

KANSAS CITY BUSINESS JOURNAL

T H E L I S T

KANSAS CITY'S 560 TOP-SELLING RESIDENTIAL REAL ESTATE AGENTS AND TEAMS

RANKED BY LOCAL RESIDENTIAL SALES, 2024

	Agent or team / Prior rank (*unranked previously) Website	Address, Phone	Local residential sales, 2024	Transactions, 2024	Largest local transaction, 2024	Agent(s), 2025	Agency affiliation	Top local executive(s)
1	The Rob Ellerman Team ① therobellermanteam.com	222 SW Main St. Lee's Summit, MO 64063 816-304-4434	\$670.08 million	1,607	NA	190	ReeceNichols Real Estate	Rob Ellerman, Owner
2	The Koehler Bortnick Team ② kbsells.com	5000 W. 135th St. Leawood, KS 66224 913-239-2069	\$459.65 million	771	\$5 million	61	ReeceNichols Real Estate	Kathy Koehler, CEO Heather Bortnick, President Samantha Burrell, Director of operations
3	The Huff Group ⑤ huffgroupkc.com	6850 College Blvd. Overland Park, KS 66211 913-907-0760	\$177.45 million	384	\$3.96 million	14	Keller Williams Realty Partners Inc.	Bryan Huff, CEO
4	Malfer & Associates ④ malferkc.com	1920 W. 143rd St. #200 Leawood, KS 66224 913-800-1812	\$166.8 million	257	\$3.2 million	18	Compass Realty Group	Kristin Malfer, CEO/Realtor
5	Eric Craig Real Estate ③ ericcraigrealestateteam.com	8407 N. Mercier St. Kansas City, MO 64155 816-726-8565	\$155.9 million	418	NA	27	ReeceNichols Real Estate	Andrea Allen Eric Craig, Team leads
6	Cami Jones Collaborative ⑥ camijoneshomes.com	5000 W. 135th St. Leawood, KS 66224 913-206-2410	\$153.33 million	220	\$5.56 million	20	ReeceNichols Real Estate	Cami Jones, CEO
7	Grid ⑪ compass.com/agents/jonas-barrish	4403 W. 119th St. Leawood, KS 66209 913-626-4708	\$118.13 million	211	\$2.94 million	16	Compass Realty Group	Jonas Barrish Betsy O'Brien, Founding agents
8	Bash Team ⑦ elementsir.com	2000 Shawnee Mission Pkwy. #300 Mission Woods, KS 66205 913-744-4700	\$115.97 million	141	NA	2	Sage Sotheby's International Realty	Andrew Bash Katherine Lee, Real estate professionals
9	The Collective ⑨ thecollective-kc.com	4303 W. 119th St. Leawood, KS 66209 816-213-1311	\$115.41 million	233	\$1.45 million	10	Compass Realty Group	Stephanie Bulcock, Real estate executive
10	Dan Lynch ⑩ lynchresidential.com/dan-lynch	1204 State Ave. #A Tonganoxie, KS 66086 913-481-6847	\$108.61 million	300	\$2.34 million	1	Lynch Real Estate	Dan Lynch, Owner/broker
11	The Andy Blake Group ⑯ andyblakegroup.com	10895 Lowell Ave. #100 Overland Park, KS 66210 913-636-5943	\$103.63 million	242	\$1.68 million	11	Real Broker LLC	Andy Blake, Agent
12	Thrive Real Estate KC ⑬ thriverekc.com	4200 Somerset Dr. #101 Prairie Village, KS 66208 913-825-7720	\$101.24 million	287	NA	22	KW Kansas City Metro	Sam Lind, CEO/team lead/agent
13	Ray Homes KC ⑫ rayhomeskc.com	900 W. 48th Pl. #120 Leawood, KS 66209 913-449-2555	\$85.95 million	218	\$2.01 million	19	Compass Realty Group	Earvin Ray, CEO
14	Dani Beyer Real Estate ⑰ danibeyer.com	5901 NW 63rd Ter. #160 Kansas City, MO 64151 816-321-0120	\$80.36 million	223	\$1.01 million	10	Keller Williams Kansas City North	Dani Beyer, Owner
15	The Portfolio ⑳ theportfolio.reecenichols.com	5000 W. 135th St. Leawood, KS 66224 913-948-2503	\$80.09 million	124	NA	8	ReeceNichols Real Estate	Stephanie Murphy, Agent
16	Group O'Dell Real Estate Team ⑧ groupodell.com	10895 Lowell Ave. #100 Overland Park, KS 66210 913-599-6363	\$77.29 million	151	\$1.9 million	8	Real Broker LLC	Maria O'Dell, CEO Mike O'Dell, Director of sales
17	The Lilja Team ⑮ liljateam.com	6850 College Blvd. Overland Park, KS 66211 913-709-1415	\$76.93 million	134	\$901,534	5	Keller Williams Realty Partners Inc.	Marti Lilja, Agent
18	Brimacombe & Cohen Team ㉑ brimacombecohen.com	4403 W. 119th St. Leawood, KS 66209 913-269-1740	\$75.76 million	98	\$5.5 million	5	Compass Realty Group	Shannon Brimacombe Stacy Cohen, Partners
19	MOJO ✳ mojokc.com	310 NW Englewood Rd. Kansas City, MO 64118 816-896-8890	\$72.47 million	199	\$1.4 million	11	Keller Williams Kansas City North	Max Jones Zac Morton, Owners
20	Locate KC ⑭ locatekc.com	900 W. 48th Pl. #120 Kansas City, MO 64112 816-280-2773	\$68.97 million	102	\$2.2 million	11	Compass Realty Group	Tom Suther, Agent
21	Edie Waters Network ⑲ ediewaters.com	800 E. 101st Ter. #350 Kansas City, MO 64131 816-536-0635	\$68.42 million	225	\$1.14 million	22	Real Broker LLC	Edie Waters, Owner
22	The Hern Group ⑰ hernhomes.com	3751 NE Ralph Powell Rd. Lee's Summit, MO 64064 816-529-4949	\$66.6 million	212	\$1.9 million	15	Keller Williams Platinum Partners	James Hern Michael Hern, Co-CEOs/Realtors
23	Blake and Associates ⑮ blakenelson.com	4200 Somerset Dr. #101 Prairie Village, KS 66208 913-406-1406	\$65.54 million	122	\$1.95 million	2	KW Kansas City Metro	Blake Nelson, CEO
24	Hagen Anderson & Associates ✳ hagenanderson.com	57 W. 135th St. Kansas City, MO 64145 913-265-2922	\$63.57 million	156	\$1.54 million	28	eXp Realty LLC	Michael Hagen, Founder
25	Ask Cathy Marketing Group LLC ㉒ askcathy.com	202 NE Douglas St. Lee's Summit, MO 64063 816-365-2225	\$63.47 million	163	\$1.74 million	12	Keller Williams Platinum Partners	Cathy Thompson Counti, CEO/broker Alicia Hodges, Director of operations