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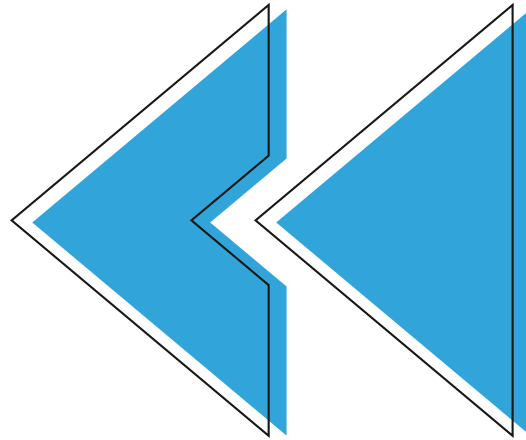
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▶▶ top producer

Missy Barron

SAYING 'YES' TO SUCCESS

By Heather Pluard • Photos by SEVEN IMAGES, KC

In her book, 'The Year of Yes,' award-winning TV producer Shonda Rhimes showed how embracing that one little word can change your life. Top-producing REALTOR® Missy Barron agrees! She's spent her entire career saying 'yes' to new opportunities and tackling them with aplomb. Today, as the Director of Expansion for the Rob Ellerman Team and the manager of an elite team of new construction agents, Missy is all about increasing opportunities for others - including resale agents.

"I love showing resale agents how new construction can help their business, especially in our current Kansas City market, where existing inventory is down almost 8% year-to-date," Missy explains.

"Meanwhile, new construction homes under contract are up 58%. Leaning in and learning about new construction is another way agents can help buyers say 'yes' to a new home."

With 13 years of experience in new construction, Missy has earned the trust of buyers, agents, and builders alike. Originally from Oregon, she moved to Lee's Summit in high school and



started her career in real estate at the age of 23 after house-sitting for a ReeceNichols broker. "I'll always be thankful that Renee Ryan-Edwards talked me into becoming a REALTOR®," Missy smiles. "The first weekend after I got my license, an agent asked me to sit in a new construction house but left out the detail that it was for The Parade of Homes. It was insanity! But I'm glad I did it because a local developer walked through and helped me connect with a builder, who later asked me to co-list houses in his neighborhood. So that was my start in new construction."

Relationships have been the key to Missy's success. "I'm a phone person," she says. "I prefer to talk to people rather than just send emails, and I'll pick up the phone when they call. If I see a way to make a product better, I'll contact the builder and let them know. Conversely, if an issue arises with one of their buyers, I'm happy to be the 3rd party who steps in and explains the home-building process while finding solutions. Builders including JFE Construction, Pfeifer Homes, TrueMark Homes, KC Custom Homes,

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I prefer to talk to people rather than just send emails, and I'll pick up the phone when they call.



Agents can call me any time to ask questions, learn more about new construction, or talk about inventory.



Summit Homes, Clover & Hive, and New Mark Homes have made my career possible, and I will always go above and beyond for them.”

In 2013, Missy joined the Rob Ellerman Team. “I was excited to work with Rob because he is an out-of-the-box thinker with a unique team model, and I have a lot of respect for him and his leadership style,” she says. “Plus, the team offers tremendous support behind the scenes. I’m grateful for the people who help with marketing, leads, and training. They keep me firing on all cylinders.”

When Missy had her first child in 2017, she needed time on the weekends to spend with her growing family. That’s when Rob asked her to become the Director of Expansion. “We now have seven offices outside of Kansas City, including locations in Texas, Florida, Iowa, and southern Missouri,” Missy says. “I love spending time with them, learning about their markets, helping them grow their businesses, and building new friendships. It’s inspiring, and our expansion team has become one big family. Our goal is to open 50 offices in the United States in the next 10 years. Even though NAR says over 60,000 agents have left the industry, we expect to see a lot of growth as more agents look to offset costs and take advantage of the many benefits a team like ours offers.”

Missy remains passionate about new construction and sits in a neighborhood five days a week. Her personal sales volume was \$65 million last year. She is a part of the Kansas City Home Builders Association, a member of the Kansas City HBA Professional Women in Building, and on the Parade of Homes committee. Missy loves

walking new houses with resale agents or just having coffee with them and chatting about the building process.

“Agents can call me any time to ask questions, learn more about new construction, or talk about inventory,” she says. “I manage a fantastic team of 17 new construction agents who work in 17 neighborhoods, so we know what’s out there and can point you in the right direction at any price point. It’s a win-win for everyone, especially when buyers can’t find a resale home, and you bring them something new to consider.”

A busy mother of two, Missy makes family life a priority. Married for nine years, she and her husband, Cody, love spending time with their daughters, Charlotte (5) and Juliette (3). “Cody is an awesome dad who always holds down the fort when I have to work or travel, including caring for our black lab, Fiona, and our black cat, Traveler. I’d be lost without his support. He is by far my favorite ‘yes!’”



HAPPY

As the oppressive heat of summer slowly gives way to the crisp, invigorating air of autumn, there is a collective sigh of relief heard around the world. Fall, with its kaleidoscope of colors, pumpkin-spiced everything, and a sense of enchantment in the air, is a season that brings unbridled joy to hearts young and old. With each passing year, the joys of fall reveal themselves anew, reminding us of the wonders of nature and the simple pleasures in life.

Fall!

▶▶ editor's note

A Symphony of Colors

One of the most enchanting aspects of fall is the transformation of the world around us. The vibrant green leaves of summer trees surrender to a breathtaking array of reds, yellows, and oranges. As the days grow shorter and the nights cooler, nature performs its own masterpiece, inviting us to witness the magical transition. The rustling of leaves underfoot and the sight of golden canopies above never fail to evoke a sense of wonder and nostalgia.

Autumnal Culinary Delights

Fall is a culinary delight, offering a cornucopia of flavors and scents that awaken the senses. The comforting aroma of apple pies baking in the oven, the first sip of a steaming cup of mulled cider, and the sweet indulgence of pumpkin spice lattes – these are the flavors of fall that warm both body and soul. Nature's bounty is on full display as orchards and farmers' markets overflow with apples, pumpkins, and hearty vegetables, inspiring creative dishes that celebrate the season.

Cozy Comfort and Hygge

As the temperatures drop, the desire for warmth and coziness becomes irresistible. Fall is synonymous with snuggling under soft blankets, lighting fragrant candles, and savoring hot chocolate by the fireplace. It's a time to embrace the Danish concept of hygge, which celebrates the art of comfort and contentment. With the soft glow of candles and the crackling of a fire, fall provides the perfect backdrop for intimate gatherings and cherished moments with loved ones.

Outdoor Adventures

While fall is a time for embracing indoor comforts, it also beckons us outdoors. The crisp air is invigorating, making it the ideal season for hiking through forests blanketed in leaves or taking leisurely strolls through parks. The scenic beauty of fall is a photographer's dream,

capturing the earthy tones and golden hues that make the world come alive with a warm, inviting glow.

Reflecting and Renewing

Fall offers a chance for reflection and renewal. As the year draws to a close, it's a time to set intentions for the future, much like the leaves falling to nourish the earth for the next season. The changing of the seasons serves as a reminder that life is a cycle of growth, transformation, and rebirth.

In conclusion, the joys of fall are a testament to the beauty and simplicity of life. It's a season that encourages us to slow down, savor the moment, and appreciate the wonders of the natural world. Whether it's the breathtaking colors of the foliage, the comforting flavors of autumnal cuisine, or the warmth of hygge, fall has a unique way of capturing our hearts and inspiring us to embrace its splendor. So, as the leaves fall and the air turns brisk, let us revel in the joys of fall and cherish the moments it brings – a true gift from Mother Nature herself.

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A.B. MAY



DELIVERING PEACE OF MIND, ONE HOME WARRANTY AT A TIME

By Manuela Nivia
Photos by A Perfect Spot for You LLC

In the world of real estate, few names evoke a sense of trust and reliability like A.B. May Company. Established as a family-owned business in 1959, this Kansas-based company has been a stalwart in providing exceptional home services. At the heart of A.B. May's commitment to customer satisfaction stands Robert Waterfield, the company's Home Warranty Relationship Specialist, who has been instrumental in delivering peace of mind to homeowners through comprehensive home warranty solutions.

"I am passionate about serving others, working with individuals to overcome obstacles, and providing exceptional home service," Robert said. "I love working with real estate professionals. They are often outgoing, inquisitive, and share our passion for serving others. I love how relational this industry is, and I enjoy meeting new people and helping them."

Born and raised in North Kansas City, Robert's early career in the service industry laid the groundwork for his eventual transition to the world of home services. Exploring the culinary industry while working at a nightclub and restaurant in the City Market, he honed his people skills and knack for creating unparalleled customer service experiences. After several years in the service industry, Robert ultimately found a natural fit at A.B. May, initially joining the team as an HVAC Service Supervisor and later transitioning to his current home warranty role. Impressed by the company's culture and values, he saw an opportunity to make a meaningful impact in the lives of homeowners.

"I was drawn to the opportunity to shift gears career-wise, and A.B. May's core values of serving others

and providing exceptional home service aligned seamlessly with my own," Robert explained. "I have always loved working in an environment where hospitality and service are the focus. I am passionate about providing a space for people to maximize their joy and experience."

Since its inception, A.B. May has built a reputation for its unwavering dedication to quality service and customer care. Specializing in a wide range of home services, including heating, cooling, plumbing, electrical, and appliance repair, the company has consistently delivered outstanding solutions to homeowners in the greater Kansas City area. Central to this success has been A.B. May's emphasis on home warranties—a key aspect of the company's offerings. For such comprehensive homeownership solutions and high standard



I WOULD LOVE TO BE REMEMBERED FOR ALWAYS **COMING IN CLUTCH.**



the entire warranty process. Robert takes pride in A.B. May's "Do the Right Thing Guarantee," which ensures that every client receives the attention they deserve, even beyond expectations. As an ally to real estate professionals and an advocate for homeowners, Robert understands the importance of seamless transactions and the critical role home warranties play in providing peace of mind.

"I have always been interested in the real estate industry, and my current role allows me to work daily with real estate professionals and their clients, gaining insight into the market and growing businesses," Robert shared. "I also get to network with some fantastic and really fun people."

Beyond his professional responsibilities, Robert is deeply committed to community involvement. He volunteers with Habitat for Humanity as well as participates alongside his colleagues at the annual A.B. May Training Academy with Eastwood Hills Elementary School, where his team teaches students about a career in the trades. In his spare time, Robert enjoys kayaking, riding his mountain bike around Kansas City, and cooking—a passion inherited from his Sicilian grandmother.

"I would love to be remembered for always 'coming in clutch,' as my son would say," Robert joked. "I want to be remembered as always willing to help someone else out of any situation."

of customer service, A.B. May won several Kansas City Favorites awards this year and was named one of the area's top places to work.

"We want each of our clients to come away feeling that the people at A.B. May truly care about providing exceptional home service for our homeowners," Robert described. "The small things we do right add up to a meaningful

existence. Helping others achieve their goals is a win for me."

Robert's customer-centric approach has been a driving force behind A.B. May's ever-growing base of satisfied clients. He ensures that every customer interaction is handled with the utmost care and professionalism, making sure that homeowners feel valued and supported throughout



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Do you know an outstanding real estate agent?

Send us your nomination and why you think they should be in the next issue.

Reach out to us at 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!

▶▶ rising star

Photos by SEVEN IMAGES, KC



MAGGIE FOSTER

Navigating Real Estate with Professionalism & Passion

@realproducers

Nestled in the heart of Kansas, where vast prairies meet the horizon, lies a town that has had a profound impact on Maggie Foster's journey. Born and raised in Wamego, Maggie's roots run deep in this close-knit community. Her story is one of dedication, evolution, and an unyielding commitment to her clients.

Maggie's journey commenced at the University of Kansas, where she pursued a Bachelor of Science in Journalism with an emphasis in Strategic Communications. Graduating in 2008, she embarked on a career that initially led her to

the realm of Crisis and Strategic Communications in Public Policy consulting for a Fortune 10 company. From there, her path meandered to marketing and business development for an AmLaw 100 law firm. However, the allure of owning her own business and the desire for flexibility to spend time with her family drove her to take a leap of faith.

In November 2019, Maggie obtained her real estate license, marking the inception of her thriving journey in the industry. Operating as an individual agent, Maggie quickly made her mark. Over the past three and a half years, she has achieved

remarkable success, closing 45 units and amassing a career volume of \$12,936,735. Notably, in 2022, she earned the prestigious Chairman's Circle award, a testament to her dedication and expertise.

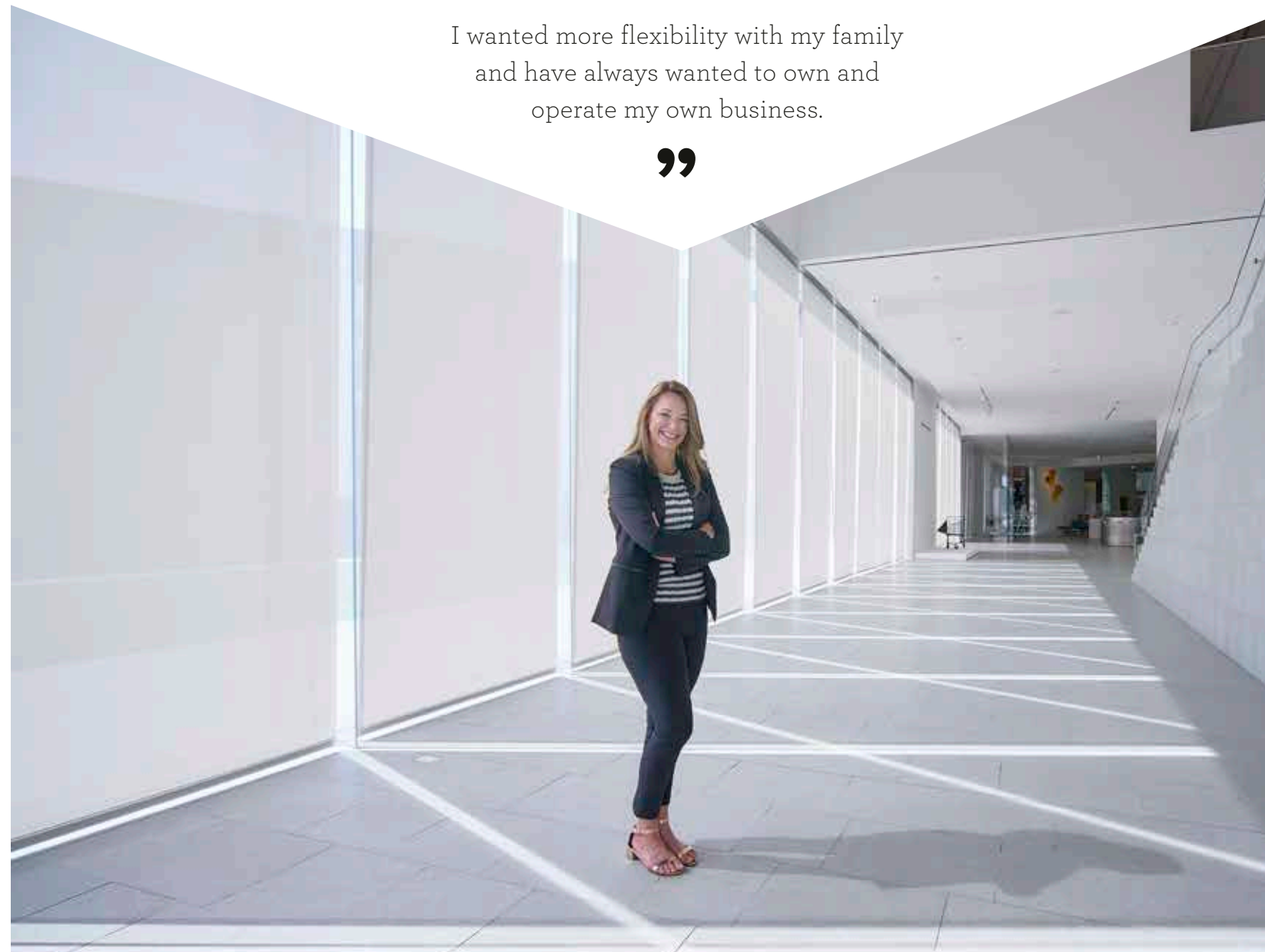
"I wanted more flexibility with my family and have always wanted to own and operate my own business," Maggie explains, shedding light on her transition into the real estate field.

Maggie's career wasn't built in isolation; it was nurtured by a network of mentors who shaped her journey. She fondly acknowledges Bob Ludwig, Shawn Muller, her parents,

“

I wanted more flexibility with my family and have always wanted to own and operate my own business.

”



“

I get to talk to new people every day!
It's truly a joy for me.

”



and her sister as key figures who have imparted invaluable guidance. Bob's selfless attitude and mechanical prowess inspired Maggie to embrace a spirit of giving. Shawn, her office managing broker, provided guidance and connections that enriched her career. Within her family, her mother's personable nature, her father's business acumen, her sister's negotiation skills, and her brother's expertise in title matters have collectively propelled her forward.

Yet, amidst her professional strides, Maggie remains grounded by her devotion to family. Balancing her role as a REALTOR® with her roles as a wife and mother is an ongoing challenge, one she tackles with resilience. "It's an evolving scale," she shares, "but I'm constantly finding better ways to manage work-life balance - like any parent."

Maggie's passion for people remains unwavering. Her joy stems from connecting with new individuals every day, an enthusiasm that fuels her commitment to serving the public. "Meeting new people and serving the public. I get to talk to new people every day! It's truly a joy for me," she exclaims.

The most rewarding moments for Maggie come when her clients secure deals on their properties. "Right when their offer is accepted or when they accept a buyer's offer," she states, "It feels like a sense of accomplishment and lots of hard work pays off." Her dedication to her clients shines through in these pivotal moments.

Looking ahead, Maggie dreams of giving back to the industry that has shaped her. She aspires to teach and mentor aspiring real estate professionals, driven by a desire to repay the education and

mentorship she received in her own journey.

Outside the realm of business, Maggie finds solace in playing tennis and cherishing moments with her family. She defines success as independence and takes pride in her professional and positive approach to every endeavor.

As the sun sets on our conversation, Maggie's voice brims with enthusiasm as she shares an anecdote from her childhood road trips from Wamego to Mexico with her family. This glimpse into her past mirrors her outlook on her journey - adventurous, dynamic, and driven by the spirit of togetherness.

In closing, she extends an invitation to readers: "If I can ever help you in your real estate endeavors, please contact me." Her journey is an embodiment of her motto - "Yes you can." With passion, professionalism, and an unwavering commitment to her clients, Maggie Foster continues to make her mark on the real estate landscape.



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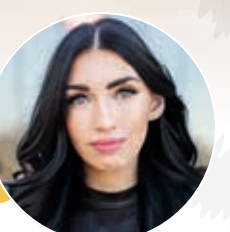
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NL WILSON

MOVING & STORAGE

A Journey of Hard Work, Family, and Excellence

IN THE HEART OF THE MIDWEST, A STORY OF DEDICATION, GROWTH, AND FAMILY VALUES UNFOLDS THROUGH THE LIFE OF MARK DRIER, THE GENERAL MANAGER OF NL WILSON MOVING & STORAGE. BORN IN SAINT LOUIS AND RAISED ACROSS SAINT LOUIS, MICHIGAN, AND KANSAS CITY, MARK'S JOURNEY IS A TESTAMENT TO THE AMERICAN DREAM - BUILDING A SUCCESSFUL BUSINESS WHILE CHERISHING FAMILY AND COMMUNITY.

Mark's journey into the world of moving and storage began unexpectedly. After college, he found himself selling auto parts for Carquest, but it wasn't long before fate intervened. "I fell into Moving and Storage in 2005 when we bought NL Wilson," Mark reveals. The opportunity to start a business and be his own boss, with endless possibilities, resonated deeply with him.

Since 2005, Mark has been at the helm of NL Wilson, navigating its growth and success. The company's achievements have not gone unnoticed, with a slew of awards recognizing their excellence in bookings and hauling tonnage. Among these, the coveted ACE award stands out, a symbol of NL Wilson's commitment to excellence.

Growing up, Mark found inspiration in his father's unwavering work ethic. "I have always looked up to my father," Mark reflects. "For as long as I can remember, he has always worked hard for his family." This foundational lesson on the value of hard work has guided Mark throughout his career.

However, the path to success hasn't been without challenges. Mark acknowledges the hurdles faced in the moving and storage industry, including employee management and fluctuations in workflow. "You go from needing five guys to 50 guys during the peak season," he explains. To overcome this, Mark focused on strategies that keep his team busy year-round, ensuring that his employees remain motivated and fulfilled.

▶▶ partner spotlight

Photos by A Perfect Spot for You LLC



WORK HARD NO MATTER
WHAT YOU DO,
BE AN HONEST PERSON,
AND EVERYTHING FALLS INTO
PLACE FROM THERE.





The most rewarding aspect of NL Wilson's business for Mark lies in the ability to provide work for their employees, helping them support their families. "Being able to provide work for our employees, so that they can provide for their families," Mark notes, is a source of great pride.

Looking to the future, Mark envisions a seamless partnership between NL Wilson and real estate professionals. He believes that the collaboration is a "win/win for everyone," with real estate professionals providing invaluable leads for the moving business while NL Wilson ensures a smooth transition for clients.

Away from the hustle and bustle of work, Mark's family is his sanctuary. Married to Michelle, they have four children – Jordan, Tori, Bella, and Sofia. Jordan, the oldest, works alongside Mark at NL Wilson, embodying the family's strong work ethic. Tori is pursuing higher education, Bella is actively engaged in gymnastics and cheering, and Sofia is busy with softball.

Beyond work and family, Mark's passions shine. A sneakerhead at heart, he's passionate about collecting and reselling sneakers. "Most people have no idea that I am a Sneaker Head! I love shoes," Mark confesses. He finds joy in the hunt for rare pairs, the anticipation of deliveries, and the thrill of Saturday morning sneaker releases.



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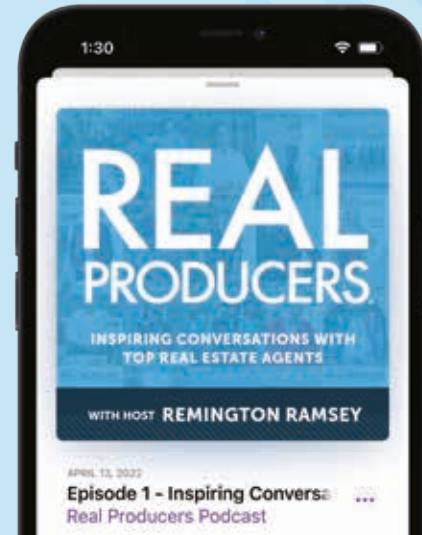
Mark's journey and success are underpinned by his definition of success itself. "For me, it is simple," he asserts. "Being able to provide for your family and the people you employ." This ethos of hard work and honesty is his mantra for achieving success.

In parting, Mark's advice to others is grounded in simple but profound principles. "Work hard no matter what you do, be an honest person, and everything falls into place from there," he imparts. These words encapsulate the core values that have guided Mark's path to success.

As NL Wilson continues to thrive, Mark's legacy is firmly rooted in honesty, fairness, and unwavering dedication to his employees and clients. Mark Drier's story is one of resilience, family, and creating a meaningful impact in both the business world and the lives of those around him.

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - Aug. 31, 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	Ray Homes Kc	Team	Compass Realty Group
8	Hern	Group	Keller Williams Platinum Prtnr
9	Bryan	Huff	Keller Williams Realty Partner
10	Blake Nelson	Team	KW Kansas City Metro
11	Eddie Waters	Team - North	Keller Williams Kc North
12	Cjco	Team	Reecenichols - Leawood
13	Ask Cathy	Team	Keller Williams Platinum Prtnr
14	John	Barth	RE/MAX Innovations
15	The Collective	Team	Compass Realty Group
16	Brooke	Miller	Reecenichols - Country Club Pl
17	Spradling	Group	Exp Realty LLC

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

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

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

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Patty	Simpson	Crown Realty
69	Martin	Walsh	Offerpad Brokerage LLC
70	Jonas	Barrish	Compass Realty Group
71	Teresa	Hoffman	Reecenichols - College Blvd
72	Whitney	Stadler	Element Sotheby'S Internationa
73	Taylor Made	Team	KW Kansas City Metro
74	Amy	Maher	Weichert, Realtors Welch & Com
75	Allison	Rank	Reecenichols - Country Club Pl
76	Andy	Blake	Realty Executives
77	Amy	Arndorfer	Premium Realty Group LLC
78	Hannah	Shireman	West Village Realty
79	Mikki	Armstrong	Reecenichols - Lees Summit
80	Locate	Team	Compass Realty Group
81	Cory	Ward	Compass Realty Group
82	Lauren	Anderson	Reecenichols -The Village
83	Lisa	Rater	Weichert, Realtors Welch & Com
84	Brenda	Youness	Weichert, Realtors Welch & Com
85	Candi	Sweeney	Reecenichols - Parkville
86	Annie	Kennedy	Realty Executives
87	Sara	Powell Moody	Weichert, Realtors Welch & Com
88	Sally	Moore	Keller Williams Platinum Prtnr
89	Lisa Ruben	Team	Reecenichols - Country Club Pl
90	Danny Howell	Team	Exp Realty LLC
91	Liz	Jaeger	Reecenichols - Leawood
92	Explore Home	Group	Keller Williams Kc North
93	Mendy	Jarman	Keller Williams Realty Partner
94	Christine	Dunn	Keller Williams Realty Partner
95	Guide	Group	Compass Realty Group
96	Kc Homes365	Team	Keller Williams Realty Partner
97	Mills Farm	Team	Bhg Kansas City Homes
98	David	Costello	RE/MAX Premier Realty
99	Michele	Davis	Weichert, Realtors Welch & Com
100	Kim	Brown	Lynch Real Estate

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Sherri	Hines	Bhg Kansas City Homes
102	Jackie	Payne	New Home Star
103	Aaron	Donner	Keller Williams Realty Partner
104	Shaun	Ashley	RE/MAX Heritage
105	Concierge	Real Estate Group	Worth Clark Realty
106	Dale	Hermreck	Realty Executives
107	Angela	Brown	Keller Williams Kc North
108	Crossroads Re	Group	KW Diamond Partners
109	Majid	Ghavami	Reecenichols - Town Center
110	The Fussell	Group	KW Kansas City Metro
111	Sharp Homes	Team	Exp Realty LLC
112	Kelli	Chabot	Keller Williams Kc North
113	Michael	Yeates	The Real Estate Store LLC
114	Sandy	Mccray	Reecenichols - Leawood
115	Joe	Woods	John Moffitt & Associates
116	Zach	Horn	Berkshire Hathawayhs Kc Realty
117	Journey Home	Team	Compass Realty Group

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Chuck	Davis	RE/MAX Professionals
119	Kbt Plaza	Team	Reecenichols - Country Club Pl
120	Jeff	Curry	Weichert, Realtors Welch & Com
121	Ripley Assoc	Team	Engel & Volkers Kansas City
122	Jennifer	Barth	RE/MAX Auction House, LLC.
123	Melissa	Irish	Reecenichols -Johnson County W
124	Debi	Donner	Rodrock & Associates Realtors
125	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
126	Yfa	Team	Your Future Address, LLC
127	Jennifer	Rich	Weichert, Realtors Welch & Com
128	Monica	Angeles	Jones Heritage, Realtors
129	Alex	Owens	Compass Realty Group
130	Kim	Nofsinger	Keller Williams Realty Partner
131	Stacy Porto	Team	Reecenichols -The Village
132	Lisa	Rees	Reilly Real Estate LLC
133	Sarah	Page	KW Kansas City Metro
134	Alan	Williams	Bhg Kansas City Homes
135	Todd	Burroughs	Crown Realty
136	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
137	Lonnie	Branson	Keller Williams Southland
138	Shelli	Seeger	Reilly Real Estate LLC
139	Ron	Henderson	Keller Williams Kc North
140	Teresa	Hayes	Twaddle Realty, Inc.
141	Jeff	Taylor	Reecenichols-Kcn
142	Chris D	Fleming	RE/MAX State Line
143	John	Simone	Reecenichols-Kcn
144	Will	Wiest	Midwest Land Group LLC
145	Kelly	Heaven	KW Kansas City Metro
146	Jodie	Brethour	Compass Realty Group
147	Holly	Bond	Keller Williams Realty Partner
148	Vince	Walk	RE/MAX Realty Suburban Inc
149	John	Kroeker	Weichert, Realtors Welch & Com
150	Brenda	Shores	RE/MAX Heritage

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Susan	Hoskinson	Reecenichols - Overland Park
152	Taylor	Akinmoladun	Platinum Realty
153	Dennis	Prussman	United Country Property Soluti
154	Denise	Sanker	Reecenichols - Lees Summit
155	Madison	Harpst	RE/MAX Innovations
156	Klarissa	Skinner	Keller Williams Realty Partner
157	Shelly	Balthazor	Reecenichols - College Blvd
158	Sherry	Westhues	Reecenichols - Eastland
159	Kerrie	Shumate	Midwest Realty & Auction
160	Ryan	Hubbard	United Country American Heartl
161	Dominic	Dixon	Kc Realtors LLC
162	Just Say Home	Kc Team	Keller Williams Platinum Prtnr
163	Kimberly	Esposito	Reecenichols - Leawood
164	Marty	Perrea	RE/MAX Heritage
165	Angela	Fitzgerald	Rodrock & Associates Realtors
166	Janelle	Williams	Reecenichols - Overland Park
167	Hilary	Baldwin	Platinum Realty

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Kelli	Becks	Keller Williams Realty Partner
169	Danny	Watts	New Home Star
170	Julie	Connor	Compass Realty Group
171	Eva	Norton	Real Broker, LLC
172	Ramseier	Group	Keller Williams Kc North
173	Melissa	Hills	Hills Real Estate
174	Linda L	Martin	Reecenichols - Leawood South
175	Generations	Real Estate Partners	Bhg Kansas City Homes
176	Laurie	Barnds	Reecenichols -The Village
177	Darren	Merlin	Reecenichols - Lees Summit
178	Shelley	Staton	Reecenichols -The Village
179	Ronda	White	Exp Realty LLC
180	Sara	Stucker	Reecenichols-Kcn
181	Tami	Lewis	Chartwell Realty LLC
182	Runkle	Team	Realty Executives
183	Quinn	Whimley	Reilly Real Estate LLC
184	Adam	Papish	Keller Williams Realty Partner
185	Becky	Watts	Keller Williams Realty Partner
186	Lisa	Bunnell	Reecenichols - Leawood
187	Susan	Renschler	Keller Williams Kc North
188	Valerie	Mcclaskey	Reecenichols - Leawood
189	Kaleb	Drinkgern	Reecenichols - Lees Summit
190	The Carter	Group	Keller Williams Platinum Prtnr
191	Rebekah	Schaaf	Reecenichols - Leawood South
192	Nikie Jo	Glasbrenner	Reecenichols-Kcn
193	Jessica	Kurzweil	Reecenichols - Lees Summit
194	Debbie	Sinclair	Prime Development Land Co LLC
195	Jessica	Smotherman	RE/MAX Elite, Realtors
196	Terri	Marks	Reecenichols - Overland Park
197	Vicki	Smith	RE/MAX Innovations
198	Katee	Porter	RE/MAX Advantage
199	Dave	Campbell	Keller Williams Kc North
200	Ann	Ring	Weichert, Realtors Welch & Com

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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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.

Luke Hoeppepner

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My name is Landen Hawk with Element Sotheby's International Realty and I've been working with Luke for about 5 years now. He's an absolute professional with unparalleled knowledge and a knack for finding creative solutions. Luke is also an excellent communicator and has always come through for my clients - and even my own real estate investments. His assistant Katrina is consistently on top of things and a total pleasure to work with as well. I personally and professionally hold Luke in the highest regard and would recommend him to anyone.



Landen Hawk, Global Real Estate Advisor

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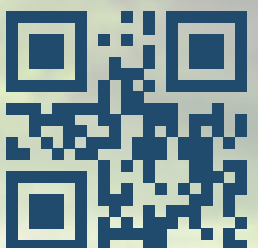
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