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publisher's note

Inspiration. Recognition. Connection. Thank you for taking the time to pick up and read through this 2nd edition of Kansas Real Producers Magazine. Every month we will bring you uplifting, entertaining and educational articles along with the year to date Top 200 Producers. We fully acknowledge that our success with this publication is thanks to our businesses partners who have been referred to us by many of you. Special thanks to the REALTORS who have contributed to these first two issues. In each edition, we look to highlight your accomplishments, encourage your dreams, and recognize your excellence in serving many clients. We will also host outstanding events that will provide opportunities for you to connect with other Top Producers along with potential and current partners who support your business. Lastly, we will serve as a platform for you to communicate with other industry professionals.

Reece Hale
Founder
Kansas City Real Producers



Kansas City Real Producers Facts

Distribution: The top 500 agents of the greater Kansas City Metropolitan Area.

Contents: This publication has both a social and business aspect. We will highlight local top producing agents and their unparalleled stories of interest. As we continue to grow, we will bring you fresh content – predominantly from local contributors – that will add value and insights to help you prosper in business and in life.

Contribution & Advertising: Want to contribute original content or nominate a REALTOR to be featured in a future edition? Know of a preferred partner who should be part of our community? Or, just want to get to know us? Please email us

directly at reece.hale@realproducersmag.com. I'm excited to hear from you!

Cost: As a top 500 producer, this monthly publication is being provided to you free of charge and REALTORS never pay to be featured. Our advertising partners cover the cost of producing, printing, and mailing each issue.

Events: We will host various free events to bring the Kansas City REALTOR community together. Kansas City Real Producers social events will include free food and drink at each featured location. We will also host various educational events with respected speakers and trainers. Look for an event schedule and details in upcoming editions of the magazine.

Connecting with us: Email: reece.hale@realproducersmag.com **Facebook:** Kansas City Real Producers Reece Hale
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If you are interested in contributing or nominating REALTORS for certain stories, please email us at reece.hale@n2pub.com.

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►► top producer

By Betsy Lindsay
Photographs by Christine Caso, CC Photography

Bryan Huff

LONG-TERM, NOT SHORT-TERM,
RELATIONSHIPS IS HOW HE BUILDS BUSINESS



“I don’t live to work ... I work to live.” That’s the motto of one of the region’s top real estate professionals, Bryan Huff. For nearly 10 years, Bryan and his Real Estate machine, The Huff Group, at Keller Williams have continually broken records and received some of the industry’s most prestigious awards. Bryan has consistently been ranked in the Top 10 KC Real Estate groups in the *Kansas City Business Journal*. His team has been the number one Keller Williams sales group in a five-state region, two years in a row. In 2017, they broke the Keller Williams regional record, and were voted the number one listing group in the KC metro by KC Homes and Land. “We had great success in 2017 but we are not done growing.”

But to Bryan, it’s not all about the glitz and glory of success; although in 2017 he topped 100 million in sales with over 400 transactions. It’s really about making this experience a positive and memorable one for our clients. Bryan comes from a sales background. Bryan started his career in outside business sales with Sprint. At the heart of both careers, is the common thread of relationship building, meeting new people, and making new friendships. “I love real estate, and have never regretted my decision to take this path. The long-term, not short-term, relationships that I’ve built in this business, are the most rewarding parts. It’s not about the money. It really is about the people and their happiness.”

And happiness in his own life is what drives Bryan to work so hard each day. A career in real estate, and in particular because of the success he has had over the last few years, allows Bryan the flexibility to spend as much time as possible with his wife,

Cristy, and their five-year-old son, Vander. He generally works 45 hours weeks and is home in the evenings and on weekends, which is a privilege he does not take for granted. “I’m good at what I do because I truly love this business, this business has also allowed me to be financially independent and fund a life that I love and greatly appreciate.”

In both his career and in his free time, Bryan’s goal is to put a smile on the faces of others. He is a long-time “Big” with the Big Brothers Big Sisters of Kansas City, and he is also involved with a foster home through his church. When he is not with his family, traveling, or volunteering his time, Bryan is most likely enjoying his favorite hobby, racing and driving one of his many sports cars or organizing an event with his Exotic and Super car club. “I’m a speed freak. I like to live my life in the fast lane”. This competitive edge in sports, also applies to his choice of careers. “Real estate feels like a sport

sometimes. I have a number that I want to hit, whether it be new sellers, leads, potentials, or appointments and I push until I'm in front of the pack. It's always a sport."

In a relatively short amount of time, he has become one of the most renowned real estate agents in the Kansas City area, and attributes much of his success to his power team behind the scene, they allow Bryan to focus on the family or individual that he is serving.

The most important advice Bryan gives his team and colleagues in the industry is to cherish their network of people and build a true relationship. "You have to have a network. If you don't have one, put one together and build your skills. With a professional skill set and a great network

you will have success. When I got started in real estate I was 21 years of age, so I had to build my network from scratch." Huff has worked hard to build a strong network in just a few short years.

While the positives of his career far out way the challenges, from time-to-time the reality of owning a busi-

"I love the act of selling real estate and I love the challenges that it entails."

ness, such as internal errors, tough transactions can provide obstacles to overcome. "I love the act of selling real estate and I love the challenges that it entails." His passion for real estate comes from, what he perceives as, endless opportunities for growth. Bryan believes that from an investment perspective, in particular, there is an unlimited amount of potential.

"Real estate agents should always consider investing in real estate. Meaning, buy your own product and invest in yourself."

Bryan plans to keep that upper edge and continue to grow his real estate career and the achievements of his group for many years to come. "I am in this for the long run. I want this career to be around for my son and future generations and I want to see the business continue to grow in a profes-

sional manner. The key is to treat real estate as a profession, and everyone involved in a professional manner. I want to help people and make them smile. This life is not based on my wealth accumulated but in the integrity and ability to affect everybody around me positively."



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ALLISON RANK

CLIENT SATISFACTION IS HER MISSION

By **Manuela Nivia**
Photographs by **Christine Caso, CC Photography**

Allison Rank began her career at Rockhurst University, where she earned degrees in business administration and Spanish. With the goal of becoming an international businesswoman, she joined a corporation and worked full-time as a government consultant. Gregarious in nature, however, Allison quickly realized her true passion lay in working with others.

Since earning her real estate license in late 2009, Allison has become a top producing agent in the Kansas City area, selling almost 300 homes — 120 of which were impressively sold last year alone. Despite these achievements, Allison is not driven by accolades, but rather on fulfilling the needs and wishes of her clients. “What gets me excited every day is helping people — that’s sincerely the truth and my clients would tell you the same thing,” she described. “I know [the industry] is all about numbers and being top producers, but that has only come naturally because of my work ethic and because of doing a good job for clients.”

Whether it’s finding a dream home, tailoring a loan for specific needs, or getting the best possible deal in a sale, Allison’s mission is about client satisfaction. A highly-specialized agent, Allison and her team work tirelessly to ensure every real estate transaction is a success. “I realize that most of the time, I’m handling people’s biggest investment and I don’t take that lightly,” she shared. “I enjoy helping my clients get the most amount of money for their home and making it as stress-free as possible. If we’re on the buying side, it’s about helping them buy a home that’s within their budget but fits all of their needs.” Her extensive knowledge of the area’s real estate, strong skills for negotiation, and affable personality have secured her a reputable standing in the real estate network. In commending her performance, a local client described: “She is professional, knowledgeable, prompt, and above all truly cares for her clients. This is what sets her apart from other agents.”

Even with her relentless dedication to her profession, Allison holds a firm belief in sustaining a balanced life. Committed to giving back to her alma mater, she is on the board of Rockhurst’s leadership council, which funds scholarships for students and various university activities. She also supports Lead to Read, an inner-city school program, which connects community leaders with young students under the mission of sharing the joy of the literacy. Additionally, she donates money to various organizations, including Turner House, a free health clinic for children. It’s her profession that allows Allison to support this generosity: “I always say that I work to fund my fundraising habit,” she said. “It has been very rewarding and very important to me.”

Throughout her career, Allison has worked on fostering her service skills, demonstrating she genuinely cares about helping others — whether her local community or her individual clients. It’s this second-to-none love of service, that has earned her a valuable source of referrals and countless satisfied clients. Under these tenets, Allison described she hopes her legacy will be about her pursuit of service. “Money is important to live and survive, but when people remember me, I want them to remember me as helping — helping them, helping somebody.”





Next Door PHOTOS

By Lisa Tobin

► sponsor spotlight

“A picture is worth a thousand words.”

When it comes to real estate, pictures, videos and virtual tours have proliferated the Internet, and buyers are demanding a little “look see” when they’re shopping for one of life’s most important investments. It’s been proven that properties with professional online media sell faster than those without it, another sign that Internet shopping is replacing traditional shopping habits, even when buying property.

Melissa Field, owner of Next Door Photography (NDP) chatted with me about her real estate photography business, and how she got started. “Photography has always been one of my primary creative outlets, and every year since the 7th grade, I chose photography as my elective course. This business is putting my passion to use, and I am truly doing what I love.”

When I see the products available on Melissa’s website, www.kansascity.nextdoorphotos.com it’s obvious she leads her com-

“Photography has always been one of my primary creative outlets, and every year since the 7th grade, I chose photography as my elective course. This business is putting my passion to use, and I am truly doing what I love.”

pany with keen creative talent and an eye for detail. The leading-edge photography, videography, aerials, 3D Models, and floor plans produced by NDP empower real estate professionals to showcase listings that stand out from the norm. “Next Door, Next Day” is their slogan, and Melissa shares, “We love providing realtors with high-end media solutions as conveniently as possible. We also love empowering local photographers with fulfilling jobs, knowing that we get to do both of those things while playing a part in the facilitation of the restoration of lives is truly remarkable.”

NDP is committed to social and environmental sustainability. Their global in-house editing team is staffed by women who have been rescued from human trafficking and/or at a serious risk of exploitation. Every photo shoot booked with NDP provides four hours of paid employment to those women who have been rescued. This component of NDP puts restoring lives at the core of their business.

You see, Next Door Photography is a certified B Corporation certified by the nonprofit B Lab to meet rigorous standards of social and environmental performance, legally expanding their corporate responsibilities to include consideration of stakeholder interests, and building collective voice through the power of the unifying B Corp brand.

“What advice can you give real estate professionals in marketing their listings using digital media?” I ask. “Don’t wait to market yourself in a professional manner. Start out from





the get-go portraying your realtor image with the professionalism you want and deserve. The yield I see realtors gain from professionally produced media most definitely outweighs the expense.”

Melissa, and her husband, Luke, live in Leawood. They have two daughters and in their spare time, Melissa says they spend lots of time exploring Kansas City. “We love this city and all it has to offer. Whether it be the City Market, attending performances at the Sprint Center, free concerts at Power & Light, or going antiquing, we enjoy spending family time together in this wonderful city.”

Check out NDP’s website to learn more about this company that places impact for sustainability on the same



level of importance as profit. You won’t want to miss out on experiencing their quality products with remarkable turnaround at an affordable price.

TOP 200 STANDINGS

Teams and Individuals Closed From Jan1 - Jun1.

#	Name	Office Name	Total #	Total \$	Total # (LTM)	Total \$ (LTM)
1	Kbt Leawood Team	ReeceNichols Leawood	105	48,347,897	315	143,539,228
2	Dan Lynch	Lynch Real Estate	161	36,613,627	446	101,285,497
3	Edie Waters Team	Keller Williams Kc North	154	32,704,892	378	82,159,614
4	Tradition Home Group	Bhg Kansas City Homes	99	27,092,846	234	70,368,711
5	Eric Craig Team	Keller Williams Kc North	78	19,760,755	58	14,761,150
6	Bryan Huff	Keller Williams Realty Partner	67	19,620,200	194	52,057,333
7	Glennon Real Estate Experts	Keller Williams Kc North	82	19,527,689	206	40,518,637
8	Kristin Malfer	ReeceNichols Leawood	35	18,566,200	135	66,426,532
9	John Barth	RE/MAX Innovations	48	18,452,985	129	53,432,722
10	Dan Reedy	United Real Estate Kansas City	85	18,357,390	139	26,903,937
11	Yfa Team	Your Future Address, LLC	65	17,472,400	185	44,694,548
12	Ask Cathy Team	Keller Williams Platinum Prtnr	73	16,414,658	183	40,011,392
13	Kbt Plaza Team	ReeceNichols CC Plaza	49	15,886,350	71	29,879,250
14	Rob Ellerman	ReeceNichols Lees Summit	48	15,868,734	152	44,303,524
15	Bill Mccoy	Keller Williams Platinum Prtnr	53	15,763,011	151	43,560,501
16	Marti Prieb Lilja	ReeceNichols West	44	15,222,522	104	34,117,146
17	Dan O Dell	Keller Williams Realty Partner	42	14,337,470	115	39,295,168

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18	Dani Beyer	Keller Williams Kc North	60	14,013,300	116	28,622,103
19	Cjco Team	ReeceNichols Leawood	27	13,786,149	21	10,305,199
20	Macoubrie Zimmerman	ReeceNichols Leawood	42	13,695,354	85	25,299,578
21	George Medina	ReeceNichols Southgate	38	13,679,900	121	41,846,925
22	Ripley Assoc Team	RE/MAX Elite, Realtors	28	12,860,005	76	26,552,755
23	Steve Ashner	ReeceNichols Wilshire	35	12,759,531	118	44,882,321
24	Ken Rosberg	Cedar Creek Realty LLC	15	12,154,605	31	23,007,157
25	Dirk Talley	Show-Me Real Estate	10	12,073,900	33	18,293,228
26	Lonnie Branson	Keller Williams Southland	51	11,774,117	151	36,516,819
27	Amber Rothermel	Keller Williams Kc North	48	11,669,970	139	32,054,134
28	Tamra Trickey	ReeceNichols Leawood	23	11,393,463	57	23,197,263
29	Andy Blake	Berkshire Hathawayhs Kc Realty	33	11,110,563	76	25,145,238
30	Bob Gresham	ReeceNichols Cedar Tree Square	46	10,669,284	120	28,398,366
31	Stacy Porto	ReeceNichols Southgate	22	10,642,824	80	24,645,999
32	Andrew Bash	Bash Real Estate	26	10,531,550	86	41,230,675
33	Candi Sweeney	ReeceNichols Parkville	20	10,441,600	43	19,044,878
34	Liz Powell Sievert	Green Spire Real Estate LLC	32	10,421,485	56	18,639,947
35	Sharon G. Aubuchon	RE/MAX Premier Realty	27	10,365,843	63	21,346,643
36	Linda Mcclung	Bhg Kansas City Homes	8	10,317,750	10	7,977,400
37	Mills Farm Team	Bhg Kansas City Homes	12	10,174,989	37	32,090,373
38	Jennifer Robertson	The Realty Dot Inc	35	10,104,850	86	23,289,054
39	Annie Kennedy	Realty Executives	24	10,104,215	52	22,341,559
40	Linda L Martin	ReeceNichols South	19	9,883,956	61	30,146,193
41	Debbie Sinclair	Prime Development Land Co LLC	19	9,760,469	51	26,388,610
42	Tabb Reese	RE/MAX Results	26	9,731,735	56	22,344,560
43	Timray Team	Option Real Estate Services	91	9,696,538	212	22,664,685
44	Amy Arndorfer	Premium Realty Group	62	9,620,557	167	25,874,508
45	Gayle Runkle	Realty Executives Of Kc	12	9,617,300	28	17,957,264
46	Trish Shiever	Welcome Home Real Estate LLC	19	9,512,083	48	19,729,396
47	The Carter Group	Keller Williams Platinum Prtnr	41	9,504,135	33	8,403,050
48	Allison Rank	ReeceNichols CC Plaza	45	9,485,950	112	25,531,644
49	Shannon Brimacombe	ReeceNichols Leawood	24	9,421,000	69	28,088,047
50	Susan Fate	ReeceNichols The Village	15	9,318,450	26	15,669,300

#	Name	Office Name	Total #	Total \$	Total # (LTM)	Total \$ (LTM)
51	Kristi Soligo Fleshman	ReeceNichols Liberty	42	9,302,082	111	26,342,312
52	Sue Walton	RE/MAX Premier Realty	25	9,282,573	72	23,621,251
53	Jw Snell	Sallee Realty Inc	30	9,280,147	74	21,683,481
54	Sherri Hines	Bhg Kansas City Homes	24	9,270,741	48	15,066,786
55	Vicki Smith	RE/MAX Innovations	31	9,264,726	51	15,426,154
56	Brandy Smith	Keller Williams Realty Partner	45	9,141,899	71	13,426,649
57	David Van Noy Jr.	ReeceNichols Leawood	26	9,070,600	105	33,382,750
58	Chris Austin	Keller Williams Plaza Partners	34	8,892,046	72	17,194,070
59	Melissa Irish	ReeceNichols Olathe	31	8,739,256	71	20,585,457
60	Kim Nofsinger	Weichert Realtors Graham Welch	30	8,504,725	41	10,891,653
61	Jennifer Rich	Weichert Realtors Graham Welch	7	8,494,823	7	4,641,498
62	Charles Small	ReeceNichols Liberty	34	8,471,906	78	20,995,815
63	Bob Sloan	Rodrock & Associates Realtors	16	8,469,426	36	20,655,491
64	Lisa Bunnell	ReeceNichols Leawood	27	8,300,077	76	21,021,957
65	Roger Deines	ReeceNichols Lees Summit	29	8,235,658	70	17,790,515
66	Patty Farr	RE/MAX House Of Dreams	54	8,208,675	156	26,889,779
67	Mendy Jarman	Keller Williams Realty Partner	15	8,030,000	26	11,943,500

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68	Linda D Roberts	Rodrock & Associates Realtors	17	7,970,515	60	31,290,895
69	Kathryn Thomas	ReeceNichols Leawood	22	7,948,550	69	19,335,607
70	Jerry Kelso	Keller Williams Realty Partner	21	7,873,002	54	20,966,075
71	Amber Shawhan	Chartwell Realty LLC	19	7,868,082	47	18,361,901
72	Blake Nelson	Keller Williams Key Partners	24	7,820,220	77	23,786,155
73	Patrick Grace	United Real Estate Kansas City	36	7,782,950	65	13,036,286
74	Ken Hoover Group	Keller Williams Kc North	27	7,782,500	60	16,234,290
75	Jana Allen	Realty Executives Of Kc	26	7,780,214	49	14,513,221
76	Heather Duty	ReeceNichols Kcn	21	7,687,431	44	15,847,295
77	Brent Sledd	ReeceNichols College Blvd	21	7,667,303	60	21,510,144
78	Sally Moore	Keller Williams Platinum Prtnr	36	7,591,291	121	23,719,417
79	Ron Henderson	Keller Williams Kc North	30	7,541,650	86	18,765,800
80	Angela Brown	Keller Williams Kc North	32	7,518,471	90	21,835,843
81	Danny Howell	Sallee Realty Inc	30	7,486,223	61	15,599,116
82	Matt Kincaid	RE/MAX Infinity	27	7,443,000	71	17,249,789
83	Mark Brewer	Realty Executives	18	7,422,321	53	22,606,377
84	Chad Weston	Team Weston Realty Group	27	7,345,500	48	12,895,495
85	Locate Team	ReeceNichols Southgate	16	7,301,850	52	25,640,400
86	Sandy Green	ReeceNichols Shewmaker	26	7,296,620	57	13,130,431
87	Joe Nelson	Keller Williams Kc North	35	7,257,121	63	12,201,474
88	Moore Homes Team	ReeceNichols Overland Park	27	7,255,165	37	8,766,050
89	Buffy Gunter	Bhg Kansas City Homes	28	7,218,922	51	13,981,322
90	Generations Real Estate Partners	RE/MAX Innovations	32	7,185,404	87	18,823,914
91	Lisa Rees	C B Reilly & Sons	33	7,133,436	75	15,113,642
92	Jenny Burkhead	Keller Williams Kc North	17	7,129,040	40	15,516,136
93	Michael Hern	Keller Williams Platinum Prtnr	49	7,104,685	151	24,718,350
94	Bill Gerue	Weichert Realtors Graham Welch	14	7,086,777	47	22,661,278
95	Paula Morgan	Sallee Realty Inc	23	7,079,982	52	16,018,602
96	Elizabeth Sady	ReeceNichols CC Plaza	19	7,062,600	34	10,037,750
97	Mike O Dell	Keller Williams Realty Partner	22	7,034,770	64	23,447,121
98	Karen L. Gilliland	House Of Real Estate, LLC	32	7,032,929	64	12,784,710
99	Diana Bryan-Smith	Speedway Realty LLC	28	7,019,010	59	12,695,905
100	Hendrix Group	Keller Williams Realty Partner	26	6,970,150	91	28,127,920

#	Name	Office Name	Total #	Total \$	Total # (LTM)	Total \$ (LTM)
101	Shannon Lyon	ReeceNichols Leawood	18	6,852,692	75	25,468,782
102	Shar Price	Keller Williams Realty Partner	10	6,664,814	35	22,935,067
103	Cheri Drake	Mcgrew Real Estate, Inc	26	6,647,000	34	8,201,600
104	Tory Graham	Weichert Realtors Graham Welch	20	6,632,720	56	18,284,868
105	Karen Stump	ReeceNichols Parkville	21	6,625,287	43	12,617,010
106	Audra Heller	Keller Williams Kc North	20	6,616,425	76	20,681,422
107	Collette Fultz	ReeceNichols College Blvd	20	6,597,028	40	11,667,123
108	Bill Brown	Kc Realtors LLC	23	6,580,450	62	14,992,893
109	Scott Strevell	Berkshire Hathawayhs Kc Realty	21	6,578,838	39	13,068,288
110	Linda Clemons	ReeceNichols Liberty	26	6,573,283	108	25,539,122
111	Charlene Muller	ReeceNichols Town Center	19	6,549,501	51	16,520,065
112	Ed Stephenson	Rodrock & Associates Realtors	13	6,534,034	32	15,516,235
113	Aly Plunkett	ReeceNichols Olathe	24	6,510,825	61	16,612,050
114	Aaron Donner	Keller Williams Realty Partner	18	6,469,550	51	16,923,552
115	Bill Hightower	ReeceNichols Excelsior Spgs	45	6,462,700	101	15,444,003
116	Adam Papish	Keller Williams Realty Partner	33	6,421,762	79	11,902,597
117	Ken Smith	Keller Williams Kc North	30	6,376,400	49	10,558,374

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TOP 200 STANDINGS

Teams and Individuals Closed From Jan1 - Jun1.

#	Name	Office Name	Total #	Total \$	Total # (LTM)	Total \$ (LTM)
118	Tammy Bernhardt	Keller Williams Realty Partner	22	6,343,650	45	13,796,037
119	Rick Hansen	Realty Executives Of Kc	32	6,337,225	46	9,137,326
120	Twyla Rist	ReeceNichols College Blvd	20	6,313,000	69	23,702,460
121	Debi Donner	Rodrock & Associates Realtors	15	6,258,993	23	9,838,852
122	Tony Long	Keller Williams Key Partners	25	6,251,651	83	23,156,941
123	Roberta Beringer	Weichert Realtors Graham Welch	11	6,228,003	16	8,670,037
124	Jake Zillner	Baron Realty	28	6,177,775	76	17,315,913
125	Sarah Page	Keller Williams Key Partners	35	6,069,750	62	12,155,550
126	Ashley Kendrick	Chartwell Realty L L C	25	6,028,300	71	13,517,950
127	Mike Gunselman	Keller Williams Kc North	29	6,007,470	106	21,562,379
128	Marcia Wallace	ReeceNichols Lees Summit	17	6,005,000	46	12,975,825
129	Sally Estes	C B Reilly & Sons	20	5,987,322	64	18,343,556
130	Diane Roberts	ReeceNichols South	21	5,983,050	49	13,814,495
131	Tom Thornhill	Bhg Kansas City Homes	11	5,981,800	19	10,337,300
132	Murray Davis	Bhg Kansas City Homes	14	5,979,500	39	18,472,480
133	Anita Hadel	Rodrock & Associates Realtors	16	5,946,241	24	8,946,668
134	Gadwood Grp Team	Gadwood Group Realty Company	25	5,894,000	45	11,300,400
135	Mary Hayden	ReeceNichols East	17	5,833,525	31	9,673,871
136	Aaron Loughlin	Keller Williams Kc North	22	5,812,409	77	16,555,809
137	Niceguy Kneisler	ReeceNichols Leawood	17	5,804,200	36	12,200,250
138	John Simone	ReeceNichols Kcn	20	5,738,831	48	14,156,790
139	David Purcell	Keller Williams Plaza Partners	30	5,702,500	71	11,547,700
140	Mary Ann Deck	ReeceNichols Preferred Realty	15	5,658,400	34	12,592,302
141	Becky Budke	ReeceNichols Overland Park	18	5,653,400	57	17,249,660
142	The Gamble Group	Keller Williams Plaza Partners	15	5,624,888	35	12,343,388
143	Doug Mitts	Keller Williams Realty Partner	19	5,621,450	48	12,452,850
144	Gina Dennis	ReeceNichols Leawood	18	5,618,833	34	10,828,899
145	Kbt Kcn Team	ReeceNichols Kcn	11	5,541,600	37	8,455,845
146	Alan Williams	Bhg Kansas City Homes	9	5,537,714	23	14,268,171
147	Brenda Maier Haverty	Weichert Realtors Graham Welch	7	5,528,802	8	6,101,945
148	Terri Clark	ReeceNichols Cedar Tree Square	23	5,525,350	73	13,862,989
149	Shanan Steere	Keller Williams Diamond Part	19	5,525,100	65	19,769,607
150	Andrea Buettner Wardell	Clemons Real Estate LLC	44	5,519,150	107	11,288,852

#	Name	Office Name	Total #	Total \$	Total # (LTM)	Total \$ (LTM)
151	Dominic Dixon	RE/MAX Innovations	29	5,515,506	62	10,830,868
152	Ron Baldwin	RE/MAX Innovations	12	5,493,598	52	17,044,685
153	Michelle Cook	ReeceNichols Kcn	27	5,483,250	60	12,526,255
154	Susie Gale	Bhg Kansas City Homes	13	5,473,620	26	10,714,564
155	Jackie Stahl	ReeceNichols O Connor Assoc	22	5,467,300	46	11,214,150
156	Kelli Becks	Coldwell Banker Goodlife	22	5,460,570	68	18,144,300
157	Kevin Trimble	Keller Williams Kc North	18	5,438,509	45	10,776,789
158	Debbie Fleet	Keller Williams Realty Partner	19	5,412,800	42	11,343,350
159	Deborah Di Ponio	ReeceNichols Liberty	23	5,409,845	75	16,722,915
160	J.C. Claypool	ReeceNichols Excelsior Spgs	5	5,408,550	21	7,547,748
161	Tina Branine	Keller Williams Realty Partner	26	5,392,200	82	16,872,514
162	Dan Vick	RE/MAX Results	21	5,384,714	40	10,586,500
163	Richard Deich	Keller Williams Diamond Part	19	5,354,327	45	12,681,170
164	Peter Colpitts	ReeceNichols South	14	5,351,000	52	17,677,362
165	Spencer Lindahl	Main Street Renewal, LLC	45	5,290,450	205	26,078,550
166	Stacey Saladin	Keller Williams Realty Partner	12	5,230,445	25	8,157,916
167	Gigi Perry	RE/MAX Realty Suburban Inc	17	5,223,950	30	9,240,715

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TOP 200 STANDINGS

Teams and Individuals Closed From Jan1 - Jun1.

#	Name	Office Name	Total #	Total \$	Total # (LTM)	Total \$ (LTM)
168	Brenda Shores	RE/MAX Results	17	5,216,053	66	18,031,455
169	Daren Higerd	Weichert, Realtors Adv Pros	18	5,202,699	44	10,907,496
170	David Costello	RE/MAX Premier Realty	12	5,197,000	31	15,786,301
171	Nancy Ward	Bhg Kansas City Homes	8	5,190,750	24	27,252,879
172	Natalie Freeman	Weichert Realtors Graham Welch	9	5,179,296	15	7,457,433
173	Jeremy Applebaum	Exp Realty LLC	18	5,130,856	65	17,931,178
174	Lauren Anderson	ReeceNichols The Village	14	5,125,300	37	10,028,345
175	Sonya Muller	RE/MAX Realty Suburban Inc	18	5,111,527	46	14,622,702
176	Chad Taylor	Keller Williams Key Partners	15	5,106,750	50	12,908,110
177	Larry Eckhoff	RE/MAX Innovations	18	5,105,065	53	13,702,029
178	Mikki Armstrong	ReeceNichols Lees Summit	19	5,100,760	63	17,054,750
179	Adam Butler	Keller Williams Realty Partner	24	5,095,944	74	17,136,665
180	Joan Unger	ReeceNichols College Blvd	8	5,087,000	23	10,751,900
181	Jack Burns	Realty Executives Of Kc	20	5,048,050	66	16,083,541
182	Steve Cutshaw	Crown Realty	17	5,029,390	31	7,863,491
183	Sam Shaoul	Bhg Kansas City Homes	4	5,018,497	11	8,747,301
184	Dan Couse	Keller Williams Realty Partner	13	5,003,050	39	15,019,861
185	Rachelle Moley	ReeceNichols Overland Park	13	4,990,826	36	13,820,924
186	Stacy Foxworthy	ReeceNichols Leawood	11	4,989,500	18	5,669,500
187	Kim Winnett	Keller Williams Realty Partner	13	4,985,930	23	8,330,003
188	Chet Meierarend	RE/MAX Premier Properties	30	4,975,100	68	10,425,301
189	Cami Jones	ReeceNichols Leawood	7	4,973,605	27	19,014,044
190	Dee Rolig	Keller Williams Legacy Partner	15	4,959,000	35	8,774,175
191	Jim Blaufuss	RE/MAX Realty Suburban Inc	11	4,955,500	37	11,966,050
192	Jenell Crooks	Platinum Realty LLC	19	4,917,389	34	8,661,835
193	Delisa Calderone	ReeceNichols Kcn	14	4,911,635	45	14,456,222
194	Shara Collins	ReeceNichols Leawood	11	4,911,199	26	11,365,621
195	Stephanie Bulcock	ReeceNichols Overland Park	19	4,886,278	36	8,480,127
196	Triple H Team	RE/MAX Innovations	29	4,883,901	116	20,951,137
197	Robin Rickerson	ReeceNichols-Ide Capital	33	4,876,638	69	10,210,223
198	Gail Cluen	ReeceNichols The Village	10	4,872,500	25	13,402,000
199	David Gundersen	RE/MAX Realty Suburban Inc	20	4,866,650	64	16,245,742
200	Team Mall	Keller Williams Plaza Partners	13	4,864,500	19	7,366,050

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