

2014

ALL-STAR AGENT TEAMS

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.1

BIF WARD TEAM

F.C. Tucker Co. Inc.

Total sales volume

Sales volume 2014

Sales volume 2013

Total transactions closed

Transactions closed 2014

Transactions closed 2013

Largest transaction in '13-'14

Number of team members

\$148,927,802

\$67,658,616

\$81,269,186

230

101

129

\$3,880,875

4

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

no. 2

INDY HOME PROS TEAM

RE/MAX Advanced Realty

Total sales volume

Sales volume 2014

Sales volume 2013

Total transactions closed

Transactions closed 2014

Transactions closed 2013

Largest transaction in '13-'14

Number of team members

\$145,316,941

\$72,509,524

\$72,807,417

1,780

811

969

\$660,000

29

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

IBJ photo/ Eric Learned

	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	SHEETZ 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
							

**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.•

	no. 3	no. 4	no. 5	no. 6	no. 7	no. 8	no. 9	no. 10
	MATT MCLAUGHLIN TEAM F.C. Tucker Co. Inc.	DICK RICHWINE TEAM Berkshire Hathaway Home Services Indiana Realty	DAVID BRENTON David Brenton's Team	JEFF PAXSON Jeff Paxson Team	CENTRAL INDIANA REAL ESTATE GROUP [formerly DM Real Estate Group]	THE SCOTT SMITH TEAM Keller Williams Realty Greater Indianapolis	MIKE AND JARED DUNCAN Mike Duncan Real Estate Group	THE CHRIS SCHULHOF HOMESELLING TEAM RE/MAX Realty Services
								
	\$109,593,191	\$108,188,978	\$96,457,696	\$95,250,226	\$87,469,590	\$83,672,515	\$79,559,548	\$75,570,812
	\$52,769,571	\$50,105,236	\$51,921,619	\$48,253,106	\$43,122,711	\$36,792,476	\$32,974,640	\$40,660,149
	\$56,823,620	\$58,083,742	\$44,536,077	\$46,997,120	\$44,346,879	\$46,880,039	\$46,584,908	\$34,910,663
	228	292	614	512	483	907	402	247
	107	152	317	242	234	336	172	125
	121	140	297	270	249	571	230	122
	\$2,520,000	\$3,000,000	\$525,000	\$655,000	\$910,000	\$899,000	\$547,000	\$3,000,000
	6	6	10	4	9	10	2	4
	Downtown, Meridian-Kessler, Butler Tarkington, Meridian Hills, Williams Creek, Carmel, Zionsville, Fishers	Carmel, Fishers, Geist, Noblesville, Westfield, Zionsville, Lawrence and Washington townships, Hancock County, Greenwood	Indianapolis, Johnson County	Indianapolis, Greenwood, Center Grove, Trafalgar, Bargersville, Franklin	Indianapolis, Brownsburg, Plainfield, Avon, Danville	Indianapolis area, Johnson County	south central Indianapolis area	Fishers, Geist, Noblesville, Carmel, Zionsville

	no. 18	no. 19	no. 20	no. 21	no. 22	no. 23	no. 24	no. 25
	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