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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at kcoffice@realproducersmag.com.

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BRYAN HUFF

LIVING IN THE FAST LANE & NOT

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By Joseph Cottle • Photos by Tiffany Matson

Five minutes with Bryan Huff and you'll figure out a good way to describe him—fun. Working for him will be fun, selling a house with him will be fun, or taking a ride with him will be fun. The pedal is going to be all the way on the floor, and you probably won't even notice he's switching gears because the man is good at what he does. So, just buckle in and hang on.

He's got this.

"I guess early on, I had a very, let's say, 'hard liking' for Italian sports cars. So I said, *there's very few industries I can get into where I can make these posters on my wall and die cast models turned into real life,*" Bryan remembers. "Early on, my dad was a mechanic, so I used to go out with him and work on cars and, you know, dream of these type of cars. That was my motivator early on, so I started this business... it's been fourteen years. So I started in this business when I was 23 years of age and that was it, I wanted a Lamborghini. It

took me three hard working years, but I bought a Lamborghini."

That might sound pretentious, but it isn't. These unbelievable cars don't just sit in his garage collecting dust while the gaskets rot around the heads just so he can have some clout. "When I get a chance, I get to go to a racetrack about four or five times a year and cut loose and my therapy is mainly driving these cars and enjoying the history and engineering. And I'm part of some clubs and local groups where we go out and do cruises, organized drives, and we go to racetracks together. So, I get them out and use them as much as I can." The way I am wired, I would not own any of these vehicles unless they are a good investment (appreciating asset).

He's a busy guy with a family and a real estate machine that turned out nearly \$180 million in sales last year, so he can't just drive fast cars all the time as much as he'd like to. "One of



my big goals is a 40-hour work week, right? I don't want to work more," Bryan says. "I spend a lot of time with my family and friends, and this is by far the most important thing to me. I want to be present each day and I plan ahead of time to be there in the evenings and on the weekends. I want to help my amazing wife of 13 years with these crazy kids and the long list of activities and make sure and create a one-on-one date night with my bride. And, you know, have a lot of fun with that. I am an 'adventurer,' so one thing that I have incorporated is every week, we do a new adventure. We have an adventure jar that we get to draw from. We pull an adventure and some of them are crazy. It's like, you know, a trip down to our place in Belize or go to Ocean Prime this week or go karting



Photo by
Jesse Salter

or do this or pottery or a cooking class. That's something we look forward to every week. We make sure it does get done."

His "why" has changed from the hungry kid who wanted a Lambo and started hustling door to door during a recession to see if anyone wanted



to sell their house. The cars are cool, but it's those adventures that count, as well as making a difference in the lives of those around him. "The 'why' right now is to really help each specific team member achieve their goal and build a business that is referral based and the highest level of professionalism and customer service.

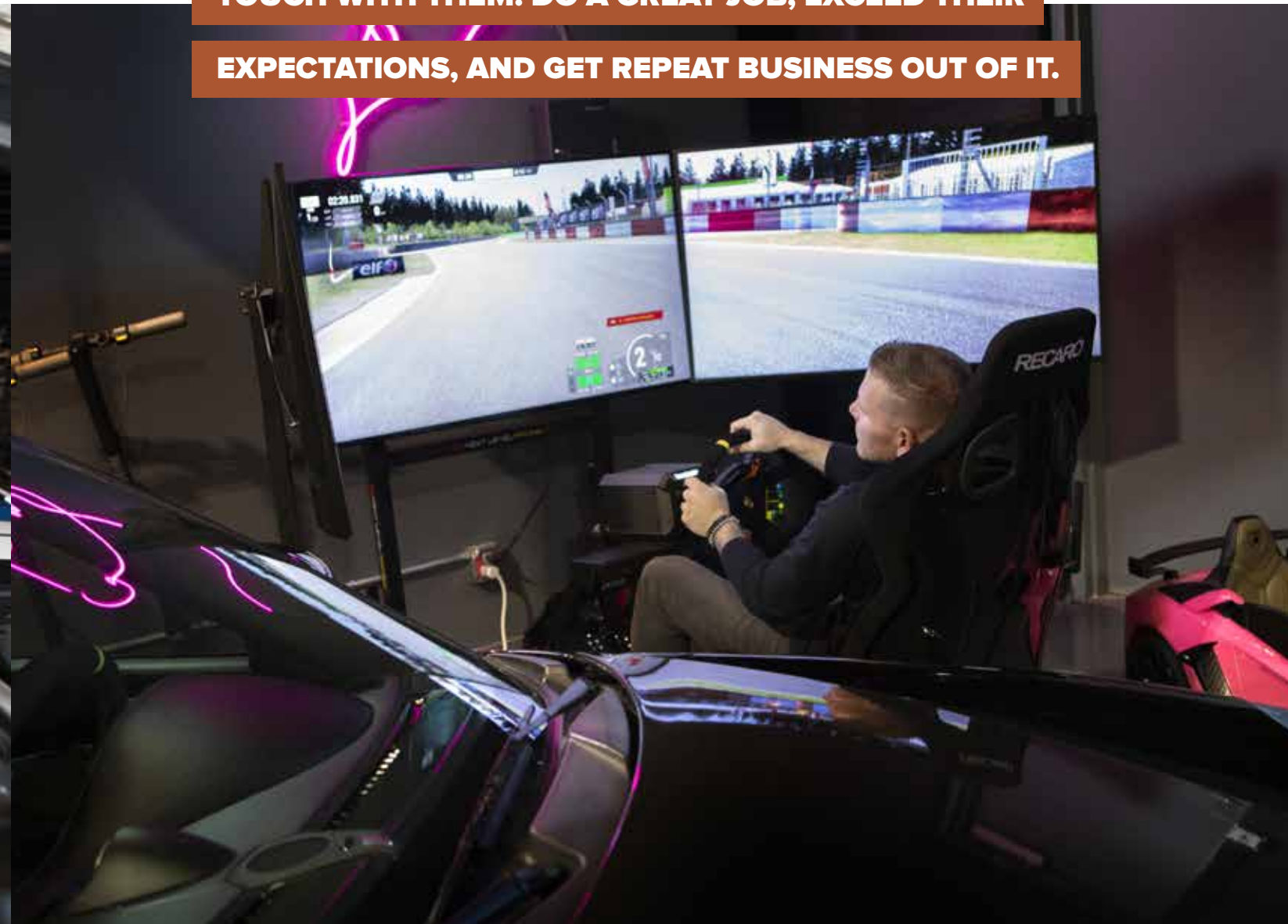
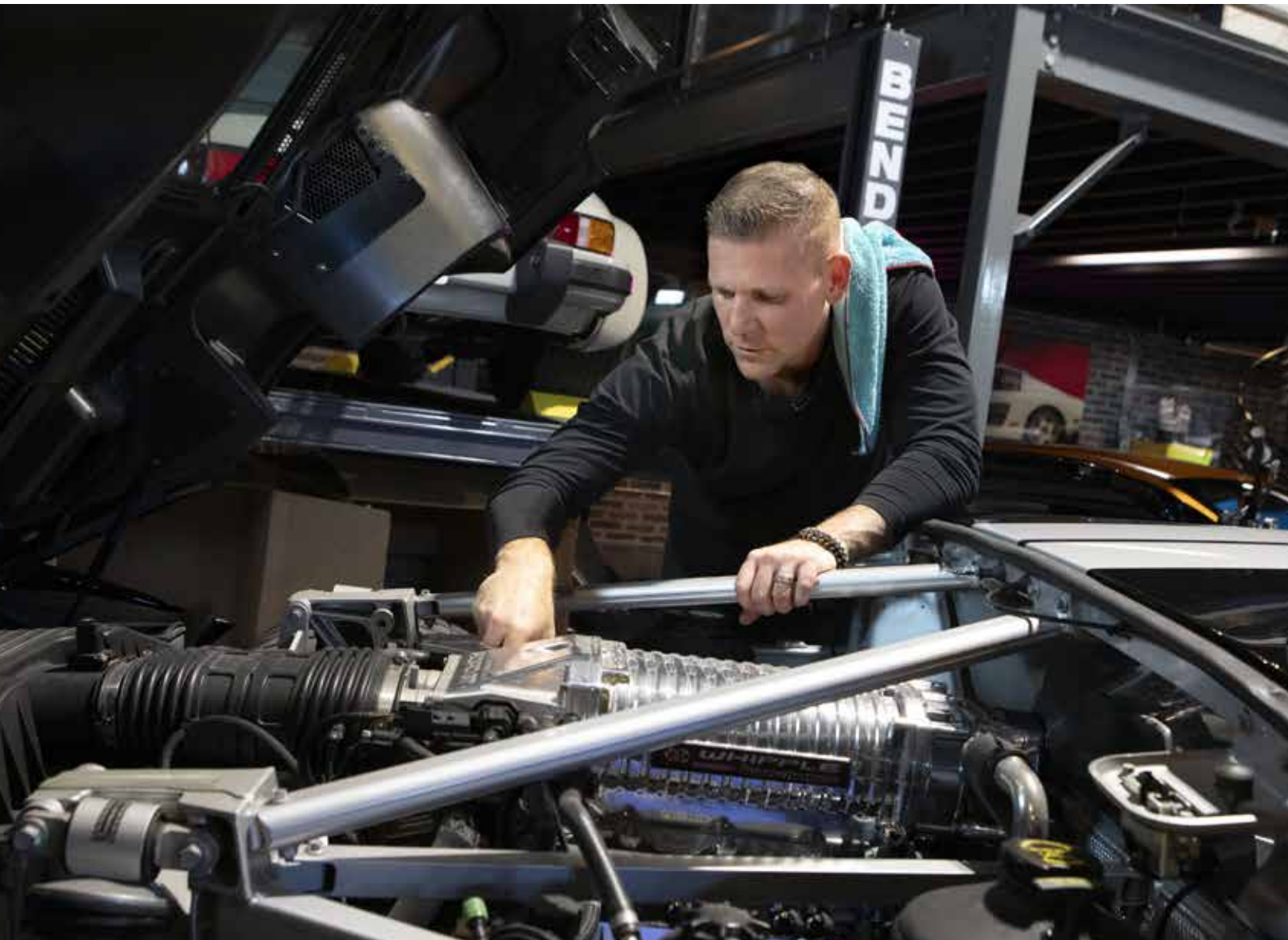
And it's that "people" mindset that has brought success his way in the rest place, he says. "Service— service the client and then stay in close touch with them. Do a great job, exceed their expectations, and get repeat business out of it." It really is that simple. Not easy, but simple.



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▶▶ partner spotlight

Security 1st Title is dedicated to standing with those who share their business ethos of prioritizing the homebuyer's experience at closing. "Closing on a home is both one of the most exciting and stressful things someone ever does," Moyer says. "My team and I look for partners that we know will deliver because on closing day, homebuyers are getting the keys to their new home - no one wants anything to go wrong. We, as a title company, are dependent

upon the lender, the real estate agent, and so many others to do their job. Occasionally, there are hiccups, and how these hiccups are fixed matter. When all parties understand the importance of the transaction to the new homeowner... that makes all the difference in the world."

This customer-first dedication is helping guide the company through its current phase of growth



Security 1st Title

Putting Customers First & Operating with Small-Town Values

By Joseph Cottle • Photos by The Perfect Spot for You LLC

It's easy to read about fast-paced start-ups in business news and get the impression that "fast" equals "success." Venture capitalists and guerilla tech entrepreneurs are the rock stars of the business world right now, filling up the pages of *Wired*, *Forbes*, and *The Wall Street Journal*, but the truth is that middle-America is mostly disconnected from the fast money at the high-rise offices and sci-fi campuses of Wall Street and Silicon Valley. Security 1st Title understands the long, slow game of winning, serving, and keeping customers.

"We're a company that's been around for 80 years," says Steve Moyer, Business Development Executive for Security 1st, "[with] a very strong presence through the state of Kansas, but they came into Kansas City in 2018. Now, we're at 14 locations in the KC metro."

Moyer is effusive about how Security 1st Title conducts and grows business. "We see constant

growth, and we do that through relationships. I remember talking with someone who was thinking about getting into the real estate industry and buying a real estate company. I explained that it's never just a widget deal. We're not selling products. We have relationships, and it's service and experience driven, which means how you conduct yourself will determine whether that relationship moves forward."



“ WE’RE CONSTANTLY LOOKING FOR WAYS TO IMPROVE. ”

and expansion. At every level of Security 1st Title, they are finding ways to implement the best of both worlds for customers - the services and conveniences of an industry leader, while still maintaining that small-town feeling. One of the tactics the organization relies on to retain that family-owned feel is by collaboratively communicating at every level of the organization, fostering an environment where everyone prioritizes that final moment of the buyer signing papers and getting their keys. Moyer remarks, “I think it’s reflective of our ownership. They don’t want to be just another large corporate entity. But in size and numbers, we certainly are. We have all the components of a large company. Even still, we never lose sight of the fact that it started with relationships and that’s what keeps us going. Our legacy of building and maintaining strong relationships in our communities, while delivering each and every time.”

Another crucial piece are the digital tools available through Security1st.com and Security1stAgent (their mobile app). Between their website and app, customers have the ability to make earnest deposits online, calculate net proceeds, and quickly communicate with their Realtor® and Security 1st - from anywhere, anytime. “We’re constantly looking for ways to improve,” Moyer states. “We recently moved to a new software program behind the scenes that is more efficient. We’re able to get the job done quicker. Like any company, if you’re going to thrive, you’ve got to consistently and continuously innovate. Technology is a huge part of our life and figuring out which technology is the best and what’s going to provide the most benefit for your employees, your first customer, and then your ultimate customer is critical.”



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▶▶ making a difference

HEATHER BAUER

PAYING IT FORWARD— *For People and Pets*

Photos by The Perfect Spot for You LLC

Heather Bauer has a passion that burns just as bright as the Florida sun where her real estate career first took off in 2004. With over 21 years of experience and a Bachelor of Fine Arts from Central Missouri State University, Heather has carved out a stellar reputation in the competitive real estate world. But what truly sets her apart is not just the numbers, it's her dedication to helping others, both humans and animals alike.

Born in Miller, South Dakota, and raised in Southwest Missouri, Heather's journey into real estate wasn't a roundabout one—it was always where she was meant to be. "I moved to Florida right out of college," she says, "and had friends that were already in real estate. It didn't take long for me to realize this was where I belonged."

After receiving her real estate license in Florida in 2004, Heather dove headfirst into the industry. "I



worked on teams down there, assisting several real estate moguls who were incredibly successful. They taught me the ropes, and I learned so much from watching them," she recalls with gratitude. This early mentorship played a pivotal role in shaping her career.

After cutting her teeth in the Sunshine State, she eventually transitioned back to the Midwest, earning licenses in both Missouri and Kansas. Despite geographical changes, one thing remained constant—Heather's love for the business. "I've never wanted to do anything else since I started being a

REALTOR®," she says with unwavering certainty.

A PASSION FOR FIRST-TIME HOMEBUYERS

Ask Heather what gets her out of bed every day, and her answer is simple: helping people achieve the dream of homeownership. "I really enjoy working with first-time homebuyers," she shares. "Helping people with their dreams of owning their first homes is incredibly rewarding. It's such a milestone for them, and I love being part of that process." For Heather, the thrill of helping clients achieve their goals goes beyond the closing table. She's passionate

about making real connections with the people she works with. "I genuinely care about the people I'm helping," she says. "It's not just about the transaction. It's about the person and their journey. I'm a firm believer in paying it forward—the more I give out, the more I receive in return."

A HEART FOR RESCUE

While Heather's expertise in real estate is impressive, her commitment to animal rescue is equally inspiring. "I'm heavily involved in animal rescue here in Kansas City," she says, her face lighting up as she talks about her four-legged





passions. “I donate a portion of my proceeds to whichever rescue, shelter, or charity organization the buyer or seller wishes. I do this with every sale.”

Her involvement doesn’t stop with monetary donations. Heather’s weekly routine includes walking dogs, picking up donations, and helping with cat habitats at Kansas City Pet Project (KCPP). “I’ve fostered with several different organizations for over 17 years,” she adds. “Rescue is a big part of my life—it’s something I’m deeply passionate about.”

“

**RESCUE IS
A BIG PART OF
MY LIFE—**
*it’s something
I’m deeply
passionate about.*

”

Heather’s love for animals is a cornerstone of her life outside of real estate. In fact, she says, “Adopt, don’t shop” is more than just a mantra—it’s a way of life for her. “Fostering saves lives,” she states emphatically. “Karma is everything, and when you do good, you receive good back.” Heather has fostered big dogs for over 18 years and has three of her own. “All were on euthanasia lists. I take the harder to adopt dogs that require much more patience, time, and skill.”

CHALLENGES AND TRIUMPHS

When asked about the challenges she’s faced, Heather doesn’t sugar-coat the difficulties of the real estate industry. “Like any career, it hasn’t always been easy,” she says. “There have been ups and downs, but I’ve learned that perseverance is key. My mother has always been my role model. Her strength, smarts, and ability to push through any challenge have been a guiding light for me.”

This perseverance has certainly paid off. Over the years, Heather has garnered numerous accolades, including Platinum-level awards and Elite Level recognition. But to her, the awards are just icing on the cake. The real reward, she says, is knowing that she’s making a difference in people’s lives.

PAYING IT FORWARD

If there’s one thing Heather wants people to remember about her, it’s her commitment to leaving a positive impact—whether that’s by helping a first-time buyer secure a home or finding a rescue pet a forever family. “I want to be remembered for being a good person who made an impact on someone’s life, as well as animals’ lives,” she says humbly.

Her advice for those coming up in the industry? “Karma is everything,”



she says with a smile. “When you do good, you receive good back. Just keep that in mind, and everything will fall into place.”

LOOKING AHEAD

As Heather looks to the future, she’s excited about continuing her journey in real estate. “I’ve never wanted to do anything else since I became a REALTOR®,” she reiterates. “Real estate will always be a part of my life because I love what I do.”

Success, for Heather, isn’t defined by sales numbers or awards. It’s about doing the best you can, day in and day out. “Being the best you can be—that’s what success is all about,” she says.

For Heather Bauer, life is about more than just selling homes. It’s about making a lasting difference, one family—and one furry friend—at a time.

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Landen Hawk, Global Real Estate Advisor



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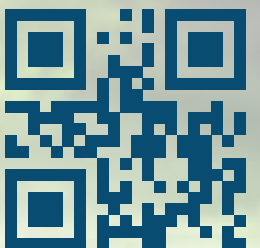
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Teams and Individuals Closed from Jan. 1, 2024 - Oct. 31, 2024

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	Reecenichols - Lees Summit
2	Koehler Bortnick	Team	Reecenichols - Country Club Plaza
3	Eric Craig	Team	Keller Williams Kc North
4	Bryan	Huff	Keller Williams Realty Partner
5	Spradling	Group	Exp Realty LLC
6	Dan	Lynch	Lynch Real Estate
7	Kristin	Malfer	Compass Realty Group
8	Thrive Real Estate K	Team	KW Kansas City Metro
9	Dani Beyer	Team	Keller Williams Kc North
10	Ray Homes Kc	Team	Compass Realty Group
11	Brooke	Miller	Reecenichols - Country Club Plaza
12	The Collective	Team	Compass Realty Group
13	Marti	Prieb Lilja	Keller Williams Realty Partner
14	Hern	Group	Keller Williams Platinum Prtnr
15	Cjco	Team	Reecenichols - Leawood
16	Ask Cathy	Team	Keller Williams Platinum Prtnr
17	BG	& Associates	KW Kansas City Metro

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Teams and Individuals Closed from Jan. 1, 2024 - Oct. 31, 2024

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Blake Nelson	Team	KW Kansas City Metro
19	Richey Real Estate	Group	Reecenichols - Lees Summit
20	John	Barth	RE/MAX Innovations
21	Shannon	Brimacombe	Compass Realty Group
22	Benjamin	Lytle	Opendoor Brokerage LLC
23	Wardell	& Holmes	Wardell & Holmes Real Estate
24	Andrew	Bash	Element Sotheby'S International Realty
25	Michelle	Lutz	Lutz Sales + Investments
26	Hannah	Shireman	West Village Realty
27	Tamra	Trickey	Reecenichols - Leawood
28	LUX	Home Group	KW Kansas City Metro
29	Hendrix	Group	Real Broker, LLC
30	Loughlin & Associate	Team	Keller Williams Kc North
31	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
32	Moore Homes	Team	Compass Realty Group
33	Dan	O Dell	Real Broker, LLC
34	Austin	Home Team	KW Kansas City Metro
35	The Small	Team	Reecenichols-Kcn
36	Ken Hoover	Group	Keller Williams Kc North
37	Jeremy	Applebaum	Real Broker, LLC
38	Malina	Group	Keller Williams Realty Partner
39	Reesemontgomery	Team	Aristocrat Realty
40	Brent	Sledd	Weichert, Realtors Welch & Com
41	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
42	Katherine	Lee	Element Sotheby'S International Realty
43	Lauren	Anderson	Reecenichols -The Village
44	Taylor Made	Team	KW Kansas City Metro
45	Brooke	Marsalla	Reecenichols - Lees Summit
46	Hcr	Team	RE/MAX Heritage
47	Locate	Team	Compass Realty Group
48	Patty	Simpson	Crown Realty
49	Danny Howell	Team	Exp Realty LLC
50	Jenny	Burkhead	Keller Williams Kc North

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Rachelle	Moley	Weichert, Realtors Welch & Com
52	Lynne	Matile	Reecenichols - Overland Park
53	Yfa	Team	Your Future Address, LLC
54	Aravind	Pentapati	Platinum Realty LLC
55	Lindsay	Sierens Schulze	Reecenichols - Leawood
56	Explore Home	Group	Keller Williams Kc North
57	Rothermel	Group	Keller Williams Kc North
58	Jeff	Tanner	Platinum Realty LLC
59	Joe	Woods	John Moffitt & Associates
60	Audrah	Team	Real Broker, LLC
61	John	Kroeker	Weichert, Realtors Welch & Com
62	Miles	Rost	Keller Williams Realty Partner
63	Crossroads Re	Group	KW Diamond Partners
64	Jeff	Curry	Weichert, Realtors Welch & Com
65	Vince	Walk	RE/MAX Realty Suburban Inc
66	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
67	Shaun Ashley	Team	RE/MAX Heritage

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#	FIRST NAME	LAST NAME	OFFICE NAME
68	Krishna	Chinnam	Keller Williams Realty Partner
69	George	Medina	Reecenichols - Country Club Plaza
70	Kim	Brown	Lynch Real Estate
71	Jonas	Barrish	Compass Realty Group
72	Missy	Barron	Reecenichols - Lees Summit
73	Spencer	Lindahl	Main Street Renewal, LLC
74	Lonnie	Branson	Keller Williams Southland
75	Sharp Homes	Team	Epoque Realty
76	Nelson	Group	Keller Williams Kc North
77	Stroud & Associates	Team	Real Broker, LLC
78	Sherry	Westhues	Reecenichols - Eastland
79	Rebekah	Schaaf	Reecenichols - Overland Park
80	Steve	Ashner	Reecenichols Wilshire
81	Andy	Blake	Real Broker, LLC
82	Amy	Arndorfer	Premium Realty Group LLC
83	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
84	Aaron	Donner	Keller Williams Realty Partner
85	Kaleena	Schumacher	Keller Williams Realty Partner
86	David	Van Noy Jr.	Van Noy Real Estate
87	Stacy	Porto	Reecenichols -The Village
88	Sally	Moore	Keller Williams Platinum Prtnr
89	Lauren	Engle	Platinum Realty LLC
90	Therese	Hinds	Reecenichols - Town Center
91	Jessica	Smotherman	RE/MAX Elite, Realtors
92	Susan	Fate	Reecenichols -The Village
93	Bill	Gerue	Weichert, Realtors Welch & Com
94	Susan	Renschler	Keller Williams Kc North
95	Lindsey	Pryor	Compass Realty Group
96	Lisa Ruben	Team	Reecenichols - Country Club Plaza
97	Lisa	Rater	Weichert, Realtors Welch & Com
98	Alex	Owens	Compass Realty Group
99	Suzy	Goldstein	Bhg Kansas City Homes
100	D & M	Team	Weichert, Realtors Welch & Com

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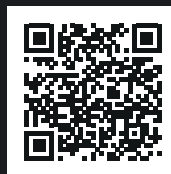
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#	FIRST NAME	LAST NAME	OFFICE NAME
101	Molly	Hipfl	Reecenichols - Lees Summit
102	Sundance	Team	Rodrock & Associates Realtors
103	Sarah	Page	KW Kansas City Metro
104	Mary Beth	Schwartz	KW Kansas City Metro
105	Dan	Quinn	Quinn Real Estate Co
106	Jeff	Yacos	Real Broker, LLC
107	Majid	Ghavami	Reecenichols - Town Center
108	Kelli	Becks	Keller Williams Realty Partner
109	Quinn	Whimley	Reilly Real Estate LLC
110	Linda L	Martin	Reecenichols - Leawood South
111	Jason	Rains	RE/MAX Elite, Realtors
112	Brenda	Shores	RE/MAX Heritage
113	Ashley	Kendrick	Chartwell Realty LLC
114	Kelly	Heaven	KW Kansas City Metro
115	Sherri	Hines	Weichert, Realtors Welch & Com
116	Hilary	Baldwin	Platinum Realty LLC
117	Katee	Porter	RE/MAX Advantage

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Teams and Individuals Closed from Jan. 1, 2024 - Oct. 31, 2024

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Tony	Long	Real Broker, LLC
119	Christine	Lies	Reecenichols-Kcn
120	Madison	Moss	RE/MAX Innovations
121	Simmonsales	Team	RE/MAX Area Real Estate
122	Sarah	Harnett	West Village Realty
123	Kc Homes365	Team	Keller Williams Realty Partner
124	Danielle	Sapienza	Reecenichols - Town Center
125	Chris	Rowe	Cedar Creek Realty LLC
126	Sherri	Cole	Reecenichols-Kcn
127	Crystal	Metcalfe	United Real Estate Kansas City
128	Brenda	Youness	Weichert, Realtors Welch & Com
129	Tami	Lewis	Chartwell Realty LLC
130	Cami	Jones	Reecenichols - Leawood
131	Vicki	Smith	RE/MAX Innovations
132	Mikki	Armstrong	Reecenichols - Lees Summit
133	Andrea	Sullivan	Rodrock & Associates Realtors
134	Bill	Allen	Bhg Kansas City Homes
135	Dottie	Bradley	Platinum Realty LLC
136	Kitt	Halterman	KW Kansas City Metro
137	Bailey	Lyons	Lyons Realty Group
138	Peggy	Holmes	Reecenichols - Eastland
139	Terry Madden	Myers	Reecenichols -The Village
140	Lisa	Larson	Realty Executives
141	Betsy	O Brien	Compass Realty Group
142	Brandon	McGinnis	Clinch Realty LLC
143	Ivy Home	Group	KW Kansas City Metro
144	Sal	Termini	Platinum Realty LLC
145	Denise	Sanker	Reecenichols - Lees Summit
146	Jo	Chavez	Redfin Corporation
147	Kathryn	Thomas	Reecenichols - Leawood
148	Just Say Home	Kc Team	Keller Williams Platinum Prtnr
149	Doser	Group	Lpt Realty LLC
150	Laurie	Barnds	Reecenichols -The Village

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Tradition	Home Group	Compass Realty Group
152	Michael	Yeates	The Real Estate Store LLC
153	John	Simone	Reecenichols-Kcn
154	Candi	Sweeney	Reecenichols - Parkville
155	Peter	Colpitts	Reecenichols - Leawood South
156	Georgiane	Hayhow	Seek Real Estate
157	Murray	Davis	Bhg Kansas City Homes
158	Manley Home	Team	RE/MAX Area Real Estate
159	Breeze	Team	Exp Realty LLC
160	Ewn	Group	Real Broker, LLC-Mo
161	Christine	Dunn	Keller Williams Realty Partner
162	Janie	Snider	Keller Williams Realty Partner
163	Mikki	Sander	Redfin Corporation
164	Whitney	Stadler	Compass Realty Group
165	Annie	Kennedy	Realty Executives
166	Rita	Dickey	Reecenichols - Overland Park
167	Concierge Real Estat	Group	Worth Clark Realty

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#	FIRST NAME	LAST NAME	OFFICE NAME
168	Aaron	Olla	Real Broker, LLC
169	Veronica	Jaster	Reecenichols - Country Club Plaza
170	Debbie	Sinclair	Prime Development Land Co LLC
171	Tami	Froehlich	Reecenichols - Lees Summit
172	Sherry	Timbrook	Bhg Kansas City Homes
173	Eva	Norton	Real Broker, LLC
174	Scott	Swaggart	Keller Williams Southland
175	Melissa	Irish	Reecenichols -Johnson County West
176	Bill	Hightower	Reecenichols Excelsior Spgs
177	Jennifer	Edlin	Keller Williams Kc North
178	Matthew	Webb	Keller Williams Realty Partner
179	Janelle	Williams	Reecenichols - Overland Park
180	Rachel	Kilmer	Reecenichols - Lees Summit
181	Steven	Roberts	RE/MAX Elite, Realtors
182	Derek	Payne	Midwest Land Group
183	Michelle	Cook	Keller Williams Kc North
184	Heather	Philip	Reecenichols-Kcn
185	Teresa	Acklin	Prime Development Land Co LLC
186	Todd	Burroughs	Crown Realty
187	Shelia	Hampton	Reecenichols - Granada
188	Tim	Seibold	Coldwell Banker Regan Realtors
189	Teresa	Hayes	Twaddle Realty, Inc.
190	David	Barraza	Real Broker, LLC
191	Sharon G.	Aubuchon	RE/MAX Premier Realty
192	Brian	Pine	Heck Land Company
193	Mike	O Dell	Real Broker, LLC
194	Stephanie	Bulcock	Compass Realty Group
195	Jennifer	Barth	RE/MAX Auction House, LLC.
196	Cory	Ward	Compass Realty Group
197	Sandy	Herrick	Reecenichols - Overland Park
198	Aly	Plunkett	Reecenichols -Johnson County West
199	Monogram Real Estate	Team	Reecenichols - Leawood
200	The Fisher Hiles	Team	Reecenichols - Country Club Plaza

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