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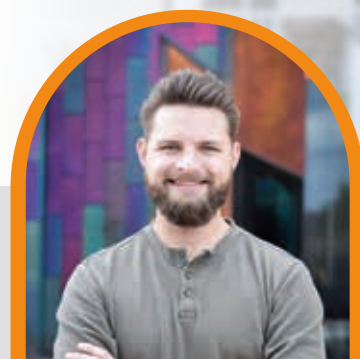
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2025

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

**Based on MLS Data*



Jennifer Fallon

PHOTOS BY TIFFANY MATSON

A Fresh Start and a Heart for Helping Others

For Jennifer Fallon, real estate is about much more than buying and selling houses. It's about helping people navigate life's biggest transitions, finding new beginnings and making sure they have someone in their corner along the way. Having experienced plenty of fresh starts herself, Jennifer understands just how meaningful the right support can be.

Jennifer's story began in a variety of places. Thanks to her father's job, her family moved every 14 to 22 months, giving her the opportunity to experience life in several communities. Kansas City, however, always held a special place in her heart. The family spent five years there, the longest they had lived anywhere during her childhood, and she has considered it home ever since.

After graduating from the University of Nebraska with a degree in communication studies (GBR!), Jennifer entered the professional world in medical software sales. The position gave her valuable experience in building relationships, understanding people's needs and finding solutions, skills that would eventually become the foundation of her real estate career.

Before entering real estate, Jennifer spent 16 years as a stay-at-home mom, raising her children and focusing on family. When she went through a divorce, she knew it was time to return to the workforce and build a career that would allow her to provide for her kids.

Having moved so frequently throughout her life, Jennifer understood firsthand how emotional and overwhelming relocating could be. Combined with her

love of sales and meeting new people, real estate felt like a natural next step.

"It gave me the opportunity to build a career while helping people through an experience I knew well," she said.

“ I care deeply about the people in my life, and that carries over into my work.”

Jennifer has now been back in Kansas City for 15 years and has spent the past two years with Keller Williams Kansas City Metro. Finding the right brokerage was just as much about the people as it was about the business. After connecting with the office's broker, she quickly realized she had found a place where she could grow.

"He works hard for the agents in this office, and that's something I respect," Jennifer said. "Having a broker who is





invested in our success made it feel like the right place for me.”

Today, Jennifer brings a personal approach to every client relationship. She believes honesty, clear communication and strong advocacy are essential, particularly because buying or selling a home often coincides with a significant life change.

20 • November 2026

“I care deeply about the people in my life, and that carries over into my work,” she said. “My clients can count on me to be honest, communicate clearly, and advocate for them.”

That commitment is especially important in the current Kansas City real estate market, where preparation and pricing can make a meaningful

difference. Jennifer notes that with one in five Kansas City listings experiencing a price reduction, sellers need to be strategic before putting their homes on the market.

Her advice is to make a home show its best, price it realistically and be prepared to make every showing count. For Jennifer, helping clients understand the market and make informed decisions is an important part of building trust.

While she enjoys the business side of real estate, Jennifer is particularly passionate about helping people navigate major life changes. Whether someone is purchasing a first home, starting over or adjusting to an empty nest, she finds fulfillment in helping clients figure out what comes next.

“Having experienced my own fresh start, I know how much it matters to have someone in your corner,” she said.

One memorable experience involved longtime clients selling their home during a difficult personal transition. With emotions running high, Jennifer’s role extended far beyond pricing and marketing. She focused on keeping communication open, ensuring both clients felt heard and helping them remain focused on their shared goal.

The experience reinforced the importance of patience and empathy, qualities she considers essential in real estate.

“Sometimes the most valuable thing you can do is help people work through a hard situation one step at a time,” she said.

Jennifer’s compassion also extends beyond her business. Project Purple is a cause especially close to her heart after losing her sister to pancreatic cancer five and a half years ago. The organization funds research into early detection and treatment while providing financial assistance to patients and families facing the disease.

For Jennifer, supporting the charity is a way to honor her sister while helping

other families facing similar challenges. She hopes to raise awareness, encourage conversations about pancreatic cancer risk and inspire people to speak with their doctors about whether screening is appropriate for them.

When she isn’t helping clients, Jennifer enjoys spending time with her husband, Jason, and their blended family of five adult children. The couple have been married for nearly six years. Jennifer’s children are Brent, 24; J Hadleigh, 22; and Julianna, 19. Her stepchildren are Quincy, 20, and Stella, 24.

With five adult kids, there is always something happening, and Jennifer loves watching each of them build their own lives. She also enjoys traveling, playing tennis and pickleball, and gathering with friends for a game of mahjong. If she could have one superpower, it would be teleportation,

allowing her to visit her family wherever they are while conveniently skipping the airport.

Her love of travel is so strong that if she weren’t in real estate, she would likely pursue a career helping people plan memorable trips. She enjoys the opportunity to get to know people and help them find the right fit, whether that means a home or a destination.

Jennifer also believes that continued learning comes from meaningful conversations with others. Rather than relying on one particular business book or podcast, she enjoys hearing how people approach challenges, what works for them and what lessons she can apply to her own business.

For fellow real estate agents, her advice is simple: Be willing to have the difficult conversations.

“Clients need your professional guidance, and sometimes that means saying something they may not want to hear,” she said. “You can be direct and still be kind. In the long run, that’s how you build trust.”

Starting a new career after 16 years at home was not always easy, but Jennifer is proud of the life and business she has created. Her experiences have taught her that it is never too late to pursue something new, embrace change and build a future on her own terms.

At the heart of it all, Jennifer wants her clients to feel comfortable asking questions, being themselves and knowing they will always receive an honest answer. For her, success is not simply measured by transactions but by the relationships she builds and the difference she makes in the lives of others. ▀

“
My clients can count on me to be honest, communicate clearly, and advocate for them.”



Don Julian Builders

The Villages of Shoal Creek - A New Chapter of Luxury Living

Don Julian Builders brings fresh opportunities to Kansas City's Northland with the Villages of Shoal Creek development.

A new opportunity for luxury living is taking shape in Kansas City's Northland, where Don Julian Builders is helping bring the next chapter of the established Shoal Creek community to life. The upcoming Villages of Shoal Creek development will offer prospective homeowners the chance to build a new home in a neighborhood that already has the amenities, recreation and

conveniences that make a community feel like home.

With a combination of traditional homesites and larger estate-size lots, the Villages of Shoal Creek is designed to offer flexibility for homeowners seeking space, comfort and a connection to the surrounding neighborhood. Anticipated home prices begin in the \$500,000s and extend well beyond \$1 million.

The larger vision for the development includes more than 200 future homesites across West Village and South Village. Phase 1 will introduce 53 lots in

South Village and 62 lots in West Village, with a mix of lot sizes to suit a range of homebuyer needs. An additional 12 luxury homesites will be added to South Village later in 2027.

Construction is currently underway, with lot availability expected in early 2027, bringing the community one step closer to welcoming its first homeowners.

A Community Already Full of Life

One of the biggest draws of Shoal Creek is its location within an established community. Rather than starting from

scratch and waiting for neighborhood amenities to develop, future residents will enjoy access to many of the features already available throughout Shoal Creek.

From two clubhouses with swimming pools to a waterslide and lazy river, the community offers plenty of opportunities for outdoor fun, relaxation and making memories with family and friends.

Parks, green spaces and a community pavilion provide additional gathering places, while nearby restaurants, health

care offices and everyday conveniences make daily life a little easier.

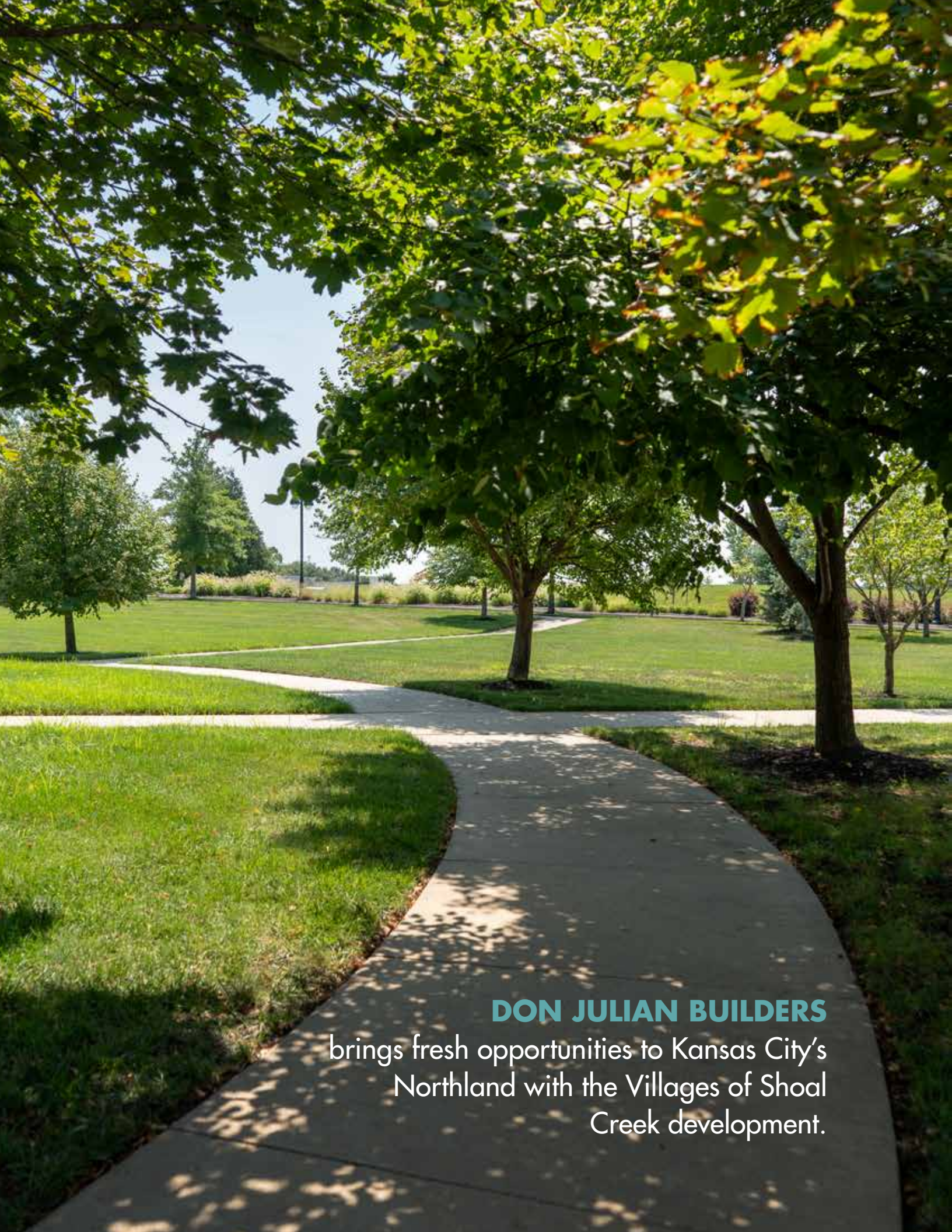
Golf enthusiasts will also appreciate the development's proximity to Shoal Creek Golf Course and nearby Hodge Park Golf Course, offering another way to enjoy the neighborhood's surroundings.

Room to Make It Your Own

The Villages of Shoal Creek is being thoughtfully planned to offer a range of homesite options, allowing buyers to find a space that fits their lifestyle. Traditional private backyards will be a feature of the new neighborhoods,

while larger estate homesites will appeal to those looking for additional room, outdoor living space and privacy.

Don Julian Builders, Cardinal Crest, Homes by Chris, 816 Building Company and New Mark Homes are among the award-winning builders currently approved for the community. Additional approved builders will also join the community, expanding the possibilities for prospective homeowners and offering a broad selection of home designs created by Kansas City's most accomplished homebuilders.



DON JULIAN BUILDERS
brings fresh opportunities to Kansas City's
Northland with the Villages of Shoal
Creek development.

The goal is to offer thoughtfully designed homes that complement the setting and character of Shoal Creek while allowing homeowners to create a space that reflects their individual needs and preferences.

For those who enjoy the process of building a home, the development presents an opportunity to make design choices and create a home tailored to their lifestyle. From the layout of the home to the way indoor and outdoor

spaces come together, the variety of homesites offers room for different visions of homeownership.

A Fresh Opportunity in the Northland

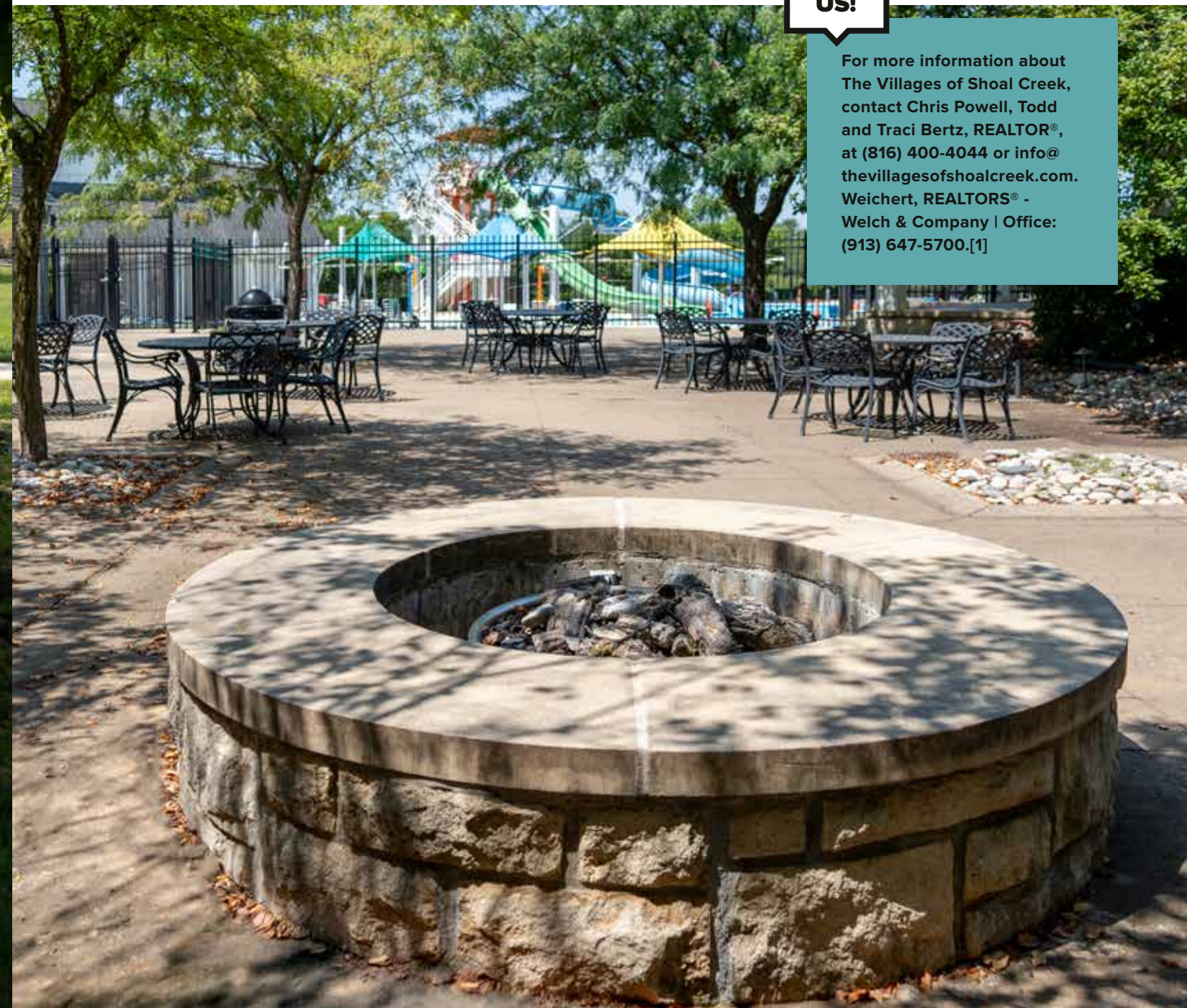
As Kansas City's Northland continues to offer new opportunities for homeownership, the Villages of Shoal Creek brings a distinctive combination of location, lifestyle and new construction. Early conversations about homesites and home designs can help buyers

secure a homesite while identifying their priorities and planning the next steps in the homebuilding process.

With infrastructure progressing and the first phase on the horizon, the Villages of Shoal Creek is preparing to welcome a new generation of homeowners to the Northland. It is a place where the excitement of building something new meets the comfort of a community that is already thriving. 🏡

**CONTACT
US!**

For more information about The Villages of Shoal Creek, contact Chris Powell, Todd and Traci Bertz, REALTOR®, at (816) 400-4044 or info@thevillagesofshoalcreek.com. Weichert, REALTORS® - Welch & Company | Office: (913) 647-5700.[1]





Trevor Wendleton

WITH HAPPY DAD ROOFING

Because a Happy Home Starts with a Happy Roof

PHOTOS BY CHRISTINE CASO WITH CC PHOTOGRAPHY

For Trevor Wendleton, building a successful business has never been just about putting a roof over someone’s head. It’s about building trust, creating relationships and putting in the work, even when the path forward isn’t always clear.

Born in Missouri and raised in Blue Springs and Lee’s Summit, Missouri, Trevor attended Northwest Missouri State University, where he studied marketing. About 18 credit hours shy of graduation, however, he made a decision that would change the direction of his career.

“I decided to leave college and pursue another opportunity,” Trevor says.

That opportunity led him into logistics with 3P Logistics. From there, he gained experience with E Shipping before eventually joining CCR Roofing. Each stop added another piece to the puzzle, giving him experience in sales, operations, customer service and the roofing industry.

Eventually, those experiences sparked an entrepreneurial idea: Why not build something of his own?

“I’VE LEARNED THAT YOU CAN’T BUILD A BUSINESS WITHOUT MAKING MISTAKES. THE IMPORTANT THING IS LEARNING FROM THEM, IMPROVING YOUR SYSTEMS, TREATING PEOPLE RIGHT, AND CONTINUING TO SHOW UP WHEN THINGS GET DIFFICULT.”

“Once I got into it, I realized I enjoyed the combination of sales, construction, problem-solving, and working directly with homeowners,” Trevor says. “Eventually, I wanted to take what I had learned and build a company of my own.”

That vision became Happy Dad Roofing, a company Trevor has spent the past four years building in the Kansas City area. Along the way, he has learned that entrepreneurship comes with plenty of rewards, but it also comes with its share of challenges. “There have been times when I’ve had to question whether what





I was doing was going to work,” he says.

Financial challenges, slow seasons, difficult customers and mistakes have all been part of the journey. Rather than letting those moments stop him, Trevor has used them as opportunities to grow.

“I’ve learned that you can’t build a business without making mistakes,” he says. “The important thing is learning from them, improving your systems,

treating people right, and continuing to show up when things get difficult.”

Today, one of his biggest passions is making Happy Dad Roofing a company people genuinely trust. Roofing can be an overwhelming process for homeowners, particularly when insurance is involved, and Trevor wants to make that process easier to understand.

“I enjoy educating customers, documenting damage

properly, explaining their options, and helping them understand the process instead of just trying to sell them a roof,” he says.

For Trevor, the most rewarding part of the business comes down to something that cannot be measured in shingles or square footage: relationships.

“There’s obviously satisfaction in seeing a finished roof and knowing we did great work, but the

most rewarding part is when a customer trusts us enough to recommend us to their friends, family, or neighbors,” he says.

Those referrals carry special meaning because they represent more than another job. They represent trust. “A referral means more to me than just another job,” Trevor says. “It tells me we created an experience where someone felt comfortable putting their own reputation behind our company.”

“A REFERRAL MEANS MORE
TO ME THAN JUST ANOTHER
JOB. IT TELLS ME WE
CREATED AN EXPERIENCE
WHERE SOMEONE FELT
COMFORTABLE PUTTING
THEIR OWN REPUTATION
BEHIND OUR COMPANY.”



That same philosophy is shaping his vision for working with real estate professionals throughout Kansas City. Trevor sees Happy Dad Roofing becoming more than a company called when a roof needs replacing. He wants to be a trusted resource for inspections, documentation, repair recommendations, estimates and second opinions.

Outside of work, Trevor has plenty to keep him busy. He enjoys running and is working toward the goal of completing a marathon. He also enjoys golf, although he admits the course “has a way of keeping you humble.” More recently, he has developed an interest in aviation and learning to fly helicopters.

His competitive nature seems to follow him everywhere. “I like things that challenge me and give me something new to work toward,” he says.

Trevor’s biggest source of motivation, however, is his family. He married his wife, Alexa, on July 30, 2026. She works as a nuclear medicine technologist. Together, they enjoy traveling and spending time with their mini goldendoodle, Mila, and short hair munchkin cat, Melvin.

“Family is a big part of why I work as hard as I do,” Trevor says.

That perspective has also changed how he defines success. It is no longer simply about how large a company can become. It is about creating a life worth enjoying along the way.

For Trevor, the guiding principle is simple: “Don’t wait until you feel completely ready.”

He also believes a business owner’s reputation is one of the most valuable assets they can build. Answering the phone when there is a problem, standing behind your work and doing the right thing when no one is watching may not always produce an immediate reward, but over time, those choices matter.

Ultimately, Trevor wants Happy Dad Roofing to be known for genuinely caring about its customers. “We’re not perfect, and I would never pretend that we are, but when something goes wrong, we’re going to communicate, take responsibility where appropriate, and work to make it right,” he says.

And if there is one lesson Trevor hopes others take from his journey, it may be his favorite quote: “Choose hard things today so you’re prepared for the problems you never asked for tomorrow.”

For Trevor, that mindset is about more than business. It is about becoming the kind of husband, leader and entrepreneur who keeps showing up, keeps learning and keeps building something meaningful.

“I want to be remembered as someone who worked hard, treated people right, and built something meaningful for my family and the people around me,” he says.

That sounds like a pretty solid foundation. ▀

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - Sept. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob	Ellerman Team	ReeceNichols - Lees Summit
2	Koehler	Bortnick Team	ReeceNichols - Leawood
3	Eric	Craig	ReeceNichols-KCN
4	Dan	Lynch	Lynch Real Estate
5	Thrive Real Estate	Team	KW Kansas City Metro
6	Michelle	Lutz	Lutz Sales + Investments
7	Bryan	Huff	Keller Williams Realty Partners Inc.
8	Dani	Beyer	Keller Williams KC North
9	Sam	Lind	Kw Kansas City Metro
10	Taylor Made	Team	KW Kansas City Metro
11	Kristin	Malfer	Compass Realty Group
12	Brooke	Miller	ReeceNichols - Country Club Plaza
13	Sara	Bash Reda	Compass Realty Group
14	Nelson Home	Group	Keller Williams KC North
15	Katherine	Lee	Sage Sotheby's International Realty
16	BG	& Associates	BG & Associates LLC
17	Cathy	Counti	Keller Williams Platinum Prtnr

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Teams and Individuals Closed from Jan. 1, 2026 - Sept. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Tanya	Burns	RE/MAX Town and Country
52	Elevated Home	Team	Keller Williams Realty Partners Inc.
53	David	Barth	RE/MAX Innovations
54	Kim	Brown	ReeceNichols -Johnson County W
55	Cami	Jones	ReeceNichols - Leawood
56	Heather	Brulez	Weichert, Realtors Welch & Co.
57	Peter	Colpitts	ReeceNichols- Leawood Town Center
58	Candi	Sweeney	ReeceNichols-KCN
59	Lennar	Team	Platinum Realty LLC
60	Gary	Kerley	ReeceNichols - Lees Summit
61	Rob	Lacy	Weichert, Realtors Welch & Co.
62	Jeremy	Applebaum	Real Broker, LLC
63	Eli	Medina	ReeceNichols - Country Club Plaza
64	Ashley	Kendrick	Real Broker, LLC-MO
65	Brice	Bradshaw	Compass Realty Group
66	Jeffrey	Quinn	Missouri Land and Farm LLC
67	Rachelle	Moley	Weichert, Realtors Welch & Co.

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The advertisement is set against a dark blue background with a faint geometric pattern. At the top, a white banner contains the text "GIVING YOUR CLIENTS *Peace of Mind* WHEN BUYING THEIR *Dream Home*". To the right of this banner is the ACM logo, which features a magnifying glass and a wrench crossed over the letters "ACM". Below the banner, on the left, is a circular portrait of Christian Amend, a man with a beard wearing a red polo shirt and a grey baseball cap. To his right are three icons: a blue padlock with a white "S", a "VETERAN OWNED" logo with an American flag, and a QR code. Further right, the text "CHECK OUT OUR GOLD *and* MVP PACKAGES" is displayed. Below this, two white boxes describe the packages: "The Gold Package" (Basic Inspection + Radon, Termite and Sewer Scope) and "The MVP Package" (includes all items in Gold + Air Quality, Mold Testing, Thermal Imaging, and Floor Plan). At the bottom, a white banner displays the phone number "(913) 353-6869" and the website "acmhomeinspection.com".

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - Sept. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Ed	Stroud	Real Broker, LLC
69	Stacy	Porto	ReeceNichols -The Village
70	Billie	Bauer Network	Keller Williams Realty Partners Inc.
71	John	Barth	RE/MAX Innovations
72	Tim	Seibold	Coldwell Banker Regan Realtors
73	Tommy	Needles	Keller Williams Platinum Prtnr
74	George	Medina	ReeceNichols - Country Club Plaza
75	Liz	Jaeger	ReeceNichols - Leawood
76	Heavenly Homes	Team	Kw Kansas City Metro
77	Jeff	Curry	Weichert, Realtors Welch & Co.
78	Krishna	Chinnam	Keller Williams Realty Partners Inc.
79	Rita	Dickey	ReeceNichols - Overland Park
80	Amy	Arndorfer	Premium Realty Group LLC
81	Brenda	Youness	Weichert, Realtors Welch & Co.
82	Dan	Couse	EXP Realty LLC
83	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Co.
84	Jennifer	Weaver	Compass Realty Group
85	Zac	Morton	Keller Williams KC North
86	Lynne	Matile	ReeceNichols - Overland Park
87	Ellen	Murphy	ReeceNichols - Leawood
88	Loughlin & Associates	Team	Keller Williams KC North
89	Lindsay	Sierens Schulze	ReeceNichols - Leawood
90	Tony	Long	Real Broker, LLC
91	John	Kroeker	Weichert, Realtors Welch & Co.
92	Ashley	Sweeney-Emmons	ReeceNichols-KCN
93	Christine	Dunn	Keller Williams Realty Partners Inc.
94	Aaron	Olla	Real Broker, LLC
95	Becca	Hageman	Compass Realty Group
96	Stephen W	Smith	RE/MAX Revolution
97	Ryan	Hubbard	United Country American Heartl
98	Miles	Rost	Keller Williams Realty Partners Inc.
99	Crystal	Metcalfe	United Real Estate Kansas City
100	Jody	Shewmaker	ReeceNichols Shewmaker

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Katie	Fisher	Weichert, Realtors Welch & Co.
102	Hb	Group	Kw Kansas City Metro
103	Mikki	Armstrong	ReeceNichols - Lees Summit
104	Trish	Shiever	Welcome Home Real Estate LLC
105	Rachel	Kilmer	ReeceNichols - Lees Summit
106	Kristin	Holdhusen	ReeceNichols - Leawood
107	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
108	Matthew	Webb	Keller Williams Realty Partners Inc.
109	Jared	Smith	Inspired Realty of KC, LLC
110	Kelly	Heaven	Kw Kansas City Metro
111	Jodie	Brethour	Compass Realty Group
112	Sharon	Barry	ReeceNichols -The Village
113	ReeseMontgomery	Team	Aristocrat Realty
114	Larry	Eckhoff	RE/MAX Innovations
115	Jake	Zillner	Modern Realty Advisors
116	Andy	Blake	Real Broker, LLC
117	Leah	Taylor	Kw Kansas City Metro

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Teams and Individuals Closed from Jan. 1, 2026 - Sept. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Jeff	Manning	ReeceNichols - Country Club Plaza
119	Virginia	Franzese	EXP Realty LLC
120	James	Asher	Asher Real Estate LLC
121	Aimee	Jacobson	Seek Real Estate
122	Sbd	Team	SBD Housing Solutions LLC
123	Kyle	Talbot	Kw Kansas City Metro
124	Nicole	Westhoff	ReeceNichols - Lees Summit
125	Micquelyn	Malina	Keller Williams Realty Partners Inc.
126	Sherri	Hines	Weichert, Realtors Welch & Co.
127	Sarah	Page	Compass Realty Group
128	Heather Lyn	Bortnick	ReeceNichols - Country Club Plaza
129	Wardell	& Holmes	Wardell & Holmes Real Estate
130	Austin Short	Group	Kw Kansas City Metro
131	Murray	Davis	BHG Kansas City Homes
132	Mindy	Methner	ReeceNichols - Lees Summit
133	Gina	Walton	Keller Williams Realty Partners Inc.
134	Molly	Hipfl	ReeceNichols - Lees Summit
135	Susan	Fate	ReeceNichols -The Village
136	Darcy	Roach	Homes by Darcy LLC
137	Megan	Wampler	Keller Williams KC North
138	Rebekah	Schaaf	ReeceNichols - Overland Park
139	Lindsey	Pryor	Compass Realty Group
140	Hayley	Wildy	Kw Kansas City Metro
141	Teresa	Hayes	Twaddle Realty, Inc.
142	Jonas	Barrish	Compass Realty Group
143	Cory	Ward	Compass Realty Group
144	Jesse	Taitt	Keller Williams Realty Partners Inc.
145	Hightower Heritage	Team	Jason Mitchell Real Estate Mis
146	Becky	Budke	ReeceNichols -Johnson County W
147	Dana	Allen	ReeceNichols- Leawood Town Center
148	Bailey	Lyons	Lyons Realty Group
149	Rhonda	Ahern	Premier Realty Group
150	James	Edwards	United Country Real Estate Buckhorn Land and Realty

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#	FIRST NAME	LAST NAME	OFFICE NAME
151	Sherry	Westhues	RE/MAX Elite, REALTORS
152	Mark	Maschger	Worth Clark Realty
153	Adrienne	Fisher	ReeceNichols - Country Club Plaza
154	LeAnn	Hiatt	Huck Homes
155	Alexander	Koburov	Weichert, Realtors Welch & Co.
156	Steve	Ashner	ReeceNichols - Overland Park
157	Jack	Allen	BHG Kansas City Homes
158	Sara	Tarvin	ReeceNichols - Leawood
159	Mike	Russell	Real Broker, LLC
160	Brett	Budke	ReeceNichols -Johnson County W
161	Kirsten	McGannon	Compass Realty Group
162	Debbie	Fleet	Weichert, Realtors Welch & Co.
163	Chuck Davis Real Estate	Group	Re/max Professionals
164	Debbie	Sinclair	Prime Development Land Co LLC
165	Chris	Austin	Kw Kansas City Metro
166	David	Van Noy Jr.	Van Noy Real Estate
167	Audrie	King	Platinum Realty LLC

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - Sept. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Lisa	Ruben	ReeceNichols - Country Club Plaza
169	Tricia	Cartwright	Rodrock & Associates Realtors
170	Jessica	Smotherman	RE/MAX Elite, REALTORS
171	Jo	Chavez	Redfin Corporation
172	Jessica	Walker	Keller Williams KC North
173	Dee	Rolig	EXP Realty LLC
174	Suzanne	Golonski	ReeceNichols - Leawood
175	Christine	Lies	ReeceNichols-KCN
176	Fussell	Group	Kw Kansas City Metro
177	Kate	Johnson	Real Broker, LLC
178	Lee	Ripma	Lutz Sales + Investments
179	Mimi	Taylor	ReeceNichols - Leawood
180	Michelle	Hack	Rodrock & Associates Realtors
181	Susan	Inich	Weichert, Realtors Welch & Co.
182	Majid	Ghavami	ReeceNichols- Leawood Town Center
183	Sharon G.	Aubuchon	RE/MAX Premier Realty
184	Ken	Rosberg	Rosberg Realty
185	Cassidy	Wheeler	Real Broker, LLC
186	Michaela	Hagan	West Village Realty
187	Guide	Group	Compass Realty Group
188	Jeff	Tanner	Platinum Realty LLC
189	Betsy	O'Brien	Compass Realty Group
190	Suzanne	Vaughan	Rodrock & Associates Realtors
191	Sarah	Harnett	West Village Realty
192	Carthage Real Estate	Group	KW Kansas City Metro
193	Stephanie	Halley	Real Broker, LLC
194	Stephanie	Murphy	ReeceNichols - Leawood
195	Chris	Guerrero	Platinum Realty LLC
196	Chrissy	Frazier	Real Broker, LLC
197	Steve	Cutshaw	Keller Williams Realty Partners Inc.
198	Debbie	Hahn	Berkshire Hathaway HomeService
199	Randi	Platko	Prime Development Land Co LLC
200	Melanie	Johnson	ReeceNichols - Leawood

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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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