



TOP REAL ESTATE TEAM

TRADITION HOME GROUP

RE/MAX INNOVATIONS



If the mere thought of buying or selling a home makes you nervous, then you have yet to meet one of the best teams in town that can ease those feelings and take what initially seems like a nerve-wracking process and make it seamless!

Meet the experts of Tradition Home Group, an award-winning real estate team within the RE/MAX Innovations and Company brokerage. Pushing full throttle ahead, this dynamic real estate team, overseen by co-owners Shannon Stumpenhous and Nickole Pittala, consistently outperforms not only other groups, but also itself. With more than 25 years of real estate experience between Stumpenhous and Pittala, their education and experiences allow them to provide top-notch results and complete customer satisfaction. The numbers speak for themselves.

By July 1st of this year, this team had already met its entire 2015 volume of \$52,499,076 and stood at 211 transactions. As the team continues to gain traction, there is no doubt it will make record-breaking numbers by the end of this year.

While there is no arguing that experience, expertise, skills and a decided passion are all strong contributing factors to a business's overall success, Stumpenhous and Pittala have kicked it up a notch and are heavily focused on the communication piece of their business. They clearly have all of the right tools, coupled with an unwavering enthusiasm for what they do, to keep their team on the leading edge of performance in the metro area.

By keeping a strong focus on open and consistent communication with their clients, past and present, Tradition Home Group enjoys giving back to the people who have helped them achieve their success.

"We throw a client party every February called The Love Party," noted Stumpenhous, which is hosted at the Staley Farms Clubhouse where a band, food and drinks highlight the event. "It's our way of saying 'Thank you' to our clients."

Such a well-oiled machine also relies on a strong internal system, and both ladies give a strong nod in the direction of their staff to the success of that component.

"We have a great group of people and have fine-tuned our systems with a proven and streamlined approach," explained Stumpenhous.

Among the group of real estate professionals who have contributed to this team's success are Broker Eddy Saylor; Managing Broker Carol Lalumondier; Director of Operations, Abby Kane; Transaction Coordinator

Megan Guyer; Marketing Manager/Listing Coordinator Annie Jennings; Client Care Managers Gina McGowan and Sara Scimeca; Promotions/Hospitality Manager Aubrey Ziller; and Agents Amanda Crossley, Chas Breedlove, Christy Tulipana, David Driskill, Larry Pritchett, Molly Simsheuser and Nancy Driskill.

While there is no denying that this team works diligently day in and day out, it's not just a job to them. Each day brings them more reasons to stay on top of their game.

"It is so much fun seeing families get into their new homes," smiled Stumpenhous.

Adds Pittala, "We will be the first to admit we are not perfect; however, we are perfectionists. We are proud of what we do and always try to do the right thing. Our focus is on how the buyer will come away from a transaction. That is the impression that lasts."



With a team that is both rooted and resilient and structured yet flexible; the folks at Tradition Home Group never settle for the status quo and instead continually set noteworthy goals for themselves.

"Our goal for this year is to exceed \$100 million in sales with a minimum of 350 transactions," noted Pittala.

And while hard work usually results in newsworthy accolades, it's no surprise that this top real estate team has been the beneficiary of numerous awards. Currently, they are the #1 team with RE/MAX in



the entire Mid-State region; they have also been recognized in the Readers' Choice Awards for the Northland Lifestyle Magazine; and the KC Business Journal has highlighted them #12 as a team in a city in 2015.

Tradition Home Group works diligently to make the home buying and selling process as stress-free as possible while simultaneously ensuring that the client gets more than he or she expected. ■

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