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Monica Castillo

Sponsor Spotlight:
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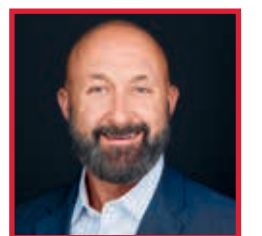
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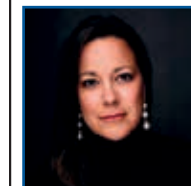
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LAUNCH PARTY

CONGRATULATIONS TOP 500!

It's a new year, and that means it is time to announce the Top 500 agents for 2025! Congratulations on making the list!

each year, many of you will be a part of the *Real Producers'* community again in 2025!

How does someone make the *Real Producers'* Top 500 list? We take the top 500 agents in individual residential sales volume in the Tulsa metro according to the MLS in Tulsa County and the counties that border Tulsa County. While the list does change

Our 2025 Launch Party will be a Happy Hour celebration held on February 13th, 2025, at Ruby Red from 3:00 PM - 5:00 PM. So, please check your email for your exclusive invitation for the best of the best! A special thank you to our event sponsors:



YOUR TULSA REAL PRODUCERS BADGES

Congrats on Being one of the Top 500 Real Estate Agents in Tulsa!

To show that you've qualified as a part of this exclusive community of the Top 1-2% in real estate, you now have your own 2025 *Real Producers* badge to use however you'd like!

Missing your badge? Email kelly.kilmer@n2co.com.

Using your badge? We'd love to see how! Show us how you are using your badge, and you may just find a picture of what you shared in the magazine! Social media, email signatures, web listings, marketing material... nothing's off limits!

Our Sponsors (Preferred Partners) have been carefully selected to be a part of this community and have their own badge as well! They have been recommended by your peers in the Top 500 and are some of Tulsa's most elite businesses. Look for this badge to know that you are working with one of the best, recommended by the best!

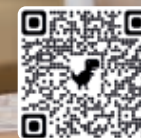


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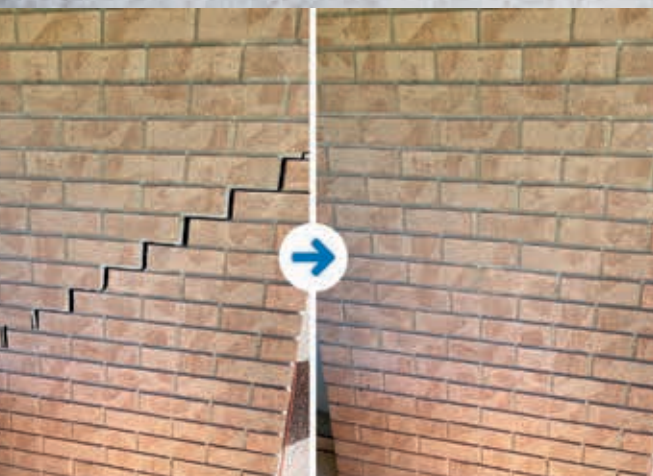
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MONICA CASTILLO

PHOTOS BY PEAK RES

Monica Castillo's journey into real estate began in an unexpected way.

Originally from Chihuahua, Mexico, Castillo's path to success was not without challenges. As English is her second language, she initially faced barriers but overcame them through effort and perseverance.

Her early days in the United States began with cleaning tables at a restaurant, where she eventually progressed to being a hostess and waitress for several years. Later, she worked at Ajax Die Casting/Cast Tech in the Broken Arrow area as a human resources coordinator. During this time, she was mentored by a real estate agent and began assisting employees with the home-buying process.

"This experience and motivation sparked an interest in real estate, which eventually led me to obtain my license and pursue a prosperous career in real estate," Castillo said.

Transition To Real Estate

In 2005, Castillo returned to the Tulsa area after a brief stint in Oklahoma City.

From that point on, she fully immersed herself in the real estate industry. Despite initially not being fluent in English, a critical skill in the business, she credits God with guiding her and giving her the ability to understand and write legal contracts with ease. She also notes the kindness and support of people in Oklahoma, who offered her encouragement and excellent treatment.

Driven by her passion for helping others, especially those from her cultural

background, Castillo focused on educating clients about the U.S. real estate market. She showed tenants the benefits of homeownership, emphasizing that the process was not as complex as they might have thought. Many individuals from her community who were unfamiliar with U.S. laws were able to purchase their own homes with her guidance.

"With perseverance and dedication, I was able to establish a solid foundation in the industry, overcome obstacles, and achieve a prosperous career," Castillo said.

Expansion Into Commercial Real Estate

In addition to her work in residential real estate, Castillo expanded into commercial real estate about eight years ago. She now assists clients in purchasing homes and commercial businesses and enjoys working on new construction projects.

"This expansion reflects a versatility and ability to adapt to the changing needs of clients, as I am able to assist them on a case-by-case basis," Castillo said.



Photo courtesy of Monica Castillo



**20 YEARS OF REAL
ESTATE SUCCESS**

20 Years Of Real Estate Success

With two decades of experience, Castillo has established herself as a dedicated and accomplished real estate agent with Chinowth & Cohen, located in Bixby. She has helped clients not only purchase homes but also construct their dream homes, invest in properties, and renovate their houses. Castillo enjoys helping clients integrate into and become involved in the community.

Her steady growth in annual sales has made her one of the top producers in the real estate market. She emphasizes the importance of building close and familiar relationships with her clients.

“All of my clients know my family, and I have clients who have bought and sold homes several times over the years,” Castillo said. “They also refer me to family and friends. I would consider joining a team to further scale the business; however, I value the one-on-one connection with each of my clients, as I am able to meet each of their different needs.”

A Life Of Gratitude

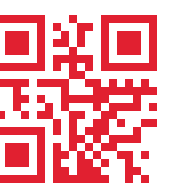
Beyond her professional accomplishments, Castillo has been married for 30 years and is a proud wife, mother, and grandmother. She deeply loves her family and is grateful for the supportive environment she has found at home and in the Oklahoma community, both of which have been instrumental in her success. Castillo attributes her achievements to her unwavering faith in God, who has guided her and encouraged her to continue preparing academically to provide the best legal and business assistance to her clients.

She expresses sincere gratitude to her loyal clients for their continued support and to her colleagues for their collaboration.

“I give the honor and all my gratitude to God for giving me wisdom and guiding my way,” Castillo said, “and I thank Chinowth & Cohen and all the work team—including inspectors, lenders, title companies, lawyers and construction companies, among others—for always giving us their great support.”

“
ALL OF MY
CLIENTS
KNOW
MY FAMILY,
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HAVE BOUGHT
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What is Real Producers?

BY KELLY KILMER

CONGRATULATIONS TO THE 2025 REAL PRODUCERS ROSTER!

If you are receiving this publication, you have a lot to be proud of!

A huge welcome to everyone who is returning, as well as those who are new to the list! We would, first, like to answer some important “Frequently Asked Questions” about this publication.

Q: Who Receives This Magazine?

A: The top 500 agents in Tulsa metro receive the publication free of charge.. As we do every year, we pulled this year’s

MLS numbers (by volume) from Jan. 1, 2024- Dec. 31, 2024, in the Tulsa Metro area. This area includes Tulsa Counties and the counties that border Tulsa County. The list will reset every January and continue to update annually.

Q: What Is The Process For Being Featured In This Magazine?

A: It’s really simple — every featured person you see in the magazine has first been nominated. You can nominate other affiliates, brokers, owners... or even yourself! Office leaders can also nominate agents. We will consider anyone brought to our attention. In fact, we NEED your help to identify agents within this community that have inspiring and unique stories! To nominate someone within this top-producing community, visit our website at www.tulsarealproducers.com/nominate.

Q: What Does It Cost An Agent Or Team To Be Featured?

A: Absolutely *nothing*. Zero, zilch, zipo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real

Producers, and the agents never pay anything. You will be set up with one of our great photographers and a writer to complete your article. We realize this is a change from the norm for agents — and a welcome one at that!

Q: What Are Preferred Partners?

A: Anyone listed as a “Preferred Partner” or “Sponsor” in the front of the magazine (the Partner Index) is a part of this community. They will have an ad in every issue of the magazine, attend our events, and be a part of our online community. We don’t just find these businesses off the street. One, or many, of you has recommended every single Preferred Partner you see in this publication. We won’t even meet with a business that has not been vetted by one of you and “stamped for approval,” in a sense. Our goal is to create a powerhouse network, not only for the best agents in the area but the best affiliates, as well, so we can grow stronger together.

Q: How Can I Recommend A Preferred Partner?

A: If you have a recommendation for a local business that works with top agents, please let us know by sending an email to kelly.kilmer@n2co.com or visiting our website at www.tulsarealproducers.com/contact

Q: Is This Just A Magazine, Or What?

A: No! *Real Producers* is a community group, a movement, and more. We like to think of it in four main components:

1. Print magazine distribution that includes exclusive stories and business contacts,
2. Networking events that are exclusive to the Top 500 and our Preferred Partners.
3. Social media exposure that elevates your brand and presence, and
4. Our website, which you can find at www.tulsarealproducers.com

Thank you for allowing me to be your 2025 *Tulsa Real Producers* Area Director. Welcome to the *Real Producers* community!

Kelly Kilmer

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EASTERN TITLE

ALL-IN ACHIEVEMENT

WRITTEN BY DAVE DANIELSON • PHOTOS BY EZEKIEL E. PHOTOGRAPHY

The mindset of dedication is a powerful thing ... the decision to hold nothing back when it comes to serving your clients. It's the same kind of mindset that Regional Director Ryan King and his team at Eastern Title carry into all their interactions with their REALTOR® partners and clients.

With a strong background in the military, a love for helping others, and an unwavering commitment to delivering value, Ryan's leadership has made Eastern Title a trusted partner for real estate professionals across the country.

From Military Service to the Real Estate Industry

Ryan's journey to the title industry was not a traditional one. After serving in the U.S. Air Force and being stationed

at Langley Air Force Base in Virginia, Ryan transitioned into civilian life in 1997. "I got out of the military in 1997, and after I left Langley, I moved to the Washington, D.C. metro area," he explains. "I worked at Countrywide Mortgage, but after some time, I felt the need to make a change and went to work for Josh, who ran a mortgage brokerage at the time. My wife and I eventually moved to the Hampton Roads area of Virginia for my wife's

job. In 2016, we moved to Oklahoma, and I saw the immense amount of construction happening in here. That's when the idea of opening a new office came about."

In a conversation with Josh Greene, the owner of Eastern Title, Ryan shared his observations about the booming construction market in Oklahoma and the potential for expansion. Josh saw the opportunity, and together,



“
I'M A HELPER
AT HEART.
I've always been
service-oriented. If I
see someone with a
flat tire on the side
of the road, I'll stop
and help them. That's
just who I am.”

they made the decision to open a new office in the state. Ryan's vision and leadership, combined with Eastern Title's commitment to service, allowed the company to expand its footprint in a way that would ultimately bring lasting value to clients across several states.

A Service-Oriented Mindset

For Ryan, the key to his success is his strong service-oriented mindset. It's a trait that has guided him both in his military career and in his current role at Eastern Title. "I'm a helper at heart," Ryan says with a smile. "I've always been service-oriented. If I see someone with a flat tire on the side of the road, I'll stop and help them. That's just who I am."

This instinct to help others translates seamlessly into his work with Eastern Title. As Regional Director, Ryan's focus is on creating relationships with clients, real estate agents, and partners. "I'm here to build relationships," he explains. "I'd rather show people the value I can bring and build trust with them. Once that's established, everything else falls into place. Helping people is my priority."

Eastern Title's ability to thrive comes from its commitment to meeting the needs of clients, no matter where they are. "When we got started, what enabled us to grow is that we were willing to close anytime, anywhere," Ryan recalls. "Literally, we will do that. We cater to our real estate partners and their clients by being flexible and accommodating. Whatever is most comfortable for them is what we aim to do. Our approach is all about making the process as easy and seamless as possible."

Expanding the Reach of Eastern Title

Eastern Title's expansion has been nothing short of impressive. The company now operates physical offices in Maryland, Virginia, Washington D.C., Florida, and Oklahoma, and it is licensed in many other states.

The company has earned a reputation for being consumer-oriented and focused on delivering real value through its services. Ryan emphasizes that Eastern Title's growth is a direct result of its commitment to providing top-tier customer service. "We are a consumer-oriented company," Ryan says. "We believe in delivering real value with our

service, and our clients recognize that. They know they can count on us."

Whether a client is buying their first home or refinancing an existing property, Ryan and the team at Eastern Title ensure the process is smooth and transparent. Their dedication to flexibility, clear communication, and personalized service has set them apart in a highly competitive industry.

A Legacy of Service

Ryan's commitment to service doesn't end with his career at Eastern Title. He comes from a family with a long history of military service, dating back to World War I. "I'm a fourth-generation military member," Ryan shares proudly. "Serving has always been part of my family's legacy, and it's something that has shaped my character and my approach to life."

This deep-rooted sense of duty and service has undoubtedly influenced Ryan's leadership style at Eastern Title. His commitment to helping others, both in business and in his personal life, continues to drive his work every day. "When people work with me, I

want them to know that they can count on me for the long haul," Ryan says. "I hope they see me as someone who is trustworthy and reliable."

Balancing Work and Leisure

In addition to his work at Eastern Title, Ryan also finds time to enjoy his hobbies and spend time with his family. He is an avid hunter and has a passion for woodworking. "I love to make custom tables," he says, explaining how he finds relaxation and satisfaction in crafting his own furniture. "It's a great way to unwind and be creative in my free time."

Family is also a top priority for Ryan. He is married and enjoys spending time with his loved ones whenever possible.

This balance between work, leisure, and family allows Ryan to maintain a well-rounded lifestyle, giving him the energy and perspective to continue excelling in his professional life.

As Eastern Title continues to expand and grow, Ryan remains focused on what matters most: relationships. He believes

that the company's success will always be tied to its ability to foster trust, offer valuable service, and be adaptable to the needs of clients. "This business is all about showing up every day with a plan, being transparent, and building strong relationships," Ryan says. "That's what will keep clients coming back and help us continue to grow."

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Close

For Tulsa real estate agent Rachel Close, success isn't just about closing deals or achieving high sales numbers—it's about purpose, perseverance, and making a meaningful impact on her community and family. Her journey, marked by challenges and triumphs, has led her to a career centered on helping others.

Rachel's life began with adversity. Born with a rare skin disorder, she spent the first few weeks of her life in the ICU, fighting for her health. "I started off life with a challenge, and overcoming challenges is a big part of my story," Rachel shares.

This early experience shaped her outlook on life, teaching her the value of perseverance and strength. It also laid the foundation for how she approaches her life—seeing challenges not as obstacles but as opportunities to grow and succeed.

A SHIFT TO REAL ESTATE

Rachel grew up in Midtown Tulsa and Claremore before settling in South Tulsa as an adult. After graduating from Oologah-Talala High School, she earned her bachelor's degree in marketing and finance from Oklahoma State University while working full-time.

Graduating during the 2008 economic crash meant job opportunities were scarce. While bartending and working as a professional photographer on the weekends, Rachel worked at the front desk of a well-established orthodontic practice. Over the next 13 years, she worked her way up to managing the entire practice, overseeing five locations, dozens of employees, and a high volume of patients.

"I learned so much during that time—communication, time management, contracts, sales, marketing, and

managing people. That experience, along with the brilliant business mindset, mentorship, and now great friendship of the orthodontist, Dr. Robert Herman, set me up for success in real estate," Rachel explains.

Her transition into real estate began in 2018 when she sold one of the homes her husband had flipped. "That was my 'a-ha' moment," she says. "I loved the challenge, the negotiations, and the joy of connecting a family to their new home. I realized this was what I wanted to do as a new career."

BUILDING A THRIVING REAL ESTATE BUSINESS

Rachel initially juggled her real estate career with her role at the orthodontic practice. From 2018 to 2020, she was hustling and grinding in both jobs. "But eventually, something had to give," she says.

In March 2020, just days before the world shut down due to the pandemic, Rachel found out she was pregnant. She gave her three months' notice at the orthodontic office and transitioned to real estate full-time. Since then, Rachel has built a thriving business as a solo agent with McGraw Realtors, a local brokerage she deeply admires.

Despite being a solo agent, Rachel's production is comparable to that of many teams. "Clients feel comfortable with me because I educate them on the process, and they can trust me as I guide them to closing, keeping their best interests at top of mind—always," she says. "I'm also a high-touch communicator—I keep things fun and professional while very accessible."

“
I feel like I'm just getting started.
The future looks challenging, exciting, and bright.

In 2023, Rachel earned her broker's license, marking a significant milestone in her career. "I feel like I'm just getting started," she says. "The future looks challenging, exciting, and bright. I've also started leading real estate classes and agent collaborations within McGraw Realtors, which is something I'm passionate about."

FAMILY FIRST

Family is at the heart of everything Rachel does. She and her husband, Aaron, are proud parents of five children: Jackson (17), Reid (16), Joey (11), Reagan (8), and Mabry (4). Their family story is unique and inspiring.

In October 2012, when Rachel was five months pregnant with their first child, Aaron's brother passed away, leaving behind two young sons. Without



Photo by Julie Goodroe Photography

hesitation, Rachel and Aaron stepped in to care for their nephews, who were just three and five years old at the time.

"They came from a difficult situation—a home affected by addiction. We knew they needed stability and love," Rachel recalls. "We adopted them and quickly realized we needed them just as much as they needed us. With lots of care and support, we got them healthy, and now they are thriving."

Rachel is passionate about advocating for children who need stable, loving homes and raising awareness about the impact of addiction on families. "Addiction is rampant, and a lot of people don't talk about it. I like to be an advocate for the children who need love, care, and stability," she says.

Outside of work, Rachel's life revolves around her family and community.

Her husband, Aaron, is a contractor, coppersmith, and house flipper, and together, they manage an art deco-themed Airbnb in Tulsa.

"We live at the football stadium and the soccer fields," Rachel jokes, reflecting on her children's active schedules. The family is also deeply involved in their church, First Baptist in Downtown Tulsa, and they make it a priority to take an annual trip to Riviera Maya, Mexico, to unplug and reconnect.

Rachel's commitment to community extends beyond her family, friends, and clients. She believes in leaving a legacy—a lesson she learned from her grandparents. "They instilled in me the importance of treating everyone with kindness and grace. I hope I leave that impression on others," she says.



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