

There is a lot to be said about making sure you find the right real estate agent for your home buying and selling needs. Not only do you want an experienced and trusted advisor with savvy marketing skills and keen negotiating prowess, but you also want someone who is equally engaging, friendly and

Brimacombe & Cohen can easily deliver. Along with a dedicated team of experts, this group has a combined 32 years of experience and will use every ounce of that experience to better serve each and every client. Brimacombe & Cohen are the success experts. Enthusiasm, integrity, special attention and professional service



always willing to listen to your concerns, share a laugh or two and make sure that, at the end of the day, everything is done with your best interest in mind. If you are really blessed, you might just make a new friend in the process.

While that might seem like a tall order, Shannon Brimacombe and Stacy Cohen of

are words synonymous with these agents.

Licensed in Kansas and Missouri, this team serves all parts of the metro area, but its true niche resides in South Johnson County, primarily because this is where the team members live, work and play. All team members are lifelong Johnson County residents who are active in the



Blue Valley School District. While their focus is mainly on resale, they also do new home sales and relocation transactions.

What sets this group apart from other real estate teams is its unique background. Brimacombe's dad was in the building industry; her mom was in the business; and several members of her extended family are in the real estate industry in some way, shape or form.

"This business is in my blood," stated Brimacombe.

Cohen also brings her own building heritage to the table in that her dad built numerous commercial buildings in the St. Louis area. Formerly an educator, Cohen energetically brings that desire to educate and inform clients throughout the process. Additionally, Brimacombe & Cohen have recently brought on agent Mimi Markel, who

contributes proven real estate experience, along with discerning business ownership capabilities. Administrative Assistant Laurie Beahm ensures that all aspects of each transaction are thoroughly and efficiently conducted. Laurie comes from the prestigious San Francisco real estate firm McGuire Real Estate that caters to the high end luxury market.

Although small in number, this team is mighty in production, but that is all due to their personalized service approach. This boutique business prefers its size as it allows them to not only get to know their clients, but to also instill in the clients a true sense of really getting to know the owners well.

"We work directly with each client and are not going to pass our clients off to someone else," said Brimacombe. "When you partner with us, you work directly with us. Exceptional customer service is what we are all about."

Because of such attention to detail,



Brimacombe & Cohen have created a solid business built on a strong and steady base of referrals, and, again, that is largely due in part to their knowledge of the business and the area.

"We know all of the developers in town, as well as the builders," expressed



Brimacombe. "We also know the South market up and down. We have been in and out of so many houses in this area and know the floor plans and the prices." Brimacombe & Cohen are currently marketing the luxurious villas at Prairie Fire, a premier golf course community located 137th and Nall.

advertising campaign for all listings," noted Brimacombe. "People are highly familiar with our branding."

Therefore, it comes as no surprise that Brimacombe & Cohen have been ranked among the Top 25 Agents in The Kansas City Business Journal for nine years. They have ranked consistently in the top one percent of Realtors in Kansas City and are currently ranked #18 in the state of Kansas.

"We typically complete 80-90 transactions a year with an annual sales volume of \$38 million – \$40 million," emphasized Brimacombe.

For Brimacombe, achieving success time and again for her clients comes naturally for her, as she truly loves this business.

"It's all about making people's dreams come true," she smiled. "And we make it a fun and positive experience for them. We are also determined, focused and enjoy going the extra mile. We are a really good team and genuinely like each other. Plus, we have a lot of fun." ■

A full-service business, Brimacombe & Cohen also hire professional photographers and professional stagers to give each listing the opportunity to truly shine. After all, securing the best possible price for the clients is what drives this team.

"We have a huge marketing and



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