXp Realty LLC	16	30	46	$17,197,850
107	Michelle Armstrong	Encore Sotheby's International	12	10	22	$17,177,561
108	Jerry Gemmecke	F.C. Tucker Company	15	24	39	$17,018,898
109	Jeffrey Paxson	Jeff Paxson Team	29	13	42	$16,910,999
110	Samuel Hawkins	F.C. Tucker Company	14	7	21	$16,867,200
111	Elizabeth Marks-Strauss	F.C. Tucker Company	12	19	31	$16,724,350
112	Ryan Orr	RE/MAX Real Estate Groups	62	27	89	$16,692,290
113	Jason Williamson	RE/MAX Advanced Realty	27	17	44	$16,594,301
114	Andrew Flora	1 Percent Lists Indiana Real Estate	58	22	80	$16,498,600
115	Chad Hess	F.C. Tucker West Central	30	19	49	$16,440,000
116	Stacy Grove	@properties	32	3	35	$16,332,000
117	Sarah Sanders	1 Percent Lists Indiana Real Estate	25	22	47	$16,267,825

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Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
118	Natalie Clayton	Maywright Property Co.	21	17	38	$16,234,700
119	Luis Coronel	Realty of America LLC	25	80	105	$16,128,100
120	P. Aaron Starr	F.C. Tucker Company	20	15	35	$16,085,078
121	Jordan Moody	Keller Williams Indpls Metro N	34	14	48	$16,081,903
122	Doug Dilling	United Real Estate Indpls	21	23	44	$16,042,790
123	Mike Scheetz	CENTURY 21 Scheetz	18	8	26	$15,934,476
124	Joe Everhart	Everhart Studio, Ltd.	29	9	38	$15,871,403
125	Rochelle Perkins	Garnet Group	59	1	60	$15,841,900
126	Paul Bates	F.C. Tucker Company	15	13	28	$15,789,797
127	Michael Burchyett	Berkshire Hathaway Home	22	18	40	$15,768,884
128	Steve Silver	RE/MAX Professionals	32	25	57	$15,754,600
129	Jada Sparks Green	eXp Realty, LLC	21	13	34	$15,753,123
130	Jonathan Bell	@properties	10	19	29	$15,732,751
131	Jason Hess	Compass Indiana, LLC	25	18	43	$15,730,945
132	Jeff Kucic	Engel & Volkers	9	8	17	$15,695,824
133	John Pacilio	eXp Realty, LLC	11	11	22	$15,688,199
134	Deb Polise	Berkshire Hathaway Home	15	11	26	$15,644,400
135	Dana Holt	Keller Williams Indpls Metro N	12	11	23	$15,641,600
136	Marty Wagner	F.C. Tucker Company	11	20	31	$15,603,609
137	Andy Sheets	Compass Indiana, LLC	14	8	22	$15,594,290
138	Chris Price	Keller Williams Indy Metro Partners	85	27	112	$15,561,950
139	Raymond Habash MS	F.C. Tucker Company	10	31	41	$15,557,400
140	Lori Shanahan	Compass Indiana, LLC	8	10	18	$15,535,574
141	Staci Woods	Keller Williams Indy Metro NE	15	24	39	$15,512,970
142	Jeneene West	F.C. Tucker Company	26	33	59	$15,467,860
143	Shelly Walters-Cifelli	F.C. Tucker Company	16	16	32	$15,440,750
144	Jennifer Turner	Carpenter, REALTORS®	16	21	37	$15,342,680
145	Kristin Glassburn	@properties	16	16	32	$15,229,825
146	Tracy Ridings	F.C. Tucker Company	15	10	25	$15,210,690
147	Michael Fox	F.C. Tucker Company	10	9	19	$15,187,041
148	Karl Vierling	Carpenter, REALTORS®	25	17	42	$15,166,695
149	Kara DeArman	F.C. Tucker Company	16	16	32	$15,074,388
150	Suzanne Kappen	CENTURY 21 Scheetz	12	8	20	$15,033,000

TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
151	Glenn Bill	eXp Realty, LLC	16	17	33	$15,027,000
152	Christiana Kalavsky	Berkshire Hathaway Home	14	14	28	$15,017,905
153	Nancy Mutchmore	F.C. Tucker Company	17	16	33	$14,996,400
154	Samuel Arce	F.C. Tucker Company	10	10	20	$14,985,899
155	Kurt Spoerle	F.C. Tucker Company	17	6	23	$14,941,600
156	Marty Dulworth	RE/MAX Real Estate Solutions	32	31	63	$14,919,577
157	David Cronnin	AMR Real Estate LLC	11	15	26	$14,878,280
158	Ron Rose	Indiana Realty Pros, Inc.	21	20	41	$14,864,599
159	Andy Deemer	F.C. Tucker Company	14	19	33	$14,806,667
160	Kelli Bastin	Compass Indiana, LLC	13	20	33	$14,750,956
161	Perla Palma Nunez	Keller Williams Indy Metro Partners	15	54	69	$14,678,200
162	Mary Boustani	Keller Williams Indy Metro NE	12	18	30	$14,611,960
163	Mark Linder	CENTURY 21 Scheetz	22	12	34	$14,606,439
164	Kyle Williams	Compass Indiana, LLC	17	11	28	$14,510,120
165	Ryan Radecki	Highgarden Real Estate	19	18	37	$14,489,460
166	Jonathan Steinbach	F.C. Tucker Company	13	29	42	$14,437,000
167	Kristen Cambridge	@properties	9	13	22	$14,428,877
168	Deborah Elliott	F.C. Tucker Company	6	10	16	$14,409,687
169	Eric Eisenmenger	Trusted Realty Partners of Ind	21	27	48	$14,405,584
170	Beckie Schroeder	F.C. Tucker Company	17	10	27	$14,395,801
171	Kristen Woodworth	F.C. Tucker Company	14	12	26	$14,362,938
172	Amber Greene	Greene Realty, LLC	29	20	49	$14,330,350
173	Stevee Clifton	Compass Indiana, LLC	12	12	24	$14,253,075
174	Brenda Bowman	F.C. Tucker Company	13	14	27	$14,246,912
175	Jeanne Hutcherson	CENTURY 21 Scheetz	15	12	27	$14,241,800
176	Casey Elkins	Kovener & Associates Real Esta	52	17	69	$14,185,800
177	Eric Miller	Wright, REALTORS®	34	7	41	$14,167,505
178	Steve Slavin	Coldwell Banker Real Estate Group	35	13	48	$14,110,200
179	Jacob Deacon	eXp Realty, LLC	7	23	30	$14,057,410
180	Gita Kapur	Berkshire Hathaway Home	7	11	18	$14,041,935
181	Mike Feldman	Compass Indiana, LLC	17	13	30	$14,003,267
182	Caleb Cleek	Jeff Boone Realty, LLC	25	17	42	$13,964,727
183	Fred Nelson	CENTURY 21 Scheetz	14	10	24	$13,951,500
184	Amy Spillman	Compass Indiana, LLC	15	15	30	$13,920,119
185	Ellen Orzeske	Compass Indiana, LLC	13	13	26	$13,845,995
186	Steve Sergi	REMAX ONE	22	12	34	$13,841,845
187	Michael Price	REMAX ONE	25	18	43	$13,757,901
188	Cameron Mason	Keller Williams Indpls Metro N	25	15	40	$13,730,300
189	Kerolos Sarofem	HSI Commercial & Residential Group, Inc	19	20	39	$13,703,400
190	Megan Porterfield	Keller Williams Indpls Metro N	18	12	30	$13,685,078
191	Lisa Meulbroek	Liberty Real Estate, LLC.	21	4	25	$13,556,593
192	Christi Coffey	F.C. Tucker Company	20	18	38	$13,500,400
193	Sarah Fishburn	F.C. Tucker Company	14	29	43	$13,465,000
194	Mamadou Gueye	Trueblood Real Estate	8	31	39	$13,442,685
195	Katrina Matheis	Ever Real Estate, LLC	15	32	47	$13,371,100
196	Michael Botkin	CENTURY 21 Scheetz	21	10	31	$13,320,390
197	Brian Heaney	Mark Dietel Realty, LLC	27	3	30	$13,230,400
198	Jan Brown	United Real Estate Indpls	8	36	44	$13,217,840
199	Julie Preston	F.C. Tucker Company	14	19	33	$13,143,643
200	Val Hooton	CENTURY 21 Scheetz	9	14	23	$13,059,700

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Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
201	Kathryn Lory	F.C. Tucker Company	6	14	20	$13,056,300
202	Terry Young	Red Bridge Real Estate	91	0	91	$13,024,135
203	Jacob Duke	Duke Collective, Inc.	8	16	24	$12,990,900
204	Scott Babb	F.C. Tucker Real Estate Experts	17	24	41	$12,950,200
205	Stacey Sobczak	Compass Indiana, LLC	8	7	15	$12,947,594
206	Zachery Archer	CrestPoint Real Estate	16	22	38	$12,931,094
207	Seija Brown	F.C. Tucker Company	32	2	34	$12,813,902
208	Dan O'Brien	Trueblood Real Estate	13	21	34	$12,743,700
209	Jenni Bliss McMillion	@properties	12	11	23	$12,735,100
210	Randy Placencia	Red Bridge Real Estate	55	6	61	$12,727,900
211	Phillip Shively	Carpenter Hills O'Brown	22	13	35	$12,722,000
212	Allison Steck	Compass Indiana, LLC	4	7	11	$12,720,000
213	Angela Line	Highgarden Real Estate	16	26	42	$12,667,392
214	Nina Klemm	F.C. Tucker Company	40	7	47	$12,636,880
215	Rob Campbell	RE/MAX Advanced Realty	12	13	25	$12,630,400
216	Jacilynn Ferris	JMG Indiana	5	40	45	$12,627,000
217	Cat Kick	Berkshire Hathaway Home	28	26	54	$12,604,060
218	Susan Falck-Neal	RE/MAX First Integrity	34	17	51	$12,602,400
219	James Smock	F.C. Tucker Company	14	17	31	$12,592,090
220	Jamie Suchotzky	Red Hot, REALTORS LLC	23	18	41	$12,587,509
221	Jenny Laughner	CENTURY 21 Scheetz	15	15	30	$12,581,694
222	Trish Meier	eXp Realty, LLC	20	21	41	$12,542,500
223	Landon Buesching	1 Percent Lists Indiana Real Estate	34	2	36	$12,509,973
224	Lindsay Jones	The Stewart Home Group	23	19	42	$12,509,900
225	Lauren Blake	Berkshire Hathaway Home	9	10	19	$12,509,185
226	Rachel Patterson	CENTURY 21 Scheetz	15	15	30	$12,502,900
227	Penny Dunn	CENTURY 21 Scheetz	9	6	15	$12,446,891
228	Jennifer Marlow	Trueblood Real Estate	14	17	31	$12,412,848
229	Heather Schaller	eXp Realty, LLC	17	16	33	$12,409,700
230	Eric Heuer	RE/MAX Edge	16	12	28	$12,409,700
231	Nathan Pfahler	Weichert REALTORS® Cooper Group Indy	18	17	35	$12,370,646
232	Laura Brown	CENTURY 21 Scheetz	16	14	30	$12,355,600
233	Jennifer Deakyne	F.C. Tucker Company	16	14	30	$12,339,500
234	Emily Huskey	Keller Williams Indy Metro Partners	23	15	38	$12,300,297
235	Courtney Mosson	The Stewart Home Group	18	17	35	$12,295,875
236	Chelsea Tarquini Noble	Berkshire Hathaway HomeServices	17	11	28	$12,266,103
237	Jason O'Neil	Circle Real Estate	10	4	14	$12,247,600
238	Trent Whittington	@properties	17	15	32	$12,242,866
239	Kathryn Keller	Compass Indiana, LLC	12	7	19	$12,233,148
240	Amber Russell	Keller Williams Indy Metro NE	17	16	33	$12,222,400
241	Eric Rasmussen	CENTURY 21 Scheetz	10	6	16	$12,206,900
242	Nancy Warfield	F.C. Tucker Company	14	24	38	$12,153,029
243	Gina Ramirez	Blu Nest Realty	17	11	28	$12,146,500
244	Frederick Catron	F.C. Tucker Company	14	22	36	$12,137,775
245	John Stewart	F.C. Tucker Company	4	8	12	$12,123,000
246	Megan Dusing	Keller Williams Indpls Metro N	10	10	20	$12,095,400
247	Randy Wasmuth	Highgarden Real Estate	8	14	22	$12,078,565
248	Leslie Cooper Pyle	Keller Williams-Morrison	35	11	46	$12,046,750
249	Wendy Zin	Shalom Realty LLC	8	33	41	$12,024,650
250	Brandon Smith	Whitetail Properties	27	4	31	$12,001,083

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Indy Real Producers Advisory Board



Lindsey Smalling - Highgarden Real Estate



Drew Dial - REAL



Sean Daniels - Daniels Real Estate



Dawn Pollard - EXP Luxury



Sophie Sergi - Remax



Clay Burris - Highgarden Real Estate

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

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

The Advisory Board is a badge of honor all on its own. Yes, there are some great perks, but the best part about these six is that they were eager to serve long before we ever talked benefits. They have always been champions of the community and supporters of Real Producers.

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





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