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PARTNER SPOTLIGHT: Kevin Strahm with First Bank



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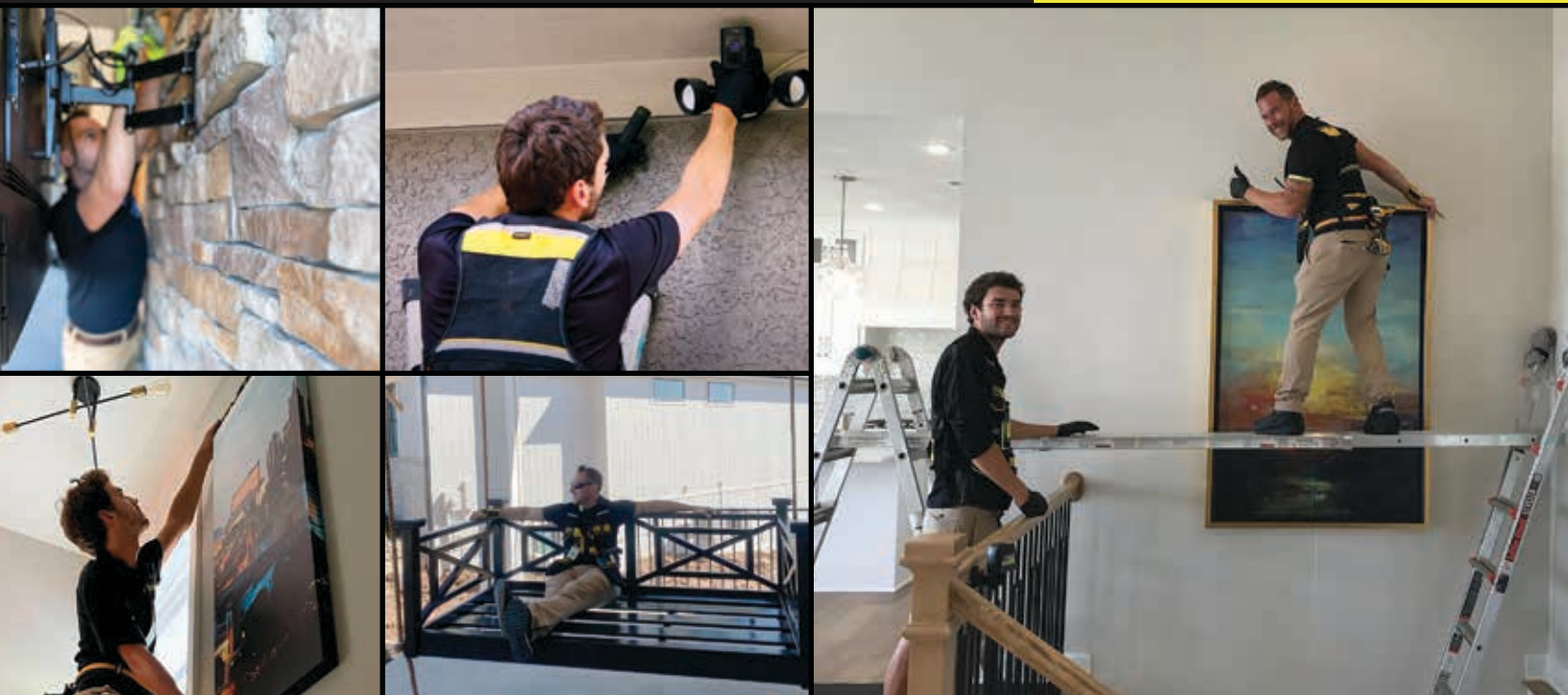


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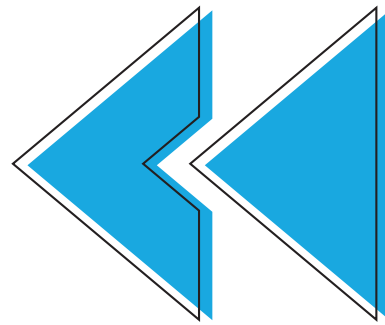
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KEVIN STRAHM

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Charles Jackson was a parent to two generations. Upon the birth of his grandson Kevin, Charles served as dedicated mentor, role model and second father without hesitation. Growing up, Kevin Strahm viewed his bigger-than-life grandfather as “immortal” and credits Charles for the enormous influence he had on his formative years. The child of a teenage mother, Kevin praises his grandfather for imparting his wisdom and life lessons and shaping him into the man he is today. As the president of a small-town bank for almost thirty years, Charles served Kansas farmers with integrity—a legacy Kevin has sought to emulate since the start of his professional career.

“I have a pedigree in banking,” Kevin explained. “My grandfather was a bank owner and I grew up in that bank. I spent several summers helping my grandpa out and that plugged me into customer service immediately. I saw what he did for his clients and I have applied that philosophy in the way I do business. Without those values and ethics, I don’t think I would’ve gotten to this point.”

A mortgage home loan advisor at First Bank, Kevin shares in the vision of helping families thrive for generations. In 2001, he entered the mortgage industry with the hope of assisting people through one of the biggest milestones of their lives. Since then, he has found most rewarding the opportunity to work with families who thought the dream of owning a home was merely that—a dream. Whether helping to repair their credit or finding options for greater financial security, like his grandfather, Kevin strives to go above and beyond for all of his clients, but especially those most in need.

“I don’t just push people back out into the ocean,” Kevin shared. “Anybody I’ve talked to that I can’t provide a loan for I will have a roadmap or plan laid out for them so they can get where they need to be in order to buy a home. I’m a firm believer that one person isn’t entitled to more than another—just because someone has struggled in life, it doesn’t mean that they don’t deserve a home one day. My ‘why’ for my business has changed and evolved over the years, but the common denominator has always been giving people the key to their forever home.”





...

Kevin has found success at the intersection of the loan officer and real estate agent relationship. From his start in the industry, he has dedicated himself to building and nurturing relationships with key professional partners. With each REALTOR® he serves, Kevin strives to offer value to each of their businesses by sharing his industry knowledge, delivering on his promises and serving as a trusted partner.

“Agents have been vital for my business growth and I want the door to swing both ways,” Kevin described. “I want people to know I’m enthusiastic about growing their business as well. I value my REALTOR® relationships greatly and my goal is to get to know them on every level and that they’ll allow me to get to know them. There are all of these aspects that we miss out on when we’re looking at dollar signs—I look at it as a relationship that needs to be cared for.”

“

IF I COULD GO BACK IN TIME & BE GIVEN THE OPPORTUNITY TO DO THINGS DIFFERENTLY, TO CHANGE MY CAREER,

I WOULDN'T.”



In 2013, Kevin faced a sudden tragedy when his four-year-old son, Cal, was diagnosed with cancer and given a 20 percent chance of survival. The Strahm family found themselves plugged into a community they never expected to be part of. They quickly realized children’s cancer research was extremely underfunded and found a purpose in working to improve the lives of children with cancer and their families. In what Kevin described as a “Hail Mary,” Cal was taken into surgery at a New York hospital and has been cancer-free since. However, the Strahm family journey to support the cancer cause continues.

“I have always wanted to be a part of something bigger than myself,”


Kevin described. “This year we are launching an initiative where with every loan we close we will donate \$100 to kids’ cancer research. But if I have partners with charities that are near and dear to their hearts, we’re also giving to those initiatives. That’s a big ‘why’ for me right now. I want to help not only the cause I’m passionate about but other causes our partners may be passionate about too.”

In keeping with his family-centered priorities, Kevin also recently became an assistant coach at Rockhurst University, where his daughter, Charley, plays on the golf team. A former PGA professional, Kevin describes the opportunity to coach his daughter as one of his “proudest moments.”


In both his personal life and through

his business, Kevin is committed to helping secure people’s futures. A good partner and steward, he continues to pass forward the moral and ethics his grandfather always exhibited—ones he now models for his own children.

“If I could go back in time and be given the opportunity to do things differently, to change my career, I wouldn’t,” Kevin shared. “There’s nothing else that is so rewarding. I get to help families navigate the process and understand that it shouldn’t be intimidating. Giving them that dream of owning a home and being a part of what will be the biggest asset purchase in their lives—it’s an honor that I get to play a part of.”



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FIRST CLASS CULTURE



•••

Times change. Businesses need to change with them to stay relevant. So when two of Kansas City's top-producing team leaders met at a Mastermind class, they decided to innovate in real estate. In 2021, REALTORS® Andy Blake and Tony Long launched Realty Executives Elite - breathing new life into a trusted brand and leading qualified agents to unprecedented success.

"Tony and I had been in the industry for about the same time, more than 15 years each and we had similar frustrations," Andy explains. "As experienced REALTORS® and team leaders, we found the typical brokerage model outdated. For example, they charged splits and fees for training and tools we didn't use. Tony and I wanted to start something geared towards teams and producers like us, who already knew the ABCs of real estate and were eager for a 100% commission model."

After exploring the idea of launching a new brokerage together, the two decided to partner with Realty Executives, where they formed an entirely new division, Realty Executives Elite. In just over two years, it's grown to include 68 outstanding

agents and multiple award-winning teams. "We are one roof for many big producers who enjoy a collaborative culture, great commission and fewer fees," Tony says. "In short, it's a better home for people who sell a lot of real estate."

While Realty Executives Elite has a less expensive business model for agents, its culture is first-class. "We have a lot of great people here who are wildly transparent with how they run their business," Tony elaborates. "We are a family, not an office. Andy and I don't look at agents as numbers or income generators. Instead, we see and develop the whole person. As a result, career paths will look different based on the individual. Some agents want to build a team, some want to scale down their team and some want to be individual rockstar agents. Being an agent and running a team are two different things. One is sales, one is management. We meet people where they are and help them grow and make a name for themselves. It's never about the brokerage in real estate. You are your brand."

As such, both Tony and Andy continue to run their individual teams while managing Realty Executives

“
**You Are
Your
Brand.**
”

Elite. "Most brokers have never even run a team, but we strive to be good role models as both managers and team leaders," Andy says. "Work/life balance is important here. We show agents how to control their schedules and set boundaries. Many agents reach a point in their careers where something has to give. It shouldn't be family time, but it often is. At Realty Executives Elite, we preach working on your home life as much as your business and we learn from each other. For example, we just had a panel of moms talk about ways to balance a busy workload with parenting. Success is meaningless if it costs you your personal life."

Both men are known for putting their families first. Andy, a Kansas City native, has been married to his wife, Katie, for 16 years. Their kids include Will (12), Brady (9), and Riley (7). The family loves going to the lake and playing sports.

•••



Andy Blake Team

...

Tony was born and raised in Manhattan and graduated from K-State. He and his wife, Tara, have been married for ten years and have four children, Lucy (6), Lucas (3), and two-year-old twins, Meredith and Miles. They all love to cheer on the Wildcats, and Disney World is their happy place.



Andy Blake Family

“We can relate to people on so many levels,” Andy says. “A lot of REALTORS® were surprised when we left our former brokerages, but now we have people calling us wanting to join Realty Executives Elite because they understand we do business differently. We care. We also give agents the freedom to do what they want to do, offering back-end support but staying out of their way. That’s why we are so selective with who we bring on board. The 68 Realty Executives Elite agents sold 1,062 homes in 2022 at a combined volume of \$399,826,647. We couldn’t be prouder of the group we’ve assembled of big teams and producers, including eight who are featured on the Top Residential Real-Estate Agents from the KC Business Journal. We’re in a new era of real estate, and it’s a joy to come to work every day and see our agents do well and be happy.”



Tony Long Family



Tony Long Team



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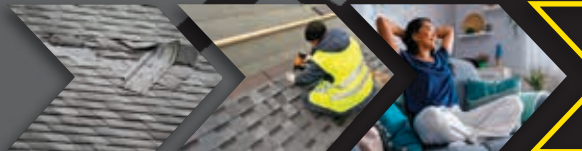


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NATALIE PIERRON

ENTERPRISING SPIRIT

Originally from the Wichita area, Natalie Pierron has found in Kansas City a unique community offering big-city amenities with a small-town feel. Growing up as a competitive gymnast, Natalie learned the discipline and work ethic required to be successful, but she credits much of her entrepreneurial drive and ambition to her father, who owned a successful business in the auto industry. It was after falling in love with the Kansas City area, however, that she decided to take the plunge and pursue a full-time career in real estate.

“My favorite part of the business is working with clients; both buyers and sellers, learning their tastes and requirements, and ultimately matching buyers to homes and sellers to buyers. I love that there’s a completely different energy in each neighborhood and I love getting to represent Kansas City’s market and all of its unique areas.”

A Best of Zillow agent—a status awarded to top-performing real estate professionals—Natalie has established a proven track record of exceptional performance, superior customer service, and extensive market knowledge. While her long-term

goals involve expanding her business across several states, she is most motivated by the day-to-day challenges of building her business. By putting her own unique stamp on the real estate process, Natalie has built a brand grounded on the prospect of limitless success.

“When you become a real estate agent you get to build relationships with people going through a major life process and my goal is to make it as smooth as possible and hold their hand through it,” Natalie shared. “Agents nearly always have to wear

many hats because buyers and sellers are going through a foreign process that they may not fully understand. It can get emotional, but at the end of the day, it’s about setting proper expectations so that there are no surprises. It’s all about building trust and that’s very rewarding at the end.”

Throughout her career, Natalie has developed a keen eye for design and aesthetics—a passion she developed watching her mother thrive in her career as an interior designer. With her ability to maximize functionality and her love of colors, Natalie has learned how to



I LOVE THAT THERE'S A COMPLETELY DIFFERENT ENERGY IN EACH NEIGHBORHOOD AND I LOVE GETTING TO REPRESENT KANSAS CITY'S MARKET AND ALL OF ITS UNIQUE AREAS.

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NO TWO TRANSACTIONS ARE ALIKE, BUT I'M VERY PROUD OF THE BUSINESS I'VE BUILT AND EVEN PROUDER OF THE TRUST I'VE EARNED WITH MY CLIENTS.



transform any space—a talent that has benefited her clients and business alike. During annual family trips to Palm Beach, Natalie has also been inspired by Florida's design trends and local architecture. This experience has motivated her to obtain a Florida real estate license in order to help even more families achieve their real estate goals.

“As an agent with design experience, I enjoy helping sellers sell their homes by showcasing its unique design features, suggesting upgrades, and highlighting how it fits into current buyer trends,” Natalie explained. “This increases the home's marketability and appeal to potential buyers, leading to a faster and more successful sale.”

Together since 2007, Natalie is married to Scott Oppliger, a former serial tech entrepreneur and current Regional Sales Manager for Cisco Systems. Now empty nesters, the pair have a blended family of five adult children. However, Natalie is especially looking forward to sharing her love of real estate with her nineteen-year-old daughter, Adilynn, who hopes to obtain her real estate license. Together, the family enjoys

traveling, trying eclectic restaurants, and cheering for the Kansas City Chiefs. In her marriage with Scott, Natalie has not only found a life partner but an entrepreneurial role model.

“I have many peers that have left an impression, but my main hero is my husband,” Natalie gushed. “With 25 years of experience starting, growing, and selling several businesses, he's like a Swiss Army knife of expertise in areas as diverse as finance, accounting, marketing, sales, and of course, technology. He has taught me how to close deals and how to be patient but firm when facing high-stress or difficult situations.”

Understanding first-hand the value of a client, Natalie strives to deliver exceptional customer service with every transaction. She has defined success for herself not only by the volume she achieves, but by the lasting relationships she has built with a diverse clientele. For her, becoming a successful

real estate agent is a lifelong process that she considers “endlessly rewarding.”

“Patience, persistence, hard work, and being a great listener are all keys to success in this business,” Natalie advised. “I remember being in tears during my first transaction because I was thrown into the fire while trying to act like I had done it a million times. Looking back at my early years, I feel like I have come a long way. And while no two transactions are alike, the common threads of amazing clients, amazing colleagues, and an amazing support team have allowed me to build a business I can be proud of.”



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For over 20 years, Mighty Dog Roofing has delivered top-of-the-line service matched with neighborly customer care that their clients have come to know and love. With the vision of becoming an industry leader, Wyatt Henton founded Mighty Dog Roofing of Southwest Kansas City at just twenty-four years of age. Upon graduating from Kansas University in 2020 with a degree in finance, Wyatt decided to apply his passion for real estate to helping local families protect their largest investment.

“I knew I wanted to be an entrepreneur,” Wyatt described. “There’s always an excuse or reason not to do something—my excuse being I’m too young—but I decided to put that aside and go all in. Despite my age, I was able to perform within the top three producers across 60 to 70 offices around the country. My initial lack of experience wasn’t a deal breaker in terms of finding success.”

The founders of Mighty Dog Roofing established the company with the desire to be a force of integrity for the roofing business. As Wyatt considered a variety of home service franchises to invest in, he found in Mighty Dog Roofing a culture that nurtures learning and excellence. By employing a model of servant leadership, Wyatt quickly built a highly driven team that provides a customized service experience for every client.

“I looked at several home service franchises, but it was when I met the people behind Mighty Dog and saw the kind of office environment they cultivated that I realized that’s something I wanted to be a part of,” Wyatt shared. “Everyone is in it for each other and that breeds a lot of good ideas and results, which is not something a lot of franchises have.”

As a young entrepreneur, Wyatt faced a variety of challenges in order to establish his professional credibility. Daily, he sought to work harder to prove himself and utilized his confidence and optimism to build his future success. From his start in the business, Wyatt has relied on top-of-the-line technology and superior

products to produce the highest quality for each of his clients. By finding innovative ways to solve client challenges, Wyatt has let his passion for serving local homeowners shine through.

“I have always been kind of the underdog,” Wyatt recalled. “Even in school, I was a small, scrawny kid that got picked last in sports. Being so young starting out in the business, it was the same situation. After some failures, I realized some of the main components to success are mindset, effort and preparation. I took that to heart and spent a year understanding the ins and outs of the business. I was going to succeed by putting in the time and by refusing to be outworked by anybody.”

Whether for a repair or a full replacement, Wyatt’s roofing crews have been hand-selected for their integrity,



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...

cleanliness, and craftsmanship. Committed to being roofing contractors that real estate professionals can trust, Wyatt and his team serve as dependable partners to fix any roofing problems that may arise prior to closing. With quick turnaround times and transparent guidance, Mighty Dog Roofing strives to exceed customer expectations with each roofing project, every time.

“REALTORS® have their hands in more houses than anybody else,” Wyatt explained. “I really try to think about things from the standpoint of a REALTOR® and what I can do to really benefit them. I try to model the work that I do with their best interest in mind—making sure I get out there and always give them my honest opinion. We try to produce at the highest level so that REALTORS® can quickly close their deals.”

Working with the best manufacturers in the roofing and home improvement industries, Mighty Dog Roofing is committed to delivering quality installation that will last for years. Regardless of what

home improvement or roofing needs a client may have, Wyatt and his team offer quality solutions that leave each client with a safe home and peace of mind. With every transaction, Wyatt seeks to build genuine client relationships that last.

“Our vision is growing a really successful, high-functioning team that is not just really good at roofing but that are good people all around,” Wyatt described. “We’re not just there to slap roofs on people’s houses but build connections and feel like we’re really taking care of people in our area. Doing the right thing pays off in the long run and that’s what we do.”

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Keri Janda



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 the 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.

TOP 200 STANDINGS

Teams and Individuals Closed from Jan 1, 2023 - Jan. 31, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	Reecenichols - Lees Summit
2	Kbt Leawood	Team	Reecenichols - Leawood
3	Dani Beyer	Team	Keller Williams Kc North
4	Kristin	Malfer	Compass Realty Group
5	Eric Craig	Team	Keller Williams Kc North
6	John	Barth	RE/MAX Innovations
7	Ray Homes Kc	Team	Compass Realty Group
8	Bryan	Huff	Keller Williams Realty Partner
9	Ryan	Hubbard	United Country American Heartl
10	Shannon	Brimacombe	Compass Realty Group
11	Martin	Walsh	Offerpad Brokerage LLC
12	Dan	Lynch	Lynch Real Estate
13	Bill	Gerue	Weichert, Realtors Welch & Com
14	David	Costello	RE/MAX Premier Realty
15	Whitney	Stadler	Bash & Co. Sotheby'S Internati
16	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
17	Lindsay	Sierens Schulze	Reecenichols - Leawood

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#	FIRST NAME	LAST NAME	OFFICE NAME
18	Marti	Prieb Lilja	Keller Williams Realty Partner
19	Edie Waters	Team - North	Keller Williams Kc North
20	Igre	Team	Integrity Group Real Estate
21	Hern	Group	Keller Williams Platinum Prtnr
22	Cambridge	Cates	Cates Auction & Realty Co Inc
23	Spradling	Group	Exp Realty LLC
24	Ask Cathy	Team	Keller Williams Platinum Prtnr
25	Chris	Rowe	Cedar Creek Realty LLC
26	Crossroads Re	Group	Keller Williams Diamond Part
27	Shelia	Hampton	Reecenichols - Granada
28	Ripley Assoc	Team	Engel & Volkers Kansas City
29	Sharon	Barry	Reecenichols -The Village
30	Thrive Real Estate K	Team	Keller Williams Key Partners
31	Locate	Team	Compass Realty Group
32	Loughlin & Associate	Team	Keller Williams Kc North
33	Blake Nelson	Team	Keller Williams Key Partners
34	Carla	Walter	Gold Key Realty
35	Karen	Pritchard	Koenig Real Estate Holdings LI
36	John	Kroeker	Weichert, Realtors Welch & Com
37	Wolfe, Sweeney, Courtney	Team	Reecenichols - Parkville
38	Jessica	Kurzweil	Reecenichols - Lees Summit
39	Kbt Plaza	Team	Reecenichols - Country Club Pl
40	Nelson	Group	Keller Williams Kc North
41	Sal	Termini	Platinum Realty
42	Richey Real Estate	Group	Reecenichols - Lees Summit
43	Bob	Sloan	Rodrock & Associates Realtors
44	Todd	Burroughs	Crown Realty
45	Cory	Ward	Compass Realty Group
46	Monica	Angeles	Jones Heritage, Realtors
47	Terri	Marks	Reecenichols - Overland Park
48	Lisa	Soltesz	Opendoor Brokerage LLC
49	Benjamin	Lytle	Opendoor Brokerage LLC
50	Cjco	Team	Reecenichols - Leawood

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Christina	Brown	Exp Realty LLC
52	Heather	Kelso	Rodrock & Associates Realtors
53	Holly	Bond	Platinum Realty
54	Tamra	Trickey	Reecenichols - Leawood
55	Kbt Kcn	Team	Reecenichols-Kcn
56	Andi	Telker	Platinum Realty
57	Bill	Hightower	Reecenichols Excelsior Spgs
58	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
59	Jamie	Patton	Platinum Realty
60	Mikki	Armstrong	Reecenichols - Lees Summit
61	Jim	Gamble	Keller Williams Plaza Partners
62	Dan	O Dell	Keller Williams Realty Partner
63	Steve	Cutshaw	Keller Williams Realty Partner
64	Scott	Woodward	Realty Professionals 54 LLC
65	Stroud & Associates	Team	Keller Williams Kc North
66	Mark	Corwin	Mossy Oak Properties Of The He
67	Mindy	Templeton	1st Class Real Estate Kc

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Teams and Individuals Closed from Jan 1, 2023 - Jan. 31, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Eva	Clark	Real Broker, LLC
69	Betty	Harris	Platinum Realty
70	Kitty	Thomas	Reecenichols -The Village
71	Dani	Thompson	Sbd Housing Solutions LLC
72	Mary	Cuezze	Bhhs Stein & Summers
73	Lanny	Dillenschneider	Reecenichols - Lees Summit
74	Bharthi	Reddi	Platinum Realty
75	Cory	Owen	Cory & Co. Realty
76	Chance	Nelson	Compass Realty Group
77	Tradition	Home Group	Compass Realty Group
78	Laith	Alabidi	Reecenichols - Lees Summit
79	Kelli	Becks	Keller Williams Realty Partner
80	Ashlee	Whittington-Duncan	Curtis & Sons Realty
81	The Small	Team	Reecenichols-Kcn
82	Angela	Fitzgerald	Rodrock & Associates Realtors
83	Christopher	Bunton	Reecenichols - Lees Summit
84	Mikki	Sander	Redfin Corporation
85	Reesemontgomery	Team	RE/MAX Heritage
86	Shaun	Ashley	RE/MAX Heritage
87	Carlene	Bray	Coldwell Banker General Proper
88	Kelli	Chabot	Keller Williams Kc North
89	Hendrix	Group	Keller Williams Realty Partner
90	Jim	Godwin	Executive Asset Group
91	Larry	Eckhoff	RE/MAX Heritage
92	Kana	Steinmeyer	Reecenichols - Eastland
93	Alan	Williams	Bhg Kansas City Homes
94	Ronda	White	Exp Realty LLC
95	Danny Howell	Team	Exp Realty LLC
96	Guide	Group	Compass Realty Group
97	Yfa	Team	Your Future Address, LLC
98	Karen L.	Gilliland	House Of Real Estate, LLC
99	Brandi	Shoemaker	Keller Williams Realty Partner
100	Debbie	Sinclair	Prime Development Land Co LLC

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#	FIRST NAME	LAST NAME	OFFICE NAME
101	Teresa	Dunn	Crown Realty
102	Jackie	Payne	New Home Star
103	Kerrie	Shumate	Midwest Realty & Auction
104	Sally	Moore	Keller Williams Platinum Prtnr
105	Scott	Theis	Stutesman's Action Realty
106	Vinny	Monarez	Keller Williams Platinum Prtnr
107	Nicole	Westhoff	Reecenichols - Lees Summit
108	Jeff	Curry	Weichert, Realtors Welch & Com
109	Sally	Estes	Reilly Real Estate LLC
110	Jeff	Cates	Cates Auction & Realty Co Inc
111	Lisa	Rater	Weichert, Realtors Welch & Com
112	Melanie	Koprivica	Engel & Volkers Kansas City
113	Jim	Duff	Platinum Realty
114	Bryce	Noone	Midwest Land Group LLC
115	Paul	Lowry	Midwest Land Group LLC
116	Beth	Ham	Realty Executives, Hedges Real
117	Jeremy	Applebaum	Realty Executives

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan 1, 2023 - Jan. 31, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Becca	Kyger	Reecenichols - Leawood
119	George	Medina	Reecenichols Brookside
120	Thomas	White	Boulevard Realty, LLC
121	Patty	Simpson	Crown Realty
122	Kaleena	Schumacher	Keller Williams Realty Partner
123	Trenton	Johnson	Crown Realty
124	Taylor	Akinmoladun	Platinum Realty
125	Bryan	Parrish	Keller Williams Realty Partner
126	Rob Ellerman	Team	Reecenichols - Lees Summit
127	Brett	Pickett	Keller Williams Key Partners
128	Lauren	Anderson	Reecenichols -The Village
129	The Haley Epps	Team	Compass Realty Group
130	Plains Paris	Team	RE/MAX Revolution
131	Bill	Guerry	Keller Williams Key Partners
132	Brenda	Youness	Weichert, Realtors Welch & Com
133	Audrah	Team	Keller Williams Kc North
134	Chris D	Fleming	RE/MAX State Line
135	Susan	Palmer	Reecenichols - Country Club Pl
136	Jessica	Fields Leone	Reecenichols - Leawood South
137	Shane	Hodges	Keller Williams Platinum Prtnr
138	James	Lawrence	Reecenichols - College Blvd
139	Jana	Larsen	Reecenichols - Country Club Pl
140	Concierge	Real Estate Group	Worth Clark Realty
141	Shay	Haddock	Midwest Land Group LLC
142	Connie	Curran	Reecenichols -The Village
143	Jeff	Angold	Cook Land And Realty LLC
144	Sara	Bash Reda	Compass Realty Group
145	Andrea	Wardell	Wardell & Holmes Real Estate
146	Roger	Deines	Reecenichols - Lees Summit
147	Nancy Kirk	Matthew	Compass Realty Group
148	Bg & Associates	Team	Keller Williams Key Partners
149	Moore Homes	Team	Compass Realty Group
150	Jill	Perfect	Reecenichols - Cedar Tree Sq

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Dinesh	Gurung	Platinum Realty
152	Linda L	Martin	Reecenichols - Leawood South
153	Bri	Skiles	Keller Williams Realty Partner
154	Brandon	Mcginnis	Clinch Realty LLC
155	Terry Madden	Myers	Reecenichols Brookside
156	Bev	Huff	Keller Williams Realty Partner
157	Aaron	Peterson	Chartwell Realty LLC
158	Becky	Harper	Keller Williams Realty Partner
159	Kim	Glaser Wheeler	Keller Williams Platinum Prtnr
160	The Collective	Team	Compass Realty Group
161	Ryann	Hemphill	Keller Williams Realty Partner
162	Ron	Henderson	Keller Williams Kc North
163	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
164	Karen	Stump	Reecenichols - Parkville
165	Mills Farm	Team	Bhg Kansas City Homes
166	Chrissy	Frazier	Chartwell Realty LLC
167	Melissa	Hills	Hills Real Estate

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan 1, 2023 - Jan. 31, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Peggy	Reed	Crown Realty
169	Sarah	Klamm	Layton Real Estate
170	Jeffrey	Armstrong	Front Door Real Estate, Inc.
171	Austin	Ballou	Keller Williams Kc North
172	Sue	Walton	RE/MAX Premier Realty
173	Alison	Zimmerlin	Reecenichols - Leawood
174	Cheryl	Manning	Coldwell Banker Regan Realtors
175	Rothermel	Group	Keller Williams Kc North
176	Joe	Woods	John Moffitt & Associates
177	Jo	Kleinsorge	Keller Williams Realty Elevate
178	Beth	Mersman	The Kansas Property Place
179	Charlie	Potchad	Reecenichols -Johnson County W
180	Chris	Austin	Keller Williams Plaza Partners
181	Ali	Parsons	Platinum Realty
182	Wendy	Diskin	RE/MAX State Line
183	Ellen Murphy	Team	Reecenichols - Leawood
184	Amy	Robertson	Reecenichols - Lees Summit
185	Jeff	Jensen	Reecenichols -The Village
186	Jolynn	Tarantino	Reecenichols - Overland Park
187	Lance	Tomlin	RE/MAX Heritage
188	Marty	Perrea	RE/MAX Heritage
189	Crystal	Metcalfe	United Real Estate Johnson Cou
190	Sana	Khader	Van Noy Real Estate
191	Adrienne	Towner	Realty Executives
192	Heather	Delaney	Keller Williams Realty Partner
193	Tani	Gardner	Reecenichols - Cedar Tree Sq
194	Stephanie	Miller-Mccann	Miller Realty Inc.
195	Agentroc	Group	Keller Williams Kc North
196	Vicki	Hillsman	Brower Real Estate Company
197	Stephanie	Bulcock	Compass Realty Group
198	Kim	Reddick	Exp Realty LLC
199	Scott	Johnson	Reecenichols - Lees Summit
200	Abby	Powers	The Real Estate Store LLC

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