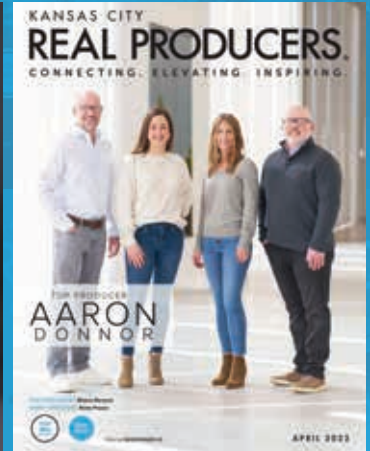


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NEW YEAR! HAPPY

Bursting with hope and anticipation, the transition from the old to the new is marked by a symphony of fireworks, laughter, and heartfelt wishes. It's a time when resolutions bloom like flowers, and dreams are set free to soar into the vast canvas of the future. Friends and families come together, raising their glasses to toast to the possibilities that lie ahead. The air is thick with optimism, and the streets are adorned with the dazzling glow of lights, reflecting the collective desire for a brighter and happier tomorrow. Happy New Year is more than just a date on the calendar; it's a universal celebration of resilience, renewal, and the boundless potential for positive change that resides within each passing moment.

I always love looking back on all the sensational Top Producers, Rising Stars, featured agents, brokerages, and sponsors featured in the pages of our magazine in the previous year.

We truly appreciate the Kansas City-area brokerages and principal brokers that opened their doors to us and shared their history, knowledge, technology, and business foundations with our readers. To our Rising Stars of 2023 that exemplify the spirit of ambition of the industry, we wish you the best in 2024! And to our wonderful partners, we are so grateful for your professionalism, quality craftsmanship, and unwavering support of the Kansas-area real estate community, as well as *Kansas City Real Producers* magazine.

As we usher in 2024, let us embolden the spirit of togetherness that embodied 2023 and embrace this supportive and resilient real estate community.



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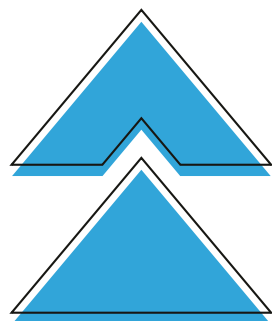
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▶▶ 2023 recap

Top Producers

IN

2023



MISSY BARRON

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



AARON DONNER

"One of the most rewarding parts about real estate is meeting so many different people from all walks of life. I've made friendships that I would have never had the opportunity to make had it not been for real estate and stepping outside my bubble. I've prayed with people going through difficult times, celebrated exciting times, and shed a tear after some hard goodbyes. I wouldn't change that aspect of this job for anything. None of the possessions, rankings, or material things matter in the end. Being surrounded by people I love dearly is what matters," said Aaron.



RED DOOR GROUP

At The Red Door Group, Donna and Teresa guide their clients through every step of the home buying and selling process. Their primary objective is to ensure that each individual feels fully informed and comfortable, armed with a comprehensive understanding of their options. By placing their clients' needs at the forefront, they embody a selfless approach that transcends personal accolades and recognizes the significance of creating an experience that fosters genuine relationships.



ANDY & TONY

We couldn't be prouder of the group we've assembled of big teams and producers, including 8 who are featured on the Top Residential Real-Estate Agents from the KC Business Journal. We're in a new era of real estate, and it's a joy to come to work every day and see our agents do well and be happy," said Andy.

PORTFOLIO GROUP

A portfolio is a collection of assets a company uses to reach its vision, and The Portfolio Real Estate Group is a living definition. Launched in 2022, this supergroup of top producers is changing the way REALTORS® define a team. Like a law firm, The Portfolio is run by equal partners. The team has over 75 years of combined experience and works together on transactions while ensuring their clients get the most exposure as possible.



SHANAN GROUP



The Shanan Group, a living embodiment of dedication and innovation, continues to redefine the contours of success in the realm of real estate. With each sale, each investment, and each mentoring call, Shanan Steere and Eddy Morales etch their legacy deeper into the annals of this dynamic industry. Their story is one of triumph over challenges, of family values woven seamlessly into business strategies, and of a partnership that exemplifies the adage "two heads are better than one."



THRIVE REAL ESTATE

“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,” Sam explained. 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.”



RICHEY REAL ESTATE

“We have created a team centered on wanting to help others and wanting to make a difference in the community,” Kristena Richey described. “It’s about being able to love on people. In this job, you have to have empathy and be kind and I feel every agent on our team reflects that. They want to help people and that’s something to be proud of.”



AMY BIEBER

“I’ve found that providing the very best service is essentially about putting my clients first,” Amy described. “This means keeping myself accessible, being a great listener as well as communicator, and responding quickly to my clients’ needs. This client-first philosophy has always been my approach and it requires me to continually improve my skills and ways of doing business.”

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▶▶ 2023 recap
Rising Up
 IN
2023



LANDEN HAWK

While success in real estate often revolves around transactions, Landen's approach differs significantly. He places a strong emphasis on organic relationships and growth, prioritizing the experience his clients receive over mere numbers. By prioritizing exceptional experiences for his clients, success has naturally followed. Landen's business is rooted in authenticity and a passion for helping clients navigate the real estate landscape with confidence and satisfaction.



MAGGIE FOSTER

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.



MAX COOKSON

"Everyone is different," Max says. "Some clients only want the facts. Others enjoy discussing ethereal aspects of a home, like lighting and warmth. The key to selling real estate is discovering your client's needs, solving their pain points, and communicating information on their terms. I'm always excited to help others discover Kansas City, and being able to help them find the perfect home is so cool."



AMANDA CASH

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.

MIKEY FLETCHER

"The clients have by far been the most rewarding part of my business," Mikey described. "Each of the 23 families I was able to assist last year has a special story and what that house meant to them. To be a small part of that story makes my heart so happy. I love that I have skills and knowledge that can ease stress in a stressful situation. Purchasing a home should be a joyous experience. I do everything I can to make it as fun and positive as possible."



NICK GADWOOD

"The most rewarding part of my business is helping clients and building long-lasting relationships," Nick said. "It has been very rewarding to see clients that trusted me with helping them purchase a home when I was first starting out to now have them reach back out a couple of years later to list their home. I want to be remembered as the guy who was a friend to everyone he crossed paths with."

2023
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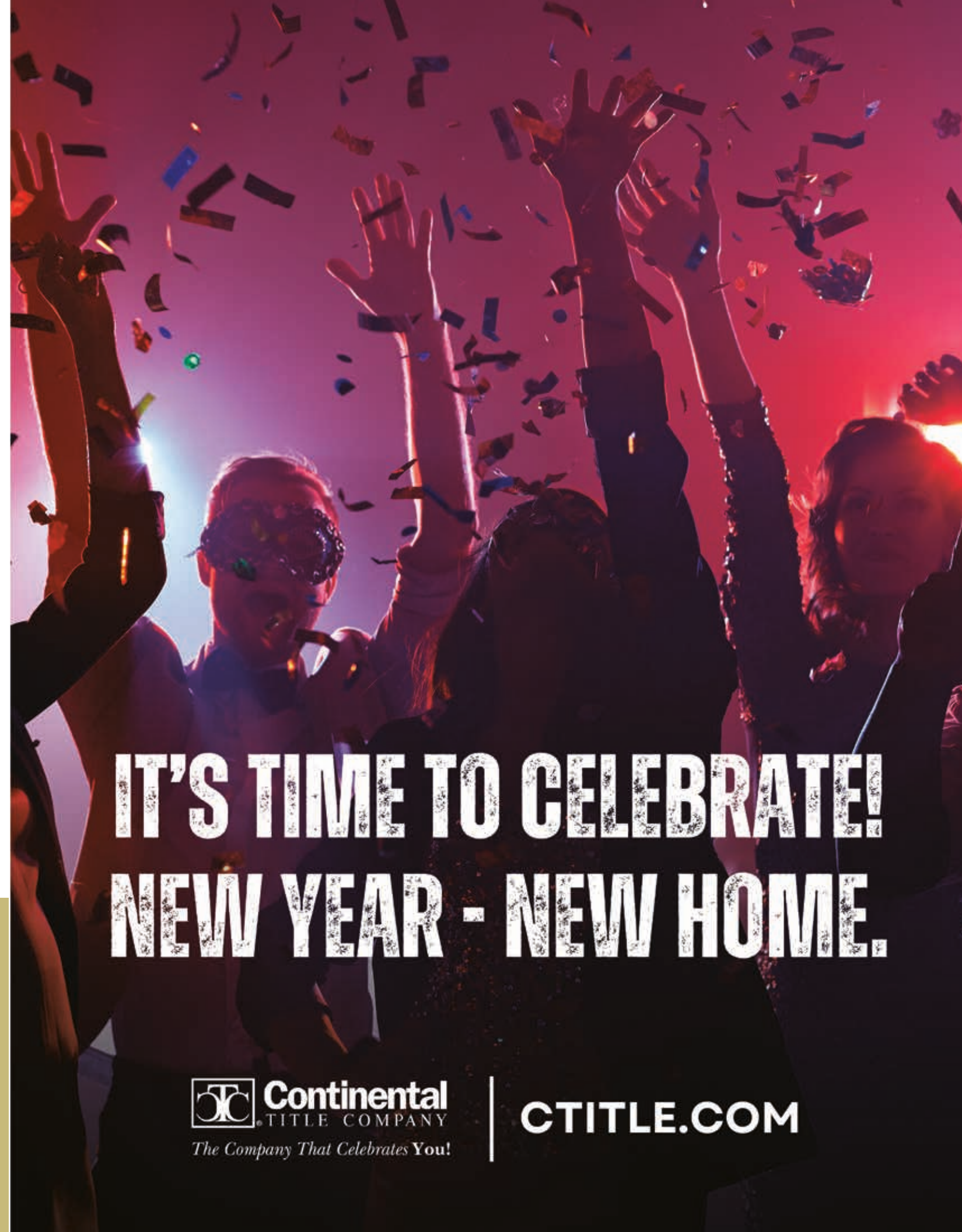
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FIND THE NAMES OF THESE FEATURES FROM 2023!

Missy Barron
Nick Gadwood

Amanda Cash
Mikey Fletcher

Maggie Foster
Shane Stevens



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IN 2023



DANIEL SIMANOVSKY WITH AGENCY INSURANCE
PARTNER SPOTLIGHT

“We want to be there for our (real estate agents) with proper coverage for their clients that’s meant to reflect back to the (agent),” Daniel said. “We want to make you look good to the clients.”



A.B. MAY
PARTNER SPOTLIGHT

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. “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.”



ASHMIR MEHANDI
REALTOR® TO WATCH

“In real estate, every day is an adventure. I look forward to meeting new people, hearing their stories and getting the opportunity to be a part of their journey. Not a day has gone by that I haven’t learned more in this field. There are so many learning moments to capture and one of the biggest takeaways I’ve picked up has been to be the best advisor, letting your clients trust you, and to always guide them towards their best interest,” said Ashmir.

BIG BOB’S FLOORING
PARTNER SPOTLIGHT

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.



ALL THE WORLD’S A STAGE
PARTNER SPOTLIGHT

“The transformation of a living space from ordinary to extraordinary is my definition of success,” Kelly shared. “I love seeing homeowners’ and agents’ reactions when I stage a house. I love finding out how many offers they got and how much over the listing price they received. I also love being hired afterwards to go to their new home to show them how to place their furniture and offer design ideas and inspiration. By helping homeowners make their home more beautiful and purposeful, I can improve their quality of life and add more joy.”



JIM GRIFFITHS WITH ACADEMY BANK
PARTNER SPOTLIGHT

“Both mortgage lending and moving railroad freight are all about process and efficiency,” Jim said. “Making sure there is a successful outcome means understanding the process inside and out. I have to know exactly what is needed, at each step in the process, in order to make sure every part of the system is going to work smoothly. The work ethic and attention to detail that I developed while moving freight on the railroad is something that I bring to every single loan file that I put together.”



SPIESS CUSTOM HOMES
PARTNER SPOTLIGHT

“I understand that building a fully custom home means creating a wholly personal space while minimizing the need to compromise,” company owner DeWayne Spiess shared. “The crews I work with have been with me for a long time, so we have developed that level of trust that comes from such a long-standing relationship. To ensure everything is completed to the client’s satisfaction, I am also on the job sites daily.”



KEVIN STRAHM WITH FIRST BANK
PARTNER SPOTLIGHT

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



NL WILSON
PARTNER SPOTLIGHT

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. 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.



NATALIE PIERRON
FEATURED AGENT

“I love finding little pockets all around the city that I didn’t even know existed—from a three-story bungalow to a speakeasy in the basement of a home,” Natalie described. “Finding gems like that feels like you’ve entered a storybook. I love that there’s a completely different energy in each neighborhood and I love getting to represent Kansas City’s market and all of its unique areas.”



MIGHTY DOG ROOFING
PARTNER SPOTLIGHT

Whether for a repair or a full replacement, Wyatt’s roofing crews have been hand-selected for their integrity, cleanliness, and craftsmanship. Committed to being roofing contractors that real estate professionals can trust, Wyatt and his team serve as dependable partners to fix any roofing problems that may arise prior to closing. With quick turnaround times and transparent guidance, Mighty Dog Roofing strives to exceed customer expectations with each roofing project, every time.



SHANE STEVENS
FEATURED AGENT

“I was motivated to join real estate because of the opportunity to help people accomplish the biggest investment of their lives,” Shane described. “I’ve had the opportunity to reconnect with people I’ve met throughout my life and help them accomplish big goals. To me, it’s about giving my clients the best possible experience and making sure they’re taking care of.”



HANNAH MURRELL
FEATURED AGENT

“What is most rewarding for me is being there for my clients,” Hannah explained. “Whether it’s helping them buy their first house or their family home, seeing pictures of them getting married or having a baby and then being able to make those care calls. I say it’s like watching my kids grow up. That’s the best part about it—being on the sidelines of their life and being their cheerleader. I truly love this business because of the clients I have grown connections with and can’t wait to continue making memories with them for life.”



SHELLEY STATON
FEATURED AGENT

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.”



ANNE FRASER
AGENT SPOTLIGHT

Like time with any good educator, spending time with The Fraser Team brokered by eXp Realty will leave you wiser. Their team approach is based on educating and consulting their clients through the home-buying or home-selling process. This has proven to be a huge factor in their success. “If we put people first, increase their knowledge and do the right thing, it will pay dividends for our clients and our team,” Anne said.



RYAN PLATTNER WITH FAIRWAY MORTGAGE
PARTNER SPOTLIGHT

“REALTORS® have been a top focus of my business since I entered the industry in 1999,” Ryan explained. “I realized early on that they are key to referrals for buyers. We work as partners to provide a smooth, amazing experience for the buyers, so they refer both of us to their friends and family while also using us again for future purchases.”



DAVID VAN NOY
BROKER SPOTLIGHT

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



LOLA BLOCK & KELLY WEYER
FEATURED TEAM

From the start of their partnership, Lola and Kelly’s versatility has been among the key aspects that have made them exceptional in their field. They understand the ever-changing real estate market and constantly strive to stay ahead by harnessing their creativity in meeting the needs of both buyers and sellers. While Kelly’s expertise lies in land and acreage, Lola excels in guiding clients through new build and construction projects. With their complementary skills, the pair have positioned themselves to take advantage of the industry’s evolving opportunities. “We’re not agents that have a niche—we can truly service any real estate need,” Lola explained. “Our partnership allows for expertise that is one step beyond basic residential sales. We’ve made sure to expand our knowledge and offerings so we can pretty much cover everything that clients may need.”



HOME WARRANTY INC.
PARTNER SPOTLIGHT

In a tough seller’s market, the team is working to set Home Warranty Inc. as a company that agents can trust. In the past, the seller would oftentimes be the one to offer the warranty, Mark explained. The market hasn’t pushed that recently but the goal is for their product to be top-of-mind when needed. “Our main priority is open lines of communication,” Matthew stated. Also, their company offers 14-month warranties (vs. industry standard of 12); the call center is in the Midwest (the company started in Iowa) and homeowners can either choose their own contractors or use a recommended contractor.

TOP 200 STANDINGS

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

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

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TOP 200 STANDINGS

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

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

#	FIRST NAME	LAST NAME	OFFICE NAME
51	George	Medina	Reecenichols Brookside
52	Ellen Murphy	Team	Reecenichols - Leawood
53	Roger	Deines	Reecenichols - Lees Summit
54	Molly	Hipfl	Reecenichols - Lees Summit
55	Malina	Group	Keller Williams Realty Partner
56	Tony	Long	Real Broker, LLC
57	Bill	Gerue	Weichert, Realtors Welch & Com
58	Amy	Arndorfer	Premium Realty Group LLC
59	Steve	Ashner	Reecenichols Wilshire
60	Kim	Brown	Lynch Real Estate
61	Audrah	Team	Keller Williams Kc North
62	Jonas	Barrish	Compass Realty Group
63	Peter	Colpitts	Reecenichols - Leawood South
64	Ashley	Kendrick	Chartwell Realty LLC
65	Brent	Sledd	Weichert, Realtors Welch & Com
66	Lauren	Anderson	Reecenichols -The Village
67	Locate	Team	Compass Realty Group

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Kaleena	Schumacher	Keller Williams Realty Partner
69	The Fisher Hiles	Team	Bhg Kansas City Homes
70	Heather Lyn	Bortnick	Reecenichols - Country Club PI
71	Taylor Made	Team	KW Kansas City Metro
72	Danny Howell	Team	Exp Realty LLC
73	Suzy	Goldstein	Bhg Kansas City Homes
74	Mike	O Dell	Real Broker, LLC
75	Guide	Group	Compass Realty Group
76	Brenda	Youness	Weichert, Realtors Welch & Com
77	Sally	Moore	Keller Williams Platinum Prtnr
78	Patty	Simpson	Crown Realty
79	Karen	Pritchard	Koenig Real Estate Holdings LI
80	Hannah	Shireman	West Village Realty
81	Andy	Blake	Real Broker, LLC
82	Lisa	Rater	Weichert, Realtors Welch & Com
83	Aaron	Donner	Keller Williams Realty Partner
84	Sara	Powell Moody	Weichert, Realtors Welch & Com
85	Explore Home	Group	Keller Williams Kc North
86	The Butler	Group	Keller Williams Realty Partner
87	Sherr	Hines	Weichert, Realtors Welch & Com
88	Just Say Home	Kc Team	Keller Williams Platinum Prtnr
89	Yfa	Team	Your Future Address, LLC
90	Allison	Rank	Reecenichols - Country Club PI
91	Ryan	Hubbard	United Country American Heartl
92	Amy	Maher	Weichert, Realtors Welch & Com
93	Christine	Dunn	Keller Williams Realty Partner
94	Majid	Ghavami	Reecenichols - Town Center
95	Kim	Nofsinger	Keller Williams Realty Partner
96	Shaun	Ashley	RE/MAX Heritage
97	Rebekah	Schaaf	Reecenichols - Leawood South
98	Annie	Kennedy	Realty Executives
99	Mikki	Armstrong	Reecenichols - Lees Summit
100	Lisa Ruben	Team	Reecenichols - Country Club PI

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Landen Hawk, Global Real Estate Advisor

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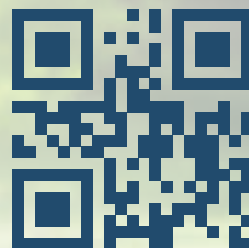
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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Candi	Sweeney	Reecenichols - Parkville
102	Danielle	Sapienza	Reecenichols - College Blvd
103	Joe	Woods	John Moffitt & Associates
104	Angela	Brown	Keller Williams Kc North
105	Whitney	Stadler	Element Sotheby'S Internationa
106	David	Costello	RE/MAX Premier Realty
107	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
108	Cory	Ward	Compass Realty Group
109	Michelle	Lutz	Lutz Sales + Investments
110	Kc Homes365	Team	Keller Williams Realty Partner
111	Jeff	Curry	Weichert, Realtors Welch & Com
112	Concierge	Real Estate Group	Worth Clark Realty
113	Jennifer	Barth	RE/MAX Auction House, LLC.
114	Ramseier	Group	Keller Williams Kc North
115	Will	Wiest	Midwest Land Group
116	Crossroads Re	Group	KW Diamond Partners
117	Chuck	Davis	RE/MAX Professionals

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Dale	Hermreck	Realty Executives
119	Liz	Jaeger	Reecenichols - Leawood
120	Darren	Merlin	Reecenichols - Lees Summit
121	Ripley Assoc	Team	Engel & Volkers Kansas City
122	Mendy	Jarman	Keller Williams Realty Partner
123	Katee	Porter	RE/MAX Advantage
124	Kbt Plaza	Team	Reecenichols - Country Club Pl
125	Denise	Sanker	Reecenichols - Lees Summit
126	Alan	Williams	Bhg Kansas City Homes
127	Gail	Dicus	Reecenichols - Town Center
128	Sharp Homes	Team	Exp Realty LLC
129	The Carter	Group	Keller Williams Platinum Prtnr
130	Vince	Walk	RE/MAX Realty Suburban Inc
131	Monica	Angeles	Jones Heritage, Realtors
132	Mills Farm	Team	Bhg Kansas City Homes
133	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
134	Julie	Gadwood	Nexthome Gadwood Group
135	Debi	Donner	Rodrock & Associates Realtors
136	Todd	Burroughs	Crown Realty
137	Kelli	Chabot	Keller Williams Kc North
138	Michael	Yeates	The Real Estate Store LLC
139	Sarah	Page	KW Kansas City Metro
140	Journey Home	Team	Compass Realty Group
141	Lonnie	Branson	Keller Williams Southland
142	Terry Madden	Myers	Reecenichols Brookside
143	Teresa	Hayes	Twaddle Realty, Inc.
144	Carrie	Hyer	Cedar Creek Realty LLC
145	Melissa	Irish	Reecenichols -Johnson County W
146	Sara	Stucker	Reecenichols-Kcn
147	Michele	Davis	Weichert, Realtors Welch & Com
148	John	Simone	Reecenichols-Kcn
149	Ron	Henderson	Keller Williams Kc North
150	Chris D	Fleming	RE/MAX State Line

#	FIRST NAME	LAST NAME	OFFICE NAME
151	The Fussell	Group	KW Kansas City Metro
152	Sandy	Mccray	Reecenichols - Leawood
153	Ronda	White	Exp Realty LLC
154	Jodie	Brethour	Compass Realty Group
155	Klarissa	Skinner	Keller Williams Realty Partner
156	Alex	Owens	Compass Realty Group
157	Debbie	Sinclair	Prime Development Land Co LLC
158	Susan	Hoskinson	Reecenichols - Overland Park
159	Brooke	Marsalla	Reecenichols - Lees Summit
160	Melissa	Hills	Hills Real Estate
161	Brandon	Mcginnis	Clinch Realty LLC
162	John	Kroeker	Weichert, Realtors Welch & Com
163	Kerrie	Shumate	Midwest Realty & Auction
164	Laurie	Barnds	Reecenichols -The Village
165	Taylor	Akinmoladun	Platinum Realty
166	Kelli	Becks	Keller Williams Realty Partner
167	Jennifer	Rich	Weichert, Realtors Welch & Com

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Linda L	Martin	Reecenichols - Leawood South
169	Jackie	Payne	New Home Star
170	Janell	Simpson	Listwithfreedom.Com Inc
171	Shelli	Seeger	Reilly Real Estate LLC
172	Lisa	Bunnell	Reecenichols - Leawood
173	Lisa	Rees	Reilly Real Estate LLC
174	Shanan	Group	Keller Williams Realty Partner
175	Jeff	Taylor	Reecenichols-Kcn
176	Tami	Lewis	Chartwell Realty LLC
177	Sandra	Kenney	Chartwell Realty LLC
178	Shelly	Balthazor	Reecenichols - College Blvd
179	Dennis	Patterson	Prime Development Land Co LLC
180	C Lorance	Team	Chartwell Realty LLC
181	Hilary	Baldwin	Platinum Realty
182	Stacy Porto	Team	Reecenichols -The Village
183	Amber	Shawhan	Chartwell Realty LLC
184	Kirsten	Mcgannon	Reecenichols - Country Club Pl
185	Jackie	Stahl	KW Diamond Partners
186	Vicki	Smith	RE/MAX Innovations
187	Erin	Dreiling	Reecenichols -The Village
188	Janelle	Williams	Reecenichols - Overland Park
189	Holly	Bond	Keller Williams Realty Partner
190	Jimmie	Rucker	RE/MAX Revolution Liberty
191	Generations	Real Estate Partners	Bhg Kansas City Homes
192	Zach	Horn	Berkshire Hathaway Homeservice
193	Mary Beth	Schwartz	KW Kansas City Metro
194	Danny	Watts	New Home Star
195	Jennifer	Messner	Ashlar Realty, LLC
196	Brenda	Shores	RE/MAX Heritage
197	Becky	Watts	Keller Williams Realty Partner
198	Eva	Norton	Real Broker, LLC
199	Kelly	Heaven	KW Kansas City Metro
200	Jeff	Yacos	Real Broker, LLC

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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Applicant subject to credit and underwriting approval. For loans delivered as of 1/1/2023. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Underwriting restrictions may apply. Information is subject to change. See loan officer for details. ¹Loan must be \$726,200 or less (\$1,089,300 or less for high-cost areas) and borrower must have a minimum borrower FICO credit score of 700 to qualify for no down payment. Purchase or rate and term refinance of primary residence only. Options are available for loans exceeding \$726,200 (\$1,089,300 for high-cost areas), but will require a down payment. Eligible borrowers must be in market. ²See www.fhfa.gov for a complete list of all U.S. counties considered to be a high-cost area. ³Eligible professions require earnings of at least \$90,000 per year. NMLS# 407985 Member FDIC





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 2024 based on 2023 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,

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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 events throughout the year, a couple of golf outings, and some VIP social events throughout 2024. 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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