

KANSAS CITY

JULY 2026

# REAL PRODUCERS<sup>®</sup>



Reese  
Montgomery

REAL ESTATE



Partner Spotlight  
**APEX  
UNDERGROUND**

Top 200 Standings

Event Recap Inside

# katie grimes



CROSSCOUNTRY  
MORTGAGE™

we make home happen.

Your clients deserve the best, and so do you. As a dedicated mortgage loan officer, I specialize in listening to your clients' needs, assessing their unique situations, and recommending the perfect loan option—tailored for them, not us.

My team is committed to clear communication, client education, and empowering everyone we serve. With an extensive portfolio of traditional and niche loan products, we have the solutions to handle virtually any mortgage scenario.

Ready to elevate your clients' experience? **Let's do this!**

913-850-2690  
katie.grimes@ccm.com  
katieinkc.com

NMLS1662035 NMLS2565067 NMLS3029



HOW TO ELEVATE



## Elevate Your Real Estate Business



### WHO ARE WE?

With over 50 years of experience, Don Julian Builders has set the standard for premium custom homes. Our portfolio speaks for itself. With numerous awards and accolades, Don Julian Builders is a trusted name in the industry.

### WHY CHOOSE US?

When you partner with Don Julian Builders, you are not just offering your clients a house; you are offering them a dream home built to exacting standards. Discover how our exceptional service can help you achieve greater success in your business, attract discerning buyers, and enhance your reputation as a top Realtor in the Kansas City real estate market.

### HOW WE ARE DIFFERENT



#### Quality

Our attention to detail and long-standing commitment to superior craftsmanship ensure that every home is a masterpiece.



#### Design

We have developed an in-house team of top architects and designers to create stunning, unique homes tailored to each client's vision.



#### Service

Our team is dedicated to providing a personalized experience, ensuring that every client's needs and desires are met with precision and care.



#### Experience

From the initial consultation to the final walk through, our streamlined process ensures a smooth and efficient building experience.

CONTACT US



7805 Barton Street Lenexa, KS 66214 | Office: 913-894-6300  
Sales@DonJulianBuilders.com | www.DonJulianBuilders.com



DonJulianBuildersKC



DonJulianBuilders

# Contents



**16** Reese Montgomery  
COVER STORY Real Estate

## PROFILES



**22** Partner Spotlight:  
Apex Underground



**26** Event Recap: Thank  
You For Attending

## IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet the Team**
- 16 Cover Story:** Reese Montgomery Real Estate
- 22 Partner Spotlight:** Apex Underground
- 26 Event Recap:** Thank You For Attending
- 30 Top 200 Standings**

If you are interested in nominating people for certain stories, please email us at: reece.hale@realproducersmag.com

**Elevate Your service. Elevate Your success.**

Partner with Option Management for seamless property solutions that strengthen your client relationships.

Patrick Manza  
Owner/Broker  
Pat@optionmsi.com  
optionmsi.com

**PROTECTING YOUR TOMORROW, TODAY**

Serving Kansas & Missouri with Trusted Coverage Since 1948

Lynn Ziegler

Let's Make Insurance Simple For You and Your Buyers

**816.333.0030**

Scan for a Contact Form

ZIEGLER INSURANCE GROUP  
**ZIG**

LIFE INSURANCE  
HOME AUTO  
LANDLORDS RENTERS  
SMALL BUSINESS

**THE N2 COMPANY**

**INC. SAYS THIS MAGAZINE IS A FORCE FOR GOOD**

The N2 Company was named to *Inc.*'s **Best in Business list for Social Good** — the authoritative list of companies that make a meaningful impact beyond profit.

Here's the part we're most proud of: The magazine you're reading is part of that impact.

Read how THIS magazine is part of something bigger.

Expert Technicians • Prompt Response  
Transparent Pricing • Customer Satisfaction

Our honesty goes a long way,  
*We value your trust.*

**HER**  
Heating, Cooling & Plumbing  
*Don't Call Him. Call HER!*

AC • Heating • Indoor Air Quality • Plumbing

Don't Delay Your Closing - *Call Today*

DontCallHimCallHer.com • 816.309.0053

# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

## BUILDER

**Century Homes**  
(913) 370-4858  
john.rau@centuryhomes.us

## CUSTOM BUILDER

**Don Julian Builders**  
(913) 894-6300  
DonJulianBuilders.com

## FINANCIAL COACHING

**Brett Reid Group**  
(913) 530-2951  
www.BrettReidWealth.com

## GENERAL CONTRACTING / REMODELING

**EM Home Solutions**  
(913) 912-0552  
emhomesolutions.com

## GUTTERS

**The Brothers that Just Do Gutters- OP**  
(913) 326-4727  
overland-park.brothersgutters.com

## HEATING & COOLING

**Boulevard Heating and Cooling**  
(816) 401-8407

## HOME BUILDER

**Elevate Design + Build**  
(816) 457-3889  
Elevatedesignbuildkc.com

## HOME INSPECTION

**ACM Home Inspection**  
**Christian Amend**  
(913) 353-6869  
acmhomeinspection.com

## Cassini Inspections

**Matt Bergman**  
(913) 731-4700  
Cassiniinspections.com

## HOME WARRANTY

**A.B. May Home Services**  
**Shellie O'Dell**  
(913) 915-4873

## Home Warranty Inc.

**Mark Emerick**  
(813) 732-9887  
www.homewarrantyinc.com

## HVAC/PLUMBING

**Don't Call Him Call HER- HVAC & Plumbing**  
**Chantal Best**  
(816) 309-0053  
dontcallhimcallher.com

## INSURANCE

**Ziegler Insurance Group**  
(816) 333-0030  
allstate.com/lzieglerbaker

## INTERIOR DESIGN

**Will Brown Interiors**  
(816) 582-6607  
willbrowninteriors.com

## JUNK REMOVAL/CLEANOUT

**KC Junk Removal Co LLC**  
(816) 226-8773  
kcjunkremovalco.com

## MORTGAGE

**Cross Country Mortgage**  
- **Katie Grimes**  
(913) 634-0269  
katieinck.com

## Flanner Mortgage Team

**Joe Flanner**  
(816) 518-6776  
JoeLoansKC.com

## MORTGAGE / LENDER

**Central Bank**  
**Luke Landau**  
(913) 901-3231

## McGowan Mortgages

(816) 631-9687  
McGowanMortgages.com

## MOVING COMPANY

**NL Wilson Moving and Storage**  
(913) 236-7052  
NLWilsonMoving.com

## PLUMBER

**Mr. Rooter Plumbing**  
(913) 210-1350  
mrrooter.com

## PROPERTY MANAGEMENT

**Option Management Services**  
(913) 269-8693  
Optionmsi.com

## Rowan Property Management

(913) 800-4388  
www.rowanpm.com

## RADON TESTING

**Radon Runner**  
(913) 638-3530  
radonrunner.com

## REMODELING

**All-Pro Renovations LLC**  
(913) 291-8406  
All-proserviceskc.com

## ROOFING

**Happy Dad Roofing**  
**Trevor Wendleton**  
(816) 905-6556  
happydadroofing.com

## Signature Group

**Chris Peters**  
(747) 334-5868  
Sermidwest.com

## True Grit Roofing Company

**Sergio Flores**  
(913) 313-9594  
truegritkc.com

## SEPTIC, SEWER & DRAIN

**Apex Underground**  
(816) 223-2400  
apexundergroundkc.com

## TITLE & CLOSING SERVICES

**Continental Title**  
(913) 956-8032  
ctitle.com

## WINDOW TREATMENTS

**Solar Shield Blinds**  
(816) 479-0160  
solarshieldblinds.com

# Every Closing Deserves a Celebration.

From first-time buyers to luxury homeowners, we help create seamless closings and memorable moments worth celebrating.

Because closing day should feel as exciting as getting the keys.

**Trusted Title Services.**

**Unforgettable Closing Experiences.**



*The Company That Celebrates You!*

**CTITLE.COM**

# Meet the Team



**Reece Hale**  
*Founder*  
 reece.hale@realproducersmag.com  
 816-588-0019



**Ashley Streight**  
*Director of Operations*  
 316-253-7900



**Dan Allsup**  
*Ad Strategist*



**Tiffany Matson**  
*Photographer*  
 www.TiffanyMatson.com  
 816-797-6722



**Christine Caso**  
*Photographer*  
 913-226-5675



**Joseph Cottle**  
*Writer*  
 231-527-5945



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



## DON'T LET A SEPTIC ISSUE KILL THE DEAL

**Fast, reliable septic & sewer solutions for real estate transactions.**

- Septic System Repair and Installation
- Tank Install & Replacement
- Sewer Line Repair
- Drainage Solutions
- Water Lines
- Electrical Lines



*Quick response for inspections & closing deadlines.*



**ApexUndergroundKC.com**  
**816-223-2400**

## Need Inventory Your Clients Will Love?



- Available & Upcoming New Builds
- Custom & Semi-Custom Options
- Buyer Incentives Available
- Streamlined Build & Closing Process
- Reliable Timelines = Happy Clients



Tour our homes.  
 Register your buyers today.

Centuryhomes.us  
 913-370-4858

## Trusted Trades

Trusted Trades are valuable vendors who know how to serve the needs of REALTORS®. You may not require their services for every transaction, but when the need arises, you're grateful for them. This group of vendors is critical to your business. Most importantly, these Trusted Trades will get the job done and make you look awesome to your clients!

**Advocating Adjuster**

**DON'T LOSE TWICE**

SPECIALIZING IN INSURANCE CLAIMS OF OVER \$100,000

FIRE, WATER, AND STORM CLAIM REPRESENTATION  
RESIDENTIAL & COMMERCIAL INSURANCE CLAIMS • FULL ADVOCACY TO MAXIMIZE PAYOUTS

INSURANCE ISN'T ON YOUR SIDE. WE ARE. CALL TODAY!

**913.213.3188**  
ADJUSTER4YOU.COM

ADJUSTER4YOU  
YOUR CLAIM IS OUR FOCUS

**Estate Planning**

- Estate Planning
- Probate Law
- Trust Administration

Scan to Easily Schedule Your FREE Consultation

**KELLEY LAW FIRM**

913-335-0022  
YourEstatePlan-KC.com  
Connor@YourEstatePlan-KC.com

**Blinds & Shades**

Blinds Shades Shutters Exterior Shades

**SOLAR SHIELD**  
BLINDS. SHADES. SOLUTIONS.

Schedule your FREE in home estimate.

SolarShieldBlinds.com 816.479.0160

**Flooring**

RATED #1 FOR FLOORING EXCELLENCE AND SERVICE

**BIG BOB'S FLOORING OUTLET**

For all your flooring needs, call:  
Mike Elyachar: 913-634-3045  
mike@bigbobskc.com | www.bigbobsoutlet.com

**Cleaning Services**

**Always Non-Toxic & Environmentally-Friendly**

Residential & Office Cleaning

**Green Clean MAID SERVICES**

CAMILLE | 913.207.8677  
Camille@GreenCleanMaidKC.com  
greencleanmaidskc.com  
Family-Owned & Operated  
Licensed • Insured

**Flooring**

High-Quality Wood Flooring Solutions

**WOODY'S**

LVP  
PRE-FINISH  
LAMINATE  
HARDWOOD

913-207-2127 • woodysflooringcompany.com  
moises@woodysfc.com

**Electrical**

**A.B.MAY**

Heating • A/C • Plumbing • Electrical • Appliance

- ✓ Repair & Maintenance
- ✓ Safety Evaluations
- ✓ Lighting Installation
- ✓ Electrical Panel Upgrades
- ✓ Whole Home Rewiring
- ✓ Surge Protection
- ✓ Whole Home Generators
- ✓ GFCI & GFI Outlets
- ✓ Smart Switches & Outlets
- ✓ And More!

**Trusted Real Estate Partner for Over 20 Years**

**Foundation Repair**

WE SPECIALIZE IN ALL YOUR STRUCTURAL AND WATERPROOFING FOUNDATION REPAIR NEEDS

**FALCON FOUNDATIONS LLC**

816.215.8710  
FALCON-FOUNDATIONS.COM

## Gutters



**5-Star Customer Service Guaranteed**  
★★★★★

*"Curb appeal starts at the roofline!"*

**Our Services**

- Gutter Install
- Gutter Cleaning
- Gutter Guards
- Fascia & Soffit
- Gutter Repair
- Underground drainage

**913-933-1002**  
Overland-Park.BrothersGutters.com

## Interior Design





**WILL BROWN INTERIORS**

INTENTION IN EVERY DETAIL

willbrowninteriors.com  
816-582-6607

## Movers

**#1 TRUSTED MOVERS OF KC'S TOP AGENTS**



*Ensure the Space is Clutter-Free Before Listing*

**METROWIDE MOVERS**

Moving | Junk Hauling and Removal  
MO 816.350.2000 | KS 913.681.7700  
metrowidemovers.com

## Plumbing

**\$199 SEWER CAMERA INSPECTIONS**  
Includes photos and report

**\$200 REALTOR REFERRAL FEE**  
On Sewer Replacements or Repairs over \$5,000

Lining, Sewer Replacement, Jetting, Gas and Water Lines, General Plumbing



(913) 210-1350  
MrRooter.com

a neighborly company

## Heating & Cooling





Heating • A/C • Plumbing • Electrical • Appliance

- ✓ System Checks
- ✓ Air Duct Cleaning
- ✓ Repairs, Maintenance, & Replacement
- ✓ Insulation
- ✓ Humidifiers
- ✓ Whole Home Air Purifiers
- ✓ Dehumidifiers
- ✓ And More!

**Trusted Real Estate Partner for Over 20 Years**

## Junk Removal & Property Cleanouts

**DEPENDABLE JUNK REMOVAL YOU CAN COUNT ON**



Full Property & Estate Cleanouts (48-hour turnaround)  
Furniture & General Debris Removal  
Same-day & Next-day Availability  
Fannie Mae Property Preservation Standard Compliance

Clear communication, reliable scheduling, and respectful handling of every property —backed by a 5.0 rating on Google, Thumbtack, and Angi.

Partner with KC Junk Removal Co. for professional, timely service your clients deserve.  
Book your next cleanout today!

**KCJunkRemovalCo.com • (816) 226-8773**

## Mudjacking

**Sunken Concrete? We Lift It Back Up.**





• Uneven Driveways & Walkways  
• Trip Hazard Repair  
• Slab Jacking / Mudjacking  
• Fast, Cost-Effective Results

**Don't replace it—lift it. Contact us today.**  
913-358-0158 | bossmudjacking.com

## Property Management

**Your Choice for Kansas City Property Management**

- Will Help Realtors Calculate ROI
- Can Provide Rental Comparables to Evaluate Current Market Rent



Scan to Find Out the Benefits of Using Advantage Homes LLC  
rentkchomes.com  
(913) 894-5133



## Home Inspections



**AVID INSPECTIONS**



**Why Choose Us?**

*One-stop shop for all your inspection needs*

- Home Inspections
- Termite Inspections
- Sewer Scopes
- Mold Testing
- Radon Testing

**ALEX CLARK,**  
Owner and Certified Master Inspector  
avid-kc.com | 913-662-3354

Scan to Schedule Now 

## Luxury Estate Sale Services

Leave the work to us. We'll organize, stage, price, advertise, and host your in-home estate sale.





**BROWN BUTTON ESTATE SALES**

brownbutton.com • 913-815-0505

## Painting

A *clean & fresh* coat of paint can make all the *difference.*



**VILLA PAINTING**

FREE ESTIMATES & COLOR CONSULT  
Contact Roy Soldevilla at:  
roy.soldevilla@gmail.com or  
913-952-2850 | www.villapainting.com

## Property Management

**Stress-Free Property Management YOU CAN TRUST**



**ROWAN PROPERTY MANAGEMENT**

- Tenant Placement & Screening
- Rent Collection & Financial Reporting
- Property Maintenance & Repairs
- Lease Enforcement & Legal Compliance

Maximize your investment with expert property management.  
Contact Rowan Property Management today!

**www.rowanpm.com | (913) 800-4388**

## Home Inspections



**HOME DETECTIVE**

PROPERTY INSPECTIONS, LLC.



SCAN TO EASILY SCHEDULE

**Kyle Derodes**  
913.707.3042  
HomeDetectiveKC.com



## Movers



**Johnson United**

**Moving Made Easy!**



Ryan Larsen | rlarsen@johnson-united.com | 913-270-9099

## Plumbing





Heating • A/C • Plumbing • Electrical • Appliance

- ✓ Repair & Maintenance
- ✓ Toilet Repair
- ✓ Sump Pumps
- ✓ Repping
- ✓ Water Heaters
- ✓ Drain Cleaning
- ✓ Water Quality
- ✓ Sewer Line Repair
- ✓ Gas Line Repair
- ✓ Camera Inspections
- ✓ Garbage Disposals
- ✓ And More!

**Trusted Real Estate Partner for Over 20 Years**

## Radon Testing



**RadonRunner**  
SIMPLE & RELIABLE 48-HOUR TESTING

SCAN ME 

All Tests Ordered by 3pm will be set the next day!  
Next Open Sat. & Sun.



NRSB

### Remodeling

Your Hometown Remodeling & Painting Experts!

**ALL-PRO RENOVATIONS**  
LOVE YOUR HOME

(913) 291-8406  
all-proserviceskc.com

### Septic, Sewer & Drain

**DON'T LET A SEPTIC ISSUE KILL THE DEAL**

**Fast, reliable septic & sewer solutions for real estate transactions.**

- Septic System Repair & Installation
- Sewer Line Repair & Drainage Solutions
- Tank Install & Replacement
- Water Lines
- Electrical Lines

Quick response for inspections & closing deadlines.

**APEX UNDERGROUND**

ApexUndergroundKC.com  
816-223-2400

### Roofing

ADDING VALUE  
**ONE ROOF AT A TIME**  
FOR HOMES AND HAPPY CLIENTS

Siding | Gutters  
Roofing | Insurance Claims  
Residential & Commercial

**HAPPY DAD ROOFING, LLC**  
We Protect What You Own

816.905.6556  
HappyDadRoofing.com

### Windows

REMODELS & WINDOWS TO BOOST LISTINGS!

Austin Nance | (417) 309-1278

### Roofing

**JOHNSON COUNTY'S PREMIER LOCAL ROOFING COMPANY**

**TRUE GRIT ROOFING COMPANY**

913.313.9594  
TrueGritKC.com

Scan to Connect Today!

### UNLOCK YOUR DIGITAL POTENTIAL

SOCIAL MEDIA | EMAIL | WEBSITE

**How does it work?**  
Our team of experts help your business stay visible, credible, and connected online through expert social media, email marketing, and website solutions.

<p><b>Social Reach</b> Affordable organic social media management</p>	<p><b>Website Engage</b> Smart website design with chatbot integration</p>
<p><b>Email Connect</b> Targeted email and SMS campaigns</p>	<p>VISIT <a href="http://WWW.N2.DIGITAL">WWW.N2.DIGITAL</a> FOR MORE INFORMATION</p> <p><b>N2 Digital</b></p>

### Roofing and Construction

Roofing Solutions *Realtors Trust.*

20+ Years Experience	50+ Industry Partners	151 Completed Projects	Christ Centered & Focused
-------------------------	--------------------------	---------------------------	------------------------------

Partner with Us Today!

Audrey Zubenel  
(913) 428-0437  
victorconstructionkc.com



**Give Your Buyers What They're Asking For**

New Construction  
Easy Customization

Today's New Construction buyers expect more—They want customization. Not pre-packaged options. Elevate offers modern design, easy customization, and confidence throughout the build. Partner with Elevate Design + Build to deliver a seamless, elevated custom home experience your clients will love—and thank you for.

Get an exclusive preview of our homes currently under construction and ready to customize

**Scan QR Code**



See our current Move-In Ready Homes

**Scan QR Code**



Partner with Elevate Design + Build and offer your buyers an Elevated Home Building Experience!

**ELEVATE DESIGN + BUILD**  
Elevating the Homebuilding Experience

816.622.8826  
elevatedesignbuildkc.com

25+ Years Experience | Award Winning Designs | Committed to Elevating The Homebuilding Experience

# REESE MONTGOMERY REAL ESTATE

PHOTOS BY BRANDI  
WISDOM PHOTOGRAPHY

## Building Dreams in Their Own Backyard



For Tabb Reese and Kellie Montgomery of Reese Montgomery Real Estate, success has never been about chasing the next trend or working in the hottest new market. Instead, it has been about something much closer to home. Quite literally.

Both Tabb and Kellie grew up in Kansas City's Northland, a community they know like the back of their hands. Today, they continue helping buyers and sellers navigate the same neighborhoods where they built their own lives, creating a business rooted in

local knowledge, lasting relationships and a genuine passion for helping people find a place to call home.

"The Northland is our backyard," they say. "We grew up here, we live here and love working where we live in Parkville and the surrounding Northland area."

That deep connection to the area is one of the reasons clients trust them when making one of the biggest decisions of their lives in buying or selling their home.

For Tabb, the journey into real estate was anything but traditional. Growing up in Parkville, he attended Park College and studied in Criminal Justice. His first career was serving as a Kansas City police officer, a role that taught him valuable lessons about people, communication and integrity.

Later, he owned a photography company before deciding to make a career change.

"I sold my photography company in 1999 and got into real estate in 2000," Tabb says.

More than two decades later, he still feels the same excitement about the business that he felt when he first started.

"Real estate is my passion. I love what I do."

Kellie's path was equally unique. Growing up in the city of Lake Waukomis, surrounded by a community that cherished the lake, she describes it as "a great place to be in the Northland growing up." She attended Park College and studied for a degree in Business Management.

While working full time at Associated Wholesale Grocers, eventually becoming their Traffic Manager





“  
Our  
broker  
is very involved  
in growth and  
development and  
is plugged into the  
heartbeat of Kansas  
City and its future.”

for all of the inbound freight into the facility, she attended school at night. Her strong work ethic would eventually become one of the cornerstones of her career.

Her entry into real estate was inspired by her husband, who worked as a project manager for Jay Jackson Builders.

“I decided if he was going to help build them, I would help sell them,” Kellie says with a laugh.

That decision turned into a nearly 30-year career helping clients achieve their homeownership dreams.

The pair chose their current brokerage, Aristocrat Realty because of its commitment to professional growth.

“Our broker is very involved in growth and development and is plugged into the heartbeat of Kansas City and its future,” they explain.

That focus on continuous improvement aligns perfectly with the way they approach their own careers. Even after decades in the industry, they remain committed to learning, evolving and finding new ways to serve clients.

One area where that passion shines especially bright is new construction.

Both Tabb and Kellie have developed a reputation for helping buyers navigate the home-building process, from selecting a lot to making design decisions and ultimately moving into a custom-built dream home.

“We love what we do,” they say. “Helping clients find their forever dream homes. Finding and marketing

new construction development and working with quality builders.”

Their enthusiasm is also reflected in what they see happening throughout today’s market.

While market conditions continue to shift, they are noticing some exciting developments in the luxury segment.

“Creative design in new builds over \$1 million,” they say.

For them, new construction offers something special that goes beyond square footage or upgraded finishes.

It gives people the opportunity to create a home that reflects their lifestyle, personality and future goals. That ability to help bring someone’s vision to life is what keeps them energized after all these years.

Of course, even the most dedicated real estate agents need time away from work.

When Tabb is not helping clients, there’s a good chance you’ll find him on a golf course, traveling or cheering on his beloved Kansas City Chiefs. A season ticket holder for the past 25 years, he has witnessed plenty of memorable moments from the stands.

He also enjoys keeping up with sports podcasts, including those hosted by Jason and Travis Kelce. Kellie’s favorite activities are a little more aquatic.

“Paddleboarding, boating, anything around the water with our family and friends,” she says.

Those hobbies offer the perfect balance to a career that often involves fast-paced schedules and constant communication.

Family also plays a central role in both of their lives.

Tabb and his wife have been married for 25 years. His wife serves as Director of Clinical Operations at North Kansas City Hospital. Together, they have raised three children, including a son who recently graduated from the University of Missouri, a daughter graduating from Loyola University Chicago and another daughter currently attending Kansas State University.

Kellie has been married to her high school sweetheart for 38 years. Their daughter, Brooke, graduated from K-State was recently married in a destination wedding and adding a new son-in-law is an exciting chapter to the family’s story.

As accomplished as they are professionally, both Tabb and Kellie believe success starts with character.

When asked what advice they would offer other real estate agents, their responses reveal the values that have guided their careers.

“Integrity means the world,” Tabb says. “Treat others the way you want to be treated.” Kelly’s advice is equally straightforward.

“Take care of your clients, work hard for them and they will take care of you.”

Those principles may sound simple, but they have helped build careers that span decades and countless successful transactions.

Giving back is important as well. Their favorite charitable organization is TeamSmile.org, a nonprofit that provides dental care and oral health education to underserved children through partnerships with professional sports teams.

And if Tabb could choose any superpower? The answer comes without hesitation. “Batman.”

While Batman may not technically have superpowers, the comparison feels fitting. Much like the Caped Crusader, Tabb and Kellie have spent years helping people solve problems, navigate challenges and achieve important goals.

Only instead of Gotham City, they’re serving the neighborhoods they know and love throughout Kansas City’s Northland, to include Chapel Ridge,



Builder: Homes by Chris



Builder: Casa Bella



Builder: Owen Homes



Builder: Starr Homes

Creekside, Estates at Chapel Hill, and Copper Hill Reserve. These communities cover quite a bit of Platte County real estate and encompass many price points from the low \$400’s to over \$4 million. Thus enabling them to serve many clients’ housing needs.

For Tabb and Kellie, real estate is more than a profession. It is an opportunity to help families build futures, create memories and find the place they are proud to call home.

And after decades in the business, they are still having fun doing it. ▾



KANSAS CITY

REAL PRODUCERS.

## Nominate a REALTOR®

Do you know an outstanding real estate agent?

Send us your nomination and why you think they should be in the next issue.

Reach out to us at  
Reece.Hale@RealProducersMag.com.

Shoot us their name, email, cell number, and why they are awesome. You might just see them in an upcoming issue!

## ONE CALL, EVERY SOLUTION

- Prep-to-List
- Appraisal Repairs
- Paint & Siding Repairs
- Electrical, HVAC, & Plumbing



Call Eddy for your Remodel and Repair Needs!  
913.912.0552  
emhomesolutions.com



### 14-Months of Coverage

Initial coverage term

Choice of Local Contractor

- Increased HVAC Limits

- Complimentary Home Concierge
- Veteran/Active Military Discount

Help Your Clients Keep Their Cool This Summer!

[homewarrantyinc.com/register](http://homewarrantyinc.com/register)

Review the terms and conditions, coverage, limitations, and exclusions for all plans at [homewarrantyinc.com/terms](http://homewarrantyinc.com/terms).



Mark Emerick  
TEAM EMERICK

(913) 732-9887  
[teamemerick@homewarrantyinc.com](mailto:teamemerick@homewarrantyinc.com)



# Any Task Big or Small,

## NL Wilson Helps You Solve Them All!

### We Can Move Safes, Pool Tables, Hot Tubs, and Swing Sets



Our storage solutions are perfect for all your short-term and long-term needs



## LET US HELP YOUR CLIENT MOVE TODAY!

Call Today!

913-357-5330 • [nlwilsonmovers.com](http://nlwilsonmovers.com)

Serving the Greater Kansas City Metropolitan Area

Scan to Set Up Your Client's Quote Today!





# APEX

UNDERGROUND

## DIGGING DEEP & DREAMING BIG

When Jay and Rustalyn York founded Apex Underground, they weren't simply starting a business. They were betting on themselves.

PHOTOS BY CHRISTINE CASO WITH CC PHOTOGRAPHY

Born in Kansas City, Missouri, and raised in Raytown, the couple's story stretches back much further than their 2018 wedding. In fact, their friendship began when they were just 9 years old. By 2012, they were building a life together and raising their children, and six years later they officially became husband and wife and business partners.

Today, they proudly run Apex Underground together, combining years of telecommunications experience with a passion for helping homeowners and real estate agents navigate some of the trickiest parts of property ownership.

Their path to entrepreneurship wasn't exactly planned.

Jay spent years working underground projects for cell towers and phone networks, while Rustalyn, a graduate of DeVry University with a Bachelor of Science in telecommunications, worked in the center of the phone network industry. Everything changed when





WE PRIDE OURSELVES ON  
**communication.**

WE TREAT OTHERS HOW WE  
**WOULD LIKE TO BE TREATED.**



both found themselves unexpectedly unemployed.

“Both laid off within two weeks of each other,” they recalled. “We decided to open an LLC to generate income for side work.” What started as a side hustle quickly became something much bigger.

In 2018, they launched Apex Underground and began tackling outdoor and underground projects while working with major companies such as Verizon and T-Mobile, installing dark fiber networks. Along the way, they discovered a need within the real estate world.

“We found a need for septic in the real estate world and the full adventure started for sewer and septic,” they said.

Today, the company also handles water and electrical lines for residential and commercial projects. Their reputation for problem solving has made them a trusted resource for countless real estate agents.

“It’s important to keep the deal together,” Rustalyn said. “Come to the table with solutions, not just problems.”

The couple currently operates two full-time crews, with longtime employee Travis standing

alongside them from the very beginning. In fact, Travis and Jay were both laid off from R.F. Fisher at the same time, making the company’s origins even more meaningful.

Despite their success, neither had a formal mentor.

“We’ve had to learn everything as we go,” they said. “But honestly, we look up to the real estate agents and local business owners we work with every day.”

Watching others persevere has inspired them to push through their own fears and continue growing.

For Jay, the biggest obstacle was overcoming uncertainty.

“After the union job ended, I had to overcome fear of failure,” he said. “I’d never run a business before. It made me work harder and have a greater drive to succeed.”

Rustalyn faced challenges of her own.

“As a woman working in a man’s world in construction, I overcame it by being patient and learning every day,” she said.

Those experiences helped shape the culture they have built.

One of the things they are most passionate about today is protecting the environment and supporting the real estate industry.

“We’re passionate about keeping our water clean and helping real estate agents make it to the finish line,” they said.

Perhaps surprisingly, one of the most rewarding parts of their work has been helping others overcome fears surrounding septic systems.

“Teaching real estate agents to not be afraid of septic and being the resource of knowledge has been rewarding,” they said.

Their connection to the housing industry runs deep.

“Agents are the front line for us,” they explained. “Our business models the real estate industry’s highs and lows.”

That partnership-first approach has helped establish Apex Underground as a woman-owned business that places communication and service above all else.

“We pride ourselves on communication,” they said. “We treat others how we would like to be treated.”

Family is equally important.

Apex Underground truly is a family operation. Their daughter, Raelyn, handles much of the paperwork and ensures compliance requirements and permits are properly managed.

“Permits are important when reselling your home and to make sure everything is installed correctly,” they said.

Meanwhile, their son, Brooks, is heavily involved in the field, making the business a true family affair.

Outside of work, Jay and Rustalyn enjoy traveling the world.

“Traveling humbles us in many ways,” they said.

Their entrepreneurial spirit extends beyond Apex Underground. They also operate Global Executive Solutions, helping businesses reclaim valuable time through highly skilled virtual assistants based in the Philippines.

Through it all, they have remained committed to helping others succeed.

Starting a business after losing their jobs taught them a lesson they will never forget.

“You can’t let the fear of failure stop you,” they said. “Today, as a husband-and-wife team, we are incredibly proud to run a family business alongside our kids. Whether we are protecting our local water systems or helping real estate agents get to the finish line, we do it by treating people right and always bringing solutions to the table.”

When asked what they hope to be remembered for, their answer is simple.

“Being the real estate agent’s best friend and always here to help and answer questions.”

Their favorite quote, from Stephen Covey, perfectly

captures the foundation of everything they have built:

“Trust is the glue of life. It’s the most essential ingredient in effective communication. It’s the foundational principle that holds all relationships.”

For Jay and Rustalyn, trust, faith and teamwork transformed adversity into opportunity. What began with layoffs and uncertainty has become a thriving family business and a legacy they are building together, one project at a time.

As they like to say, they are taking on the world together. ▾



# CELEBRATING COVER STORIES

We would like to give a huge shoutout to our event sponsors! Our amazing host was Elevate Design + Build and our other sponsors were Continental Title Company and Century Homes. We appreciate you all!

The teams included at the event were The Reid Howell Team (RHKC), the Matthew Webb Team, the Tamra Trickey Team, and the Locate Team.

We can't wait for our next event!





# 2025

## BY THE NUMBERS

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



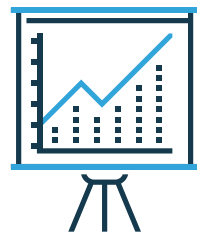
### \$10,129,957,170

SALES VOLUME



### 21,477

TOTAL TRANSACTIONS



### \$20,259,914

AVERAGE SALES VOLUME PER AGENT



### 43

AVERAGE TRANSACTIONS PER AGENT

# 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

*"Flanner Mortgage Team communicates well and handles issues before they become problems. My clients feel taken care of."*

- KC Realtor Partner



(816)-518-6776  
Jflanner@guildmortgage.net  
guildmortgage.com/joeflanner

**JOE FLANNER**

NMLS # 1142971 / Branch Manager



# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - May. 31, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob	Ellerman Team	ReeceNichols- Leawood Town Center
2	Koehler	Bortnick Team	ReeceNichols - Leawood
3	Eric	Craig	ReeceNichols-KCN
4	Thrive	Team	KW Kansas City Metro
5	Dan	Lynch	Lynch Real Estate
6	Dani	Beyer	Keller Williams KC North
7	Bryan	Huff	Keller Williams Realty Partners Inc.
8	Mike	Reilly	Reilly Real Estate LLC
9	Taylor Made	Team	KW Kansas City Metro
10	Sam	Lind	Kw Kansas City Metro
11	Sara	Bash Reda	Compass Realty Group
12	Spradling	Group	EXP Realty LLC
13	Katherine	Lee	Sage Sotheby's International Realty
14	Lauren	Anderson	ReeceNichols -The Village
15	Andrew	Bash	Sage Sotheby's International Realty
16	Brooke	Miller	ReeceNichols - Country Club Plaza
17	Homeric	Team	KW Kansas City Metro

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.

*Elevating the Look.*  
*Enhancing the Listing.*

Partner with us to make every home market-ready.

**Signature**  
EXTERIORS & ROOFING

Residential Roofing • Commercial Roofing  
Concrete • Decks • Exteriors • Gutters • Paint  
Remodeling • Tile • Fire & Water Restoration • & More!

SERMidWest.com • 913.220.6996 •



## YOU HELPED THEM FIND THE HOUSE. BE THE REASON IT FEELS LIKE HOME.

### THE FIRST NIGHT

#### Free Temporary Shades

Bare windows are often one of the first surprises new homeowners face. We install temporary shades quickly after closing to provide immediate privacy, helping your clients feel safe and at home from day one.

### THE FINISHING TOUCH

#### \$250 Solar Shield Gift Card

Offer your clients the gift of custom window treatments, no minimum purchase required. A thoughtful, practical closing gift that keeps you top of mind as they personalize their new home.

### THE TRUST FACTOR

#### 5-Star Partner You Can Trust

Build credibility by referring highly rated window treatment professionals. We take exceptional care of your clients, reflecting the same level of professionalism and trust you've earned with them.



#### Looking for a more thoughtful way to welcome your clients home?

Scan the QR code to learn how our Realtor Partner Program helps you create a move-in experience they'll truly appreciate.

[SolarShieldBlinds.com](http://SolarShieldBlinds.com)

# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - May. 31, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
18	BG &	Associates	BG & Associates LLC
19	Mike	O Dell	Real Broker, LLC
20	Chad	Taylor	Kw Kansas City Metro
21	Cathy	Counti	Keller Williams Platinum Prtnr
22	Richey Real Estate	Group	Real Broker, LLC-MO
23	Tanya	Burns	RE/MAX Town and Country
24	Nelson Home	Group	Keller Williams KC North
25	Hern	Group	Keller Williams Platinum Prtnr
26	Ken	Hoover	Keller Williams KC North
27	Tamra	Trickey	ReeceNichols - Leawood
28	Hannah	Shireman	West Village Realty
29	Stephanie	Bulcock	Compass Realty Group
30	Kristin	Malfer	Compass Realty Group
31	Alex	Owens	Compass Realty Group
32	Cami	Jones	ReeceNichols - Leawood
33	Macoubrie	Zimmerman	Weichert, Realtors Welch & Co.
34	Austin Home	Team	KW Kansas City Metro
35	Pam	Hendrix	Real Broker, LLC
36	Michelle	Lutz	Lutz Sales + Investments
37	Kim	Brown	ReeceNichols -Johnson County W
38	Shannon	Brimacombe	Compass Realty Group
39	Jeremy	Applebaum	Real Broker, LLC
40	Elevated Home	Team	Keller Williams Realty Partners Inc.
41	Ellen	Murphy	ReeceNichols - Leawood
42	Drh	Team	DRH Realty of Kansas City, LLC
43	Lauren	Engle	Platinum Realty LLC
44	Katie	Yeager	Your Future Address, LLC
45	LUX	Network	KW Kansas City Metro
46	Kaleena	Schumacher	Real Broker, LLC
47	Eli	Medina	ReeceNichols - Country Club Plaza
48	Whitney	Stadler	Compass Realty Group
49	Billie Bauer	Network	Keller Williams Realty Partners Inc.
50	Charles	Small	ReeceNichols-KCN

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Mark	Maschger	Worth Clark Realty
52	Marti	Prieb Lijja	Keller Williams Realty Partners Inc.
53	Moving to KC	Team	KW Kansas City Metro
54	John	Barth	RE/MAX Innovations
55	Moore	Homes Team	Compass Realty Group
56	Brenda	Youness	Weichert, Realtors Welch & Co.
57	Rothermel	Group	Keller Williams KC North
58	Aaron	Donner	Keller Williams Realty Partners Inc.
59	Heather	Brulez	Weichert, Realtors Welch & Co.
60	Rob	Lacy	Weichert, Realtors Welch & Co.
61	George	Medina	ReeceNichols - Country Club Plaza
62	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Co.
63	David	Barth	RE/MAX Innovations
64	Tommy	Needles	Keller Williams Platinum Prtnr
65	Krishna	Chinnam	Keller Williams Realty Partners Inc.
66	Dan	O'Dell	Real Broker, LLC
67	Stacy	Porto	ReeceNichols -The Village

**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.

## YOUR #1 REFERRAL PARTNER FOR INSURANCE



*"Daniel is like an extension of our brand. We know that when we refer clients to him, he treats them just as we would! We HIGHLY recommend him."*

- Ghavami Group

Connect with me on any platform @danielsimanovsky



Let's Connect So I can Show You How I Can Help Your Client's Save!

Call or Text Today

Daniel Simanovsky

913.530.4481

# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - May. 31, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Trish	Shiever	Welcome Home Real Estate LLC
69	Heavenly Homes	Team	KW Kansas City Metro
70	Rita	Dickey	ReeceNichols - Overland Park
71	Dan	Couse	EXP Realty LLC
72	Brent	Sledd	Weichert, Realtors Welch & Co.
73	Candi	Sweeney	ReeceNichols - Parkville
74	Brice	Bradshaw	Compass Realty Group
75	Hayley	Wildy	Kw Kansas City Metro
76	Lynne	Matile	ReeceNichols - Overland Park
77	Tim	Seibold	Coldwell Banker Regan Realtors
78	Ashley	Kendrick	Real Broker, LLC-MO
79	Leah	Taylor	Kw Kansas City Metro
80	Blake Nelson	Team	Kw Kansas City Metro
81	Sherrri	Hines	Weichert, Realtors Welch & Co.
82	Miles	Rost	Keller Williams Realty Partners Inc.
83	Lindsey	Pryor	Compass Realty Group
84	Dana	Allen	ReeceNichols- Leawood Town Center
85	Jesse	Taitt	Keller Williams Realty Partners Inc.
86	Rachelle	Moley	Weichert, Realtors Welch & Co.
87	Hcr	Team	ReeceNichols - Lees Summit
88	Chris	Guerrero	Platinum Realty LLC
89	Teresa	Hayes	Twaddle Realty, Inc.
90	Sharon	Barry	ReeceNichols -The Village
91	LeAnn	Hiatt	Huck Homes
92	Toby	Prussman	Real Broker, LLC-MO
93	Jodie	Brethour	Compass Realty Group
94	Jennifer	Weaver	Compass Realty Group
95	Kyle	Talbot	Kw Kansas City Metro
96	Zac	Morton	Keller Williams KC North
97	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
98	Audrie	King	Platinum Realty LLC
99	Jared	Smith	Inspired Realty of KC, LLC
100	Nicole	Westhoff	ReeceNichols - Lees Summit

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Christine	Lies	ReeceNichols-KCN
102	Jenna	Halvorson	Real Broker, LLC
103	Jody	Shewmaker	ReeceNichols Shewmaker
104	Kelly	Heaven	Kw Kansas City Metro
105	Jeff	Curry	Weichert, Realtors Welch & Co.
106	Ivy Home	Team	KW Kansas City Metro
107	Sara	Tarvin	ReeceNichols - Leawood
108	Crystal	Metcalfe	United Real Estate Kansas City
109	James	Edwards	United Country Real Estate Buckhorn Land and Realty
110	Ray	Hill	Nottingham Realty
111	Amy	Arndorfer	Premium Realty Group LLC
112	Breeze	Team	EXP Realty LLC
113	Katie	Fisher	Weichert, Realtors Welch & Co.
114	Andy	Blake	Real Broker, LLC
115	Rachel	Kilmer	ReeceNichols - Lees Summit
116	Jeff	Yacos	Real Broker, LLC
117	Kevin	Bryant	Compass Realty Group

**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.

**WE LISTEN. WE ADVISE. WE CARE.**  
YOUR TRUSTED PARTNER IN FINANCIAL GROWTH AND SECURITY

**YOU USE LEVERAGE TO BUY YOUR HOME.**

**WHY NOT USE IT TO FUND YOUR FUTURE?**

You Call the Shots, We Do the Heavy Lifting - Reach Out for Personalized Guidance!

**CHRIS WADINGTON**  
CHRIS@BRETTREIDGROUP.COM

**TIM UNDERWOOD**  
TIM@BRETTREIDGROUP.COM

**BRETT REID**

brettreidgroup.com  
877.876.7772

# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - May. 31, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Stephen W	Smith	RE/MAX Revolution
119	Jeffrey	Quinn	Missouri Land and Farm LLC
120	Sbd	Team	SBD Housing Solutions LLC
121	Sam	Blacksher	Aristocrat Realty
122	Murray	Davis	BHG Kansas City Homes
123	Scott	Ventimiglia	Midwest Land Group
124	Shelby	Hernandez	Opendoor Brokerage LLC
125	Ed	Stroud	Real Broker, LLC
126	Ryann	Hemphill	Keller Williams Realty Partners Inc.
127	Jim	Fussell	Kw Kansas City Metro
128	Majid	Ghavami	ReeceNichols- Leawood Town Center
129	Jo	Chavez	Redfin Corporation
130	Lennar	Team	Platinum Realty LLC
131	Benji	Lytle	Opendoor Brokerage LLC
132	Ben	Robbins	Reilly Real Estate LLC
133	Wardell &	Holmes	Wardell & Holmes Real Estate
134	Rebekah	Schaaf	ReeceNichols - Overland Park
135	Ben	Ewbank	Midwest Land Group
136	Peter	Colpitts	ReeceNichols- Leawood Town Center
137	Hb	Group	Kw Kansas City Metro
138	Pamela	Chyba	ListWithFreedom.com Inc
139	Larry	Eckhoff	RE/MAX Innovations
140	Ryan	Hubbard	United Country American Heartl
141	Megan	Wampler	Keller Williams KC North
142	Adrienne	Fisher	ReeceNichols - Country Club Plaza
143	Darcy	Roach	Homes by Darcy LLC
144	Dee	Rolig	EXP Realty LLC
145	Debbie	Sinclair	Prime Development Land Co LLC
146	Tabb	Reese	Aristocrat Realty
147	Derrick	Darling	Keller Williams Realty Partners Inc.
148	Skyler	Wirsig	Midwest Land Group
149	Liz	Jaeger	ReeceNichols - Leawood
150	Sharon G.	Aubuchon	RE/MAX Premier 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.



## Attention Real Estate Investors!

Qualify more borrowers based on property cash flow only.



- ✔ No income verification required.
- ✔ Flexible DSCR options with ratios as low as 0.75-1.2 and loan amounts up to \$3M.
- ✔ 30-year fixed, no prepayment penalty, and loan-to-value's up to 80% purchase/rate-term refinance and 75% cash-out.
- ✔ Short-term rentals allowed (Airbnb/VRBO) plus warrantable and non-warrantable condos.
- ✔ Streamlined qualification: 660+ FICO, minimum 2 tradelines.
- ✔ No manufactured, mobile, or factory-built housing.

Contact Luke at **913-901-3231** or [luke.landau@centralbank.net](mailto:luke.landau@centralbank.net) to learn more!



This is not a commitment to lend or extend credit. Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. All rates, programs and fees are subject to underwriting guidelines and are subject to change without notice. Other restrictions may apply. See bank for details. The Central Trust Bank NMLS #407985 MEMBER FDIC 238 Madison St, Jefferson City, MO 65101. Copyright Central Bancompany. All rights reserved.



# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - May. 31, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Michaela	Hagan	West Village Realty
152	Terri	Carter	Platinum Realty LLC
153	Cassidy	Wheeler	Real Broker, LLC
154	Kate	Johnson	Real Broker, LLC
155	Melissa	Irish	ReeceNichols - Johnson County W
156	Zachary	Kelly	ReeceNichols - Leawood
157	Mikki	Armstrong	ReeceNichols - Lees Summit
158	Mikki	Sander	Redfin Corporation
159	Cory	Ward	Compass Realty Group
160	John	Wheeler	SBD Housing Solutions LLC
161	James	Asher	Asher Real Estate LLC
162	Lisa	Miller	Lynch Real Estate
163	Dennis	Prussman	Real Broker, LLC-MO
164	Teressa	Quigley	Worth Clark Realty
165	Sanctuary	Team	BHG Kansas City Homes
166	Jonas	Barrish	Compass Realty Group
167	Matthew	Webb	Keller Williams Realty Partners Inc.

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.

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





**Christian Amend**  
Licensed Professional Engineer




**REALTORS®**  
Scan to Quickly  
Book Online

**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)

**(913) 353-6869 | acmhomeinspection.com**

## Extra Benefits, Extra Value



Heating · AC · Plumbing · Electrical · Appliance

**HOME WARRANTY PLUS** with A.B. May

Home Warranty Plus with A.B. May includes System Checks for Buyers. With more than \$600 in value, these major home system assessments are cost-free unless a customer-approved repair is made during the visit. Schedule anytime during the 13-month warranty:

- Heating & Cooling System Check with Cleaning
  - Plumbing System Check
  - Drain System Check
  - Electrical System Check
- Plus, a \$250 code upgrade credit

**Questions or want to learn more?**  
Contact your Home Warranty Partner!  
Shellie O'Dell at 913-915-4873  
We'd love to help!

# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - May. 31, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Todd	Burroughs	Crown Realty
169	Steve	Ashner	ReeceNichols - Overland Park
170	Eva	Norton	The Next Door Agents, LLC
171	Greg	Shahan	395 Realty LLC
172	Madison	Moss (Harpst)	RE/MAX Innovations
173	Christine	Dunn	Keller Williams Realty Partners Inc.
174	Ashley	Sweeney-Emmons	ReeceNichols - Parkville
175	Carly	Estes	United Real Estate Kansas City
176	Rhonda	Ahern	Premier Realty Group
177	Dylan	Crandall	Real Broker, LLC
178	Brian	Polodna	ReeceNichols - Country Club Plaza
179	Brian	Andrew	ReeceNichols - Overland Park
180	Stacy	Anderson	ReeceNichols - Leawood
181	Donnie	Thomas	Midwest Land Group
182	Joe	Woods	Real Broker, LLC
183	John	Kroeker	Weichert, Realtors Welch & Co.
184	Mike	Russell	Real Broker, LLC
185	Chris	George	Weichert, Realtors Welch & Co.
186	Joe	Balestrieri	Keller Williams Realty Partners Inc.
187	Kalin	Callewaert	Compass Realty Group
188	Vinny	Monarez	Keller Williams Platinum Prtnr
189	Randi	Platko	Prime Development Land Co LLC
190	Chris	Austin	Kw Kansas City Metro
191	Becca	Kyger	ReeceNichols - Leawood
192	Becca	Hageman	Compass Realty Group
193	Teresa	Acklin	Prime Development Land Co LLC
194	Jack	Allen	BHG Kansas City Homes
195	Jake	Zillner	Modern Realty Advisors
196	Aaron	Blount	Midwest Land Group
197	Aimee	Miller	ReeceNichols - Lees Summit
198	Travis	Heman	Whitetail Properties Real Esta
199	Molly	Hipfl	ReeceNichols - Lees Summit
200	Veronica	Morris	Keller Williams Realty Partners Inc.

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.



HomeGuru

## Own Your Freedom

Become the Bank. Create Cash Flow. Change Lives.

Owner-financed real estate done differently | Become the bank instead of the landlord  
Predictable monthly income with fewer headaches | Building wealth while serving families



70+ owner-finance deals • \$100K+ monthly recurring income • 0 evictions

Ready to stop chasing deals and start building real freedom?  
Learn how owner-financed real estate creates consistent cash flow, long-term wealth, and meaningful impact — without the stress of traditional rentals.



Owner Finance Freedom  
Tanur & Bryce Badgley

913-444-6324 | [tanur@homegurukc.com](mailto:tanur@homegurukc.com)

@tanurbadgley @brycebadgleyownerfinancefreedom.com

Owner Finance Freedom by HomeGuruKC

# 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.



*The Pitch*  
THE STAR  
KansasCity.com



2025 KANSAS CITY'S  
**BEST LOAN OFFICER**  
2025 KANSAS CITY'S  
**BEST HOME MORTGAGE**

**MCGOWAN MORTGAGES**

- ✓ **COMPETITIVELY LOW RATES!**
- ✓ **FINANCING STARTING AT 500+ CREDIT SCORES!**
- ✓ **FAST PRE-APPROVALS!**
- ✓ **SHOP AT 250+ BANKS WITH ENDLESS OPTIONS!**
- ✓ **AVAILABLE 7 DAYS A WEEK!**
- ✓ **CONVENTIONAL, FHA, VA, AND USDA LOANS!**
- ✓ **NON-TRADITIONAL FINANCING OPTIONS!**



**DEREK MCGOWAN**  
NMLS# 1478470  
**816.631.9687**  
dmcgowan@nexamortgage.com



# LET'S ELEVATE YOUR REAL ESTATE EXPERIENCE TOGETHER!

## Why Cassini Inspections?

- ✓ Thorough Inspections
- ✓ Detailed Reports
- ✓ Customer-Centric
- ✓ Affordable & Quick

*Don't Forget to Ask About the Cassini Protection Plan*



**SCHEDULE NOW!**

**MATT BERGMAN**

(913) 513-0234

CASSINIINSPECTIONS.COM

