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# Locate Team

## THRIVING ON TRUST & TEAMWORK

BY JOSEPH COTTLE  
PHOTOS BY TIFFANY MATSON



Most real estate teams work the same way. One person's name goes on the sign; one person drives the business. Everyone else supports the star. It's a reliable model, and it works—but it has always carried an unspoken assumption: that somebody has to be in charge.

Locate was founded on the opposite idea.

"We did not want to be someone's name," Becky Loboda says. "We wanted to be neutral, so that we could be partners, more like a law firm."

That was about fifteen years ago. Five experienced agents—Becky, Tom Suther, Heidi Peter, Kevin Bryant, and Katherine Gregg—had been loosely orbiting each other for a while, covering listings when someone was out of town, bouncing deals off each other across brokerage lines. They liked each other. More importantly, they trusted each

other. And at some point, they asked themselves: why not make it official?

The answer could have been simple: slap someone's name on it and go. But each team member carried deep mutual respect for the other, and not one of them wanted to be the one whose name ended up on the letterhead. So they hired a branding company, went through the whole process, and landed on a word instead of a name—Locate.

Clean, neutral, shared. Nobody in charge. Nobody above anyone else.

In the years, since, the original partners have rounded out the team with seven more experienced agents who mix and enhance Locate's offerings to clients.

Locate works because everyone brings a specialty to the table, but everyone knows the real estate business inside and out.

For instance, Tom Suther serves as the team's numbers guy, so much so that his teammates call him "Rain Man."

"I remember what houses sold for," he says. "I can remember weird addresses. I can't remember what I had for breakfast, but I've just had a weird head for numbers for a long time." That head for numbers is what makes him indispensable when a seller needs to know, precisely, what their home is worth.

Becky points out that solo realtors have to be good at everything—pricing, staging, marketing, writing, contracts, client management, but the Locate partners each own a piece of that. Tom runs the numbers. Becky handles the marketing and copy. Heidi has an eye for staging and taste that she brings to every listing.



**WE DID NOT WANT TO BE SOMEONE'S NAME. WE WANTED TO BE NEUTRAL, SO THAT WE COULD BE PARTNERS, MORE LIKE A LAW FIRM."**

**IT'S NOT ABOUT NUMBERS FOR US. IT'S ABOUT THE RIGHT PEOPLE COMING TOGETHER AND JOINING OUR FAMILY."**



A newer team member, Caroline Harris, plans, develops, and posts social media for the Locate Team and for agents on the team individually, alongside supporting everyone with all sorts of marketing needs. Kevin understands construction and new development in ways that make him invaluable on certain deals. He's also the one who keeps everyone on task—the operational anchor, while also serving as the team's tech guru, outfitting them with the best tech to keep those operations running smoothly.

Katherine Gregg brings a younger generation's network and a different set of connections than any of the other founding partners has.

The team is fully incentivised for this unusual partnership thanks to the team's commission structure—the partners share a small percentage of each other's

listings. That means when Tom is working your deal, Becky and Kevin and Heidi and Katherine all have a financial stake in it too. You're not just getting one agent. You're getting the bench.

"When we go in to talk to sellers," Tom explains, "not only are they getting me, they're getting the other four partners with me."

The day-to-day reality of being on the Locate Team looks more like being part of a group of old friends who happen to also be very good at their jobs.

There's a team text chain that fires up whenever someone needs help: someone to show a house, cover a client, or talk through a tricky situation. There are weekly meetings that are supposed to follow an agenda and reliably don't. "Trying to keep people focused is very difficult," Becky says, laughing, "because

everybody wants to talk about, 'Oh, did you know the such-and-such house is coming on, and I think it's going to be listed at this, and wait, didn't so-and-so live there?'"

She walks out of those meetings, she says, thinking "That was fun." After work, you can usually find at least a few of them having cocktails at 4:30 or grabbing lunch at The Mixx between appointments.

Kansas City, both Tom and Becky will tell you, is the right place for a team built like this. Becky has lived here her whole life and will speculate carefully on why—she knows she's biased—but she keeps landing on the same word: warm. "I will get put together with someone, somehow, some way," she says, "and we'll spend six months looking at things and talking, going through this whole process, and then we find the house, and we get it all worked out, and you know this person like the back of your hand. And then you're at the closing table thinking, I'm not going to talk to you as much as I have, and I'm so sad about that." She pauses. "When I get a client, I usually make them a friend. I don't think that probably happens in every market."

The next fifteen years, they figure, will look a lot like the last fifteen, only bigger in some ways and smaller in others. Some of the founding partners' clients are downsizing—leaving the big Mission Hills houses for something more manageable. Others are moving up. Katherine Gregg represents a generation of buyers and sellers that none of the original five has much reach into, and the team plans to keep adding people like her—the right people, in the right fits—as they move through the market together.

The name will stay the same. Nobody's name. That was always the whole point.

"It's not about numbers for us," Becky says. "It's about the right people coming together and joining our family."





Thank You For Attending

# OUR MARCH EVENT!

We had an incredible time hosting our recent *Kansas City Real Producers* event at the FuelHouse, located within Olde Mill Properties. The evening brought together many of Kansas City's top-producing real estate agents and valued partners for a powerful time of connection, conversation, and community.

From the moment guests arrived, the energy was high as industry leaders mixed, mingled, and strengthened relationships. With great food, drinks, and intentional opportunities to engage, the event created space for meaningful conversations and new partnerships to form.

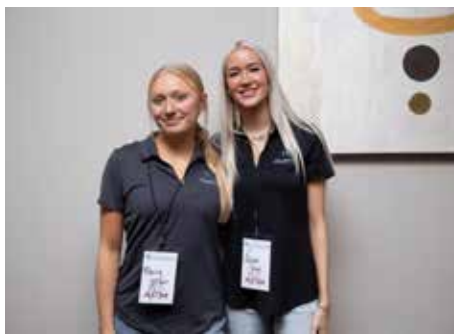
These gatherings are what make the Real Producers community so special—bringing together the best in the business to collaborate, support one another, and continue raising the standard across Kansas City real estate.



A big thank you to our platinum sponsor, **ACM Home Inspections** and to everyone who attended and helped make the night a success.

We're already looking forward to the next one.

**Save the Date: June 23rd from 4-7pm.**



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That opportunity launched Christian into the world of heavy industrial construction, where he spent years gaining hands-on experience across major projects.

He began his career with Kiewit Power Constructors as a piping field engineer from 2008 to 2010. From there, he joined Bechtel, where he worked as a piping lead field engineer at the Hanford nuclear site and later as a subcontract manager at an aluminum smelter project in Kitimat, Canada. After several years, Christian returned to Kiewit, this time working on the design side as a mechanical engineer for Kiewit Power Engineers from 2015 to 2017.

Those experiences exposed him to both the technical and practical sides of large-scale construction. But even while building his career, Christian had another dream quietly forming.

“I always wanted to start my own company,” he said. About eight years ago, the timing finally felt right.

“My wife and I made the decision that it was now or never,” Christian said. “We haven’t looked back.”

That decision led to the launch of ACM Inspections, a company that has grown steadily since its founding. Today the business includes several team members and provides residential and commercial inspections across the region.

Christian brings more than two decades of construction and inspection experience to the work. Along the way, he has earned numerous professional credentials, including Licensed Professional Engineer, Certified Master Inspector, Radon Measurement Technician, Licensed Drone Pilot, and Licensed Wood Destroying Insect Inspector.

But for Christian, success has never been about titles.

Starting the business required persistence and patience.

“Starting a business is super tough,” he said. “I thought I could just go drop off some flyers at real estate agent offices. But it turned out I had to work my butt off to get my name out there.” The early years tested his resolve.

“The first two or three years were tough and I almost went back to my job,” he admitted. “But then it finally took off.”

Today, Christian faces a different challenge.

“Now the hard part is finding the right people to make sure I can maintain high quality inspections,” he said.

Fortunately, he has built a team he deeply trusts, including members of his own family. His wife, Karyn, who works professionally as a project controls manager for Kiewit Power Constructors, also serves as the company’s part-time COO and controller.

Their two sons, Christian Jr. and Caleb, have helped the company as assistants while attending Mill Valley High School.

“My wife and sons help with the company,” Christian said. “I think most of my company was sent by God.”

Other key team members include Dennis, a longtime friend who now serves as lead inspector and trainer, and Kelly, a U.S. Army Veteran who became one of the company’s first semi-full-time inspectors.

“Kelly was the first semi full time inspector and could lead inspections and type reports,” Christian explained. “Dennis is

now taking over training and mentoring for the new guys that we bring on.”

Training has become one of Christian’s greatest passions. While he still enjoys performing inspections himself, he now spends much of his time building systems and helping others grow.

“We have developed a training center for new inspectors and real estate agents to learn,” he said. “So developing people and teaching is my passion. We strive to set a new standard for all of the inspectors in the area.”

The company regularly hosts training and networking events at its facility in Bonner Springs, inviting real estate professionals to learn more about the inspection process while building stronger relationships.

“We host real estate agent groups at our training facility to teach them about inspections and provide a cool social experience where we smoke meat and have a good time at the same time as training,” Christian said.

**God is the center of our business AND WE STRIVE TO PLEASE HIM IN OUR ACTIONS AND RELATIONSHIPS EVERY DAY.”**

Events like those help strengthen the partnerships that drive the real estate industry.



“We love our real estate agent connections,” he added. “We do a lot of events throughout the year.”

“

Despite the growth of his company, Christian remains grounded in the values that guide both his personal and professional life.

“God is always on your side,” he said. “If you seek him, he will take care of you.”

Faith plays a central role in how Christian runs his business.

“God is the center of our business and we strive to please him in our actions and relationships every day,” he said.

Christian and his family also give back by donating 10 percent of their income to their

church and sponsoring a student at Maranatha Christian Academy.

When he is not working, Christian enjoys traveling, skiing, golfing and playing pickleball with family and friends.

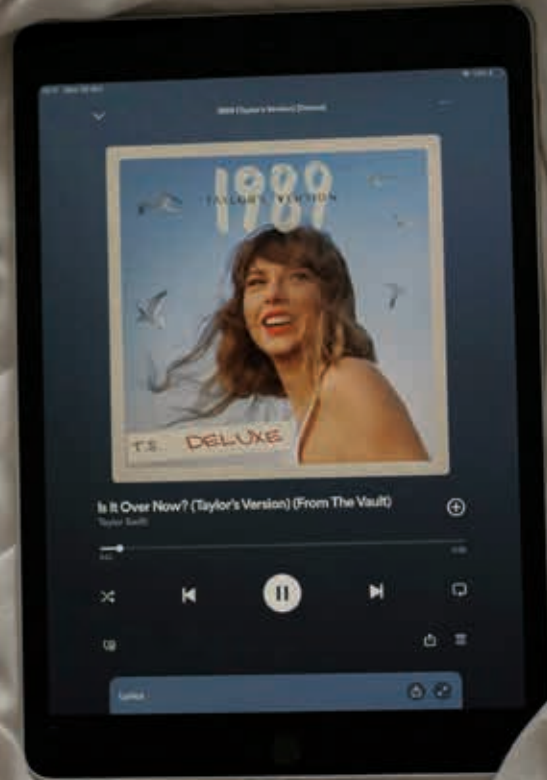
Looking ahead, he hopes to continue growing the company while shaping the future of the inspection profession.

If he had to sum up his legacy in a single goal, it would be simple.

“Changing the inspection industry,” he said.

And with a growing team, a commitment to excellence and a focus on developing the next generation, Christian is well on his way. ▀





# ARE YOU READY FOR IT? REINVENT YOUR TEAM'S CALL NIGHT (TAYLOR'S VERSION)

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

Let's be honest. For a lot of real estate agents, Call Night has a reputation... and not always a good one. Awkward dialing. Voicemails. That one agent who disappears for snacks and never comes back.

But when it's done right, Call Night can be one of the highest-ROI activities your team runs. More conversations. More appointments. More relationships strengthened. More closings.

And Call Night isn't just for teams. If you're a Solo Agent, consider hosting a shared Call Night with other agents in your office. More people = more energy.

The difference between a Call Night agents want to skip and one they actually show up for? The vibe. The structure. And a little Swiftie energy.

So if your team's Call Night is feeling a little "We Are Never Ever Getting Back Together"...it might be time for a new era. Are you ready for it?

- Make It EASY (Anti-Hero Era)
- Prep everything ahead of time:
- Call lists
- Simple scripts or conversation starters
- CRM follow-up tasks prepared

When everything is organized, agents can stop overthinking and just dial. Because the hardest part of calling is often just getting started.

**Make It FUN (Shake It Off Era)**  
Let's be real. If Call Night feels like a chore, people will find a way to avoid it.

But when the room has energy, laughter, and a little chaos, the hesitation starts to shake off. Bring the vibe with:

- A fun theme
- Food and drinks
- A great playlist
- Games and bingo
- Prizes agents actually want

When the energy is right, the room starts buzzing — and suddenly everyone is dialing.

**Lead by Example (Bejeweled Era)**  
Whether you are the DOO or the Team Leader, don't just organize Call Night. Join in. Use the time to:

- Work through your own database (Buyers, Sellers AND Recruits)
- Call past clients
- Reach out to "orphans" (people without an agent)
- Update your CRM

**Call Night Themes (The Eras Tour)**  
Turn Call Night from a task into an event. Encourage costumes, decorations, and food that match the vibe. Some Ideas:

**Classic Eras:** • Throwback Decades — 70s Disco, 80s Retro, 90s Pop, Crazy Hat Night, Pajama Party (breakfast for dinner), Black & White Chic, Denim & Diamonds, Ugly Sweater Night  
**Party Era:** • Mardi Gras, Carnival / Circus, Fiesta Night, Tropical Paradise / Luau, Neon Glow Party, Country Western / Nashville Night, Sports Fan Night  
**Pop Culture Era:** Superhero Showdown, Hollywood Red Carpet, Reality TV Night, Barbiecore / Pink Party, Taylor Swift Eras Night

Encourage agents to dress up, decorate the office, and lean into the theme.

Because when people are laughing, they're a lot less nervous about dialing.

**Call Night Bingo**  
Want agents to stay engaged the entire night? Turn Call Night into a game.

Call Night Bingo keeps people laughing, celebrating, and competing.

We run two versions and you can download the cards and a template on our blog: A Taylor Swift Call Night Bingo version AND a classic real estate version.

**Awards & Prizes (Bejeweled Moments)**  
A little competition makes everything more fun. Prizes don't need to be huge. They just need to be fun enough that agents want to win. Award Categories: Most Dials, Most Contacts, Most

Appointments, First to Bingo, Second to Bingo, Covered the Card, Best Themed Dresser  
**Prize Ideas:** Starbucks gift cards, Gas gift cards, Car detailing certificates, Local restaurant gift cards, a small commission bump on the next deal, Extra marketing budget or time with your videographer.

**Midway Games (Shake It Off Breaks)**

About 45 minutes into Call Night, energy dips. That's your cue for a quick Shake It Off break. Try Rock-Paper-Scissors Tournament, Minute to Win It (move candy with a straw), Musical Chairs, Pie Face, Speed Drawing, Mini Dance-Off and Thumb Wars. Three minutes of laughter — and then it's back to dialing.

**The Call Night Playlist (Taylor's Version)**

Here's a perfect mix to keep the energy high between calls:

- "...Ready For It?" – Kickoff song when Call Night begins
- "Shake It Off" – For when someone gets hung up on
- "Bejeweled" – When someone books an appointment
- "Love Story" – When a past client answers and catches up
- "Cruel Summer" – When someone complains about rates
- "You Belong With Me" – When someone says they might buy or sell
- "Style" – When someone compliments your marketing
- "Wildest Dreams" – When someone says they might move someday
- "Blank Space" – Perfect voicemail soundtrack

- "Long Live" – Celebration song at the end of the night

Let it play quietly in the background to keep the energy upbeat and fun.

**Call Scripts That Aren't a Cruel Summer**

The best calls aren't sales calls. They're relationship calls.

**Event Invitations:** Invite people to an upcoming client event. Then follow up afterward to thank them for coming, tell them you missed them or ask how they're doing

**Database Clean-Up:** Confirm contact information and remind them they're part of your VIP client list for future events and updates.

**Circle Prospecting:** Call neighbors around listings to share helpful market updates: A home coming soon, A recent sale and the price, Multiple offers received. Then ask if they'd ever want to talk about their home's value. Simple. Helpful. Natural.

**Your Team's Next Era Starts Now**  
If calling your sphere makes you nervous because you think "I'm not a salesperson." Try reframing it. There are over a million Realtors® in the country. You/your team is one of the best. If you care about the people in your life, you want them working with a great agent — not a random one they found online. Call Night is simply about staying connected so you're the trusted resource when they need one. So pick up the phone. Start dialing. It's time for that next era.



**About Ops Boss® Coaching**  
Ops Boss® Coaching was founded by Christy Belt Grossman, former COO of one of the nation's first \$1 Billion sales teams. Ops Boss® Coaching is celebrating their 10th Anniversary of being the premier provider of education, coaching, and community for real estate operations professionals (we call them Ops Bosses®!). Learn more and download the free Bingo Cards at [www.OpsBossCoaching.com](http://www.OpsBossCoaching.com).

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# 2025

## BY THE NUMBERS

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



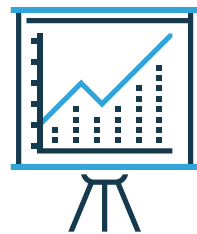
### \$10,129,957,170

SALES VOLUME



### 21,477

TOTAL TRANSACTIONS



### \$20,259,914

AVERAGE SALES VOLUME PER AGENT



### 43

AVERAGE TRANSACTIONS PER AGENT

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**JOE FLANNER**

NMLS # 1142971 / Branch Manager



# TOP 200 STANDINGS

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

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

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Ask Cathy	Team	Keller Williams Platinum Prtnr
19	Macoubrie	Zimmerman	Weichert, Realtors Welch & Co.
20	Hern	Group	Keller Williams Platinum Prtnr
21	The Collective	Team	Compass Realty Group
22	Hendrix	Group	Real Broker, LLC
23	John	Barth	RE/MAX Innovations
24	Taylor Made	Team	KW KANSAS CITY METRO
25	Kristin	Malfer	Compass Realty Group
26	Tamra	Trickey	ReeceNichols - Leawood
27	Lauren	Anderson	ReeceNichols -The Village
28	Heather	Brulez	Weichert, Realtors Welch & Co.
29	Mike	O Dell	Real Broker, LLC
30	Nelson Home	Group	Keller Williams KC North
31	Whitney	Stadler	Compass Realty Group
32	Jeff	Curry	Weichert, Realtors Welch & Co.
33	Marti	Prieb Lilja	Keller Williams Realty Partners Inc.
34	Krishna	Chinnam	Keller Williams Realty Partners Inc.
35	SBD	Team	SBD Housing Solutions LLC
36	Trish	Shiever	Welcome Home Real Estate LLC
37	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
38	Benji	Lytle	Opendoor Brokerage LLC
39	Michelle	Lutz	Lutz Sales + Investments
40	Ken Hoover	Group	Keller Williams KC North
41	Miles	Rost	Keller Williams Realty Partners Inc.
42	BG	& Associates	BG & Associates LLC
43	Sharon	Barry	ReeceNichols -The Village
44	Hannah	Shireman	West Village Realty
45	Shannon	Brimacombe	Compass Realty Group
46	Lynne	Matile	ReeceNichols - Overland Park
47	Cjco	Team	ReeceNichols - Leawood
48	Jeffrey	Quinn	Missouri Land and Farm LLC
49	Scott	Ventimiglia	Midwest Land Group
50	Jeremy	Applebaum	Real Broker, LLC

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Blake Nelson	Team	KW KANSAS CITY METRO
52	Rothermel	Group	Keller Williams KC North
53	Hayley	Wildy	KW KANSAS CITY METRO
54	Katherine	Lee	Sage Sotheby's International Realty
55	Brent	Sledd	Weichert, Realtors Welch & Co.
56	Sam	Blacksher	Aristocrat Realty
57	Molly	Hipfl	ReeceNichols - Lees Summit
58	Kim	Brown	ReeceNichols -Johnson County W
59	Kelly	Heaven	KW KANSAS CITY METRO
60	Breeze	Team	EXP Realty LLC
61	George	Medina	ReeceNichols - Country Club Plaza
62	Randi	Platko	Prime Development Land Co LLC
63	Kyle	Talbot	KW KANSAS CITY METRO
64	Sanctuary	Team	BHG Kansas City Homes
65	Locate	Team	Compass Realty Group
66	Guide	Group	Compass Realty Group
67	Lisa Ruben	Team	ReeceNichols - Country Club Plaza

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Co.
69	Todd	Burroughs	Crown Realty
70	HCR	Team	ReeceNichols - Lees Summit
71	Kaleena	Schumacher	Real Broker, LLC
72	Dan	Couse	EXP Realty LLC
73	Sara	Tarvin	ReeceNichols - Leawood
74	Skyler	Wirsig	Midwest Land Group
75	Amy	Arndorfer	Premium Realty Group LLC
76	John	Kroeker	Weichert, Realtors Welch & Co.
77	Brenda	Youness	Weichert, Realtors Welch & Co.
78	Rachelle	Moley	Weichert, Realtors Welch & Co.
79	Eli	Medina	ReeceNichols - Country Club Plaza
80	Explore Home	Group	Keller Williams KC North
81	Tanya	Burns	RE/MAX Town and Country
82	Lisa	Miller	Lynch Real Estate
83	Chris	George	Weichert, Realtors Welch & Co.
84	Sherri	Hines	Weichert, Realtors Welch & Co.
85	DRH	Team	DRH Realty of Kansas City, LLC
86	Alex	Owens	Compass Realty Group
87	Rita	Dickey	ReeceNichols - Overland Park
88	Ellen	Murphy	ReeceNichols - Leawood
89	Sundance	Team	Rodrock & Associates Realtors
90	Shaleen	Grabill	Coldwell Banker Distinctive Pr
91	Teresa	Hayes	Twaddle Realty, Inc.
92	Larry	Eckhoff	RE/MAX Innovations
93	Katie	Fisher	Weichert, Realtors Welch & Co.
94	Stroud & Associates	Team	Real Broker, LLC
95	Hightower Heritage	Team	Jason Mitchell Real Estate Mis
96	Candi	Sweeney	ReeceNichols - Parkville
97	LeAnn	Hiatt	Huck Homes
98	Taylor	Reese	Compass Realty Group
99	Tommy	Needles	Keller Williams Platinum Prtnr
100	Steve	Ashner	ReeceNichols - Overland Park

#	FIRST NAME	LAST NAME	OFFICE NAME
101	ReeseMontgomery	Team	Aristocrat Realty
102	Michelle	Marquez	ReeceNichols - Lees Summit
103	Wardell & Holmes	Real Estate	Wardell & Holmes Real Estate
104	Aaron	Donner	Keller Williams Realty Partners Inc.
105	Dan	O'Dell	Real Broker, LLC
106	Majid	Ghavami	ReeceNichols- Leawood Town Center
107	Pamela	Chyba	ListWithFreedom.com Inc
108	Adam	Stein	BHHS Stein & Summers
109	Rebekah	Schaaf	ReeceNichols - Overland Park
110	Crystal	Metcalfe	United Real Estate Kansas City
111	Jared	Smith	Inspired Realty of KC, LLC
112	Dakota	Chapin	Remax Signature
113	Jenna	Halvorson	Real Broker, LLC
114	Mikki	Armstrong	ReeceNichols - Lees Summit
115	Katie	Yeager	Your Future Address, LLC
116	Jackie	Schierlman	EXP Realty LLC
117	The Small	Team	ReeceNichols-KCN

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Moore Homes	Team	Compass Realty Group
119	Steven	Roberts	RE/MAX Elite, REALTORS
120	Nicole	Westhoff	ReeceNichols - Lees Summit
121	Brooke	Reinertsen	Redfin Corporation
122	Dave	Campbell	Keller Williams KC North
123	Missy	Barron	ReeceNichols - Lees Summit
124	Lauren	Engle	Platinum Realty LLC
125	Tim	Seibold	Coldwell Banker Regan Realtors
126	Melanie	Johnson	ReeceNichols - Leawood
127	Magnolia KC	Group	Compass Realty Group
128	Stacy	Foxworthy	ReeceNichols - Leawood
129	Toby	Prussman	Real Broker, LLC-MO
130	Lola	Block	ReeceNichols - Leawood
131	Joey	Zarrillo	RE/MAX Heritage
132	Danny	Howell	EXP Realty LLC
133	Colton	Messner	Platinum Realty LLC
134	Michael	Yeates	The Real Estate Store LLC
135	Sharon G.	Aubuchon	RE/MAX Premier Realty
136	Aimee	Jacobson	Seek Real Estate
137	Chris	Austin	KW KANSAS CITY METRO
138	Cory	Ward	Compass Realty Group
139	Jen	Cisar	KW KANSAS CITY METRO
140	Becca	Hageman	Compass Realty Group
141	Annie	Kennedy	Realty Executives
142	Carrie	Hyer	Cedar Creek Realty LLC
143	Andy	Blake	Real Broker, LLC
144	Sharp Homes	Team	Epoque Realty
145	Lisa	Fitzpatrick	ReeceNichols - Overland Park
146	Mike	Russell	Real Broker, LLC
147	Jane	Coppinger	ReeceNichols - Leawood
148	Blake	Nelson	KW KANSAS CITY METRO
149	Lee	Ripma	Lutz Sales + Investments
150	David	Van Noy Jr.	Van Noy Real Estate

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Blythe	Roberts	Advance Realty Group LLC
152	Heather	Walker	ReeceNichols - Lees Summit
153	Sheila	Dalrymple	Seek Real Estate
154	Jaimie	Macoubrie	Weichert, Realtors Welch & Co.
155	Teresa	Acklin	Prime Development Land Co LLC
156	Jeff	Yacos	Real Broker, LLC
157	Mindy	Wetmore	ReeceNichols - Leawood
158	Billie Bauer	Network	Keller Williams Realty Partners Inc.
159	Randi	Pereira	KW KANSAS CITY METRO
160	Steve	Courtney	Keller Williams Realty Partners Inc.
161	Nicole	Lonergan	Brookside Real Estate Co.
162	Becca	Kyger	ReeceNichols - Leawood
163	Kalin	Callewaert	Compass Realty Group
164	Bill	Reifeiss	Keller Williams Platinum Prtnr
165	Karen	Baum	Weichert, Realtors Welch & Co.
166	Aimee	Miller	ReeceNichols - Lees Summit
167	Stacy	Porto	ReeceNichols -The Village

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Shellie O'Dell at 913-915-4873  
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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Vinny	Monarez	Keller Williams Platinum Prtnr
169	Ashley	Kendrick	Chartwell Realty LLC
170	John	Waltmon	Main Street Renewal, LLC
171	Heather	Baymiller	ReeceNichols-KCN
172	Peter	Colpitts	ReeceNichols- Leawood Town Center
173	Jaylenn	Wong	Platinum Realty LLC
174	Doser Steere	Group	LPT Realty LLC
175	Stacy	Anderson	ReeceNichols - Leawood
176	Lindsey	Pryor	Compass Realty Group
177	Jennifer	Messner	ReeceNichols - Lees Summit
178	Ashley	Nunez	Sage Door Realty, LLC
179	Keasha	McNeal	ReeceNichols - Lees Summit
180	Kelly	Shumway	Weichert, Realtors Welch & Co.
181	Richelle	Oades	Rodricks , Oades & Co. Realty
182	Loughlin & Associates	Team	Keller Williams KC North
183	Bill	Gerue	Weichert, Realtors Welch & Co.
184	Kate	Johnson	Real Broker, LLC
185	Stephanie	Bulcock	Compass Realty Group
186	Kelly	Weyer	ReeceNichols - Leawood
187	Ruth	Miressi	ReeceNichols - Lees Summit
188	Chavon	Swartz	Weichert, Realtors Welch & Co.
189	Andrea	Sullivan	Rodrock & Associates Realtors
190	Erin	Dreiling	ReeceNichols -The Village
191	Joel	Taylor	Midwest Land Group
192	Shelly	Balthazor	ReeceNichols- Leawood Town Center
193	Jocelyn	Rivard	Keller Williams KC North
194	Sonja	Stoskopf	ReeceNichols - Leawood
195	Sherri	Cole	ReeceNichols-KCN
196	Jody	Shewmaker	ReeceNichols Shewmaker
197	Gayla Hiatt	Group	Keller Williams KC North
198	Jo	Kleinsorge	Keller Williams Realty Elevate
199	Rachel	Kilmer	ReeceNichols - Lees Summit
200	Andrew	Hicklin	ReeceNichols-KCN

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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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