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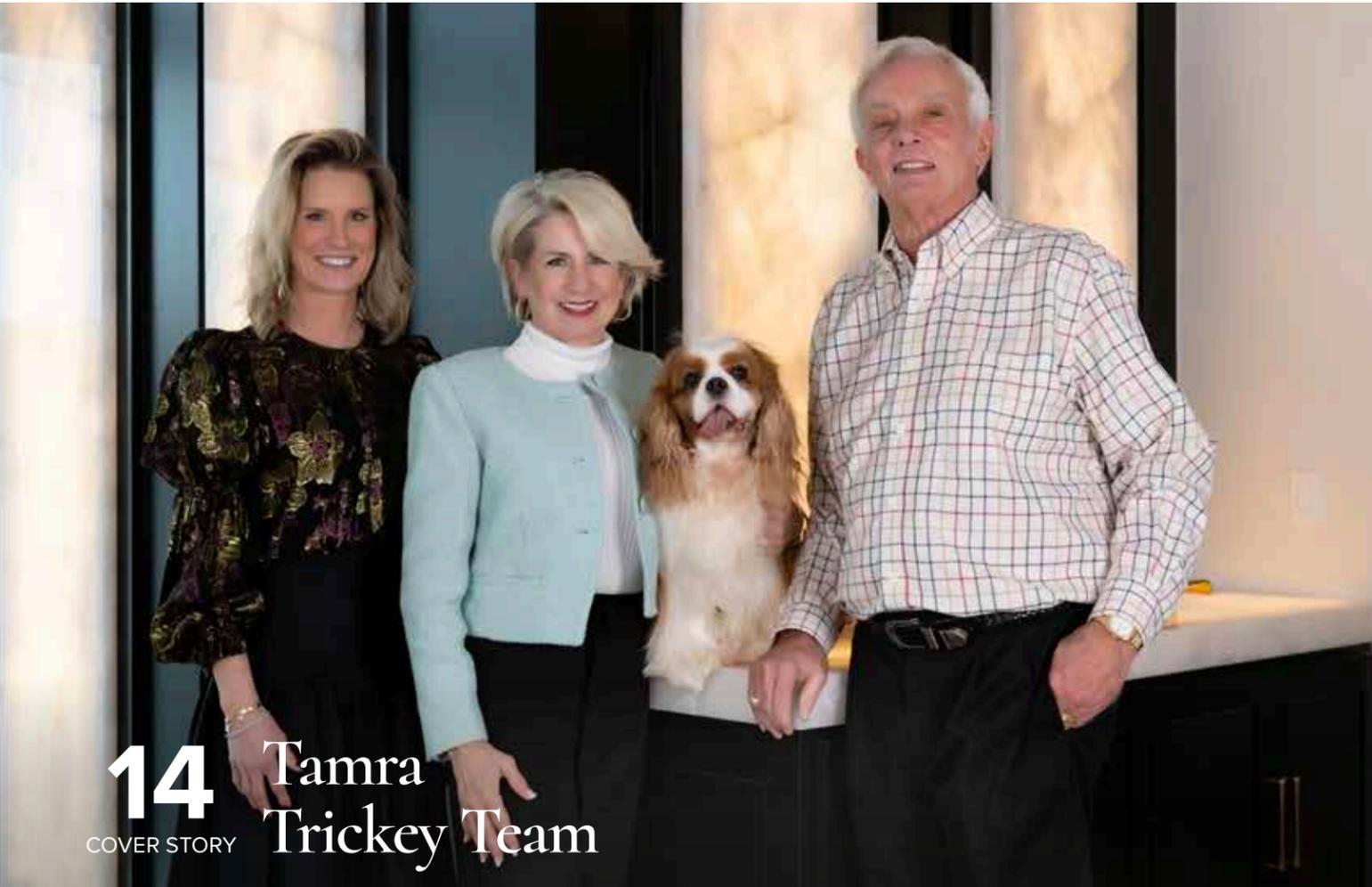


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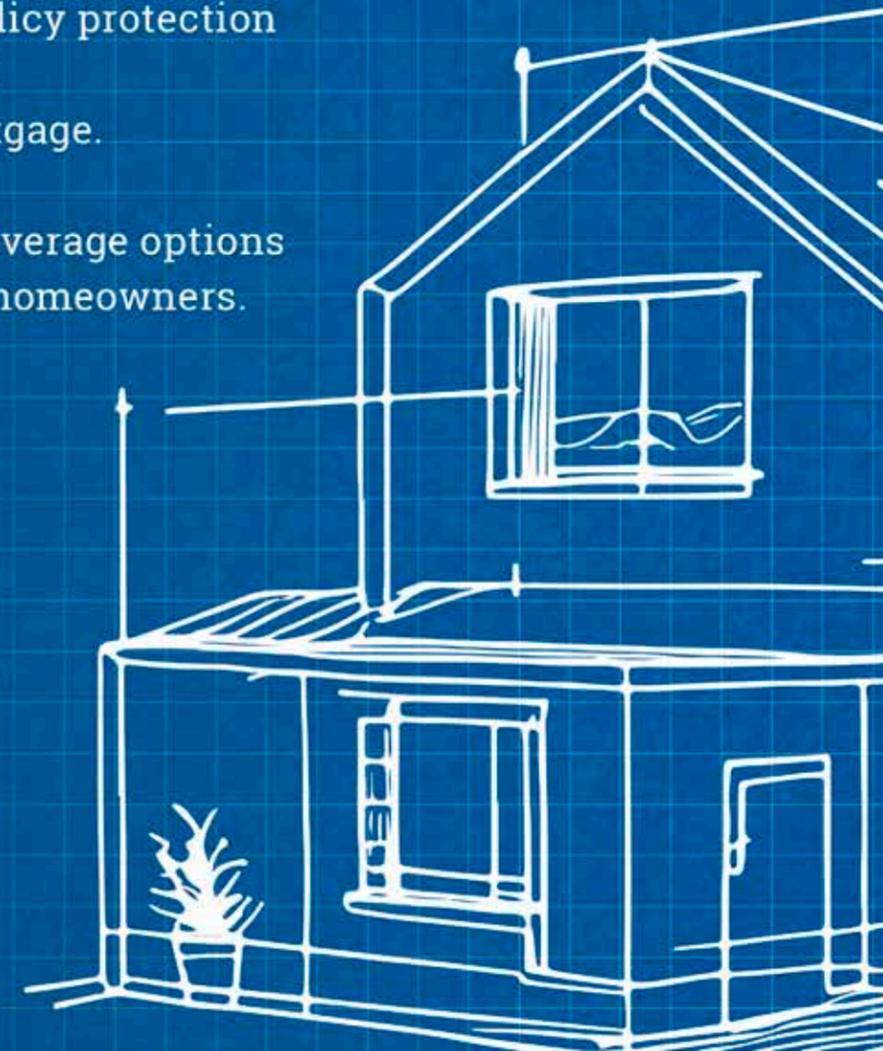
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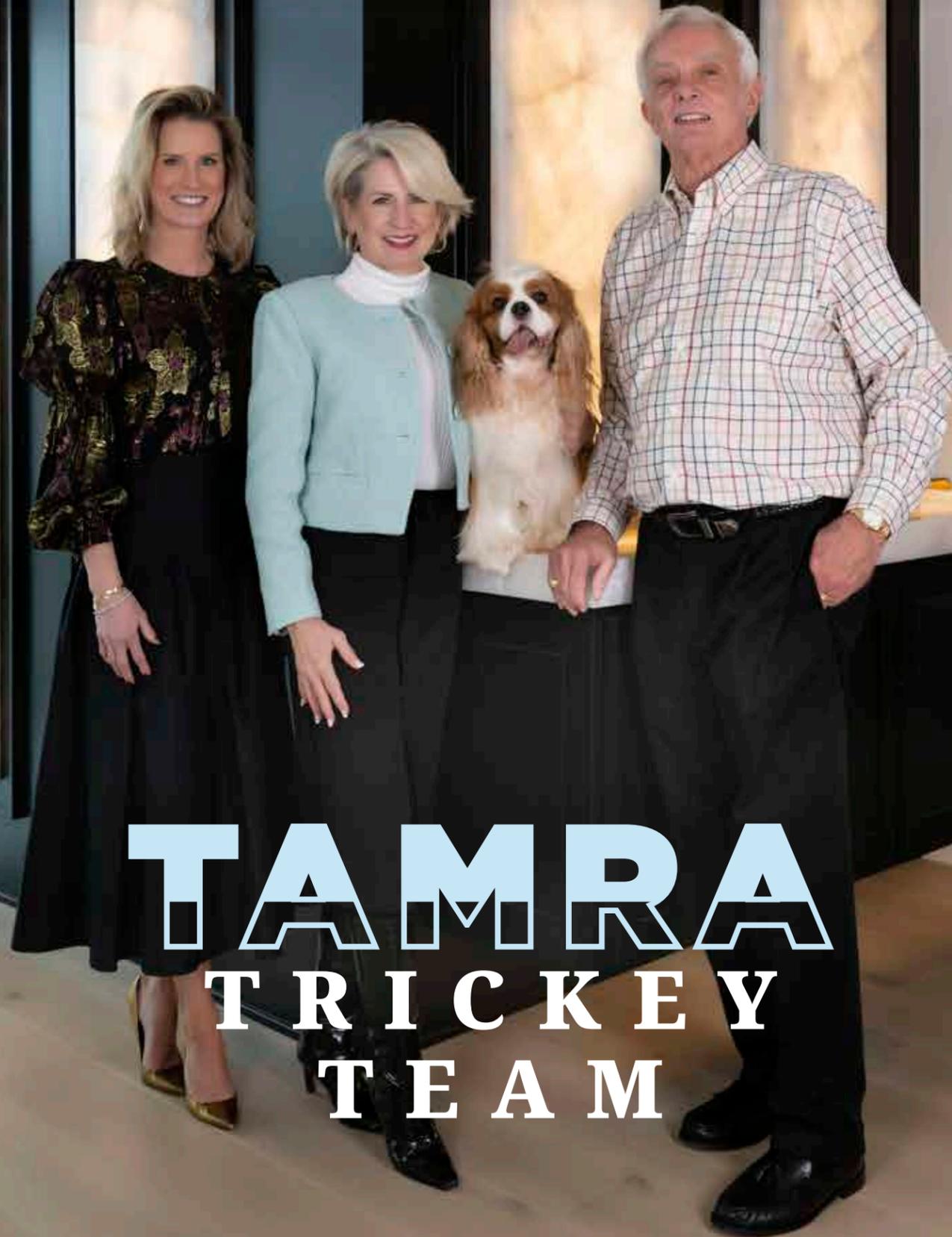
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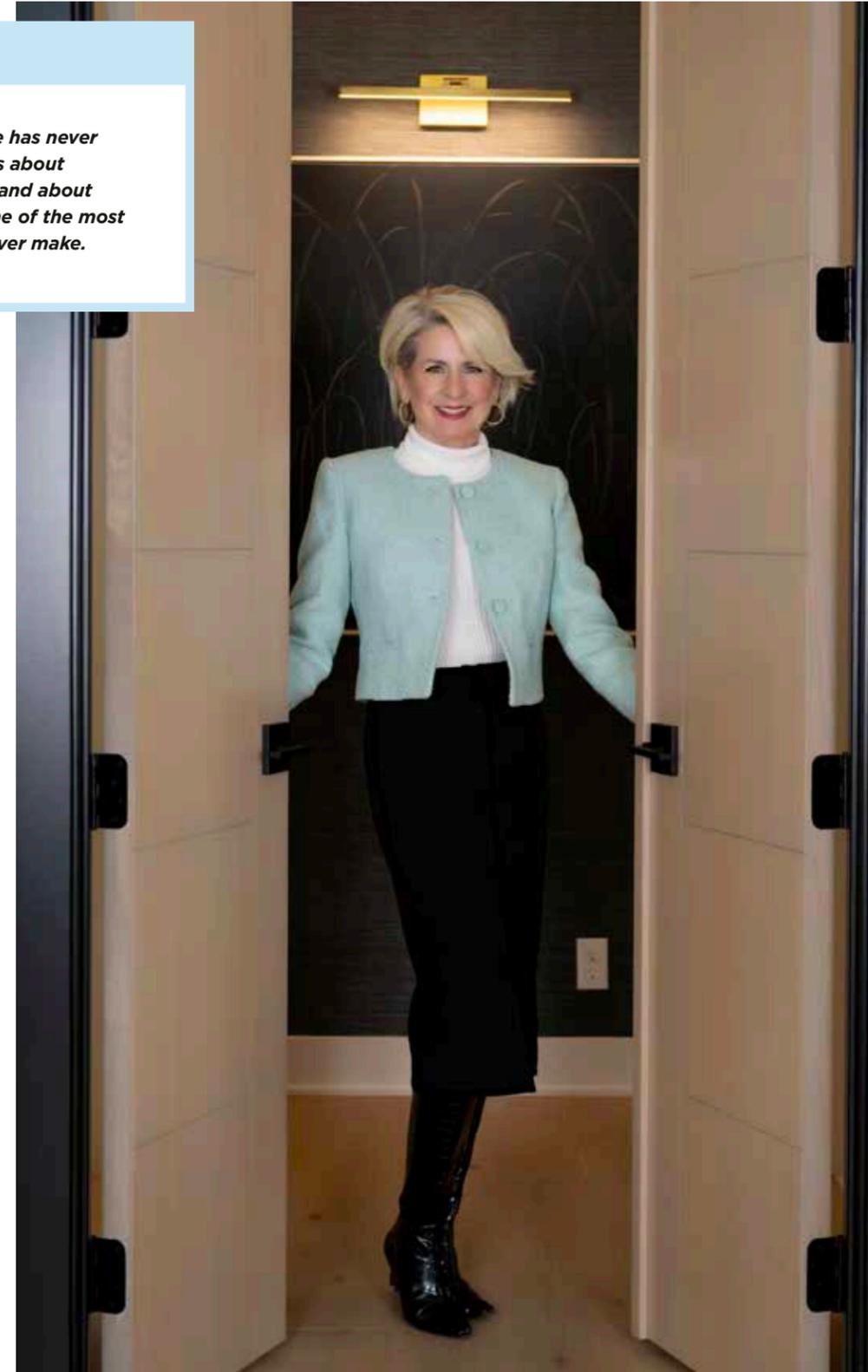
For Tamra Trickey, real estate has never really been about houses. It's about people, about relationships, and about guiding someone through one of the most emotional decisions they'll ever make.

"I think one of the pillars of our team is that we strive very hard to provide an amazing customer experience," Tamra says. "Not just with our buyers and sellers, but also with our co-op agents. We really nurture the relationships and work hard to get to the finish line together in a very nice and happy way."

That focus didn't come from nowhere. Long before she ever wrote a contract, Tamra built her career around communication, marketing and human connection. She went to the J-School at the University of Missouri, studied advertising, and stepped straight into the agency and media world. Her final stop before entrepreneurship was KCTV5 in Kansas City, where she worked for years as a local and national sales manager.

"I loved it," Tamra says. But in 2003, she and her husband took a leap. After he sold his business, the two launched a marketing company built on an idea born from Tamra's time in television: partnering with stations, builders and sponsors to feature new homes as they were being built. The company took them coast to coast.

"We were all over the country," she says. "Border to border. I was traveling all the time."





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For more than a decade, that was life. Then, in 2015, something shifted.

"I just really grew tired of traveling," Tamra says. "And since I knew so much about home construction, and I'd been in sales and marketing all my life, real estate seemed like the perfect fit."

She got licensed, joined ReeceNichols, and spent about a year winding down the last marketing projects while learning an entirely new industry. That first year confirmed the pivot. Tamra was named Rookie of the Year.

"It was proof that I made the right decision," she says. "And that you're never too old to be a rookie."

She laughs now about reinventing herself in her early 50s, but she doesn't gloss over the challenge. "It was a lot, trying to learn something completely different at that age," she says. "But I loved it. I remember thinking, 'I wish I had done this years ago.'"

John Walden, Tamra's husband, found the same exhilaration from learning and loving something new later in life. After years of owning his own food brokerage, then moving to their marketing company, John found real estate to be the perfect fit for his passion for marketing and his interest in home building.

For years, it was just Tamra and her husband building their business side by side. A few years ago, they added a team member, Lindsey Moran, continuing to shape a culture centered on care, communication and consistency.

In search of the Midwest lifestyle, Lindsey moved with her family from California, where she held her real estate license. According

to Tamra, Lindsey brings the same work ethic, values and desire for customer service that she wants her brand to represent.

"Every day is different," Tamra says. "You're never going to grow tired of it. It presents challenges that keep your problem-solving skills honed. And of course, you're helping people with a major life decision. It's their home. It's their money. It's very personal."

Kansas City has been Tamra's home since the late '80s, after a brief post-college stint in Jefferson City she decided to move to California. Kansas City was just a stop on the way, she found her home.

That was almost forty years ago.

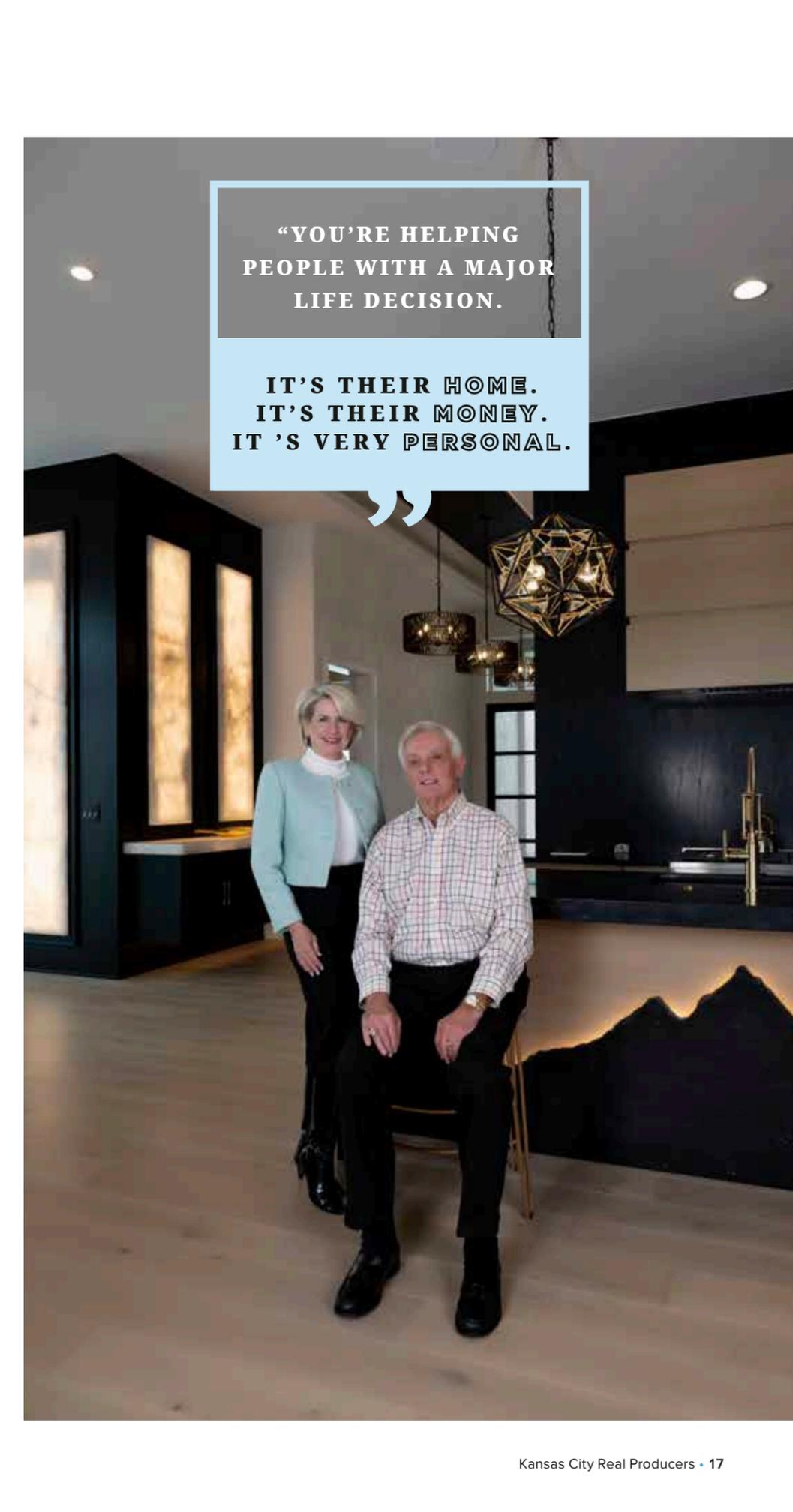
"It's not too big, not too small," she says. "It has enough of everything, and it still has those Midwest values. People are very, very nice."

She especially enjoys helping newcomers see the city the way she does.

"People always come thinking it's going to be a cow pasture," Tamra laughs. "And then they start driving and go, 'Wait a minute, there's a skyline.' They're always pleasantly surprised."

Outside of work, Tamra's life is full. She plays pickleball, cheers on the Chiefs and Mizzou, hosts client events and pours significant energy into animal advocacy. She started the Kansas City chapter of Armani's Angels KC, a nonprofit that helps families afford emergency veterinary care.

"You'd be shocked how many people can't pay for their vet bills," she says. "Sadly, the number is large, but it's very rewarding because we help a lot of people."



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Driven by **DOING WHAT'S RIGHT**

Dillon Bettinger of All-Pro Renovations LLC has never been afraid of hard work. Born in Omaha, Nebraska, and raised in Olathe, Kansas, Dillon built his life and business on grit, faith and an unshakable commitment to doing things the right way.

Dillon did not follow a traditional college path. Instead, he jumped straight into the workforce, building experience in distribution and manufacturing. The entry barrier was low, but his motivation was anything but. “Originally just started for extra cash, as we had our children early, requiring me to make additional income to make up for my wife staying home,” Dillon said. “Also, always enjoyed learning new skills, so construction fit right in line with that.”

That willingness to learn turned into a career defined by leadership. Dillon worked at Amazon in operations management and process improvement for about three and a half years. He later served as plant manager at Carhartt for two and a half years. Along the way, he quietly built something of his own. All-Pro Renovations

launched in 2017, and Dillon has led the company ever since.

He was just 24 years old when he started the business. At the time, twins were on the way, and he was juggling two full-time jobs. “100-hour weeks became common,” Dillon said. “My wife and I agreed I would give 100% to my company for 5 years to ensure the long-term success of our family.”

That season required sacrifice most people would not sign up for. Dillon worked two to three jobs at a time. He and Alexis flipped every home they lived in to grow savings. “Living on plywood and a home with only a toilet and shower at times,” he said. “We sacrificed and went all in to ensure we could have a bright future for the family.”

There were moments when failure felt close. “Many times, we got close to failing due to one thing or another,” Dillon said. “But my perseverance ensured we would always make it in the end.” Today, he measures success in a way many business owners understand. “Through all the sacrifice, we have finally got to the point where I can leave for a week and nothing burns down, which is honestly the biggest blessing I feel a business owner can ask for.”



Behind Dillon stands a trusted team. Savannah Wall serves as general manager and is also his sister-in-law. “She is easy to trust in the highest position in my business,” he said. Tanner Cox, a lifelong friend, leads sales. “He has such a good heart and is always willing to do what best for the team.” Thomas Marrero, operations manager, originally met Dillon while working as a mural artist. Ambrosia Walker, financial manager, joined with a strong background in finance.

Dillon’s focus today is clear. “I am passionate about the perfection of the customer experience,” he said.



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The company recently launched plumbing and heating and cooling services to better serve clients and ensure quality control. “We also have been hiring countless people in house to perform work, to ensure all our clients only get the best possible work and experience.”

His commitment to excellence has not gone unnoticed. Dillon has received awards for being among the top remodelers in the state for several years. Still, recognition is not what drives him.

“I have always only acted with complete honesty in business,” he said. “I would say my favorite reward is having a successful business where I have always done right by others, taken care of my team, never acted in selfishness and still have been able to build a company I can be proud to call my own.”

Faith plays a central role in his life. Dillon describes his daily routine as “Jesus, Gym and Wellness.” Each day includes something spiritual, physical and reflective. He reads his Bible, works out, prioritizes recovery and sets aside time for reflection. Outside of business, he enjoys traveling, hiking, mixed martial arts, piano, video games and spending time with family.

Family remains the heartbeat of everything. Dillon married Alexis in September 2020. Alexis is a stay-at-home mother and homeschool teacher. Together they are raising Gavin and Brixton, both 8, and Zachary, 1. “We really enjoy doing life together,” Dillon said. The family travels four to six times

per year and enjoys games, walks, workouts and movie nights at home. Dillon especially loves mixed martial arts and wrestling with Gavin and Brixton.

Giving back is woven into the company’s culture. All-Pro Renovations donates more than 10% of its profits annually and supports organizations including Big Brothers Big Sisters, American Cancer Society, Wayside Waifs, Feeding America, Shelter KC, Homes for Our Troops and World Vision. “We are very big about giving back to our community,” Dillon said.

When it comes to working with real estate professionals, Dillon sees strong partnership potential. “Real estate agents are some of our best clients,” he said. “We are the easy button. Resolution lists, remodeling, etc., is only one call and you have an honest fair cost for all of it.”

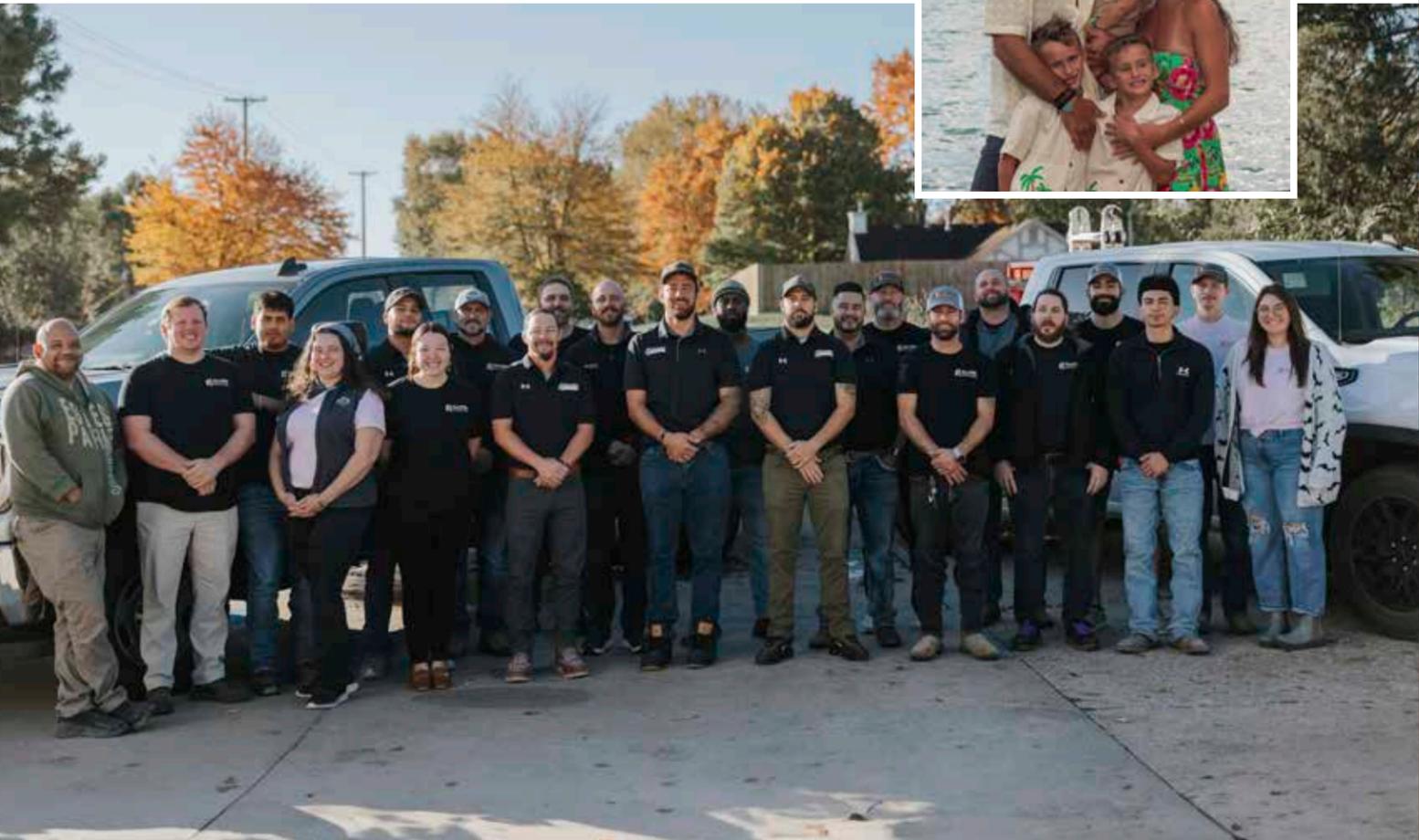


Photo by Christine Caso with CC Photography





2025

BY THE NUMBERS

HERE'S WHAT THE TOP 500 AGENTS IN KANSAS CITY SOLD IN 2025



\$10,129,957,170
SALES VOLUME

21,477



TOTAL TRANSACTIONS

AVERAGE SALES VOLUME PER AGENT



43



\$20,259,914
AVERAGE SALES VOLUME PER AGENT



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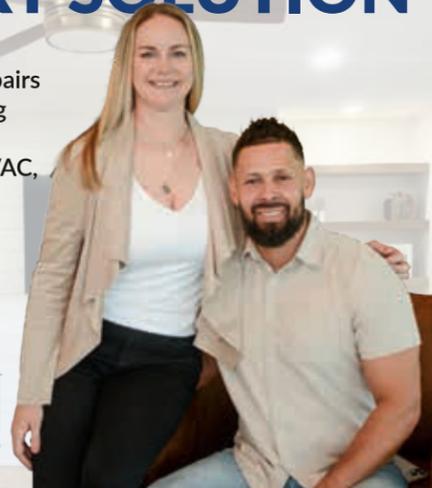
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WHAT ANTONI GAUDÍ TAUGHT ME ABOUT VISION (AND WHAT MOST LEADERS GET WRONG)

SUBMITTED BY CHRISTY BELT GROSSMAN, CEO AND OWNER OF OPS BOSS COACHING™

“Vision isn’t a result. It’s something that is felt.”

In real estate, “vision” is one of those words we throw around like confetti.

Every top producer has one. Every team leader “casts” theirs.

Every off-site retreat includes it.

But when you strip away the jargon, most of what gets labeled as vision is really just numbers in fancy clothes: units, GCI, headcount, market share, profit. Important? Yes. Inspiring? Not always.

Because numbers alone don’t move the human heart.

Real vision begins in a different place: in imagination, meaning, and feeling.

The Moment Vision Became Real

Barcelona, 2018. The year I became fully self-employed at age 56. I walked into the Sagrada Família, expecting to be impressed. I had seen the photos, read the history, and studied the architecture.

None of it prepared me.

The second I stepped inside, my breath was taken away. And then, unexpectedly, the tears came.

Not because of what I saw, but because of what I felt.

It was Expansive. Sacred. Overwhelming in the most beautiful way.

In that moment, I realized something I’ve never forgotten: vision isn’t about a finished product. It’s about what it makes you feel.

Gaudí never lived to see his cathedral completed. It’s getting close. And this year will be 100 years since he died. Yet his vision was so compelling that generations

of artisans, engineers, and builders dedicated their lives to bringing it to life.

That’s the power of vision—it stretches you, expands your capacity to imagine, and gives permission to build something bigger than you can fully articulate.

Why “Vision” Often Fails in Real Estate

Here’s the uncomfortable truth for many agents, brokers and team leaders:

“When vision is only numbers, people feel used—not inspired.”

Top-producing agents know this instinctively. Sharing units, GCI, or market share alone doesn’t energize a team—it tells them what you want.

True vision tells people why it matters to them. It:

Makes people feel something

Holds space for other people’s dreams

Encourages team members to create their own vision within the larger picture

Gaudí’s work was vast, but it didn’t require clones—it required craftsmen, artists, and thinkers, each contributing their own unique skills to a shared goal. Leadership in real estate works the same way.

Vision alone inspires; vision plus inclusivity transforms.

Four Lessons From Gaudí on Vision

(We walk through these concepts in workshop fashion in our Vision Your Future Like A Boss class.)

1. Vision Starts Personal

Gaudí didn’t start with spreadsheets—he started with faith, nature, and symbolism.

For agents and team leaders, the same applies. Before setting goals, before outlining KPIs, ask:

What matters most to me?

What have I outgrown?

How do I want my life to feel when I walk into it?

Personal vision is the seed that allows you to hold space for a team’s collective vision.

2. Vision Comes in Glimpses, Not Guarantees

Gaudí worked with fragments, models, and principles, trusting the future.

“You don’t need total clarity—just glimmers and a sense of rightness.”

High performers know this: you don’t need to have every step mapped out. Look for patterns, recurring themes, and the nudges that feel aligned with your purpose. Journaling, reflection, and listening often reveal more than a to-do list ever could.

3. Vision Needs Structure (The P.L.A.N.)

Beauty without structure collapses. Vision gives direction; planning gives traction. Consider the P.L.A.N. framework that we teach:

People Plan: Who influences and inspires you

Learning & Growth Plan: Who you are becoming

Attitude Plan: How you sustain energy, faith, and health

Numbers Plan: Money as a tool, not a taskmaster

For top teams, P.L.A.N. creates the scaffolding that allows each member’s creativity and effort to contribute to something larger than themselves.

4. Business Is the Vehicle, Not the Destination

Many leaders mistake business success for life success. Business is a vehicle for the life you’re called to live.

When vision drives your decisions—not chasing numbers—you work less, live more, make more money, and have deeper impact.

“Vision doesn’t require certainty. It requires courage, faith, imagination, and a willingness to build something bigger than yourself.”

Why This Matters for Agents and Team Leaders

For a top-producing agent, vision isn’t just a motivational poster on the wall. It’s the compass that shapes daily decisions, guides client relationships, and defines how a team operates.

For team leaders and brokers, vision is a magnet—it attracts talent, aligns teams, and sets the tone for culture. A clear, heartfelt vision gives people a reason to show up fully, not just hit numbers.

In other words, numbers measure success—and vision creates meaning.



About Ops Boss® Coaching
Ops Boss® Coaching was founded by Christy Belt Grossman, former COO of one of the nation’s first \$1 Billion sales teams. Ops Boss® Coaching is celebrating their 10th Anniversary of being the premier provider of education, coaching, and community for real estate operations professionals (we call them Ops Bosses®!). Learn more and sign up for the waitlist for Vision Your Future Like A Boss at www.OpsBossCoaching.com.

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - Feb. 28, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	ReeceNichols - Lees Summit
2	Koehler Bortnick	Team	ReeceNichols - Country Club Plaza
3	Mike	Reilly	Reilly Real Estate LLC
4	Eric Craig	Team	ReeceNichols-KCN
5	Brice	Bradshaw	Compass Realty Group
6	Mark	Maschger	Worth Clark Realty
7	Dani Beyer	Team	Keller Williams KC North
8	Bryan	Huff	Keller Williams Realty Partners Inc.
9	Richey Real Estate	Group	Real Broker, LLC-MO
10	Dan	Lynch	Lynch Real Estate
11	Heather	Brulez	Weichert, Realtors Welch & Co.
12	Ray Homes KC	Team	Compass Realty Group
13	Sara	Bash Reda	Compass Realty Group
14	Andrew	Bash	Sage Sotheby's International Realty
15	Spradling	Group	EXP Realty LLC
16	Taylor Made	Team	KW KANSAS CITY METRO
17	Mike	O Dell	Real Broker, LLC

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - Feb. 28, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Jeffrey	Quinn	Missouri Land and Farm LLC
19	Leah	Taylor	KW KANSAS CITY METRO
20	Trish	Shiever	Welcome Home Real Estate LLC
21	Whitney	Stadler	Compass Realty Group
22	Brooke	Miller	ReeceNichols - Country Club Plaza
23	Ask Cathy	Team	Keller Williams Platinum Prtnr
24	Jeff	Curry	Weichert, Realtors Welch & Co.
25	Kristin	Malfer	Compass Realty Group
26	Tamra	Trickey	ReeceNichols - Leawood
27	Nelson Home	Group	Keller Williams KC North
28	Lauren	Anderson	ReeceNichols -The Village
29	The Collective	Team	Compass Realty Group
30	Hendrix	Group	Real Broker, LLC
31	Macoubrie	Zimmerman	Weichert, Realtors Welch & Co.
32	BG	& Associates	BG & Associates LLC
33	Rothermel	Group	Keller Williams KC North
34	Jeremy	Applebaum	Real Broker, LLC
35	Katherine	Lee	Sage Sotheby's International Realty
36	Scott	Ventimiglia	Midwest Land Group
37	John	Barth	RE/MAX Innovations
38	Dan	Couse	EXP Realty LLC
39	Sharon	Barry	ReeceNichols -The Village
40	SBD	Team	SBD Housing Solutions LLC
41	Tommy	Needles	Keller Williams Platinum Prtnr
42	Cjco	Team	ReeceNichols - Leawood
43	Sherr	Hines	Weichert, Realtors Welch & Co.
44	Blake Nelson	Team	KW KANSAS CITY METRO
45	Skyler	Wirsig	Midwest Land Group
46	Kim	Brown	ReeceNichols -Johnson County W
47	LUX	Network	KW KANSAS CITY METRO
48	Benji	Lytle	Opendoor Brokerage LLC
49	Homeric	Group	KW KANSAS CITY METRO
50	Todd	Burroughs	Crown Realty

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Thrive RealEstate KC	Team	KW KANSAS CITY METRO
52	Tanya	Burns	RE/MAX Town and Country
53	Marti	Prieb Lijja	Keller Williams Realty Partners Inc.
54	Rita	Dickey	ReeceNichols - Overland Park
55	Shannon	Brimacombe	Compass Realty Group
56	Shaleen	Grabill	Coldwell Banker Distinctive Pr
57	Lola	Block	ReeceNichols - Leawood
58	Majid	Ghavami	ReeceNichols- Leawood Town Center
59	Lynne	Matile	ReeceNichols - Overland Park
60	Billie	Bauer Network	Keller Williams Realty Partners Inc.
61	Pamela	Chyba	ListWithFreedom.com Inc
62	Aaron	Donner	Keller Williams Realty Partners Inc.
63	Dan	O'Dell	Real Broker, LLC
64	Hern	Group	Keller Williams Platinum Prtnr
65	Ken Hoover	Group	Keller Williams KC North
66	Michelle	Lutz	Lutz Sales + Investments
67	Rachelle	Moley	Weichert, Realtors Welch & Co.

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Teams and Individuals Closed from Jan. 1, 2026 - Feb. 28, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Randi	Platko	Prime Development Land Co LLC
69	Locate	Team	Compass Realty Group
70	Nicole	Westhoff	ReeceNichols - Lees Summit
71	Eli	Medina	ReeceNichols - Country Club Plaza
72	Sara	Tarvin	ReeceNichols - Leawood
73	Lisa Ruben	Team	ReeceNichols - Country Club Plaza
74	Guide	Group	Compass Realty Group
75	Miles	Rost	Keller Williams Realty Partners Inc.
76	Joey	Zarrillo	RE/MAX Heritage
77	Ashley	Kendrick	Chartwell Realty LLC
78	Sharp Homes	Team	Epique Realty
79	John	Waltmon	Main Street Renewal, LLC
80	Kelly	Heaven	KW KANSAS CITY METRO
81	Heavenly Homes	Team	KW KANSAS CITY METRO
82	Steve	Ashner	ReeceNichols - Overland Park
83	Kelly	Shumway	Weichert, Realtors Welch & Co.
84	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
85	Sundance	Team	Rodrock & Associates Realtors
86	Chris	George	Weichert, Realtors Welch & Co.
87	Richelle	Oades	Rodricks , Oades & Co. Realty
88	Adam	Stein	BHHS Stein & Summers
89	Explore Home	Group	Keller Williams KC North
90	Dakota	Chapin	Remax Signature
91	Jolene	Desmond	Platinum Realty LLC
92	Hayley	Wildy	KW KANSAS CITY METRO
93	Steve	Courtney	Keller Williams Realty Partners Inc.
94	Colton	Messner	Platinum Realty LLC
95	Jaimie	Macoubrie	Weichert, Realtors Welch & Co.
96	HCR	Team	RE/MAX Elite, REALTORS
97	Nicole	Lonergan	Brookside Real Estate Co.
98	Crystal	Metcalfe	United Real Estate Kansas City
99	Keasha	McNeal	ReeceNichols - Lees Summit
100	Taylor	Reese	Compass Realty Group

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Teresa	Acklin	Prime Development Land Co LLC
102	Hightower Heritage	Team	Jason Mitchell Real Estate Mis
103	Brent	Sledd	Weichert, Realtors Welch & Co.
104	The Fisher Hiles	Team	ReeceNichols - Country Club Plaza
105	Brooke	Reinertsen	Redfin Corporation
106	Moving to KC	Team	KW KANSAS CITY METRO
107	Michelle	Marquez	ReeceNichols - Lees Summit
108	Lindsay	Sierens Schulze	ReeceNichols - Leawood
109	Mindy	Wetmore	ReeceNichols - Leawood
110	George	Barth	RE/MAX Realty and Auction House LLC
111	Lisa	Miller	Lynch Real Estate
112	ReeseMontgomery	Team	Aristocrat Realty
113	Becky	Brock	ReeceNichols - Leawood
114	The Hamilton	Group	Keller Williams KC North
115	Jenna	Halvorson	Real Broker, LLC
116	LeAnn	Hiatt	Huck Homes
117	Amy	Arndorfer	Premium Realty Group LLC

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#	FIRST NAME	LAST NAME	OFFICE NAME
118	Cory	Ward	Compass Realty Group
119	Annie	Kennedy	Realty Executives
120	Lindsey	Pryor	Compass Realty Group
121	Karen	Baum	Weichert, Realtors Welch & Co.
122	Kalin	Callewaert	Compass Realty Group
123	Blake	Nelson	KW KANSAS CITY METRO
124	Elevated Home	Team	Keller Williams Realty Partners Inc.
125	Kyle	Talbot	KW KANSAS CITY METRO
126	Sanctuary	Team	BHG Kansas City Homes
127	Shelly	Balthazor	ReeceNichols- Leawood Town Center
128	Larry	Eckhoff	RE/MAX Innovations
129	Randi	Pereira	KW KANSAS CITY METRO
130	Leslie	Silveira	Worth Clark Realty
131	Jared	Smith	Inspired Realty of KC, LLC
132	Travis	Heman	Whitetail Properties Real Esta
133	Michelle	Hack	Rodrock & Associates Realtors
134	Justin	Harris	Old Drum Real Estate
135	Melanie	Johnson	ReeceNichols - Leawood
136	David	Van Noy Jr.	Van Noy Real Estate
137	Ivy Home	Group	KW KANSAS CITY METRO
138	Anna	Diamond Coble	O Shaughnessy & Diamond RE
139	Dylan	Crandall	Real Broker, LLC
140	Doser Steere	Group	LPT Realty LLC
141	Stacy	Foxworthy	ReeceNichols - Leawood
142	Kristin	Holdhusen	ReeceNichols - Leawood
143	Alex	Owens	Compass Realty Group
144	Heather	Leiker	Weichert, Realtors Welch & Co.
145	Melissa	Irish	ReeceNichols -Johnson County W
146	Brian	Andrew	ReeceNichols - Overland Park
147	Donnie	Thomas	Midwest Land Group
148	Gamble	Group	KW KANSAS CITY METRO
149	Susan	Fate	ReeceNichols -The Village
150	Tim	Seibold	Coldwell Banker Regan Realtors

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Teams and Individuals Closed from Jan. 1, 2026 - Feb. 28, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Ryan	Hubbard	United Country American Heartl
152	Ruth	Miressi	ReeceNichols - Lees Summit
153	Kim	Engle	ReeceNichols -Johnson County W
154	Bre	Dayton	Dayton Dynasty Realty LLC
155	Lee	Ripma	Lutz Sales + Investments
156	Kim	Dyer	KW Diamond Partners
157	Blythe	Roberts	Advance Realty Group LLC
158	Kelly	Weyer	ReeceNichols - Leawood
159	Mikki	Armstrong	ReeceNichols - Lees Summit
160	Kate	Johnson	Real Broker, LLC
161	Tradition	Home Group	Compass Realty Group
162	Anthony	Lee	DRH Realty of Kansas City, LLC
163	Kristin	Searle	West Village Realty
164	Kris	Smith	Keller Williams KC North
165	Katie	Fisher	Weichert, Realtors Welch & Co.
166	Carla	Walter	Gold Key Realty
167	Teresa	Hayes	Twaddle Realty, Inc.

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#	FIRST NAME	LAST NAME	OFFICE NAME
168	Moore Homes	Team	Compass Realty Group
169	Ashley	Nunez	Sage Door Realty, LLC
170	Kara	McGraw	ReeceNichols -The Village
171	Brenda	Oliver	Heritage Realty
172	Mendy	Jarman	Keller Williams Realty Partners Inc.
173	Laurie	Bradshaw	Compass Realty Group
174	Jen	Cisar	KW KANSAS CITY METRO
175	Stephen W	Smith	RE/MAX Revolution
176	Lauren	Engle	Platinum Realty LLC
177	Toby	Prussman	Real Broker, LLC-MO
178	Omar	Herrera	Platinum Realty LLC
179	Brian	Fleming	Vitale Realtors
180	Michael	Yeates	The Real Estate Store LLC
181	John	Kroeker	Weichert, Realtors Welch & Co.
182	Kevin	Green	Berkshire Hathaway HomeServices All-Pro Real Estate
183	Katie	Yeager	Your Future Address, LLC
184	Stephanie	Murphy	ReeceNichols - Leawood
185	David	Dietrich	Whitetail Properties Real Esta
186	Jennifer	Barth	RE/MAX Realty and Auction House LLC
187	Steve	Cutshaw	Keller Williams Realty Partners Inc.
188	Jeff	Yacos	Real Broker, LLC
189	Jessica	Kurzweil	ReeceNichols - Lees Summit
190	Alex	Larson	Auben Realty MO, LLC
191	Linda L	Martin	ReeceNichols - Granada
192	Breeze	Team	EXP Realty LLC
193	Matthew	Palmquist	Whitetail Properties Real Esta
194	Cody	Donelson	Compass Realty Group
195	Jennifer	Messner	ReeceNichols - Lees Summit
196	Hallbrook	Team	Hallbrook Realty
197	Jeannine	Webb	Seek Real Estate
198	Jana	Larsen	ReeceNichols - Leawood
199	Dana	Allen	ReeceNichols- Leawood Town Center
200	Cassidy	Wheeler	Real Broker, LLC

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- Creative solutions when challenges come up
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“Flanner Mortgage Team communicates well and handles issues before they become problems. My clients feel taken care of.

– KC Realtor Partner



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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 2025 based on 2024 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 events throughout the year, a couple of golf outings, and some VIP social events throughout 2025. 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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