

NORTHWEST INDIANA

SEPTEMBER 2026

REAL PRODUCERS

Madison
Young



Agent Spotlight
BRAD ERICKS
of Advanced Real Estate

Partner Spotlight
**GIAVONNI
NICKSON-
DOWNING AND
ERIEK NICKSON**
of College HUNKS
Hauling Junk & Moving

Get Homes Market-Ready

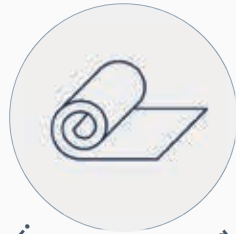
Value-added services to prepare homes for sale.



home clear outs



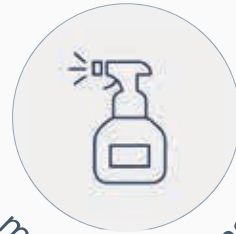
Painting



install flooring



landscaping



move out cleans



Get in touch.

Meet the Owners:
Luke & Ashley
Summers

📞 219-350-8644

Pay-at-close

HOME
stretch

SPECIAL LOAN PROGRAM

FOR FIRST RESPONDERS & EDUCATORS



*Exclusive Support for Those
Who Serve Our Communities*

Available for:

Doctors • Nurses • Police
Firefighters • Teachers



- ✓ 5% down payment with 680 credit score
- ✓ No down payment with 700+ credit score
- ✓ No PMI required

The commitment and dedication to our community is greatly appreciated! Its our way of saying Thank You!

Kim Carpenter | Executive Director

📞 (219) 756-1101 ext. 410

✉ kimc@cumortgageservice.com



Scan the
QR code
to Apply



225 Aberdeen Dr. Suite A Valparaiso, IN 46385 • cumortgageservice.com





MODISHLY DESIGNED

PROPERTY PRESENTATION EXPERTS



3427 E 83rd Place Merrillville, IN 46410 • 219-546-1696



BUILD MORE OPPORTUNITIES FOR YOUR CLIENTS.

Construction Loans

Up to 90% financing. Competitive rates. Local servicing from start to finish.



11330 BROADWAY | CROWN POINT

PURDUEFED.COM/MORTGAGE

Subject to credit approval. Membership eligibility required. Federally insured by NCUA. Purdue Federal NMLS #417214.



Choose Blackburn Builders *for Your Clients' Dream Homes!*



As a husband-and-wife team, we make building a home a personal and enjoyable experience.

HERE'S WHY REALTORS TRUST US:

- Personal Touch:
We work closely with clients to bring their visions to life.
- Quality Craftsmanship:
Beautiful homes built with care and attention.
- Easy Process:
Friendly support every step of the way.

815-370-9537

bbllc.build@gmail.com

BlackburnBuilders.net

**CHECK US
OUT HERE!**



Contents

PROFILES



24 College HUNKS Hauling Junk & Moving



36 Brad Ericks

IN THIS ISSUE

- 8 Preferred Partners
- 14 Meet The Team
- 16 Publisher's Note
- 20 FAQ
- 24 **Partner Spotlight:** College HUNKS Hauling Junk & Moving
- 36 **Agent Spotlight:** Brad Ericks of Advanced Real Estate
- 44 **Cover Story:** Madison Young of Brokerworks Real Estate Group



44 Madison Young
COVER STORY

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at colt.contreras@n2co.com.

HOME INSPECTIONS CONTRERAS



“Contreras Home Inspections were absolutely amazing! They were super flexible with scheduling to make sure our inspection report was ready before our contracted response date. They also advised me of services that I selected and didn't need so that I didn't pay more than I needed to and thereby saving me money. Colt's inspection was so thorough and I couldn't recommend them more to anyone! I look forward to working with them again in the future.”

Adding Peace of Mind

TO YOUR HOME BUYING EXPERIENCE

★★★★★ 250+ 5-Star Google Reviews!

Working with the entire team is always a smooth process.

“The entire team is amazing! Documents are always provided quickly; update requests are turned around fast and the closing process always goes great! I look forward to working with everyone again soon!”

Elevate Your Closing Experience. [propertitle.com](https://www.propertitle.com)

Karen Craig

Brittany Herbert

Lisa Riffle

Jan O'Hara

PROPER TITLE

PROPER TITLE

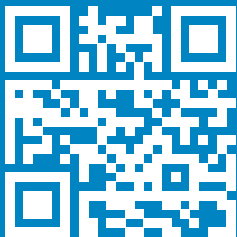
PROPER TITLE

PROPER TITLE

PROPER TITLE

PROPER TITLE

COLT CONTRERAS, Owner/Inspector
219-309-7142 | Colt@ContrerasHomeInspections.com



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ASPHALT SERVICES

LandSeal
(219) 816-8187

ATTORNEY/LEGAL SERVICES

Kvachkoff Law INC
(219) 661-9500
www.kvachkoff.com

CLEANING SERVICE

Master Clean
(219) 765-9823
www.mastercleansselect.com

DUCT CLEANING

Master Clean
(219) 765-9823
www.mastercleansselect.com

ESTATE SALES

A1 Estate Sale
(219) 776-5414
A1EstateSale.com

FLOORING

ICC Floors Plus
(219) 500-6650

FOUNDATIONS/WATERPROOFING

Area Wide Waterproofing
(708) 274-7467
www.areawidewaterproofing.com

K&A Waterproofing LLC

(219) 379-6567
www.K&Awaterproofing.com

GRANITE COUNTERTOPS

TTS Granite
(708) 755-5200
www.ttsgranite.com

HOME BUILDER

Blackburn Builders
(815) 370-9537
www.blackburnbuilders.net

HOME INSPECTION

Contreras Home Inspections
(219) 309-7142
www.contrerashomeinspections.com

Peoples Choice Home Inspection Service

(219) 365-9005
www.peopleschoicehis.com

Pillar To Post (Tim James Team)

(219) 898-4357
timjames.pillartopost.com

HOME PREPARATION SERVICES

HOMEstretch - Northwest Indiana
(219) 350-8644
www.home-stretch.com/nwindiana

INSULATION - SPRAY FOAM

Great Lakes Spray Foam
(219) 384-9764
greatlakesspf.com

INSURANCE

Allstate - Tom Wisch
(219) 224-3244
agents.allstate.com/
thomas-wisch-chesterton-in.html

Hoosier Insurance Agency

(219) 865-8090
hoosierinsuranceagency.com

Indiana Farm Bureau Insurance

(219) 663-1193
www.infarmbureau.com

MOLD/WATER/FIRE RESTORATION

Master Clean
(219) 765-9823
www.mastercleansselect.com

Rytech Restoration - Lake County

(219) 213-3911
lake-county.rytechinc.com/

MORTGAGE / LENDER

CrossCountry Mortgage, LLC
(219) 240-1116
ccmhomelending.com

Direct Mortgage Loans

(219) 924-5554
www.directmortgageloans.com/
michelle-jacinto/

Everwise Credit Union

Scott Kosteba
www.everwisecu.com
First Community Mortgage -The Amanda McKenzie Team
(219) 841-1316
www.approvedwithamanda.com

Notre Dame Federal Credit Union

(219) 296-6022
notredamefcu.com

Purdue Federal Credit Union

(800) 627-3328
www.purduedefed.com

Regional Federal Credit Union

(219) 548-6805
www.regionalfcu.org

Rural 1st

(219) 246-1672
www.rural1st.com

Tech Credit Union

(219) 756-1101
cumortgageservice.com

The Federal Savings Bank

(312) 738-8440
www.thefederalsavingsbank.com/
bankers/brian-kohlstedt/

The Polarek Group with Rate

(219) 227-3570
www.rate.com/polarekgroup

Union Home Mortgage

Travis Waters
(219) 286-2211
www.uhm.com

Wells Funding Group

(219) 230-8400
www.wellsfundinggroup.com

MOVING & JUNK HAULING

College Hunks Hauling Junk
(812) 219-2376
www.collegehunkshaulingjunk.com/
merrillville/

NON-PROFIT ORGANIZATION

CoAction
(219) 741-4285
coaction.care

PAINTING CONTRACTOR

That 1 Painter
(574) 622-1143
michiana.that1painter.com

PEST SOLUTIONS

Franklin Pest Solutions
(800) GOT-PESTS
FranklinPestSolutions.com

PHOTOGRAPHY/ BRANDING

Melinda Nicole Photography
(219) 201-0156
melindanicolephotography.com

PHOTOGRAPHY/VIDEO PRODUCTION

Delia Jean Filming
(219) 670-9161
www.deliajeanfilming.love

T-23 Productions

(219) 381-5719
www.t-23productions.com

BASEMENT, WATERPROOFING, AND CRAWLSPACE REPAIR





K&A Waterproofing LLC

Call today!
(219) 379-6567

Preferred Partners

CONTINUED

PLUMBING

Small Town Plumbing
(219) 315-8886

PROPERTY MANAGEMENT

Prestige Management
(219) 999-9211
www.rentfromprestige.com

RADON MITIGATION

NWI Radon & Environmental
(219) 248-7766
nwiradon.com

RESTAURANTS

Coppolillo's Italiano Crown Point
coppolillos.com/locations/crown-point/

Lighthouse Restaurant
(219) 374-9283
cedarlakelighthouse.com

ROOFING & EXTERIORS

Monarca Roofing and Exterior
(219) 666-4616

Roman's Roofing LLC
(219) 838-9111
www.romansroofing.net

SEPTIC INSPECTIONS & CONSULTING

McB's Environmental Inspections
(574) 930-0518

STAGING

Modishly Designed
(219) 546-1696
www.modishlydesigned.com

Stage & Style
(219) 730-2369

TITLE & ESCROW

Chicago Title
(219) 928-0681
northwestindiana.ctic.com

Fidelity National Title
(219) 661-6900
northwestindiana.fntic.com

Meridian Title
(574) 293-3075
MeridianTitle.com

Near North Title
(219) 203-4086
NNTG.com

Premier Title
(219) 386-4006

Proper Title
(847) 603-2525
proptitle.com



ROMANS ROOFING

NORTHWEST INDIANA'S REALTOR PARTNER

DON'T LET A ROOF KILL YOUR DEAL.

FREE DIAGNOSTIC REPORTS

A true roof health rating with a repair-or-replace estimate - so the roof never blindsides your closing.

ROOFING • SIDING • GUTTERS • WINDOWS • ALL EXTERIOR CONSTRUCTION

REALTORS, UNLOCK EXCLUSIVE BENEFITS:

Free roof reports for your listings, Priority scheduling, Referral Rewards.



SCAN ME

(219) 838-9111

romansroofing.net • Hobart, IN • Aurora, IL



THE N2 COMPANY.



INC. SAYS THIS MAGAZINE IS A FORCE FOR GOOD

The N2 Company was named to *Inc.'s Best in Business list for Social Good* — the authoritative list of companies that make a meaningful impact beyond profit.

Here's the part we're most proud of: The magazine you're reading is part of that impact.

Read how THIS magazine is part of something bigger.





PEOPLES CHOICE
HOME INSPECTION SERVICES

Working together to help our clients make the **Best Choice**

Established in 1991

(219) 365-9005 • info@peopleschoicehis.com • peopleschoicehis.com

You Have Enough To *Juggle...*

Leave Finding The Right Mortgage To Me!

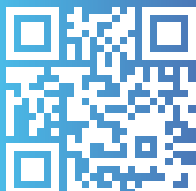


Travis Waters
Sr. Mortgage Advisor
NMLS 150593
219.286.2211
TWaters@UHM.com
UHM.com/TWaters



SPRAY FOAM INSULATION

The most efficient, energy and cost-saving option for your clients!



David Hoekstra
Greatlakesprayfoamindiana@gmail.com
GreatlakesSPF@gmail.com
4817 Ralston Pl Griffith, IN 46319

Stage & Style



JULIE
McKEEHAN

219-730-2369 | JLM1011@HOTMAIL.COM

Your Trusted Partner for Mortgage Lending

- Fixed & Adjustable Rate Mortgages
- Construction Loans
- FHA Loans
- VA Loans
- Jumbo
- Rural Development
- Freddie Mac Home Possible®
- Fannie Mae HomeReady®



 **REGIONAL**
federal credit union
1-800-762-7419 • REGIONALFCU.ORG

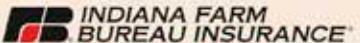


Develop a business insurance plan you can rely on.

However you make a living, we'll help you keep it running smoothly with a policy that can cover auto, liability, worker's compensation and more. Contact me to get started with a quote.



Anthony Smith, Agency Owner
10861 Randolph St | Crown Point
Office: (219) 663-1193
Cell: (219) 299-7664
Anthony.Smith@infarmbureau.com

 **INDIANA FARM BUREAU INSURANCE**
— ANTHONY SMITH AGENCY —

CHAMPIONSHIP TEAMS AREN'T BUILT AROUND ONE PLAYER.

★

GREAT CLOSINGS

HAPPEN WHEN EVERYONE PLAYS THEIR POSITION.



AGENT



LENDER



INSPECTOR



ATTORNEY



CHICAGO TITLE

Every great closing takes a great team.



THE PLAYBOOK

-  PROACTIVE COMMUNICATION
-  EXPERIENCED LOCAL TEAM
-  ON-TIME CLOSINGS
-  PROBLEM SOLVING

Autumn MacKillop 219-280-0407

Ryan Peterson 219-331-8483

Jamie Sulcer 219-628-6681

Keri Snyder 219-203-8018

Meet The Team



Colt Contreras
Publisher



Val Contreras
Publication Director



Kimberly Genovese
Partnership Developer



Giavonni Downing
Writer



Ali Kucharzak
Writer



Melinda Almaguer
Photographer



Tyler Schilling
Event Photographer



Delia Curtis
Event Videographer



Molly Cobane
Client Relations Specialist



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

YOUR HEADSHOT & *Personal* BRANDING PHOTOGRAPHER!



Melinda



SCAN TO WEBSITE

MELINDA NICOLE
Photography

219-323-4657 MELINDANICOLEPHOTOGRAPHY219@GMAIL.COM

FREE ROOF INSPECTIONS

Over 400 homeowners approved for new roofs, siding and gutters paid by insurance.

We help Realtors navigate roof issues before and during inspections, providing solutions that keep deals moving forward and both buyers and sellers satisfied.

Sales Rep: **Saad Arafat**
8338 Kennedy Ave, Highland, IN 46322



CALL TODAY
219-666-4616

Realtors:
Give your clients an easier
CLOSING DAY



PH: 219-865-8090
www.HoosierInsuranceAgency.com

Tired of seeing buyers struggle with rising Home & Auto Insurance rates?

Send them to Hoosier Insurance Agency

Jeff & Jennifer Podgorny deliver fast, competitive proposals that help keep deals on track and close on time.

Reliable service. **Real savings.**
The support your clients deserve.



YOUR CLIENTS
BUYING A SECOND
HOME? CALL ME



CONTACT TO LEARN MORE!

BRIAN KOHLSTEDT
Senior Vice President, NMLS# 216947

T: (312) 738-8440
C: (773) 317-4453
briank@thefederalsavingsbank.com

Subject to credit approval. Terms and conditions may apply. Property insurance is required on all loans secured by property.
Copyright 2026 © The Federal Savings Bank | Co. NMLS# 411500
All Rights Reserved | thefederalsavingsbank.com





Be IN THE Room

There's something powerful that happens when the right people are in the same room.

You can't always measure it, but if you've been to a Real Producers event, you've felt it.

Conversations turn into opportunities. Introductions become partnerships. A single interaction can change the course of a business, or even a life.

It all starts with one decision: be in the room.

For our agents, it's about more than showing up to another event. It's about surrounding yourself with the best in our market. The people facing the same challenges, raising the bar, and finding ways to win.

The conversations go deeper. Ideas are shared freely. You realize you're not the only one navigating the pressure and pace of this business. Collaboration starts to replace competition.

The agents who grow the fastest aren't trying to do it alone. They're connected. They're learning from each other and building relationships that last far beyond a transaction.

That doesn't happen behind a screen.

It happens in the room.

The same is true for our Preferred Partners.

Success isn't about collecting business cards or trying to meet everyone. It's about slowing down and having meaningful conversations. It's understanding what matters to the agents you serve and finding ways to genuinely help them succeed.

The partners who thrive in this community aren't chasing transactions. They're building trust.

And trust is built face to face. It grows through consistency, genuine conversations, and showing up often enough that

people stop seeing you as a vendor and start seeing you as someone they can count on.

The biggest impact is what it does for our community.

When top agents and partners consistently show up, barriers come down. People get to know one another beyond production numbers and business cards. They know each other's stories.

That's when referrals increase, partnerships strengthen, and clients benefit. Our industry becomes more than a collection of professionals. It becomes a community built on relationships and the belief that we're better together.

Our Summer Event on August 27 was another reminder of that. What stood out was the conversations, new introductions, and relationships continuing to grow. That's what Real Producers has always been about.

Now we're looking forward to our Fall Event on November 12 at Rosebud Steakhouse, and I encourage you to join us!

You never know which conversation, introduction, or connection could change everything.

Be in the room.



Val Contreras
Publication Director
valerie.contreras@n2co.com



OF LAKE COUNTY

GET BACK TO NORMAL FASTER WITH RYTECH!

YOUR NEIGHBORHOOD RESTORATION EXPERTS



WATER



MOLD



FIRE



CONTENTS

1122 ARROWHEAD CT | CROWN POINT, IN 46307

EMERGENCY SERVICE

(2 1 9) 2 1 3 - 3 9 1 1



fcmm first community mortgage

FALLING FOR THE RIGHT LOAN

starts here

AMANDA MCKENZIE
Production Manager | NMLS ID 372937
219-841-1316 (Office) | 219-841-1008 (Direct)
approvedwithamanda.com

Loan approval and terms are dependent upon borrower's credit, documented ability to repay, acceptability of collateral property, and underwriting criteria. For licensing information, go to: www.nmlsconsumeraccess.org. FCM NMLS ID 629700 | 3190 Willowcreek Road Suite C Portage, IN 46368



VIDEO | PHOTO

**BRANDING VIDEOS
BRANDING PHOTOS
WEDDING VIDEOS
RESTAURANT PHOTOS
REAL ESTATE PHOTOS
REAL ESTATE VIDEOS
HEAD SHOTS
EVENT PHOTOS
EVENT VIDEOS
PROPOSAL VIDEOS
ADVERTISEMENTS
& ANYTHING ELSE
YOU NEED.**



SCAN ME

INQUIRE TODAY!

Pest-Free Peace of Mind

Don't let fall invaders like **stink bugs**, **Asian beetles**, or **boxelder bugs** move in this season. We protect homes and businesses with trusted, family-safe solutions.

We are a local resource for your team and clients.

Book a free Lunch & Learn!

We'll equip you with essential pest knowledge to protect deals and add value to your service.

- Termite Protection
- Rodent Control & Prevention
- Investor & Property Management Expertise
- 165+ Years of Integrity & Excellence



800-GOT-PESTS?
FranklinPestSolutions.com

FRANKLIN
PEST SOLUTIONS



Many senior homeowners are ready to downsize, but the financing conversation often stops them before they start.

While they may have substantial equity, a smaller home can sometimes mean a higher monthly payment. Fortunately, there are financing strategies designed specifically for this situation that can help lower, or even eliminate, monthly mortgage payments.

Every client's needs are different. The key is understanding all available options and choosing the solution that best fits their goals.

Before your clients make a move, they deserve a clear picture of what's possible, not just what they qualify for.
That's the conversation I have every time.



Dennis Wells
Branch Manager
NMLS# 383901
P: (219) 689-6091
E: DennisWells@Leader1.com
WellsFundingGroup.com

Scan to apply
online today!



LeaderOne Financial Corporation is an Illinois Residential Mortgage Lender, License #0006499. Licensed by the Arkansas Securities Commission, License #000649. The Florida Office of Financial Regulation, License #ML0465. The Indiana Department of Financial Institutions, First Lien Mortgage Lending License #18775. The Michigan Department of Insurance and Financial Services, License #180019378. The Missouri Division of Finance, License #19-1776. The Tennessee Department of Financial Institutions #16996. Corporate Headquarters: 7505 College Blvd Suite 150, Overland Park, KS 66210, NMLS ID #12007 <http://www.nmlsconsumeraccess.org>. This advertisement does not constitute a loan approval or a loan commitment. Loan approval and/or loan commitment is subject to final underwriting review and approval.



Elevate Your Next Gathering



Gather Beautifully, Host Effortlessly.

Every event at Lighthouse is thoughtfully curated to reflect the moment—and the people you're bringing together. From intimate dinners to large gatherings, our private dining spaces offer a refined setting with exceptional cuisine and warm, attentive service.

Our Spaces

Captain's Room | Seats up to 30

An intimate setting designed for smaller gatherings, team meetings, and private dinners—where conversation and connection come naturally.

Northern Lights Room | Seats up to 70

A versatile space ideal for business meetings, networking events, and social gatherings, offering the perfect balance of energy and ease.

Southern Skies Room | Seats up to 110

This spacious and refined space suits larger gatherings, corporate events, and celebrations that require an elevated atmosphere.

Lake View Terrace | Seats up to 220

Our premier second-floor space, featuring sweeping lake views and an open, airy setting—ideal for large-scale events, receptions, and unforgettable gatherings.



Corporate Gifting

with 25% Back in Bonus Gift Cards

Purchase \$2,000 or more in gift cards & receive 25% back in bonus Lighthouse gift cards.

A seamless way to elevate your corporate gifting—perfect for client appreciation, team recognition, and meaningful moments that go beyond the expected.

Inquire About Private Events or Corporate Gifting

Sarah O'Reilly, Director of Private Dining
(219) 374-9283 | sarah.oreilly@meraking.com



Lighthouse Restaurant
7501 Constitution Ave.
Cedar Lake, IN 46303

www.cedarlakelighthouse.com

WHAT IS REAL PRODUCERS?

CONNECTING. ELEVATING. INSPIRING.



**New to Real Producers or just curious?
Check out these quick facts about RP.**

Q: Who receives this magazine?

A: The top 300 agents in NWI based on the previous year’s volume and our Preferred Partners. We update our mailing list annually to ensure RP reaches the Region’s top producers.

Q: Do agents pay for the magazine?

A: No! The magazine is mailed FREE to agents and funded by our partners.

Q: What kind of content will be featured?

A: Personal, in-depth stories that highlight the people behind the production. We go beyond the numbers and showcase the personal side of the industry to inspire stronger connections.

Q: Who are the partners?

A: Trusted professionals who make this community possible. They are top tier in their industry; they appear in every issue, attend our events, and come highly recommended by our agents. Our goal is to build a powerhouse network of the best agents and affiliates, growing stronger together.

Q: Does Real Producers have events?

A: Yes! We host quarterly, invite-only events where members connect, mastermind, and build relationships at local venues. Event details are shared through the magazine, email, and social media.

Q: What does it cost for an agent to be featured?

A: *Nothing.* \$0, zilch, nada. We are not a pay-to-play model. We share real stories of Real Producers, and agents do not pay to be featured.

Q: What is the process to be featured in the magazine?

A: Everyone in the magazine has first been nominated. We spotlight professionals who are collaborative, produce top numbers, and known for strong character. Attending our events and engaging with our platform helps us get to know your story!

Q: How can I nominate an agent?

A: We need on your input to uncover great stories! If you know an agent who’s on fire and deserving of recognition, scan the QR code to submit a nomination.



Nominate a Feature



Recommend a Partner

Q: How can I recommend a Preferred Partner?

A: We only partner with businesses that have been vetted and recommended by top agents. Scan the QR code to recommend an affiliate business and share what sets them apart.



NOTRE DAME
FEDERAL CREDIT UNION

Save Your Clients Up To

\$1,000

ON CLOSING COSTS

When They Buy or Refinance

1200 119th St., Suite A, Whiting, IN 46394





Satchel Warnell
Mortgage Loan Originator
219-296-6027
SWarnell@NotreDameFCU.com
NMLS# 2751805



Joe Kloska
Mortgage Loan Originator
219-296-6026
JKloska@NotreDameFCU.com
NMLS# 2810114

NotreDameFCU.com/MortgageSnapshot

NMLS# 405299  LENDER

Certain restrictions apply. Subject to credit approval. Insured by NCUA

WE MOVE THE THINGS YOUR CLIENTS LOVE AND GET RID OF THE THINGS THEY DON'T





 Junk Removal
 Full Service Moving
 Furniture Assembly
 Packing Service

CALL TODAY
219-281-2993



Giavonni Nickson
Downing



Eriek Nickson

Our fully licensed and insured team offers transparent pricing and free estimates. From full-service moves to eco-friendly junk removal, we make the process quick, easy, and hassle-free.



SMALL TOWN
PLUMBING
219-315-8886

LICENSED • BONDED • INSURED • PC12200025

RESIDENTIAL & COMMERCIAL PLUMBING
CERTIFIED IN BACKFLOW PREVENTION
SERVICE, NEW CONSTRUCTION & REHABS



(219) 407-0733 • abriseno210@smalltownplumbing.info

your home is a big investment protect it



Thomas Wisch
219-224-4214
711 Plaza Dr Ste 1
Chesterton
thomaswisch@allstate.com

Scan to get
in touch



NOT AVAILABLE IN EVERY STATE. Subject to terms, conditions & availability. Allstate Vehicle and Property Ins. Co. & affiliates: 3100 Sanders Rd. Northbrook, IL. © 2026 Allstate Insurance Co. GM20145-3

I live and work right here in our community, and I'm on hand to help you get the protection you deserve. If you're ready to talk home insurance or need some advice about protecting all that's important to you, call me today.

Personalized service. Trusted advice.



NO PLACE



Like *This Place*

The Y brings people together to connect, achieve their potential, and belong.

At the Duneland Family YMCA, discover:

- Unlimited Group Exercise Classes
- Swimming, Youth Sports, Open Gym, Indoor Pickleball
- Complimentary Fun Zone (child watch)

Building confidence, promoting healthy living, and fostering social responsibility are at the heart of everything we do. When you join the Y, you're helping create opportunities for children, families, and individuals throughout our community.

There's truly no place like *this place*- become a member today and experience it for yourself.



Duneland Family YMCA 219-926-4204 ► dunelandymca.org

GIAVONNI NICKSON-DOWNING

BY ALI KUCHARZAK
PHOTOGRAPHY BY MELINDA
NICOLE PHOTOGRAPHY

For most people, a moving truck represents a change of address.

For Giavonni Downing and Eriek Nickson, it represents something much more.

A new beginning.

A fresh start.

A growing family.

A difficult goodbye.

A dream realized.

As owners of the Northwest Indiana locations of College HUNKS Hauling Junk & Moving, Giavonni and Eriek understand that every customer they serve is in the middle of a life transition. They're not simply transporting furniture from one place to another—they're helping people move forward.

Moving People. Moving Stories. Moving Lives.

It's more than a tagline. It's the philosophy behind every truck that leaves their warehouse, every team member they mentor, and every relationship they build.

Part of a nationally recognized brand with more than 200 locations throughout the United States and Canada, College HUNKS Hauling Junk & Moving provides full-service moving solutions throughout Lake and Porter counties. Their services include residential and commercial moving, junk removal, move labor, general labor, furniture assembly, light demolition, and long-distance moving across the country through their interstate operating authority.

But ask either Giavonni or Eriek what business they're really in, and the answer has little to do with boxes or trucks.

They're in the people business.

For Giavonni, that passion has always been expressed through words.

Long before she stepped into the moving industry, she was building connections through communication. Her professional journey has taken her through journalism, political campaign management, corporate finance, and communications, but every chapter shared one common purpose: connecting with people.

"I love storytelling and connecting with people," Giavonni says. "There are so many ways that we grow and learn from being able to connect through other people's stories."

Her love for language started almost as soon as she learned to write.

As a little girl, she filled notebooks—and occasionally the wall behind her bedroom door—with poetry. She still laughs remembering the day her mother discovered her crayon-covered masterpiece.

"I thought I was in trouble," she laughed.

Instead, her mom handed her a notebook and simply said, "Use this instead."

That notebook became the beginning of a lifelong love of writing.

Later, while writing for The Crusader, a historically Black-owned newspaper, Giavonni realized her passion reached far beyond creative writing.

"My love and interest in writing was far beyond a creative landscape."

Today, she has authored three books: Gotta Have Gratitude, a guided journal centered on gratitude, grace, and growth; Dear God, a compilation of letters to God; and When Women Walk, a book exploring what it means to walk by faith in everyday life, releasing this October.

Yet her greatest lessons about the power of words didn't come from publishing books.

They came during one of the most difficult seasons of her life.

While in college, Giavonni lost a cousin and quietly battled depression while balancing athletics, academics, and everyday responsibilities.

"I struggled a lot," she recalls. "I never wanted to rock the boat. I just buried things."

Everything changed when a therapist assigned her one simple task.

Write.

Bring it back.

"That was the moment I truly understood the power of words," Giavonni says. "The power of words is indescribable to me."

Writing became healing.

It became hope.

It became a way to move forward.

Today, she sees that same opportunity every time a customer entrusts her company with one of life's biggest transitions.



**& ERIEK
NICKSON**
OF COLLEGE HUNKS HAULING JUNK & MOVING

MOVING PEOPLE. MOVING STORIES. MOVING LIVES.

Because behind every move is a story.

A family welcoming a new baby.

A couple purchasing their first home.

Parents downsizing after decades of memories.

Someone saying goodbye to a loved one.

Every move represents another chapter.

And Giavonni believes it's a privilege to help people through those moments.

For her brother, Eriek, helping people move looks a little different, but the mission is exactly the same.

Long before he became a business owner, Eriek learned the value of discipline, perseverance, and personal growth.

A two-time National Champion and World Champion drug-free powerlifter, Eriek's journey began at just seven years old when he received his very first set of weights.

"I grew up watching my father train, and my mom and I spent countless hours together at the gym," he says.

Years later, Eriek was featured in Flex Muscle Magazine. Soon after, he entered his first powerlifting competition and won—relying purely on raw strength before he had even developed proper lifting technique.

The lessons he learned in the gym still shape the way he leads today.

"Success is having the courage to set meaningful goals, the discipline to achieve them, and the determination to continue raising the bar even after you've succeeded," Eriek says. "For me, growth never stops."

That mindset extends far beyond business.

Every day, Eriek is intentional about investing in the people who work alongside him.

While customers may see a moving crew, Eriek sees future leaders.

He mentors young men, teaches accountability, develops leadership skills, and instills values that will serve them for the rest of their lives. He believes the greatest success isn't measured by how many moves are completed in a day, but by how many lives are positively impacted along the way.

"I am incredibly grateful to serve our community and to work alongside my little sister," Eriek says. "Whether it's helping a family through a stressful move or mentoring someone on our team to become a future leader, making a positive impact on people's lives is what motivates me every day."

Giavonni has always believed her brother was called to lead.

In fact, this business began as an answered prayer.

After years of working in the steel mills, she prayed Eriek would discover a career where he could fully use his gifts, talents, and leadership abilities.

"This business represents an answered prayer," Giavonni says. "College HUNKS Hauling Junk & Moving was the answer to the prayer—but I was needed in it."

She smiles before adding, "I became part of a prayer I was praying for someone else."

The siblings credit much of their entrepreneurial drive to their parents, whose work ethic and determination inspired them from an early age. Growing up, they learned the importance of serving others, working hard, and believing that success comes from consistency and character.

Today, those values remain the foundation of their business.

Together, Giavonni and Eriek have created more than a successful moving company.

They've created a culture.

A culture where customers are treated like family.

Where employees are challenged to become leaders.

Where words encourage.

Where service matters.

Where every interaction is an opportunity to leave someone's life a little better than they found it.



At the end of the day, customers may remember the truck that pulled into their driveway or the crew that carefully carried treasured belongings into a new home.

But what they'll remember most is how they were treated during one of life's biggest transitions.

Because for Giavonni Downing and Eriek Nickson, success isn't measured in miles driven or boxes packed.

It's measured in lives touched.

And that's what makes College HUNKS Hauling Junk & Moving so much more than a moving company.

They're moving people.

They're moving stories.

And every single day, they're moving lives. ■

“
THIS BUSINESS REPRESENTS AN
ANSWERED PRAYER.
”





2025

BY THE NUMBERS

Here's what the Top 300 Agents
in NWI sold in 2025



30%

NEW AGENTS
TO THE TOP 300

9,050



TOTAL
TRANSACTIONS



\$3,100,000,000

SALES VOLUME



HOW TO THANK OUR PREFERRED PARTNERS



Northwest Indiana Real Producers magazine and events are made possible by the generosity of our amazing partners. They are more than simply advertisers. They are businesses that have been vetted and have come highly recommended by other top agents in our area. They are an invaluable resource to you, and we encourage you to thank them in the following ways:

1. Follow them on social media and share their page with your friends, family, and clients
2. Reach out to them personally and thank them for partnering with RP
3. Add them to your personal list of preferred vendors and call them first when you need the services they can provide
4. Invite them to coffee or lunch along with other agents to join you. Relationships are the roof of good business!
5. Share their information with newer agents and give them an opportunity to help them succeed in this industry



Two Northwest Indiana Near North
Locations to serve you best.



Valparaiso

308 E Lincolnway
Valparaiso, IN 46383
(219) 203-4086



Merrillville

4101 E 90th Dr, Ste C
Merrillville, IN 46410
(219) 755-0100

NEAR NORTH
NOW CONNECT

QUICK QUOTES

RESIDENTIAL

COMMERCIAL

VISIT US AT
NNTG.COM



E-CHECK

INSTANT EARNST
MONEY DEPOSITS

NEW CONSTRUCTION

DIGITAL NOTARY



Everyone *deserves* a
place to call their own.



Scott Kosteba
NMLS #222990
(219) 276.0757
skosteba@everwisecu.com

Equal Housing Opportunity. NMLS #686706. Subject to
credit approval and membership requirements.



Protect your driveway or parking lot and
extend its life with
professional asphalt maintenance.

LandSeal



FREE Estimates

**Brush-Applied Sealcoating for a
Thick, Even Finish**

**Premium-Quality Products
Reliable, Professional Service**

Asphalt Repairs Available

*We also offer Premium Concrete
Coatings to give your garage,
patio, basement, pool deck, or
commercial floors a durable,
long-lasting finish.*



**Free Estimates on All Asphalt
Sealcoating & Repairs!**

Contact us today to schedule your **FREE
estimate** and keep your asphalt and
concrete looking their best!

(219) 816-8187

f LandSeal Sealcoating



NOMINATE A RISING STAR!

Do you know an up-and-coming agent who's making waves in the NWI real estate scene? Maybe they've crushed it in their first year, overcome major obstacles, or are just the kind of person who brings passion, professionalism, and purpose to everything they do.

At *Northwest Indiana Real Producers*, we're always on the lookout for new talent that deserves to be recognized—and we need your help to find them!

Who qualifies as a Rising Star?

- Licensed for 5 years or less
- Already making an impact in the industry
- Known for hustle, heart, and a hunger to grow

Help us shine a light on the next generation of top producers. Nominate someone you admire and tell us why they deserve to be featured in an upcoming issue.



Submit your nomination today – scan the QR code to tell us their name and a few words on what makes them a star.



RAY DONATO
Regional Underwriter

ANGELA WOODWARD
Commercial Closer

CHRISTINE BANTER
Sales Manager

CHARLENE SIMKO
Commercial Title Officer
& Underwriter

THE POWER OF OUR COMMERCIAL DEPARTMENT

When choosing a title company,
Fidelity National Title is the right choice.

From beginning to end, Fidelity is with you every step of the way. Our commercial professionals are experts in:

Agriculture & Land
Government
Healthcare / Medical Buildings
Hospitality
Industrial

Multi-Family Housing
New Construction
Office Building
Power & Energy
Restaurants & Retail Stores

In addition to full title underwriting and exam capabilities, full escrow and closing services, plus 1031 property exchanges, we provide best-in-class products and services designed specifically to protect your investment.



Fidelity National Title

Christine Banter



Christine.Banter@fnf.com



219-309-6484



YOU CAN COUNT ON US TO HELP YOU FALL IN
LOVE WITH YOUR DREAM HOME!
OUR FRIENDLY SERVICE AND EDUCATED TEAM
WILL GUIDE YOU TO A SMOOTH CLOSING!

CCM POPULAR PRODUCTS

- CONVENTIONAL
- FHA LOAN
- FHA 203K
- USDA
- VA



FIRST TIME HOMEBUYER GRANTS!!

THE WENDY KRISCHKE TEAM
CROSSCOUNTRY MORTGAGE™

For more information :

219.712.4512

TeamWendy@CCM.com

CCMHomeLending.com



WENDY KRISCHKE

ORIGINATING BRANCH
MANAGER



TIME TO MAKE YOUR CLIENT'S DREAM HOME A REALITY.



RURAL 1st
Closer to What Matters
Construction Loans • Lot Loans • Land Loans • Home Loans



Scan to learn more

When your client's goal is to get Closer to What Matters®, we're ready to help them get started.



Randi Webber
Sr. Rural 1st Loan Officer
219.246.1672 | NMLS 469916
Randi.Webber@Rural1st.com



Jessica Flora
Rural 1st Loan Officer
765.577.0080 | NMLS 1490788
Jessica.Flor@Rural1st.com

Loans subject to credit approval. Rural 1st is a tradename and Rural 1st, the RollingHills Window icon, Rural Logic, and Closer to What Matters are exclusive trademarks of Farm Credit Mid America, NMLS 407249. Rural 1st products are available to consumers within the territories of participating Farm Credit System Associations. Equal Housing Lender.



PHOTO - VIDEO - DRONE

CINEMATIC MEDIA FOR BRANDS, BUSINESSES, AND moments that matter.







OPEN THE DOOR TO STRONGER COMMUNITIES

Together we can create safe, stable housing opportunities for Northwest Indiana families.

You hold the key.

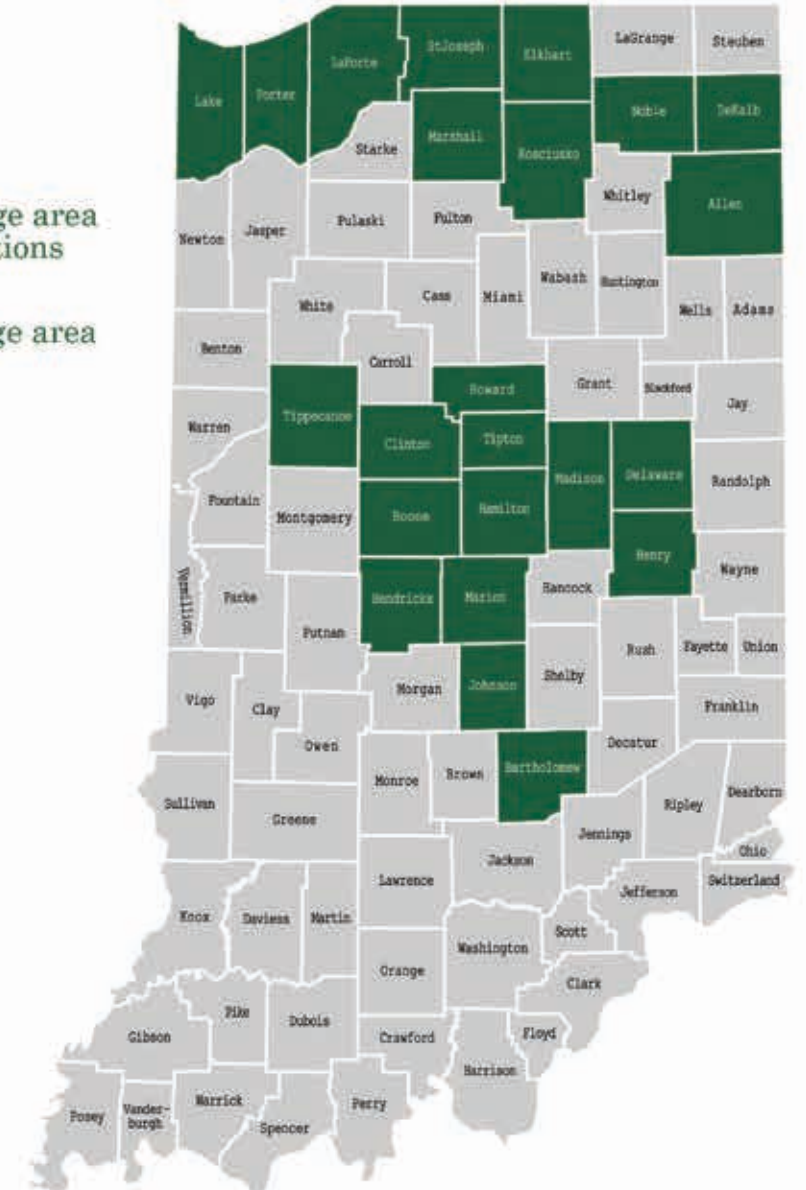
Help us unlock new opportunities at CoAction.care

Serving the entire state of Indiana & lower Michigan.

Now offices in Delaware & Henry Counties!



 MTC Coverage area & Office locations
 MTC Coverage area



Cindy Finley
Senior Account Manager
219.713.9760
cfinley@meridiantitle.com

Palmer Myers
Senior Account Manager
219.746.0873
pmyers@meridiantitle.com

Dawn Zigler
Senior Account Manager
219.608.4799
dzigler@meridiantitle.com

Brooke Leonard
Account Manager
219.677.3769
bleonard@meridiantitle.com

meridiantitle.com



Text 'FAST' to
317-258-2794
for a 24-hour
quote on your
next listing.

HELP YOUR LISTINGS SELL FASTER

without lifting a finger.

Even better? Our Pay-at-Close
option means no upfront cost for
your sellers.

Crown Point

9450 Mississippi Street
Crown Point, IN
46307
219.500.6650



SERVICES AVAILABLE:

- Carpet and Upholstery Cleaning
- Air Duct Cleaning
- Mold Remediation
- Water Extraction and Emergency Clean-up
- Tile & Grout
- Light Demo, Construction Clean-Up, Debris Removal, and More!

CROWN POINT OFFICE
510 Foote St
Crown Point, IN 46307
Phone: (219) 662-7838
www.mastercleanselect.com



Scan to Book
or Learn More



CROWN POINT OFFICE
71 W. 112th Ave.
Crown Point, IN 46307
Phone: (219) 662-7838

MUNSTER OFFICE
131 Ridge Rd. Suite 1N
Munster, IN 46321
Phone: (219) 836-2650
www.constantclean.com



Scan to Book
or Learn More

SERVICES AVAILABLE:

- Residential, Commercial, and Light Industrial Cleaning
- Janitorial Services (offices, restaurants, businesses)
- Regular Maid Service
- Deep Cleans
- Move-In and Move-Out Clean-Up



BY GIAVONNI DOWNING
PHOTOGRAPHY BY MELINDA NICOLE PHOTOGRAPHY

BRAD ERICKS

OF ADVANCED REAL ESTATE

BRAD ERICKS: MANY CAREERS, ONE STANDARD OF EXCELLENCE

Brad Ericks was on speaker with a listing agent, seven offers deep on a house his clients wanted for their daughter’s family. Six of those offers were non-contingent clean, no strings, ready to close. Brad’s wasn’t. So instead of letting that work against him, he told the agent the truth: “My clients have already worked it out. They’re selling their own home to a neighbor, at a discount, and we’re not even taking a commission on it so this family can move in.” Then, silence on the line. Not until closing did Brad learn that call was what actually won the house proof his clients’ contingency was never really a risk at all. “Do the right thing, whether people are looking or not,” Brad says. Nobody was watching. He did it anyway.

It’s easy to see why that instinct runs so deep once you know what Brad built before he ever held a license. For roughly seven years he ran a high-end custom home building operation, learning the trades from the studs out and sitting across from title companies, lenders, and inspectors long before he ever wrote an offer. Most agents can describe a floor plan. Brad can tell a buyer why the foundation was poured the way it was.

That same instinct for structure has quietly run underneath every version of Brad’s career. Technology consultant, corporate trainer, IT director for a pharmaceutical ad agency, custom home builder, president of the local building association, mortgage-servicing operator overseeing every of the 40,000 inspectors in Illinois for Bank of America; on paper it reads like five résumés. Brad reads it as one. “I’ve always been a consultant,” he says. “I have conversations with people, figure out their situation, and help

them get where they need to go.” Real estate wasn’t a reinvention, just the same skill, aimed at people instead of paperwork.

The urgency behind that skill traces back further to a house where his father came home late enough that daylight was a





“
DO THE RIGHT THING,
WHETHER
PEOPLE
ARE
LOOKING
OR NOT.
”

surprise, and his mother worked third shift as a nurse to make sure the bills got paid. “I didn’t know anything other than that,” Brad says. “This is just naturally what you do.” So when he walked away from steady income to bet on himself in real estate, the pressure was real: a mortgage, a car payment, and his kids to provide for, riding on a business he hadn’t built yet. “I had the fear of God in me,” he says. “Failure was not an option.” He treated the first year like an eight-to-five-plus job call, follow-ups, showings, repeat.

Success, to Brad, was never a finish line. “You have to continually achieve it, like a video game,” he says. “If you stand still, you won’t last long.” That’s why he built a team instead of staying a solo act, pouring the same training instincts he once used on C-level executives into agents still finding their footing.

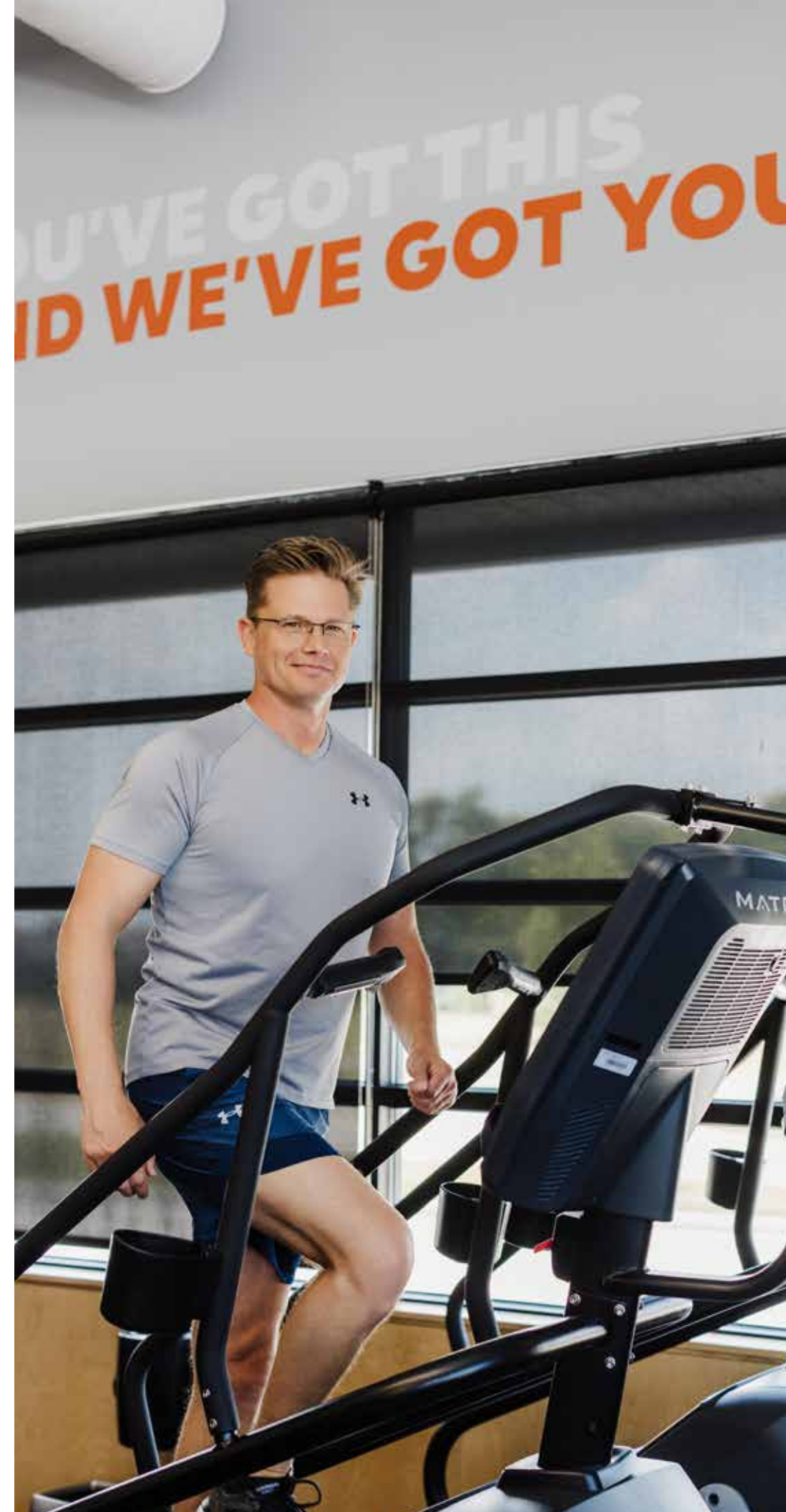
Ask who he was before any of this, and the answer begins on a pitcher’s mound. He played baseball competitively through college, describing himself as

a “big fish in a small pond.” By the time he hung up his cleats, he still held pitching records at a school that just closed its doors. Years later, he played in a 30-and-over league as long as his joints allowed, cycling through thumb, shoulder, and knee injuries before earning the “Baseball in Bubble Wrap” award. It’s fitting for a man who describes himself as “an introvert with extrovert tendencies.” His social battery eventually runs out, but he still makes time for trivia nights, live music, and being part of a community without requiring a spotlight.

That instinct for rebuilding shows up in quieter places, too. Brad knows firsthand what it takes to reconstruct a life after loss, after his divorce. He leaned into therapy and started lifting weights, deliberate choices to keep the isolation that often follows big transitions from taking hold. Today, he says he’s found a home he loves and a person who makes it feel finished, proof that the same patience he brings to a job site works just as well in life.

The résumé of oddities keeps going: guest appearances on Oprah and Steve Harvey, background roles on Chicago Fire and Chicago P.D., a callback for a father-son reality show he politely declined, and regular calls from Homes for Heroes to suit up as their local Captain America.

What he wants his kids and grandkids to carry, though, is simpler: “Days are long, years are short.” No one, on their deathbed, wishes they’d worked more. So Brad buys vacations instead of things, shows up for dinners, and keeps building the same way he always has. One family, one foundation, at a time. ▀





Your New Construction Lending Partner

Help your buyers move from blueprints to closing day with confidence.
Skip the wait with Same Day Mortgage.*

Apply Now!

David Polarek
Branch Manager
(219) 789-7007
polarekgroup@rate.com
rate.com/polarekgroup



Applicant subject to credit and underwriting approval. Restrictions apply.

*Rate's Same Day Mortgage promotion offers qualified customers who provide certain required financial information/documentation to Rate within 24 hours of locking a rate on a mortgage loan the opportunity to receive a loan approval within 1 business day of timely submission of documentation and does not suggest that the borrower will receive funding on the same day as their application submission. For purposes of this offer, documents provided after 1 pm local time or on a weekend or company holiday will be deemed submitted the next business day. Rate cannot guarantee that a loan will be approved or that a closing will occur within a specific timeframe. Rate reserves the right to revoke this approval at any time if there is a change in your financial condition or credit history which would impair your ability to repay this obligation. Read and understand your Loan Commitment before waiving any mortgage contingencies. Borrower documentation and intent to proceed must be signed within 24 business hours of receipt. Not eligible for all loan types or residence types. Minimum down payment requirements apply. Not all borrowers will be approved. Borrower's interest rate will depend upon the specific characteristics of borrower's loan transaction, credit profile and other criteria. Not available in all states. Restrictions apply. Visit rate.com/same-day-mortgage for terms and conditions.

Operating as Guaranteed Rate, Inc. in New York.

Equal Housing Lender. Guaranteed Rate Inc. D/B/A Rate; NMLS #2611; For licensing visit nmlsconsumeraccess.org.



Over 30 years of educated, high-quality evaluations for buyers, sellers, and homeowners.



WHY INSPECT SEPTIC SYSTEMS AND TEST WATER?

Because many homes draw drinking water from the same site where waste is disposed!

Shane L. McBurnett
Lead Inspector
Environmental Scientist
Purdue Grad

D. "McB" McBurnett
Inspector
Navy SEAL, Ret.
Purdue Grad



requests@mcbsinspect.com • 574.930.0518

PRESTIGE MANAGEMENT

LANDLORDS REALTORS



Marketing
Screening
Payments
Legal Issues
Maintenance

Referral Fees
Retain Clients
Quick Communication

Take the stress out of property management.

Let's work together to build your business.

219-999-9211
WWW.RENTALS219.COM

ROSEBUD STEAKHOUSE

CENTENNIAL VILLAGE

A RARE STEAKHOUSE WELL DONE

MUNSTER

219-266-0050

WHEELING • SOUTHLAKE • CHICAGO • ST. CHARLES

847-350-9997 817-634-5050 312-397-1000 COMING SOON

rosebudsteak.com



EST. 2024

MUNSTER

219-266-2213

wcsrestaurant.com



CROWN POINT

219-265-6768

LIBERTYVILLE
847-773-4234

coppolillos.com



CHCRESTAURANTS.COM

Don't let a leaky listing sink your deal! Call the pros at Area Wide Waterproofing for timely and thorough service.

Scan for more information on services available and for speedy service.



Call today for a free estimate or Home Buyer Inspection!



PTC
PREMIER TITLE
COMPANY



58 Valparaiso St., Valparaiso, IN 46383 • 219.386.4006



THE MICHELLE JACINTO TEAM OF
DirectMortgageLoans

SUPPORTING THOSE WHO SHOW UP FOR OTHERS

- ✓ Specialized programs.
- ✓ Guidance from local VA experts.
- ✓ A team committed to delivering excellence.

MICHELLE JACINTO, NMLS # 209470
mjacinto@directmortgageloans.com
Office: 219-924-5554 Cell: 219-501-1011
www.directmortgageloans.com/michelle-jacinto

Eligibility and approval is subject to completion of an application and verification of home ownership, occupancy, title, income, employment, credit, home value, collateral and underwriting requirements. Direct Mortgage Loans, LLC is licensed in Maryland. Direct Mortgage Loans, LLC NMLS ID# is 832799 (www.nmlsconsumeraccess.com). Direct Mortgage Loans, LLC office is located at 11011 McCormick Rd Ste 400, Hunt Valley, MD 21031.



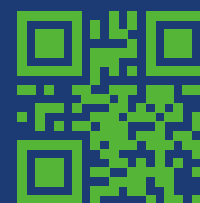
TWO GREAT BUSINESSES, SAME GREAT OWNERS!



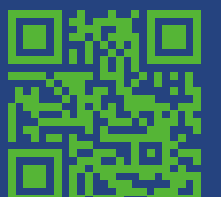
Radon Testing & Mitigation
Indoor Air Quality Testing & Solutions

Superior Residential & Commercial Inspections
WDI Inspections, Radon Testing, Water Testing, Mold Testing, & More!

MRADON
& ENVIRONMENTAL



• The Tim James Team •
PILLARTOPOST
HOME INSPECTORS





BY GIAVONNI DOWNING
PHOTOGRAPHY BY MELINDA NICOLE PHOTOGRAPHY

Madison YOUNG

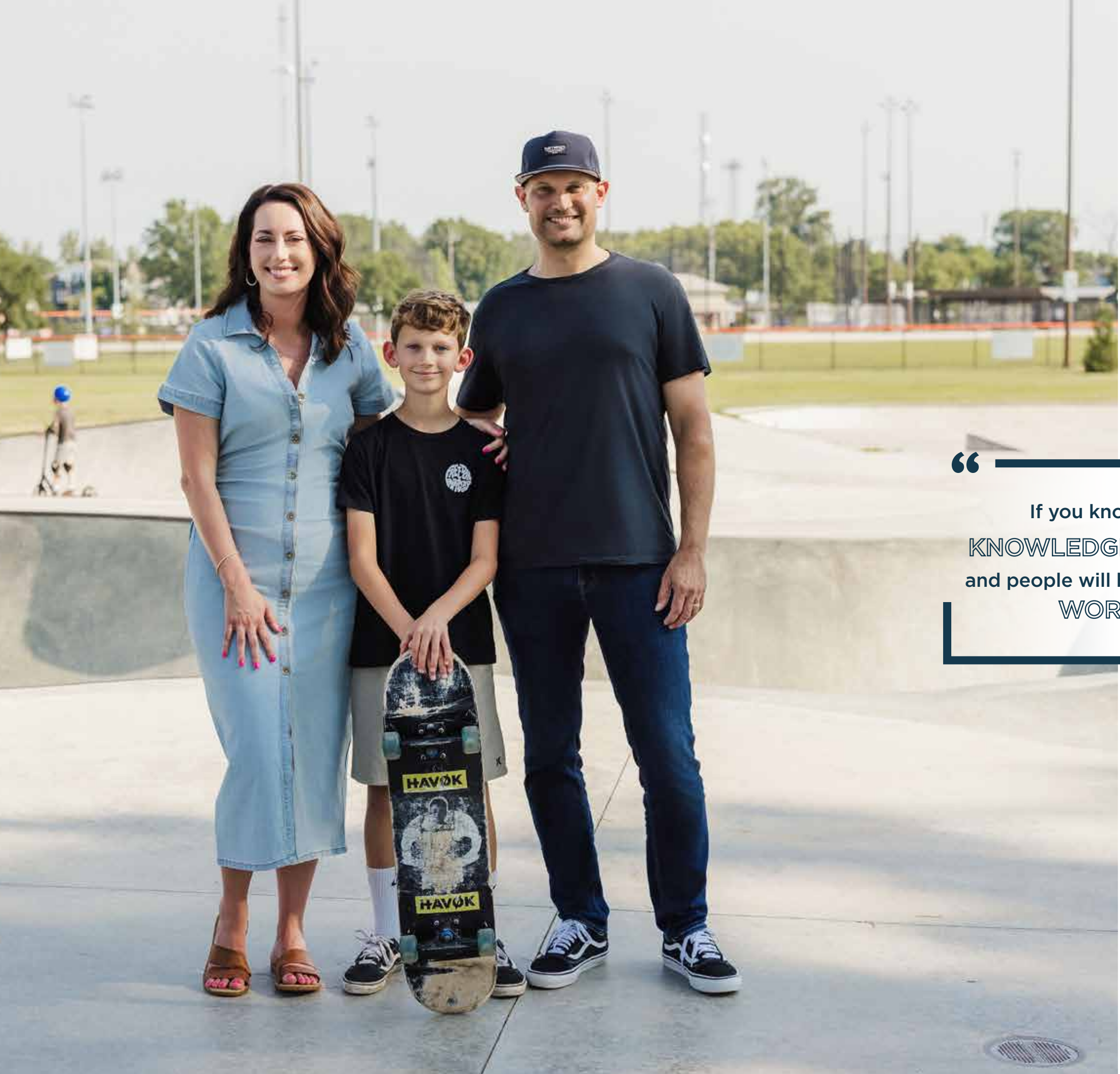
of Brokerworks Real Estate Group

Before Madison Young ever set foot in a real estate office, she was already reading blueprints. At 19 years old, she was working in southern California walking into construction trailers in a pantsuit, meeting with developers and project managers three times her age, providing way finding plans and selling architectural signage for her parents' sign company in Missouri. She dressed the part to hide how young she was. "My dad told me it didn't matter my age, as long as I knew my stuff," Madison says. "If you know you have the knowledge-be confident, and people will have confidence working with you. You will be just fine." That was the first clue into a relationship-based business, a lesson that would define the next two decades of her life, and long before "real estate agent" was ever part of her title.

Madison and her husband Brian helped build two construction businesses together in California; one alongside her father in the commercial millwork industry and one that belonged to her and Brian alone called OC Deck & Patio.



**THE
BLUEPRINT
OF MADISON
YOUNG:** HOW
AN ENTREPRENEUR'S
DAUGHTER TURNED
CONSTRUCTION-
SITE INSTINCTS INTO
NORTHWEST INDIANA'S
REAL PATH TO THE TOP



Madison ran the books and pulled permits, learning the value of trust with planning departments and building relationships on major commercial projects. Later when she had a baby she even brought her newborn son along to meetings, wearing him in a baby sling while she got plans approved. “It never mattered that I was a woman, or young, or that later on I had a baby strapped to my chest,” she says. “I had built these business relationships and I loved building that trust and seeing how fast I could problem solve or get things approved.”

After her fathers passing in 2017 they decided it was time to make a move and it ended up being a big move, Brian sold the construction company and their

going full time and focusing on lead generation and personal branding.

What she found on the other side of that decision surprised her. “I had no idea of the amount of work that goes into the level of production I have had,” she says. “Everyone looks at HGTV and Selling Sunset and thinks, I’ll just go get my license and be successful. It’s not that at all. It’s much harder than I anticipated. Especially since I am not from here. I was going to have to get really good at working open houses, finding lead sources, and marketing.” Her construction background, though, gave her an edge most new agents didn’t have. She already knew how to read comps, calculate ARV, and tell a client which house needed a new roof before they fell in love with the kitchen. And her business mindset kept her growing, wondering what’s next.

Her tenacity, paired with consistency, produced a breakout year in 2024. Madison had set a modest goal with her mentor, Andrew, to bump her \$6 million from the year before up to maybe \$8 million. Andrew said go for \$10 million and she said no way. She closed the year at \$17 million. “That wasn’t even my goal, and I wasn’t focusing on numbers but I was focusing on learning new construction sales” she says. “I had no idea until the fall that I was going to end up at that production volume.” The following year she also won top producer of her brokerage. This level of success came after 3 years in the industry, years she now credits with teaching her the mindset that carried her through: “Failure is not failure if you learn from it. And no one sees the hours you work or personal investment you make into your business but you.”

And the latest “risk” is having her husband of 21 years join her full time in real estate. “We are both a little nervous to be all in on a commission based employment but Brian reminds me it’s no different than growing the businesses they have had in the past. So hopefully

“ If you know **YOU HAVE THE KNOWLEDGE-** *be confident,* and people will have **CONFIDENCE WORKING WITH YOU.**”

family of 3 had an adventure abroad in Portugal for a year and half while they figured out what they wanted to do and read real estate investment books eventually deciding to move to Indiana where Brian had grown up. “We wanted to still build a business together but not like before” . So the couple decided to flip properties, and that’s the real reason Madison got her real estate license in the fall of 2020. “That’s the real reason why I got started, but it’s not why I stayed, I really enjoyed helping my clients” she says. Eventually they stopped flipping and focused on buying rental property while Brian also worked for a national builder. Madison decided to keep going in real estate but turned it up by



it works out, but we will work hard to succeed because the past 3 years we have missed working with each other.”

Their son Elliott, 10, is never far from the center of it all. He sometimes makes

an appearance in Madison’s marketing videos and tags along to open houses or showings. “He loves being in my videos,” Madison laughs. “He likes to come up with ideas for my videos.” The family loves living in Valpo and the past couple

summers they have really enjoyed going to the skate park and learning to play golf together. The family loves to travel and Elliott has been to 10 different countries and they hope to keep adding to that list.

Madison also leads a team of five agents, Paulina (who is also the team’s transaction coordinator), Erica, Denim, Amber, and Brian as team admin; built not on competition, but collaboration. “Real estate is lonely,” she says. “I don’t care what they sell or how much. If you tell me your goal, I’ll show you how to get there, and I’ll hold you accountable. And probably push you a little along the way. And if I can share how I have become successful in real estate and make an impact in your business that means a lot to me.”

Ask Madison how she defines success today, and the answer has shifted. “Success is not giving up,” she says. “But I’ve also learned I need to have balance in work. My new version of success is getting back some of my time for my health, and my family.”

From construction trailers to closing tables, Madison Young’s path was developed permit by permit, risk by risk, and it’s still under construction. ▀

“
It *never*
mattered that
I was a WOMAN,
or YOUNG,
or that later on
I had a BABY
STRAPPED TO
MY CHEST.”



The Madison Young Team: Denim Bennett, Amber Bees, Madison Young, Paulina Boissoneault, and Erica Kendera



THAT 1 PAINTER
MICHIANA



INCREASE PROPERTY VALUE WITH A FRESH COAT OF PAINT

NOW SERVING NORTHWEST INDIANA

(219) 500-8906

- Increase Property Values
- Priority Scheduling & Estimating
- Free Touch-Ups After Move In/Out
- Favorable Payment Terms

Real Estate Law • Evictions • Tax Sales • Solving Title Issues

Guided by Experience,
Built on Integrity

Your Trusted Partner with
Compassion and Transparency.



**Kvachkoff
Law, Inc.**

K|L 405 N Main Street, Crown Point, IN 46307
Kvachkofflaw@gmail.com | 219-661-9500





ESTATE SALES • WHOLE HOME CLEAN OUTS

ESTATE APPRAISALS
DOWNSIZING

LIQUIDATIONS

LOCAL
MOVING NEEDS

WE HELP YOU MOVE FORWARD



219-776-5414

A1EstateSale.com

A1EstateSale@gmail.com

50 • September 2026



www.ttsgranite.com

P: (708) 755-5200 | **C:** (708) 755-8600

Maxn@ttsgranite.com

Jdavis@ttsgranite.com