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# Nottingham's RE/MAX team is tops

A trio of veteran real estate agent teams maintained their hold on the top three places in IBJ's All-Star team rankings, with Dennis Nottingham's Indy Home Pros Team in the No. 1 position. The RE/MAX Advanced Realty team had sales volume of \$341,522,210 in 2020-2021 on 1,588 transactions. The Dick Richwine Group of Berkshire Hathaway

HomeServices Indiana Realty claimed the No. 2 spot with \$271,430,680 in sales over 2020-2021 on 684 transactions. Team Deck led by Mike Deck, also of Berkshire Hathaway HomeServices Indiana Realty, kept his No. 3 ranking for the third year, selling \$257,819,148 in the two-year period and closing 411 transactions.

# ALL-STAR AGENT TEAMS

# 1

## Dennis Nottingham THE INDY HOME PROS TEAM

Team Agency

<b>\$341,522,210</b>	<b>Total sales volume</b>
\$163,606,490	<b>Sales volume 2021</b>
\$177,915,720	<b>Sales volume 2020</b>
1,588	<b>Total transactions closed</b>
685	<b>Transactions closed 2021</b>
903	<b>Transactions closed 2020</b>
\$1,000,000	<b>Largest transaction '20-'21</b>
46	<b>Number of team members</b>

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

Primary territory



Meighan Wise and Dick Richwine

# 2

## THE DICK RICHWINE GROUP

<b>\$271,430,680</b>	<b>Total sales volume</b>
\$147,079,897	<b>Sales volume 2021</b>
\$124,350,783	<b>Sales volume 2020</b>
684	<b>Total transactions closed</b>
338	<b>Transactions closed 2021</b>
346	<b>Transactions closed 2020</b>
\$2,350,000	<b>Largest transaction '20-'21</b>
21	<b>Number of team members</b>

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

Primary territory

### 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

<b>\$257,819,148</b>	<b>Total sales volume</b>
\$124,625,505	<b>Sales volume 2021</b>
\$133,193,643	<b>Sales volume 2020</b>
411	<b>Total transactions closed</b>
186	<b>Transactions closed 2021</b>
225	<b>Transactions closed 2020</b>
\$2,625,000	<b>Largest transaction '20-'21</b>
6	<b>Number of team members</b>

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



Bif Ward

# 4

## BIF WARD REAL ESTATE GROUP

<b>\$224,856,658</b>	<b>Total sales volume</b>
\$118,617,462	<b>Sales volume 2021</b>
\$106,239,196	<b>Sales volume 2020</b>
265	<b>Total transactions closed</b>
133	<b>Transactions closed 2021</b>
132	<b>Transactions closed 2020</b>
\$4,600,000	<b>Largest transaction '20-'21</b>
5	<b>Number of team members</b>

metropolitan Indianapolis and surrounding counties



Mandy Sheckles and Jamie Shurig

# 5

## SHURIG SHECKLES GROUP

<b>\$197,215,678</b>	<b>Total sales volume</b>
\$169,574,734	<b>Sales volume 2021</b>
\$27,640,944	<b>Sales volume 2020</b>
881	<b>Total transactions closed</b>
741	<b>Transactions closed 2021</b>
140	<b>Transactions closed 2020</b>
\$389,000	<b>Largest transaction '20-'21</b>
4	<b>Number of team members</b>

metropolitan Indianapolis and surrounding counties



Matt McLaughlin

# 6

## MATT MCLAUGHLIN & ASSOCIATES

<b>\$194,419,724</b>	<b>Total sales volume</b>
\$108,196,217	<b>Sales volume 2021</b>
\$86,223,507	<b>Sales volume 2020</b>
286	<b>Total transactions closed</b>
154	<b>Transactions closed 2021</b>
132	<b>Transactions closed 2020</b>
\$2,955,480	<b>Largest transaction '20-'21</b>
4	<b>Number of team members</b>

metropolitan Indianapolis and surrounding counties



Mark Nottingham

# 7

## THE NOTTINGHAM TEAM

<b>\$158,824,197</b>	<b>Total sales volume</b>
\$86,089,983	<b>Sales volume 2021</b>
\$72,734,214	<b>Sales volume 2020</b>
479	<b>Total transactions closed</b>
301	<b>Transactions closed 2021</b>
178	<b>Transactions closed 2020</b>
\$1,680,000	<b>Largest transaction '20-'21</b>
7	<b>Number of team members</b>

Indianapolis



Stacy Barry

# 8

## STACY BARRY TEAM

<b>\$151,691,022</b>	<b>Total sales volume</b>
\$73,026,622	<b>Sales volume 2021</b>
\$78,664,400	<b>Sales volume 2020</b>
460	<b>Total transactions closed</b>
211	<b>Transactions closed 2021</b>
249	<b>Transactions closed 2020</b>
\$1,050,000	<b>Largest transaction '20-'21</b>
5	<b>Number of team members</b>

Boone, Hamilton, Hancock, Hendricks and Marion counties



Justin Steill

# 9

## HOMES WITH STEILL

<b>\$141,782,440</b>	<b>Total sales volume</b>
\$80,029,572	<b>Sales volume 2021</b>
\$61,752,868	<b>Sales volume 2020</b>
344	<b>Total transactions closed</b>
190	<b>Transactions closed 2021</b>
154	<b>Transactions closed 2020</b>
\$2,495,000	<b>Largest transaction '20-'21</b>
11	<b>Number of team members</b>

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



Stephanie Miller-Stewart

# 10

## THE STEWART HOME GROUP

<b>\$138,632,670</b>	<b>Total sales volume</b>
\$77,920,710	<b>Sales volume 2021</b>
\$60,711,960	<b>Sales volume 2020</b>
665	<b>Total transactions closed</b>
372	<b>Transactions closed 2021</b>
293	<b>Transactions closed 2020</b>
\$1,700,000	<b>Largest transaction '20-'21</b>
41	<b>Number of team members</b>

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



Matt Reiffert

# 11

## CENT. IND. REAL ESTATE GROUP

<b>\$137,100,385</b>	<b>Total sales volume</b>
\$72,617,098	<b>Sales volume 2021</b>
\$64,483,287	<b>Sales volume 2020</b>
525	<b>Total transactions closed</b>
266	<b>Transactions closed 2021</b>
259	<b>Transactions closed 2020</b>
\$1,186,000	<b>Largest transaction '20-'21</b>
11	<b>Number of team members</b>

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



Allen Williams

# 12

## ALLEN WILLIAMS REALTY GROUP

<b>\$135,630,164</b>	<b>Total sales volume</b>
\$80,044,423	<b>Sales volume 2021</b>
\$55,585,741	<b>Sales volume 2020</b>
276	<b>Total transactions closed</b>
157	<b>Transactions closed 2021</b>
119	<b>Transactions closed 2020</b>
\$2,550,000	<b>Largest transaction '20-'21</b>
9	<b>Number of team members</b>

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



Lindsey Smalling

# 13

## THE SMALLING GROUP

<b>\$131,004,599</b>	<b>Total sales volume</b>
\$64,254,320	<b>Sales volume 2021</b>
\$66,750,279	<b>Sales volume 2020</b>
607	<b>Total transactions closed</b>
289	<b>Transactions closed 2021</b>
318	<b>Transactions closed 2020</b>
\$1,199,000	<b>Largest transaction '20-'21</b>
11	<b>Number of team members</b>

metropolitan Indianapolis and surrounding counties



Jeff Paxson

# 14

## JEFF PAXSON REAL ESTATE

<b>\$120,754,111</b>	<b>Total sales volume</b>
\$63,761,071	<b>Sales volume 2021</b>
\$56,993,040	<b>Sales volume 2020</b>
445	<b>Total transactions closed</b>
211	<b>Transactions closed 2021</b>
234	<b>Transactions closed 2020</b>
\$1,740,000	<b>Largest transaction '20-'21</b>
5	<b>Number of team members</b>

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



Derek and Stephanie Evelo

# 15

## EVELO TEAM

<b>\$119,847,393</b>	<b>Total sales volume</b>
\$58,622,619	<b>Sales volume 2021</b>
\$61,224,774	<b>Sales volume 2020</b>
418	<b>Total transactions closed</b>
195	<b>Transactions closed 2021</b>
223	<b>Transactions closed 2020</b>
\$661,633	<b>Largest transaction '20-'21</b>
8	<b>Number of team members</b>

Hamilton County, Fishers, Noblesville, Lapel



Eric Forney

# 16

## LIVIAN INDY CATALYST

<b>\$117,460,428</b>	<b>Total sales volume</b>
\$56,628,458	<b>Sales volume 2021</b>
\$60,831,970	<b>Sales volume 2020</b>
481	<b>Total transactions closed</b>
230	<b>Transactions closed 2021</b>
251	<b>Transactions closed 2020</b>
\$3,499,000	<b>Largest transaction '20-'21</b>
24	<b>Number of team members</b>

Hamilton, Boone, Hendricks and Hancock counties; Indianapolis area



Kristie Smith

# 17

## INDY HOMES TEAM

<b>\$111,847,801</b>	<b>Total sales volume</b>
\$59,139,001	<b>Sales volume 2021</b>
\$52,708,800	<b>Sales volume 2020</b>
521	<b>Total transactions closed</b>
126	<b>Transactions closed 2021</b>
125	<b>Transactions closed 2020</b>
\$2,400,000	<b>Largest transaction '20-'21</b>
3	<b>Number of team members</b>

Marion and Hamilton counties, Zionsville, Carmel, Fishers, Westfield



Christopher Schulhof

# 18

## THE CHRIS SCHULHOF HOME SELLING TEAM

<b>\$111,046,751</b>	<b>Total sales volume</b>
\$56,874,450	<b>Sales volume 2021</b>
\$54,172,301	<b>Sales volume 2020</b>
194	<b>Total transactions closed</b>
98	<b>Transactions closed 2021</b>
96	<b>Transactions closed 2020</b>
\$3,970,200	<b>Largest transaction '20-'21</b>
5	<b>Number of team members</b>

Fishers, Geist, Noblesville, Carmel, Zionsville



Melanie and Mike Scheetz

# 19

## SCHEETZ TEAM

<b>\$109,978,321</b>	<b>Total sales volume</b>
\$41,462,148	<b>Sales volume 2021</b>
\$68,516,173	<b>Sales volume 2020</b>
285	<b>Total transactions closed</b>
100	<b>Transactions closed 2021</b>
185	<b>Transactions closed 2020</b>
\$1,200,000	<b>Largest transaction '20-'21</b>
3	<b>Number of team members</b>

Boone, Hamilton, Hendricks and Marion counties



Shannon Gilbert

# 20

## THE GILBERT GROUP

<b>\$109,885,428</b>	<b>Total sales volume</b>
\$63,042,770	<b>Sales volume 2021</b>
\$46,842,658	<b>Sales volume 2020</b>
356	<b>Total transactions closed</b>
171	<b>Transactions closed 2021</b>
185	<b>Transactions closed 2020</b>
\$998,000	<b>Largest transaction '20-'21</b>
7	<b>Number of team members</b>

Fishers, Noblesville, Indianapolis



Carrie Holle

# 21

## CARRIE HOLLE GROUP

<b>\$107,699,294</b>	<b>Total sales volume</b>
\$59,497,096	<b>Sales volume 2021</b>
\$48,202,198	<b>Sales volume 2020</b>
207	<b>Total transactions closed</b>
100	<b>Transactions closed 2021</b>
107	<b>Transactions closed 2020</b>
\$4,500,000	<b>Largest transaction '20-'21</b>
8	<b>Number of team members</b>

Carmel, Hamilton County, metropolitan Indianapolis



Michelle Chandler

# 22

## SHELIA & MICHELLE REAL ESTATE TEAM

<b>\$102,251,770</b>	<b>Total sales volume</b>
\$55,401,009	<b>Sales volume 2021</b>
\$46,850,761	<b>Sales volume 2020</b>
430	<b>Total transactions closed</b>
228	<b>Transactions closed 2021</b>
202	<b>Transactions closed 2020</b>
\$900,000	<b>Largest transaction '20-'21</b>
8	<b>Number of team members</b>

Johnson County, Marion County, Morgan County, Monroe County, Brown County



Scott Smith

# 23

## SCOTT SMITH REALTY GROUP

<b>\$102,105,998</b>	<b>Total sales volume</b>
\$53,448,299	<b>Sales volume 2021</b>
\$48,657,699	<b>Sales volume 2020</b>
521	<b>Total transactions closed</b>
241	<b>Transactions closed 2021</b>
280	<b>Transactions closed 2020</b>
\$950,000	<b>Largest transaction '20-'21</b>
10	<b>Number of team members</b>

Johnson, Marion and Morgan counties



Amanda and Rodney Heard

# 24

## HEARD REAL ESTATE TEAM

<b>\$100,842,460</b>	<b>Total sales volume</b>
\$43,663,485	