

(IBJ photo/Leric Learned)



Nottingham holds onto No. 1 position

Three veteran real estate agent teams retained 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 \$352,457,425 in 2019-2020 on 1,869 transactions.

The Dick Richwine Group of Berkshire Hathaway

HomeServices Indiana Realty maintained its hold on the No. 2 position with \$253,135,427 in sales over 2019-2020 on 715 transactions.

Mike Deck's Team Deck, also of Berkshire Hathaway HomeServices Indiana Realty, earned No. 3 for the second year, selling \$233,528,333 in the two-year period and closing 410 transactions.



Matt Reiffert



Lindsey Smalling



Mark Nottingham



Amanda and Rodney Heard

Team Agency	11 CENTRAL INDIANA PROPERTY SOURCE Keller Williams Realty Greater Indianapolis	Total sales volume	\$117,867,398
		Sales volume 2020	\$64,483,287
		Sales volume 2019	\$53,384,111
		Total transactions closed	517
		Transactions closed 2020	259
		Transactions closed 2019	258
		Largest transaction '19-'20	\$1,575,000
		Number of team members	10
		Primary territory	Hendricks, Boone, Hamilton, Marion, Morgan and Johnson counties

Team Agency	12 THE SMALLING GROUP F.C. Tucker Co. Inc.	Total sales volume	\$117,466,016
		Sales volume 2020	\$66,750,279
		Sales volume 2019	\$50,715,737
		Total transactions closed	581
		Transactions closed 2020	318
		Transactions closed 2019	263
		Largest transaction '19-'20	\$1,199,000
		Number of team members	10
		Primary territory	Mooreville, Plainfield, surrounding communities

Team Agency	13 THE NOTTINGHAM TEAM Plat Collective	Total sales volume	\$112,833,809
		Sales volume 2020	\$72,734,214
		Sales volume 2019	\$40,099,595
		Total transactions closed	351
		Transactions closed 2020	178
		Transactions closed 2019	173
		Largest transaction '19-'20	\$1,140,000
		Number of team members	7
		Primary territory	Indianapolis

Team Agency	14 HEARD REAL ESTATE TEAM eXp Realty LLC	Total sales volume	\$112,470,104
		Sales volume 2020	\$57,178,975
		Sales volume 2019	\$55,291,129
		Total transactions closed	394
		Transactions closed 2020	200
		Transactions closed 2019	194
		Largest transaction '19-'20	\$1,350,000
		Number of team members	6
		Primary territory	greater Indianapolis area



Justin Steill



David Brenton

Team Agency	15 HOMES WITH STEILL Berkshire Hathaway HomeServices Indiana Realty	Total sales volume	\$110,836,798
		Sales volume 2020	\$61,752,868
		Sales volume 2019	\$49,083,930
		Total transactions closed	270
		Transactions closed 2020	154
		Transactions closed 2019	116
		Largest transaction '19-'20	\$1,500,000
		Number of team members	5
		Primary territory	Westfield, Fishers, Carmel, Noblesville, Zionsville, Marion County

Team Agency	16 DAVID BRENTON'S TEAM David Brenton's Team	Total sales volume	\$110,105,908
		Sales volume 2020	\$52,723,878
		Sales volume 2019	\$57,382,030
		Total transactions closed	510
		Transactions closed 2020	233
		Transactions closed 2019	277
		Largest transaction '19-'20	\$888,997
		Number of team members	5
		Primary territory	Indianapolis, Johnson County, central Indiana



Stephanie Miller-Stewart

Team Agency	17 THE STEWART HOME GROUP The Stewart Home Group	Total sales volume	\$105,559,134
		Sales volume 2020	\$60,711,960
		Sales volume 2019	\$44,847,174
		Total transactions closed	542
		Transactions closed 2020	293
		Transactions closed 2019	249
		Largest transaction '19-'20	\$775,000
		Number of team members	23
		Primary territory	Mooreville, Plainfield, Camby, Monrovia, Avon, Brownsburg, Indianapolis



Kristie Smith



Allen Williams

Team Agency	18 INDY HOMES TEAM Keller Williams Realty Greater Indianapolis	Total sales volume	\$101,905,134
		Sales volume 2020	\$52,515,300
		Sales volume 2019	\$49,389,834
		Total transactions closed	241
		Transactions closed 2020	124
		Transactions closed 2019	117
		Largest transaction '19-'20	\$3,800,000
		Number of team members	3
		Primary territory	Marion County and Hamilton County, Zionsville, Carmel, Fishers, Westfield

Team Agency	19 ALLEN WILLIAMS REALTY GROUP Berkshire Hathaway HomeServices Indiana Realty	Total sales volume	\$93,783,056
		Sales volume 2020	\$55,585,741
		Sales volume 2019	\$38,197,315
		Total transactions closed	216
		Transactions closed 2020	119
		Transactions closed 2019	97
		Largest transaction '19-'20	\$1,550,000
		Number of team members	7
		Primary territory	Broad Ripple, Carmel, Fishers, Geist, Noblesville, Westfield, Zionsville, Lawrence and Washington townships, Hancock County



Pat and Chris Watkins

Team Agency	20 MIKE WATKINS REAL ESTATE GROUP Mike Watkins Real Estate Group	Total sales volume	\$86,507,915
		Sales volume 2020	\$44,508,060
		Sales volume 2019	\$41,999,855
		Total transactions closed	358
		Transactions closed 2020	175
		Transactions closed 2019	183
		Largest transaction '19-'20	\$850,000
		Number of team members	3
		Primary territory	southern Marion County, northern Johnson County



Heather Upton

Team Agency	21 THE REAL ESTATE PROS Keller Williams Realty Greater Indianapolis	Total sales volume	\$85,205,174
		Sales volume 2020	\$49,891,953
		Sales volume 2019	\$35,313,221
		Total transactions closed	456
		Transactions closed 2020	249
		Transactions closed 2019	207
		Largest transaction '19-'20	\$895,000
		Number of team members	12
		Primary territory	Indianapolis area, Anderson, Hamilton County, Pendleton



Stephen Clark

Team Agency	22 STEVE CLARK TEAM Keller Williams Realty Greater Indianapolis Metro North/Carmel	Total sales volume	\$83,666,470
		Sales volume 2020	\$44,963,916
		Sales volume 2019	\$38,702,554
		Total transactions closed	248
		Transactions closed 2020	126
		Transactions closed 2019	122
		Largest transaction '19-'20	\$1,075,000
		Number of team members	3
		Primary territory	Hamilton County, Zionsville, northern Marion County



Shannon Gilbert

Team Agency	23 THE GILBERT GROUP Highgarden Real Estate	Total sales volume	\$82,752,009
		Sales volume 2020	\$46,842,658
		Sales volume 2019	\$35,909,351
		Total transactions closed	340
		Transactions closed 2020	185
		Transactions closed 2019	155
		Largest transaction '19-'20	\$998,000
		Number of team members	7
		Primary territory	Fishers, Noblesville, Indianapolis



Libby Somerville and Kim Baxter

Team Agency	24 THE SOMERVILLE TEAM RE/MAX Ability Plus	Total sales volume	\$82,306,371
		Sales volume 2020	\$49,823,564
		Sales volume 2019	\$32,482,807
		Total transactions closed	196
		Transactions closed 2020	105
		Transactions closed 2019	91
		Largest transaction '19-'20	\$1,284,447
		Number of team members	2
		Primary territory	metropolitan Indianapolis, surrounding counties



Tim O'Connor

Team Agency	25 TIM O'CONNOR TEAM Berkshire Hathaway HomeServices Indiana Realty	Total sales volume	\$82,139,575
		Sales volume 2020	\$41,356,193
		Sales volume 2019	\$40,783,382
		Total transactions closed	253
		Transactions closed 2020	135
		Transactions closed 2019	118
		Largest transaction '19-'20	\$1,350,000
		Number of team members	8
		Primary territory	Carmel, Fishers, Noblesville, Zionsville, Marion County

1

Dennis Nottingham THE INDY HOME PROS TEAM

RE/MAX Advanced Realty

\$352,457,425	Total sales volume
\$177,915,720	Sales volume 2020
\$174,541,705	Sales volume 2019
1,869	Total transactions closed
903	Transactions closed 2020
966	Transactions closed 2019
\$1,200,000	Largest transaction '19-'20
50	Number of team members
	Primary territory

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

2

THE RICHWINE TEAM Berkshire Hathaway HomeServices Indiana Realty

\$253,135,427	Total sales volume
\$124,350,783	Sales volume 2020
\$128,784,644	Sales volume 2019
715	Total transactions closed
346	Transactions closed 2020
369	Transactions closed 2019
\$2,471,665	Largest transaction '19-'20
21	Number of team members
	Primary territory

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



Meighan Wise and Dick Richwine



Mike Deck

3 TEAM DECK Berkshire Hathaway HomeServices Indiana Realty

\$233,528,333	Total sales volume
\$133,193,643	Sales volume 2020
\$100,334,690	Sales volume 2019
410	Total transactions closed
225	Transactions closed 2020
185	Transactions closed 2019
\$1,930,000	Largest transaction '19-'20
6	Number of team members
	Primary territory

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



Bif Ward

4 BIF WARD TEAM F.C. Tucker Co. Inc.

\$181,291,651	Total sales volume
\$106,239,196	Sales volume 2020
\$75,052,455	Sales volume 2019
231	Total transactions closed
132	Transactions closed 2020
99	Transactions closed 2019
\$3,500,000	Largest transaction '19-'20
5	Number of team members
	Primary territory

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



Matt McLaughlin

5 MATT MC LAUGHLIN TEAM F.C. Tucker Co. Inc.

\$160,320,646	Total sales volume
\$86,223,507	Sales volume 2020
\$74,097,139	Sales volume 2019
248	Total transactions closed
132	Transactions closed 2020
116	Transactions closed 2019
\$2,400,000	Largest transaction '19-'20
4	Number of team members
	Primary territory

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



Stacy Barry

6 STACY BARRY TEAM Century 21 Scheetz

\$154,531,808	Total sales volume
\$78,664,400	Sales volume 2020
\$75,867,408	Sales volume 2019
496	Total transactions closed
249	Transactions closed 2020
247	Transactions closed 2019
\$1,050,000	Largest transaction '19-'20
5	Number of team members
	Primary territory

Boone, Hamilton, Hancock, Hendricks and Marion counties



Mike and Melanie Scheetz

7 SCHEETZ TEAM Century 21 Scheetz

\$140,820,947	Total sales volume
\$68,516,173	Sales volume 2020
\$72,304,774	Sales volume 2019
378	Total transactions closed
185	Transactions closed 2020
193	Transactions closed 2019
\$880,000	Largest transaction '19-'20
3	Number of team members
	Primary territory

Boone, Hamilton, Hendricks and Marion counties



Christopher Schulhof

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

\$122,608,661	Total sales volume
\$54,172,301	Sales volume 2020
\$68,436,360	Sales volume 2019
233	Total transactions closed
96	Transactions closed 2020
137	Transactions closed 2019
\$3,500,000	Largest transaction '19-'20
5	Number of team members
	Primary territory

Fishers, Geist, Noblesville, Carmel, Zionsville



Eric Forney

9 FORNEY GROUP Keller Williams Realty Greater Indianapolis

\$119,588,846	Total sales volume
\$60,831,970	Sales volume 2020
\$58,756,876	Sales volume 2019
532	Total transactions closed
251	Transactions closed 2020
281	Transactions closed 2019
\$960,000	Largest transaction '19-'20
8	Number of team members
	Primary territory