

(IBJ photo/eric Learned)

ALL-STAR AGENT TEAMS



Nottingham claims No. 1 spot—again

Three veteran real estate agent teams took the top three places in IBJ’s All-Star team rankings, with Dennis Nottingham’s Indy Home Pros Team claiming the No. 1 spot. The RE/MAX Advanced Realty team had sales volume of \$349,986,355 in 2018-2019 on 1,958 transactions.

The Dick Richwine Group of Berkshire Hathaway

HomeServices Indiana Realty maintained its hold on the No. 2 position with \$246,978,395 in sales over 2018-2019 on 703 transactions.

Mike Deck’s Team Deck, also of Berkshire Hathaway HomeServices Indiana Realty, moved up a spot to earn No. 3, selling \$183,449,278 in the two-year period and closing 342 transactions.



1 Dennis Nottingham INDY HOME PROS TEAM RE/MAX Advanced Realty

\$349,986,355	Total sales volume
\$174,541,705	Sales volume 2019
\$175,444,650	Sales volume 2018
1,958	Total transactions closed
966	Transactions closed 2019
992	Transactions closed 2018
\$850,000	Largest transaction '18-'19
45	Number of team members

Marion, Hendricks, Morgan, Putnam, Montgomery, Johnson, Shelby, Hancock, Hamilton and Boone counties

Team Agency

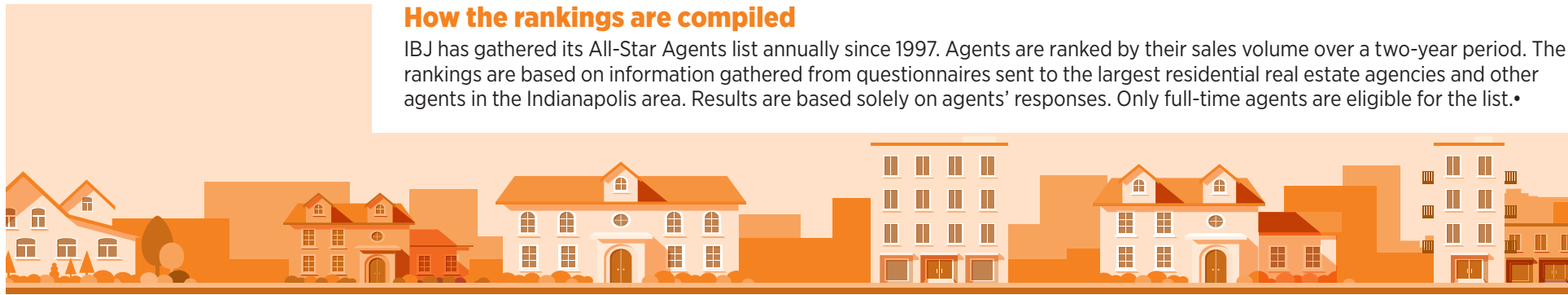
2 THE DICK RICHWINE GROUP Berkshire Hathaway HomeServices Indiana Realty⁽¹⁾

\$246,978,395	Total sales volume
\$128,784,644	Sales volume 2019
\$118,193,751	Sales volume 2018
703	Total transactions closed
369	Transactions closed 2019
334	Transactions closed 2018
\$6,400,000	Largest transaction '18-'19
20	Number of team members

Broad Ripple, Carmel, Fishers, Geist, Noblesville, Westfield, Zionsville, Lawrence and Washington townships, Hancock County, Greenwood



Meighan Wise and Dick Richwine



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How the rankings are compiled

IBJ has gathered its All-Star Agents list annually since 1997. Agents are ranked by their sales volume over a two-year period. The rankings are based on information gathered from questionnaires sent to the largest residential real estate agencies and other agents in the Indianapolis area. Results are based solely on agents’ responses. Only full-time agents are eligible for the list. •



Mike Deck

3 TEAM DECK Berkshire Hathaway HomeServices Indiana Realty⁽¹⁾

\$183,449,278	Total sales volume
\$100,334,690	Sales volume 2019
\$83,114,588	Sales volume 2018
342	Total transactions closed
185	Transactions closed 2019
157	Transactions closed 2018
\$2,142,000	Largest transaction '18-'19
2	Number of team members

Broad Ripple, Carmel, Fishers, Geist, Noblesville, Westfield, Zionsville, Lawrence and Washington townships, Hancock County



Bif Ward

4 BIF WARD REAL ESTATE GROUP F.C. Tucker Co. Inc.

\$169,483,888	Total sales volume
\$75,052,455	Sales volume 2019
\$94,431,433	Sales volume 2018
211	Total transactions closed
99	Transactions closed 2019
112	Transactions closed 2018
\$2,995,000	Largest transaction '18-'19
4	Number of team members

Meridian Hills, Meridian-Kessler, Williams Creek, downtown, Washington Township, Carmel, Geist, Fishers, Zionsville, Westfield, Noblesville



Matt McLaughlin

5 MATT MCLAUGHLIN & ASSOCIATES F.C. Tucker Co. Inc.

\$148,876,443	Total sales volume
\$74,097,139	Sales volume 2019
\$74,779,304	Sales volume 2018
241	Total transactions closed
116	Transactions closed 2019
125	Transactions closed 2018
\$2,400,000	Largest transaction '18-'19
5	Number of team members

downtown, Meridian-Kessler, Butler Tarkington, Meridian Hills, Williams Creek, Carmel, Zionsville, Fishers



Mike & Melanie Scheetz

6 SCHEETZ TEAM Century 21 Scheetz

\$136,557,407	Total sales volume
\$72,304,774	Sales volume 2019
\$64,252,633	Sales volume 2018
368	Total transactions closed
188	Transactions closed 2019
180	Transactions closed 2018
\$880,000	Largest transaction '18-'19
2	Number of team members

Boone, Hamilton, Hendricks and Marion counties



Stacy Barry

7 STACY BARRY TEAM Century 21 Scheetz

\$134,858,144	Total sales volume
\$75,867,408	Sales volume 2019
\$58,990,736	Sales volume 2018
447	Total transactions closed
247	Transactions closed 2019
200	Transactions closed 2018
\$1,600,000	Largest transaction '18-'19
4	Number of team members

Boone, Hamilton, Hancock, Hendricks and Marion counties



Jeff Paxson

8 JEFF PAXSON TEAM Jeff Paxson Team

\$127,815,733	Total sales volume
\$62,512,541	Sales volume 2019
\$65,303,192	Sales volume 2018
551	Total transactions closed
277	Transactions closed 2019
274	Transactions closed 2018
\$1,381,888	Largest transaction '18-'19
5	Number of team members

Johnson, Marion, Hamilton, Brown, Morgan, Hendricks, Hancock, Boone, Shelby counties



Christopher Schulhof

9 THE CHRIS SCHULHOF HOME SELLING TEAM RE/MAX Realty Services

\$119,992,965	Total sales volume
\$68,436,360	Sales volume 2019
\$51,556,605	Sales volume 2018
274	Total transactions closed
137	Transactions closed 2019
137	Transactions closed 2018
\$3,500,000	Largest transaction '18-'19
4	Number of team members

Fishers, Geist, Noblesville, Carmel, Zionsville



Eric Forney

10 FORNEY GROUP Keller Williams Realty Greater Indianapolis

\$113,767,514	Total sales volume
\$58,756,876	Sales volume 2019
\$55,010,638	Sales volume 2018
537	Total transactions closed
281	Transactions closed 2019
256	Transactions closed 2018
\$765,000	Largest transaction '18-'19
8	Number of team members

Hamilton, Boone and Hancock counties, area



Rodney and Amanda Heard

11 HEARD REAL ESTATE TEAM eXp Realty LLC

\$112,407,043	Total sales volume
\$55,291,129	Sales volume 2019
\$57,115,914	Sales volume 2018
430	Total transactions closed
194	Transactions closed 2019
236	Transactions closed 2018
\$1,100,000	Largest transaction '18-'19
6	Number of team members

greater Indianapolis area



David Brenton

12 DAVID BRENTON'S TEAM David Brenton's Team

\$107,321,883	Total sales volume
\$52,483,235	Sales volume 2019
\$54,838,648	Sales volume 2018
556	Total transactions closed
255	Transactions closed 2019
301	Transactions closed 2018
DND	Largest transaction '18-'19
7	Number of team members

Indianapolis, Johnson County, central Indiana



Lindsey Smalling

13 THE SMALLING GROUP F.C. Tucker Co. Inc.

\$99,210,284	Total sales volume
\$50,715,737	Sales volume 2019
\$48,494,547	Sales volume 2018
533	Total transactions closed
263	Transactions closed 2019
270	Transactions closed 2018
\$650,000	Largest transaction '18-'19
12	Number of team members

Mooreville, Plainfield, surrounding communities



Matt Reiffert

14 CENTRAL INDIANA PROPERTY SOURCE Keller Williams Realty Greater Indianapolis

\$95,137,833	Total sales volume
\$53,384,111	Sales volume 2019
\$41,753,722	Sales volume 2018
449	Total transactions closed
258	Transactions closed 2019
191	Transactions closed 2018
\$679,000	Largest transaction '18-'19
10	Number of team members

Hendricks, Boone, Hamilton, Marion, Morgan and Johnson counties



Stephanie Miller-Stewart

15 THE STEWART HOME GROUP The Stewart Home Group

\$91,085,882	Total sales volume
\$44,847,174	Sales volume 2019
\$46,238,708	Sales volume 2018
520	Total transactions closed
249	Transactions closed 2019
271	Transactions closed 2018
\$810,000	Largest transaction '18-'19
12	Number of team members

Mooreville, Plainfield, Camby, Monrovia, Avon, Brownsburg,



Stephanie and Derek Evelo

16 EVELO TEAM Keller Williams Realty Greater Indianapolis

\$89,300,772	Total sales volume
\$48,057,000	Sales volume 2019
\$41,243,772	Sales volume 2018
376	Total transactions closed
198	Transactions closed 2019
178	Transactions closed 2018
\$750,000	Largest transaction '18-'19
11	Number of team members

Hamilton County, Fishers, Noblesville, Lapel



Kristie Smith

17 INDY HOMES TEAM Keller Williams Realty Greater Indianapolis

\$87,364,074	Total sales volume
\$49,444,684	Sales volume 2019
\$37,919,390	Sales volume 2018
225	Total transactions closed
117	Transactions closed 2019
108	Transactions closed 2018
\$3,800,000	Largest transaction '18-'19
4	Number of team members

downtown Indianapolis; Zionsville; Pike, Lawrence and Washington townships; Hamilton and Hendricks counties



Justin Steill

18 HOMES WITH STEILL Berkshire Hathaway HomeServices Indiana Realty⁽¹⁾

\$82,217,298	Total sales volume
\$49,083,930	Sales volume 2019
\$33,133,368	Sales volume 2018
213	Total transactions closed
116	Transactions closed 2019
97	Transactions closed 2018
\$1,950,000	Largest transaction '18-'19
5	Number of team members

Westfield, Fishers, Carmel, Noblesville, Zionsville, Marion County



Mark Nottingham

19 THE NOTTINGHAM TEAM Plat Collective

\$82,076,115	Total sales volume
\$40,099,595	Sales volume 2019
\$41,976,520	Sales volume 2018
334	Total transactions closed
173	Transactions closed 2019
161	Transactions closed 2018
\$943,000	Largest transaction '18-'19
7	Number of team members

Indianapolis



Pat and Chris Watkins

20 MIKE WATKINS REAL ESTATE GROUP Mike Watkins Real Estate Group

\$82,022,819	Total sales volume
\$41,999,855	Sales volume 2019
\$40,022,964	Sales volume 2018
362	Total transactions closed
183	Transactions closed 2019
179	Transactions closed 2018
\$910,000	Largest transaction '18-'19
2	Number of team members

southern Marion County, northern Johnson County



Allen Williams

21 ALLEN WILLIAMS REALTY GROUP Berkshire Hathaway HomeServices Indiana Realty⁽¹⁾

\$78,261,594	Total sales volume
\$38,197,315	Sales volume 2019
\$40,064,279	Sales volume 2018
183	Total transactions closed
97	Transactions closed 2019
86	Transactions closed 2018
\$1,475,000	Largest transaction '18-'19
6	Number of team members

Broad Ripple, Carmel, Fishers, Geist, Noblesville, Westfield, Zionsville, Lawrence and Washington townships, Hancock County



Heather Upton

22 THE REAL ESTATE PROS Keller Williams Realty Greater Indianapolis

\$76,742,313	Total sales volume
\$35,313,221	Sales volume 2019
\$41,429,092	Sales volume 2018
447	Total transactions closed
207	Transactions closed 2019
270	Transactions closed 2018
\$665,000	Largest transaction '18-'19
11	Number of team members

Indianapolis area, Anderson, Hamilton County, Muncie, Pendleton



Randie Bonwell

23 RENU REAL ESTATE Renu Real Estate

\$75,419,854	Total sales volume
\$8,566,358	Sales volume 2019
\$66,853,496	Sales volume 2018
430	Total transactions closed
40	Transactions closed 2019
390	Transactions closed 2018
\$475,000	Largest transaction '18-'19
3	Number of team members

central Indiana



Joe Everhart

24 EVERHART STUDIO Everhart Studio

\$72,791,737	Total sales volume
\$32,639,850	Sales volume 2019
\$40,151,887	Sales volume 2018
171	Total transactions closed
71	Transactions closed 2019
100	Transactions closed 2018
\$1,875,000	Largest transaction '18-'19
3	Number of team members

downtown, Center Township, Washington Township



Stephen Clark

25 STEVE CLARK TEAM Keller Williams Indianapolis Metro North/Carmel

\$72,288,571	Total sales volume
\$38,702,554	Sales volume 2019
\$33,586,017	Sales volume 2018
233	Total transactions closed
122	Transactions closed 2019
111	Transactions closed 2018
\$1,859,800	Largest transaction '18-'19
2	Number of team members

Hamilton County, Zionsville, northern Marion County

(1) Indianapolis-based Berkshire Hathaway HomeServices Indiana Realty acquired Carmel-based ERA Real Estate Links July 1, 2020.