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MARCH 2026

# REAL PRODUCERS<sup>®</sup>

## Ashley Barreto



Affiliate Spotlight  
**1075 PHOTOGRAPHY**

PHOTO BY JARON JOHNS

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COVER STORY

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# Meet The Team



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# Class of 2026!

## To the 2026 Real Producers Class,

Being in the top 300 and a recipient is not something that happens by accident. It reflects consistency, commitment, and a level of excellence that sets you apart in our local real estate community.

Real Producers exists to celebrate professionals like you not just for what you’ve produced, but for how you lead, serve clients, and contribute to the industry around you. This platform was built to bring the top agents in our market together, to share stories, create meaningful connections, and foster a community rooted in respect and collaboration.



As part of the 2026 class, you are invited into more than a magazine. You are part of a growing network of high-performing peers and trusted partners who believe that success is better when it’s shared.

We’re honored to highlight your achievements and look forward to connecting with you throughout the year, both in print and in person.

Welcome to Real Producers.

**Real Producers** began with our first franchise in Indianapolis in 2015 and has grown to more than 130 markets nationwide. Today, it continues to expand by doing one thing well: bringing the most respected real estate professionals together in meaningful ways.

### Who Receives Real Producers?

- The **Top 300 real estate agents** in the Central Kentucky market
- Rankings are based on **closed residential sales volume, in the MLS**

### Why Real Producers Exists

- We believe we are better together
- Real Producers is built to **connect, elevate, and inspire** the most elite agents in each market
- Every month, we highlight:
  - Agent stories and successes
  - Leader spotlights
  - Community and networking opportunities

### Is There a Cost to Be Featured?

- **None.**
- Real Producers is **not pay-to-play**
- Features are earned through achievement and story

### How Are Agents Featured?

- Connect with us and engage
- Nominations are encouraged:
- Agents may nominate peers
- Office leaders may nominate agents

### While features are not guaranteed, we encourage agents to:

- Engage with our team
- Attend private Real Producers events
- Support the community we are building

### Do You Host Events?

- Yes
- We host **private, invitation-only events** throughout the year designed for connection not selling

### Who Are RP-Vetted Businesses?

- Businesses **recommended by top agents**
- Each partner is carefully reviewed to ensure:
  - Professional integrity
  - Proven value to agents
  - Alignment with the Real Producers community
- Our goal is a **trusted network**, not a crowded directory

### How Can You Recommend a Business?

- Email or message our team with your recommendation
- Every referral matters we build this platform together



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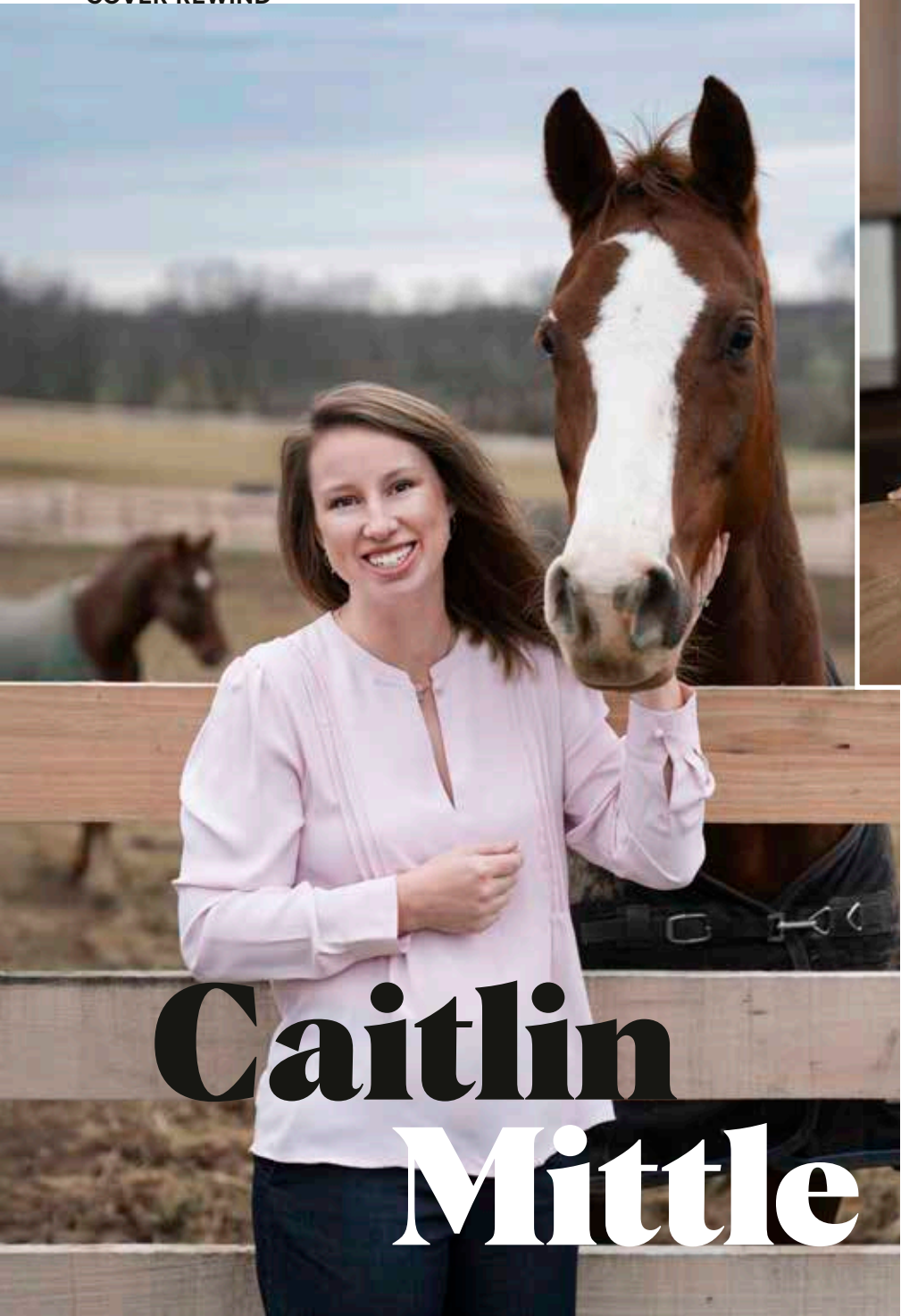
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# Caitlin Mittelle

## REAL ESTATE WAS AN ANSWER TO PRAYER!

PHOTOS BY KENI PARKS PHOTOGRAPHY

**A**fter college, unsure of her path, Caitlin prayed for direction and felt led into real estate. She earned her license in 2011 and began her career that October. Today, she serves clients at RE/MAX Elite Realty, focusing on relationships and helping families find the right place to call home.

Born in Pensacola and raised on Maryland's Kent Island as a "military brat," Caitlin moved often due to her

father's career as a Marine Corps helicopter pilot. Ironically, frequent moves gave her an early dislike for REALTORS®. After earning an associate degree in Maryland, she transferred to Asbury University in Kentucky, bringing her horse with her. She quickly fell in love with Kentucky's horse country and decided to stay.

A lifelong rider, Caitlin found her niche selling hobby and equestrian farms along with residential homes. Starting from scratch wasn't easy. Without a strong sphere of influence, she spent her first three years building her business from the ground up while living at a poverty level. Mentors, including agent Linda Moore, helped shape her approach. Caitlin joined RE/MAX Elite Realty in 2020 and is now thriving.

Her background also helps her connect with families relocating to Kentucky. "Real estate is about people, not houses," she says. Her faith guides her work, along with a commitment to learning and serving well.

Caitlin and her husband, Seth, have three children and have fostered several others. With over \$16 million in sales last year, Caitlin remains focused on serving clients and community with humility, perseverance, and heart.



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Gabe McBride

CAPTURING  
SUCCESS IN A  
SECOND CAREER

# 1075 Photography

PHOTOS BY RENEE HENSLEY



**For Gabe McBride of 1075 Photography,** a main point of pride is the ability to deliver a premium service with excellent communication and a timely response. The interesting part for McBride – who started the company in 2019 – is that those main points of emphasis and pride were instilled in him through his previous career as a firefighter and EMT in the Bluegrass.

When McBride started the business in 2019, he did so concurrently with his career as a first responder before eventually going full-time in the photography realm in February 2024. He even obtained the inspiration the 1075's name and logo from FDNY's 10 codes for fire or major emergency and the hazardous materials placarding system.

McBride has a passion for aerial photography and videography and is a full-service real estate media provider. He provides high-quality drone work, video tours and virtual staging with some of the fastest delivery times in the Bluegrass. But McBride's career transition has proven to allow him to help others more than he could have imagined.







"I pride myself in listening to client feedback and using it to improve my work," McBride said. "I genuinely love the work I do and I have the best clients. The opportunity to earn their loyalty and trust is both humbling and inspiring and something I never take lightly. I enjoy getting to see such a wide variety of homes – even when it occasionally means encountering unsafe building conditions or bypassing downed trees in a roadway after a storm – and hearing people's life stories throughout the process."

Because of this, McBride seems himself engrained as an integral part of the sale and not just a photographer. He's one of the first people homeowners will see if the REALTOR® incorporates him into the process. McBride even thinks it's important to incorporate his peers into a process to help ensure a potential client receives what they specifically need.

"I'm a strong advocate for any solution that is the best for what agents and clients need," McBride said. "I'm not hesitant to try to find a different process or to even resource out to some of my peers. We have an extremely supportive culture among our local real estate businesses. The competition has been beyond supportive. I think

“  
I PRIDE  
MYSELF IN  
LISTENING  
TO CLIENT  
FEEDBACK  
AND USING  
IT TO  
IMPROVE  
MY WORK.”



it's an atmosphere much more of collaboration than of competition."

And this atmosphere is one that McBride has quickly ingratiated himself in.

"The freedom of movement – being out and about – Kentucky's beautiful and I just enjoy being out in the scenery and with its people," McBride added. "The creative nature of it provides an environment that allows me to take pride in delivering the work and seeing the finished product. In addition, this partnership I have developed with Real Producers has been instrumental in connecting me with some great clients. It has provided a tremendous social network in the community."

But McBride isn't resting on his laurels heading into 2026. He's working on a branded application that will be available in Apple and Google stores. This

will address and alleviate some of the pain points that come when your business is real estate media.

"It all goes back to my core values – how can I continue to provide a premium service with excellent communication and a timely response," McBride said. "Continuing to evolve will help position my brand as a premium option. I'm a solo photographer and feel like I can deliver the true 1-on-1 service my clients desire. Along with that, I look forward to continuing to connect with top producing agents as I continue to build my skills to provide quality deliverables."

With that mindset, McBride has positioned himself strongly for success in 2026 and beyond.





COVER STORY



# Ashley Barreto

Fearless.  
Focused.  
Fierce.

Has Crushed  
Obstacles To Rise  
in Real Estate



WRITTEN BY  
ELIZABETH  
MCCABE  
PHOTOS BY  
JARON JOHNS



“You are wiser because you have made mistakes.  
Not damaged. Wiser.” – Taylor Swift

**Low poverty.  
A drug-addicted family.  
A teenage pregnancy.**

Any one of those obstacles can derail someone. Ashley Barreto faced all of them and kept going.

Ashley cut her teeth in the school of hard knocks. Born in Phoenix, Arizona, she moved to Eastern Kentucky at just three years old with her brother, where a family took them in. What followed was not an easy childhood by any measure. Stability was scarce. Guidance was inconsistent. And the odds were stacked steeply against her from the start.

Right out of high school, Ashley learned she was

pregnant with her first son. For many, that moment might have felt like the end of the road. For Ashley, it became the turning point.

“As a young mom I knew I wanted to be better. I knew I wanted to make my son proud and teach him you can overcome anything as long as you believe in yourself to your core! I wasn’t sure what my passion was outside of being a mom, but I wanted to help people. I wanted to build relationships I felt I never had growing up,” says Ashley.

Those instincts would eventually lead her to real estate, where her natural empathy found a perfect fit. Ashley describes herself as a people-pleaser at heart





“I want to give my clients the **best experience** so that other people question why they didn’t get that experience when they bought!”



and she owns it. It’s the reason her clients don’t experience her as “just” a real estate agent. She shows up fully, without hesitation, and without a checklist of what’s expected.

“If that means I need to show up with a lawnmower because your grass needs to be cut, I’ll be there,” she says. “If I need to deep clean your home, I’ll show up with all the supplies. Whatever it takes to make it easier and stress-free.” She goes above

and beyond for her clients, and it shows.

“I love my job,” she raves. “I can’t believe I get to wake up every day and do this,” she smiles. Is it easy? Nope. “Some days it’s really hard and there are a lot of fires I’m constantly putting out.” Ashley is more than a name on a yard sign. “I’m not just a person who opens a door for you. I want to give my clients the best experience so that other people question why they

didn’t get that experience when they bought!” Simply put, she is elevating the standard in real estate.

The results? Impressive. As she heads into her third year in real estate this March, Ashley has already closed more than \$26.7 million in total volume, including \$16.8 million in the past year alone. Her decision to become a real estate agent was simple. “I wanted to be present for my children and work toward a more

stable financial future for them,” she says. “Over time, I truly fell in love with the work, especially with the relationships it creates.

As a military wife, Ashley knows how challenging it can be. “I know how isolating it can feel to move often, start over, and navigate life when your spouse is deployed and you don’t know anyone,” she shares. Real estate gave me a way to connect with people, build community, and

support others through important life decisions with care and concern.

#### **Life Before Real Estate**

Before real estate, Ashley worked remotely in an accounting role for a UK-based hospital umbrella organization and previously served as a surgical dental assistant. “These positions required a high level of accuracy, discretion, and professionalism, qualities that continue to guide how

I serve and advocate for my clients today,” she comments.

Raised in Eastern Kentucky, in the heart of the Appalachian Mountains, Ashley was shaped by her upbringing. “Hard work, grit, and humility are simply a way of life. I was raised by parents who instilled strong values early on to show up, work hard, and treat people with respect,” she comments. She attended Southeast Community

“My husband is my **biggest supporter.** Without him I would have never followed through.”





“Hard work, grit, and humility are simply a way of life.”

College and Bluegrass Community & Technical College and later completed dental assistant training in Virginia Beach. But it was real-life experience that taught her more than any lesson in a classroom could. As she wisely says, “Real growth often comes through uncomfortable seasons.”

How did she survive? “I’ve leaned heavily on my faith, my family, and a small but strong support system and I chose to keep showing up, even when it felt heavy.”

#### Family First

Family remains her anchor. Ashley is married to her husband, Nick, a retired U.S. Navy veteran who served for 20 years. “My husband is my biggest supporter. Without him I would have never followed through,” she smiles.

Together, they’re raising three children: Alana, Aiden, and Alex. Alana attends the University of Kentucky as an English major. Aiden, a high school sophomore, studies 3D Printing, Mechatronics, and Industrial Engineering. Alex, the youngest, is immersed in musical theatre and performs downtown in Lexington. The family shares a love for travel, culture, and summer nights spent around the crackling fire, roasting marshmallows. What’s next? They hope to cross Japan off their bucket list.

Outside of real estate, Ashley values anything that helps her relax and reset. Whether building Legos, getting lost in a good book, or winding down with a true crime documentary is always rejuvenating. Or she might take a quick weekend away to escape the hustle and bustle of life.

One fun fact? “I played the Wendy Girl for the Wendy’s franchise of the Eastern Kentucky district,” she says. “I got to fly in a helicopter to musical festivals where Tim McGraw and other big artists performed. It was super cool and definitely one of my favorite jobs I always tell my kids about!”

#### Top Tips

New to real estate? For agents just starting out, Ashley offers grounded advice: find a strong mentor, build a solid foundation, and surround yourself with people who challenge you to grow.

“On the days you question whether you belong,” she says, “you do.”

And Ashley Barreto is living proof. She crushed obstacles, rose in real estate, and has a heart to help others. Best of all, she genuinely loves every waking minute of real estate. She holds Taylor Swift’s quote near and dear to her heart, “If you are lucky enough to find something that you love, and you have a shot at being good at it, don’t stop, don’t put it down.” Ashley found her passion and profession in real estate and she won’t be stopping anytime soon. What an inspiration!

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# The 2026 Real Producers Badge Program

At Real Producers, recognition has always meant more than numbers on a spreadsheet. Our badge program exists to celebrate the agents who consistently perform at the highest level in their market those who lead through results, professionalism, and impact within the real estate community.

Each year, our badges serve as a visible acknowledgment of excellence. They represent dedication, long hours, strong client relationships, and the discipline required to perform year after year in a competitive industry. The 2026 Real Producers badges reflect **residential production from the full 2025 calendar year**, as verified through MLS data.

How Badge Qualification Works

Real Producers badges are awarded based on **residential closed sales volume**. The data used to determine badge placement is pulled directly from the MLS and reflects transactions closed between **January 1 and December 31, 2025**.

Our focus on residential volume allows us to maintain consistency across markets and ensures that agents are evaluated using a standardized, objective metric. This approach allows us to fairly recognize top producers while maintaining the integrity of the program.



Why Volume Numbers May Look Different

Agents may notice that the volume reflected on their Real Producers badge differs slightly from personal records, brokerage reports, or internal team tracking. This is normal and expected.

- Here's why:
- **MLS-specific reporting rules** may differ from internal brokerage calculations
  - **Residential-only filtering** excludes certain transaction types
  - **Team structures and attribution models** vary across offices
  - **Data timing and corrections** can affect final totals

Because no two businesses operate the same way, adaptations are sometimes necessary. These adjustments are reviewed **on a case-by-case basis** to ensure fairness while preserving the integrity of the data.

Our goal is not to dispute an agent's success but to apply one consistent methodology across the market.

Transparency Matters

We believe transparency builds trust. That's why we are intentional about how data is sourced, reviewed, and applied.

- Our process is designed to be:
- **Objective** – Based on MLS-reported residential volume
  - **Consistent** – Applied evenly across all agents
  - **Thoughtful** – Adapted when unique circumstances require review

We understand that agents run complex businesses. Team models, partnerships, and evolving brokerage structures don't always fit neatly into a single reporting system. When questions arise, our team takes the time to understand the context before making determinations.

More Than a Badge

While the badge itself is a point of pride, what it represents goes much deeper.

- A Real Producers badge signifies:
- Professional consistency
  - Market leadership
  - Peer-level performance
  - Commitment to excellence

These badges are not marketing gimmicks or participation awards. They are earned through measurable performance and sustained results over the course of an entire year.

Why We Celebrate Publicly

Recognition matters. In an industry where wins often move quickly from one closing to the next, taking time to acknowledge achievement is important.

- By celebrating agents through our badge program, we aim to:
- Honor the work behind the results
  - Elevate professionalism in the industry
  - Foster connection among top producers

The badge program is one of many ways Real Producers brings the community together through print, events, and relationships that extend beyond transactions.

Looking Ahead

The 2026 Real Producers badges represent the culmination of an exceptional 2025 year. They reflect resilience, growth, and leadership during a time when adaptability and consistency mattered more than ever.

As we distribute this year's badges, we do so with gratitude for the agents who continue to raise the bar and for the trust placed in us to recognize that achievement accurately and respectfully.

We're proud to celebrate you.







# 2025

## BY THE NUMBERS

HERES WHAT THE TOP 300 AGENTS IN  
THE BLUEGRASS SOLD IN 2025



### \$3,670,000,000

SALES VOLUME



### 9,600

TOTAL TRANSACTIONS



### \$12,200,000

AVERAGE SALES VOLUME PER AGENT



### 32

AVERAGE TRANSACTIONS PER AGENT



HVAC • BOILERS • PLUMBING • ELECTRICAL



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Air Company**



**SILVER -  
Plumber**



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