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Partner Spotlight
**AARDVARK
HOME
INSPECTORS**

STAR HOMES

**TOTES
ON LOAN**

Event Recap

Top 100 Standings

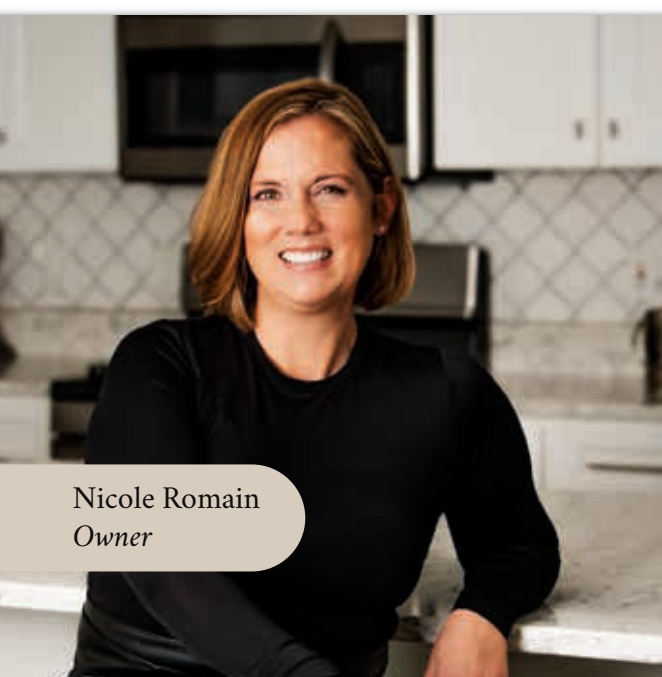
Alyssa
Leach

Finding Her Calling



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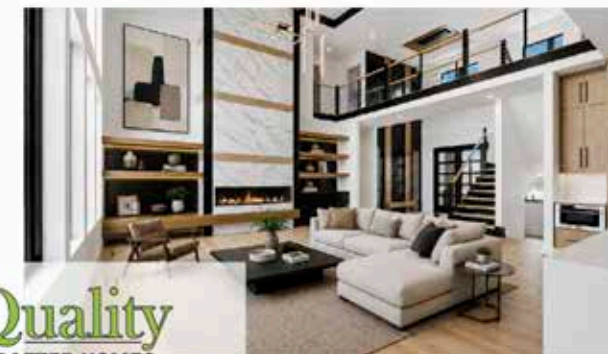
Noah Deville



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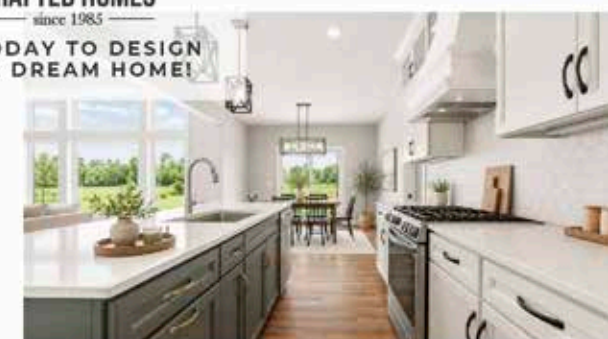
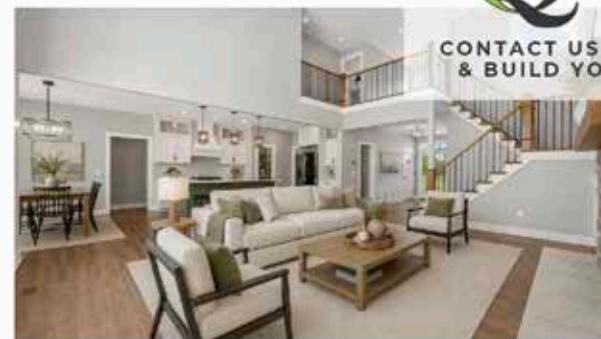
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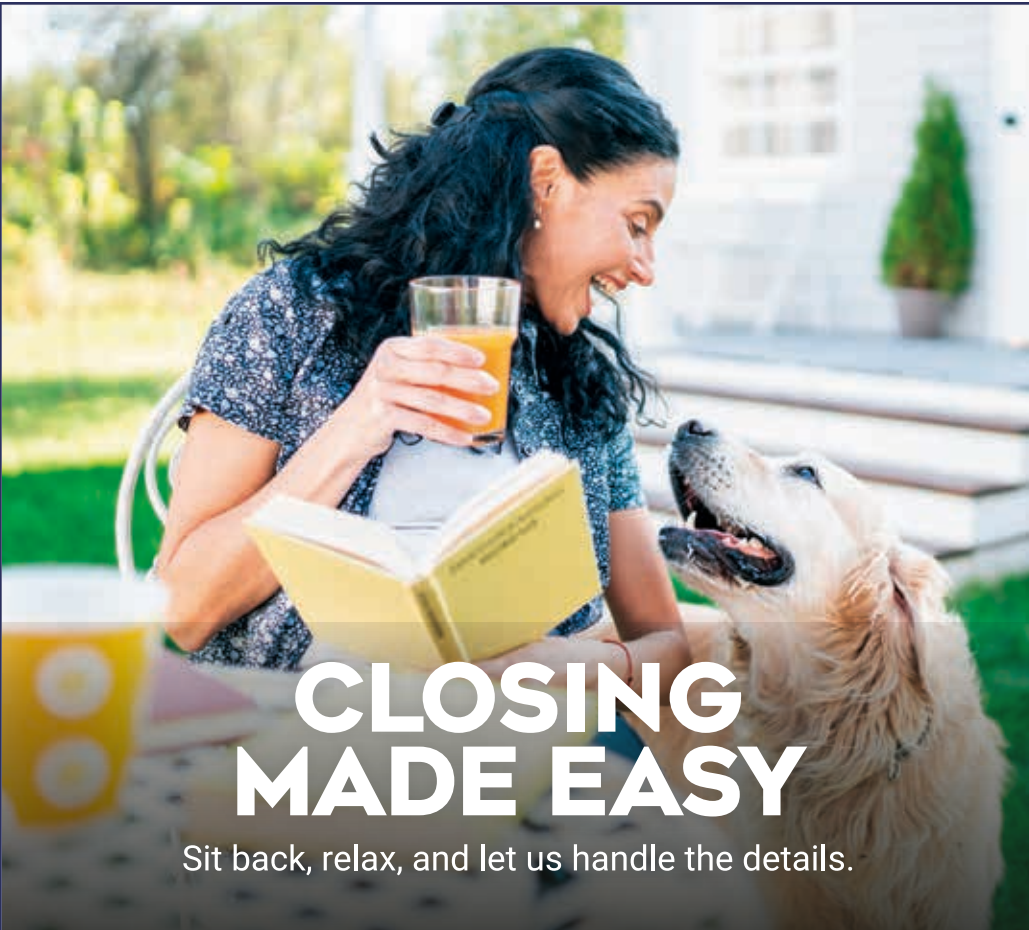


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For more than two decades, **Aardvark Home Inspectors** has been a trusted name for real estate agents, lenders, homeowners and families. But while much of the company's day-to-day work happens inside homes, some of its most meaningful work happens well beyond the inspection.

At the heart of Aardvark is a belief that being part of a community comes with a responsibility to invest back into it.

"If a community supports your business, your business should support the community," says Aardvark Home Inspectors **President Joe Mishak**. "Success is about more than business."

It's about making the places we live and work a little better because we were part of them."

That philosophy has become woven into the culture at Aardvark. From supporting local charities, schools and youth organizations to community events, fundraising efforts and causes

that have personally touched members of their team, giving back isn't viewed as an occasional initiative or marketing opportunity. It is simply part of who they are.

"We don't just work in these communities. We live here, raise our families here, and are proud to invest in making them even better," Joe says.

Perhaps one of the most visible examples comes every October, when the familiar Aardvark team adds a little more pink to its wardrobe in recognition of Breast Cancer Awareness Month.

The cause is personal. Like so many families, members of the Aardvark team have seen breast cancer affect friends, relatives, coworkers and clients. Their annual support is a way to honor those who have fought the disease, remember those who have been lost and stand alongside those who are still fighting.

Every October, the team proudly wears pink while supporting awareness and fundraising efforts. What may seem like a simple gesture has often led to something much more meaningful: conversations.



Clients, real estate agents and community members have shared their own experiences and stories with the team, creating connections that extend far beyond the inspection process.

"Almost everyone knows someone whose life has been touched by breast cancer," Joe shares. "If wearing a pink



shirt or helping raise a few extra dollars can make a difference for someone battling breast cancer or bring hope to a family, then it's absolutely worth it."

There is also a practical purpose behind raising awareness. If seeing those pink shirts starts a conversation, encourages someone to get screened or reminds someone to reach out and support a loved one, Aardvark considers that a win.

And the team is happy to have a little fun while doing it.

"Who doesn't enjoy breaking out the pink shirts for a great cause?" Joe says.

Breast cancer awareness is only one part of Aardvark's community involvement. Another initiative that has become an important part of the company's identity is its annual Golf Outing benefiting Coats for Kids.

Through efforts like these, Aardvark has found ways to turn the relationships it has built through more than 20 years in business into opportunities to help others. The trust placed in the company by local families, homeowners, real estate agents and lenders is something the team says it never wants to take for granted.

"Giving back isn't something we do because we have to," Joe says. "It's something we do because it's who we are."

That same people-first mindset carries directly into Aardvark's approach to the real estate industry.

Trust, they believe, is earned one interaction at a time. Whether an Aardvark team member is performing a

home inspection, teaching a continuing education class, sponsoring an industry event or volunteering in the community, the objective remains remarkably consistent: provide value, communicate clearly, act honestly and treat people the way they would want their own families to be treated.

For buyers in particular, that approach can make a significant difference. Purchasing a home can already be stressful, and an inspection can uncover information buyers may not fully understand. Aardvark sees its role as helping clients understand the home rather than creating unnecessary fear around it.

"Our job is to educate, not intimidate," Joe says. "We want every client to walk away feeling informed and confident, and we want every real estate agent and lender to know they're working with a team that helps make the transaction smoother, not harder."

It is an important distinction and one that helps explain why community involvement fits so naturally with Aardvark's business philosophy. Both





are rooted in relationships, education, service and trust.

While an inspection report is an important part of what Aardvark

delivers, the team believes great service should extend beyond the report itself. It means providing honest information, embracing new technology, supporting industry professionals and

continually finding ways to invest in the communities that have supported Aardvark throughout its history.

Looking forward, that commitment isn't slowing down.

Aardvark plans to continue its Breast Cancer Awareness campaign and annual Golf Outing benefiting Coats for Kids while seeking additional opportunities to partner with local nonprofits and organizations making a meaningful difference. And as the company expands into new communities, the team wants its community involvement to grow right alongside the business.

"Our goal isn't just to grow our business," Joe shares. "It's to become an active part of the communities we serve by supporting the people and organizations that make them great."

For Aardvark, that may be the clearest reflection of what more than two decades in business has taught them. Homes matter, but people matter more. Relationships matter. Trust matters.



And when a community has supported your success, finding ways to return that support matters too.

To the real estate professionals who have trusted Aardvark with their clients throughout the years, Joe has one message above all else: thank you.

"Every inspection represents someone's future, and we take that responsibility seriously," Joe says. "Great service goes beyond

delivering an inspection report. It's about building trust, providing honest information, giving back to the communities we serve and being a company people are proud to recommend."

Because at the end of the day, Aardvark Home Inspectors isn't simply inspecting houses. They're serving the people who call those houses home — and investing in the communities they all call home together. 🐾



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STAR HOMES



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How many years have you been a real estate agent?
Almost 3 years

What is your career volume as a real estate agent?
By the time the magazine comes out I will be between \$12,000,000-\$13,000,000

What was your total volume last year?
\$4,809,600

What awards have you achieved as a real estate agent?
Sexiest Realtor Alive 2029 (its pending)

When did you start your career in real estate?
I started my courses in the summer of 2023 and got my license on November 20th of 2023. A week before my 23rd birthday.

What did you do before you became a real estate agent?
I managed a restaurant/speakeasy for 3 years prior to real estate. This helped me learn how to run my real estate company as a business and how to treat clients. For every customer we served it was always about creating a memorable experience which



creates repeat business. Real estate is no different.

What are you passionate about right now in your business?
I am really passionate about teaching clients the way of real estate. Rather it be negotiations, contracts, or simply just the ebbs and flows of the business. I never have a client sign a contract we haven't discussed in depth prior nor will I ever. I think being a homebuyer myself not that long ago, I understand the importance of having a present agent who is not only knowledgeable but patient and willing to help you understand the process.

What has been the most rewarding part of your business?
My passion in real estate comes from growing with my clients. Staying in touch with past buyers and sellers and watching their families grow, new career opportunities, or house renovations. I love being able to be along this journey with all of my past clients.

What was your biggest challenge as a real estate agent?
Starting. There is no manual, no timecard, no one to really hold you accountable. You must be your personal manager, which is super easy most days but hard others. You are also in a

hyper competitive industry with thousands of agents. There is enough pie for everyone, but it is hard to stand out on day 1.

How does real estate fit into your dreams and goals?
Real estate has been a dream of mine since I was 8 years old. I remember walking into the restaurant my grandma served at, and I grabbed a real estate magazine (before Zillow for all the gen z's). I flipped through it in astonishment of the houses for sale and daydreamed of living in these stylish homes. Once I saw the agents on the back in their three-piece suits, watches and jewelry, I decided right then and there that I would become a real estate agent one day. It was something I deviated from many times but ultimately made the jump.

Being able to fulfill the dream and grow in this industry has been one of the most rewarding things I have done in my life. I plan on using real estate as a catalyst to build my personal real estate portfolio and build connections that lead to other businesses outside of real estate.

What's your favorite part of being a real estate agent?
My favorite part of real estate is having "Freedom". I used to see business professionals

working in big cities, on the beach, in restaurants and other non-traditional offices. I used to envy the ability to work from anywhere. Being in a position to do so at 25-26 years old is very valuable to me.

Define success.
"Success consists of going from failure to failure without loss of enthusiasm." - Winston Churchill. Success is a privilege to fail at something you love to do and keep working at it. We learn from our mistakes more than we learn from our achievements. I am blessed to be in a situation where I learn daily, and I don't always execute everything perfectly. It is always about getting 1% better.

Tell us about your family.
My 3 grandmothers have been monumental in my life. I have had three different life perspectives from these wonderful women. One has shown me that you can start at the bottom and reach the top of whatever it is that you love by doing the right thing and believing in yourself. I admired her at a young age and continue to look up to her as she is constantly achieving new heights in her career and life. The other has shown me the importance of educating myself and keeping an open mind at all times. There is no such thing as knowing everything. Anyone who claims to know everything truly knows nothing. The last one was my best friend. When she passed it put life into perspective for me



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“
SUCCESS IS A PRIVILEGE TO
FAIL AT SOMETHING YOU
LOVE TO DO AND KEEP
WORKING AT IT.
”



that our time is fleeting so we must do everything we can every day to help others and work towards our goals. Not everyone is promised tomorrow.

Favorite books?
The Secret, this book talks about the power of manifestation and feeding your goals with energy. *The Comfort Crisis*, this book tells a story of a man doing a misogi and the importance of doing one. These misogis are essentially

personal challenges meant to test the human mind, spirit and body. *Ninja Selling*, this book focuses heavily on the art of selling, specifically real estate. *Atomic Habits*, compounding habits lead to BIG results.

Are there any charities or organizations you support?
Coats 4 Kids

What are your hobbies and interests outside of business?
I love to golf, working out, recently retired from Bull Riding, hang out with friends, collect rare whiskey, and do challenges that push me physically. Currently training for an Ironman that I will be completing in 2027.



Given your status and expertise, what is some advice you would give the up-and-coming top producer?
Join a team. You can go fast alone, but you get much farther with a

team. I genuinely believe a large portion of my success came from who I was surrounded with. The saying is: your network is your net worth, which I fully believe. It is hard when you first

get into real estate because the idea of joining a team and paying someone may be a turn off, but the reality is you will make far more by surrounding yourself with likeminded people who already know how to get through the stages you are currently at.

In closing, is there anything else you would like to communicate using this Ft. Wayne Real Producer platform?
I want to thank all of my past, current and future clients who trust me to help guide them along the home buying, selling, or investing journey. Without the referrals, reviews and trust put into me I wouldn't be here doing what I love. In this business roughly 75% of new agents don't make it past year one. Out of the 25% who make it to their second year, 87% of them don't make it to year 5 in the business. I remind myself of this daily. It truly has been a wild ride thus far and I can't wait to pop a bottle of champagne with all my past clients on my 5th year and 1 day in the business! Cheers to helping the future! 🍀



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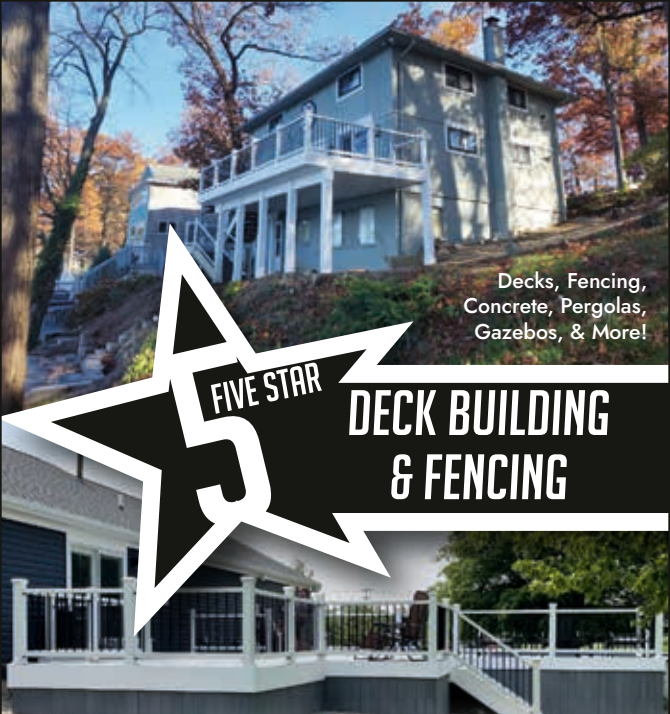
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 Thinking
Outside
the Box

Totes on LOAN

For most people, moving means mountains of cardboard boxes, endless rolls of packing tape, and a pile of recycling waiting at the curb. **David and Nikki Stillson** saw an opportunity to make one of life's most stressful experiences simpler, cleaner, and more convenient. Through **Totes on Loan**, the husband-and-wife team is introducing Northeast Indiana to a smarter way to move with durable industrial-grade moving totes and a concierge-style rental service that is quickly becoming a favorite among homeowners and real estate professionals alike.

Serving Allen County and the surrounding communities, Totes on Loan provides heavy-duty reusable storage totes for moving, remodeling projects, and other short-term storage needs. While the concept is still new to many people, David and Nikki believe it won't stay that way for long.

"Our goal is to make moving easier," David says. *"Once people experience moving with our totes instead of cardboard boxes, they almost always tell us they'll never go back. That's incredibly rewarding because it means we've genuinely made a difficult process less stressful."*

For real estate agents, the business offers something even more valuable than moving supplies—it offers an unforgettable client experience. Rather than giving a traditional closing gift that may sit unopened for weeks, agents can provide their clients with a practical gift they'll use immediately.

"A move is one of the biggest moments in a client's life," Nikki explains. *"Giving them Totes on Loan is a gift that actually helps during the busiest part of the process. We handle all the logistics so the agent can simply make the introduction while we take care of the rest."*

That level of service is what truly distinguishes Totes on Loan. Their industrial-grade totes are significantly stronger than the plastic bins commonly found at big-box retailers and far more dependable than cardboard



boxes. Better yet, customers eliminate the hassle of buying tape, assembling boxes, breaking them down, and figuring out what to do with them afterward. Instead, the Stillsons deliver clean, ready-to-use totes directly to the customer's home and return to pick them up once the move is complete. It's a true white-glove experience designed to remove one more item from an already overwhelming moving checklist.

Entrepreneurship has always been part of the Stillsons' DNA. Long before launching Totes on Loan, they knew they wanted to build something together that emphasized relationships, exceptional customer service, and flexibility for their growing family. When they discovered the tote rental model, they immediately knew they had found the right fit.

"We've always wanted to build businesses that allow us to serve people well," David says. *"This checked every box for us. It's high-touch, customer-focused, and gives us the opportunity to create an experience people genuinely appreciate."*

Their entrepreneurial journey has also been shaped by influential business leaders. David credits entrepreneurs like Chris Koerner for encouraging aspiring business owners to simply get started, Cody Sanchez for inspiring business acquisition strategies, and Fort Wayne icon Chuck Surack for demonstrating what it means to build a company completely centered around serving customers.

"Chuck built an incredible business by obsessing over the customer experience," David says. *"That's exactly the kind of company we want to build here in Fort Wayne."*

The couple's professional backgrounds complement one another well. Nikki earned her degree in elementary education from Florida Gulf Coast University, while David entered the technology field immediately after high school, eventually specializing in software development, infrastructure, and custom technology solutions. Together, they've gained



"We've always wanted to build businesses that allow us to serve people well."

"Owning a business means nobody is handing you the next assignment," Nikki says. *"You have to be willing to take initiative every single day, and that's been one of the biggest growth experiences of my life."*

David's challenge was finding work that aligned with both his talents and his desire to positively impact others.

"Owning our own business gives me the freedom to pour my energy into something I'm passionate about while creating an experience that genuinely helps people," he says.

Their definitions of success reflect that customer-first mindset. Nikki measures success by seeing happy customers at the end of every rental, while David enjoys watching every piece of the

valuable experience studying how successful organizations—from small family businesses to billion-dollar corporations—operate, market themselves, and care for customers. Those lessons now influence every aspect of Totes on Loan, from customer communication to business operations.

Like every entrepreneur, both have faced challenges. For Nikki, transitioning from being a stay-at-home mom to becoming a business owner required learning how to create structure, set priorities, and continually motivate herself.



"If we could change one thing, it would simply be awareness," David says. *"Most people don't realize this is an option until someone tells them. Once they discover it's affordable, convenient, and often less expensive than buying cardboard boxes, it completely changes how they think about moving."*

Looking ahead, David and Nikki are excited to continue serving homeowners while partnering with more real estate professionals throughout Northeast Indiana. They view every move as an opportunity to make someone's life just a little easier—and every relationship as the beginning of something lasting.

"We've been incredibly grateful for the support we've received from the Fort Wayne Real Producers community," Nikki says. *"We're excited to continue serving local agents, their clients, and our community for many years to come."* 🏡

CONTACT US!

**TOTES ON LOAN**

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customer experience come together from beginning to end.

"Success is hearing customers rave about how much easier their move was because of our service," Nikki says. *"Those conversations remind us why we started this business."*

David agrees.

"When someone tells us they'll never move with cardboard boxes again, that's success," he says. *"It means we've delivered exactly the experience we hoped to create."*

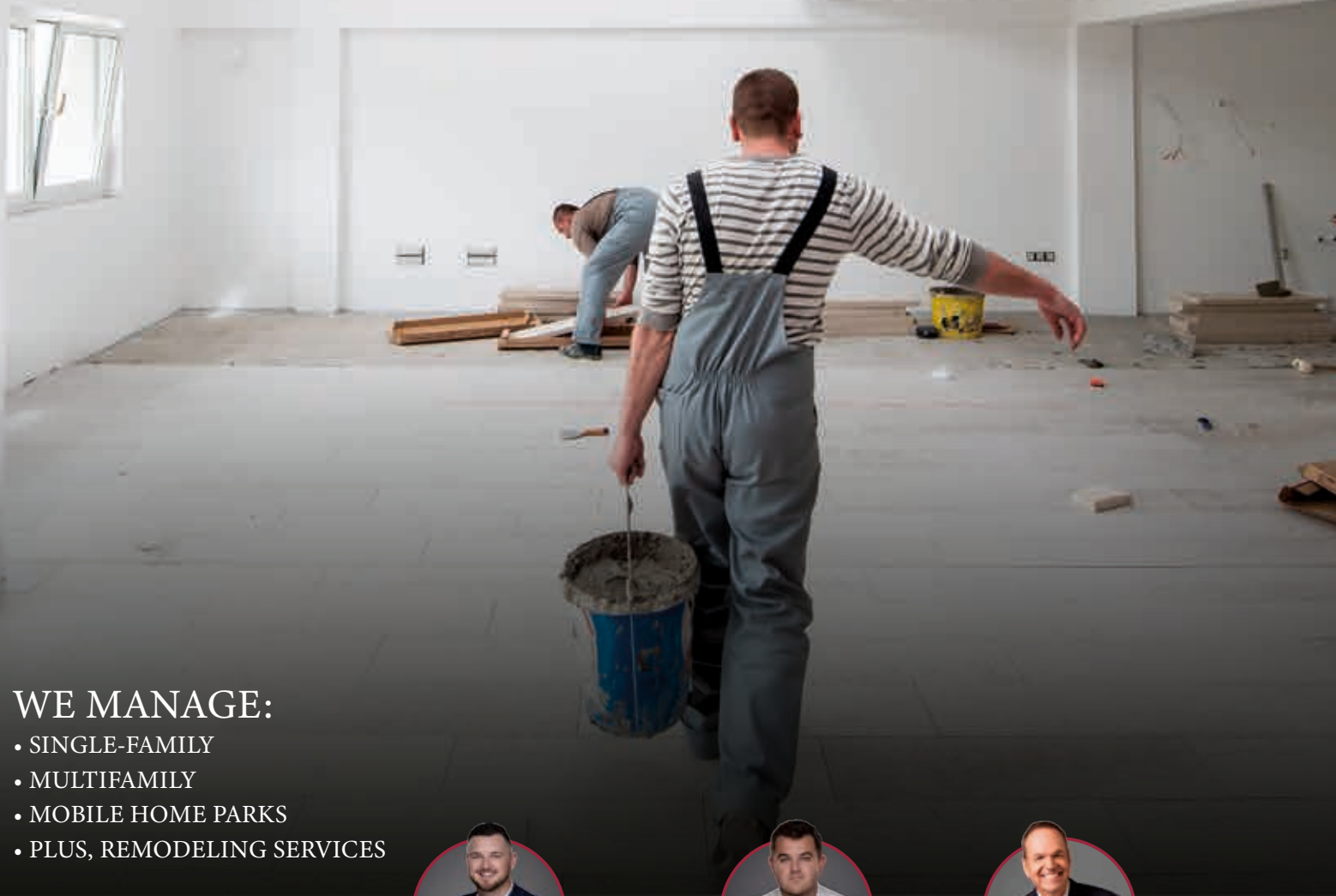
At home, the Stillsons' entrepreneurial spirit is very much a family affair. They are raising two daughters,

Harmony and Melody, who already enjoy helping with the business. In fact, Harmony has confidently informed her parents that she'll be taking over the company someday. Their family also shares a passion for camping, RV adventures, hiking, kayaking, and spending quality time together playing video games when they're indoors. Beyond Totes on Loan, they also operate an RV rental business, recently became owners of the local Painting with a Twist franchise, and David continues his work in technology advisory and AI consulting.

As they continue growing their business, the Stillsons have one primary mission: educating people that tote rentals even exist.



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Summer IHeart REALTOR EVENT

PHOTO CRED: ART HOME PHOTO

This past summer, *Fort Wayne Real Producers* brought the community together for another incredible **IHeart Realtor Event**, and once again, our real estate community showed up in a big way! We had a **packed house** filled with some of Northeast Indiana's top real estate professionals and industry partners, making for an afternoon of great conversations, new connections and plenty of fun.

A special thank you to **Kiracofe Homes** for opening their doors and hosting such an incredible event. We also want to thank **Greg Thomas with Go Home Mortgage** for sponsoring lunch and helping make the afternoon possible.

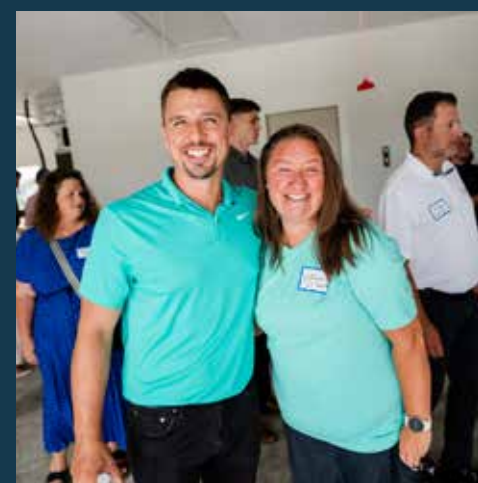
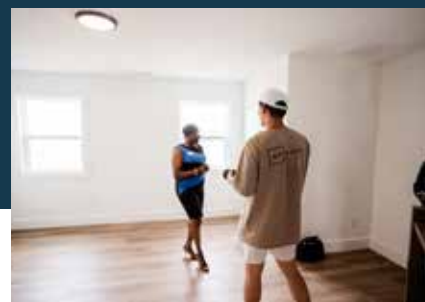
And, of course, a big shoutout to **800 Degree Pizza** for coming out and serving up some amazing pizza that everyone loved!

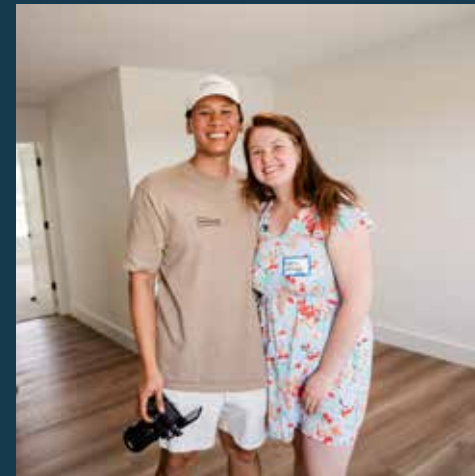
Finally, thank you to **Art Home Photo** for absolutely crushing the event photography. We appreciate everything they do to capture these moments and showcase what makes the Fort Wayne Real Producers community so special.

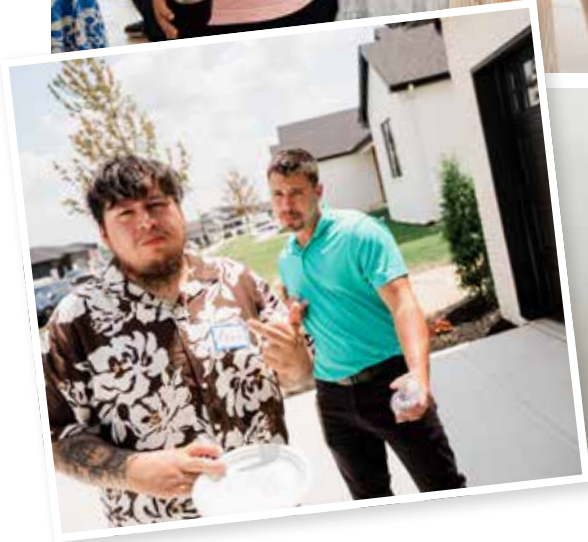
Most importantly, **thank you to everyone who came out and spent the afternoon with us!** Our events are all about creating opportunities for our area's top real estate agents and preferred partners to connect, build relationships and enjoy time together outside of the everyday routine of business. Seeing another packed house was a great reminder of just how special this community continues to be.

Enjoy looking through the next few pages of photos, and reminiscing on a great afternoon!









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STAR HOMES

INC Legacy by Design

Some companies measure their history in years. Star Homes Inc. measures its history in generations, relationships, and the homes that have become the backdrop for family memories throughout Northeast Indiana.

Founded in 1960 by Delbert Delagrane and Elmer Yoder, Star Homes began with a straightforward belief: a successful homebuilding company should be built on honesty, a strong work ethic, and uncompromising standards of craftsmanship. More than 65 years later, those principles remain at the heart of the company.

As Star Homes grew, so did its family legacy. Delbert later partnered with his son-in-law, Gregg Richhart, forming Star Homes by Delagrane & Richhart, Inc. For the next 40 years, Gregg helped carry forward the values established by the company's founders, building a reputation for quality homes and a commitment to doing business the right way.

Today, Star Homes has entered its third generation of family ownership. Alex Miller and Justin Dorse, grandson of one of Star Homes' original owners, now lead the company as owner-operators. Alex oversees business and operations management, while Justin leads drafting and design. Together, they are honoring the foundation established more than six decades ago while continuing to evolve the company for today's homeowners.

“What I love most
is helping families
create homes that
truly fit the way
they live.”

”

“There's a responsibility that comes with carrying forward a company that families have trusted for generations,” Alex says. “We want to honor what Star Homes was built on while continuing to improve, innovate, and create the best possible experience for the families we serve.”

That balance between tradition and evolution is reflected throughout the company's approach to custom homebuilding. Thoughtful design, quality craftsmanship, strong relationships, and homes built to stand the test of time remain foundational, but Star Homes also recognizes that today's buyers expect greater clarity, personalization, technology, and communication throughout the process.

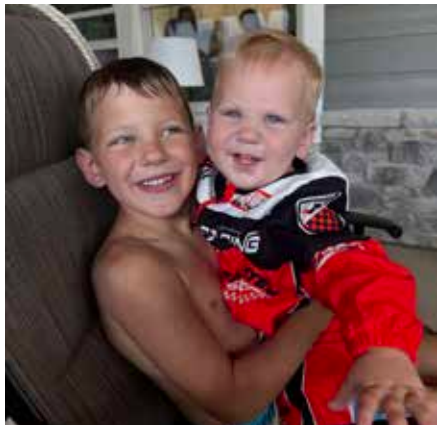
For real estate agents, that can make Star Homes an especially valuable partner.

One of the biggest challenges surrounding new construction is the uncertainty buyers may feel

when they first consider building. Questions about timelines, budgets, design, selections, financing, and the overall process can quickly become overwhelming. Star Homes works to

eliminate much of that uncertainty through clear communication, in-house design, transparent pricing, and decades of experience.





“We want agents to remain the trusted advisor to their clients while we handle the complexities of construction,” Alex explains. “Our job is to give everyone involved confidence in the process and make sure they understand what comes next.”

Star Homes views its relationships with real estate agents as true partnerships. From the beginning, the company’s new home coordinators can help buyers explore available lots and communities, compare floor plans and features, and understand initial pricing. Once the building process is underway, agents remain informed through detailed plans and specifications, proposals, financing

coordination, closing information, and consistent communication.

“We really see ourselves as an extension of the agent,” Alex says. “We can help guide their clients through the details of building while keeping the agent connected and informed. When everyone is communicating and working toward the same goal, it creates a much better experience for the homeowner.”

That experience also helps challenge one of the most common misconceptions about custom construction: that building a home is automatically more complicated, slower, or less predictable than purchasing an existing property.

Star Homes believes a well-managed building process can be organized, transparent, and enjoyable. With thoughtful planning, realistic pricing, documented selections and changes, and consistent communication, clients can understand where they are in the process while ultimately creating a home specifically designed around how they want to live.

After more than six decades in the industry, Star Homes has experienced plenty of change. Design trends have evolved, technology has transformed the building process, and buyers have developed new expectations for both their homes and the experience of creating them. Through it all, the company has focused on evolving without compromising its core values.

“The market will change, technology will change, and the way families live in their homes will continue to change,” Alex says. “But quality, honesty, craftsmanship, and taking care of people never go out of style.”

One area where that evolution is especially evident is design and visualization. Star Homes continues to invest in current design software that allows clients to see strong representations of their future home before construction begins. Its draftsman works alongside homeowners until the design feels right, helping clients make decisions with

greater confidence before those ideas become reality.

The company is also continually refining its systems, communication, and planning tools to create an even clearer and more efficient path from the first conversation through closing day.

For Alex, however, the significance of the work goes far beyond plans, specifications, and construction schedules.

“What I love most is helping families create homes that truly fit the way they live,” he says. “We have families who have trusted Star Homes for generations, and we also have people building with us for the very first time. When those relationships grow over years or even decades, every project becomes personal.”

Those relationships are especially meaningful because Alex is building his own life in the same community Star Homes serves. He values the opportunity to work alongside local real estate agents, trade partners, and homeowners who share a commitment to quality and genuinely care about the future of the communities they call home.

Becoming an owner of Star Homes is also the personal accomplishment Alex is most proud of. He has always had a passion for entrepreneurship, but ownership represented something more than simply leading a business. It gave him the opportunity to build something meaningful in his community while carrying forward the legacy of a company that had already earned generations of trust.

“It’s a privilege to be part of one of the biggest investments a family will ever make,” Alex says. “We’re helping create the place where they’ll make lifelong memories. At the same time, we get to continue investing in the people and communities that have supported Star Homes for generations.”

The values Alex brings to that responsibility were shaped long before he became an owner.



He credits his parents, Tom and Laurie Miller, as the greatest influences on his life and career. Their support was always accompanied by encouragement to become the best version of himself. They made countless sacrifices so he could pursue the things he was passionate about while instilling the discipline, work ethic, and values that continue to guide him today.

“They’ve always been my biggest supporters, but they’ve also challenged me,” Alex says. “From making sure my bed was made every morning growing up to now happily taking my kids for the weekend so I can keep up with life’s demands, they’ve been there every step of the way.”

Alex hopes to pass those same values along to his own children — although life with four kids has changed his definition of free time.

“I used to think I had hobbies,” he jokes. “Then we had four kids.”

Today, his favorite time is spent with his wife, Sarah, and their family. Whether they are coaching, spending time on the lake, or simply keeping up with the kids, Alex describes family life as busy, chaotic, and a lot of fun.

There is another important side of Alex’s life that many clients and industry partners may not know. In addition to leading Star Homes, he serves as a Captain in the Indiana Army National Guard and has served for nearly 13 years.

That experience has given him a different perspective on leadership, teamwork, and discipline — qualities that naturally carry into his role at Star Homes. It has also taught him to appreciate life’s simpler moments, whether that means a day on the lake with his family, watching college football, or enjoying a quiet morning on the golf course.

“My time in the National Guard has taught me a lot about leadership and teamwork, but it has also given me perspective,” Alex says. “It makes you appreciate the people around you and the simple things you sometimes take for granted.”

Perhaps the best summary of Alex’s approach to both business and life comes from an unusual piece of advice he would give his younger self: **get a bigger frying pan.**

The phrase comes from a 2013 Nick Saban speech that has stayed with Alex over the years. For him, the lesson is about the tendency to limit ourselves based on what we currently believe we can handle instead of allowing ourselves to grow into bigger opportunities.

“I’d tell myself to stop sizing my dreams to fit my comfort zone,” Alex says. “Let God continue to stretch you, grow your capacity, and prepare you for opportunities you never thought you could handle.”

It is a fitting philosophy for someone entrusted with helping guide a company

with more than 65 years of history into its next chapter.

Star Homes has evolved considerably since Delbert Delagrang and Elmer Yoder founded the company in 1960, just as homes, families, technology, and the real estate industry have evolved around it. Yet the principles underneath the company remain remarkably familiar: honesty, hard work, craftsmanship, and relationships.

Now, Alex, Justin, and the Star Homes team have the opportunity to build upon that foundation — respecting where the company came from while continuing to imagine where it can go next.

For Star Homes, the next generation isn’t about replacing the traditions that created its legacy. It’s about building upon them, one relationship, one family, and one home at a time. 🏡



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Alyssa LEACH

FINDING HER CALLING

PHOTO CRED: DUSTIN MCKIBBEN, ART HOME PHOTO

Some careers are carefully mapped out years in advance. Others have a way of finding the right person at exactly the right time.





“
The most
rewarding
PART OF THIS
BUSINESS
is helping people.”

Fort Wayne. Together, those two disciplines have created a unique combination of business knowledge and communication skills that benefit every client she serves.

“My business degree influences how I run my business,” she explains. “My teaching degree helps me explain the buying and selling process in a way that’s simple and easy to understand. Real estate can feel overwhelming, and I want my clients to feel confident every step of the way.”

That servant-minded approach has become one of the defining characteristics of her business.

Whether navigating negotiations, overcoming unexpected hurdles, or



For Alyssa Leach, real estate wasn’t part of the original plan. In fact, she was preparing for an entirely different career when a seemingly ordinary conversation changed everything.

“I usually tell people that real estate found me,” Alyssa says. “I was finishing the last year of my teaching degree when my husband and I bought our first home. Our real estate agent was looking for a licensed assistant and asked if I would be interested. I got my license over Christmas break between semesters, and the rest is history.”

That unexpected opportunity became the beginning of a career she never anticipated—but one she quickly realized was exactly where she belonged.

Licensed since 2018, Alyssa spent her first two years as a licensed assistant before launching her own career as

an independent real estate agent in 2020. Since then, she has helped clients achieve more than \$35 million in career sales while closing more than \$8.6 million in volume last year alone. But for Alyssa, the numbers only tell part of the story.

“The most rewarding part of this business is helping people,” she says. “Watching someone who has worked incredibly hard finally become a homeowner and sitting with them at the closing table—that never gets old.”

Although she ultimately chose real estate over the classroom, her education continues to shape the way she serves her clients every day.

Alyssa earned both a Business Administration degree and an Elementary Education degree with a concentration in mathematics from Indiana University–Purdue University

finding creative solutions to keep transactions moving forward, Alyssa has developed a reputation for remaining calm under pressure.

“I’ve always been a really great problem solver,” she says. “If there’s a way to get a transaction across the closing table, I’ll find it.”

That determination is rooted in something much deeper than professional experience.

“Circumstances in my life have made me resilient,” Alyssa shares. “I believe that resilience is one of the biggest reasons I’ve become successful.”

Her resilience has also been tested in another area many successful professionals know well—finding balance.

Like countless agents, Alyssa wears multiple hats every day. She is not only building a thriving real estate business but also raising a busy family.

“Balancing my career with my family has definitely been my biggest challenge,” she says. “It’s incredibly important to me to be a present wife and mother and to show up for everything that comes with that. But I genuinely love what I do, so it’s easy to become completely immersed in work. Finding that balance is something I work on every day.”

For Alyssa, success has never been measured solely by production numbers or awards.

“I think success looks different for everyone,” she says. “My ultimate success story will be raising my children to become happy, contributing adults. Everything else is just a bonus.”

That perspective becomes even more meaningful when she talks about her family.

Alyssa and her husband have been together for 17 years after beginning their relationship when she was just 19 years old. Today they are raising four children—Chance, Harper, Everly and



“

Circumstances
in my *life* have
made me
RESILIENT.”

Knox—whose personalities keep life full of adventure.

Her oldest son, Chance, loves football, basketball and drawing, while proudly embracing his role as an incredible big brother. Harper is confident, competitive and loves softball. Everly brings endless energy to the family, loves animals and drawing, and proudly

serves as the best bat girl for her sister’s softball team. Knox, the youngest, keeps everyone laughing with his fun-loving personality. Alyssa also credits her husband, who spent 15 years serving in the military, for helping build the strong foundation their family enjoys today.

Outside of real estate, life revolves around family.

“If I’m not doing something related to real estate, you’ll probably find me with my family,” Alyssa says with a smile. “My husband and I love going to see comedians. I also spend a lot of time coaching my girls on the softball field or watching movies with my boys.”

That same people-first mentality extends into the way she views the real estate industry itself.

“If I could change one thing,” she says, “I would love to see our industry become





What began as an unexpected opportunity has grown into a career built on resilience, service, education and an unwavering commitment to helping others achieve their dreams of homeownership.

And for the families she serves, that's exactly the kind of real estate agent they hope finds them. ▀



more community-driven instead of competition-driven.”

It’s a philosophy that reflects the way Alyssa approaches every relationship—with collaboration, service and genuine care.

For those considering a career in real estate, her advice is refreshingly simple.

“Do it. Jump right in,” she says. “It’s been the best thing that’s happened in my career. Find a great mentor and go for it.”

Looking back, it’s remarkable how one conversation during a home purchase completely redirected the course of Alyssa’s life.



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RP 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?

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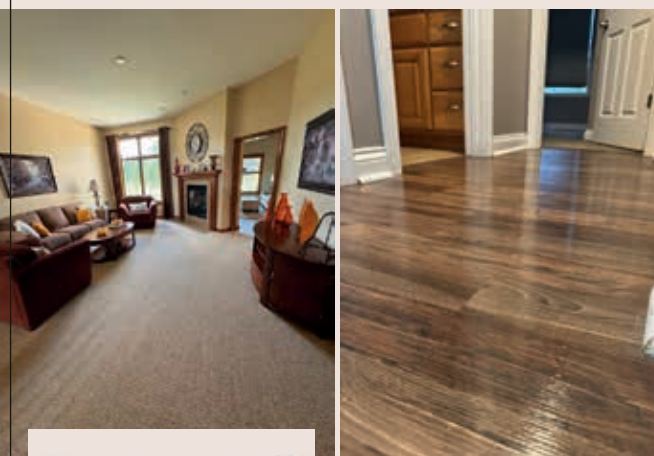


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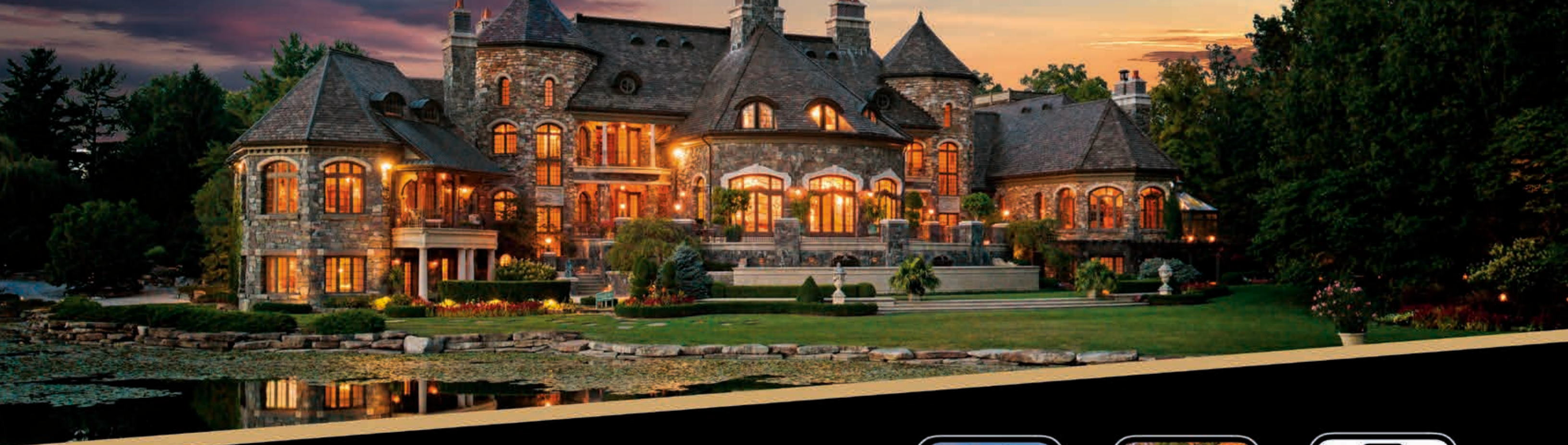


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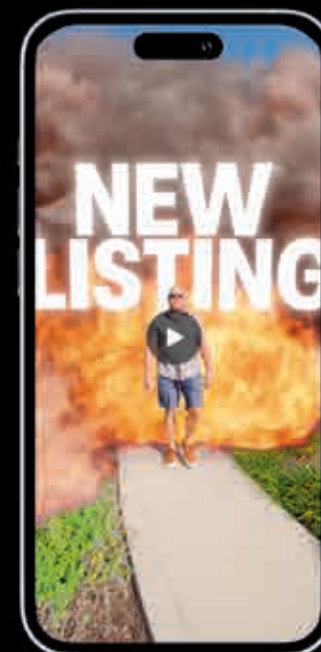
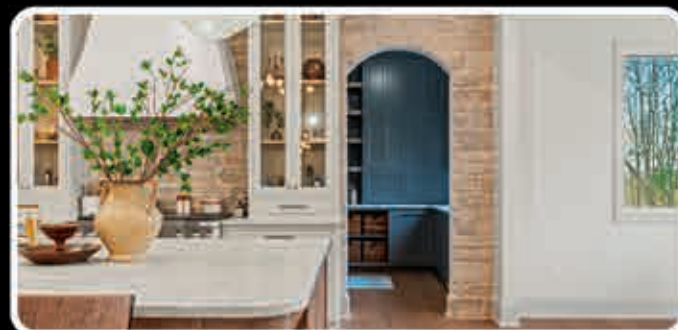
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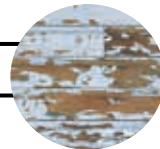
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TOP 100 STANDINGS

Year-End Top 100 Standings: [From January 1, 2026, to August 31, 2026](#)

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMEPS	105	\$42,274,592	\$402,615
2	Heather Regan	Regan & Ferguson Group - UPREFE	38.5	\$29,557,366	\$767,723
3	Leslie Ferguson	Regan & Ferguson Group - UPREFE	38.5	\$29,557,366	\$767,723
4	Bradley Noll	Noll Team Real Estate - UPNTRE	48.5	\$23,744,000	\$489,567
5	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	36	\$22,887,482	\$635,763
6	Evan Riecke	Encore Sotheby's International Realty - UPENSO	53	\$22,451,950	\$423,621
7	Warren Barnes	North Eastern Group Realty - UPNOEA	68	\$21,747,655	\$319,818
8	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	50	\$18,931,600	\$378,632
9	Richard Fletcher	North Eastern Group Realty - UPNOEA	53.5	\$18,288,481	\$341,840
10	George Raptis	Mike Thomas Assoc., Inc - UPMTAS	35	\$17,797,400	\$508,497
11	Jacob McAfee	CENTURY 21 Bradley Realty, Inc - UPBRAD	54	\$17,279,100	\$319,983
12	Lucas Deck	Weichert Realtors - Hoosier Heartland - NE2458	68	\$16,632,900	\$244,601
13	Perry Glancy	Krueckeberg Auction And Realty - UPKRAU	9	\$16,300,000	\$1,811,111
14	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	31.5	\$14,976,730	\$475,451
15	Alan Scherer	North Eastern Group Realty - UPNOEA	36	\$14,792,715	\$410,908
16	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	39.5	\$14,518,950	\$367,568
17	Scott Pressler	Keller Williams Realty Group - UPKEPR	36	\$14,182,185	\$393,949
18	Patti Couperthwaite	Coldwell Banker Real Estate Group - NE9	24.5	\$14,139,249	\$577,112
19	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	40	\$14,013,075	\$350,326
20	Tim Haber	RE/MAX Results - UPREMX01	37	\$13,545,275	\$366,088
21	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	74.5	\$13,521,555	\$181,497
22	Emily Ewing	North Eastern Group Realty - UPNOEA	40.5	\$13,121,315	\$323,983
23	Erin Poiry	Mike Thomas Assoc., Inc - UPMTAS	27	\$12,996,088	\$481,336
24	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	25	\$12,995,100	\$519,804
25	Ray Smith	ADT Realty - UPADTR	40	\$12,935,700	\$323,392
26	Geoff Cavender	eXp Realty, LLC - UPEXPR	30.5	\$12,817,169	\$420,235
27	Bradley Stinson	North Eastern Group Realty - UPNOEA	36	\$12,640,615	\$351,128
28	Martin Brandenberger	Coldwell Banker Real Estate Gr - UPRWGR09	20	\$12,616,300	\$630,815
29	TJ Short	CENTURY 21 Bradley Realty, Inc - UPBRAD	48	\$12,385,900	\$258,039
30	Cecilia Espinoza	Realty of America LLC - UPREOA	60	\$12,260,590	\$204,343
31	Gabe Cerny	RE/MAX Results - NE30	22	\$12,007,700	\$545,804
32	Mary Sherer	ERA Crossroads - UPSHAA	37	\$11,896,181	\$321,518
33	Jordan Wildman	eXp Realty, LLC - UPEXPR	55	\$11,678,400	\$212,334

#	Agent	Office	Units	Volume	Average
34	Keri Garcia	Mike Thomas Assoc., Inc - UPMTAS	16	\$11,638,071	\$727,379
35	Alyssa Schendel	North Eastern Group Realty - UPNOEA	41	\$11,632,939	\$283,730
36	Gregory Brown	CENTURY 21 Bradley Realty, Inc - UPBRAD	32.5	\$11,485,103	\$353,387
37	Justin Walborn	Mike Thomas Assoc., Inc - UPMTAS	26.5	\$11,405,425	\$430,393
38	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	32	\$11,310,530	\$353,454
39	Kimberly Ward	North Eastern Group Realty - UPNOEA	93	\$11,286,213	\$121,357
40	Kelly Werth	Mike Thomas Assoc., Inc - UPMTAS	25	\$11,166,300	\$446,652
41	Tyler Jackson	CENTURY 21 Bradley Realty, Inc - UPBRAD	39	\$10,943,900	\$280,612
42	Justin Heflin	Mike Thomas Assoc., Inc - UPMTAS	27.5	\$10,915,850	\$396,940
43	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	35.5	\$10,820,420	\$304,800
44	Wendy France	CENTURY 21 Bradley Realty, Inc - UPBRAD	29	\$10,676,035	\$368,139
45	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	40.5	\$10,665,020	\$263,333
46	Andrea Gates	Coldwell Banker Real Estate Gr - UPRWGR09	37	\$10,573,300	\$285,764
47	Jennifer Hinen	Keller Williams Realty Group - UPKEPR	33	\$10,560,266	\$320,008
48	Andrea Zehr	RE/MAX Results - UPREMX01	24	\$10,375,278	\$432,303
49	Kay Young	ERA Crossroads - KO128	21	\$10,319,500	\$491,404
50	Craig A Walker	Coldwell Banker Real Estate Group - NE9	10	\$10,283,900	\$1,028,390
51	Jessica Arnold	North Eastern Group Realty - UPNOEA	33.5	\$10,147,550	\$302,911

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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TOP 100 STANDINGS

Year-End Top 100 Standings: [From January 1, 2026, to August 31, 2026](#)

#	Agent	Office	Units	Volume	Average
52	Hayden Weber	Weichert Realtors - Hoosier Heartland - NE2458	27.5	\$10,145,850	\$368,940
53	Dana Botteron	CENTURY 21 Bradley Realty, Inc - UPBRAD	28	\$10,017,000	\$357,750
54	Scott Hope	ADT Realty - UPADTR	25	\$9,933,978	\$397,359
55	James Felger	Mike Thomas Assoc., Inc - UPMTAS	45.5	\$9,891,644	\$217,398
56	Heather Sanders	eXp Realty, LLC - UPEXPR	29	\$9,864,182	\$340,144
57	Katie Brown	Mike Thomas Assoc., Inc - UPMTAS	26.5	\$9,864,100	\$372,230
58	Beth Goldsmith	North Eastern Group Realty - UPNOEA	23.5	\$9,822,503	\$417,978
59	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	34.5	\$9,791,400	\$283,808
60	Heidi Haiflich	North Eastern Group Realty - UPNOEA	18	\$9,539,344	\$529,963
61	Erika Gaetz	Century 21 Bradley-Angola - NE2452	32.5	\$9,479,900	\$291,689
62	Erica Amans	Coldwell Banker Real Estate Group - NE9	19	\$9,404,225	\$494,959
63	Kaylin Krontz	CENTURY 21 Bradley Realty, Inc - UPBRAD	34	\$9,307,500	\$273,750
64	Timothy Green	Sterling Realty Advisors - UPSTAS	30	\$9,257,571	\$308,585
65	Joanne Gleckler	Realty PRO Hansbarger Realty - NE10	7	\$9,195,000	\$1,313,571
66	Joyce Swartz	Coldwell Banker Real Estate Gr - UPRWGR09	22	\$9,080,300	\$412,740
67	Sabrina Phyo	Uptown Realty Group - UPUTRG	47	\$9,061,690	\$192,801
68	Kenson Dhanie	Mike Thomas Assoc., Inc - UPMTAS	26	\$8,891,950	\$341,998
69	Isaac Stoller	Steffen Group - UPSTGR	29	\$8,862,834	\$305,614
70	Stacy Dailey	North Eastern Group Realty - UPNOEA	29	\$8,821,650	\$304,194
71	Brandon Steffen	Steffen Group - UPSTEF	27.5	\$8,677,250	\$315,536
72	Michelle Sinn	Coldwell Banker Real Estate Gr - UPRWGR09	25	\$8,663,302	\$346,532
73	David Springer	Mike Thomas Assoc., Inc - UPMTAS	18	\$8,642,015	\$480,111
74	Johanna Pardon	Mike Thomas Assoc., Inc - UPMTAS	21	\$8,612,300	\$410,109
75	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	28	\$8,573,030	\$306,179
76	Erin Hyndman	Mike Thomas Assoc., Inc - UPMTAS	25	\$8,539,965	\$341,598
77	Randy Harvey	Coldwell Banker Real Estate Gr - UPRWGR09	35	\$8,520,475	\$243,442
78	Melissa Jagoda	Mike Thomas Associates, Inc. - UPMTAS03	29	\$8,427,625	\$290,607
79	Samantha Mason	CENTURY 21 Bradley Realty, Inc - UPBRAD	25	\$8,325,820	\$333,032
80	Jared Kent	Anthony REALTORS - UPANRE	27	\$8,263,923	\$306,071
81	Erica Jamison	Coldwell Banker Real Estate Gr - UPRWGR09	10	\$8,257,425	\$825,742
82	Timothy Tower	CENTURY 21 Bradley Realty, Inc - UPBRAD	25	\$8,190,247	\$327,609
83	Kerri Morningstar	CENTURY 21 Bradley Realty, Inc - UPBRAD	21.5	\$8,089,730	\$376,266
84	Billie Shively	eXp Realty, LLC - UPEXPR	31	\$8,058,100	\$259,938

#	Agent	Office	Units	Volume	Average
85	Isabella Reed	Keller Williams Realty Group - UPKEPR	24	\$7,935,200	\$330,633
86	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc - UPBRAD	14	\$7,890,400	\$563,600
87	James Reecer	Keller Williams Realty Group - UPKEPR	15	\$7,856,500	\$523,766
88	Tyler Dohner	CENTURY 21 Bradley Realty, Inc - UPBRAD	30.5	\$7,854,760	\$257,533
89	Michelle Snyder	North Eastern Group Realty - UPNOEA	24	\$7,768,600	\$323,691
90	Jerry Starks	JM Realty Associates, Inc. - UPJMRA	28	\$7,750,387	\$276,799
91	Andy Eckert	Ness Bros. Realtors & Auctione - UPRLNB01	27	\$7,732,775	\$286,399
92	Catherine Peterson	Steffen Group - UPSTGR	26	\$7,731,100	\$297,350
93	Ian Barnhart	Coldwell Banker Real Estate Gr - UPRWGR05	22	\$7,651,440	\$347,792
94	Jeffery Walborn	Mike Thomas Assoc., Inc - UPMTAS	18	\$7,633,725	\$424,095
95	Emily Cary	Keller Williams Realty Group - UPKEPR	23	\$7,606,811	\$330,730
96	Joni Donaghy-Myers	Coldwell Banker Holloway - UPCHOH	28	\$7,582,100	\$270,789
97	Lori Stinson	North Eastern Group Realty - UPNOEA	21	\$7,572,633	\$360,601
98	Jeffery Holtsclaw	CENTURY 21 Bradley Realty, Inc - UPBRAD	30	\$7,565,300	\$252,176
99	Jacob Hege	Uptown Realty Group - UPUTRG	21	\$7,562,340	\$360,111
100	Raylene Webb	eXp Realty, LLC - UPEXPX	44	\$7,519,370	\$170,894

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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