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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [kcoffice@realproducersmag.com](mailto:kcoffice@realproducersmag.com).

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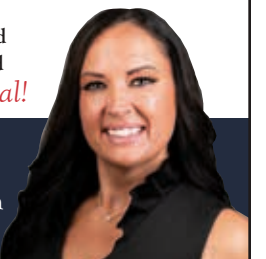
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# THE SEASON OF GRATITUDE

## Celebrating Thanksgiving with Joy and Tradition

As the leaves turn to brilliant shades of red and gold and a crisp chill fills the air, the arrival of Thanksgiving season ushers in a time of reflection, gratitude, and celebration. This cherished holiday, steeped in tradition and history, provides an opportunity for families and friends to come together, share a bountiful feast, and express their appreciation for life's blessings.



Thanksgiving is a holiday with a rich tapestry of traditions that vary from family to family and region to region. Nevertheless, some customs remain constant, shaping the essence of this joyful season.

- **The Feast:** At the heart of Thanksgiving is the sumptuous feast. Families and friends come together to enjoy a traditional meal featuring roast turkey, stuffing, mashed potatoes, cranberry sauce, and pumpkin pie. This time-honored feast is a symbol of abundance and togetherness.
- **Expressing Gratitude:** A crucial aspect of Thanksgiving is taking time to express gratitude. Many families go around the table, each member sharing something they are thankful for. This practice strengthens bonds and encourages reflection on life's blessings.
- **Parades and Football:** Thanksgiving Day is synonymous with parades and football. The Macy's Thanksgiving Day Parade in New York City and the NFL games on TV are a beloved part of the holiday for many, providing entertainment and a sense of tradition.
- **Volunteerism and Giving Back:** In the spirit of gratitude and generosity, many people choose to volunteer at local charities or shelters during the Thanksgiving season. It's a way to give back to the community and help those in need.
- **Decorations and Crafts:** Many households adorn their homes with autumnal decorations, such as cornucopias, wreaths, and colorful leaves. Arts and crafts, like making handprint turkeys or creating centerpieces, are favorite activities for children.
- **Friendsgiving:** In addition to celebrating with family, many people now participate in "Friendsgiving," a celebration with close friends. It's an opportunity to create a second family away from home and build cherished memories with friends.

The Thanksgiving season has evolved over the years to encompass a variety of modern customs and activities. While the core values of gratitude and togetherness remain, the way we celebrate has adapted to contemporary life.

- **Shopping and Black Friday:** Thanksgiving also marks the unofficial start of the holiday shopping season. The day after Thanksgiving, known as "Black Friday," is famous for incredible sales and discounts, with shoppers lining up outside stores to find deals on gifts for the upcoming holidays.
- **International Influence:** Thanksgiving is not exclusive to the United States and Canada. People from diverse cultural backgrounds have embraced this holiday, incorporating their own traditions and flavors into the classic Thanksgiving meal. This infusion of global customs adds a unique and enriching dimension to the celebration.

The Thanksgiving season is a time of reflection, gratitude, and tradition. With its historical roots dating back to the early days of North America, it has evolved over the years to encompass a wide range of customs and practices that make it a truly special time of year. As we gather with loved ones, share a hearty meal, and express our gratitude, we continue the legacy of this cherished holiday, celebrating the abundance and unity that define the Thanksgiving season.

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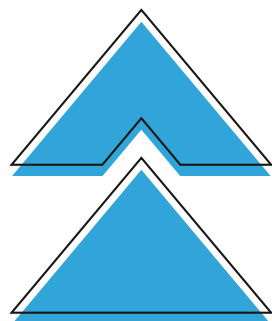
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# THRIVE REAL ESTATE KC



## Building Success and Community in Kansas City

In the heart of Kansas City, amidst the vibrant culture and rich traditions of this iconic American city, the Thrive Real Estate KC team is making waves in the world of real estate. After years of steady growth, the Thrive Team has hit its stride, accelerating to 23 agents and six administrative staff serving well over 200 families and achieving sales volume of \$80 million in the past year. However, it's not just about business numbers for this team; it's about creating a thriving community within the Team and by extension in the broader Kansas City community.

### Team Secret of Success - Maximizing Value to Agents

Speaking to Sam Lind, CEO of the Thrive Team, it becomes clear why agents are attracted to the Team. Sam admits the path to get here has not always been easy, saying: "The Thrive Team took a huge risk creating a business model for its agents that maintains a primary focus

on delivering maximum agent value." He explains, "we have created a supportive and collaborative team platform centering on culture and systems that empower team members to reach their individual goals faster, with a greater probability of success, in a way that is more enjoyable and rewarding both personally and financially." This risk has paid off, as the Thrive Team's unique approach to supporting agents has resulted in a strong community culture that empowers agents to better focus on relationships and serving their clients, which in turn results in agents maximizing their own personal financial success. "It is a virtuous cycle," explains Sam. "Better culture, support and value for agents leads to better relationships and results for clients, which leads to better financial outcomes and quality of life for the agents."

### Kansas City Pride & Fun

Beyond the confines of the real estate world, Thrive Team members are true Kansas City enthusiasts. "We are big fans of all things Kansas City," exclaims Thrive Marketing Manager, Tiffney Baumgarden. From supporting the Chiefs, Royals, Sporting KC and KC Current to attending concerts, festivals and local arts, they embrace the City's offerings wholeheartedly. "The KC Metro is on such an exciting upward trend - it's a great time to be a Kansas Citian," added Sara Armer, one of the Thrive Team Leads.

Ask the Thrive Team about favorite dining places in Kansas City and you will hear passion for all sorts of food located throughout the Metro, but there seems to be one thing they agree on. "We think everything is better with tacos, and we might be a bit obsessed," admitted agent Stephanie

Gonzales. All agreed that they love to seek out places where people pour their hearts into creating amazing food and unforgettable experiences.

Events are an important part of Thrive Team life as the Team holds a number of client events and Team-only events every year. These events create an opportunity to build relationships with clients and each other while enjoying time together outside work and real estate transactions. "Who doesn't enjoy a party, complete with great food, some live music, a few drinks and good friends," says Sara Foote, Chair of the Thrive Events Task Force. "It's a great time and it also leads to more business serving people who know, like and trust you" adds agent, Jane Fowler.

#### Looking Ahead - More Success to Come

Looking ahead to 2024, the Thrive Team is excited about growth prospects. The Team plans to add more agents and open new locations in 2024, spreading their platform of agent value, systems and culture to more agents across the Kansas City

Metro. "So many puzzle pieces are coming together, and our Team is just getting stronger," states Director of Operations, Tammi Jehle. Reflecting on their journey, CEO Sam Lind acknowledges that they've made improvements in ensuring that everyone on the Team is in the right role. "Everyone has talents, and things go better when they are working in their best capacity on what inspires and drives them," he explains. This focus on placing team members in roles that align with their strengths has made their team unstoppable. Tammi also shares that they have some new administrative hires in mind to deliver even more custom services for their agents, which will give them greater leverage to provide extraordinary service and experiences for more clients. Constantly refining the Thrive Team platform to provide more value for Team agents is paramount.

When asked about a Thrive Team superpower, Team Lead Kirk Blinzler

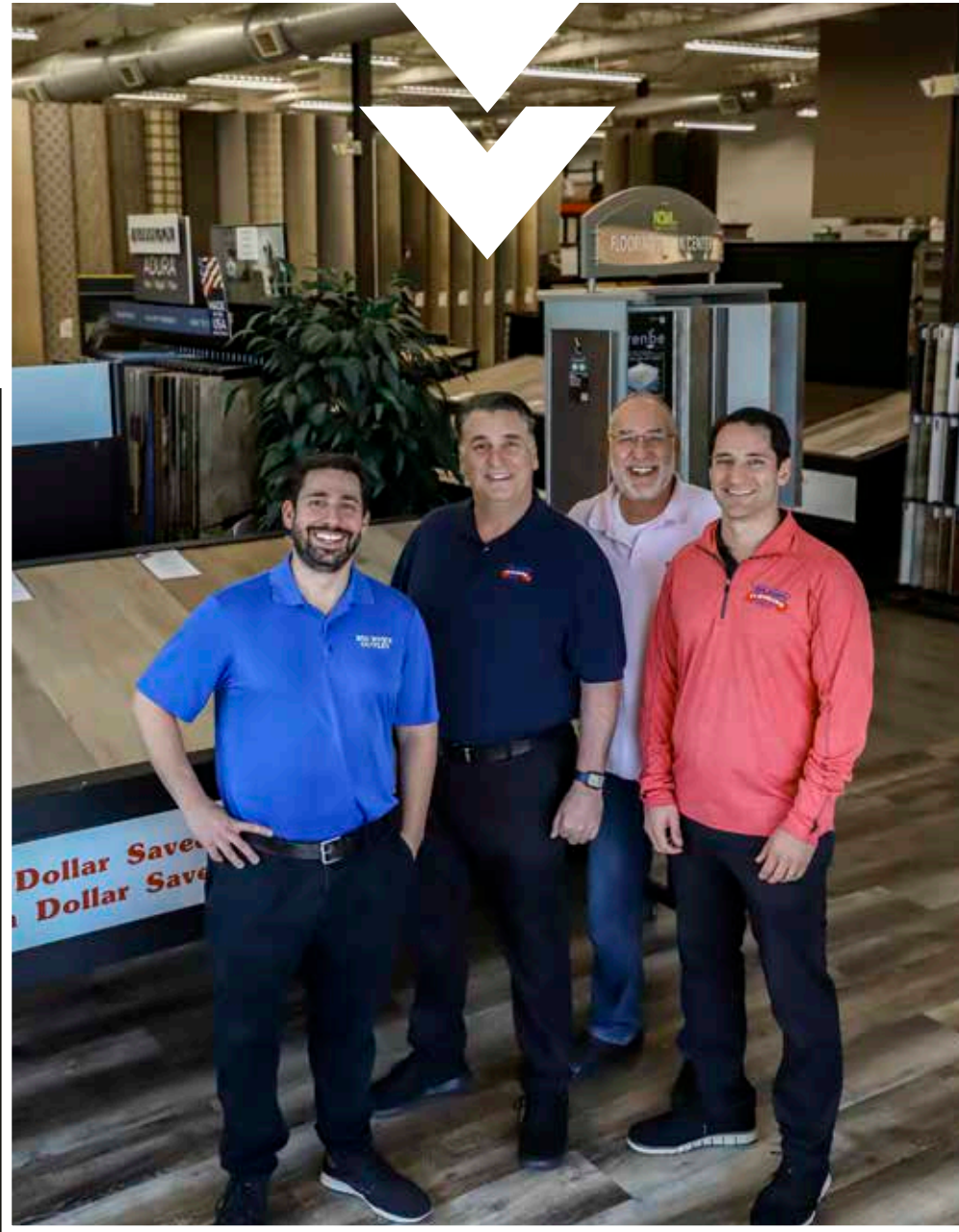
highlights persistence and a growth mindset. "We strive to get a little better every day, consistently building and refining as we go," he explains. "We are also working on systems to be more consistently involved in our clients' lives over time as their source for all things related to real estate and the broad concept of home."

This commitment to serving Team agents and the broader Kansas City community is a driving force behind the Thrive Team's continued success. The core values of family, community and commitment to the pursuit of a greater vision have driven the Thrive Team's success in real estate and their commitment to building a thriving community in Kansas City, one that celebrates the spirit of the City and the people who call it home.



# BIG BOB'S FLOORING

partner spotlight  
Photos by A Perfect Spot for You LLC



A REMARKABLE JOURNEY OF SUCCESS AND  
INNOVATION CELEBRATING IT'S 40TH ANNIVERSARY



In the heart of Kansas City, there's a flooring business that has stood the test of time and embraced innovation to stay ahead in a changing world. Big Bob's Flooring is not just a success story; it's a testament to dedication, adaptability, and the power of the American dream.

#### A HUMBLE BEGINNING AND SWIFT RISE

Big Bob's Flooring started with a dream and a meager \$15,000. A new house in a new city brought about a life-changing decision for its founder. With determination and grit, Big Bob's Flooring was born. Within just 90 days of opening the doors, the business had positive cash flow, a testament to their vision and hard work.

Nine months later, the second store opened, and the founder took a leap of faith, leaving their previous job behind as a floor-covering mill rep to focus solely on the burgeoning business. It was the beginning of something extraordinary.

#### FROM LOCAL TO GLOBAL: FRANCHISING SUCCESS

The journey of Big Bob's Flooring didn't stop at two stores. Co-Owners, David (aka Big Bob) and Adam Elyachar, decided to take the successful business model to new heights. They started licensing the idea and eventually ventured into franchising. At the peak of its franchise operation, the company was generating a staggering \$50 million in sales per year. It was a significant milestone that spoke volumes about the brand's appeal and business acumen.

About seven years ago, the founder made the tough decision to sell the franchise company, returning to their roots. Today, Big Bob's Flooring is a family-owned business with three stores in Kansas City. While the company has undergone changes, one thing remains constant: their commitment to excellence and customer satisfaction.

#### INNOVATING IN A CHANGING LANDSCAPE

With the advent of e-commerce and the changing dynamics of retail, Big Bob's Flooring recognized the need for innovation. They understood that while brick-and-mortar stores might slow down or evolve, the demand for quality installation services would never wane.

In a bold move, the company decided to bring all installation in-house, ensuring that their installers are not just certified but also qualified, responsible, respectful, and dependable. It is this commitment to excellence in installation that has solidified their reputation as one of the best places to shop for flooring.

#### THE TRIUMVIRATE OF SUCCESS

At the helm of Big Bob's Flooring are four key figures who have driven the company's success. David, who is the founder, Adam, who is President, CEO, CFO, and the safety net that held the company together from the very beginning. Their unwavering dedication and vision have been instrumental in shaping the company's journey.



“VALUE IS DEFINED BY COMPETITIVE PRICE AND EXCEPTIONAL SERVICES.”

Joe, David's son, takes on the role of General Manager, overseeing all aspects related to people, product, merchandising, and advertising. His dynamic leadership has ensured the company's continued growth and adaptability.

The younger son, Mike, focuses on the future. He's responsible for developing outside sales and nurturing relationships that will shape the company's trajectory. Together, this family forms a formidable force that has seen the company go from strength to strength. "We're excited to grow our relationships with realtors because we know our business model aligns perfectly with their needs. We keep tons of inventory in stock so we can take care of jobs quickly, we are competitively priced and can offer great, personalized service." Says Mike. "Value is defined by competitive price and exceptional services".

**AWARDS AND RECOGNITION**

Big Bob's Flooring is no stranger to accolades. Over the years, they've received numerous awards and recognition that underline their exceptional journey. They were honored as the "Small Business of the Year" by the Greater KC Chamber of Commerce, received the "Blue Chip Enterprise Award" from the US Chamber of Commerce, and were finalists for the prestigious "Earnst & Young Entrepreneur of the Year" award. These accolades are not just a testament to their success but also a testament to their commitment to excellence.

**THE POWER OF INNOVATION: EMBRACING CHANGE**

In a world where businesses rise and fall, Big Bob's Flooring stands tall as a beacon of hope and innovation.

As the business landscape continues to evolve, Big Bob's Flooring remains committed to making calculated decisions that allow them to pivot and adapt to the changing times. Their success is not just a result of great pricing, value, and a vast selection of inventory; it's also about their extraordinarily talented team of installers who ensure that every customer's expectations are not just met but exceeded.

Looking ahead, Big Bob's Flooring remains excited about the next 40 years. Their journey has been one of growth and innovation, and with a team of smarter and better people, they are poised to continue their remarkable story of success.

In an ever-changing world, where businesses come and go, Big Bob's Flooring is a shining example of what can be achieved with vision, hard work, and an unwavering commitment to excellence. They have not just survived; they've thrived, and they show no signs of slowing down. As they continue to adapt and innovate, Big Bob's Flooring is a true inspiration for businesses everywhere, reminding us that with the right attitude, dedication, and a good plan, anything is possible. They are looking forward to the next 40 years and beyond.

# Luke Hoeppepner

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Landen Hawk, Global Real Estate Advisor

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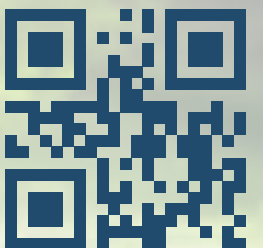
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Reach out to us at [Reece.Hale@RealProducersMag.com](mailto:Reece.Hale@RealProducersMag.com)

Shoot us their name, email, cell number, and why they are awesome. You might just see them in an upcoming issue!

# AMANDA

## CASH HEART & PASSION

Amanda Cash is not just your average real estate agent; she's a dedicated professional who brings heart and passion to her work. As a member of the National Association of Realtors, Heartland MLS, and the Lake of the Ozarks Board of Realtors, Amanda has been a prominent figure in the real estate industry, serving her clients with unwavering commitment.

Born and raised in the Northland of Kansas City, Missouri, Amanda's roots run deep in the community she serves. She attended the University of Phoenix while raising her oldest daughter and running an in-home daycare, a testament to her dedication and multitasking skills. Her college journey culminated in a business degree in 2008, a solid foundation for her future endeavors.

Amanda's journey into real estate was more than a career choice; it was a life-long calling. Her father, Steve Cochran, had been a REALTOR® throughout her life, and she spent her early years helping him with open houses, marketing, and even assisting him in renewing his licenses. She fondly recalls her experiences, saying, "I enjoyed seeing

the brand-new homes he worked in for the builders." Her passion for real estate was ignited early on, and she knew it was the path she wanted to follow.

After obtaining her real estate license in 2018, Amanda joined United Real Estate Kansas City, where she has remained throughout her entire career. Despite numerous offers from other brokerages, she's steadfast in her loyalty to United, referring to it as "one big happy family." Amanda believes that loving what you do is essential, but equally important is loving who you do it with, a philosophy that has served her well.

Over the years, Amanda has worn various hats in the real estate industry. She started on a small team for six months before branching out on her own. Eventually, she formed her own team, known as The Cash Real Estate KC team, consisting of herself, Russell Niccum, and Susie Tessari. Amanda's commitment to her clients extends beyond real estate; she's also a licensed Mortgage Loan Officer with Nexa Mortgage, licensed in multiple states. This dual role allows her to offer comprehensive support to her clients, streamlining the process for a seamless experience.

With five years of experience as a REALTOR® and 1.5 years as a Mortgage Loan Officer, Amanda has accumulated an impressive track record. She has achieved the Top Producer award in 2019, 2020, 2021, and 2022, reflecting her dedication and commitment to excellence.

Amanda's success is not solely defined by numbers but by the impact she has on her clients' lives. She energetically shares, "I am passionate about making my clients' dreams come true." Her diverse clientele, from her sellers, first-time homebuyers to investors, each has a unique story, and Amanda takes the time to get to know them personally.



▶▶ rising star

Photos by April Brown





Amanda loves the joy she brings to her clients' lives. She relishes the moment when she gets to call her sellers with offers or inform her buyers that their offer was accepted. The hugs on closing day and the heartfelt reviews are what fuel her passion for the job. Moreover, the trust her clients place in her, leading to repeat business and referrals, is the ultimate compliment she can receive.

Amanda doesn't just excel in her profession; she also gives back to the community. She's a member of The Rock of KC, a community and church that holds a special place in her heart. Amanda and her church support various charitable causes, with a particular emphasis on Run to Stop It, an organization dedicated to ending human sex trafficking globally and locally.

Family is at the core of Amanda's life. She's the proud Mama of two daughters, Amira Marie and Ava Mae. Amira, an accomplished senior at Staley High School, is already earning college credits. Ava, in sixth grade at Gateway, shares her mama's charisma and energy. Family time is precious to Amanda, and she enjoys family game nights, having sleepovers, hosting dinners, and creating cherished memories with her loved ones.

Outside of her professional life, Amanda is an avid Chiefs fan, attending as many home games as she can. She has a love for comedy and music, she enjoys live shows and concerts. Her excitement for good food and

dining experiences has led her to explore the best spots in Kansas City.

When asked to define success, Amanda's answer reflects her deep wisdom and determination. She believes that success is not solely about wealth or years in business but about rising above failures, following one's heart, dreams, and happiness and finding purpose. It's about personal growth, allowing opportunities, embracing challenges, and having the faith to keep moving forward, even when the path ahead is unclear.

For up-and-coming real estate agents, Amanda offers invaluable advice. She emphasizes the importance of representing clients honorably while working collaboratively with others in the industry. Her message is clear: success is born from courage, determination, and passion.

Amanda Cash is more than a REALTOR®; she's a force of positivity and passion. Her dedication to her clients and her community shines through in every aspect of her life. She wants to be remembered for her impact on others, her love for family and friends, her humor, grace, and gratitude. Above all, she wants to be remembered for her ability to make the world a better place, one real estate transaction at a time. Amanda's journey is a testament to the power of passion and hard work, and her story continues to inspire those fortunate enough to cross her path.



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S

uccess stories are often framed by numbers, transactions, and awards. But behind every accomplished real estate agent, there's a unique and inspiring journey filled with personal triumphs, challenges, and a deep commitment to service. Shelley Staton, a top-tier REALTOR® based in Kansas City, offers a remarkable story that transcends the boundaries of her profession.

Born in Kansas City, Shelley's roots run deep in the heart of the Midwest. "My family lived in Brookside until I was four and moved to Leawood, KS," she recalls, describing her early years. It's a place she still calls home, living just 13 houses away from the very home she grew up in, and where her childhood memories blend seamlessly with the present.

Shelley's academic journey led her to Rockhurst University, where she pursued a degree in Business Communications with a minor in Marketing, graduating in 2000. However, her career path took a few unexpected turns before real estate entered the picture. "I started working in restaurants at age 14 until graduating college," she shares. After college, she worked at a local ad agency called VML before transitioning to selling advertising for The Business Journal, where her client base primarily consisted of REALTORS® listing luxury properties.

But life had more twists in store for Shelley. In 2005, their second son, Lyman, was born, spent 100 days at Childrens Mercy and was diagnosed with Cystic Fibrosis. Just three months later and midst the construction of a new home, her husband, Merrill, faced health challenges that would change their lives forever when he was diagnosed with Muscular Dystrophy. "Our world turned upside down, and I needed to switch from staying home with the kids to getting back to work and providing for our family," she recounts.

Shelley's journey has been deeply rooted in family tradition and values. As a fourth-generation REALTOR®, she carries a legacy of real estate excellence. Her family's contributions to the real estate landscape are substantial, with her grandfather's development of iconic buildings like the Professional Building in downtown Kansas City and Corporate Woods in Overland Park. Shelley's loyalty to ReeceNichols, her long-time professional home, underscores her commitment to her craft.

In 2008, she and her father, Doug Lyman, embarked on an exciting partnership, forming The Lyman Staton Group, which thrived for over a decade before Doug's well-deserved retirement. In 2015, the family bond grew stronger with the addition of her brother, Andrew Lyman, to the team. Shelley's dedication to her clients is unwavering, and in 2019, she took a strategic step by hiring a full-time assistant, allowing her to devote even more time to serving her clients with utmost care. For Shelley, working with family isn't just a professional choice; it's a heartfelt connection where support, humor, and a shared sense of purpose are the cornerstones of their success. Family remains at the forefront of their priorities, creating a harmonious and effective real estate partnership.

Despite entering the real estate market in 2008, a challenging year for the industry, Shelley's dedication and unwavering commitment have propelled her to remarkable heights. She's consistently achieved impressive awards, including the Chairman's Circle in 2022 and ranking in the top 2% of REALTORS® in Kansas City by volume. Beyond her professional accomplishments, she has been a founder of the Cystic Fibrosis Patient Family Advisory Council at Children's Mercy Hospital, a volunteer for the Cystic Fibrosis Foundation, and a Gold Key Agent, providing 31 free nights for families to stay at Ronald McDonald House KC in the past year.



SHELLEY STATON



▶ featured agent  
Photos by Tiffany Matson





“  
I WANT THE PEOPLE  
AROUND ME TO  
KNOW HOW MUCH  
I CARE ABOUT THEM  
AND THAT  
I WILL ALWAYS  
FIGHT FOR THEM.”

Shelley’s career volume as a REALTOR® speaks volumes about her success, with a total volume of \$208 million. Last year alone, she served 40 families and closed transactions totaling \$16,416,005.

When asked about her mentors and role models, her answer is resolute: “No doubt, my Dad.” She describes him as one of the nicest people on the planet, emphasizing his integrity and love for family over monetary pursuits.

In her current real estate career, she finds immense joy in taking care of people and advocating for them, a trait she attributes to her own family’s journey with health challenges. “For my kid, and yours too. For people with disabilities like my husband and everyone else who had a surprise like we did. For people who need a voice,” she says passionately.

Despite her impressive career, Shelley values family above all else. She shares her life with her husband Merrill, their two sons, Hamilton and Lyman, and their dog, Hazel. They enjoy outdoor adventures, boating,

football, and quality time together, balancing the male energy with a touch of girliness when Shelley escapes to Ulta or Sephora.



Outside of her career, Shelley’s interests include travel, nature, and spending time with her close-knit group of friends. She recently started a book club and is eager to explore new experiences and expand her horizons.

Shelley’s humility and authenticity shine through when she reveals that she’s uncomfortable with the spotlight and prefers to make people laugh rather than boast about her accomplishments. She emphasizes the importance of treating co-op agents with respect and kindness, highlighting the value of collaboration in the real estate industry.

As for her legacy, Shelley is clear about her priorities. “I am real,” she states. “I want the people around me to know how much I care about them and that I will always fight for them. I would rather change one family’s life than earn some new award for the number of homes sold. Helping people is what matters to me.”

In Shelley’s remarkable journey, it’s not just about the transactions or accolades; it’s about the genuine care, resilience, and advocacy she brings to the real estate world and beyond. With a heart as big as her accomplishments, Shelley Staton is a true exemplar of what it means to be a REALTOR® with purpose.

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	Reecenichols - Lees Summit
2	Koehler Bortnick	Team	Reecenichols - Leawood
3	Eric Craig	Team	Keller Williams Kc North
4	Kristin	Malfer	Compass Realty Group
5	Dan	Lynch	Lynch Real Estate
6	Thrive Real Estate K	Team	KW Kansas City Metro
7	Bryan	Huff	Keller Williams Realty Partner
8	Ray Homes Kc	Team	KW Kansas City Metro
9	Blake Nelson	Team	KW Kansas City Metro
10	Cjco	Team	Reecenichols - Leawood
11	Ask Cathy	Team	Keller Williams Platinum Prtnr
12	The Collective	Team	Compass Realty Group
13	Spradling	Group	Exp Realty LLC
14	John	Barth	RE/MAX Innovations
15	Dani Beyer	Team	Keller Williams Kc North
16	Edie Waters	Team - North	Keller Williams Kc North
17	Brooke	Miller	Reecenichols - Country Club Pl

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Hern	Group	Keller Williams Platinum Prtnr
19	Marti	Prieb Lijja	Keller Williams Realty Partner
20	Bg & Associates	Team	KW Kansas City Metro
21	Lindsay	Sierens Schulze	Reecenichols - Leawood
22	Benjamin	Lytle	Opendoor Brokerage LLC
23	Dan	O Dell	Real Broker, LLC
24	Tamra	Trickey	Reecenichols - Leawood
25	Kbt Leawood	Team	Reecenichols - Leawood
26	Moore Homes	Team	Compass Realty Group
27	Shannon	Brimacombe	Compass Realty Group
28	Jeremy	Applebaum	Real Broker, LLC
29	Missy	Barron	Reecenichols - Lees Summit
30	Dani	Thompson	Sbd Housing Solutions LLC
31	Katherine	Lee	Element Sotheby'S Internationa
32	Rothermel	Group	Keller Williams Kc North
33	Hendrix	Group	Keller Williams Realty Partner
34	Hcr	Team	RE/MAX Heritage
35	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
36	Reesemontgomery	Team	RE/MAX Heritage
37	Sal	Termini	Platinum Realty
38	Andrew	Bash	Element Sotheby'S Internationa
39	Ken Hoover	Group	Keller Williams Kc North
40	Richey Real Estate	Group	Reecenichols - Lees Summit
41	Tradition	Home Group	Compass Realty Group
42	The Small	Team	Reecenichols-Kcn
43	Chris	Rowe	Cedar Creek Realty LLC
44	Wardell	& Holmes	Wardell & Holmes Real Estate
45	Roger	Deines	Reecenichols - Lees Summit
46	Loughlin & Associate	Team	Keller Williams Kc North
47	Jenny	Burkhead	Keller Williams Kc North
48	Ellen Murphy	Team	Reecenichols - Leawood
49	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
50	Chris	Austin	KW Kansas City Metro

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Nelson	Group	Keller Williams Kc North
52	Ashley	Kendrick	Chartwell Realty LLC
53	Suzy	Goldstein	Bhg Kansas City Homes
54	Molly	Hipfl	Reecenichols - Lees Summit
55	Malina	Group	Keller Williams Realty Partner
56	Tony	Long	Realty Executives
57	Mike	O Dell	Real Broker, LLC
58	George	Medina	Reecenichols Brookside
59	Taylor Made	Team	KW Kansas City Metro
60	Peter	Colpitts	Reecenichols - Leawood South
61	Steve	Ashner	Reecenichols Wilshire
62	Brent	Sledd	Weichert, Realtors Welch & Com
63	Bill	Gerue	Weichert, Realtors Welch & Com
64	Audrah	Team	Keller Williams Kc North
65	Karen	Pritchard	Koenig Real Estate Holdings LI
66	The Fisher Hiles	Team	Bhg Kansas City Homes
67	Amy	Arndorfer	Premium Realty Group LLC

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Kaleena	Schumacher	Keller Williams Realty Partner
69	Andy	Blake	Real Broker, LLC
70	Whitney	Stadler	Element Sotheby'S Internationa
71	Hannah	Shireman	West Village Realty
72	Patty	Simpson	Crown Realty
73	The Butler	Group	Keller Williams Realty Partner
74	Kim	Brown	Lynch Real Estate
75	Brenda	Youness	Weichert, Realtors Welch & Com
76	Jonas	Barrish	Compass Realty Group
77	Danny Howell	Team	Exp Realty LLC
78	Locate	Team	Compass Realty Group
79	Sherri	Hines	Weichert, Realtors Welch & Com
80	Cory	Ward	Compass Realty Group
81	Guide	Group	Compass Realty Group
82	Allison	Rank	Reecenichols - Country Club Pl
83	Explore Home	Group	Keller Williams Kc North
84	Christine	Dunn	Keller Williams Realty Partner
85	Liz	Jaeger	Reecenichols - Leawood
86	Teresa	Hoffman	Reecenichols - College Blvd
87	Lisa	Rater	Weichert, Realtors Welch & Com
88	Just Say Home	Kc Team	Keller Williams Platinum Prtnr
89	Sally	Moore	Keller Williams Platinum Prtnr
90	Sara	Powell Moody	Weichert, Realtors Welch & Com
91	Mikki	Armstrong	Reecenichols - Lees Summit
92	Lauren	Anderson	Reecenichols -The Village
93	Aaron	Donner	Keller Williams Realty Partner
94	Amy	Maher	Weichert, Realtors Welch & Com
95	Mendy	Jarman	Keller Williams Realty Partner
96	Annie	Kennedy	Realty Executives
97	Candi	Sweeney	Reecenichols - Parkville
98	Lisa Ruben	Team	Reecenichols - Country Club Pl
99	Yfa	Team	Your Future Address, LLC
100	Joe	Woods	John Moffitt & Associates

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Heather Lyn	Bortnick	Reecenichols - Country Club Pl
102	Majid	Ghavami	Reecenichols - Town Center
103	Kc Homes365	Team	Keller Williams Realty Partner
104	Alan	Williams	Bhg Kansas City Homes
105	David	Costello	RE/MAX Premier Realty
106	Ripley Assoc	Team	Engel & Volkers Kansas City
107	Shaun	Ashley	RE/MAX Heritage
108	The Carter	Group	Keller Williams Platinum Prtnr
109	Angela	Brown	Keller Williams Kc North
110	Dale	Hermreck	Realty Executives
111	Kelli	Chabot	Keller Williams Kc North
112	Concierge	Real Estate Group	Worth Clark Realty
113	Mills Farm	Team	Bhg Kansas City Homes
114	Journey Home	Team	Compass Realty Group
115	Stroud & Associates	Team	Real Broker, LLC
116	Michele	Davis	Weichert, Realtors Welch & Com
117	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Sandy	Mccray	Reecenichols - Leawood
119	Jackie	Payne	New Home Star
120	The Fussell	Group	KW Kansas City Metro
121	Kim	Nofsinger	Keller Williams Realty Partner
122	Jennifer	Barth	RE/MAX Auction House, LLC.
123	Sharp Homes	Team	Exp Realty LLC
124	Jeff	Curry	Weichert, Realtors Welch & Com
125	Crossroads Re	Group	KW Diamond Partners
126	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
127	Michael	Yeates	The Real Estate Store LLC
128	Sarah	Page	KW Kansas City Metro
129	Melissa	Irish	Reecenichols -Johnson County W
130	Todd	Burroughs	Crown Realty
131	Teresa	Hayes	Twaddle Realty, Inc.
132	Debi	Donner	Rodrock & Associates Realtors
133	Jeff	Taylor	Reecenichols-Kcn
134	Taylor	Akinmoladun	Platinum Realty
135	Ron	Henderson	Keller Williams Kc North
136	Zach	Horn	Berkshire Hathawayhs Kc Realty
137	Denise	Sanker	Reecenichols - Lees Summit
138	Ronda	White	Exp Realty LLC
139	Stacy Porto	Team	Reecenichols -The Village
140	Shelli	Seeger	Reilly Real Estate LLC
141	Brenda	Shores	RE/MAX Heritage
142	Kbt Plaza	Team	Reecenichols - Country Club Pl
143	Alex	Owens	Compass Realty Group
144	Jodie	Brethour	Compass Realty Group
145	Danny	Watts	New Home Star
146	Lisa	Rees	Reilly Real Estate LLC
147	John	Simone	Reecenichols-Kcn
148	Lonnie	Branson	Keller Williams Southland
149	Rebekah	Schaaf	Reecenichols - Leawood South
150	Vince	Walk	RE/MAX Realty Suburban Inc

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Jennifer	Rich	Weichert, Realtors Welch & Com
152	Sara	Stucker	Reecenichols-Kcn
153	Danielle	Sapienza	Reecenichols - College Blvd
154	Jimmie	Rucker	RE/MAX Revolution Liberty
155	Runkle	Team	Realty Executives
156	Chris D	Fleming	RE/MAX State Line
157	Susan	Hoskinson	Reecenichols - Overland Park
158	Klarissa	Skinner	Keller Williams Realty Partner
159	Shanan	Group	Keller Williams Realty Partner
160	Kelly	Heaven	KW Kansas City Metro
161	Darren	Merlin	Reecenichols - Lees Summit
162	Hilary	Baldwin	Platinum Realty
163	Marty	Perrea	RE/MAX Heritage
164	Brandon	Mcginnis	Clinch Realty LLC
165	Janelle	Williams	Reecenichols - Overland Park
166	Ann	Ring	Weichert, Realtors Welch & Com
167	Sherry	Westhues	Reecenichols - Eastland

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Dave	Campbell	Keller Williams Kc North
169	Will	Wiest	Midwest Land Group LLC
170	John	Kroeker	Weichert, Realtors Welch & Com
171	Murray	Davis	Bhg Kansas City Homes
172	Katee	Porter	RE/MAX Advantage
173	Nikie Jo	Glasbrenner	Reecenichols-Kcn
174	Madison	Harpst	RE/MAX Innovations
175	Jessica	Smotherman	RE/MAX Elite, Realtors
176	Julie	Connor	Compass Realty Group
177	Becky	Watts	Keller Williams Realty Partner
178	Susan	Fate	Reecenichols -The Village
179	Generations	Real Estate Partners	Bhg Kansas City Homes
180	Kelli	Becks	Keller Williams Realty Partner
181	Lisa	Bunnell	Reecenichols - Leawood
182	Shelly	Balthazor	Reecenichols - College Blvd
183	Aimee	Jacobson	Seek Real Estate
184	Dominic	Dixon	Kc Realtors LLC
185	Eva	Norton	Real Broker, LLC
186	Jackie	Stahl	KW Diamond Partners
187	Kimberly	Esposito	Reecenichols - Leawood
188	Melanie	Koprivica	Ashlar Realty, LLC
189	Brooke	Marsalla	Reecenichols - Lees Summit
190	Kaleb	Drinkgern	Reecenichols - Lees Summit
191	Tanya	Burns	RE/MAX Town And Country
192	Melissa	Hills	Hills Real Estate
193	Laurie	Barnds	Reecenichols -The Village
194	Angela	Fitzgerald	Rodrock & Associates Realtors
195	Vicki	Smith	RE/MAX Innovations
196	Brett	Budke	Reecenichols -Johnson County W
197	Lauren	Miller	Keller Williams Kc North
198	Bill	Fields	Platinum Realty
199	Amber	Shawhan	Chartwell Realty LLC
200	Amy	Corn	Realty Executives

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Brookside | Platte City | Prairie Village | Olathe | Gardner



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# RP 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.

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## Why fall is the season to buy

It's been commonly accepted that the springtime was the best time to buy or sell a home, but that's not necessarily true. As temperatures drop, so does the competition. Here are more reasons why fall can be the best time for homebuyers:

### Less competition

Spring is when most people begin their home search, according to the National Association of Realtors (NAR).<sup>\*</sup> By the fall, most of these potential buyers are out of the market, leaving more inventory for those who are left.

### Prices tend to drop

The same NAR report also found that prices tend to drop during the fall.

### You aren't so rushed

When the market is competitive in the spring and summer, you don't have time to consider your options. Not so in fall.

### Get an accurate view of the home

When the sun's shining and flowers are in bloom, any home looks great. In fall, you'll see how the home looks on most days of the year.

### Get more attention

With fewer home sales happening, agents, appraisers, loan officers and more will have more time to dedicate to you.

### Flexible move-in dates

Because the seller could be more motivated, they'll likely be more flexible on things like the move-in date. It doesn't hurt to ask.

### More workmen available

Thinking of upgrades to a new home? Tradesman, contractors, handymen (even movers) tend to be less busy during the fall and winter.

### Put furniture on your holiday wish list

Your new home has new spaces for you to decorate and spots for new furniture, and those are great items to put on your holiday wish list.

<sup>\*</sup><https://www.nar.realtor/blogs/economists-outlook/seasonality-in-the-housing-market>  
Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information. (2022)1014-1532822

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