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Adam Keating	Cortney Myers	Karly Feagans	Melissa Hopkins
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Alberto Zuniga	Dayna Murphy	Kelsea Arevalos	Michael Morris
Ali Cloud	Dayna Murphy	Kelsey Hawes	Michele Lasker
Alle Cruz	Drew Francis	Korbyn Shirey	Michelle Neely
Ally Emerson	Emily Paquin	Landon Hern	Milton Chamberlain
Amber McCracken	Erick Almaraz	Landon Nelson	Nicholas Larson
Amber Ryan	Erika Borden	Lane DeGross	Nick Gadwood
Andrew Hicklin	Hailey Jackson	Lauren Engle	Nicole Shipley
Ashmir Mehendi	Hannah Murrell	Lexi Davidson	Noelle Stephens
Aubri Blaize	Heather Brown	Lindsay Woodbury	Olivia Thornton
Audrey Quint	Jace Johns	Liz Falcon	Paul Galbrecht
Breanne Eggers	Jack Allen	Mackenzie Rooney	Rachel Baer
Bri Skiles	Jake Hensiek	Magali Mendoza	Rachel Jackson (Cox)
Brittany Kennedy-Majed	Jake Keith	Magali Mendoza	Rachel Rodriguez
Brock Niemuth	Jamar Buford	Maggie Harrison	Sam Kryger
Caitlyn Lacy	Jarred Donalson	Maggie Stiverson	Sarah Randall
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Meet the Team



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CONTINUED ►

Magali Mendoza + Yessenia Salinas-Perez

ALTURA COLLECTIVE TEAM WITH 1ST CLASS REAL ESTATE

Q&A

Tell us about a risk you have taken in your life:

Leaving a steady path to build Altura Collective from the ground up, betting on myself to not just sell real estate, but to build a team and a brand around it. There's no safety net when your income and your team's success depend entirely on your own hustle and reputation.

What are you proud of in your career?

Building Altura Collective almost entirely from relationships we built on social media. No cold calling, no buying leads. We're proud that it's personal, not transactional, and that we're now building systems.

What goal are you chasing that scares you a little?

Pushing Altura Collective well past where we are now, not just in the number of agents but in total production. Bigger goals mean bigger risk, more overhead, and more people counting on decisions we make. It's the kind of goal that keeps us up some nights and gets us up early on others.



What season of life are you currently in?

Building. Building a business, building a brand, building a family life with my husband and our two boys. It's full, it's fast, and it's the most planting seeds season we've been in.

Are you a part of any community involvement?

We host neighborhood events that bring neighbors together, simple gatherings where people who live steps from each other actually get to know one another. We've also partnered with local teachers, buying full Amazon wish lists for classrooms that needed it most, because teachers pour into our kids and deserve to be poured into as well.

What's something your friends know about you that most people don't know?

Our friends know that despite running a business built on being put together, our own house is controlled chaos most days, two kids, two dogs, and a to-do list we never quite finish.

If you could instantly master one skill, what would it be?

We'd master public speaking on a big stage. We can sell a home or connect one-on-one all day long, but commanding a room full of people is a different kind of confidence we're still building.

Tell us one thing on your vision board or bucket list.

Growing Altura Collective to a full team of agents doing \$15 million a year together. We're closing in on \$8 million this year, and every deal we close now is a step toward that next number on our vision board.

What are you most thankful for?

Yessenia and I are most thankful for our family and for a business we built to help us be present, not pull us away. Every system, every process, every late night early on was so we could actually show up for the moments that matter most.

What's a failure that ended up becoming one of the best things that ever happened to you?

Yessenia and I were both pursuing completely different paths before real estate. What felt like those plans falling apart at the time turned out to be exactly what redirected us here. Real estate ended up being the thing we didn't know we were chasing, and it's given us more than either of our original paths ever could have.

What would your walk-up song be when receiving an award in front of a large crowd?

"Her" by Ella Langley

Tell us one thing you can't live without (family & phones don't count).

Our calendar. Between running the business, the team, and family life, if it's not on the calendar, it doesn't happen.

What is one belief you hold today that you didn't hold five years ago?

Five years ago we believed we had to do everything ourselves to do it right. Today we believe real growth only happens when you trust other people enough to let them carry it with you.

What is your superpower?

Turning strangers into relationships. Nearly all of our business has come from people we met and stayed genuinely connected with, not cold leads or ads.

If your 15-year-old self could see you today, what would surprise them most?

How comfortable we are being seen. At 15, we were nowhere near confident enough to put ourselves out there the way we do now, on camera, in front of clients, building a brand with our name on it.

Who do you admire and why?

We admire each other. Building a business together means seeing someone's discipline, doubts, and drive up close every single day, and we don't take for granted how rare it is to have a true partner in it.

“BIGGER GOALS MEAN BIGGER RISK, more overhead, and more people counting on decisions we make. It's the kind of goal that keeps us up some nights and gets us up early on others.”

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Q&A

Tell us about a risk you have taken in your life:

One of the biggest risks I have taken in life was actually taken at the age of 8 years old. I decided to leave my parents and sisters behind in Mexico and move to the US with my aunt and her family. The idea was that there are much more opportunities for education and excellence here in the U.S. vs in the small town in Mexico where I grew up.

Liz Falcon

What are you proud of in your career?

I am proud of my ability to adapt to any market and remain coachable. I feel confident that I can guide my clients through any market. I'm also very proud of my perseverance. In the beginning of my real estate career, it took some time for me to close my first transaction. It truly was a test of time, but thankfully my determination to make a name for myself in this industry paid off. Once I closed my deal, more started flooding in.

What goal are you chasing that scares you a little?

Like many first generation Americans, my goal is to leave a legacy for the future generations to come. It's definitely scary since I don't have many role models in my family who have faced the challenges that come with creating that blueprint.

What season of life are you currently in?

I am currently stepping out of my discovery phase and stepping into my establishment phase. This both in my personal life and professional life. I have reached a point where I am very confident that I know who I am as a person and what mark I want my real estate business to leave behind.

Are you a part of any community involvement?

I have given first-time homebuyer seminars for the underserved Hispanic community in both Spanish and English. Some of these have been in partnership with El Centro, CHWC, and some even hosted in the Mexican Consulate.

What's something your friends know about you that most people don't know?

I live a very athletic lifestyle. In my day to day I always ensure to include some type of work out, whether it be strength training and weightlifting or running. I also practice Jiu Jitsu, still a white belt but this is my new obsession. I also play on and organize a variety of recreational sports teams, including soccer, kickball, and volleyball.

If you could instantly master one skill, what would it be?

Being able to instantly learn a new language. I would love to be able to communicate with everyone. I am

currently fluent in Spanish and English and learning Portuguese. But would love to know many more languages!

Tell us one thing on your vision board or bucket list.

I would like to travel the world! I've mostly traveled only in the U.S. and Mexico. Next year I plan to take more international trips.

What are you most thankful for?

I am most thankful for my family, as cliché as it sounds. My family really is a village. We are composed of an army of cousins, aunts, uncles, and grandma as the center of it all. We are very tight knit are always looking for an excuse to get together and celebrate.

What's a failure that ended up becoming one of the best things that ever happened to you?

My plan after receiving my associates degree at KCKCC was to transfer to Iowa on a soccer scholarship and work on my bachelor's in health science. Unfortunately, my scholarship did not cover my entire tuition and the school that I was attending did not allow me to stack academic and athletic scholarships. I didn't have much education on student loans and tried to avoid them at all costs. Instead, I decided to take a few years off and save to cover my tuition, room and board. After three years of serving at breakfast restaurant, I stumbled upon real estate and never looked back.

What is your superpower?

My ability to make people feel heard and seen.

If your 15-year-old self could see you today, what would surprise them most?

What my life and career look like without a college degree.

Who do you admire and why?

I admire Tori Dunlap, founder of Her First 100k. She has a fantastic podcast that is ranked #1 in finance podcasts on Spotify. She has truly made financial literacy attainable for all of her listeners, myself included. She has built an empire around educating women and underserved communities, which is something that I see reflected in my work as well.

“
LIKE MANY
FIRST
GENERATION
AMERICANS,
my goal is to
leave a legacy
for the future
generations
to come.”

Eddy Morales

HOMES BY EDDY

Q&A

Tell us about a risk you have taken in your life:

Quitting my corporate job a month before my 1st baby was born to do real estate.

What are you proud of in your career?

Being an immigrant helping people create wealth.

What goal are you chasing that scares you a little?

Other businesses, and owning homes outside of the U.S.

What season of life are you currently in?

Trying to work less, enjoy life with family and things I like doing.

Are you a part of any community involvement?

We donate presents during Christmas, always have helped people in need in my home country and now even more with the earthquake devastation.

What are you most thankful for?

People who trust me and great partnerships.

What's a failure that ended up becoming one of the best things that ever happened to you?

I didn't achieve becoming a professional athlete, but it didn't come in vain. That hard work and dedication translated

well to owning businesses, gave me the opportunity to come to the U.S. and have a great life.

Tell us one thing you can't live without (family & phones don't count).

Now, it's having down time and enjoying what we have worked hard for.

What is one belief you hold today that you didn't hold five years ago?

That I had to work all the time to be successful. We work a little bit smarter now.

What is your superpower?

Solving problems, putting puzzles together and helping people grow.

If your 15-year-old self could see you today, what would surprise them most?

How I can run multiple businesses when I was the kid who never paid attention in class.

Who do you admire and why?

My parents. They fought extreme poverty and they were the first ones to attend college in both families. I believe all of us are successful because of them and our upbringings.

“

I didn't achieve becoming a professional athlete, but it didn't come in vain.

THAT HARD WORK AND DEDICATION TRANSLATED WELL TO OWNING BUSINESSES,

gave me the opportunity to come to the U.S. and have a great life.

”



Elizabeth Ramirez

CASA SOÑADA KC REAL ESTATE WITH
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PHOTOS SUBMITTED BY ELIZABETH RAMIREZ

Q&A

Tell us about a risk you have taken in your life:

Leaving Colombia at 20 without speaking English to pursue the American Dream and years later, having the courage to reinvent myself at 40 by starting a completely new career in real estate. Both decisions changed my life and allowed me to serve thousands of Hispanic families.

What are you proud of in your career?

I'm most proud of the team we've built. Together we've helped over 1,000 families achieve homeownership, and every success we've had has been team effort.

What goal are you chasing that scares you a little?

Building the largest Spanish speaking real estate coaching platform and developing leaders across the country.

What season of life are you currently in?

A season of leadership, building people, growing my team, and creating a lasting legacy.

Are you a part of any community involvement?

For 19 years, I've served the Hispanic community through homebuyer education, free workshops, charitable events, appreciation events with clients, mentoring and coaching new real estate professionals.



What's something your friends know about you that most people don't know?

I love bringing people together, hosting gatherings, and making everyone feel like family. I love gardening, my hobby is dancing salsa, and I believe in my angels' guidance.

If you could instantly master one skill, what would it be?

Public speaking on the biggest stages around the world.

Tell us one thing on your vision board or bucket list.

To impact thousands of Hispanic families and real estate professionals through homeownership, education, mentoring, and leadership.

What are you most thankful for?

My faith, my family, and the opportunity to serve others.

What's a failure that ended up becoming one of the best things that ever happened to you?

Not being able to continue my teaching career led me to discover my true calling in real estate: helping the Hispanic community achieve their American dream of owning a home and seeing their happy faces after receiving the key. That makes me cry and feel very happy.

What would your walk-up song be when receiving an award in front of a large crowd?

"The Champion" by Carrie Underwood & Ludacris

Tell us one thing you can't live without (family & phones don't count).

Coffee with bread and meaningful conversations.

What is one belief you hold today that you didn't hold five years ago?

Five years ago, I believed success was about working harder. Today, I believe it's about building people, systems, and a legacy.

What is your superpower?

Seeing potential in people and helping them grow into leaders.

If your 15-year-old self could see you today, what would surprise them most?

My 15-year-old self would be amazed that a girl from Cali, Colombia, with big dreams would become an entrepreneur, build an award-winning business, help thousands of families achieve homeownership, be invited to the White House to represent the Hispanic community, and have the privilege of working alongside her children to build a legacy of service and leadership for future generations.

Who do you admire and why?

My mother. She taught me that determination is stronger than circumstances. Despite speaking very little English and having limited formal education, she never stopped pursuing her goals and showed me what resilience truly looks like.

“Five years ago, I believed success was about working harder. TODAY, I BELIEVE IT'S ABOUT BUILDING PEOPLE, SYSTEMS, AND A LEGACY.”



Jonathan Pitallo

Q&A

VIVE IN KC BROKERED BY EXP REALTY

Tell us about a risk you have taken in your life:

Leaving my salary job at 19 to bet on myself was the biggest risk I've ever taken. I had been awarded a college grant, had a stable salary, had just purchased a brand-new car, and bought my first multifamily property that I house hacked. On paper, everything pointed toward staying where I was. Instead, I chose to walk away from that security because I believed entrepreneurship and real estate were the path I was meant to pursue. I didn't have every answer. I just believed that if I stayed disciplined, kept learning, surrounded myself with people who were wiser than me, and outworked yesterday's version of myself, I'd figure it out. Looking back, that decision shaped who I am today. Growth rarely happens when you're comfortable. It wasn't about chasing freedom. It was about taking responsibility for building the life I wanted.

What are you proud of in your career?

At 23, I'm proud that I've never let my age become an excuse. I've been licensed for three and a half years, built multiple businesses, invested in real estate, helped families become homeowners, and built a team that's focused on serving others. Beyond business, I've had the opportunity to mentor high school students, keynote community events, and speak in front of more than 600 people about leadership, entrepreneurship, and creating opportunities. To me, success isn't measured by transactions. It's measured by impact.

What goal are you chasing that scares you a little?

I'm building a real estate business, not just a real estate career. I never wanted my life to depend solely on the next transaction. My goal is to build businesses, develop leaders, and create opportunities that continue making an impact long after I'm no longer involved in every deal. One day, I'd love to

partner with developers and investors to build an entire community that we're proud to put our name on. Real estate is the vehicle, but people are the purpose.

What season of life are you currently in?

I'm in my building season. At 23, I'm intentionally laying foundations instead of chasing appearances. Every decision I make today is with the next twenty years in mind. I'm building businesses, investing in real estate, developing leaders, creating systems, and becoming someone worthy of the opportunities I'm asking for. I know this season requires sacrifice, but I'm excited because I know what I'm building today can outlive me tomorrow.

Are you a part of any community involvement?

Community has always been one of my biggest motivations. I'm actively involved with the Hispanic Chamber of Commerce of Greater Kansas City, mentor students at the high school



level, enjoy speaking at schools and community events, and host educational workshops for first-time homebuyers and investors. Whether I'm speaking to hundreds of people or sitting across the table from a first-time buyer, my mission is the same. Educate, encourage, and create opportunities. If I can leave someone believing they're capable of

more than they thought possible, then I've done my job.

What's something your friends know about you that most people don't know?

People know me as an entrepreneur. My friends know I'm obsessed with learning. I'm always reading, listening to podcasts, asking questions, and studying people who have already accomplished what I'm working toward.

If you could instantly master one skill, what would it be?

Leadership. The better I become at developing people, the bigger impact I'll be able to make.

Tell us one thing on your vision board or bucket list.

To develop an entire neighborhood from the ground up alongside great partners. I want to create something that provides opportunities for families, businesses, and future generations.

What are you most thankful for?

The people who believed in me before I had results. My family, mentors, clients, and business partners gave me opportunities before I felt ready. I'll always be grateful for that.

What's a failure that ended up becoming one of the best things that ever happened to you?

Not every business idea worked. I tried fixing iPhones, lawn care, an ATM business, and several side hustles before starting a clothing brand at 16 that eventually evolved into my printing company. Those failures taught me that success usually isn't one great idea. It's having the courage to keep trying until something sticks.

What would your walk-up song be when receiving an award in front of a large crowd?

"Back in Black" by AC/DC.

Tell us one thing you can't live without (family & phones don't count).

A notebook. Almost every business, investment, vision, or idea I've ever pursued started with writing it down. My notebook is where dreams become plans.

What is one belief you hold today that you didn't hold five years ago?

Five years ago, I believed you needed money, permission, or someone else's approval to accomplish big things. Today, I believe you simply need the willingness to start. I've learned that opportunities don't usually come from having all the answers. They come from asking the right questions, surrounding yourself with people who are wiser than you, and having the courage to walk through doors that seem too big for you. I also believe in the Law of Attraction. The more intentional I've become with my thoughts, my environment, and the people I surround myself with, the more opportunities seem to appear.

What is your superpower?

Connecting people. I love introducing people who can help each other grow. Sometimes one introduction can change someone's life.

If your 15-year-old self could see you today, what would surprise them most?

At 15, I was just trying to make a few extra dollars because we didn't always have money for the things I wanted. I loved drawing, I was shy, and I cared way too much about what other people thought. I never imagined I'd own businesses or work in real estate. Looking back, I realize I just wanted to create. Today, I'm still creating. Instead of drawing on paper, I'm creating businesses, opportunities, careers, and communities. I get to help families build wealth, mentor future leaders, and create opportunities for others. Maybe I never stopped being an artist. I just found a different canvas.

Who do you admire and why?

Tony Robbins taught me the power of mindset and personal responsibility. Alex Hormozi challenged me to think beyond making money and instead focus on creating value and building systems. Jim Rohn taught me that success isn't something you pursue. It's something you attract by becoming the type of person worthy of it. All three have shaped the way I approach business, leadership, and life. Their philosophies continue to remind me that the greatest investment I'll ever make is in becoming a better person.

“I want to create something that provides OPPORTUNITIES FOR FAMILIES, BUSINESSES, AND FUTURE GENERATIONS.”

Carlos Maderos

NEW LIFE REAL ESTATE BROKERED BY EXP REALTY

Q&A

Tell us about a risk you have taken in your life:

One of the biggest risks I took was my first custom built home was a million dollar property! It was a major leap of faith, but through hard work and commitment, it sold for \$1.1 million this past May. That experience reinforced my belief that growth comes from stepping outside of your comfort zone!

What are you proud of in your career?

I am most proud of the relationships I've built by genuinely helping people buy and sell homes. While putting their best interest first and guiding them through one of the most important decisions of their lives with honesty and integrity is truly fulfilling.

What goal are you chasing that scares you a little?

I wouldn't say that it scares me, but it definitely challenges me. My goal is to continue growing my business while helping even more individuals and families begin their New Life. With growth comes greater responsibility and I embrace that challenge.

What season of life are you currently in?

I am in the season of building, growing, and giving back. I'm focused on expanding and strengthening my relationships while creating opportunities to positively impact the people around me.

Are you a part of any community involvement?

I enjoy educating and guiding those around me, whether it being about



the home buying and selling process or simply taking the time to help set something up for them that they have been struggling with. I also like to volunteer at local middle and high schools where I am able to encourage and motivate the future generation to pursue their goals and full potential.

What's something your friends know about you that most people don't know?

Those closest to me know that I genuinely want to help others in any way I can. Whether it is offering advice, lending a hand, or simply being available, I strive to make a positive and lasting impact in the lives of the people that I meet.

If you could instantly master one skill, what would it be?

I would master the ability to truly understand and connect with people. Sales naturally follows when you really listen, understanding someone's need, and help them make the best choices for their future.

Tell us one thing on your vision board or bucket list.

One of my biggest goals is to start an organization that identifies and helps children who lack opportunities and provide them with resources and support they need to reach their full potential. I want to help change their lives.

What are you most thankful for?

I am most thankful for my family, the life God has blessed me with and the opportunity to be able to set up the lives of my beautiful daughters!

What's a failure that ended up becoming one of the best things that ever happened to you?

Every setback has taught me something valuable. I've learned that failure isn't the opposite of success. It is a part of

the journey! My mindset is simple, embrace it, learn from it, adjust, and keep moving forward.

What would your walk-up song be when receiving an award in front of a large crowd?

"Vivir Mi Vida" by Marc Anthony

Tell us one thing you can't live without (family & phones don't count).

I couldn't live without the quiet moments of reflection. Starting my mornings in nature gives me clarity, keeps me grounded and reminds me why I work so hard, for my family, for my clients, for my community

What is one belief you hold today that you didn't hold five years ago?

I've learned that a life of services always creates greater reward than a life focused on receiving.

What is your superpower?

Adapting to any situation and turning problems into opportunities

If your 15-year-old self could see you today, what would surprise them most?

My 15 year old self would be amazed that I stayed true to my vision and built the life I once dreamed about. Beyond owning the real estate and fancy cars, I found a purpose in helping others create better lives for themselves.

Who do you admire and why?

I admire hardworking immigrants who keep showing up every day despite the challenges, sacrifices, and sometimes even the disrespect they face. They continue to work to create better lives for their families and stronger communities. Their resilience, humility, and determination inspire me and is one of the biggest reasons I work so hard myself. We are here to build opportunities and leave communities better than we found them.

“EVERY SETBACK HAS TAUGHT ME SOMETHING VALUABLE.

I've learned that failure isn't the opposite of success. It is a part of the journey!”

Valentin Avila & Dahiana Avila

RAICES DULCE HOGAR WITH
KELLER WILLIAMS REALTY PARTNERS INC.

Q&A

Tell us about a risk you have taken in your life:

Valentin: Using private financing and bank loans to begin investing in real estate. It was a leap of faith that required confidence, preparation, and a willingness to embrace uncertainty. That experience taught me that the biggest opportunities often come from taking calculated risks rather than waiting for the “perfect” moment.

Dahiana: Buying my first home at a young age. It was a big step and a lot of responsibility, but it gave me the confidence and perspective that shape the way I view real estate today.



What are you proud of in your career?

What we’re most proud of is being able to help families achieve homeownership and serve as the bridge that helps them get there. Many of the clients we work with are part of the Hispanic community, and for some, buying a home can feel overwhelming because of language barriers or simply not knowing where to start. Being able to guide them through the process, answer their questions, and see them receive the keys to a home they can call their own is incredibly rewarding. Knowing we’ve made a positive impact on a family’s future is what makes us the proudest.

What goal are you chasing that scares you a little?

Valentin: Continuing to invest in and flip homes by leveraging private financing and traditional bank loans. Every project comes with uncertainty—you have to trust your numbers, make smart decisions, and be prepared for unexpected challenges.

Dahiana: Trusting God’s timing. There are a lot of exciting things happening in my life, both personally and professionally. I’ve learned that everything has a purpose, even if I don’t always understand it in the moment. I trust that God is guiding each step, and I’m excited to see where this season leads.

What season of life are you currently in?

Valentin: I’m in a season of building. I’m focused on growing my real estate career, continuing to learn as an investor, and creating a strong foundation for the future my wife and I envision. At the same time, I’m committed to helping strengthen our real estate team by making sure everyone around me is growing, supported, and equipped to serve our clients at the highest level. I believe that when each person on the team succeeds, we all succeed. Every challenge, every client, and every opportunity is helping prepare me for my long-term goals of flipping homes and eventually developing new construction projects.

Are you a part of any community involvement?

Giving back to our community has always been a priority for my brother, Valentin, and me. One of our goals is to stay as involved as possible and find meaningful ways to serve the families around us. Some of the ways we do that include hosting first-time homebuyer seminars to educate families and help prepare them for homeownership, organizing coat drives during the winter to help keep families warm, and supporting our annual “Regala una Sonrisa” toy drive, which provides Christmas gifts to children in

our community. Being able to make a positive impact—whether it’s preparing a family for homeownership or bringing a smile to a child’s face during the holidays—is one of the most rewarding parts of what we do.

What’s something your friends know about you that most people don’t know?

Valentin: Most people know me as a real estate professional, but my friends know that my greatest joy is spending time with my family. My favorite way to unwind is having a backyard carne asada with my wife and our two kids, surrounded by family and friends.

Dahiana: I’m always looking for a new coffee shop to try. I love exploring local cafés and making it a goal to visit somewhere new whenever I get the chance. And also know that I am all about my dog, Chencho. He’s my crazy kid. Haha.

If you could instantly master one skill, what would it be?

Valentin: Speaking confidently in front of any audience without feeling nervous. I enjoy teaching, sharing ideas, and connecting with people, and I’d love to be able to do that with complete confidence.

Dahiana: Learning a new language, but in particular American Sign Language. Sign language has always caught my attention, and if I could master it, I know it would be an incredibly meaningful and useful skill.

Tell us one thing on your vision board or bucket list.

Valentin: One of the biggest items on my vision board is to build a home in Cancún. I lived there before moving to Kansas City, so it’s a place that has always been special to me. Building a home there isn’t just about having

a beautiful place to visit—it’s about creating a place where my family can come together, make lasting memories, and always have a home to gather for vacations and special occasions. It’s a dream that keeps me connected to my roots while giving future generations of my family a place to enjoy together.

What are you most thankful for?

Valentin: God, because through every season of my life, He’s never left my side. His guidance, grace, and faithfulness have carried me through challenges and reminded me to stay grounded in every success. I’m also deeply thankful for my wife and my family.

Dahiana: My close-knit family and incredibly supportive husband. We all encourage each other to grow, celebrate each other’s successes, and make it a priority to stay connected no matter how busy life gets.

Tell us one thing you can’t live without (family & phones don’t count).

Valentin: Goals, hot sauce, and fresh tortillas. Goals keep me motivated and give me something to work toward every day, both personally and professionally. As for the hot sauce and tortillas...my family would tell you they’re a must at almost every meal.

Dahiana: Coffee, coffee, coffeeee!!

What is one belief you hold today that you didn’t hold five years ago?

Valentin: Five years ago, I didn’t believe it was possible to build a lasting Patrimonio for future generations. We came from Mexico with very little, and my mom worked incredibly hard to give my brother, my sister, and me a better future. Today, investing in real estate has completely changed my perspective. Alongside my brother, we’ve been blessed to flip more than 10 homes a year and continue growing. It has shown me that with faith, hard work, and the right mindset, you can build a legacy that once seemed impossible.

What is your superpower?

Valentin: My sister actually helped me answer this one. She said my

superpower is being able to come up with solutions on the spot—especially in real estate. Every transaction brings different challenges, and I enjoy finding creative ways to solve problems, keep deals moving forward, and help my clients reach the finish line. I believe there’s almost always a solution; sometimes you just have to look at the situation from a different perspective.

If your 15-year-old self could see you today, what would surprise them most?

Valentin: My 15-year-old self would probably be surprised that waking up at 6:00 a.m. still isn’t any easier—I really thought that would come naturally as an adult! But more than that, I think he’d be amazed that I own multiple businesses, invest in real estate, and get to help families achieve homeownership.

Who do you admire and why?

Valentin: My mom. She came to the United States from Mexico without speaking English, without knowing how to drive, and without knowing what the future would hold. Despite every obstacle, she never gave up. Through hard work, determination, and faith, she raised my brother, my sister, and me on her own and always made sure we had what we needed.

Dahiana: My mom. You’d have to meet her and hear her story to truly understand the kind of woman she is. She came to the United States from Mexico to give my brothers and me a better life and always worked hard to make sure we had everything we truly needed. She always stayed positive through every challenge and never stopped believing in a brighter future for our family.



“ONE OF OUR GOALS IS

to stay as involved as possible and find meaningful ways to serve the families around us.”



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The 10-Minute Ops Leak Audit: Where Your Business Is Quietly Bleeding Time

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

Most businesses don't have a productivity problem. They have a leak. And the frustrating part? These leaks rarely look like major emergencies. They hide in plain sight as "just the way we do things."

- It's the five-minute task that happens 12 times a week.
- The question that gets answered over and over.
- The spreadsheet that exists because nobody trusts the other spreadsheet.
- The approval that sits in someone's inbox for three days.
- The process that only works because one person has memorized every step.

Individually, these things seem small. But small leaks create big operational drains. The best operators know this: You don't create capacity by asking your team to work harder. You create capacity by finding what is unnecessarily consuming their time. That's where the 10-Minute Ops Leak Audit comes in.

Step One: Find the Leaks

Grab a blank page. Set a timer for 10 minutes. No overthinking. No trying to solve anything yet. Just look back over the last seven days and identify the moments where you thought:

- "Why am I doing this again?"
- "This should already be handled."
- "We talked about fixing this... twice."
- "I answered this same question more than once."
- "This required three people when it should've required one."

Those moments are clues. They are your business telling you where your systems are asking humans to compensate for what the process should be handling. (If you can't think of anything, then keep a list over the next week and log things down as they happen.)

Step Two: Categorize the Leak

Now give each leak a category.

Repeated Questions: The Missing System Answer

If people keep asking the same questions, you don't have a people problem. You have a clarity problem. Ask yourself:

- Is this information documented?
- Does everyone know where to find it?
- Is there a checklist, template, or resource that answers this before someone has to ask?

Your team should not need to rely on one person's brain as the company search engine.

Rework Loops: The "Do It Again" Drain

Rework is one of the sneakiest time thieves. It happens when:

- A task gets completed but isn't done correctly the first time
- Information is missing upfront
- Expectations are unclear
- Multiple people are making edits because the original standard wasn't defined

The goal isn't perfection. The goal is reducing unnecessary circles.

Approval Bottlenecks: When Everything Stops at One Door

Healthy businesses have accountability. Unhealthy businesses have traffic jams. If every decision requires one person's approval, that person becomes the operational bottleneck. Ask:

- Does this truly require approval?
- Could we define decision-making guidelines instead?
- Does this person just need visibility, or do they need to be the gatekeeper?

There is a big difference. Context Switching Chaos: Being the Glue for No Reason. Some of your most talented people are exhausted because they are constantly switching gears. They are:

- Answering questions
- Fixing problems
- Tracking details
- Following up
- Remembering what everyone forgot

They become the glue holding everything together. But glue is not a growth strategy. A scalable business needs structure, not constant rescue missions.

Invisible Admin: The Tiny Tasks That Multiply

Invisible admin is the collection of small things nobody notices until someone stops doing them.

- Updating systems.
- Sending reminders.
- Finding information.
- Moving data.
- Following up.

Individually, these tasks feel harmless. Together, they can consume hours every week.

Step Three: Pick ONE Leak

Here is where many businesses go wrong. They identify 47 problems and attempt to fix all of them. That is how improvement projects become another source of overwhelm.

Instead: Pick one leak. Just one. The goal is not to rebuild your entire operation overnight. The goal is to create momentum.

- Now ask: What would eliminate this entirely?
- Not "Who can take this over?"
- Not "How can we squeeze this in?"
- How do we remove the need for this?
- Then ask: What could be templated, delegated, or automated?

A scalable business does not depend on more effort. It depends on better design.

Stop Funding Inefficiency

If your business had a dashboard called "Time Leaks," most teams would be shocked by what they discovered. They are often spending their most valuable resources: time, energy, and talent, on problems that should have been solved by systems. They are essentially paying a monthly subscription fee to inefficiency.

- The answer is not adding more hours.
- The answer is not asking your best people to carry more.
- The answer is finding the leak and sealing it.

Because great operations are not built by heroic people constantly saving the day. Great operations are built when the business is designed to run smoothly without requiring heroics.

Your next step:

- Take 10 minutes.
- Find ONE leak.
- Fix the leak.
- Rinse. Repeat. Create the capacity you've been trying to find.



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 at www.OpsBossCoaching.com.

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- Farm your favorite neighborhoods

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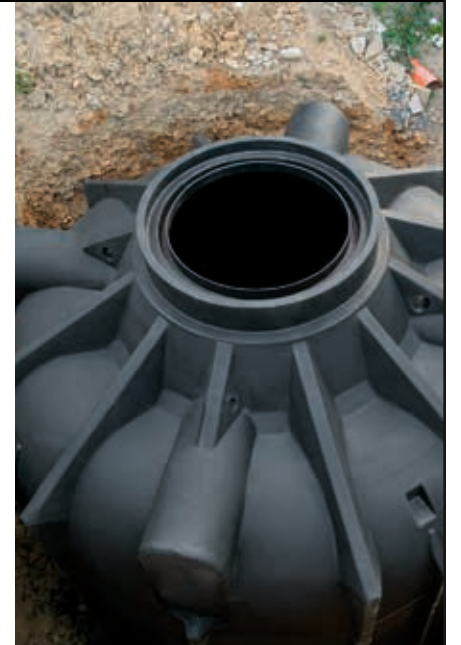


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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - July 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 Real Estate	Team	Kw Kansas City Metro
5	Dan	Lynch	Lynch Real Estate
6	Bryan	Huff	Keller Williams Realty Partners Inc.
7	Dani	Beyer	Keller Williams KC North
8	Michelle	Lutz	Lutz Sales + Investments
9	Taylor Made	Team	KW Kansas City Metro
10	Sara	Bash Reda	Compass Realty Group
11	Brooke	Miller	ReeceNichols - Country Club Plaza
12	Katherine	Lee	Sage Sotheby's International Realty
13	Nelson Home	Group	Keller Williams KC North
14	BG	& Associates	BG & Associates LLC
15	Mike	Reilly	Reilly Real Estate LLC
16	Cathy	Counti	Keller Williams Platinum Prtnr
17	Tamra	Trickey	ReeceNichols - Leawood

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

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Blake Nelson	Team	Kw Kansas City Metro
52	Jeremy	Applebaum	Real Broker, LLC
53	Dan	O'Dell	Real Broker, LLC
54	Rothermel	Group	Keller Williams KC North
55	Stacy	Porto	ReeceNichols -The Village
56	Billie Bauer	Network	Keller Williams Realty Partners Inc.
57	Aaron	Donner	Real Broker, LLC
58	Brent	Sledd	Weichert, Realtors Welch & Co.
59	Rob	Lacy	Weichert, Realtors Welch & Co.
60	Eli	Medina	ReeceNichols - Country Club Plaza
61	Rita	Dickey	ReeceNichols - Overland Park
62	Lynne	Matile	ReeceNichols - Overland Park
63	Krishna	Chinnam	Keller Williams Realty Partners Inc.
64	Ellen	Murphy	ReeceNichols - Leawood
65	John	Barth	RE/MAX Innovations
66	George	Medina	ReeceNichols - Country Club Plaza
67	Jeffrey	Quinn	Missouri Land and Farm LLC



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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Gary	Kerley	ReeceNichols - Lees Summit
69	Heavenly Homes	Team	KW Kansas City Metro
70	Peter	Colpitts	ReeceNichols- Leawood Town Center
71	Ashley	Kendrick	Real Broker, LLC-MO
72	Lennar	Team	Platinum Realty LLC
73	Candi	Sweeney	ReeceNichols-KCN
74	Tim	Seibold	Coldwell Banker Regan Realtors
75	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Co.
76	Jennifer	Weaver	Compass Realty Group
77	Jeff	Curry	Weichert, Realtors Welch & Co.
78	Miles	Rost	Keller Williams Realty Partners Inc.
79	Murray	Davis	BHG Kansas City Homes
80	Liz	Jaeger	ReeceNichols - Leawood
81	Rachel	Kilmer	ReeceNichols - Lees Summit
82	Rachelle	Moley	Weichert, Realtors Welch & Co.
83	Brenda	Youness	Weichert, Realtors Welch & Co.
84	Tommy	Needles	Keller Williams Platinum Prtnr
85	Amy	Arndorfer	Premium Realty Group LLC
86	Lindsey	Pryor	Compass Realty Group
87	Loughlin & Associates	Team	Keller Williams KC North
88	Dan	Couse	EXP Realty LLC
89	Sherri	Hines	Weichert, Realtors Welch & Co.
90	Zac	Morton	Keller Williams KC North
91	Leah	Taylor	Kw Kansas City Metro
92	Crystal	Metcalfe	United Real Estate Kansas City
93	Andy	Blake	Real Broker, LLC
94	Tony	Long	Real Broker, LLC
95	Cory	Ward	Compass Realty Group
96	Hb	Group	Kw Kansas City Metro
97	Jody	Shewmaker	ReeceNichols Shewmaker
98	Jodie	Brethour	Compass Realty Group
99	Ed	Stroud	Real Broker, LLC
100	Mark	Maschger	Worth Clark Realty

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Ivy Home	Team	Kw Kansas City Metro
102	Katie	Fisher	Weichert, Realtors Welch & Co.
103	Virginia	Franzese	EXP Realty LLC
104	Hayley	Wildy	Kw Kansas City Metro
105	Nicole	Westhoff	ReeceNichols - Lees Summit
106	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
107	Kyle	Talbot	Kw Kansas City Metro
108	Sharon	Barry	ReeceNichols -The Village
109	Becca	Hageman	Compass Realty Group
110	Trish	Shiever	Welcome Home Real Estate LLC
111	Kelly	Heaven	Kw Kansas City Metro
112	Dana	Allen	ReeceNichols- Leawood Town Center
113	Audrie	King	Platinum Realty LLC
114	James	Asher	Asher Real Estate LLC
115	Jared	Smith	Inspired Realty of KC, LLC
116	Wardell	& Holmes	Wardell & Holmes Real Estate
117	Sbd	Team	SBD Housing Solutions LLC

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Kansas City Real Producers • 41

TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Jesse	Taitt	Keller Williams Realty Partners Inc.
119	Jake	Zillner	Modern Realty Advisors
120	LeAnn	Hiatt	Huck Homes
121	Mikki	Armstrong	ReeceNichols - Lees Summit
122	Chris	Guerrero	Platinum Realty LLC
123	Carthage	Group	KW Kansas City Metro
124	Majid	Ghavami	ReeceNichols- Leawood Town Center
125	Jack	Allen	BHG Kansas City Homes
126	Ashley	Sweeney-Emmons	ReeceNichols-KCN
127	John	Kroeker	Weichert, Realtors Welch & Co.
128	Bettina	O Brien	ReeceNichols-KCN
129	Lisa	Ruben	ReeceNichols - Country Club Plaza
130	Aimee	Jacobson	Seek Real Estate
131	Lindsay	Sierens Schulze	ReeceNichols - Leawood
132	Teresa	Hayes	Twaddle Realty, Inc.
133	Stephen W	Smith	RE/MAX Revolution
134	Tabb	Reese	Aristocrat Realty
135	James	Edwards	United Country Real Estate Buckhorn Land and Realty
136	Larry	Eckhoff	RE/MAX Innovations
137	Christine	Lies	ReeceNichols-KCN
138	Chrissy	Frazier	Real Broker, LLC
139	Molly	Hipfl	ReeceNichols - Lees Summit
140	Jim	Fussell	Kw Kansas City Metro
141	Ryan	Hubbard	United Country American Heartl
142	Aaron	Olla	Real Broker, LLC
143	Sara	Tarvin	ReeceNichols - Leawood
144	Debbie	Sinclair	Prime Development Land Co LLC
145	Guide	Group	Compass Realty Group
146	Rebekah	Schaaf	ReeceNichols - Overland Park
147	Chris	Austin	Kw Kansas City Metro
148	Sarah	Page	Compass Realty Group
149	Micquelyn	Malina	Keller Williams Realty Partners Inc.
150	Christine	Dunn	Keller Williams Realty Partners Inc.

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Michelle	Hack	Rodrock & Associates Realtors
152	Adrienne	Fisher	ReeceNichols - Country Club Plaza
153	Shannon	Rixson	Sage Sotheby's International Realty
154	Brice	Bradshaw	Compass Realty Group
155	Mike	Russell	Real Broker, LLC
156	Susan	Fate	ReeceNichols -The Village
157	Dee	Rolig	EXP Realty LLC
158	Jo	Chavez	Redfin Corporation
159	Tricia	Cartwright	Rodrock & Associates Realtors
160	Patty	Simpson	Crown Realty
161	Stacy	Anderson	ReeceNichols - Leawood
162	Shelby	Hernandez	Opendoor Brokerage LLC
163	Steve	Ashner	ReeceNichols - Overland Park
164	Gina	Walton	Keller Williams Realty Partners Inc.
165	Paul	Lowry	Midwest Land Group
166	Kevin	Bryant	Compass Realty Group
167	Ryann	Hemphill	Keller Williams Realty Partners Inc.

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Kyle	Blake	Real Broker, LLC
169	Megan	Wampler	Keller Williams KC North
170	Ray	Hill	Nottingham Realty
171	Erin	Dreiling	ReeceNichols -The Village
172	Darcy	Roach	Homes by Darcy LLC
173	Jeff	Yacos	Real Broker, LLC
174	Laurie	Barnds	ReeceNichols -The Village
175	Michaela	Hagan	West Village Realty
176	Joy	Slavens	KW Integrity
177	Becky	Budke	ReeceNichols -Johnson County W
178	Alexander	Koburov	Weichert, Realtors Welch & Co.
179	Melissa	Irish	ReeceNichols -Johnson County W
180	Rick	Binkley	Compass Realty Group
181	Lee	Ripma	Lutz Sales + Investments
182	Matthew	Webb	Keller Williams Realty Partners Inc.
183	Benji	Lytle	Opendoor Brokerage LLC
184	Jessica	Smotherman	RE/MAX Elite, REALTORS
185	Jenna	Halvorson	Real Broker, LLC
186	Lisa	Fitzpatrick	ReeceNichols - Overland Park
187	Melanie	Johnson	ReeceNichols - Leawood
188	Lisa	Miller	Lynch Real Estate
189	Jason	Rains	RE/MAX Elite, REALTORS
190	Suzanne	Golomski	ReeceNichols - Leawood
191	Hightower Heritage	Team	Jason Mitchell Real Estate Mis
192	Sarah	Harnett	West Village Realty
193	Zachary	Kelly	ReeceNichols - Leawood
194	Pamela	Chyba	ListWithFreedom.com Inc
195	Brett	Budke	ReeceNichols -Johnson County W
196	Michael	Hern	Keller Williams Platinum Prtnr
197	Jeff	Tanner	Platinum Realty LLC
198	Jonas	Barrish	Compass Realty Group
199	Jessica	Walker	Keller Williams KC North
200	Toby	Prussman	Real Broker, LLC-MO

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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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