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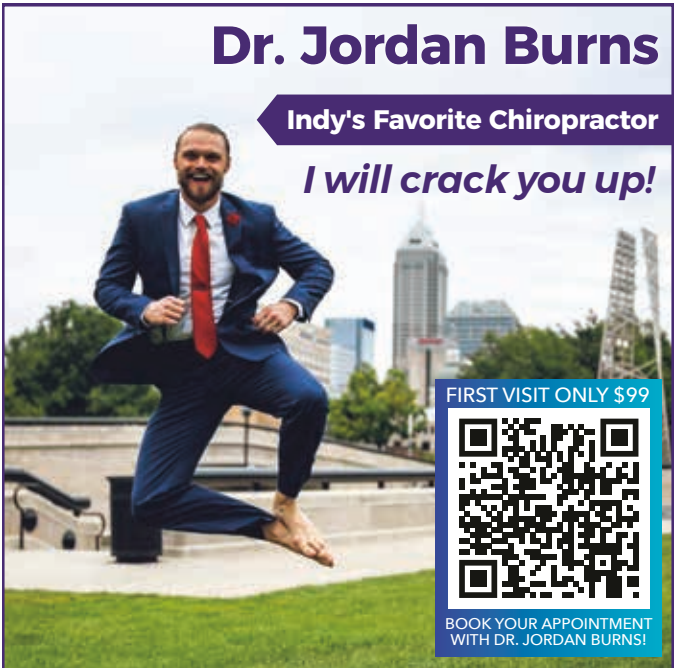
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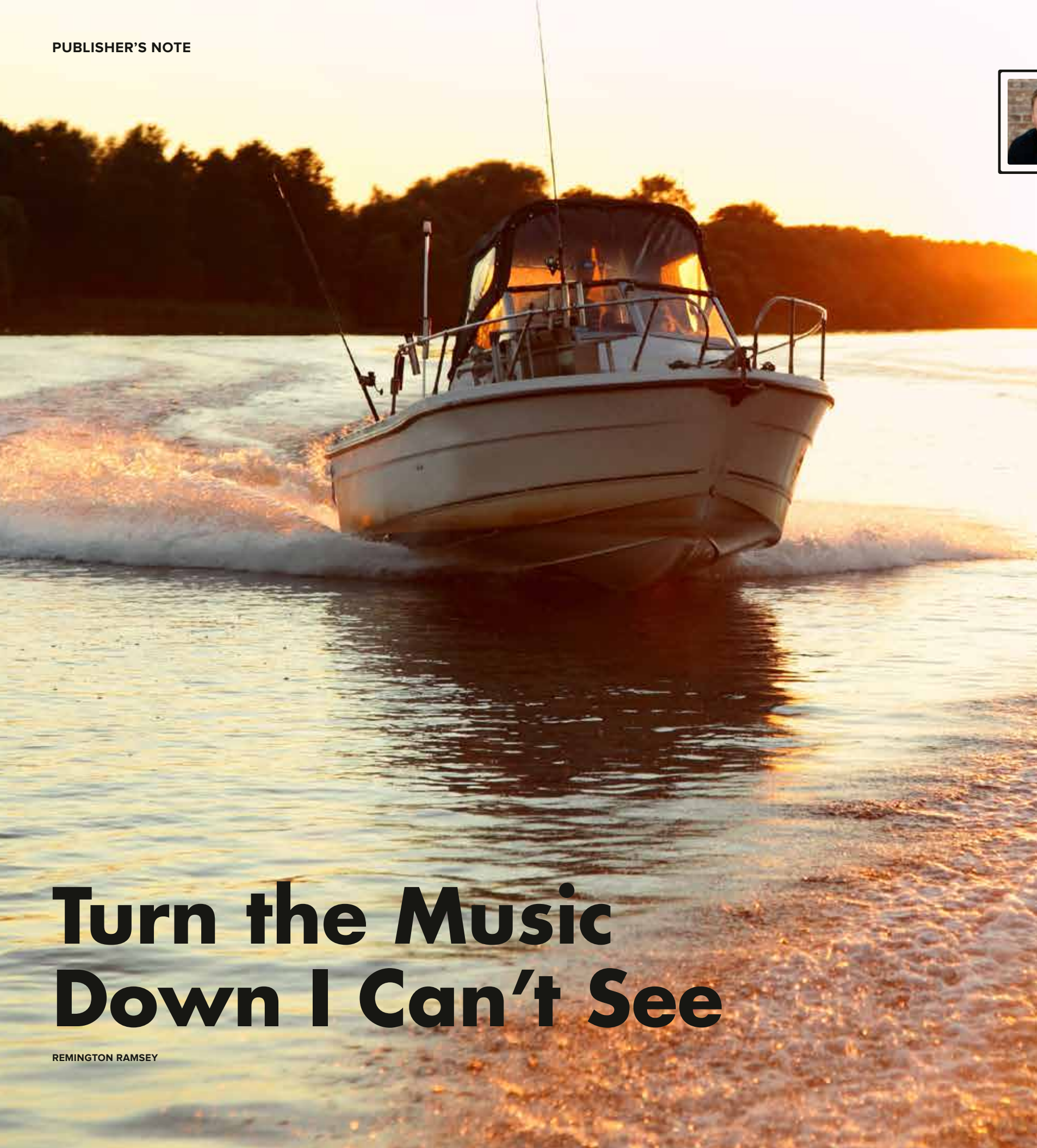
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Turn the Music Down I Can’t See

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It’s a running joke in our family. I’m sure it is in a lot of families. If Dad needs to focus, everybody needs to be quiet. Parking the car. Driving through a downpour. Backing into a tight spot.

“Turn the music down. I can’t see.”

Which makes absolutely no sense. Until you’re trying to park a boat.

Now I’m trying to ease several thousand pounds of fiberglass into a slip without ripping out the dock I spent my life savings on, and suddenly I need complete silence.

Turn it down. I can’t see.

Turns out, there’s actually something to this.

Vision and hearing compete for our attention. Our brains can only process so much at once, and reducing one source of input can help us concentrate harder on another.

Apparently, the brain has a limited number of open tabs. And when you’re trying to thread a boat into a tight slip, Spotify is using one of them.

This is particularly bad news for me.

I am the king of open tabs.

It’s embarrassing.

At any given moment I have so many tabs open on my computer that I can’t even read what they are anymore. And that’s on one window. There are other windows.

There is something exciting about chaos. Especially



in business. The phone is ringing. People need you. Problems need solving. Opportunities keep showing up. Another idea pops into your head.

Open another tab.

And another.

And another.

Some of that chaos is necessary. Some of it is even fun.

But there are moments when you need to turn the music down. Because there’s a difference between being busy and being focused. There’s a difference between having a lot going on and knowing what matters right now.

Sometimes the most important thing you can do isn’t add another idea, another meeting, another report, another opinion. Sometimes you need to turn the music down so you can see.

I was reminded of this the other day while parking the boat.

Along the side of our dock was a PVC pipe that acted as a guide for the boat.

I say “was” because I took it off coming in a little too hot.

After various harsh words directed entirely at myself, I stood there looking at the damage and wondered if maybe I had forgotten to turn the music down.

There were too many tabs open.

Next time, I’ll turn it down.

Because someday it might not be a PVC pipe.

It’ll be a prop.

Or a hole in the boat.

Some things cost a lot more than a little silence.

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Chelsi
KITCHEN

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

A. If I'm being honest, I didn't really know that early. I had gotten my doctorate and ended up with \$114,000 in debt. I cleared undergrad with just \$17,000 of debt but graduate school really increased that debt amount. I knew in order to change my situation, I had to change my life. I bought my first house, got my real estate license and paid off my student loan debt after 2 years in real estate. Once I got into it, it clicked really fast. I realized it combined everything I naturally enjoy: helping people, problem-solving, negotiating, marketing, and building relationships and it felt like a career where I could fully be myself.

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

The beauty of this career is it tests you in every facet of your personality, which is so interesting to me. Obviously, I love meeting people and helping be a little matchmaker with the perfect house, but emotions run high in a scenario like this and being self-aware enough to not let one's own inner demons influence responses is a big responsibility that I don't take lightly and always aim to improve.

Q. What are the negatives / challenges of what you do?

You can make as much, or as little money as you'd like to. Sounds positive, right?! This is what I always wanted and hoped for, however, it requires stiff boundaries that I am still developing. I remember waiting around for this buyer all day, who had wanted to see a house that day. I showed the home to the wife around noon that day and she wanted to see it again once her husband got off work...she texted me at 9pm saying he was finally home and they were ready. Thank goodness it was vacant and I could do it but I would be lying if I said I wasn't cussing myself as I changed out of my PJs and drove from Greenwood to Carmel.



Q. What has contributed to your quicker success?

Coming from the field that I did, I got really used to giving people news they weren't going to like but needed to hear, and delivering it in a very direct manner. Doing the same with houses has worked well for me.

An example of this is a few months ago I was helping a first-time homebuyer with parents in tow. The house was listed for \$275k parents said, "well what's asked for and what you offer are totally different, so you should offer \$230k."

I said, "I'll support whatever you do but offering \$230k on a house listed for \$275k is a recipe for not getting this house so you have to be ready to lose out on this house if we take that advice." I went on to explain market stats from when the parents were buying vs now and we put in a stronger offer and close next week.

Q. What people influenced you the most?

A. My family has always influenced me a lot, especially through work ethic and resilience. Professionally, I've also been inspired by my husband who has built a business authentically and is so good at making others feel comfortable instead of pressured. I pay attention to people



who lead with confidence without losing their personality.

Q. How do you define success?

Time freedom and money freedom. I get maybe 15 years with my dog, if I'm lucky, I want to have the time to walk him and to take him swimming. I want to suck the marrow from life while I'm physically able to do so. That opportunity is something I'll always seize and make the absolute most of it. I know if my husband and I have children, that mindset will shift from canine children to human children but same sentiment applies. One can never know how much time she has with people and I really want to have the capacity to savor that time with those I love.

Q. What other interests do you have?

I love fitness, I quilt, I also love home design, content creation, and personal development. I love exploring new cities with my husband, finding vintage stores, and getting 50,000 steps. I also really enjoy creating social media content because it allows me to combine creativity with business.

Q. What makes your business different from others?

I don't look at everything like it has to be earth-shatteringly difficult. I reflect on how grateful I am for leads that fall into my inbox, literally while I sleep, and how I just have to connect with people. It doesn't have to be that hard. It can be fun, light, playful even, and that's how I use social media to connect.

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

I would wipe Zillow leads out. I don't know how, but I'd try.

Q. What about your family life today?

I couldn't be happier. I have the most supportive husband, who is always in sales, he owns a company buying, selling, and refurbishing oxygen cylinders. We love taking long walks together with our dog, Cash. We travel together often and our careers allow that flexibility; our favorite spot is NYC but we love a roadtrip to Colorado too! Some days we choose a coffee shop and go work together before whatever we have on the docket for the day. 🍷



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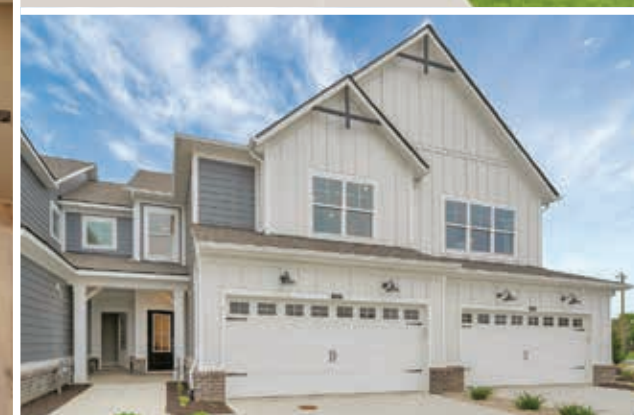
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Celebrating 50 Years

JUAN CARLOS BARRENECHE

WHAT IF DOING LESS COULD
ACTUALLY GET YOU MORE?

BY KELSEY RAMSEY

Transactions closed. Awards earned. Income generated.

For Juan Carlos Barreneche, success is not about doing everything yourself. In fact, he believes the opposite. His guiding principle is simple: “In order to regain control of your life, you must first learn to release it.”

That philosophy is at the heart of Goldbar Staffing, the company Juan Carlos founded to help high performing real estate agents, entrepreneurs, and business owners build the teams they need to grow without becoming trapped by their own businesses.

Goldbar recruits, trains, certifies, and places top tier executive assistants, handling the hiring, training, systems, and artificial intelligence so clients do not have to figure it all out themselves. In roughly 15 months, the company

has placed more than 100 executive assistants across the United States.

For Juan Carlos, the concept came from experience.

Born and raised in Queens, New York, Juan Carlos earned a biology degree from Stony Brook University. During his sophomore year, he found himself sitting in a library at 2 a.m., studying organic chemistry as part of a pre med path that he eventually realized was not really his.

“I wanted assets, not just income,” he says.

After graduating in 2016, Juan Carlos went in a completely different direction than many expected. He skipped medical school, earned his real estate license, and began building

a career around creating a business that could grow without requiring him to trade every hour of his life for a paycheck.

By 2023, he had sold more than \$100 million in real estate and more than 200 homes. More importantly, he had built a business that could operate remotely because he had created teams, systems, and processes that removed him as the bottleneck.

That experience became the blueprint for Goldbar. “I personally sold \$100 million plus in real estate, so I know exactly what it takes to build a team,” Juan Carlos says. “I do the hiring, staffing, and systems for our clients so they don’t have to figure out the AI or the training themselves.”

Goldbar’s approach is not simply about finding someone to handle a long list of tasks. Juan Carlos believes clients need a complement, not a clone. The right assistant is someone who





“
In order to
REGAIN
CONTROL
of your
life, you
must first
learn to
RELEASE
IT.”

loves the work the business owner avoids and brings strengths that fill the gaps.

His formula for success is straightforward: People, Process, Performance, in that order. Put the right person in the right role. Build systems that do not depend on one individual. Then create accountability without constant micromanagement.

There is also a deeply personal reason Juan Carlos is so passionate about helping business owners release control.

His parents came to the United States from Colombia with almost nothing. They had no fluent English,

connections, or money. What they did have was an incredible work ethic.

His father spent more than 50 years working in corporate human resources while commuting three hours every day. His mother built her own business, carrying much of the responsibility herself. In 2024, she required heart surgery, which doctors connected to decades of stress. She has fully recovered, but the experience came at a significant cost. She ultimately had to give up the practice she had built.

“That’s the whole reason Goldbar Staffing exists,”

Juan Carlos says. “So no one else has to pay that price for building something.”

Today, Juan Carlos works alongside his sister Laura, who runs Finance at Goldbar. A corporate team of about 22 people supports executive assistants placed throughout the country, while Goldy.ai provides an assistant management platform for Goldbar and its clients.

Perhaps the most fulfilling part of Juan Carlos’s work is hearing what happens when a client finally has the support they need.

“The moment a client tells you, ‘You changed my life. I

can’t remember what it was like before this assistant,’ that is everything.”

His own life reflects the freedom he wants to create for others. Juan Carlos travels frequently, enjoys good restaurants, plays tennis, and loves salsa. He can enjoy those things because Goldbar is built around people and systems rather than requiring him to be in every room.

For Juan Carlos, that is the real definition of success: reaching a point where you are aligned with your highest purpose, making a difference

in the world, and genuinely happy doing it.

His advice to top producers is simple. Whatever you are trying to achieve, someone has already achieved it. Find that person and model what worked.

There is no reason to reinvent the wheel. Find the right people, build the right systems, and learn to release the things that keep you from moving forward.

That is not just the Goldbar philosophy. It is the lesson Juan Carlos has built his life around. ▀



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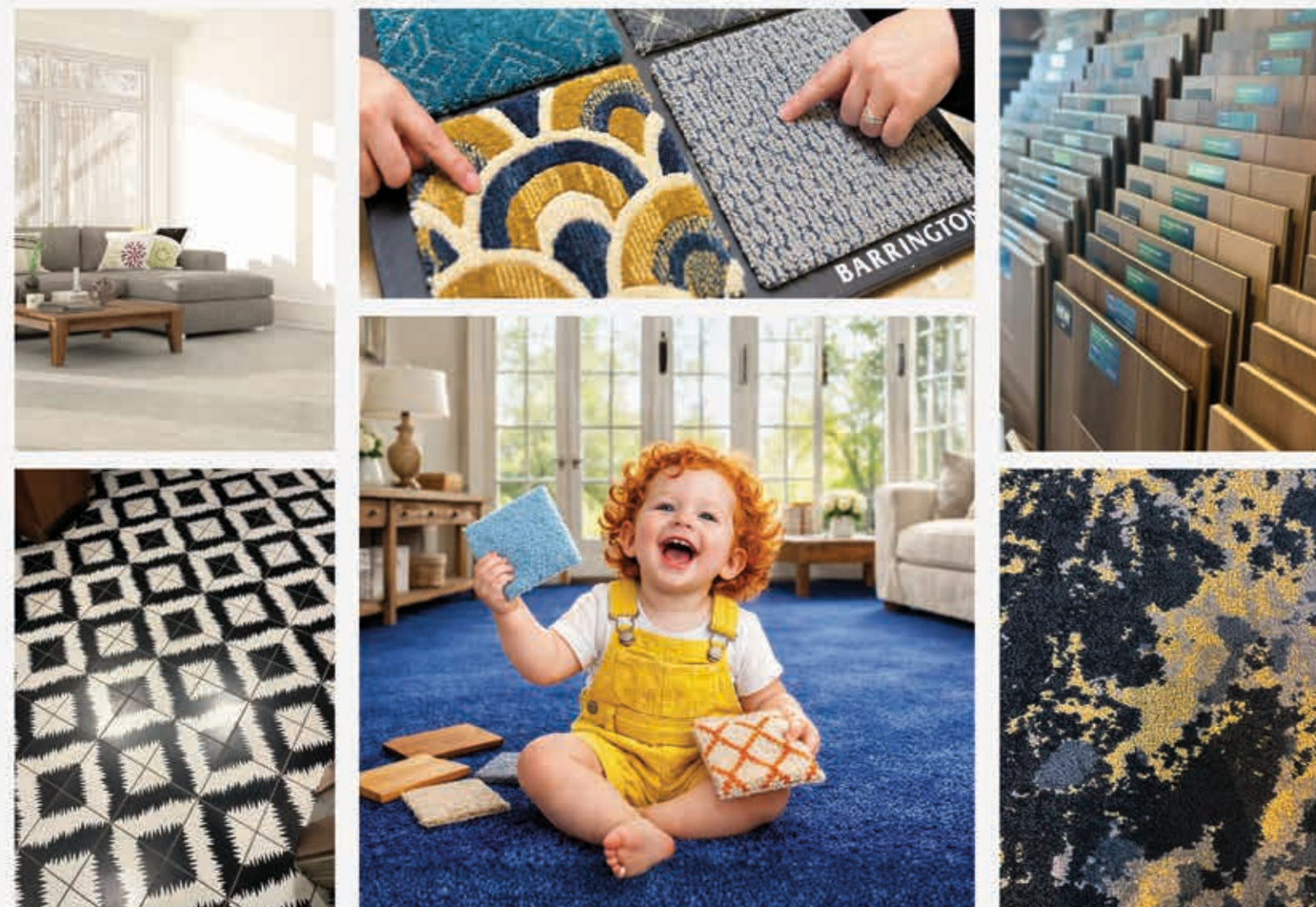
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AI and Home Inspections

BY PHIL THORNBERRY

Artificial intelligence is quickly becoming part of the real estate transaction. Buyers are using AI to summarize inspection reports, explain technical terms, estimate repair costs, and even generate lists of questions to ask after an inspection. In some cases, agents are also using AI to review inspection reports before discussing them with their clients. While AI can be a valuable educational tool, it is important to understand both its strengths and its limitations.

As home inspectors, we see tremendous potential for AI to help buyers better understand the information contained in an inspection report. A quality inspection often contains dozens or even hundreds of observations, and AI can organize those findings into summaries with familiar terminology and help buyers prioritize which issues deserve the most attention. These capabilities can make the inspection report less overwhelming and help clients feel more informed when making one of the largest financial decisions of their lives.

Where problems begin is when AI shifts from explaining the inspection report to evaluating the inspection itself or re-inspecting the home from the limited set of photos included with the report.

An AI program only analyzes the words and photos in a report. It was not present during the inspection, cannot see conditions that were observed but found acceptable, and does not know what areas were inaccessible or outside the scope of a standard home inspection. Experienced inspectors make hundreds of professional judgments during every inspection, many of which never require a written comment because no defect was observed.

As a result, AI may generate questions such as, “Why wasn’t this item mentioned?” or “Shouldn’t the inspector have recommended this?” The answer is often simple: there was nothing to report. AI frequently assumes that if something is not

mentioned, it was overlooked. Home inspectors know that is not how professional inspection reports are written.

Another common challenge is that AI often presents opinions with a high degree of confidence, even when it lacks important context. It may confuse modern building codes with standards that applied when the home was built, interpret manufacturer recommendations as code requirements, or suggest additional testing outside the scope of a standard home inspection. While these recommendations may sound authoritative, they are not always accurate or applicable to the property being inspected.

For real estate agents, the best approach is to view AI as an assistant rather than an authority. It can be an excellent resource for helping clients understand technical information, organizing questions, and identifying topics that deserve further discussion. However, AI-generated conclusions should never replace a conversation with the inspector who personally evaluated the property.

If AI raises a question about the report, consider asking the inspector for clarification instead of assuming something was missed. Inspectors are happy to explain why an item was or was not included and to provide additional context that AI simply cannot obtain from written text alone.

As AI continues to evolve, it will undoubtedly become a valuable tool throughout the home buying process. However, successful transactions will continue to depend on collaboration between buyers, agents, and qualified home inspectors. AI can help explain what was written, but it cannot reliably determine what should have been written. The inspector’s firsthand observations, professional training, and experienced judgment remain the foundation of a quality home inspection, and AI is at its best when it supports that expertise rather than attempting to replace it.

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Matt King

October 2023

Several years ago, Matt King received life-altering news; he had stage 4 cancer and was given six months to live. Matt accepted his position and formulated his plan for the final chapter of his story. He wanted his friends and family to see him journey with grace and dignity, and he wanted them to know that his mantra would center on his resiliency. As time progressed and an experimental drug began to work, Matt had to alter his thoughts about legacy and pivot to making it through life. To take the pressure from your angst, you will be very happy to know that Matt is now cancer free and making plans as he always does – to improve and make things better.

For King, success falls into two categories: life and career. He says that his plan for his personal life is to make things better for his family and to make those around him better. For his career, Matt strives always to do something noble and valuable each day where he can keep on pace through positive feedback, and he labors to build financial rewards for his and his family's benefit. It goes without saying that the cancer altered his view of work and life forever, and he has an inner passion now to make every day count.

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JAMES ROBINSON

FROM MAIDENHEAD TO THE MIDWEST

BY KELSEY RAMSEY
PHOTOS BY ART HOME PHOTO

But even he might not have predicted that the road to becoming one of Indiana's top Realtors would begin with a childhood passion for acting and a small role in a Harry Potter movie.

Born and raised in Maidenhead, England, about 30 miles outside London, James grew up surrounded by a supportive family that encouraged him to pursue whatever path interested him. In his teenage years, that path briefly pointed toward acting. He even landed an extra role in the fourth Harry Potter movie.

Hollywood, however, would have to wait.

"I turned it down," James jokes when asked about returning for the fifth movie. "It was Hollywood to houses!"

The joke is fitting because real estate quickly became much more than a job. At 18, James entered the industry as a trainee negotiator in the United Kingdom. By 21, he was managing the sales team in a busy flagship office. During his time in the UK, he earned regional and national recognition for both listings and sales performance.

Real estate was James's first job and, remarkably, it has remained his only career.

"I couldn't wait to get into work," he says.

While he had already developed significant sales experience, James decided at 22 that he wanted to formalize his business education. He attended Bucks New University just outside London, completing his studies at night while continuing to

If YOU HAD TOLD JAMES ROBINSON AT 18 THAT HIS FIRST JOB IN REAL ESTATE WOULD EVENTUALLY LEAD HIM ACROSS TWO CONTINENTS, MORE THAN \$160 MILLION IN CLOSED BUSINESS, A LUXURY OFFICE IN DOWNTOWN CARMEL, AND A FIVE TIME ICON AGENT DESIGNATION WITH EXP, HE PROBABLY WOULD HAVE BELIEVED YOU. JAMES HAS NEVER BEEN SHORT ON AMBITION.



work full time. He graduated with a first class honors degree in business.

For James, the decision to pursue real estate always felt natural. He is outgoing, highly communicative, competitive, and genuinely enjoys helping people. Put those traits together and the industry seems almost tailor made for him.

“I’ve always been extroverted and a strong communicator,” he says. “Combine that with enjoying helping people and the job feels like it was made for me.”

After building a successful career in the UK, James faced what would become one of the defining challenges of his professional life. He left behind an established business, professional reputation, and network to start over in Carmel, Indiana.

He had no local sphere. No longstanding connections. No built in pipeline.

So he did what he knew how to do.

He picked up the phone.

For his first 12 months in the United States, James cold called For Sale By Owner properties, generating nearly \$14 million in production. It was an unconventional way to establish himself in a new market, but it perfectly demonstrated the quality that has defined his career for more than two decades.

James simply does not quit.

Within a year of joining RE/MAX, he achieved Platinum status. Today, seven years after making the move to Carmel, he has closed more than \$160 million in business, opened a luxury office space in Downtown Carmel, built a successful team, and earned five time Icon Agent recognition with eXp.

“
THE MOST REWARDING ELEMENT IS DEFINITELY
HELPING PEOPLE
WITH SUCH A MONUMENTAL LIFE DECISION AND
SUCCESSFULLY NAVIGATING THE PROCESS.
”

He has also risen to become the number one agent for production within his brokerage in the Indianapolis metro area. The numbers are impressive, but James believes the most important part of his business is what happens between the numbers. “The most rewarding element is definitely helping people with such a monumental life decision and successfully navigating the process,” he says.

Real estate transactions may have a closing date, but the relationships often last much longer. Clients become friends,

and friends become part of an ever expanding network of people who know James, trust James, and refer James.

That network was not handed to him. He built it.

His approach has been shaped by more than 20 years of experience, rejection, difficult conversations, long hours, and plenty of moments that would test even the thickest skin.

One story perfectly captures his attitude.

During a cold call, a potential client told James to, in his words, “F off” before immediately hanging up the phone.

Most people would probably move on. James called back. “I asked why they hung up on me,” he says.

Six weeks later, he closed their sale.

It is the kind of story that might sound unbelievable if James did not have plenty more where that came from. After more than two decades in the





business, he says he has enough crazy real estate stories to fill a book.

His ability to shrug off rejection is one of the biggest things he believes separates him from others.

“I’ve developed incredibly thick skin,” he says. “Rejection is water off a duck’s back.” That mentality has served him well, particularly when building a career in a new country. James believes success is less about avoiding setbacks and more about continuing forward when they inevitably happen.

His advice to newer agents is straightforward. “Just keep going. You can’t fail if you never quit.”

He also encourages new agents to find someone who is already doing what they aspire to do.

“Attach yourself to an agent that has experienced the success you want to emulate,” he says. “It’s hard to do this alone. You are going to tighten the learning curve significantly if you can get in the right rooms and surround yourself with winners.”

Today, James’s motivation extends far beyond professional accolades. He is passionate about continuing to grow his business while creating the best possible life for his family. He and his wife, Caity, have two young sons, Parker and Pierce, who are four and two. Away from work, the Robinson family enjoys long walks around the neighborhood, coffee and



croissant mornings, summer swims, and traveling whenever they can squeeze it into their schedules.

James is also a lifelong football fan, although American readers would know it as soccer. He has followed Liverpool for most of his life and is now attempting to pass that passion down to his boys.

There is just one problem. “They want to pick up the ball and run with it,” he says. “That’s not a great sign from my perspective.”

It is that combination of relentless ambition and easygoing humor that makes James who he is. He can talk about production numbers and business strategy one minute, then

laugh about his sons’ questionable football technique the next.

His career may have started in England, but James has built something distinctly his own in Indiana. He took a risk, started over, picked up the phone, faced rejection, and kept going.

From a young boy in Maidenhead who dreamed about acting to a top producing Realtor in Carmel, the story has never really been about houses.

It has always been about people, persistence, and the willingness to keep moving forward.

And if James has anything to say about it, there are still plenty of chapters left to write. ▀



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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
1	Allen Williams	Berkshire Hathaway Home	93	89	182	\$112,495,041
2	Mike Deck	Berkshire Hathaway Home	47	52	99	\$111,266,872
3	Matt McLaughlin	F.C. Tucker Company	61	55	116	\$98,346,252
4	Justin Steill	Berkshire Hathaway Home	75	53	128	\$87,047,485
5	Jennil Salazar	Compass Indiana, LLC	36	14	50	\$74,046,931
6	Bif Ward	F.C. Tucker Company	35	28	63	\$73,284,587
7	Lindsey Smalling	Highgarden Real Estate	82	100	182	\$56,886,171
8	Laura Turner	F.C. Tucker Company	46	58	104	\$54,552,524
9	Stephanie Evelo	Keller Williams Indy Metro NE	58	64	122	\$51,673,141
10	Matt King	F.C. Tucker Company	33	21	54	\$49,349,718
11	Carrie Holle	Compass Indiana, LLC	21	19	40	\$47,709,975
12	Stephen Clark	Compass Indiana, LLC	28	47	75	\$47,148,251
13	Steve Lew	Steve Lew Real Estate Group, LLC	64	54	118	\$37,630,544
14	Michelle Chandler	Keller Williams Indy Metro Partners	55	49	104	\$37,381,797
15	Robbin Edwards	Encore Sotheby's International	19	28	47	\$36,453,306
16	Sean Daniels	Daniels Real Estate	44	33	77	\$35,600,747
17	Lora Reynolds	Epique Inc	35	100	135	\$34,353,164
18	Mary Wernke	Encore Sotheby's International	12	18	30	\$33,808,561
19	Patrick Tumbarello	F.C. Tucker Company	30	32	62	\$32,743,330
20	Heather Upton	Keller Williams Indy Metro NE	59	50	109	\$32,378,119
21	Brian Sanders	CENTURY 21 Scheetz	20	18	38	\$32,046,200
22	James Robinson	eXp Realty, LLC	15	29	44	\$31,210,896
23	Traci Garontakos	The Agency Indy	17	11	28	\$31,161,923
24	Patrick Watkins	Mike Watkins Real Estate Group	44	36	80	\$30,464,737
25	Derek Gutting	Keller Williams Indpls Metro N	32	26	58	\$30,191,924
26	Nicholas Laviolette	Compass Indiana, LLC	25	15	40	\$30,182,000
27	Scott Hackman	CENTURY 21 Scheetz	14	19	33	\$29,701,963
28	James Embry	Keller Williams Indpls Metro N	24	16	40	\$28,918,902
29	Erika Frantz	Berkshire Hathaway Home	41	16	57	\$28,881,643
30	David Brenton	DAVID BRENTON'S TEAM	53	33	86	\$28,851,095
31	Chris Schulhof	RE/MAX Realty Services	21	17	38	\$28,676,700
32	Drew Wyant	1 Percent Lists Indiana Real Estate	74	18	92	\$27,724,375
33	Jamie Boer	Compass Indiana, LLC	33	33	66	\$27,376,102

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
34	Laura Waters	Highgarden Real Estate	37	30	67	\$26,669,980
35	Denise Fiore	CENTURY 21 Scheetz	21	16	37	\$26,271,637
36	Tim O'Connor	Berkshire Hathaway Home	25	28	53	\$25,124,411
37	Jordan Gallas	@properties/Christie's Intl RE	10	10	20	\$25,006,400
38	Kristian Gaynor	F.C. Tucker Company	16	23	39	\$24,592,817
39	Jeffrey Cummings	RE/MAX Complete	36	28	64	\$24,392,102
40	Tina Smith	CENTURY 21 Scheetz	14	14	28	\$24,282,050
41	Craig Deboor	Real Broker, LLC	54	29	83	\$23,925,082
42	Kyle Ingle	eXp Realty, LLC	19	22	41	\$23,576,868
43	Todd Ferris	Ferris Property Group	20	23	43	\$23,471,830
44	Laura Heigl	CENTURY 21 Scheetz	17	10	27	\$23,432,460
45	Scott Chain	Berkshire Hathaway Home	29	30	59	\$23,205,102
46	Will Lonnemann	F.C. Tucker Company	31	26	57	\$23,128,603
47	Andrea Kelly	Encore Sotheby's International	8	7	15	\$23,015,000
48	Eric Wolfe	Prime Real Estate	47	37	84	\$22,965,759
49	Eric Forney	Keller Williams Indy Metro Partners	36	36	72	\$22,851,832
50	Carl Vargas	F.C. Tucker Company	27	23	50	\$22,718,742

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 may report each agent individually. *Indy Real Producers* does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based off of Mibor counties.



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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
51	Stacy Barry	CENTURY 21 Scheetz	19	23	42	\$22,433,822
52	Brian Wignall	F.C. Tucker Company	22	32	54	\$22,306,371
53	Gurvinder Gill	CENTURY 21 Scheetz	22	14	36	\$22,271,899
54	Corina Jones	Your Home Team	35	42	77	\$21,838,000
55	Lauren Hewitt	F.C. Tucker Company	18	21	39	\$21,829,425
56	Jennifer Goodspeed	Keller Williams Indy Metro Partners	28	27	55	\$21,613,680
57	Brigette Nolting	RE/MAX Real Estate Prof	19	21	40	\$21,260,000
58	Drew Schroeder	eXp Realty, LLC	17	14	31	\$21,068,234
59	Danielle Robinson	F.C. Tucker Company	26	19	45	\$20,685,820
60	Chanda Johnson	Maywright Property Co.	20	19	39	\$20,574,500
61	Benjamin Jones	Compass Indiana, LLC	19	16	35	\$20,106,158
62	Kristie Smith	Indy Homes	17	7	24	\$19,832,500
63	Paula Smith	Smith Family Realty	13	21	34	\$19,640,199
64	Lisa Stokes	CENTURY 21 Scheetz	27	16	43	\$19,532,665
65	Joshua Carpenter	Trueblood Real Estate	22	28	50	\$19,494,089
66	Patrick Keller	CrestPoint Real Estate	28	30	58	\$19,487,598
67	Garrett Brooks	United Real Estate Indpls	45	6	51	\$19,373,222

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Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
68	Matthew Kressley	F.C. Tucker Company	7	10	17	\$19,273,000
69	Shannon Gilbert	Keller Williams Indpls Metro N	19	17	36	\$19,152,549
70	Chad Renbarger	Mossy Oak Properties	11	11	22	\$18,776,870
71	Jennifer Shopp	Berkshire Hathaway Home	18	23	41	\$18,644,400
72	Peter Stewart	Keller Williams Indpls Metro N	40	40	80	\$18,467,428
73	Jake Stiles	Coldwell Banker Stiles	32	21	53	\$18,335,700
74	Tony Janko	Janko Realty Group	29	24	53	\$18,282,053
75	Christopher Braun	RE/MAX Real Estate Prof	9	6	15	\$18,257,170
76	Sena Taylor	Berkshire Hathaway Home	10	20	30	\$18,175,787
77	Isabella Frazier	Trelora Realty	126	0	126	\$18,137,897
78	Summer Hudson	eXp Realty, LLC	24	36	60	\$18,107,175
79	Basim Najeeb	Keller Williams Indy Metro Partners	10	40	50	\$17,919,769
80	Diane Brooks	F.C. Tucker Company	18	18	36	\$17,508,222
81	Whitney Strange	Keller Williams Indy Metro NE	18	23	41	\$17,504,353
82	Matthew Meyers	Encore Sotheby's International	12	11	23	\$17,441,720
83	Kelly Todd	Compass Indiana, LLC	11	11	22	\$17,350,000
84	Gregory Mohr	Berkshire Hathaway Home	8	9	17	\$17,213,200
85	Kelly Dather	Keller Williams Indy Metro NE	16	18	34	\$17,205,530
86	Mark Studebaker	Trueblood Real Estate	11	35	46	\$17,072,075
87	Mark Branch	Highgarden Real Estate	15	17	32	\$17,067,970
88	Meighan Wise	Keller Williams Indpls Metro N	20	9	29	\$17,038,685
89	Christy Cutsinger	F.C. Tucker Company	11	25	36	\$16,785,303
90	Matthew Reffeitt	Keller Williams Indy Metro Partners	30	13	43	\$16,723,361
91	Bryan Compton	United Real Estate Indpls	5	28	33	\$16,624,145
92	Megan Kelly	F.C. Tucker Company	8	11	19	\$16,469,585
93	Renee Peek	F.C. Tucker Company	22	17	39	\$16,456,600
94	Kyle Gatesy	eXp Realty, LLC	7	25	32	\$16,451,400
95	Molly Hadley	F.C. Tucker Company	23	17	40	\$16,441,055
96	Andrew Prince	CENTURY 21 Scheetz	10	24	34	\$16,316,101
97	Daniel Hubbard	eXp Realty LLC	15	29	44	\$16,172,850
98	Molly Lawless	F.C. Tucker Company	21	12	33	\$16,132,490
99	Kelly Huff	F.C. Tucker Company	19	17	36	\$15,810,835
100	Kristen Yazel	CENTURY 21 Scheetz	17	20	37	\$15,656,875





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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
101	Tracy Wright	F.C. Tucker Company	11	11	22	\$15,637,506
102	Casley Ward Lewis	F.C. Tucker Company	8	12	20	\$15,574,800
103	Jerry Gemmecke	F.C. Tucker Company	14	20	34	\$15,466,398
104	Mike Scheetz	CENTURY 21 Scheetz	17	8	25	\$15,399,476
105	Dana Holt	Keller Williams Indpls Metro N	11	11	22	\$15,396,600
106	Jennifer Blandford	Carpenter, REALTORS®	25	13	38	\$15,333,934
107	Karl Vierling	Carpenter, REALTORS®	25	17	42	\$15,166,695
108	Jordan Moody	Keller Williams Indpls Metro N	31	14	45	\$15,161,903
109	Jamie Hall	Carpenter, REALTORS®	18	18	36	\$15,095,925
110	Tracy Ridings	F.C. Tucker Company	14	10	24	\$15,025,690
111	Dawn Pollard	eXp Realty, LLC	9	13	22	\$15,012,700
112	Sarah Sanders	1 Percent Lists Indiana Real Estate	24	20	44	\$14,932,625
113	Jason Williamson	RE/MAX Advanced Realty	25	15	40	\$14,926,301
114	Christopher Fahy	Berkshire Hathaway Home	14	12	26	\$14,921,507
115	P. Aaron Starr	F.C. Tucker Company	17	14	31	\$14,917,578
116	Christiana Kalavsky	Berkshire Hathaway Home	13	14	27	\$14,802,805
117	Andy Sheets	Compass Indiana, LLC	13	8	21	\$14,744,290

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Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
118	Samuel Hawkins	F.C. Tucker Company	12	6	18	\$14,699,800
119	Jada Sparks Green	eXp Realty, LLC	19	12	31	\$14,642,223
120	Steve Silver	RE/MAX Professionals	29	24	53	\$14,584,600
121	David Cronnin	AMR Real Estate LLC	10	15	25	\$14,569,390
122	Sara Denig	Keller Williams Indpls Metro N	19	7	26	\$14,534,501
123	Jason Hess	Compass Indiana, LLC	23	17	40	\$14,524,445
124	Natalie Clayton	Maywright Property Co.	19	15	34	\$14,459,700
125	Staci Woods	Keller Williams Indy Metro NE	14	22	36	\$14,426,970
126	Mark Linder	CENTURY 21 Scheetz	21	12	33	\$14,391,439
127	Joe Everhart	Everhart Studio, Ltd.	26	8	34	\$14,328,403
128	Luis Coronel	Realty of America LLC	23	72	95	\$14,304,900
129	Doug Dilling	United Real Estate Indpls	17	21	38	\$14,277,890
130	Jeanne Hutcherson	CENTURY 21 Scheetz	15	12	27	\$14,241,800
131	Elizabeth Marks-Strauss	F.C. Tucker Company	12	17	29	\$14,183,650
132	Raymond Habash MS	F.C. Tucker Company	9	27	36	\$14,136,500
133	Jonathan Bell	@properties	10	17	27	\$14,103,251
134	Michelle Armstrong	Encore Sotheby's International	9	10	19	\$14,097,055
135	Suzanne Kappen	CENTURY 21 Scheetz	10	8	18	\$14,088,100
136	Nancy Mutchmore	F.C. Tucker Company	16	14	30	\$14,060,400
137	Stacy Grove	@properties	27	3	30	\$14,054,500
138	Kristin Glassburn	@properties	15	13	28	\$14,004,625
139	Samuel Arce	F.C. Tucker Company	9	8	17	\$13,989,899
140	Shelly Walters-Cifelli	F.C. Tucker Company	15	14	29	\$13,949,750
141	Marty Dulworth	RE/MAX Real Estate Solutions	30	28	58	\$13,888,777
142	Amber Greene	Greene Realty, LLC	27	20	47	\$13,842,950
143	Mary Boustani	Keller Williams Indy Metro NE	11	17	28	\$13,821,960
144	Rochelle Perkins	Garnet Group	52	1	53	\$13,751,900
145	Jeneene West	F.C. Tucker Company	24	27	51	\$13,736,860
146	John Pacilio	eXp Realty, LLC	10	9	19	\$13,693,199
147	Casey Elkins	Kovener & Associates Real Esta	51	15	66	\$13,685,900
148	Jeremy Sandlin	F.C. Tucker Company	33	21	54	\$13,559,241
149	Kristen Woodworth	F.C. Tucker Company	13	11	24	\$13,520,438
150	Ron Rose	Indiana Realty Pros, Inc.	19	18	37	\$13,450,699

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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
151	Kurt Spoerle	F.C. Tucker Company	14	6	20	\$13,416,800
152	Jonathan Steinbach	F.C. Tucker Company	13	27	40	\$13,394,500
153	Jeffrey Paxson	Jeff Paxson Team	22	11	33	\$13,246,999
154	Andy Deemer	F.C. Tucker Company	12	16	28	\$13,170,667
155	Beckie Schroeder	F.C. Tucker Company	16	8	24	\$13,156,801
156	Cathy Russell	@properties	28	4	32	\$13,132,000
157	Chad Hess	F.C. Tucker West Central	26	14	40	\$13,099,000
158	Chris Price	Keller Williams Indy Metro Partners	72	26	98	\$13,078,050
159	Andrew Flora	1 Percent Lists Indiana Real Estate	48	18	66	\$13,039,300
160	Deborah Elliott	F.C. Tucker Company	5	8	13	\$13,021,687
161	Michael Burchyett	Berkshire Hathaway Home	17	14	31	\$13,010,904
162	Kyle Williams	Compass Indiana, LLC	14	10	24	\$13,002,900
163	Lisa Meulbroek	Liberty Real Estate, LLC.	20	4	24	\$12,987,593
164	Ryan Orr	RE/MAX Real Estate Groups	52	20	72	\$12,986,090
165	Steve Sergi	REMAX ONE	20	11	31	\$12,961,850
166	Stacey Sobczak	Compass Indiana, LLC	8	7	15	\$12,947,594
167	Kelli Bastin	Compass Indiana, LLC	12	17	29	\$12,936,057

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Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
168	Mike Feldman	Compass Indiana, LLC	16	11	27	\$12,847,267
169	Steve Slavin	Coldwell Banker Real Estate Group	32	11	43	\$12,788,400
170	Ellen Orzeske	Compass Indiana, LLC	11	13	24	\$12,785,995
171	Marty Wagner	F.C. Tucker Company	10	16	26	\$12,691,959
172	Amy Spillman	Compass Indiana, LLC	15	13	28	\$12,662,514
173	Jeff Kucic	Engel & Volkers	7	6	13	\$12,604,381
174	Gita Kapur	Berkshire Hathaway Home	6	9	15	\$12,570,000
175	Michael Fox	F.C. Tucker Company	7	8	15	\$12,551,541
176	Kerolos Sarofem	HSI Commercial & Residential Group, Inc	19	17	36	\$12,545,900
177	Ryan Radecki	Highgarden Real Estate	15	15	30	\$12,540,460
178	Paul Bates	F.C. Tucker Company	11	12	23	\$12,483,797
179	Perla Palma Nunez	Keller Williams Indy Metro Partners	13	49	62	\$12,472,300
180	Penny Dunn	CENTURY 21 Scheetz	9	6	15	\$12,446,891
181	Julie Preston	F.C. Tucker Company	11	19	30	\$12,399,643
182	Kara DeArman	F.C. Tucker Company	14	12	26	\$12,341,888
183	Michael Botkin	CENTURY 21 Scheetz	21	8	29	\$12,335,390
184	Stevee Clifton	Compass Indiana, LLC	11	10	21	\$12,310,075
185	Deb Polise	Berkshire Hathaway Home	13	10	23	\$12,256,400
186	Trent Whittington	@properties	17	15	32	\$12,242,866
187	Eric Eisenmenger	Trusted Realty Partners of Ind	20	23	43	\$12,169,784
188	Megan Porterfield	Keller Williams Indpls Metro N	16	11	27	\$12,140,078
189	Randy Wasmuth	Highgarden Real Estate	8	14	22	\$12,078,565
190	Leslie Cooper Pyle	Keller Williams-Morrison	35	11	46	\$12,046,750
191	Terry Young	Red Bridge Real Estate	85	0	85	\$12,046,635
192	Christi Coffey	F.C. Tucker Company	18	15	33	\$12,016,500
193	Jacob Duke	Duke Collective, Inc.	8	13	21	\$11,960,900
194	Kathryn Lory	F.C. Tucker Company	5	13	18	\$11,936,300
195	Lori Shanahan	Compass Indiana, LLC	7	9	16	\$11,935,574
196	Lauren Blake	Berkshire Hathaway Home	8	9	17	\$11,899,285
197	Jacilynn Ferris	JMG Indiana	5	37	42	\$11,887,000
198	Katrina Matheis	Ever Real Estate, LLC	13	28	41	\$11,832,200
199	Lisa Gaff	White Hat Realty Group, LLC	22	14	36	\$11,819,750
200	Wendy Zin	Shalom Realty LLC	6	31	37	\$11,810,150



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TOP 250 STANDINGS

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

Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
201	James Smock	F.C. Tucker Company	13	15	28	\$11,799,590
202	Glenn Bill	eXp Realty, LLC	12	15	27	\$11,786,500
203	Michael Price	REMAX ONE	20	16	36	\$11,783,901
204	Eric Miller	Wright, REALTORS®	28	6	34	\$11,770,205
205	Phillip Shively	Carpenter Hills O'Brown	22	11	33	\$11,762,000
206	Jennifer Deakyne	F.C. Tucker Company	15	13	28	\$11,754,500
207	Jenni Bliss McMillion	@properties	10	10	20	\$11,747,500
208	Sarah Fishburn	F.C. Tucker Company	13	27	40	\$11,685,000
209	Laura Konieczny	REMAX County Wide 1st	27	9	36	\$11,654,595
210	Jennifer Turner	Carpenter, REALTORS®	12	18	30	\$11,624,599
211	Cameron Mason	Keller Williams Indpls Metro N	23	13	36	\$11,603,300
212	Jacob Deacon	eXp Realty, LLC	6	20	26	\$11,583,410
213	Jennifer Marlow	Trueblood Real Estate	13	16	29	\$11,580,848
214	Dan O'Brien	Trueblood Real Estate	11	20	31	\$11,574,800
215	Trish Meier	eXp Realty, LLC	19	19	38	\$11,549,600
216	Nathan Pfahler	Weichert REALTORS® Cooper Group Indy	18	14	32	\$11,543,646
217	Kathryn Keller	Compass Indiana, LLC	11	7	18	\$11,538,148

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Rank	Agent Name	Office Name	# List	# Sold	Total #	Total Tran. Vol
218	Scott Babb	F.C. Tucker Real Estate Experts	15	23	38	\$11,537,700
219	Jason Alsup	eXp Realty, LLC	11	11	22	\$11,533,700
220	Kristen Cambridge	@properties	6	11	17	\$11,456,877
221	Angela Line	Highgarden Real Estate	12	26	38	\$11,442,592
222	Frederick Catron	F.C. Tucker Company	10	21	31	\$11,428,775
223	Randy Placencia	Red Bridge Real Estate	50	5	55	\$11,426,000
224	Denis O'Brien	Keller Williams Indy Metro Partners	23	13	36	\$11,395,275
225	Caleb Cleek	Jeff Boone Realty, LLC	22	15	37	\$11,379,637
226	Fred Nelson	CENTURY 21 Scheetz	13	8	21	\$11,366,500
227	Val Hooton	CENTURY 21 Scheetz	7	12	19	\$11,245,900
228	Courtney Query	The Stewart Home Group	17	15	32	\$11,245,875
229	Jason O'Neil	Circle Real Estate	9	4	13	\$11,232,600
230	Bethany Rust	Real Broker, LLC	19	14	33	\$11,221,700
231	Sarah Wagner	F.C. Tucker Company	9	30	39	\$11,211,400
232	Suzanne Findley	Keller Williams Indy Metro Partners	8	1	9	\$11,208,000
233	Chelsea Tarquini Noble	Berkshire Hathaway HomeServices	14	11	25	\$11,206,103
234	Eric Heuer	RE/MAX Edge	14	10	24	\$11,191,800
235	Tom McNulty	McNulty Real Estate Services,	13	10	23	\$11,078,467
236	Zachery Archer	CrestPoint Real Estate	14	19	33	\$11,059,294
237	Eric Rasmussen	CENTURY 21 Scheetz	9	6	15	\$10,996,900
238	Brian Black	Trueblood Real Estate	7	13	20	\$10,967,250
239	Jen Richardson	Berkshire Hathaway Home	19	29	48	\$10,964,775
240	Heather Schaller	eXp Realty, LLC	15	14	29	\$10,943,700
241	Mamadou Gueye	Trueblood Real Estate	5	26	31	\$10,942,685
242	Kate Tuttle	@properties	11	10	21	\$10,931,440
243	Carlos Higareda	eXp Realty LLC	20	10	30	\$10,921,372
244	Landon Buesching	1 Percent Lists Indiana Real Estate	29	2	31	\$10,911,473
245	Sandra Ginn	The Agency Indy	6	9	15	\$10,892,545
246	Brenda Bowman	F.C. Tucker Company	11	11	22	\$10,883,149
247	Todd Denkmann	Keller Williams Indpls Metro N	13	8	21	\$10,816,800
248	Troy Dixon	eXp Realty, LLC	13	13	26	\$10,813,200
249	Molly Babczak	eXp Realty, LLC	9	10	19	\$10,792,390
250	Emily Stewart	F.C. Tucker Company	8	11	19	\$10,752,500

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Indy Real Producers Advisory Board



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Highgarden



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REAL



Sean Daniels
Daniels Real Estate



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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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¹FOR REAL ESTATE PROFESSIONALS ONLY: 06/30/26, 3% Real Estate Agent Commission stated above will be available on select new homes in the greater Indianapolis area if a purchase agreement is signed between 06/30/26 and 08/31/26 and closes and fully funds on or before 11/30/26. Offer good for a limited time only. Lennar reserves the right to change, withdraw or discontinue this offer at any time without notice. No commission/bonus will be paid when agent/broker is acting as a principal/buyer. Only valid if buyer's initial identification and registration of agent/broker occurs after the publication of this offer. Agent/broker will receive the commission/bonus within 2 weeks after buyer closes on the Lennar home. To qualify for any applicable commission/bonus, (i) Lennar must be offering a commission in the community; (ii) buyer must identify and register Broker on buyer's first interaction with a Lennar employee; (iii) Broker must accompany buyer on buyer's initial visit to the community, whether in person, self-guided, or virtual (if applicable) (iv) buyer and Lennar must execute a Purchase and Sale Agreement for a home within the applicable community within 60 days of the date of buyer's identification and registration of Broker (as may be extended pursuant to Lennar's Broker Participation Policy https://www.lennar.com/legal/broker-participation-policy) and otherwise meet any timing requirements noted above; and (v) Broker and Lennar must execute Lennar's standard Cooperating Broker Agreement (available upon request), which makes the payment of a commission subject to certain terms and conditions, including Lennar's Broker Participation Policy and closing of the home. Offer valid only in states where permitted. To qualify for any applicable commission/bonus, (i) Lennar must be offering a commission in the community; (ii) buyer must identify and register Broker on buyer's first interaction with a Lennar employee; (iii) Broker must accompany buyer on buyer's initial visit to the community, whether in person, self-guided, or virtual (if applicable) (iv) buyer and Lennar must execute a Purchase and Sale Agreement for a home within the applicable community within 60 days of the date of buyer's identification and registration of Broker (as may be extended pursuant to Lennar's Broker Participation Policy) and otherwise meet any timing requirements noted above; and (v) Broker and Lennar must execute Lennar's standard Cooperating Broker Agreement (available upon request), which makes the payment of a commission subject to certain terms and conditions, including Lennar's Broker Participation Policy and closing of the home. Offer valid only in states where permitted.

Features, amenities, floor plans, elevations, and designs vary and are subject to changes or substitution without notice. Items shown are artist's renderings and may contain options that are not standard on all models or not included in the purchase price. Availability may vary. Please see a New Home Consultant and/or home purchase agreement for actual features designated as an Everything's Included feature. Energy efficiency will vary due to many variables, including but not limited to, actual utility rates and fees, actual construction, floor plan, occupancy, appliance usage, thermostat settings, weather conditions, number of individuals occupying the home and orientation of the home. Lennar provides no guarantee of savings or efficiency that will be achieved by each homeowner. This is not an offer in states where prior registration is required. Void where prohibited by law. Copyright © 2026 Lennar Corporation. Lennar, the Lennar logo and Everything's Included are U.S. registered service marks or service marks of Lennar Corporation and/or its subsidiaries. Date 05/26

FAQ

Q. Who receives this magazine?

A: The top 500 real estate agents based on last year's volume. It takes \$10.3 million in sold volume to be in this select group of REALTORS®.

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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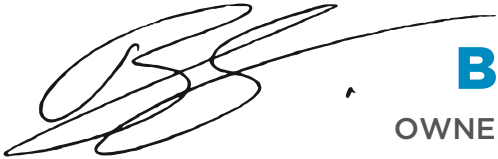


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Grow

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*Limited time current 2026 "Grow Broker Program" Agent Rewards Program supersedes and replaces in its entirety any prior Grow Broker Program as of 1/1/25 and valid for your properly registered client on all new cash or financed home contracts on a Taylor Morrison (Indianapolis area) eligible new move-in ready, quick move-in, inventory or to-be-built home (each, an "Eligible Home") written as of 1/1/26-12/31/26 and closed by 6/1/27 ("Promotion Period"). For current 2026 Grow Broker Program eligibility during the Promotion Period, (1) First Sale: 3% standard commission paid for your 1st 2026 sale/closing; and (2) Second and Beyond Sales: 3% standard commission plus 1.25% bonus for second sale/closing and each subsequent sale/closing thereafter (no cap) during the Promotion Period. Broker's Commission cannot be used to reduce the purchase price of the home and is only valid if: (i) actively licensed Indiana Broker/Agent personally accompanies and registers its client with the Taylor Morrison Community Sales Manager on client's first visit to the Eligible Home's Community; (ii) Broker/Agent personally accompanies its client on the showing of the Eligible Home; (iii) Broker/Agent's Client enters into a new purchase agreement for an Eligible Home during the Promotion Period. As of its Client's Purchase Agreement Date and subject to further verification, Agent must provide written documentation to Taylor Morrison's Community Sales Manager indicating its total year-to-date qualifying sales. Commission payable to actively licensed IN Broker at Closing only upon client's successful Closing and will be calculated using the Base Price of Client's Eligible Home, as reflected in the paragraph of the Purchase Agreement entitled "Purchase Price" as of the Purchase Agreement Date ("Commission"). However, if the final purchase price of a To-Be-Built home set forth in the closing disclosure or settlement statement is less than the Base Price of the home as of the Purchase Agreement Date, then the Commission shall be based upon the final purchase price of the home in the closing disclosure or settlement statement. No team sales; only individual Buyer's Agent may qualify. The 2026 Grow Broker Program™ does not affect the Purchase Price or Incentives offered on Client's Eligible Home and is invalid and will not be counted as a sale for purposes of calculation eligibility, if the real estate broker/agent is purchasing an Eligible Home for him or herself during the Promotion Period and is already receiving the benefit of the Standard 3% commission for the transaction or if the home is contracted outside of the Promotion Period ("Excluded Sale"). All other terms and conditions of Seller's Indiana-area Broker Referral Policies & Procedures (per community) and Broker Bonus Addendum apply. Broker solely responsible for all applicable taxes. Additional details and restrictions may apply and all homes subject to prior sale. May not be combined with any other special Broker bonuses or offers unless otherwise set forth in a Broker Bonus Addendum. **Limited time Option Incentive (as defined in the Purchase Agreement) up to a maximum savings of \$1,000 to be applied either towards Buyer or Seller-selected Structural or Design Options, including Canvas® Collection Packages (collectively, "Option Incentive"). The exact value of Buyer's actual savings on Option Incentive varies based on the specific options, lot, or plan selected; complete details available. Offer valid for select cash or financed new home contracts in Taylor Morrison's Indianapolis-area communities only (each, an "Eligible Home") written on or after 1/1/26 ONLY if Buyer's Broker/Agent is a 2026 Grow Broker Program participant and Buyer also finalizes all option selections and makes all required deposits within the time frame set forth in the Purchase Agreement ("Promotion Period"). Not valid outside of the Promotion Period, for use with an existing executed contract, in any other Taylor Morrison Division or with any other advertised promotions, incentives and/or offers and no substitutions permitted, except as expressly set forth in the Purchase Agreement (collectively, the "Ineligible Homes"). Any unused portion of the Option Incentive is forfeited and cannot be used for any other reason. Applied Option Incentive will be rounded off to nearest whole dollar. Option Incentive credited at closing upon satisfaction of all conditions precedent and for financed buyers, subject to lender guidelines that are outside of Seller's control. Seller reserves the right to modify this Promotion's terms and/or Promotion Period at any time prior to contract. Option Incentive is unrelated to and distinct from any financing incentive. The Option Incentive does not require use of Affiliated Lender and is available to all purchasing an applicable Eligible Home, regardless of who Buyer chooses to finance with or if Buyer pays cash. All eligibility decisions of Seller are final. Additional details and restrictions may apply. All information (including, but not limited to prices, views, availability, school assignments and ratings, incentives, floor plans, site plans, features, standards and options, assessments and fees, planned amenities, programs, conceptual artists' renderings and community development plans) is not guaranteed and remains subject to change or delay without notice. Seller reserves the right to modify, terminate or extend Promotion prior to contract. Offer void where prohibited or otherwise restricted by law. Please see a Taylor Morrison Community Sales Manager for details and visit www.taylor-morrison.com for additional disclaimer. © January 2026, Taylor Morrison of Indiana, LLC. All rights reserved. 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