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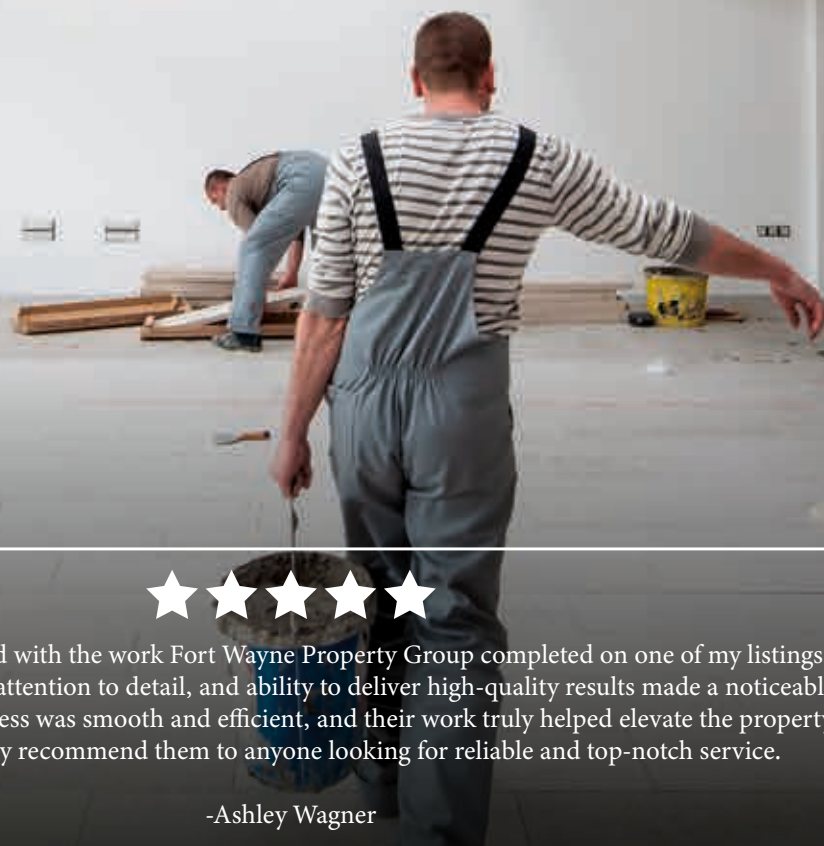


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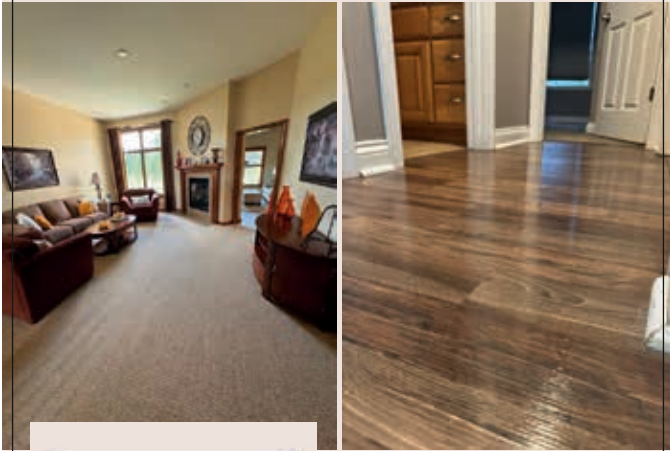


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Lancia Homes

A Legacy in Homebuilding

For more than 50 years, Lancia Homes has been helping families throughout Northeast Indiana build more than just houses—they’ve been building places where life happens. While the company has become one of the region’s most respected home builders, President Jamie Lancia believes the foundation of that success has remained remarkably simple.

“My dad started this company with the idea of building homes of better quality than what was being built at the time,” Jamie says. “That mission hasn’t changed. We still believe every family deserves a well-built home that fits their lifestyle and serves them for years to come.”

The story began in 1972 when Jamie’s father, Jim Lancia, relocated his family from West Virginia to Fort Wayne. After beginning his career as a REALTOR®, Jim partnered with Jeff Gilmore in 1975 to build several homes in the Walden community. What started as a small venture quickly grew into one of Northeast Indiana’s most recognizable homebuilding companies.

Jamie was immersed in the business from an early age, spending countless hours on job sites learning the craft firsthand. Rather than stepping directly into leadership, he worked his way through nearly every aspect of the company, gaining a deep understanding of both the construction process and the people it serves.

“As president of Lancia Homes, it’s incredibly rewarding to see how we’ve touched thousands of families in our community—one home at a time,” he says.

That people-first mindset is exactly why Lancia Homes has become such a trusted resource for real estate professionals. Jamie understands that many buyers—and even some agents—can feel intimidated by the idea of building a new home. His team has made it their mission to remove that uncertainty.



“I think the biggest challenge we help solve is the mystery surrounding new construction,” Jamie explains. “Many people assume building a new home is more expensive than buying an existing one, but that’s often not true—especially when you factor in remodeling costs and future repairs.”

Instead of overwhelming buyers with decisions, the Lancia Homes team guides them through each step of the process, helping them understand everything from selecting the right homesite and floor plan to choosing finishes that fit both their lifestyle and budget. “Once the curtain has been pulled back, clients realize it’s actually a very straightforward process,” Jamie says. “You get to build what you want, where you want, while maintaining control over your investment.”

That same philosophy extends to Lancia Homes’ relationship with local real estate agents. Rather than viewing agents as competitors, Jamie sees them as valued partners whose success directly contributes to his company’s success. “We’re here to help agents make the sale,” he says. “Even if they’ve never sold a new home before, we’ll walk alongside them and their clients





through the entire experience. We want them to feel confident every step of the way.”

Lancia Homes regularly visits real estate offices to educate agents about new construction and answer questions that help remove hesitation. Their experienced team assists with everything from selecting floor plans and lots to customizing homes that better fit each buyer’s needs. “My staff and I believe knowledge is one of the most valuable things we can offer,” Jamie says. “When agents understand the process, they’re not just helping clients purchase a house—they’re helping them build a home.”

Jamie also hopes to change one of the industry’s biggest misconceptions—that builders are competing against real estate agents for business. “We don’t work against REALTORS®, and we certainly don’t want to steal their clients,” he says. “We look at it as a true partnership. When we work together, the client wins, the agent wins, and we win. That’s how long-term relationships are built.”

That collaborative mindset has also allowed Lancia Homes to continually evolve alongside today’s buyers. Over the decades, the company has adapted its designs to reflect changing lifestyles, replacing formal dining rooms with home offices, incorporating more first-floor owner’s suites, embracing open-concept living, and introducing modern farmhouse and contemporary exterior styles. Many features that were once considered upgrades have become standard as homeowner expectations continue to evolve.

“Today’s buyers are more informed than ever,” Jamie says. “HGTV, online inspiration, and new technology have changed what people want in a home, and it’s our responsibility to stay ahead of those trends.”



Innovation extends far beyond aesthetics. Lancia Homes continually researches new building materials and construction practices designed to improve energy efficiency, reduce maintenance, and lower long-term ownership costs. “We’re constantly asking ourselves how we can build homes that are more energy efficient, require less maintenance, and provide greater value for homeowners,” Jamie explains. “The products continue to improve, but understanding how every system works together is what really makes the difference.”

Beyond construction, Jamie takes immense pride in the community that Lancia Homes has helped shape. “The growth we’ve seen throughout Fort Wayne and Northeast Indiana has been incredible,” he says. “From downtown redevelopment to expanding neighborhoods, I’m proud Lancia Homes has been part of creating places where families can truly enjoy life.”

Much of Jamie’s leadership has been shaped by the example set by his parents. He credits his father, Jim, for teaching him business, land development, and leadership, while his mother, Barbie, instilled values that extend well beyond construction.

“My dad taught me business,” Jamie reflects. “My mom taught me how to invest in people—to listen, to pray, and to give back with your time, talents, and resources. Both have had an incredible influence on who I am.”

While building homes has been his life’s work, Jamie says his greatest accomplishment has nothing to do with business. “I’m most proud of my wife, Katie, and the family we’ve built together,” he says. “Raising our three children—James, Noah, and Ashley—has been the greatest blessing of my life.”

Outside of work, family remains at the center of everything he enjoys, whether it’s traveling together, playing games, golfing, attending music and sporting events, or sharing one of his lesser-known talents. “Most people don’t know I play the saxophone,” Jamie says with a smile. “Our son Noah plays too, and one of my favorite traditions is playing Christmas duets together.”

Looking back, Jamie says there’s one piece of advice he would offer his younger self. “I would simply tell myself to be more patient,” he says. “Life moves quickly, but it’s important to

slow down, enjoy the people around you, and remember that everyone learns and grows at their own pace.”

That perspective—patient, relationship-driven, and committed to excellence—continues to define Lancia Homes today. Whether partnering with agents, guiding first-time buyers, or building communities throughout Northeast Indiana, Jamie Lancia and his team remain focused on the same purpose that inspired the company five decades ago: building exceptional homes while serving people with integrity, knowledge, and care. 🏡

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Stacia Ellington

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How many years have you been a real estate agent?

I just celebrated 4 years of being an agent.

What is your career volume as a realtor?

24 Million

What was your total volume last year?

7.7 Million

When did you start your career in real estate?

May 2022 I got licensed and the next month, June 2022 I had my first closing as an agent.

What did you do before you became a real estate agent?

I graduated from Taylor University Fort Wayne with a Bachelors in Justice and Ministry with a minor in Psychology in 2002, that is where I met Caleb, my husband. I always knew I wanted to be a full time mom and raise my children. In order to make that dream a reality, I always had a side gig going on to contribute financially, from cleaning offices, to babysitting, selling Arbonne and working in a dentist office part-time. When our youngest went into 1st grade, I realized that I had a lot more time open to do things that I wanted to do, so I started considering real estate. Caleb was the CEO of Keller Williams of Northeast Indiana, at the time, and still had his license but didn't have the time to help our friends and family



with buying and selling because he was working full time. I wanted a job that I enjoyed and also could be flexible when my kids got sick or had a field trip that I wanted to volunteer for. It seemed like becoming an agent was the answer to my prayers!

What are you passionate about right now in your business?

What has been the most rewarding part of your business? I love meeting new people and getting to know them and what makes them who they are. I always like to find out what hobbies or special interests they have so that I can get them a personalized Closing gift, THAT is TRULY my favorite part of the whole process because they know that I listened and truly got to know them! We



have a lot of clients that have become friends and we even see them at church now...that is fun!

What was your biggest challenge as a realtor?

My biggest challenge was passing the real estate exam. I know a lot of realtors don't talk about it but that test was the hardest test I have taken in my life and I have taken A LOT of tests! I am a literal thinker, very black and white, so Caleb would say to me, "you have to change the way you're thinking!" LOL How do you do that?!?! It was the last day that I could take it. If I didn't pass, that day I would have to start all the way back to the beginning and take the 90 hr course all over again (I wasn't doing that!) I was studying before I took it and accidentally fell asleep for a second and was jolted awake and heard God's voice say, "It will be alright!" I knew then that whether I passed or failed, God's Will was going to be done and I would be praising him either way! All Glory to God!

How does real estate fit into your dreams and goals?

Our dream is to own a home where all our family can come for the holidays



Define success.

Success to me is being content with what God has blessed you with, and being able to bless others with those same things.

Tell us about your family.

I have been married to my husband Caleb for 23 years. Just like every couple, we have been through our valleys and mountain tops, but God is our anchor through it all! Together we have 3 wonderful children, Jathen(20) our oldest, is traveling the country, but currently living in Wichita, KS. selling pest control. Brady(18) just graduated from Blackhawk Christian School and is working full time in construction still figuring out what path he wants to pursue. He is very involved with our church, Harvest Fellowship. Calaya(14) is going into 8th grade at Blackhawk Christian and plays softball, volleyball and basketball.

and be under one roof but still have their own space/ suite. Caleb's grandparents started the tradition on their farm in Ohio over 50 yrs ago and we all have such great times being together at Christmas for those 3 days every year! Caleb's Aunt Linda and Uncle Michael continued the tradition at their home, after his grandparents passed, but recently sold it. We want to continue that family tradition!

What's your favorite part of being an agent?

My favorite part is getting to know my clients so well that they become friends. I LOVE to get them personalized closing gifts depending on what their hobbies and interests are. They are always so surprised and feel special and seen. One client mentioned her bar area when looking at a house she was buying. I made a mental note, and immediately thought of getting her a personalized lighted metal sign that said "Tina's Bar" to hang above.. She loved it!



Are there any charities or organizations you support?

We have been sponsoring a Ugandan boy through Forgotten Children Worldwide named Jacob since he was in 1st grade and now he is 17yrs old getting ready to graduate out of the program. Caleb went on a mission trip to Uganda and got to meet him a few yrs ago. Our kids would pray for him and we would write to each other a few times a year and get updated pictures every year. What a joy and blessing to see a young man grow and thrive to love God!

Destiny Rescue is another mission that is close to our hearts. We are monthly supporters and believe wholeheartedly in the dangerous and important work they are doing to rescue children out of sex trafficking.

What are your hobbies and interests outside of the business?

Spending time with my family and friends, traveling and cheering on

my kids playing sports. Our sons have recently graduated but our kids were in lots of sports from rugby to football, baseball, travel baseball, softball, volleyball and basketball. Our daughter says she's going to try out for soccer this year too, along with playing volleyball and basketball. We have Bears season tickets, so we usually go to a game and stay the night in Chicago, eating good food and having fun! I look forward to that every year with my family. I have been involved in a Woman's Bible study for the past 4 years. Even though I attend a totally different church they have welcomed me with open arms. I am one of the younger ones who attend but I greatly appreciate the wisdom from the older ladies who have become near and dear to my heart. I volunteer every other Wednesday at my kids' school in the lunch room. I have done that for the last 3 years.



In closing, is there anything else you would like to communicate using this Ft. Wayne Real Producer platform?

Yes, recently the brevity of life has hit me HARD! I had a friend and two cousins get diagnosed with cancer very recently. Within weeks of getting diagnosed, despite treatment, my friend and my cousin have passed from this temporary life here on earth. My other cousin, who is my age, courageously and bravely is getting treatment and continues to fight and pursue living life! I am reminded of James 4:14(NASB), "Yet you do not know what your life will be like tomorrow. For you are just a vapor that appears for a little while, and then vanishes away." None of us know the day, or hour we will meet our Creator face to face. Having death slap you in the face will wake you up and make you live life to the fullest! Love big, serve big, give big, BE Intentional, make that phone call, go visit that friend, forgive quickly, love wrecklessly, take that vacation, make memories with your friends and family and live life with no regrets! You only get this one, make it count! 🖤





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MidWest America Federal Credit Union



MidWest America Federal Credit Union is a member-owned financial cooperative dedicated to helping individuals, families, and businesses thrive through personalized financial solutions and exceptional service. With nearly \$1 billion in assets and more than 51,000 members, MidWest America offers a full range of financial services, including checking and savings accounts, mortgages, home equity loans, consumer lending, business services, investment services, and digital banking.

What truly sets MidWest America apart is our people-first approach. As a nonprofit credit union, every decision is made with our members' best interests in mind—not shareholders'. Whether someone is purchasing their first home, refinancing an existing mortgage, or navigating a unique financial situation, our experienced lending team takes the time to understand their goals and provide personalized guidance every step of the way.

Our mortgage programs are designed to meet the diverse needs of the communities we serve. In addition to conventional lending options, MidWest America offers specialized solutions such as ITIN mortgage financing, no-money-down programs, and flexible underwriting for borrowers with non-traditional income sources or unique financial circumstances. Through our partnership with Brightpoint, we are also

able to connect members with valuable resources and homeownership opportunities that help make the dream of owning a home more accessible.

Deeply rooted in Northeast Indiana, MidWest America has proudly served the community for decades through local partnerships, volunteerism, and financial education. We believe homeownership and financial well-being should be within reach for everyone, and our lending philosophy reflects that commitment by focusing on solutions rather than obstacles.

Our dedication to personalized service, competitive lending options, and building lasting relationships has earned us recognition as one of Indiana's Best Places to Work for three consecutive years (2024–2026).

Around here, we believe in putting care before cash. *It's a MidWest thing.*





ALISHA HUMBERT

How did you first connect with the real estate industry?

I first connected with the real estate industry almost 10 years ago as a personal banker. I helped others refinance debt and make their lives less stressful with home equity lines of credit. I loved learning how owning a home could be useful in so many ways.

What role does your business play in helping agents serve their clients at a higher level?

I believe agents' lending partners should add value beyond just making the transaction a smooth process. Good communication and making



sure everyone gets to the closing table is the minimum. I want my expertise and the solutions our mortgage products offer help agents stand out and have a competitive advantage.

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

The motto in our department is "Figure out a way to say yes until you can't." It is written on the



wall in our office, and we truly work as a team every day to do that. As a company, the credit union continues to show up not only giving back to our members and organizations that support our communities, but by offering products that are unheard of which makes it easier for people to accomplish their goals.

Can you share a memorable story of how you've gone above and beyond for a client or agent?

I got a call from an agent recently who told me that our client was up against a competing offer on a home she had first right of contingency on. We had 72 hours to remove the contingency or she'd lose the house. After springing into action and brainstorming ideas with my teammates, I met with the client, discussed a plan, and asked for her permission to move forward with getting my manager involved. I was thrilled to tell the client and agent we found a way to remove the

“
Figure out a way to say yes until you can't.”

-ALISHA HUMBERT



contingency just hours after receiving that initial call.

Tell us a bit about your family or loved ones who support you.

I am beyond lucky to have such a supportive family who believes in me. I appreciate my husband who helps me enjoy every moment of the journey, my mom who never misses sharing one of my Facebook posts, and my sister who refers me to everyone she knows. I'm so grateful that I'm able to do this with them.

What hobbies or passions keep you balanced outside of work?

I love reading and creative activities. Mystery thrillers and business/self-improvement books are my favorite. Crocheting and sewing are two things that I like to do just for fun.

What's a cause or organization you care deeply about, and why?

I joined Big Brothers Big Sisters' School Buddies program last year and it's been such an amazing experience. I love getting to have lunch with my Little every week and having an opportunity to talk and learn from her. It is a great organization and a simple way to make an impact on a child's life.

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

I love that what we do every day makes such an impact on our clients' lives. Homeownership is one of the main drivers for building generational

wealth and to be a small part of that for families is an honor.

What motivates you to keep pushing forward during challenging times?

A grateful mindset is what pushes me to keep moving forward during challenging times. Remembering what a blessing it is to be overwhelmed with opportunities or challenged to rise to a new level is helpful. Also, routines have helped me stay focused when things get difficult.

AMBER LENGACHER

How did you first connect with the real estate industry?

I've been with Midwest America since 2008, and over the years in my role as a Branch Manager, I naturally became more involved in the real estate side of the business. The more exposure I had—working with homebuyers, collaborating with realtors, and helping members navigate the home financing process—the more I discovered a true passion for it. What started as just one part of my role grew into something much more meaningful. The more I learned, the more I fell in love with the impact this work has on individuals and families. Being part of someone's journey to homeownership is incredibly rewarding, and it's what continues to drive my enthusiasm for this industry today.

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

At MidWest America, we are deeply committed to finding ways to serve communities



that might otherwise be overlooked. We recognize that the path to owning a home is not always straightforward. Challenges such as financial barriers, limited access to resources, or unfamiliarity with the process can prevent many deserving individuals from taking that first step. That's why our mission is rooted in a simple but powerful belief: everyone deserves the opportunity to become a homeowner.

Can you share a memorable story of how you've gone above and beyond for a client or agent?

“
No matter how busy life gets, they remind me of what matters most.”

-AMBER LENGACHER

One experience that has always stayed with me involved a long-time member who was preparing to move out of state to be

closer to his daughter and grandchild. Unfortunately, due to the location of the property, I wasn't able to assist him directly with his mortgage. Even though I couldn't complete the loan myself, I knew how important this move was for him, so I reached out to a trusted lender I knew would take great care of him and had the ability to lend a hand in that area. I made sure he was connected with someone who would guide him just as attentively as I would. For me, the most important thing wasn't the loan—it was helping that member achieve his goal. Being part of his journey, even in a different way, was

incredibly meaningful and a reminder that what we do is truly about people, not just transactions.

Tell us a bit about your family or loved ones who support you.

I'm incredibly fortunate to have a strong support system at home. I have a loving husband, two 16-year-old children who keep life busy and fun, and two very energetic (and a little crazy!) dogs who keep us on our toes. My family is my foundation—they encourage me, keep me grounded, and support me in everything I do. No matter how busy life gets, they remind me of what matters most.



What hobbies or passions keep you balanced outside of work?

Outside of work, I really value time spent with my family – whether I'm cheering on my kids at their sporting events, traveling the country together, or simply relaxing at home reading a good book and playing games.

What's a cause or organization you care deeply about, and why?

One cause that is especially close to my heart is diabetes awareness. My son has Type 1 diabetes, and through his journey, our family has gained a much deeper understanding of the daily challenges that come with managing this condition. Because of that personal connection, I'm very passionate about raising awareness, supporting research, and helping others better understand what living with Type 1 diabetes truly looks like. It's more than just a diagnosis—it's a constant, around-the-clock commitment. Being part of spreading awareness and advocating for those impacted is incredibly

important to me, both as a parent and as a member of the community.

DEBBIE PROEBSTLE

How did you first connect with the real estate industry?

I've been in lending for over 30 years, and my interest in real estate developed while working alongside other mortgage lenders. When an opportunity arose to learn more and grow within the industry, I didn't hesitate to pursue it—and I've been passionate about it ever since.

What role does your business play in helping agents serve their clients at a higher level?

At MidWest, we are deeply committed to supporting our originators, members, and real estate partners. Our focus is on delivering top-tier service, maintaining clear communication, and exceeding expectations so that agents can confidently provide an exceptional experience for their clients.

What do you believe has been the biggest



factor in your company's growth and success?

A key factor has been the intentional development of our mortgage department, with clear goals centered on growth and service. We are dedicated to helping members achieve homeownership while also providing solutions for refinancing, home improvements, and debt consolidation.

Can you share a memorable story of how you've gone above and beyond for a client or agent?

I recently assisted a member with a purchase scenario over a holiday weekend. I coordinated with my manager—who was on vacation—to ensure everything was in place. By



“I can make a meaningful impact and that I genuinely care about the people I serve.”

-DEBBIE PROEBSTLE

Monday morning, we were fully prepared. Together, we exceeded the borrower's expectations with a fast turnaround, a great rate, and the ability to close early on their new home.

Tell us a bit about your family or loved ones who support you.

I'm blessed with a wonderful husband, 3 daughters, 1 son, a son and daughter in law and 2 wonderful granddaughters, a golden retriever, and two cats. They keep me busy, happy, and fully support my passion for helping others—no matter the day or hour.

What hobbies or passions keep you balanced outside of work?

Outside of work, I enjoy tending to my flower gardens and landscaping. I also love boating, traveling, spending time with family, playing Scrabble, and reading.

What's a cause or organization you care deeply about, and why?

As a Navy veteran, I'm deeply committed to supporting active-duty service members, reservists, and fellow veterans. I've proudly supported the Northeast Indiana Base Community Council for years, and I'm grateful to be part of MidWest, which shares and supports my passion for serving those who serve our country.

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

What I value most is the opportunity to truly make a difference—helping people, building relationships, and contributing to a

community where kindness and service matter.

What motivates you to keep pushing forward during challenging times?

What motivates me is knowing that I can make a meaningful impact and that I genuinely care about the people I serve. That purpose keeps me focused and moving forward, no matter the challenge. ▀



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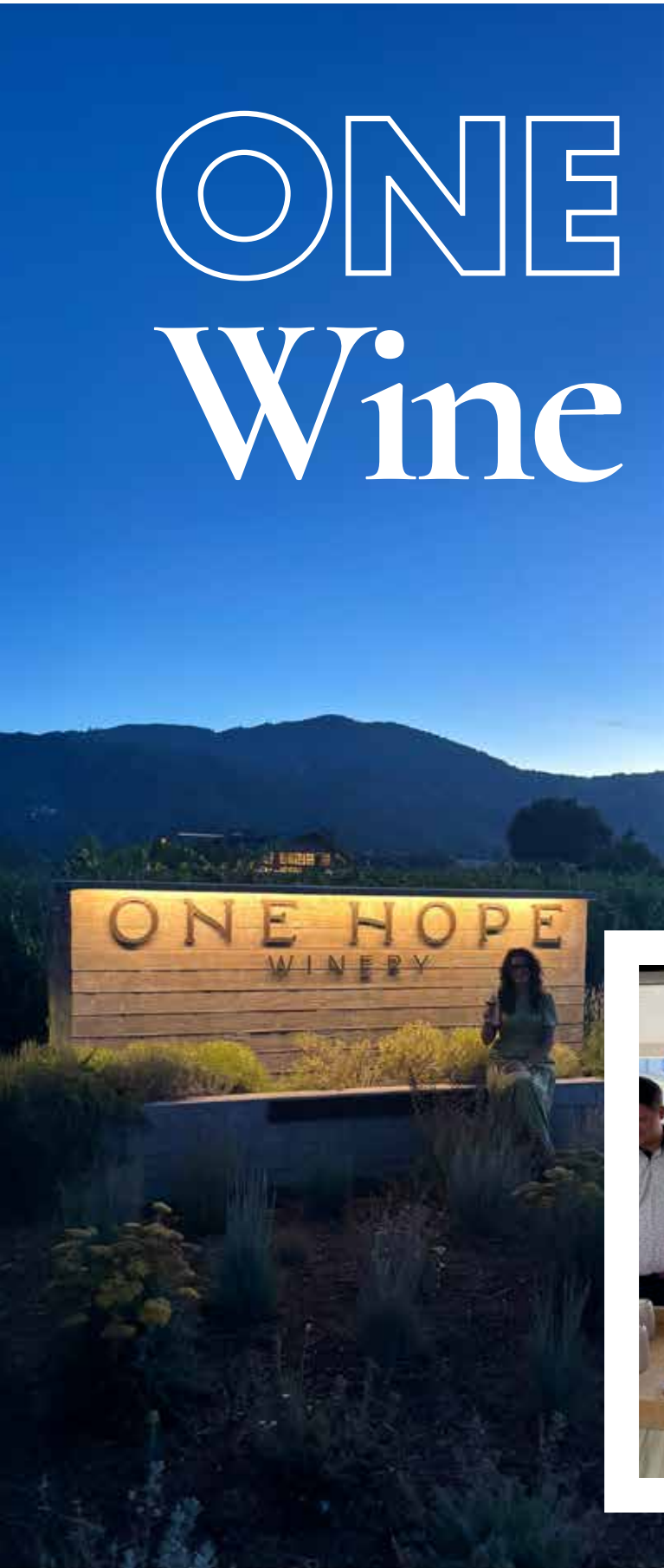
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ONE HOPE

Judy Filler

The **PERFECT** Pairing

For Judy Filler, Executive Wine Representative with ONEHOPE Wine, success has never been about selling wine. It's about creating meaningful connections.

After becoming an empty nester, Judy found herself searching for something that aligned with who she had always been—a relationship builder with a heart for bringing people together and making a difference. When she discovered ONEHOPE Wine in 2022, she knew she had found exactly what she had been looking for.



“I wasn’t necessarily looking to sell wine,” Judy says. “I was searching for purpose. After COVID, I wanted a reason to gather people together, create memorable experiences, celebrate life’s milestones, and make a positive impact.”

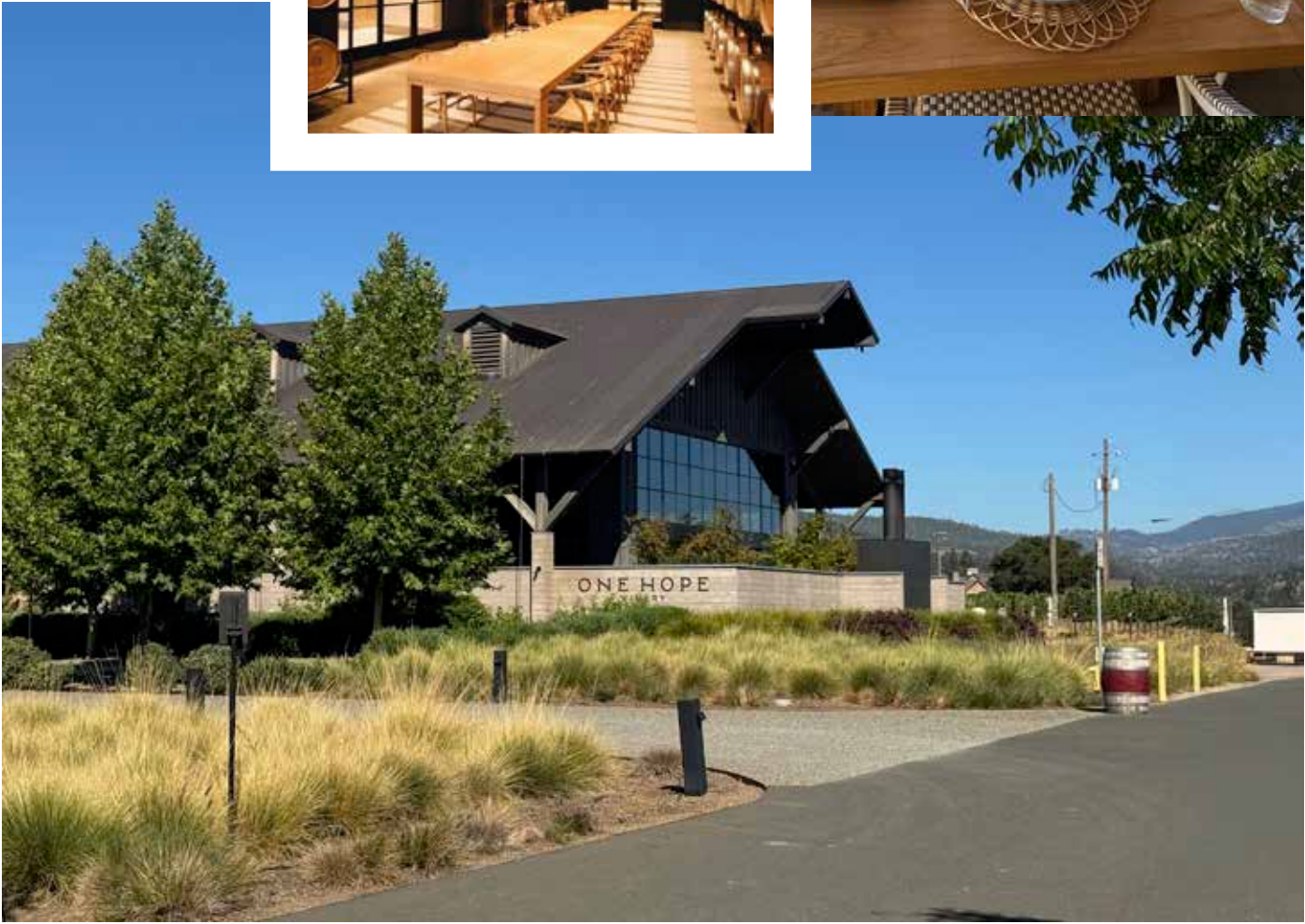
As an Italian, wine had always been part of family dinners and celebrations, making ONEHOPE a natural fit. But what truly captured her heart was the company’s mission. Through every bottle

sold, ONEHOPE Wine supports nonprofit organizations, giving every gathering a purpose beyond the pour.

That purpose is what makes Judy’s partnership with real estate professionals so unique. “Real estate is built on relationships,” she explains. “Staying top of mind in a meaningful way can be challenging, and I help agents create memorable client experiences that people remember long after the transaction is complete.”

Whether it’s custom-labeled closing gifts, personalized wine bottles, elevated open house experiences, client appreciation events, or private wine tastings, Judy works alongside agents as an extension of their client appreciation strategy. She helps simplify the gifting process while elevating each agent’s personal brand and strengthening relationships that often lead to future referrals.

“I become part of their relationship-building strategy,” she says. “Whether it’s hosting wine tastings, creating personalized gifts, or helping agents build stronger referral relationships,





“People may forget a transaction,” Judy says, “but they remember how you made them feel.”

It’s also why she hopes people see ONEHOPE for what it truly is.

“Many people think we’re simply a wine company,” she says. “We’re really a relationship-building company that happens to use exceptional Napa Valley wines as the vehicle. Every bottle has a story,



I make the process seamless while helping them leave a lasting impression.”

As the real estate market has shifted, Judy has evolved alongside it. While closing gifts remain an important part of her business, she has expanded her services to include client retention events, networking experiences, fundraising partnerships, and customized gifting solutions that help agents stay connected regardless of market conditions.

“

We’re really a **RELATIONSHIP-BUILDING COMPANY**

that happens to use exceptional Napa Valley wines as the vehicle.”





“My kids have shown me it’s never too late to pursue something you’re passionate about,” she says. “And my father still inspires me every single day. He’s still meeting with clients, goes to the YMCA every day, and continues to lead by example. If I’m fortunate enough to reach 91, I hope to be just as active, engaged, and relevant.”

When she isn’t working with agents or hosting events, Judy treasures time with her children and grandchildren, especially cooking their

favorite meals and simply enjoying time together at home. She also loves traveling, entertaining friends, discovering new restaurants, and spending beautiful evenings around great food and conversation.

One fun fact many people don’t know is that Judy’s daughter represented the Italian National Softball Team in the 2020 Olympics. As dual citizens, Judy and her daughter continue to enjoy close family ties in Italy. Her youngest son, Jonny, is also an accomplished athlete, winning the 2022 Men’s City Golf Championship at just 21 years old.



Looking back, Judy says the advice she’d give her younger self perfectly reflects the philosophy that now guides both her business and her life.

“Don’t wait for the perfect time to try something new,” she says. “Some of the best opportunities come from stepping outside your comfort zone. Say yes more often, trust yourself, and remember that building relationships will always be more valuable than chasing transactions or titles.”

For Judy Filler, every bottle poured is an opportunity to celebrate, connect, and make a lasting impact. And for the real estate professionals she partners with, that’s a pairing worth raising a glass to. 🍷

CONTACT US!

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www.onehopewine.com/ myshop/judy-filler



supports a cause, and creates opportunities to build stronger personal and professional connections.”

Judy is especially excited about the opportunities ahead. She’s currently partnering with Noll Team Real Estate to develop customized anniversary gifts that help agents stay connected with clients long after closing day. She’ll also be joining Brad Noll on the *Student of the Game* podcast to discuss relationship marketing, branding, and creating memorable client experiences. Combined with expanded luxury wine gifting and curated events, these initiatives are helping Judy become an even greater resource for real estate professionals looking to differentiate themselves.

Away from work, Judy appreciates the very things that drew her to ONEHOPE in the first place—relationships and community.

“I love that Fort Wayne is a big, small town,” she says. “People genuinely enjoy supporting local businesses, giving back, sharing referrals, and connecting with one another. It’s incredibly rewarding to help bring people together around a table.”

Family continues to be her greatest source of inspiration. Judy credits both her four children and her 91-year-old father for encouraging her to continue growing, embracing new opportunities, and never being afraid to reinvent herself.



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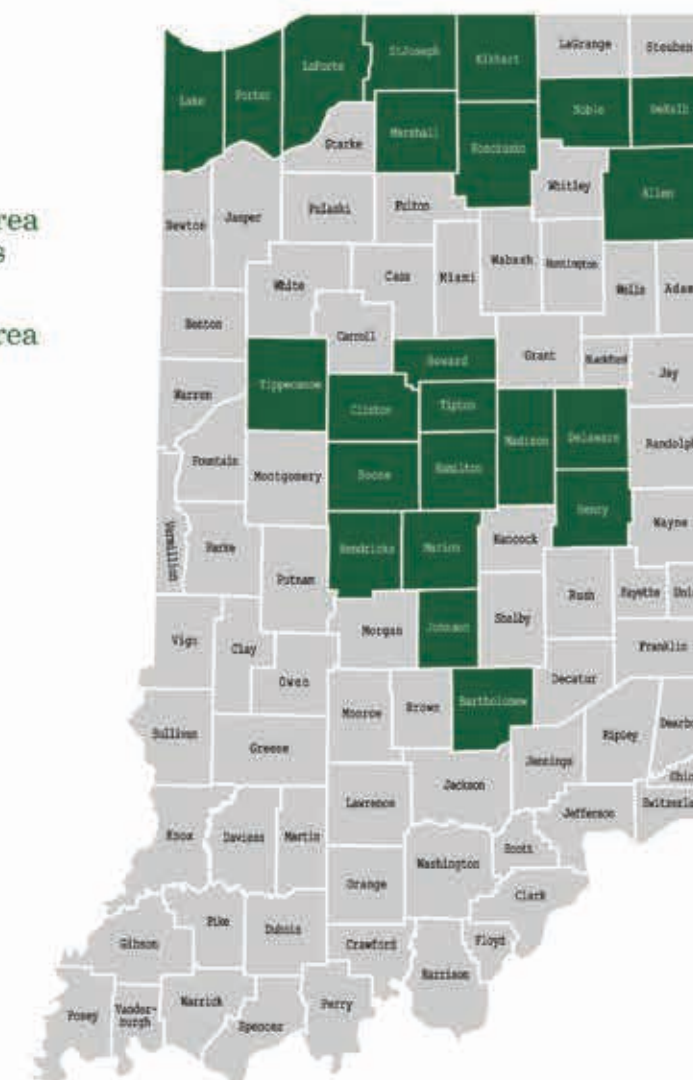
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HEATHER SANDERS

FINDING THE RIGHT ROAD

PHOTO CRED: DUSTIN MCKIBBEN, ART HOME PHOTO

There are moments in life that quietly change everything.

For Heather Sanders, one of those moments didn't happen in a closing room or while accepting an award. It happened in a hospital room, sitting beside her newborn son.

She had enrolled in online real estate classes while pregnant after the real estate agent who helped her and her husband purchase their first home looked at her one day and simply said, *"You'd be really good at this."* Heather planned to finish the coursework after her son was born. Instead, shortly after his birth, he developed sepsis and spent nearly a month in the hospital. While sitting beside his bed, Heather completed her real estate classes, and once he was healthy enough to come home, she took her licensing exam and launched a career that would ultimately change countless lives—including her own.

Looking back now, Heather sees that season differently than she did then.

"I don't think becoming a real estate agent happened by accident," she reflects. "I don't think I found the perfect career. I think I finally found the place where all of my experiences, strengths, and passions came together."

Today, as a top-producing real estate agent with The Cavender Team at eXp Realty, Heather has helped more than 180 families buy and sell homes throughout Indiana and Georgia, closing more than \$50 million in career sales volume. Last year alone, she helped over 50 families achieve their real estate goals while closing just under \$15 million in sales.

Yet ask Heather what she's most proud of, and the conversation quickly moves away from production numbers.

"The relationships I've built, the referrals I receive years after a transaction has closed, and the trust people

place in me during one of the biggest decisions of their lives—that's what I'm most proud of," she says. "I think trust is really what this business is built on. Homes are simply the vehicle."

That philosophy has become the heartbeat of her business.

Rather than measuring success one closing at a time, Heather measures it by the confidence she helps create in others.

"My job isn't really to sell homes," she explains. "It's to make complicated decisions feel manageable. People don't usually need someone to tell them what to do. They need someone who can educate them, help them see options they didn't know existed, and give them enough confidence to make the decision that's right for them."

It's a perspective that has been shaped by a lifetime of experiences—many of which had nothing to do with real estate.





assets when helping buyers and sellers navigate one of life's biggest decisions.

Long before real estate, Heather's path looked very different.

After graduating from high school six months early while pregnant with her oldest daughter, she immediately enrolled in college because she knew she needed to create a future for both of them. She earned two associate degrees before transferring to study Environmental Science, eventually accepting a position in the environmental department of a manufacturing company

before finishing her bachelor's degree.

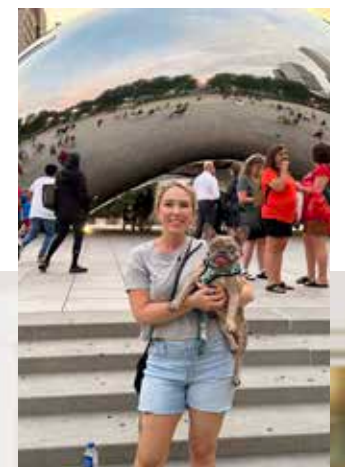
She genuinely enjoyed the work, but something was missing.

"I loved learning how things operated, but over time I realized I missed working directly with people."

Then came another defining moment.

She lost that job.

For years, Heather viewed getting fired from her first professional position as one of the biggest failures of her life.



“
The more I've
**WORKED
ON
MYSELF**,
the better I've
become at
**SERVING
OTHER
PEOPLE**.
”

few years. Constantly being the new kid wasn't always easy, but Heather now recognizes how much those experiences prepared her for the career she would eventually build.

"Moving so often taught me how to build relationships quickly, find common ground with people, and make others feel comfortable," she says. "Looking back, those experiences became one of my greatest strengths in both business and life."

Being the new person over and over again taught her how to listen, observe, connect, and genuinely care about the people around her. Those skills would later become some of her greatest



the same MLS, contracts, technology, and marketing tools. What separates one professional from another isn't necessarily expertise alone—it's how clients feel throughout the experience.

"I've realized my job isn't to convince people to buy or sell a home," she says. "My job is to help them make one of life's biggest decisions with clarity and confidence."

One transaction, in particular, reinforced that belief.

Someone called her asking about renting a home that wasn't actually available for rent.

Instead of ending the conversation, Heather asked a few additional questions.

She quickly realized they weren't choosing to rent because they wanted to.

They simply believed homeownership wasn't possible.

Rather than accepting that assumption, Heather connected them with a lender, walked them through financing, inspections, appraisals, and every step of the process.

Just a few weeks later, they became homeowners.

"That experience reinforced something I believe deeply," she says. "My job isn't to tell people what to do—it's to help them see options they didn't know they had."

Those moments continue to fuel her passion for first-time homebuyers.

Today, she sees it as one of her greatest blessings.

"It wasn't until recently that I realized losing that job opened the door to the career and life I have today."

Her next career took her back into sales, where she spent years helping hundreds of families purchase musical instruments for their children.

Again, she thought she was selling products.

Looking back, she realizes something entirely different was happening.

"I wasn't really selling instruments," she says. "I was helping people feel confident making meaningful decisions. Real estate turned out to be that same calling on a much larger scale."

That ability to guide rather than pressure has become one of the defining characteristics of her business.

Heather believes every real estate agent has access to



Heather remembers what it felt like to believe homeownership wasn't attainable. Growing up in a military family, she never watched her parents purchase a home. When she bought her first house, it was through a land contract because she didn't know there were other options.

"Helping someone realize they can own a home is incredibly rewarding because I remember exactly what it felt like to think it wasn't possible."

She also has a special appreciation for helping veterans.

Her husband is an Army veteran, and having personally navigated the VA loan process together, she enjoys helping veterans understand and maximize a benefit they've earned through their service.

While Heather has experienced tremendous success, she readily admits the journey hasn't always been easy.

Early in her career, she became emotionally invested in every transaction.

When clients were stressed, she was stressed.

If a deal began falling apart, she carried that weight home.

Experience has gradually taught her something invaluable.

"I still care just as deeply today, but I've learned how to stay calm and focused so I can guide my clients instead of letting the situation overwhelm me."

Ironically, family members and coworkers often joke that she somehow attracts the craziest transactions.

If there's a deal that appears destined to fall apart, somehow it finds Heather.

Oddly enough, those have become some of her favorite transactions.

"They've taught me to stay calm, think creatively, and keep looking for solutions," she says. "I genuinely believe that if something doesn't work out, there's usually a reason, and often there's an even better opportunity waiting around the corner."

She's also rebuilt her business multiple times after

relocating and has successfully sold real estate in both Georgia and Indiana.

Starting over repeatedly reinforced another belief she holds tightly.

"Relationships matter more than geography. If you genuinely care about people and consistently show up for them, you can build a business anywhere."

Perhaps the biggest challenge Heather has overcome wasn't external at all.

It was confidence.

"For years I questioned whether I was really good enough to do this," she admits. "It honestly wasn't until the last year or two that I realized I wasn't successful because I sold houses—I was successful because people trusted me to take the stress off their shoulders and guide them through one of the biggest decisions of their lives. That realization changed everything."

Ask Heather what has contributed most to her success, and one word surfaces again and again.

Curiosity.

She loves understanding how things work.



“
MOVING
 so often
 taught me
 how to build
 relationships
 quickly,
FIND
COMMON
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 with people,
 and make
 others feel
 comfortable.”
 ”

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 Travel.

If something sparks her interest, she wants to learn everything she can about it.

“Because I’m interested in so many different things, I can usually find common ground with almost anyone,” she says. “People can tell when your interest in them is genuine, and I think that connection helps build trust long before we ever talk about buying or selling a home.”

Her curiosity also extends into homes themselves.

Having personally renovated and flipped properties, Heather enjoys helping clients look beyond cosmetic updates to evaluate quality, long-term value, and hidden potential.

She loves helping buyers envision not only what a home is today—but what it could become.

She’s equally passionate about becoming a better version of herself.

Over the past several years, Heather has invested heavily in therapy, masterminds, coaching, conferences, books, and personal development.

“One of the biggest lessons I’ve learned is that the more

I’ve worked on myself, the better I’ve become at serving other people. That growth has made me a better real estate agent, a better wife, a better mom, and a better leader.”

Her husband remains one of the biggest reasons for that growth.

“He’s always believed in me before I’ve believed in myself,” Heather says. “Nearly every big opportunity I’ve pursued—from real estate to women’s coaching—started because he encouraged me to stop overthinking, take the chance, and trust that I’d figure it out.”

She smiles while describing how perfectly they complement one another.



“He’s the type of person who naturally sees opportunity where I tend to see risk.”

That partnership has helped create the family she treasures most.

Heather and her husband are raising three children, ages 26, 19, and 11, while sharing life with four dogs—including one tiny dog who, according to Heather, completely runs the household.

Her daughter, Isabelle, shares her love for concerts, music, travel, beautiful spaces, and aesthetics. Her youngest son, Kaden, has developed a passion for cars and dreams of becoming a pilot—not because he loves airplanes, but because he believes the career will allow him to buy every car he wants someday.

Family has always remained her greatest motivation.

“At the end of the day, I hope my children remember that they were deeply loved, celebrated, and that I always tried to make life fun and full of experiences.”

That philosophy has changed the way Heather defines success.

Earlier in life, success meant simply becoming a homeowner.

Later, it meant building a thriving business.

Today, it looks much different.

“Success is being present with my family. It’s creating memories and experiences instead of just collecting things. It’s raising children who know they were deeply loved and celebrated and who have the freedom to build lives that make them happy.”

Professionally, her vision has expanded well beyond real estate.

Over the last several years, Heather has discovered a passion for creating communities where women feel supported instead of isolated.

Whether hosting personal growth book clubs, organizing self-defense classes for women in real estate, pursuing certification in women’s coaching, or launching Heather Sanders Women in Business Coaching, she sees an opportunity to help women redefine what success can look like.

“I think too many women believe they have to work exactly like everyone else to succeed,” she says. “I’m passionate about helping women recognize that our intuition, emotional

intelligence, and ability to build relationships are incredible strengths.”

She continues, *“For a long time I felt like I was the only woman trying to balance business, family, growth, and the pressure to do it all. The more conversations I’ve had, the more I’ve realized there are so many women quietly carrying the same things. That’s one of the biggest reasons I feel called to coaching and building community.”*

Outside of business, Heather’s curiosity continues to shape nearly every aspect of her life.

She loves photography, sunsets, architecture, hiking, concerts, traveling, home renovations, collecting crystals, and researching everything from leadership to women’s health.

She’s also a passionate automotive enthusiast.

Her favorite vehicle she’s owned was a Mercedes S65 AMG with a V12 engine, and today her family’s Corvette E-Ray has become their newest obsession.

“I’ve always been drawn to things that are a little different,” she says. “Whether it’s a unique home, an interesting car, or a new idea, I’ve never been someone who wanted what everyone else had.”

That willingness to keep learning also shapes the advice she offers new real estate agents.

“Don’t get into real estate because you think it’s an easy job or because you want flexibility,” she says. “Stay curious. Study construction. Learn negotiation. Understand marketing.

Learn about lending. Read books outside of real estate. Every piece of knowledge you gain eventually benefits your clients.”

But perhaps her most important advice is even simpler.

“Don’t spend your career trying to be someone else. People aren’t looking for a perfect real estate agent. They’re looking for someone they trust. Your personality, your experiences, and the way you naturally connect with people are your greatest competitive advantage.”

As Heather looks ahead, she remains deeply grateful—not only for the business she’s built, but for every person who helped make it possible.

“Every client who’s trusted me, every family who’s

referred me, every mentor who’s invested in me, and every person who’s believed in me has played a part in my journey,” she says.

She now finds as much joy helping others succeed as she once found building her own business.

“Success becomes a lot more meaningful when you help someone else succeed too.”

Ultimately, Heather hopes her legacy won’t be measured by awards, production, or even the homes she’s sold.

Instead, she hopes people simply remember how they felt after crossing paths with her.

“If years from now people remember me as someone who made them feel more confident, more capable, and more hopeful than they did before we met, I think

I’d consider that a pretty successful life.”

Judging by the relationships she’s built, the lives she’s impacted, and the trust she’s earned, she’s already well on her way. ➡

➡ **“STAY curious. STUDY construction. LEARN negotiation. Understand marketing. Learn about LENDING.”**





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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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A Promo is a unique promotional piece created for agents featured in the pages of Real Producers. A previously printed Real Producers article is transformed into a four-or eight-page leave-behind, laid out like the original article.

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TOP 100 STANDINGS

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

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMEPS	100	\$41,133,842	\$411,338
2	Heather Regan	Regan & Ferguson Group - UPREFE	33	\$24,672,421	\$747,649
3	Leslie Ferguson	Regan & Ferguson Group - UPREFE	33	\$24,672,421	\$747,649
4	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	34	\$22,297,482	\$655,808
5	Evan Riecke	Encore Sotheby's International Realty - UPENSO	49	\$21,339,700	\$435,504
6	Bradley Noll	Noll Team Real Estate - UPNTRE	39.5	\$19,585,100	\$495,825
7	Warren Barnes	North Eastern Group Realty - UPNOEA	57.5	\$18,680,255	\$324,874
8	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	44	\$17,053,400	\$387,577
9	George Raptis	Mike Thomas Assoc., Inc - UPMTAS	33	\$16,482,400	\$499,466
10	Richard Fletcher	North Eastern Group Realty - UPNOEA	44	\$15,157,481	\$344,488
11	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	28.5	\$14,545,930	\$510,383
12	Jacob McAfee	CENTURY 21 Bradley Realty, Inc - UPBRAD	42	\$14,205,400	\$338,223
13	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	36	\$12,998,325	\$361,064
14	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	70.5	\$12,996,555	\$184,348
15	Alan Scherer	North Eastern Group Realty - UPNOEA	29	\$12,933,815	\$445,993
16	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	34.5	\$12,718,450	\$368,650
17	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	24	\$12,635,100	\$526,462
18	Ray Smith	ADT Realty - UPADTR	37	\$12,425,700	\$335,829
19	Geoff Cavender	eXp Realty, LLC - UPEXPR	28.5	\$12,363,355	\$433,801
20	Martin Brandenberger	Coldwell Banker Real Estate Gr - UPRWGR09	19	\$12,311,300	\$647,963
21	Lucas Deck	Weichert Realtors - Hoosier Heartland - NE2458	52	\$12,133,300	\$233,332
22	Erin Poiry	Mike Thomas Assoc., Inc - UPMTAS	25	\$11,938,088	\$477,523
23	Scott Pressler	Keller Williams Realty Group - UPKEPR	28	\$11,517,485	\$411,338
24	Gabe Cerny	RE/MAX Results - NE30	18	\$10,930,700	\$607,261
25	Emily Ewing	North Eastern Group Realty - UPNOEA	32.5	\$10,788,905	\$331,966
26	TJ Short	CENTURY 21 Bradley Realty, Inc - UPBRAD	38	\$10,627,900	\$279,681
27	Tim Haber	RE/MAX Results - UPREMX01	31	\$10,605,375	\$342,108
28	Mary Sherer	ERA Crossroads - UPSHAA	34	\$10,598,781	\$311,728
29	Keri Garcia	Mike Thomas Assoc., Inc - UPMTAS	14	\$10,598,071	\$757,005
30	Patti Couperthwaite	Coldwell Banker Real Estate Group - NE9	14.5	\$10,584,999	\$729,999
31	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	29	\$10,517,530	\$362,673
32	Justin Walborn	Mike Thomas Assoc., Inc - UPMTAS	24	\$10,449,525	\$435,396
33	Jordan Wildman	eXp Realty, LLC - UPEXPR	47	\$10,093,800	\$214,761

#	Agent	Office	Units	Volume	Average
34	Andrea Gates	Coldwell Banker Real Estate Gr - UPRWGR09	33	\$9,945,300	\$301,372
35	Scott Hope	ADT Realty - UPADTR	25	\$9,933,978	\$397,359
36	Heather Sanders	eXp Realty, LLC - UPEXPR	29	\$9,864,182	\$340,144
37	Alyssa Schendel	North Eastern Group Realty - UPNOEA	35	\$9,673,240	\$276,378
38	Jennifer Hinen	Keller Williams Realty Group - UPKEPR	28	\$9,627,766	\$343,848
39	Kelly Werth	Mike Thomas Assoc., Inc - UPMTAS	22	\$9,470,900	\$430,495
40	Craig A Walker	Coldwell Banker Real Estate Group - NE9	8	\$9,429,900	\$1,178,737
41	Cecilia Espinoza	Realty of America LLC - UPREOA	46	\$9,354,790	\$203,365
42	Hayden Weber	Weichert Realtors - Hoosier Heartland - NE2458	23.5	\$8,944,100	\$380,600
43	Kimberly Ward	North Eastern Group Realty - UPNOEA	64	\$8,779,963	\$137,186
44	Erica Amans	Coldwell Banker Real Estate Group - NE9	17	\$8,725,225	\$513,248
45	Tyler Jackson	CENTURY 21 Bradley Realty, Inc - UPBRAD	35	\$8,700,900	\$248,597
46	Kay Young	ERA Crossroads - KO128	19	\$8,619,600	\$453,663
47	Wendy France	CENTURY 21 Bradley Realty, Inc - UPBRAD	23	\$8,561,080	\$372,220
48	David Springer	Mike Thomas Assoc., Inc - UPMTAS	17	\$8,430,015	\$495,883
49	Gregory Brown	CENTURY 21 Bradley Realty, Inc - UPBRAD	25.5	\$8,360,100	\$327,847
50	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	29	\$8,334,400	\$287,393
51	Erica Jamison	Coldwell Banker Real Estate Gr - UPRWGR09	10	\$8,332,425	\$833,242

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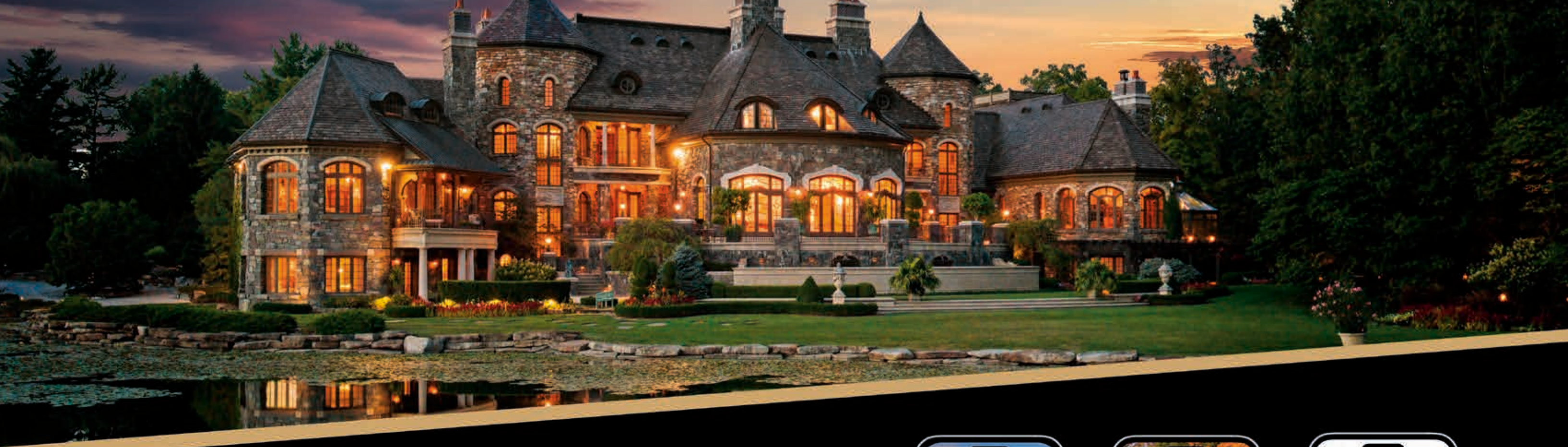
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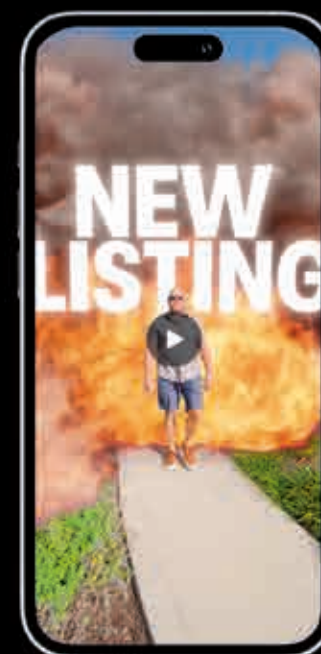
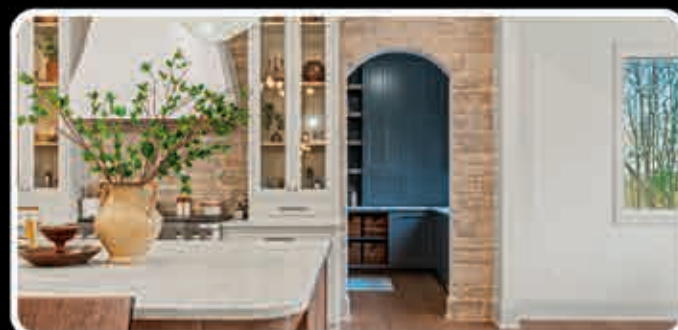
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TOP 100 STANDINGS

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

#	Agent	Office	Units	Volume	Average
52	Samantha Mason	CENTURY 21 Bradley Realty, Inc - UPBRAD	25	\$8,325,820	\$333,032
53	Melissa Jagoda	Mike Thomas Associates, Inc. - UPMTAS03	28	\$8,257,625	\$294,915
54	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	29.5	\$8,219,600	\$278,630
55	Sabrina Phyo	Uptown Realty Group - UPUTRG	42	\$8,141,890	\$193,854
56	Michelle Sinn	Coldwell Banker Real Estate Gr - UPRWGR09	24	\$8,113,502	\$338,062
57	Bradley Stinson	North Eastern Group Realty - UPNOEA	24	\$8,061,315	\$335,888
58	Justin Heflin	Mike Thomas Assoc., Inc - UPMTAS	20.5	\$8,032,550	\$391,831
59	Heidi Haiflich	North Eastern Group Realty - UPNOEA	14	\$7,979,444	\$569,960
60	Billie Shively	eXp Realty, LLC - UPEXPR	30	\$7,714,900	\$257,163
61	Katie Brown	Mike Thomas Assoc., Inc - UPMTAS	22	\$7,697,600	\$349,890
62	Timothy Green	Sterling Realty Advisors - UPSTAS	24	\$7,661,171	\$319,215
63	Isabella Reed	Keller Williams Realty Group - UPKEPR	23	\$7,630,300	\$331,752
64	Jessica Arnold	North Eastern Group Realty - UPNOEA	26	\$7,529,150	\$289,582
65	Johanna Pardon	Mike Thomas Assoc., Inc - UPMTAS	18	\$7,519,800	\$417,766
66	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	30.5	\$7,475,420	\$245,095
67	Kerri Morningstar	CENTURY 21 Bradley Realty, Inc - UPBRAD	20.5	\$7,459,730	\$363,889
68	Emily Cary	Keller Williams Realty Group - UPKEPR	22	\$7,451,811	\$338,718
69	Jacob Hege	Uptown Realty Group - UPUTRG	20.5	\$7,319,840	\$357,065
70	Jared Kent	Anthony REALTORS - UPANRE	23	\$7,317,123	\$318,135
71	Mary Douglass	The Douglass Home Team, LLC - UPTDHT	23	\$7,262,750	\$315,771
72	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc - UPBRAD	12	\$7,240,400	\$603,366
73	Ian Barnhart	Coldwell Banker Real Estate Gr - UPRWGR05	21	\$7,218,940	\$343,759
74	Matthew Suddarth	North Eastern Group Realty - UPNOEA	16	\$7,214,950	\$450,934
75	Michael Payne	Coldwell Banker Real Estate Gr - UPRWGR05	21	\$7,151,401	\$340,542
76	Raylene Webb	eXp Realty, LLC - UPEXPR	42	\$7,076,970	\$168,499
77	Leah Marker	Mike Thomas Assoc., Inc - UPMTAS	13.5	\$7,057,500	\$522,777
78	Joyce Swartz	Coldwell Banker Real Estate Gr - UPRWGR09	17	\$7,021,400	\$413,023
79	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	24	\$6,983,130	\$290,963
80	Catherine Peterson	Steffen Group - UPSTGR	22	\$6,936,100	\$315,277
81	Nancey Weaver	Agency & Co. Real Estate - UPAGCO	14	\$6,905,190	\$493,227
82	Lori Stinson	North Eastern Group Realty - UPNOEA	19	\$6,894,133	\$362,849
83	Heather Bolton	Agency & Co. Real Estate - UPAGCO	16	\$6,878,375	\$429,898
84	Harrison Heller	Heller & Sons, Inc. - UPHLLR	19	\$6,832,350	\$359,597

#	Agent	Office	Units	Volume	Average
85	Scott Marker	United Country Real Estate/Anchor Realty - NE2413	14	\$6,800,800	\$485,771
86	Jenni Harris-Steele	CENTURY 21 Bradley Realty, Inc - UPBRAD	18	\$6,748,100	\$374,894
87	Kaylin Krontz	CENTURY 21 Bradley Realty, Inc - UPBRAD	26	\$6,718,000	\$258,384
88	Randy Harvey	Coldwell Banker Real Estate Gr - UPRWGR09	26	\$6,706,300	\$257,934
89	Erin Hyndman	Mike Thomas Assoc., Inc - UPMTAS	20	\$6,662,565	\$333,128
90	Joanne Gleckler	Realty PRO Hansbarger Realty - NE10	5	\$6,655,000	\$1,331,000
91	Brock Noye	Noll Team Real Estate - UPNTRE	16	\$6,654,000	\$415,875
92	Isaac Stoller	Steffen Group - UPSTGR	21	\$6,614,534	\$314,977
93	David DeHaven	Mike Thomas Assoc., Inc - UPMTAS	15	\$6,574,749	\$438,316
94	Andrea Zehr	RE/MAX Results - UPREMX01	15	\$6,570,978	\$438,065
95	Kenson Dhanie	Mike Thomas Assoc., Inc - UPMTAS	19	\$6,521,250	\$343,223
96	Joni Donaghy-Myers	Coldwell Banker Holloway - UPCOHO	23	\$6,453,100	\$280,569
97	Mark Dippold	Coldwell Banker Real Estate Gr - UPRWGR05	16	\$6,423,760	\$401,485
98	Eli Hogan	CENTURY 21 Bradley Realty, Inc - UPBRAD	26.5	\$6,414,900	\$242,071
99	Timothy Tower	CENTURY 21 Bradley Realty, Inc - UPBRAD	21	\$6,401,247	\$304,821
100	Michelle Snyder	North Eastern Group Realty - UPNOEA	19	\$6,367,600	\$335,136

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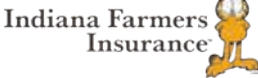
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On May 26, 2011, six members of our team were killed while serving in Afghanistan. In their memory, we are committed to honoring fallen heroes and giving back to military families. *This May, we will make a donation to Fort Wayne 22 (FW22), a nonprofit dedicated to supporting veterans affected by PTSD and TBI.*

Honoring LT John M. Runkle, Jr.; SSG Ergin V. Osman; SSG Edward D. Mills, Jr.; SGT Louie A. Ramo; SGT Thomas A. Bohall; and SPC Adam J. Patton.

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