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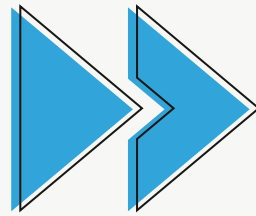
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TABLE OF CONTENTS



10

You Ask. We Deliver. Trusted Trades



14

Rising Star: Max Cookson



20

Top Producer: The Portfolio Real Estate Group



26

Partner Spotlight: Home Warranty Inc.



30

Featured Broker: David Van Noy



36

Event Recap: Thank You All For Attending!



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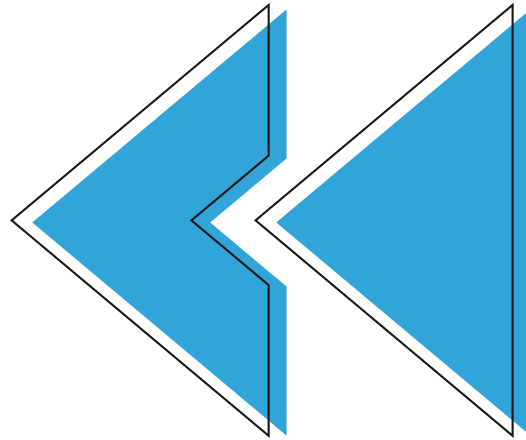
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— Amy Bieber, BG & Associates at Keller Williams Key Partners



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MAX COOKSON

DRIVEN BY PASSION



By Heather Pluard
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The art of selling real estate can take years to master, but Rising Star Max Cookson is already exceptional. This 2020 Rookie of the Year sold \$7 million in 2022 and is on track to exceed that number for 2023. But numbers aren't what matter to Max - people are. With natural intuition, a Master's in Psychology, and a lifetime of teamwork playing and coaching soccer, Max has his own spin on the Golden Rule: Always treat clients the way they want to be treated.

"Everyone is different," Max says. "Some clients only want the facts. Others enjoy discussing ethereal aspects of a home, like lighting and warmth. The key to selling real estate is discovering your client's needs, solving their pain points, and communicating information on their terms."

Max moved to the United States from Preston, England, 15 years ago to coach youth soccer. He met his wife, Ryan, a year later here in Kansas City. Although she isn't a soccer fan, the two fell in love. Then, after creating and running a gym and sports fitness

facility, Max decided to make an "exciting and terrifying" transition into real estate.

"I knew I would enjoy being a REALTOR® because I've always worked in a sales and customer service role and find it easy to talk to people," Max says. "But I was a single-income earner, and the pandemic had just started, so changing careers was a considerable risk."

Fortunately, Max had two incredible team leaders at The Collective who helped him launch his new career. "Stephanie Bulcock mentored me every step of the way," he says. "She's outstanding and does real estate the right way, so it was like having a shortcut to get where I needed to be. Jennifer Weaver is also incredible. She taught me to understand the market and what's going on locally and nationally. There is no way I'd have half the success without the two of them helping me."

Hosting open houses was equally foundational to Max's success. "One of the first things I did to build my business was ask everyone in the office if I could help



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IN A TEACUP



“
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show them listings in that area. Or if they're thinking about selling, I'll show them what their house is worth. It's all about being proactive and offering a full-service experience. I connect my clients with all the people they need along the way, so all they need to do is find a house they like. I take care of the rest.”

While not from KC, Max says he loves it here and never takes it for granted. “It's big enough to have everything big cities have, plus excellent schools, eight months of good weather, and affordable house prices. They don't have all that in England! KC has a lot of people from foreign countries moving here, and not being from this country myself, I can relate almost immediately. I'm always excited to help others discover Kansas City, and being able to help them find the perfect home is so cool.”

Max still finds time to play soccer. He's in an over-30s league in Overland Park and likes to kick the ball around with his daughters, Charlie (9) and Sammy (7). “I'll coach them someday if they want me to, but right now, I'm content to watch from afar as my oldest daughter plays on a team. Soccer teaches a lot about teamwork and the importance of surrounding yourself with good people. You can't do it on your own, and you can't do real estate on your own, either. Good relationships are worth so much, and success is happiness. That's why I plan to stay on The Collective as long as they will have me. It's an awesome team and I'm very grateful!”

them with an open house,” he says. “I did at least two every weekend for a whole year and built a great database of leads. There's an art to holding open houses. First, treat everyone with respect, even if they're rude to you. They may be having a bad day or be in a bad head space, so don't take it personally - you don't own their mood. Those same people will often come up to you with questions at the end. Be easy to talk to and learn how to read people. Most don't like being jumped on immediately, so find the balance. Talk to them when they're ready and give them the information they want the way they want it.”

Systems are also crucial. “The Collective has a process for how we do things,” Max says. “From the welcome mat at the door to how we stage the house, we put our stamp on every open house. While hosting, I present our sign-in sheet appropriately and ask exploratory questions. Then, if someone is a potential lead, I put their information in my CMA and follow up via email or text that provides value. For example, if they told me they were looking for Blue Valley schools, I'll



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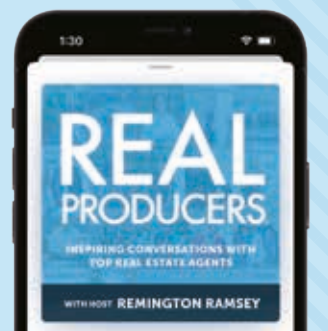
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THE BEST JOURNEY
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By Heather Pluard
Photos by Tiffany Matson

pòrt-fō'lē-ō: (noun)

A portfolio is a collection of assets a company uses to reach its vision, and The Portfolio Real Estate Group is a living definition.

Launched in 2022, this supergroup of top producers is changing the way REALTORS® define a team. Like a law firm, The Portfolio is run by equal partners. The team has over 75 years of combined experience and works together on transactions while ensuring their clients get the most exposure as possible.

Meet The Portfolio!





STEPHANIE MURPHY:

A bonafide B2B guru with previous small business experience, Stephanie was ready to take her business to the next level. She approached her brokers and together they developed the idea of The Portfolio. Today, Stephanie specializes in luxury sales and pours energy into promoting The Portfolio. The team can always count on her for social media ideas, client events, and philanthropic opportunities. “The Portfolio is a marketing team where we work as individual agents who don’t share our commissions but combine marketing material, knowledge, social media presence, and volume. We are competing with but also rooting for each other and celebrating other women in sales. Real estate can be lonely as an individual agent. I’m happier and re-energized with this new team.”

SARA TARVIN:

The base of her business is trust, integrity and being an expert resource. She specializes in all price points and enjoys working in every facet of real estate including first-time home buyers, the upper bracket market, condos, relocation, and new construction. She takes tremendous pride in a large portion of her business coming from repeat clients and referrals. A new construction sales expert with 19 years of industry experience, Sara has worked as both a buyer’s agent and a subdivision agent representing builders. She enjoys walking her clients through every step of the process and knows what questions to ask to keep things on track and avoid surprises. Watching homes rise from the ground has always been fun for her, and now she’s excited to work hand-in-hand with agents who share her same goals and drive. “This team is passionate about our clients, marketing, community, and philanthropy. I am lucky to be part of this dynamic group.”

KIM YUILLE:

Compassionate and empathetic, Kim understands real estate can be an emotional process, and clients often face other life challenges while looking for a new home. She adores The Portfolio’s team concept because, after caring for her terminally ill husband, Kim knows a solid support system is priceless. In addition, she has never seen such an abundance of enthusiasm and teamwork in her 22 years of real estate sales experience. “Joining The Portfolio has been one of the most pivotal decisions of my life. I am totally invigorated! I also love that I get to find charitable organizations that we can embrace.”

STACY ANDERSON:

Relationship building is Stacy’s number one strength. She has 12 years of experience helping all types of buyers and sellers and a special love for new construction. Stacy has earned the trust of area builders and has a reputation for giving clients the highest level of care and communication. As a member of The Portfolio, she enjoys working with the best REALTORS® in the industry because they are able to support each other. She appreciates being able to pool resources to hire support staff so she can focus on her client’s needs. “I am thankful to be a part of this fantastic team! Being surrounded by such an amazing group of women makes my job enjoyable.”

LIZ JAEGER:

Communication is the key to success for Liz, and reliability is equally essential. She strives to respond quickly to everyone and loves being able to bounce ideas, issues, and suggestions off her team. Even though agents in The Portfolio work as individuals and control their own destinies, they are always there for one another, and able to solve any problem that pops up. “I am blessed to work with amazing and experienced agents who motivate me to be better every day. I know they will always be there to support me and help me grow as an agent. Their success will push me to be more successful year over year.”

MARY CAROL LIENEMANN:




Known for her infectious positivity, Mary Carol brings an enthusiastic energy to The Portfolio. She thrives on long-term client relationships built over the last 10 years. She loves working with like-minded agents and business partners who offer support for one another and a wealth of resources from their individual experiences. “My clients benefit from our combined efforts, team volume, exceptional marketing and expertise. On a personal note, I love being part of this outstanding group of agents.”



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HOME WARRANTY INC.

TEAM EMERICK - DIFFERENT GIFTS BUT ONE GOAL

Mark Emerick sees a bright future for his nephew. Any caring uncle would, but Mark and his nephew, Matthew, have a longstanding history of working together. Matthew just finished his “rookie” year with Team Emerick with Home Warranty of the Midwest but has worked with his uncle in different ways since he was a teenager.

“I’ve always had a heart for kids to work and learn how to make money,” Mark said.

Fast forward from Matthew’s teenage days doing demolition on homes that Mark was renovating in the early 2000s, to working with his uncle as a team leader for an on-site entertainment company during college, the Matthew

▶▶ partner spotlight

By Christi Diggs
Photos by Leah Gunn
Emerick with LG Emerick
Photography

and Mark combination has been about “being go-getters, making things happen,” Matthew said.

Team Emerick is working on building on success from the past, Mark has won company awards and most recently the Kansas City Regional Association of Realtors “Affiliate of the Year” Award. It is the highest award in the Kansas City area that an affiliate can get with KCRAR. With more than 14 years with Home Warranty, Mark adds his analytical and scientific approach.

Enter, stage left, Matthew Emerick, who brings home industry knowledge, a background evaluating home energy usage for KCP&L (now Evergy) as well as exceptional presentation skills to connect with agents and the quality



Photos submitted by Matthew Emerick from his acting portfolio



service that Home Warranty represents through Team Emerick.

“Warranties are there to give homeowners peace of mind about their ‘brand new, big purchase,’ “ Matthew said.

After all, it’s not every day that an office will be visited by someone who was a part of the Screen Actors Guild; lived in Los Angeles vying for acting roles and who still currently participates in the Kansas City theater community!

Matthew, who was born in Kansas City and raised in Independence, Missouri, still calls the city his home, along with his wife Leah. He and Leah met in college, at Missouri State University, formerly Southwest Missouri State University. They married in June 2011 and have lived an adventure ever since. Leah started her successful photography company, LGEmerick Photography, a few years later in 2014. The couple also moved to LA, where Matthew could be in the midst of a larger theater/acting market.

Matthew is used to a lot happening at the same time—in his high

school career at Center Place Restoration School he had the opportunity to sing in the choir, run track, play soccer and basketball, join the student council, do theater productions and dance because of the school’s size. Summers growing up were spent tubing, boating and fishing at his father’s home in Lake Lotawana, Missouri.

After six years in Los Angeles, Matthew and Leah decided to move back to the KC area. Their love of their hometown drew them back. “We wanted to buy a house of our own in a place we knew we could live long-term,” Matthew said.

Moving back to the area, Matthew worked for KCP&L; then for Amazon as a Dispatch Manager in 2020-21. That’s when the chance to work on Team Emerick started to come together.

Matthew is a Sales Assistant who gets to travel to offices in the team’s coverage area—Kansas, Missouri and Nebraska. He does lunch and learns at offices; goes to various conferences and other networking events.

In a tough seller’s market, the Team is working to set Home

Warranty as a company that agents can trust. In the past, the seller would oftentimes be the one to offer the warranty, Mark explained. The market hasn’t pushed that recently but the goal is for their product to be top-of-mind when needed.

“Our main priority is open lines of communication,” Matthew stated. Also, their company offers 14-month warranties (vs. industry standard of 12); the call center is in the Midwest (the company started in Iowa) and homeowners can either choose their own contractors or use a recommended contractor.

When it comes to home repair, “It’s not if but when,” Matthew said.

Speaking with Matthew and Mark, it’s evident how they complement and compliment one another.

“Mark has so much experience,” Matthew said, referring to Mark’s history and knowledge. “We have strengths to balance out the other’s weaknesses”

Mark told a story of the time they went to an event where they would be speaking with many different agents. At first, he envisioned just one of them at the event...but



“

WARRANTIES ARE THERE TO GIVE HOMEOWNERS PEACE OF MIND ABOUT THEIR BRAND NEW, BIG PURCHASE.

”



instead, they both went and connected with different groups.

“Certain people click with certain people,” Mark said. “I think he’s going to do better than me. He’s a people person!”

Mark jokes that with his background, a college degree in Chemistry, he presents “a little differently” than his nephew.

The end result is that while Matthew has been able to connect with additional offices—they both have a passion for providing a quality experience for homeowners and the agents who trust them.

On a personal note, Matthew has continued performing—often auditioning around town; working as a guest artist at a local dance studio recently.

Both he and Leah are active with Wornall Road Baptist Church in Brookside. They also support the

International Justice Mission (a global organization with works to protect people in poverty from violence such as human trafficking in 17 countries) and Band of Angels, a 501c3 nonprofit devoted to providing instruments, scholarships and all the support that children in need in the greater Kansas City Area require to succeed in music.

Leah is building a piece of art that will be sold at an upcoming event called “Art That Blows” usually held in the summer. Artists use parts of an old, non-functional instrument to create a piece of art to be auctioned. 2023 will be their eighth year for the Kansas City-based event.

In all, Matthew feels that his Hollywood training prepared him well for reaching out to agents—finding meaningful relationships rewarding and being “thick-skinned” enough for the few who say “no thank you”.



DAVID VAN NOY

PIONEERING A NEW ERA

An industry educator, a business coach, and one of the nation's top-ranking REALTORS®, David Van Noy can now add “principal broker” to the list of his accomplishments. In December 2022, he opened Van Noy Real Estate—the culmination of years of hard work and dedication to crafting a better home sale experience. A former ReeceNichols agent, David previously ran a small-but-mighty team ranked among the most profitable at the company. It quickly became apparent, however, that the formula to scale the team's success required broader horizons.

“In 2020, when a lot of things changed in the world, it became evident to me that in order to best serve clients and agents, I needed to scale my model,” David shared. “I needed to build bigger systems, drive more leads, talk to more prospects, and push more deals for my team in order to survive. I wasn't trying to get away from my company, I was moving towards an option that felt best for the model I was running.”

Today a sought-after veteran of the industry, David entered the business at just 23 years old as a REALTOR® for Prudential Summerson Burrows—now known as Better Homes and Gardens Real Estate. Despite his relative inexperience, he quickly developed a reputation for being “a little more diligent, a little more thorough, and a lot more driven” than many of his peers. While his start in the industry was marked by scarce guidance and bouts of trial and error, David's resolve soon became his signature trait.

“The industry was wide open at the time,” David recalled. “There was a low barrier to entry and people that were new were encouraged to get out of the way and figure it out themselves. I really thrived in that model of benign neglect because it allowed me to put together how my business should look. I did right by

» featured broker

By **Manuela Nivia**
Photos by **SEVEN IMAGES, KC**

“
I REALIZED
I WAS FAR
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MOTIVATED
TO HELP
OTHER
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“ BEING THE MOST PROFICIENT LISTING AGENT IN THE CITY WAS A VERY LONELY PLACE, BUT BEING IN A BROKERAGE THAT’S HEAVILY INVOLVED IN THE NINE PEOPLE THAT HAVE ENTRUSTED THEIR BUSINESS TO ME IS THE OPPOSITE. ”



my customers, but I got the systems wrong for many years. After eight years, I started to get access to people who were doing things in the right order, so I started to get a better idea of how I should operate.”

Among the most pivotal moments of David’s career included the onset of the Great Recession in the late 2000s. Despite facing the challenging economic climate as a relatively new agent, he was determined to weather the storm. He remained strategic and adaptable and worked tirelessly to hone his skills to stay on top of market trends. By learning to pick up momentum during a period of crisis, he came out as a leader on the other side of the market.

David explained: “The idea that was in my mind is the same idea that I have now: The amount of business I’m trying to do is available, why should I be concerned about the market overall? I didn’t know any better at the time and it was challenging in a bunch of different ways, but I’m not a guy that’s looking for things to be easy. In fact, if they are easy, I’m usually not interested.”

Never afraid to “throw elbows” in order to ensure the best deal for his clients, David’s core purpose as an individual agent was to secure listings at all costs. An unintended side effect of his tenacity was facing loneliness on the road to success. Under Van Noy Real Estate, however, he has repositioned many of his core values to serve as a champion of the communities where he lives and that he serves—whether his clients or the agents he works alongside. By establishing his brokerage as an experiential rather than transactional business, he is building a culture that supports fairness alongside agent growth and prosperity.

“We want to be known as a small boutique brokerage with a high level of commitment to customer service,” David reflected. “We want to be known for providing an exceptional experience for the customer along with organized processes and innovative marketing. We want to be known as agents who are getting in front of people daily, doing the hard work, and going out and finding business instead of waiting for business—that’s our brand.”

Van Noy Real Estate is now comprised of ten agents and four administrative assistants, all of whom embody values of collaboration, transparency, and accountability. Looking to expand his team further, David’s search has focused on agents that share in his vision. Through his coaching and mentorship skills, he then hopes to empower agents to realize their full potential.

“I realized I was far more motivated to help other people realize their own goals than I was to realize my own,” David explained. “My company has allowed me to focus on the agents that work with me. I coach them one-on-one, and I find it far more fulfilling to use my skill set to improve their quality of life. Being the most proficient listing agent in the city was a very lonely place, but being in a brokerage that’s heavily involved in the nine people that have entrusted their business to me is the opposite.”



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Scott Somerville - Fairway Mortgage

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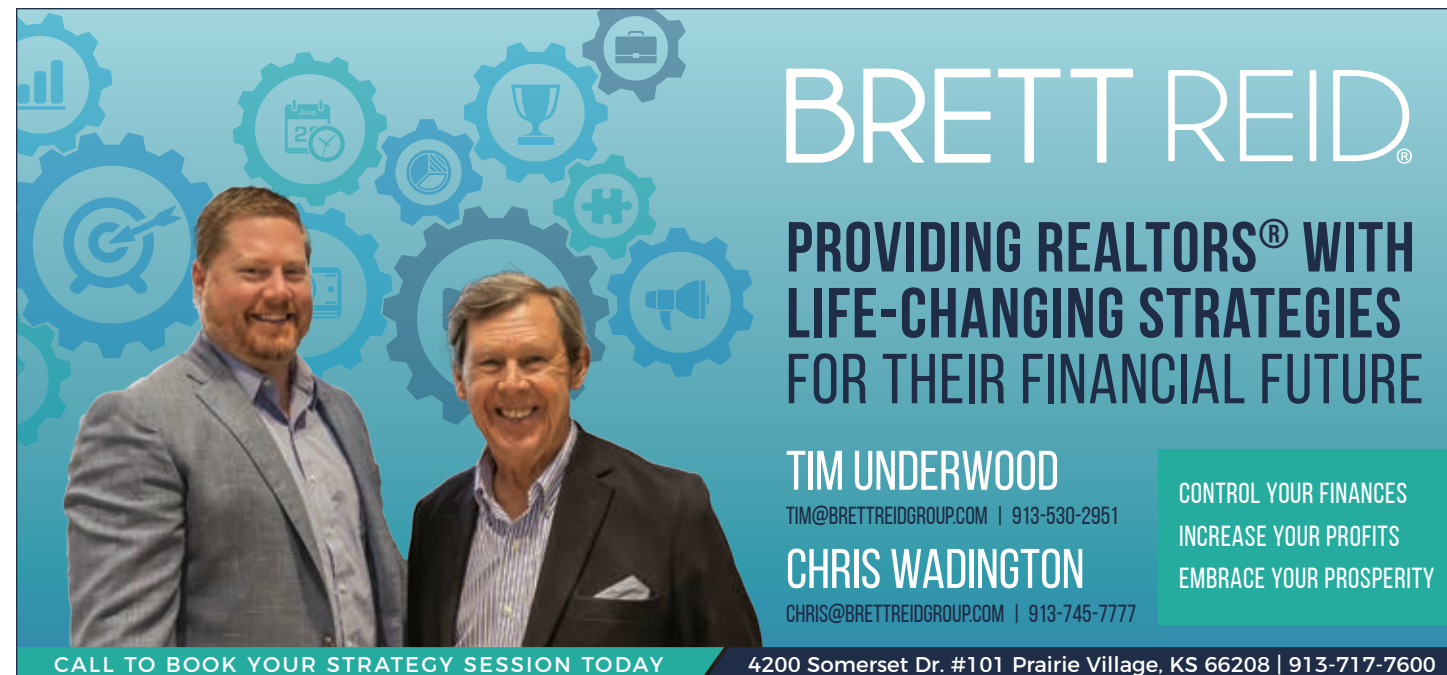


TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - Apr. 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	Reecenichols - Lees Summit
2	Kristin	Malfer	Compass Realty Group
3	Kbt Leawood	Team	Reecenichols - Leawood
4	Dan	Lynch	Lynch Real Estate
5	John	Barth	RE/MAX Innovations
6	Benjamin	Lytle	Opendoor Brokerage LLC
7	Ask Cathy	Team	Keller Williams Platinum Prtnr
8	Dani Beyer	Team	Keller Williams Kc North
9	Martin	Walsh	Offerpad Brokerage LLC
10	Eric Craig	Team	Keller Williams Kc North
11	Ray Homes Kc	Team	Compass Realty Group
12	Spradling	Group	Exp Realty LLC
13	Thrive Real Estate K	Team	Keller Williams Key Partners
14	Eddie Waters	Team - North	Keller Williams Kc North
15	Marti	Prieb Lilja	Keller Williams Realty Partner
16	Bryan	Huff	Keller Williams Realty Partner
17	Reesemontgomery	Team	RE/MAX Heritage

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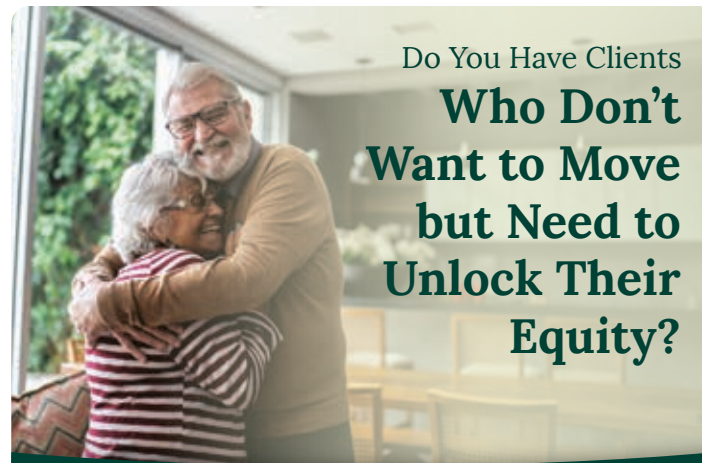


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Teams and Individuals Closed from Jan. 1, 2023 - Apr. 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Dennis	Prussman	United Country Property Soluti
19	Karen	Pritchard	Koenig Real Estate Holdings LI
20	Shannon	Brimacombe	Compass Realty Group
21	Hern	Group	Keller Williams Platinum Prtnr
22	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
23	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
24	Angela	Fitzgerald	Rodrock & Associates Realtors
25	Cory	Ward	Compass Realty Group
26	Chris	Rowe	Cedar Creek Realty LLC
27	Jeremy	Applebaum	Realty Executives
28	Blake Nelson	Team	Keller Williams Key Partners
29	Nelson	Group	Keller Williams Kc North
30	Bill	Gerue	Weichert, Realtors Welch & Com
31	Alan	Williams	Bhg Kansas City Homes
32	Wardell & Homes	Real Estate Team	Wardell & Holmes Real Estate
33	Jenny	Burkhead	Keller Williams Kc North
34	Dan	O Dell	Keller Williams Realty Partner
35	Hendrix	Group	Keller Williams Realty Partner
36	Cjco	Team	Reecenichols - Leawood
37	Shelia	Hampton	Reecenichols - Granada
38	Ripley Assoc	Team	Engel & Volkers Kansas City
39	Molly	Hipfl	Reecenichols - Lees Summit
40	The Collective	Team	Compass Realty Group
41	Michael	Yeates	The Real Estate Store LLC
42	Donnie	Thomas	Midwest Land Group LLC
43	Monica	Ritter	RE/MAX Central
44	Lindsay	Sierens Schulze	Reecenichols - Leawood
45	Will	Wiest	Midwest Land Group LLC
46	Brooke	Miller	Reecenichols - Country Club Pl
47	Tradition	Home Group	Compass Realty Group
48	Sal	Termini	Platinum Realty
49	Peter	Colpitts	Reecenichols - Leawood South
50	Mendy	Jarman	Keller Williams Realty Partner

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Malina	Group	Keller Williams Realty Partner
52	The Small	Team	Reecenichols-Kcn
53	Brenda	Youness	Weichert, Realtors Welch & Com
54	Stroud & Associates	Team	Real Broker, LLC
55	Tony	Long	Realty Executives
56	Todd	Burroughs	Crown Realty
57	Rothermel	Group	Keller Williams Kc North
58	Tamra	Trickey	Reecenichols - Leawood
59	Jackie	Payne	New Home Star
60	Katherine	Lee	Bash & Co. Sotheby'S Internati
61	Duke	Frye	Keller Williams Key Partners
62	Hcr	Team	RE/MAX Heritage
63	Dani	Thompson	Sbd Housing Solutions LLC
64	The Fisher Hiles	Team	Bhg Kansas City Homes
65	Terri	Marks	Reecenichols - Overland Park
66	Debbie	Weber	Realty Executives
67	Audrah	Team	Keller Williams Kc North

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#	FIRST NAME	LAST NAME	OFFICE NAME
68	Ryan	Hubbard	United Country American Heartl
69	Crossroads Re	Group	Keller Williams Diamond Part
70	Kelli	Chabot	Keller Williams Kc North
71	Amy	Maher	Weichert, Realtors Welch & Com
72	Andrew	Bash	Bash & Co. Sotheby'S Internati
73	Suzy	Goldstein	Bhg Kansas City Homes
74	Jeff	Curry	Weichert, Realtors Welch & Com
75	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
76	Logan	Freeman	Foxtrot Real Estate LLC DbA Xc
77	Ken Hoover	Group	Keller Williams Kc North
78	Kelli	Becks	Keller Williams Realty Partner
79	Andrea	Sullivan	Rodrock & Associates Realtors
80	Lauren	Anderson	Reecenichols -The Village
81	Kbt Plaza	Team	Reecenichols - Country Club Pl
82	Melanie	Koprivica	Engel & Volkers Kansas City
83	Loughlin & Associate	Team	Keller Williams Kc North
84	Laurie	Barnds	Reecenichols -The Village
85	Kaleena	Schumacher	Keller Williams Realty Partner
86	John	Simone	Reecenichols-Kcn
87	Patty	Simpson	Crown Realty
88	Monica	Angeles	Jones Heritage, Realtors
89	Debi	Donner	Rodrock & Associates Realtors
90	Jessica	Kurzweil	Reecenichols - Lees Summit
91	Jamie	Patton	Platinum Realty
92	Rachelle	Moley	Weichert, Realtors Welch & Com
93	Sara	Stucker	Reecenichols-Kcn
94	Ashley	Kendrick	Chartwell Realty LLC
95	Mikki	Armstrong	Reecenichols - Lees Summit
96	Sherry	Westhues	Reecenichols - Eastland
97	Holly	Bond	Platinum Realty
98	Allison	Rank	Reecenichols - Country Club Pl
99	Brent	Sledd	Reecenichols - College Blvd
100	Debbie	Fleet	Keller Williams Realty Partner

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Teams and Individuals Closed from Jan. 1, 2023 - Apr. 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Ellen Murphy	Team	Reecenichols - Leawood
102	Amy	Arndorfer	Premium Realty Group LLC
103	Nikie Jo	Glasbrenner	Reecenichols-Kcn
104	Lisa	Rater	Weichert, Realtors Welch & Com
105	Stacy	Porto	Reecenichols -The Village
106	Karen L.	Gilliland	House Of Real Estate, LLC
107	Eva	Clark	Real Broker, LLC
108	Lisa	Bunnell	Reecenichols - Leawood
109	Richey Real Estate	Group	Reecenichols - Lees Summit
110	Sharp Homes	Team	Exp Realty LLC
111	Locate	Team	Compass Realty Group
112	Jared	Dunn	Realty Executives
113	Kc Homes365	Team	Keller Williams Realty Partner
114	Kevin	Green	Berkshire Hathawayhs Kc Realty
115	Amy	Williams	Keller Williams Realty Partner
116	Debbie	Sinclair	Prime Development Land Co LLC
117	Shellie	Seeger	Reilly Real Estate LLC

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - Apr. 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Majid	Ghavami	Reecenichols - Town Center
119	John	Kroeker	Weichert, Realtors Welch & Com
120	Terry Madden	Myers	Reecenichols Brookside
121	Angela	Brown	Keller Williams Kc North
122	Just Say Home	Kc Team	Keller Williams Platinum Prtnr
123	Yfa	Team	Your Future Address, LLC
124	Chris	Austin	Keller Williams Plaza Partners
125	Mike	Russell	Keller Williams Realty Partner
126	Annie	Kennedy	Realty Executives
127	Gail	Yancik	Realty Executives
128	Bryan	Parrish	Keller Williams Realty Partner
129	Explore Home	Group	Keller Williams Kc North
130	Trish	Shiever	Welcome Home Real Estate LLC
131	Lynne	Matile	Reecenichols - Overland Park
132	George	Medina	Reecenichols Brookside
133	Brenda	Shores	RE/MAX Heritage
134	Jennifer	Rich	Weichert, Realtors Welch & Com
135	Wendy	Linebaugh	Reecenichols - Lees Summit
136	Peggy	Holmes	Reecenichols - Eastland
137	Beth	Borders	Reecenichols - Country Club PI
138	Tanna	Guthrie	Exp Realty LLC
139	Chuck	Davis	RE/MAX Professionals
140	Kevin	Trimble	Keller Williams Kc North
141	Danny	Watts	New Home Star
142	Wolfe, Sweeney, Courtney	Team	Reecenichols - Parkville
143	Bharthi	Reddi	Platinum Realty
144	Chrissy	Frazier	Chartwell Realty LLC
145	Lanny	Dillenschneider	Reecenichols - Lees Summit
146	Taylor	Akinmoladun	Platinum Realty
147	Guide	Group	Compass Realty Group
148	Jim	Blaufuss	RE/MAX Realty Suburban Inc
149	Zach	Horn	Berkshire Hathawayhs Kc Realty
150	Ashlee	Whittington-Duncan	Curtis & Sons Realty

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Mary Beth	Schwartz	Keller Williams Key Partners
152	Kevin	Holmes	Keller Williams Key Partners
153	Igre	Team	Integrity Group Real Estate
154	Darlene	Peterson	Keller Williams Platinum Prtnr
155	Shaun	Ashley	RE/MAX Heritage
156	Sally	Moore	Keller Williams Platinum Prtnr
157	Mark	Brewer	Realty Executives
158	Roger	Deines	Reecenichols - Lees Summit
159	Quinn	Whimley	Reilly Real Estate LLC
160	Erik	Collier	Traditions Real Estate LLC
161	Ron	Henderson	Keller Williams Kc North
162	Chris D	Fleming	RE/MAX State Line
163	Brandon	Edlin	Keller Williams Kc North
164	Ryann	Hemphill	Keller Williams Realty Partner
165	Micheala	Miller	John Moffitt & Associates
166	Jim	Godwin	Executive Asset Group
167	Cambridge	Cates	Cates Auction & Realty Co Inc

Disclaimer: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.

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- Paid Social Media
- Yelp Partnership



Reach out to the publisher of this magazine for more information.

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - Apr. 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Sherrri	Hines	Bhg Kansas City Homes
169	Kbt Kcn	Team	Reecenichols-Kcn
170	Shelly	Balthazor	Reecenichols - College Blvd
171	Hannah	Shireman	West Village Realty
172	Becky	Harper	Keller Williams Realty Partner
173	Mikki	Sander	Redfin Corporation
174	Jeff	Taylor	Reecenichols-Kcn
175	Karen	Baum	Bhg Kansas City Homes
176	Lisa	Larson	Realty Executives
177	Aly	Plunkett	Reecenichols -Johnson County W
178	Karen	Stump	Reecenichols - Parkville
179	Abby	Powers	The Real Estate Store LLC
180	Shelley	Staton	Reecenichols -The Village
181	Michele	Davis	Weichert, Realtors Welch & Com
182	The Butler	Group	Keller Williams Realty Partner
183	David	Van Noy Jr.	Van Noy Real Estate
184	Paul	Lowry	Midwest Land Group LLC
185	Jessica	Smotherman	RE/MAX Elite, Realtors
186	Sharon	Barry	Reecenichols -The Village
187	Sara	Powell Moody	Weichert, Realtors Welch & Com
188	Crystal	Metcalfe	United Real Estate Johnson Cou
189	Generations	Real Estate Partners	Bhg Kansas City Homes
190	Madison	Harpst	RE/MAX Innovations
191	Sue	Walton	RE/MAX Premier Realty
192	Klarissa	Skinner	Keller Williams Realty Partner
193	Kerrie	Shumate	Midwest Realty & Auction
194	Anita	Riley	RE/MAX Town And Country
195	Plains Paris	Team	RE/MAX Revolution
196	Thomas	White	Boulevard Realty, LLC
197	Micah	Thomas	Local Agent
198	Linda L	Martin	Reecenichols - Leawood South
199	Kim	Brown	Lynch Real Estate
200	Missy	Barron	Reecenichols - Lees Summit

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Brookside | Platte City | Prairie Village | Olathe | Gardner



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TO VIEW ALL OF OUR KANSAS CITY LOCATIONS



FAQ

ABOUT *Kansas City* REAL PRODUCERS

Ever since we launched *Kansas City Real Producers* in July 2017, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: Who receives this magazine?

A: The top 500 agents of Kansas City. We pulled MLS numbers (by closed volume) in the Kansas City market. We cut off the list at number 500. The list will reset in early 2022 based on 2021 totals and continues to update annually.

Q: Why am I not listed on the top 200 standings/why are my numbers showing differently?

A: There are a number of reasons why that could be the case. First, be sure to read the disclaimer in its entirety. We pull the data on the exact date listed, so if the closed transaction is not submitted by that date, it will not be included. User error or BRIGHT error is always a possibility. The most common reason is that for any deal with an alternate agent listed, the production gets divided in half between the lead agent and the alternate. There are a few other factors at play, so if you have

a question about the Standings, please contact me, and we can take a look: reece.hale@realproducersmag.com.

Q: What is the process for being featured in this magazine?

A: It's really simple — one or multiple peers have first nominated every featured agent you see. You can nominate or be nominated by other agents, affiliates, brokers, owners, and office leaders. A nomination currently looks like this: you email us at reece.hale@realproducersmag.com with the subject "Nomination: (Name of Nominee)." Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

Q: What does it cost to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! This is NOT a pay-to-play model whatsoever.

Q: How can I write an article to be printed?

A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to the *Kansas City Real Producers* community, please email me at reece.hale@realproducersmag.com. Even if you don't consider yourself a prolific writer, let's talk!

Q: Who are the Preferred Partners?

A: Anyone listed as a "Preferred Partner" in the index at the front of this magazine is an integral part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our Facebook group. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many agents have personally referred every single Preferred Partner you see. We won't even take a meeting with a business that has not been vetted by one of you and is "stamped for approval," in a sense. Our goal is to create a powerhouse network not only of the best agents in the area but the best affiliates, as well, so we can all grow stronger together.

Q: How can I refer a local business to join KCRP as a Preferred Partner?

A: If you know and want to recommend a local business that would like to work with more top real estate agents, please email me at reece.hale@realproducersmag.com and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

Q: How might I get more involved in this community?

A: Two primary ways: First of all, if you have not already, be sure to join our private Facebook group specifically for the top 500 real estate agents and our preferred partners. To request to join, simply search on Facebook the keywords "Kansas City's Top 500 Real Producers Community," and it will pop right up. Request to join, and we will promptly accept you into the group. This online community is a space for further connection, contribution, and curiosity to be shared among our members. Secondly, be sure to attend our events. We currently plan to host 12 pub-reveal parties, a couple of golf outings, and some VIP social events throughout 2020. We promote these events via email and Facebook, so if you haven't been receiving invites, please email me immediately at reece.hale@realproducersmag.com.

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