



Top Real Estate Team

TRADITION HOME GROUP

SPONSORED CONTENT



When summer isn't even over yet and your real estate company has reached \$71.5 million in sales by the end of July and has successfully completed 210 transactions, you must be part of a dynamic real estate team. With \$125 million as their end-of-year sales goal, the real estate experts at Tradition Home Group are decidedly on full throttle. However, it is not so much the numbers that inspire this team; instead, their inspiration comes from the clients they serve. Led by lifelong friends Shannon Stumpenhous and Nickole Pittala, the Tradition Home Group team never seems to lose any velocity as it doubles its records year after year. Dedicated to achieving results and providing a highly positive customer experience, this group maintains that momentum by doing many things well, but in particular by fully taking care of each client from start to finish. Full attention to superior customer service is the ultimate key to this team's success.

"We approach this as more of a people business than a house business," emphasized Shannon, who, along with Nickole, oversees a team of eight agents and five professional staff, all of whom were an integral part of positioning the company to be recognized as

the No. 7 selling team in the entire Kansas City area last year, with \$88.43 million in sales and 274 transactions, as reported by the Wall Street Journal. Providers of a boutique-like real estate experience, Tradition Home Group provides a high level of service; a high level of ethics; and a strong commitment to always doing the right thing, every time.

With no two days the same in this industry, the trusted experts at Tradition Home Group are always ready to resolve any issue that might arise with confidence and ease.

"We are problem solvers and highly task-oriented," expressed Nickole. "Every transaction is different and that means there will be challenges. However, when we are given a challenge, we never say we can't solve the problem. We can, and we will. Every transaction brings us new people, new families and new circumstances, which we love."

In keeping pace with their commitment to success, this top real estate team recently joined Better Homes and Gardens Real Estate Kansas City Homes, a partnership that truly speaks to how Shannon and Nickole approach their business. From the initial

stages of aligning themselves with BHGRE Kansas City Homes, they felt a harmonious connection to the values, integrity and ethics promoted by BHGRE president David Cooper and BHGRE broker, Kristi Ferrara.

"From our first conversation, their interest in us focused on our families, the agents we have, our clients and our ethics," expressed Shannon. "They never once inquired about how much we had sold or even what our financial goals were for the future. Their motto, how they do things, present themselves and handle clients all mirror what we do."

Shannon is known for her keen eye for interior design and her ability to create the best experience for her clients. Nickole brings to the table phenomenal communication skills and a strong entrepreneurial background in retail, having owned four stores prior to teaming up with Shannon. With more than 27 years of real estate experience between them, these agents are a driving force of experience, knowledge, passion and dedication to ensuring each client a stress-free and efficient transaction process. As a

result, Tradition Home Group continues to grow with an 84% referral platform.

Tradition Home Group also offers a staging service, as this team understands the critical role to proper staging of a home plays in a successful sale, with statistics indicating 85% of staged homes sold for 6% to 25% more than unstaged homes.

Faithfully prepared for anything that may arise, Shannon and Nickole continually stay in touch with fluctuations and trends within the market and attend numerous seminars throughout the year. Most important, however, is the attitude these professionals offer. Simply put, they have fun, and it shows.

"We love what we do," smiled Shannon. "We have a great team of agents and staff, all of whom are supportive and loyal to who we are and what we stand for."

As respected experts in the real estate arena, Shannon and Nickole are genuine leaders in the philosophy of what fuels a successful business.

"We have a saying on the wall in our office: 'Sales go up and down; service stays forever,'" reflected Nickole. "That basically sums up who we are and how we operate." ■



Nickole Pittala

Shannon Stumpenhous



VISIT OUR 2 LOCATIONS

NORTH OFFICE

9582 N. McGee Street, Kansas City, Missouri

SOUTH OFFICE

3740 West 106th Street, Leawood, Kansas in Mission Farms

816.581.9000

LiveLoveKCHomes.com