

Ward snags first place for seventh year in row

if Ward's team placed first in IBJ's All-Star Team ranking for the seventh year in a row. In fact, the first time Ward took the top spot, President Bush was pushing through a stimulus package to save the ailing economy.

Ward's team accumulated \$148.9 million in sales in 2013 and 2014.

Dennis Nottingham came in second and Matt McLaughlin, third.

It's the third year in a row with the same teams placing first, second and third, respectively.

The team category includes agents with assistants who perform non-clerical real estate functions. Ward's team has four members; Nottingham has 29 and McLaughlin, six.•

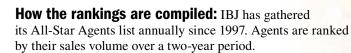


| no. 4 |
|--------------------|
| INDY HOME |
| PROS TEAM |
| RE/MAX |
| Advanced Realty |

\$145,316,941 \$72,509,524 \$72,807,417 1,780 811 969 \$660,000 Marion, Hendricks, Morgan, Putnam, Montgomery, Johnson, Shelby, Hancock, Hamilton and Boone counties



| | no. 11 | no. 12 | no. 13 | no. 14 | no. 15 | no. 16 | no. 17 |
|--------------------------------|---|--|--|--|---|---|--|
| | JOE EVERHART Everhart Studio | MIKE WATKINS Mike Watkins Real Estate Group | SCHEETZ TEAM-MIKE & MELANIE Century 21 Scheetz | JEREMY TUCKER TEAM RE/MAX Centerstone | TEAM STUDEBAKER Century 21 Scheetz | THE ALBRECHT TEAM RE/MAX Real Estate Groups | INDY HOMES TEAM Keller Williams Realty Greater Indianapolis |
| Total sales volume | \$71,982,354 | \$69,008,288 | \$63,697,084 | \$63,465,785 | \$62,191,667 | \$61,607,108 | \$61,063,063 |
| Sales volume 2014 | \$39,787,505 | \$30,952,835 | \$39,659,316 | \$41,965,004 | \$31,248,452 | \$34,068,725 | \$32,222,912 |
| Sales volume 2013 | \$32,194,849 | \$38,055,453 | \$24,037,768 | \$21,500,781 | \$30,943,215 | \$27,538,383 | \$28,840,151 |
| Total transactions closed | 230 | 391 | 225 | 529 | 284 | 163 | 255 |
| Transactions closed 2014 | 124 | 191 | 147 | 271 | 121 | 90 | 123 |
| Transactions closed 2013 | 106 | 200 | 78 | 258 | 163 | 73 | 132 |
| Largest transaction in '13-'14 | \$1,330,000 | \$860,000 | \$1,150,000 | \$2,500,000 | \$750,000 | \$2,057,500 | \$735,000 |
| Number of team members | 3 | 4 | 2 | 2 | 3 | 2 | 2 |
| Primary territory | downtown, Center Township, Washington Township | southern Marion County, northern Johnson County | Boone, Hamilton, Hendricks, Marion counties | Avon, Brownsburg, Plainfield, Zionsville; Boone, Marion and Hendricks counties | Boone, Hamilton, Hancock, Hendricks and Marion counties | Indianapolis north side, Fishers, Geist, Zionsville, Carmel, Westfield, Noblesville | downtown; Zionsville; Pike, Lawrence and Washington townships; Hamilton, Hendricks counties |
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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.•

















| EVELO TEAM Keller Williams Realty Greater Indianapolis | CARL VARGAS TEAM F.C. Tucker Co. Inc. | TEAM MARCHANT Keller Williams Realty Greater Indianapolis | TRACY WRIGHT TEAM Encore Sotheby's International Realty | THE CULPEPPER GROUP RE/MAX Centerstone | INDY PROPERTY SOURCE Keller Williams Realty Greater Indianapolis | BLACKWOOD-WARNER GROUP Century 21 Scheetz | GETTY DREWHOMES Berkshire Hathaway Home Services Indiana Realty |
|--|--|---|---|--|--|---|---|
| \$58,458,465 | \$55,147,326 | \$54,571,110 | \$54,554,065 | \$54,470,156 | \$51,664,124 | \$51,317,239 | \$49,803,089 |
| \$27,495,769 | \$27,282,324 | \$24,816,489 | \$28,397,250 | \$29,969,375 | \$20,716,775 | \$21,836,922 | \$20,381,933 |
| \$30,962,696 | \$27,865,002 | \$29,754,621 | \$26,156,815 | \$24,500,781 | \$30,947,349 | \$29,480,317 | \$29,421,156 |
| 262 | 266 | 238 | 145 | 270 | 703 | 554 | 160 |
| 125 | 128 | 107 | 70 | 165 | 296 | 241 | 72 |
| 137 | 138 | 131 | 75 | 106 | 407 | 313 | 88 |
| \$900,000 | \$940,000 | \$525,000 | \$1,725,000 | \$1,500,000 | \$636,151 | \$454,000 | \$1,347,525 |
| 6 | 5 | 4 | 5 | 4 | 9 | 4 | 2 |
| Hamilton County, Fishers, Noblesville | Hendricks County, northwest Indianapolis | Carmel, Fishers, Geist, Noblesville, Zionsville, Lawrence Township | Zionsville, Carmel, Noblesville, Westfield, Geist | Boone, Marion, Johnson, Hamilton and Hendricks counties | Indianapolis, Brownsburg, Avon, Plainfield | Boone, Hamilton, Hancock, Hendricks, Johnson and Marion counties | Broad Ripple, Zionsville, Carmel, Fishers, Geist, Noblesville, downtown |

















