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JANUARY 2026

A LOOK BACK AT 2025



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PROFILES



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As we step into 2025, there’s an unmistakable sense of excitement in the air—an energy shaped by reflection, celebration, and the bold dreams we’re ready to chase. This moment is more than a simple calendar flip; it’s a lively tribute to perseverance, fresh beginnings, and the limitless potential waiting just ahead. Here’s to a future glowing with possibility and shared achievements.

Over the past year, *Kansas City Real Producers* has had the honor of highlighting an exceptional lineup of Top Producers, Rising Stars, standout agents, brokerages, and preferred partners. We couldn’t be prouder. Your journeys, accomplishments, and dedication continue to motivate us and elevate the real estate community as a whole.

We are also grateful to the Kansas City-area brokerages and principal brokers who opened their doors—and their stories—to our readers. And to the Rising Stars of 2025: your drive, passion, and promise shine brightly. We’re cheering you on as you reach new heights in 2026.

To our outstanding partners, thank you for your craftsmanship, commitment, and support of Kansas-area real estate and this magazine. You truly make what we do possible.

As we move forward into a new year, let’s continue the spirit of connection and teamwork that made 2025 unforgettable. Here’s to welcoming all the opportunities 2026 will bring. Happy New Year!

With Gratitude,



Reece Hale
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TOP PRODUCERS IN 2025



February
Lisa Moore

PHOTO BY TIFFANY MATSON

Lisa is proud of the relationships she and her team have formed with clients over the years. “We enjoy our jobs and take pride in guiding our clients through all of the complexities of buying or selling a home,” Lisa says. “Our goal is to make every transaction as smooth as possible. We are problem solvers and have a multitude of resources and connections to assist with the process. We stay in touch with our clients to provide helpful homeowner tips and keep them informed about current market trends that help protect their investments.



March
Brooke Marsalla

PHOTO BY TIFFANY MATSON

“Buying a home is an exciting journey, but it can also feel overwhelming without the right guidance,” Brooke says, “which is why I’m committed to providing exceptional client care. Clients trust me to promptly answer questions, address concerns, and keep them informed throughout the process. My goal is to make the home-buying process smooth, straightforward, and, ultimately, a positive experience they’ll always remember.”



April
Chad & Leah Taylor

PHOTO BY TIFFANY MATSON

The Taylors are industry veterans, but Kansas City has yet to see everything this power couple has to offer. “It’s been an adventure of figuring out what we do and don’t want for our business even though the market has changed so many times. As Leah often says, and that hasn’t changed over the years—we’re a small but mighty team of highly motivated agents committed to delivering outstanding service,” Chad says.



May
Hannah Shireman

PHOTO BY RUSSELL WRIGHT

It’s not for her own personal gain or pride; it’s for her clients—“I’m really driven by achievement, and I get to feel that achievement constantly because I’m able to get multiple offers for my seller or I’m able to win out on multiple offers for my buyer,” Hannah says.



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Matt Bergman with
Cassini Inspections

FEBRUARY
PHOTO BY TIFFANY MATSON

Cassini Inspections isn’t just about checking boxes; it’s about relationships. “Real estate is a relationships business, and I love connecting with agents and their clients,” Bergman said. “These relationships go beyond transactions—they foster trust and mutual growth.” His goal is simple: to be the go-to inspection partner for Realtors®. “I want to make their jobs easier while helping buyers make informed decisions,” he explained.



Brown Button Estate Sales

MAY

For Brown Button, the goal isn’t just to create a new sales platform—it’s to make estate sales smarter, faster, and more accessible. “This lets us serve people better, and at the end of the day, that’s what we care about,” Michael emphasizes. The Brown Button team is currently booking online estate sales, offering a new way to clear homes, close deals, and keep clients moving forward.



Andrew Hampson with
Goosehead Insurance

MARCH
PHOTO BY TIFFANY MATSON

Andrew officially launched his Goosehead Insurance agency two years ago, building it from scratch with a “people-first” philosophy. His mission is clear: to provide seamless, tailored insurance solutions that make the home-buying process smoother for clients and real estate professionals alike. “I’m passionate about being a trusted resource for real estate professionals,” he said. “My goal is to help them, and their clients get to the closing table with confidence.”



Leah Dornes with
Continental Title

APRIL
PHOTO BY CHRISTINE CASO WITH CC PHOTOGRAPHY

Leah doesn’t take her work for granted. She finds immense satisfaction in the relationships she builds and the impact she has. Selling CTC and growing the business is what excites me right now,” she said. “We have an amazing team with some incredible tools for secure and efficient real estate closing. We just need one contract or refinance file to prove it.”

But her motivation extends beyond business goals. “It’s a privilege to work with anyone who is building their own business or book of clients in real estate,” she said. “It’s very respectable, and we want to do all we can to be a great partner to these professionals.”



All-Pro
Renovations

JULY
PHOTO BY CHRISTINE CASO WITH CC PHOTOGRAPHY

What started as a side hustle quickly morphed into a full-fledged business. Today, Bettinger is the owner of All-Pro Renovations, a company that has earned the title of *Top Remodeling Contractor in Kansas* for six years running. “I’ve always been drawn to building things—processes, teams, spaces. Construction was my way to combine that with providing for my family,” he said.

ACM Home
Inspections

AUGUST
PHOTO BY CHRISTINE CASO WITH CC PHOTOGRAPHY

ACM Home Inspections isn’t content with just running a successful business—Christian wants to elevate the entire industry. That’s why he founded Kansas City Inspection University (KCIU), where he trains both new inspectors and real estate agents. “The industry isn’t regulated in Kansas or Missouri,” he explains. “My passion is to standardize the training and procedures to ensure the industry doesn’t get a bad reputation.”

Patrick Manza
with Option
Management Services

OCTOBER
PHOTO BY CHRISTINE CASO WITH CC PHOTOGRAPHY

For Patrick, leadership means building systems, applying technology when it makes sense, and empowering his team. “The application of technology and specifically AI in our core business represents incredible opportunity,” he said. But no matter how advanced the tools become, relationships remain at the heart of his work. “We have ROI in real estate (return on investment), but this is often highly influenced by ROI—relationships of influence. Both ROI’s are fundamental to success in life and business.”

Brett Reid Group

NOVEMBER

PHOTO BY CHRISTINE CASO WITH CC PHOTOGRAPHY

“Brett Reid Group stays true to an enlightened philosophy centered on achieving financial independence,” they said. “We use a personalized planning strategy that is designed to steer our clients toward a work-optional lifestyle. Along the way, ultimately, we want to help our clients slow down life and ensure they are enjoying the fruits of their work ethic and sense of purpose.”



A.B. May

DECEMBER

PHOTO BY CHRISTINE CASO WITH CC PHOTOGRAPHY

When it comes to working with real estate professionals, Shellie sees it as a natural extension of A.B. May’s mission. “Homeownership has many challenges,” she says. “Buyers shouldn’t stress long waits for service or questionable quality of work. Sellers shouldn’t have to worry about updating their systems before putting their houses on the market. I want more people having less stress in their homes, during and after the buying/selling process.”

Elevate Design + Build

DECEMBER

For Angie, though, the reward isn’t just in the craftsmanship or the systems. It’s the people. “Residential Construction is not only a building business, it is very much a people business,” she says, echoing her partner Sean. “You get to hand over the keys to a family that’s dreamed of this moment. When the kids run inside to find their rooms, there aren’t words for it.” After years of steady growth, Elevate Design + Build is setting its sights on the suburbs, aiming to double volume over the next five years. Whatever growth comes, the company’s foundation will remain the same—two families, building homes for others just like them. “We love what we do,” Angie says simply. “And we’re building the kind of homes we’d be proud to live in ourselves.”



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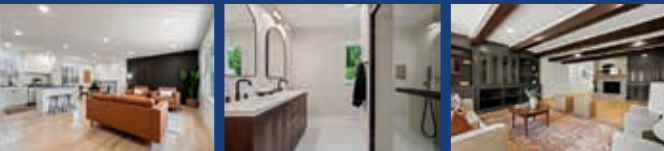
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EM HOME SOLUTIONS

TURNING HOUSES INTO HOMES

For Eddy and Allison Morales, teamwork isn't just a business model—it's a lifestyle. Whether they're making TikTok videos (Eddy is known for his comical videos), viewing lots of properties, running marathons, or wrangling their two young kids, this Kansas City power couple knows how to keep things moving forward—together.

The husband-and-wife duo behind EM Home Solutions, Eddy and Allison have built a thriving renovation and construction business rooted in passion, perseverance, and partnership. “We truly care,” Allison says. “We treat every project like it’s one for our own home.”

Their story begins worlds apart—literally. Eddy grew up in Venezuela, while Allison hails from the heartland of Burlington, Iowa. Both were standout athletes who came to the U.S. collegiate system on sports scholarships—Eddy for baseball, Allison for softball. Eddy played ball at Cochise College in Arizona before transferring to Iowa Wesleyan College, where fate stepped in. Allison, who studied Business and Marketing at the University of Iowa after her time at Southeastern Community College, crossed paths with Eddy, and the rest is history.

The couple graduated in 2010 and tied the knot soon after. “We just celebrated our 14th wedding anniversary,” Allison says proudly.

After college, Allison worked as an event coordinator and an executive assistant at Sprint. When their daughter, Sofia, was born, she pivoted to social media marketing for real estate agents. Eddy took a different route—first working at Gold’s Gym before a chance connection led him into the title industry. “A gym client recruited me to start as a title processor,” Eddy recalls. “That’s how I got my foot in the door.”

He spent seven years in title before making the leap into real estate in 2018—just after their son, Max, was born. It didn’t take long for Eddy to rise through the ranks. Within a few short years, he became one of Kansas

City’s Top 40 Realtors Under 40, closing hundreds of transactions and earning a reputation for trust, hustle, and top-tier client care.

Then came the next evolution.

In 2021, the couple began flipping homes. “People started asking who was managing our projects,” Allison says. “It was us!” That growing demand sparked a realization: there was a business opportunity waiting to be built.

By 2023, EM Home Solutions was born—a company focused on remodels, renovations, and custom projects that reflect both the Morales’ eye for details, commitment to quality, renovation vision, creative problem solving, and ability to see potential in every project, as well as their commitment to client relationships.

One of their biggest partnerships came about through a shared cultural bond. “Jose Ferreira was



“AS NIKE SAYS, ‘JUST DO IT.’”

actually one of Eddy’s real estate clients,” Allison says. “They connected because they’re both from Venezuela.” Jose quickly became their go-to contractor, and in 2023, they officially joined forces. “We saw the quality of work his company provided,” Eddy explains. “It just made sense to grow together.”

While business has boomed, the Morales family knows the hustle isn’t always easy. “Running multiple businesses while raising two young kids is a constant challenge,” Allison admits. “Work-life balance isn’t always sustainable in every season.” Late nights filled with bids, emails, and social media posts are the norm—but they wouldn’t have it any other way.

For Eddy, one of his earliest challenges came down to language. “English is my second language,” he shares. “At first, it made communication uncomfortable. But once I stopped worrying about saying everything perfectly, everything changed.” That shift in mindset not only improved his confidence—it made his interactions more genuine. “Clients connected more with my honesty and drive than with perfect grammar,” he says.

Today, EM Home Solutions thrives on word-of-mouth. Nearly all of their clients come from repeat business or referrals, particularly from real estate agents. “That’s our number one thing,” Allison says. “Realtors have been our biggest lead source—whether it’s helping them prep a listing, fix inspection items, or remodel a recent purchase.”

Their passion for helping others runs deep. “We love seeing our friends and family grow with us,” Allison says. “Whether it’s investing in rentals, flipping houses, or starting new businesses—it’s rewarding to know our example inspires others.”

For Eddy and Allison, the most gratifying part of their work is the big reveal. “Seeing our clients’ reactions when they walk into a finished home never gets old,” Eddy says. “That sense of pride and transformation—it’s everything.”

When they’re not designing dream kitchens or negotiating with contractors, you can find the Morales family outdoors. “We love spending time on our property, watching baseball, playing sports, or traveling,” Allison says. The couple also keeps active with sand volleyball at Volleyball Beach in Martin City, subbing on local teams,



and training for half marathons. “We’re kind of gym rats,” Eddy laughs.

Their advice to others is simple—but powerful. “As Nike says, ‘Just do it!’” Allison says. “Believe in yourself. Not everything goes to plan—learn from challenges, adapt, and move forward.”

Looking ahead, the Moraleses hope to continue expanding their business while giving back to the Kansas City community that embraced them. “We’re incredibly grateful to the real estate community and our clients for trusting us,” Allison says. “Kansas City has been so good to us, and we’re proud to keep growing and giving back right here.”

As for their legacy? Eddy smiles. “Besides creating beautiful homes, we want to be remembered for the opportunities and growth we helped create in our community.”

Because for the Morales family, EM Home Solutions isn’t just about renovating houses—it’s about building better futures, one project (and one family) at a time.

A lending partner your clients can trust.

Homebuying comes with big decisions. Your buyers deserve steady guidance and clear communication from start to finish. We provide confidence at every step, for both you and your clients.

What you can expect when you work with us:

- Fast and accurate preapprovals
- Consistent updates that keep everyone aligned
- Clear next steps for buyers who need structure
- Creative solutions when challenges come up
- Closings that feel organized and predictable

For our Realtor partners:
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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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OTHER GREAT FEATURES IN 2025

Kelsey Hawes

JUNE

Rising Star

PHOTO BY TIFFANY MATSON

“When you don’t know something—whether it’s buying a house or anything else in life—it can be intimidating,” Kelsey says. “I want my clients to feel comfortable asking me anything. No question is too small.” That level of trust has helped her build a strong referral network alongside being a homegrown real estate agent, working where she grew up in Wyandotte and Leavenworth counties. Many of her clients are people she has known for years. “It’s rewarding when people you’ve known your whole life trust you with something as big as buying or selling a home,” she says. “I take that



responsibility seriously.” Kelsey’s goal for the next few years is simple: keep growing. “I always want to do better

than the year before,” she says. “Not just in sales—I want to help as many people as I can,” she says with a smile.

Don Julian Builders Proudly Supporting PAL

JULY

Making a Difference

Communities thrive when people come together to create safe, inclusive, and empowering environments. The Kansas City Missouri Police Athletic League (PAL) exemplifies this spirit, bridging the gap between law enforcement and youth through sports, mentorship, and community engagement. For Don Julian Builders, supporting PAL is more than goodwill, it’s a commitment to meaningful, lasting change. As a company deeply rooted in Kansas City, Don Julian Builders believes in strengthening the local fabric through intentional partnerships. Supporting PAL aligns with their values of community, empowerment, and growth.



It’s not just about building homes—it’s about building futures. They believe Kansas City’s youth are tomorrow’s leaders. That’s why they invest in organizations like PAL, ensuring young

people have access to support, guidance, and opportunity. Every child who finds inspiration or safety through PAL reflects the lasting impact of community investment.



New Year. *New Home.*

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HOW TO BUILD A GROWTH PLAN THAT ACTUALLY CHANGES YOU

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

Let's be honest — growth doesn't happen because you wish for it. It happens because you *plan* for it.

You don't "accidentally" become the Director of Operations who drives results or the COO who owns profitability. You *grow* into that version of yourself — intentionally, step by step.

That's where a **Growth Plan** comes in.

(Note: The examples below are specifically for operations team members. AND they apply to salespeople and business owners as well.)

What's a Growth Plan (and Why Does It Matter)?

A Growth Plan isn't just a to-do list or a stack of goals. **It's your personal strategy for becoming the next-level version of you.**

It's the roadmap that helps you stretch your thinking, sharpen your skills, and strengthen your character — so you can dream bigger, achieve bigger, and impact lives more deeply.

Because let's be real: If your *vision* is growing, **you have to grow to match it.**

You can't lead a multi-million-dollar business with hundred-dollar habits.

Step 1: Identify What Needs to Grow

Before you plan, pause. Ask yourself: "Who do I need to be to go where I want to go?" That one question changes everything.

Maybe you're ready to move from Executive Assistant to Director of Operations and need to understand financials.

Maybe you're hiring leverage for the first time and need leadership skills that *don't* just come from your title.

Or maybe your body, boundaries, and mindset need to catch up with your ambition.

Growth starts where honesty meets hunger.

Step 2: Build Your Plan with LEAP

At Ops Boss® Coaching, we use a simple framework to get you started: **LEAP** — because growth always requires one.

L: LISTEN & LEARN

Curate what fills your brain.

Every podcast, book, and blog post you consume either sharpens your edge or dulls it — so choose intentionally.

Read: Pick books and publications that stretch your leadership, systems, or mindset. (Harvard Business Review is a fave!)

Listen: Try podcasts that fuel both your head *and* your heart — The One Thing and Mel Robbins are great places to start.

Follow: Smart blogs (like ours) and thought leaders who inspire you to grow forward.

Pro Tip: Ask your teammates what they're reading. When you speak the same "learning language," alignment and communication get stronger.

E: EXPERIENCE

Growth doesn't live in theory — it lives in motion.

Want courage? Volunteer for something that scares you.

Want leadership chops? Lead a committee instead of just joining one.

Want stamina? Commit to that 10K.

Want perspective? Travel somewhere that doesn't speak your language.

When you stretch yourself in one area, you strengthen yourself in every area.

Think beyond business. Volunteering, competing, and traveling all shape who you become.

A: ATTEND
Show up where growth is happening. Take the class. Buy the ticket. Sit in the front row.

Office trainings that sharpen your systems or contracts game

Ops Boss® On Demand classes like "*Coach Them Up or Coach Them Out*," "User Manuals for People" and "AI Like A Boss"

Industry events like eXpCon, KW Family Reunion, or Inman Connect

Outside-the-industry events like Tony Robbins' Business Mastery or Disney's Customer Service training

When you invest in experiences, you're not just buying a seat — you're igniting a shift.
P: PEOPLE

“CLARITY WITHOUT ACTION IS JUST PROCRASTINATION WITH LIPSTICK.”

Your circle determines your ceiling. Ask yourself: *Who do I need around me to grow?*

Maybe it's:

A coach who keeps you accountable (ahem... schedule a call)

A mentor who's already walked your path

A mastermind group that challenges your comfort zone

Or a counselor, trainer, or spiritual director who helps you grow in peace, not just productivity

Surround yourself with people who won't let you play small.

Step 3: Put It in Motion

A Growth Plan only works if it moves from paper to practice. So schedule the class. Buy the book. Send the email. Commit to the thing.

Because **clarity without action is just procrastination with lipstick.**

Step 4: Check In & Celebrate

Add your Growth Plan goals to your annual list of goals and check your Growth Plan quarterly. Ask yourself: *What's changed? What's shifted? What's next?*

Then celebrate — every single win, no matter how small.

Growth isn't about perfection. It's about becoming.

The Bottom Line
If you want to go somewhere new, you have to grow into someone new.

And that, my friend, is what being an Ops Boss® is all about — becoming the kind of leader who can handle the dream you've been given.

So go on — build your Growth Plan. Take the LEAP. And remember: **growth isn't luck... it's self-leadership.**

Cheers to your next-level self. That's BOSSY.



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 at www.OpsBossCoaching.com.

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2025 - Nov. 30, 2025

#	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	ReeceNichols-KCN
4	Ray Homes KC	Team	Compass Realty Group
5	Spradling	Group	EXP Realty LLC
6	Bryan	Huff	Keller Williams Realty Partners Inc.
7	Dan	Lynch	Lynch Real Estate
8	Kristin	Malfer	Compass Realty Group
9	Thrive RealEstate KC	Team	KW KANSAS CITY METRO
10	Dani Beyer	Team	Keller Williams KC North
11	Marti	Prieb Lilja	Keller Williams Realty Partners Inc.
12	Brooke	Miller	ReeceNichols - Country Club Plaza
13	Ask Cathy	Team	Keller Williams Platinum Prtnr
14	Cjco	Team	ReeceNichols - Leawood
15	Richey Real Estate	Group	Real Broker, LLC-MO
16	The Collective	Team	Compass Realty Group
17	Lauren	Anderson	ReeceNichols -The Village

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acceptance or closing gift!

NO MINIMUM PURCHASE REQUIRED

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MORE INFO





TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2025 - Nov. 30, 2025

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Taylor Made	Team	KW KANSAS CITY METRO
19	Tamra	Trickey	ReeceNichols - Leawood
20	BG	& Associates	BG & Associates LLC
21	Andrew	Bash	Sage Sotheby's International Realty
22	John	Barth	RE/MAX Innovations
23	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
24	Lindsay	Sierens Schulze	ReeceNichols - Leawood
25	Austin Home	Team	KW KANSAS CITY METRO
26	Nelson Home	Group	Keller Williams KC North
27	Blake Nelson	Team	KW KANSAS CITY METRO
28	Shannon	Brimacombe	Compass Realty Group
29	Stroud & Associates	Team	Real Broker, LLC
30	Dan	O'Dell	Real Broker, LLC
31	Brent	Sledd	Weichert, Realtors Welch & Com
32	Jeffrey	Quinn	Missouri Land and Farm LLC
33	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
34	ReeseMontgomery	Team	Aristocrat Realty
35	Ken Hoover	Group	Keller Williams KC North
36	Kim	Brown	ReeceNichols -Johnson County W
37	SBD	Team	SBD Housing Solutions LLC
38	Moore Homes	Team	Compass Realty Group
39	Rothermel	Group	Keller Williams KC North
40	Hannah	Shireman	West Village Realty
41	George	Medina	ReeceNichols - Country Club Plaza
42	Cory	Ward	Compass Realty Group
43	Hendrix	Group	Real Broker, LLC
44	The Small	Team	ReeceNichols-KCN
45	Tradition	Home Group	Compass Realty Group
46	LUX	Network	KW KANSAS CITY METRO
47	Benjamin	Lytle	Opendoor Brokerage LLC
48	Shelly	Balthazor	ReeceNichols- Leawood Town Center
49	Loughlin & Associates	Team	Keller Williams KC North
50	Mike	O Dell	Real Broker, LLC

#	FIRST NAME	LAST NAME	OFFICE NAME
51	The Gamble	Group	KW KANSAS CITY METRO
52	Aaron	Donner	Keller Williams Realty Partners Inc.
53	Jenny	Burkhead	Keller Williams KC North
54	HCR	Team	RE/MAX Elite, REALTORS
55	Lauren	Engle	Platinum Realty LLC
56	Wardell &	Holmes	Wardell & Holmes Real Estate
57	Chris	Austin	KW KANSAS CITY METRO
58	Sara	Bash Reda	Compass Realty Group
59	Billie Bauer	Network	Keller Williams Realty Partners Inc.
60	Missy	Barron	ReeceNichols - Lees Summit
61	Hern	Group	Keller Williams Platinum Prtnr
62	Amy	Howell	Weichert, Realtors Welch & Com
63	Rachelle	Moley	Weichert, Realtors Welch & Com
64	LeAnn	Hiatt	Huck Homes
65	Kristi	Soligo Fleshman	RE/MAX Revolution
66	Michelle	Lutz	Lutz Sales + Investments
67	Kaleena	Schumacher	Keller Williams Realty Partners Inc.

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Kansas City Real Producers • 37

Teams and Individuals Closed from Jan. 1, 2025 - Nov. 30, 2025

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Stacy	Porto	ReeceNichols -The Village
102	Majid	Ghavami	ReeceNichols- Leawood Town Center
103	Jodie	Brethour	Compass Realty Group
104	Ken	Rosberg	Prime Development Land Co LLC
105	David	Gundersen	RE/MAX Realty Suburban Inc
106	Quinn	Whimley	Reilly Real Estate LLC
107	Christopher	Mather	Compass Realty Group
108	Rachel	Kilmer	ReeceNichols - Lees Summit
109	Whitney	Stadler	Compass Realty Group
110	Sally	Moore	Weichert, Realtors Welch & Com
111	Malina	Group	Keller Williams Realty Partners Inc.
112	Teresa	Acklin	Prime Development Land Co LLC
113	THE FUSSELL	GROUP	KW KANSAS CITY METRO
114	Teresa	Hayes	Twaddle Realty, Inc.
115	Heather	Brulez	Weichert, Realtors Welch & Com
116	AudraH	Team	Real Broker, LLC
117	Dennis	PRUSSMAN	Real Broker, LLC-MO

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Meet Neil Mendez

Neil Mendez is a dedicated Financial Advisor committed to helping individuals, families, and business owners achieve their financial aspirations through personalized strategies and comprehensive planning. With a strong foundation in relationship building, gap analysis, and solution selling, Neil takes pride in creating customized financial roadmaps that empower clients to reach their goals with clarity and confidence. His approach combines technical expertise with a genuine passion for understanding each client's unique vision for the future.

A former college basketball player, Neil brings the qualities of leadership, discipline, and teamwork to his professional life, ensuring that every client experience is collaborative and goal-oriented. Beyond his career, Neil values family and adventure. He is married and the proud father of a two-year-old daughter, Lucy, and enjoys traveling with his family and their two dogs, Lily and Buckets. This balance of professional excellence and personal fulfillment reflects Neil's belief that financial planning is not just about numbers—it's about creating the life you want to live.



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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2025 - Nov. 30, 2025



Central Bank | Mortgage

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Stephanie	Murphy	ReeceNichols - Leawood
119	Tricia	Root	ReeceNichols - Lees Summit
120	Lisa	Rater	Weichert, Realtors Welch & Com
121	David	Barraza	Real Broker, LLC
122	Katherine	Lee	Sage Sotheby's International Realty
123	Crystal	Metcalfe	United Real Estate Kansas City
124	Tim	Seibold	Coldwell Banker Regan Realtors
125	Jeff	Tanner	Platinum Realty LLC
126	Haley	Epps	Compass Realty Group
127	Ramseier	Group	Keller Williams KC North
128	Jessica	Smotherman	RE/MAX Elite, REALTORS
129	Jeff	Curry	Weichert, Realtors Welch & Com
130	Heather	Broderick	RE/MAX State Line
131	Steve	Cutshaw	Keller Williams Realty Partners Inc.
132	Patty	Simpson	Crown Realty
133	Lonnie	Branson	Keller Williams Southland
134	Miles	Rost	Keller Williams Realty Partners Inc.
135	Ryan	Kennedy	ReeceNichols - Lees Summit
136	Kelly	Weyer	ReeceNichols - Leawood
137	Erin	Miller	ReeceNichols - Country Club Plaza
138	Annie	Kennedy	Realty Executives
139	Jared	Smith	Inspired Realty of KC, LLC
140	Locate	Team	Compass Realty Group
141	Sanctuary	Team	BHG Kansas City Homes
142	Candi	Sweeney	ReeceNichols - Parkville
143	Matthew	Webb	Keller Williams Realty Partners Inc.
144	Bill	Gerue	Weichert, Realtors Welch & Com
145	Ivy Home	Group	KW KANSAS CITY METRO
146	Kelli	Becks	Keller Williams Realty Partners Inc.
147	Peggy	Holmes	ReeceNichols - Lees Summit
148	Jody	Shewmaker	ReeceNichols Shewmaker
149	HB	Group	KW KANSAS CITY METRO
150	Homeric	Team	KW KANSAS CITY METRO

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About Luke:

In the mortgage business, it's important to have a lender who is educated about the ever-changing mortgage programs available. And that's good, because Luke is a lifetime learner. This dedication to growing his knowledge base, combined with a strong connection to the Kansas City, Lawrence and Wichita markets, is what makes Luke great.

It's also what benefits your client in the long run.

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Teams and Individuals Closed from Jan. 1, 2025 - Nov. 30, 2025

#	FIRST NAME	LAST NAME	OFFICE NAME
151	James	Asher	Asher Real Estate LLC
152	Vicki	Smith	RE/MAX Innovations
153	Sundance	Team	Rodrock & Associates Realtors
154	D & M	Team	Weichert, Realtors Welch & Com
155	Jaimie	Macoubrie	Weichert, Realtors Welch & Com
156	Aimee	Miller	ReeceNichols - Lees Summit
157	Jennifer	Barth	RE/MAX Realty and Auction House LLC
158	Tracy	Jackson	ReeceNichols - Country Club Plaza
159	Murray	Davis	BHG Kansas City Homes
160	Abby	Powers	The Real Estate Store LLC
161	Connie	Curran	Compass Realty Group
162	Linda L	Martin	ReeceNichols - Granada
163	Laura	Miller	ReeceNichols - Leawood
164	Madison	Moss (Harpst)	RE/MAX Innovations
165	Dave	Campbell	Keller Williams KC North
166	Christina	Brown	Sage Door Realty, LLC
167	Renee	Amey	RE/MAX Elite, REALTORS

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The advertisement features a dark blue background with a subtle geometric pattern. At the top left, a large white circle contains a portrait of Christian Amend, a man with a beard wearing a red polo shirt and a grey baseball cap. To his right are icons for a padlock, the Realtors logo, and a QR code. The main headline reads "GIVING YOUR CLIENTS Peace of Mind WHEN BUYING THEIR Dream Home". On the right side, there is a stylized logo for ACM Home Inspection, which includes a magnifying glass and a wrench. Below the headline, two white boxes describe the inspection services: "The Gold Package" (Basic Inspection + Radon, Termite and Sewer Scope) and "The MVP Package" (includes all items in Gold + Air Quality, Mold Testing, Thermal Imaging, and Floor Plan). A footer at the bottom provides contact information: phone number (913) 353-6869 and website acmhomeinspection.com.

GIVING YOUR CLIENTS *Peace of Mind*
WHEN BUYING THEIR *Dream Home*

The logo for ACM Home Inspection features a magnifying glass and a wrench crossed behind the letters "ACM" in a bold, serif font.

CHECK OUT OUR GOLD *and* MVP PACKAGES

The Gold Package

BASIC INSPECTION + RADON,
TERMITE AND SEWER SCOPE

The MVP Package

INCLUDES ALL OF THE ITEMS IN GOLD + AIR QUALITY
(MOLD TESTING) AND THERMAL IMAGING + FLOOR PLAN
(THIS IS THE MOST INCLUSIVE INSPECTION AVAILABLE ON THE MARKET)

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2025 - Nov. 30, 2025

#	FIRST NAME	LAST NAME	OFFICE NAME
168	EWN	Group	Real Broker, LLC-MO
169	Micah	Thomas	Lutz Sales + Investments
170	Rollene	Croucher	KW Diamond Partners
171	Jackie	Stahl	KW Diamond Partners
172	Cassidy	Wheeler	ReeceNichols - Leawood
173	Lynne	Matile	ReeceNichols - Overland Park
174	Jeff	Rimmer	ReeceNichols - Lees Summit
175	Sarah	Page	Compass Realty Group
176	Lauren	Roush	ReeceNichols - Lees Summit
177	Bailey	Lyons	Lyons Realty Group
178	Christine	Dunn	Keller Williams Realty Partners Inc.
179	Aly	Plunkett	ReeceNichols -Johnson County W
180	Aravind	Pentapati	Platinum Realty LLC
181	Brooke	Marsalla	ReeceNichols - Lees Summit
182	David	Dietrich	Whitetail Properties Real Esta
183	Audrie	King	Platinum Realty LLC
184	Mindy	Methner	ReeceNichols - Lees Summit
185	Guide	Group	Compass Realty Group
186	Patty	Farr	RE/MAX House of Dreams
187	Tami	Lewis	Chartwell Realty LLC
188	Sherry	Timbrook	BHG Kansas City Homes
189	Brenda	Youness	Weichert, Realtors Welch & Com
190	Aaron	Olla	Real Broker, LLC
191	Jeff	Manning	ReeceNichols - Country Club Plaza
192	Andy	Blake	Real Broker, LLC
193	Veronica	Jaster	ReeceNichols - Country Club Plaza
194	Chris	Guerrero	Platinum Realty LLC
195	Pam	Hatcher	Integrity Group Real Estate
196	Tony	Long	Real Broker, LLC
197	Mendy	Jarman	Keller Williams Realty Partners Inc.
198	Just Say Home	KC Team	Keller Williams Platinum Prtnr
199	Jennifer	Weaver	Compass Realty Group
200	Julie	Weaver	Aristocrat Realty

Disclaimer: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.



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FAQ about Kansas City Real Producers

Ever since we launched *Kansas City Real Producers* in July 2017, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is **always** open to discuss anything regarding this community — this publication is 100% designed to be **your** voice!

Q: Who receives this magazine?

A: The top 500 agents of Kansas City. We pulled MLS numbers (by closed volume) in the Kansas City market. We cut off the list at number 500. The list will reset in early 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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