



Top Real Estate Team

TRADITION HOME GROUP



Shannon Stumpenhuis & Nickole Stark

Trust should never be taken for granted. For this reason, Top Real Estate Team Tradition Home Group honors the trust that people put in them while they engage in some of the most important transactions of their lives with relentless integrity. Known as fierce advocates for their clients, this high producing team takes a professional yet remarkably personal approach.

Led by lifelong friends, Shannon Stumpenhuis and Nickole Stark, the Tradition Home Group team has built a successful

business that continues to grow exponentially, year after year with no signs of slowing down. This year, to date, the group has reached over \$70 million in sales and is on track for another record-breaking year.

With more than 27 years of real estate experience between them, these ladies possess the perfect blend of experience, knowledge, passion, and dedication. Shannon is known for her keen eye for interior design and her ability to create the best



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experience for her clients. Nickole brings to the table phenomenal communication skills and a strong entrepreneurial background with some of the best negotiating skills in the industry.

"We approach this as more of a people business than a house business," emphasized Shannon, who, along with Nickole and an incredible team of agents and professional staff work relentlessly to provide a detailed, concierge service that consistently surpasses client expectations.

The group has well-earned their impeccable reputation providing clients end-to-end services such as access to pre-vetted contractors who make sure listings shine as well as offering a staging service, as this team understands the critical role proper staging a home plays in a successful sale.

"We have a saying on the wall in our office: 'Sales go up and down; service stays forever,'" reflected Nickole. "That sums up who we are and how we operate." The success of their philosophy is evidenced by an 84% referral platform.

The group also carefully builds strength into all aspects of the business, with the end goal of better serving their clients. Last year, the team joined Better Homes and Gardens Real Estate Kansas City Homes, a partnership which complemented their core values. Today, they are #1 within the Better Homes and Gardens franchise, which includes 5 countries and 39 states.

This year the team is excited to announce their new office and 2nd location at Mission Farms. "This has been a goal of ours for quite some time and we are thrilled that it is now coming to fruition," Shannon shared. "With this office comes new opportunities, one being their addition to the team of the new sales manager, Kathleen Markham, a top Realtor and a multi-million dollar producer in the industry."

"We have known Kathleen for years and always admired her spirit and integrity. She has a ton of positive energy and you can't help but get excited when you are around her," Nickole explained. "She brings with her 25 years of sales experience to the team and we cannot wait to work side by side with her."

Also to join the team at the new location is Courtney Austin. "Courtney specializes in customer service and eliminating the stress that comes with the process", said Shannon. Courtney, also being a multi-million dollar producer, makes for a perfect fit with this team."

As for what the future holds for Tradition Home Group, continued success is inevitable. The group, however, takes a much more humble approach with their overarching objective to continue to refine and enhance the skills and service which have become synonymous with their name. ■



Tradition HOME GROUP

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