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Supplement to farragutpress | September 30, 2021

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A Place Called Home

Fall 2021

Supplement to **farragutpress**

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Warm welcome

The Villages, at the heart of Farragut

If home is where the heart is, it is only fitting that The Villages of Farragut lies in the very center of our hometown.

Farragut's senior living community, which combines luxury and comfort, will soon celebrate two years of service to residents since opening in December of 2019. Located at the hilltop of Village Commons Boulevard, its staff has warmly welcomed a great number of residents to the neighborhood. Executive Director Melody Matney and Community Relations Director Sandi Simpson, along with the Villages leadership team, are proud to serve the community and support residents to maintain a healthy and active lifestyle. "The response from the community has just been overwhelming," said Simpson. "It is just what Farragut has been needing."

Geraldine Watson was one of the first to move in. "The fellowship and friends I have made are very special to me. Everybody is great, the meals are fabulous, and it is just so homey. We are just one big happy family here. We love it, we love it!" Resident Gloria Mahr speaks highly of the restaurant style dining stating "The food is spectacular with flavor and presentation. I have no desire to ever enter a restaurant again because they can't hold a candle to the Chef's expert cooking. We have the most amazing menu with

so many choices".

The vision for The Villages took several years of planning and nearly three years of construction to become a reality, as married couple Gary and Ricki Keckley — owners of GoodWorks Unlimited LLC — along with several local investor partners, worked on every detail.

The community is adorned with portraits, pictures, and artifacts reflecting not only the Town of Farragut, but also the beauty of East Tennessee. The 25-acre campus provides breathtaking views of the Smoky Mountains, along with a dog park and walking trails that lead to shopping opportunities and through the walkable community that is Farragut.

Spacious apartments, in a wide variety of floorplans (from 529 to just under 1,500 square feet, many with balconies, sunrooms, or screened in porches), surround the main three-story palatial shared living spaces that include an expansive dining area com-

“
The food is spectacular with flavor and presentation with an amazing menu and so many choices”

~ **Gloria Mahr**
The Villages resident

See THE VILLAGES on Page 7



**“This is similar to a bed and breakfast
lifestyle for seniors only better,”**

~ Melody Matney, Executive Director



The Villages

From page 5

plete with a grand piano for live musical concerts. Residents have a variety of activities literally at their fingertips, from interpersonal social and creative opportunities to a wellness center, billiard parlor and putting green, along with on-site salon services and multipurpose community rooms, among its many amenities.

"This is similar to a bed and breakfast lifestyle for seniors, only better" said Matney. "The people who come here, want a happy, safe environment, providing great food, friends and a family atmosphere — and that is exactly what we offer. And our goal is to help residents remain in the community by offering on-site personal care services as the need may arise." Matney and the leadership team make sure all residents feel free to bring their ideas and customs to The Villages under the slogan "Your Life. Your Way," which they incorporate into prominent social events.

They are also working hard on establishing partnerships with area churches and non-profit groups and have also begun an internal leadership and hospitality group in The Admiral's Club, where residents can volunteer and give back to the community where they live. Recently, the Admirals Club held a fundraiser for Parkinson's and contributed over \$10,000.00 for research. Additional fundraisers include donations to Isaiah 117 House for foster children as well as contributions to other local charities.

While The Villages' independent living community is thriving, it has a 10-year building plan. Additional phases of construction will include an assisted living and memory care community, and 66 independent living villas with attached garages, for which construction is in final planning stages.

For more information, call 865-671- 2500, or visit The Villages of Farragut online at thevillagesfarragut.com.

Judy Teasley

Judy has been practicing real estate for over 30 years and obtained her broker license in 1995. She obtained her broker license to help create and develop Plantation Springs along with Duncan Construction, Sentinel Builders, and Oliver Smith Realty. The subdivision earned an award as one of the best from the Metropolitan Planning Commission. Judy is one of the original founders of Keller Williams Realty in Knoxville which started here in 2008. Judy served on the Leadership Council for Keller Williams for eight years and many committees. She was briefly the Principal Broker the market center. She has consistently been a top individual agent for the state of Tennessee for 30 years. Judy was in the top 20 individual agents for the Southeast Region of Keller Williams for December 2019 and was awarded the KW Quadruple Gold Award for sales in 2019 and named a Platinum Producer in 2020. Judy was named to the Best Real Estate Agents in Tennessee for 2021, and Americas 100 Top 1% Real Estate Agents for Greater Tennessee in 2021. Judy has four subdivisions and many individual listings. For over 20 years she has been involved in new construction of spec and custom homes and the development of subdivisions. She has represented Sentinel Builders for over twenty years. Repeat clients are the foundation of her business. Customer service awards have made her especially proud. She is truly an individual agent who writes her contracts, personally takes all her listings and writes her own ad copy. She appreciates other Realtors and knows that our clients are best served when we work well together. "It is a great profession that gives you a chance to meet people from all walks of life."

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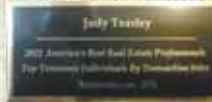




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As an established builder of quality homes in East Tennessee for over 16 years, Sentinel Builders, Inc. has built a solid reputation on the foundation of security and excellence. Your home is one of the single largest investments you will make in your lifetime, and knowing you are working with professionals you can trust is the first order of business. Building a place that you and your family can call home is next. Whether you are interested in a new home in one of their premier communities or their "Build on Your Lot" program, we look forward to the opportunity to speak with you face to face. Sentinel Builders have built many custom homes while achieving the Metropolitan Planning Commission's Excellence Community Award and the 2015 Best of Houzz.com Award.

Judy Teasley is the exclusive listing agent for Sentinel Builder's developments. Judy and Gary Duncan, of Sentinel Builders, often help home Buyers locate a lot to custom build on even if it is not in one of their subdivisions. When building with Sentinel, every Buyer works with their interior designer at Sentinel Builders Design Center to make the process smooth and satisfactory to the Client. The Clients and agents are kept up-to-date with the building process from start to finish. We welcome other agents and their Client's to contact us. Clients are welcome to also bring their own plans to build a custom home. Every home is backed by the 2-10 Home Warranty.

The Copperstone subdivision in the heart of Choto has a huge community pool, club house, street lights and sidewalks. Copperstone is close to the lake, parks and the YMCA.



COPPERSTONE AT CHOTO

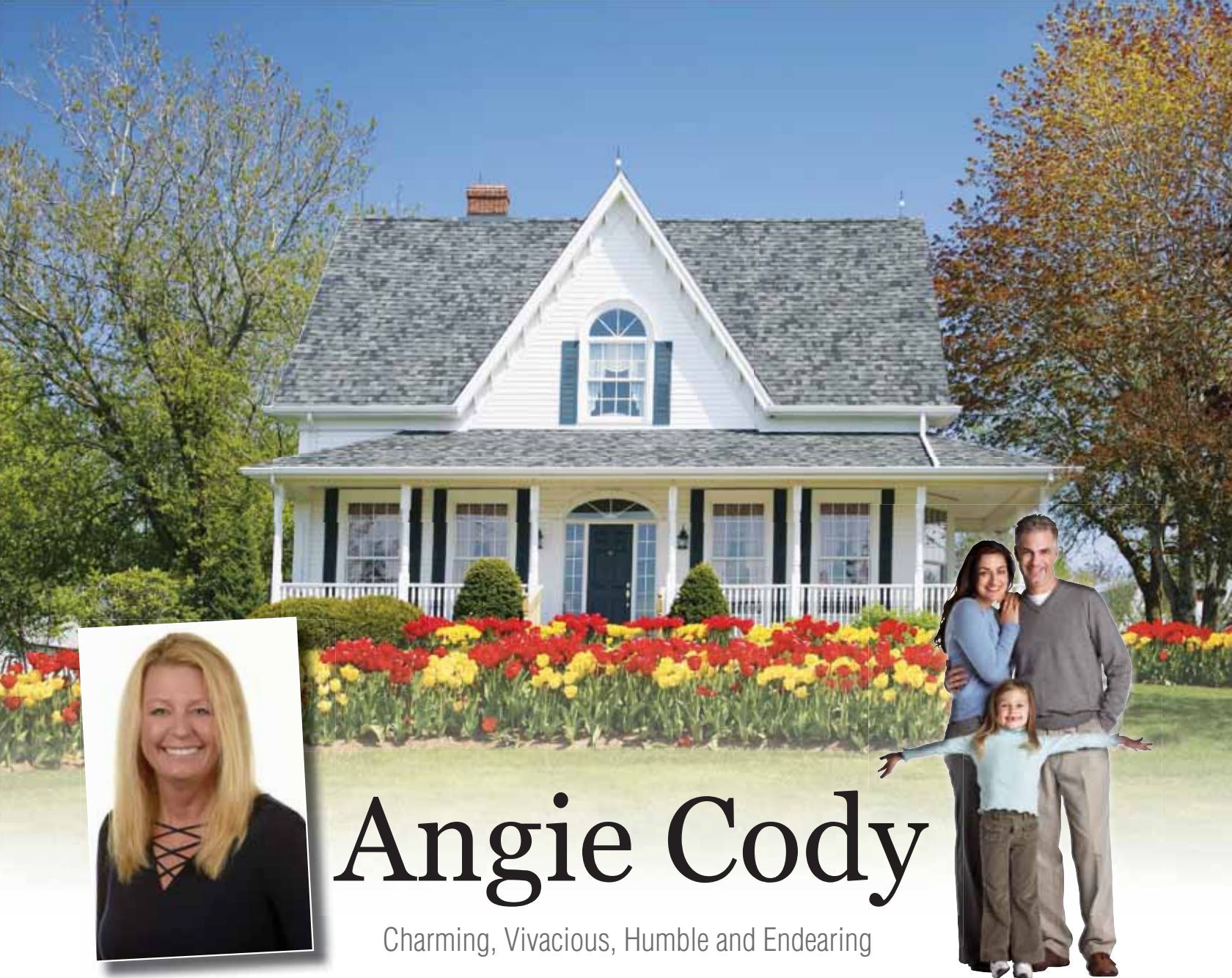
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Master on the Main Plan, Two car side entry Garage, Brick and Siding Home, 9' ceilings on Floor 1, 8' ceilings on Floor 2, 11' ceilings in Family Room, Dimensional Shingles, 2 ½ Baths, 3 Bedrooms, Large Laundry, Hardwood Flooring on Floor 1 except for Master Bedroom, WIC, Master and Laundry, Ceramic Tile Flooring in Master Bath, Bath 2, Laundry. Carpet Flooring in bedrooms, closets, Hardwood Steps, Gas fireplace, Built-ins 17, Tray ceiling in Master Bedroom, Granite Kitchen, Bath and Laundry Tops. Sentricon Pest System, Natural Gas Heat, Natural Gas Water Heater, Electric Range, Electric Dryer, Crown molding on Floor 1 except for vaulted ceiling areas and closets.

Professional Warranty Service Corp. (10 yr). Screened porch. Community salt water pool, clubhouse with exercise room, and kitchen, sidewalks. Choto area near lake and parks. **\$625,000** (1143143)

Most importantly in every project, we value each of our Clients. This is, after all, your home. We value the time it takes to listen to your needs and answer your questions at every stage of the process. If you are interested in building a custom home, or joining one of our neighborhood communities, we look forward to hearing from you and providing you an overview of our services.





Angie Cody

Charming, Vivacious, Humble and Endearing

When you spend more than a few minutes with Angie Cody, you instantly become her friend. Charming, vivacious, humble, and endearing, Angie is a force to be reckoned with in the Knoxville, TN real estate community.

Most people know Angie to be the lady that is always there to help; the agent you can turn to (whether on her team or not!) for real estate advice, to bounce ideas off, or to shoot straight with when negotiating a deal, because you know she will not stab you in the back. However, few people know about her accolades, accomplishments and struggles. She simply never talks or brags about herself.

Angie Cody, Team Leader/Owner of the Angie Cody Real Estate Team at EXP Realty, has lived in the beautiful Knoxville area for over 25 years. Angie's robust career began in sales and marketing and eventually led her to obtain her real estate license in 2006. She started small and learned the business from the ground up, weathering even the toughest of times during the Great Recession in late 2007.

Angie accomplished her goal of starting a team in 2017.

She dreamed of a team that would assist buyers, sellers, investors, and commercial players and that would ensure at all times that their clients would have a thorough road map of the buying and selling process. She has accomplished this dream and then some.

Leading a team has allowed her to spend more time delegating and selling, rather than spinning her wheels in paperwork. More importantly, having a team has allowed Angie to focus on her son and her volunteer activities. She is a familiar face at Tristan's school, Knoxville Christian School (Go Knights!) and volunteers both time and resources to her favorite local non-profit, Adopt-a-Golden Knoxville.

Angie is also a Real Estate Coach with Club Wealth, which perfectly matches with her drive, her intolerance for laziness, and her belief that life is best lived happy.

Angie has lived in the Farragut community for 8 years and her office is also located in Farragut.

Contact Angie at 865-755-2639 or by email at angie@angiecody.com.

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Patti Whalen

Putting people before profit

"I became a REALTOR® to save my marriage!"

Military spouses can probably relate to this. After serving 20 years in the US Navy, Patti Whalen's husband retired and started a new career in Knoxville, TN.

"We weren't used to being together 24/7. At first it was great! But after a while, we both needed space. I needed to do something outside the house. Having moved 16 times so far, I felt a career in real estate was a natural choice." And it was!

"I love what I do, and am always looking to help people," said the owner/broker for EXIT TLC Realty in Lenoir City. After working for different brokerages, she knew she found a permanent home with EXIT Realty. "I love this company," she said, "They truly put people before profit, which has always been my way of doing things. They encourage the agents to take care of themselves and their families, the rest will come. I am here to mentor them, to help them to be the best REALTOR® they can be."

Whalen and her training Broker, Sherrie Zaring, and are certified Brian Buffini mentors and certified RPR trainers. (REALTORS® Property Research – only available to NAR members.) Her sister, Deborah Haugan, is the company's licensed transaction coordinator. "She keeps us all in line. We wouldn't be as successful and our closings this smooth, without her."

Whalen's company, whose initials stand for "Trust, Loyalty and Commitment," works hard with sellers to ensure they receive top

dollar for their properties. "We begin a marketing campaign from the very beginning. EXIT Realty supplies us with the tools to create a robust campaign," she said. "We also work with John Becker Photography. He provides high quality photos, drone shots and 3-D virtual tours (Matterport)."

Every residential listing is covered with a home warranty. "We encourage our sellers to have a home inspector conduct an inspection prior to the home going on the market. That way they can address any issues ahead of time."

Whalen says inventory across the state is low, not just in the East Tennessee market her company serves. Low mortgage interest rates have also been contributing the hot market. "We are always looking for people willing to sell their homes because we get calls all the time from buyers wanting to move here; to relocate or to retire to the area," she said. "Typically, a listing will go under contract the day it goes on the market, often with multiple offers," she said. "We encourage buyers to talk to a lender and obtain a pre-approval letter before we start looking at homes. They need to be prepared to make a strong offer immediately upon finding their dream home."

Whalen's love for helping people extends to the community. "Each quarter our agents vote to donate to a charity. Various charities have included the Good Samaritan Food Pantry, Loudon County Animal Shelter, Toys for Tots, Wreaths Across America, and a few others."

Patti can be contacted at 865-816-3094 or by email at whalen.patti@gmail.com.



Tennessee State Bank operates locally to serve customers

Tennessee State Bank has been locally owned and operated since 1972 with 15 branch locations serving Sevier, Knox, Jefferson and Cocke Counties. Their Corporate Headquarters is located at 2210 Parkway in Pigeon Forge.

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What Makes Independent Living Different?

Why Many Choose to Move to an Independent Living Community

As we near older adulthood, many of us think about downsizing our space, seeking simplicity, along with less cost and stress. But how do you decide where to move?

Types of Senior Housing

On one end of the spectrum, some seniors choose to downsize to a non-specialized apartment or condominium. And on the other end, some may need around-the-clock nursing or memory care. Assisted living is an option for those who need some assistance on a daily basis.

Why Independent Living?

Independent living is designed for active seniors who neither need nor would welcome the intervention of professional caregivers. It offers a low-stress lifestyle for people who are happy to take care of themselves while someone else takes care of the chores.

Benefits & Perks of Independent Living:

- **Dine-in or dine-out? Your call**

Most independent living apartments feature well-appointed kitchens, so entertaining is easy. Or, if you'd rather skip the cooking, you can head to a community dining area for a completely hands-off experience.

- **Countless possibilities, one monthly bill**

Most adults value their independence, but it often comes with strings attached: mortgages, leaky roofs, and more. When housekeeping and maintenance is taken care of, you're free to pursue interests that add value to your life.

- **Freedom to have fun**

An independent living community is typically bustling with activity, whether it's acrylic-pour classes or tomato planting. Rather curl up with a great novel? That's great: *Independent living is about having choices, not following a program.*

Independent living can offer older adults the most freedom and opportunity they've ever known. Bills, grocery shopping and household maintenance fade into distant memory, replaced by hassle-free dining, daily activities and fun parties. Done right, independent living is the next chapter in your American dream, the glitter on your golden years.

Editorial submitted by Prime West Knoxville





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ENGEL & VÖLKERS

Cindy Kraus leads a specialized shop

Germany-based luxury real estate brand Engel & Völkers is expanding its global footprint with the opening of its newest location in Turkey Creek. Led by Farragut resident Cindy Kraus, the new shop will specialize in lakefront and luxury properties in Knoxville and the surrounding areas, bringing a luxury experience to all individuals no matter the price point.

Anthony Hitt, president and CEO, Engel & Völkers Americas, said Kraus, who has years of experience as a real estate professional and certified luxury home marketing specialist, is the perfect candidate to take on the leadership position.



ENGEL & VÖLKERS

“With an influx of new residents driving this evolving market, Cindy is the ideal real estate professional to lead our brand presence in Knoxville,” he said. “Her local,

industry and leadership experience along with recognition for providing exceptional service and a luxury experience for all of her clients, are principles that align completely with those of Engel & Völkers.”

Located at The Pinnacle in Turkey Creek, the office will service homebuyers who are drawn to the area for its proximity to tourist cities like Gatlinburg, Nashville, Atlanta and Asheville, as well as its lakefront and mountain terrain and low property taxes.

“Tennessee ranks among the top five states for inbound moves in the U.S., and Knoxville is a premier market that we’re thrilled to now be part of,” noted Hitt.

Kraus said, “Our advisors have the tools they need to provide the highest quality of custom client service, along with the marketing exposure and reach that comes with being part of an established and respected global network,” she said. “The Engel & Völkers brand is uniquely memorable, providing a distinct view of luxury as deeply personal and attainable to every individual, across all price points. It is the concierge approach to real estate that will set us apart in the Knoxville real estate market, for buyers, sellers and real estate professionals alike.”

Engel & Völkers was founded in Hamburg, Germany in 1977. Focusing on providing a personalized client experience throughout the entire home buying or selling process, the company currently has shops in more than 30 countries, including about 225 locations with 4,5000 real estate advisors in the Americas.

For more information about the new Knoxville shop, visit knoxville.evrealstate.com.

Two facilities on the NHC Place Farragut Campus take care of residents varied needs

Striving to make every moment count for the residents and patients at NHC Place Farragut it top priority because they believe in celebrating life at all stages.

The residents and patients arrive for a variety of reasons. Many are short-term, having left a hospital needing skilled nursing and/or rehabilitative care to get them back home. Others have chosen NHC Place as their home with assisted living care or memory care.

The NHC Place Farragut's private and spacious campus is home to a 100-bed post-acute Health Care Center, an 84-apartment Assisted Living Center and the 60-bed Cavette Hill Assisted Living & Memory Care Center. The campus amenities include a walking trail, courtyards with gazebos and recreational amenities like a putting green.

NHC Place is dedicated to offering their residents and patients the independence wanted with the support that is needed. In fact, all NHC partners prepare for their work day by reciting one of the organizations 20 promises each morning. The goal is to provide the best rehabilitative and clinical services based on the activity and care needs of each of our residents.



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TN Fireplace & Chimney is pleased to call Knoxville home, but also serves the surrounding areas, including Blount and Loudon counties.

"We are very proud and blessed to have the opportunity to serve our community," said David Montgomery, who serves as operations manager at TN Fireplace & Chimney.

TN Fireplace & Chimney is committed to employing high performing technicians who are specifically trained in the newest technology and techniques to provide the highest quality and service to their clients.

In fact, TN Fireplace & Chimney aims to invest in the ongoing education of its team members by requiring all chimney sweeps to complete up to 50 hours of continuing education courses each year. The company holds certifications in National Fireplace Institute (NFI) and Chimney Safety Institute of America (CSIA).

This certification is meant to assure homeowners with peace of mind that the technicians have the knowledge and expertise to diagnose and repair any deficiencies within the chimney system to

the industry standard.

Montgomery explained that because TN Fireplace & Chimney is so passionate about its services and the people it serves, that the company is dedicated to being the industry's best and the only way to accomplish that is by having the best skills, training, tools, techniques and education for its technicians.

"Our technicians do spend hours, sometimes on their own time, studying and learning about chimneys and fireplaces," he said. "They spend hours learning for their certification exams, they attend in person seminars and hands on presentations, and we give them additional information when they start work here learning about our industry."

After all, noted Montgomery, it has been our company's vision to illuminate and inspire the chimney industry by empowering and elevating those around us to better serve all of our neighbors across Knox and surrounding counties for the last 13 years.

Whether it be restoring a historic chimney downtown, installing a cutting-edge gas fireplace or fabricating a custom chimney cap, TN Fireplace can handle all of your fireplace and chimney needs.

The company is currently offering contactless and virtual assessments due to health concerns related to the coronavirus pandemic. For more information or to schedule a consultation, call 865-922-2262 or visit tnchimney.com.

How to maintain hardwood floors

Hardwood floors have long been sought after by home buyers. In its 2019 “Remodeling Impact Report,” the National Association of Realtors® revealed that new wood flooring was the fourth most popular project to attract buyers.

Of course, hardwood floors aren’t just for buyers. Homeowners who already have hardwood floors know just how impressive these floors can be, especially when they’re well maintained. Maintaining wood floors is not necessarily as straightforward as it may seem, and homeowners may benefit from a tutorial on how to keep the floors under their feet looking good.

To polish or not to polish?

Polishing floors is an inexpensive way to keep them looking good. But the home improvement experts at BobVila.com note that not all floors can be polished, and determining which ones can depends on the finish. Floors with waterproof barriers such as urethane will benefit from routine polishing. However, floors with penetrating finishes like tung oil will need to be waxed rather than polished.

What finish is on the floor?

The Hardwood Distributor’s Association recommends a simple way for homeowners to determine which type of finish is on their hardwood floors. Homeowners are advised to rub a finger across the floor. If no smudge appears, then the floor is surface sealed. If a smudge is created, then the floor

See **HARDWOOD** on Page 37



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Re/Max

preferred by the readers

RE/MAX Preferred Properties is Farragut's favorite real estate agency, according to farragutpress Readers Choice Awards.

"It was a real honor to win this award, and we are very thankful for this community and their support," said broker and RE/MAX owner Ryan Levenson.

Levenson attributes the company's success to its focus on agent productivity, in-depth training and professionalism -- "a trait that seems to be waning in this business."

"We still uphold the highest standard for our agents to meet or exceed, and make sure everyone is representing us and themselves in the best manner they can in this market," he said.

Founded in 1987 by Levenson's parents, Rich and Patti, RE/MAX Preferred Properties currently has three offices and more than 50 agents that service several counties, including Knox, Blount,

Loudon and Sevier. Levenson said the company's "bread and butter" is Farragut, where the company began.

"We still remain prominent in the Farragut and West Knoxville markets," he said, noting that RE/MAX has its agent hub in Farragut, as well as a processing hub on Chapman Highway.

Levenson, who has been named best real estate agent for Reader's Choice Awards and the Knoxville Area Association of Realtors in years past, added that his career first began as a child, when he accompanied his father in the office and his mother hauled him around to various showings, open houses and inspections.

After receiving his real estate license 14 years ago, he then purchased the company in 2013.

"I would like to thank the Town of Farragut and the people who live here for their constant support and trust," he said. "It is a pleasure to serve this market and we hope to continue to do so for as long as we can."

For more information or to make an appointment with RE/MAX agents, call 865-694-8100 or visit remax.com.



Designing more innovative senior living facilities

With 25 years of commercial construction experience, Peter Falk started Heritage Construction in 2009.

Since then, the company, which specializes in senior living facilities, has built three Autumn Care Assisted Living locations in Karns, West Knoxville and Farragut.

Unlike other companies in the industry, Mari Falk, who does all the design work for Heritage Construction, said the company steers clear of cookie cutter plans and aims to design more innovative senior living facilities.

"We try to make sure that the facilities reflect the needs of the community and the continuity of the lifestyle of the residents from their home into assisted living," she said.

The Farragut location, for example, was designed to be an ultra-luxury senior living community that combines the best of residential hospitality and care, while the Karns facility is more community-based and focused on providing affordable services.

Falk noted that Heritage Construction is currently expanding its Karns location with a new building that should be ready for residential occupation by Dec. 1. An additional Autumn Care location in Oak Ridge is also in the works and should be completed in the next year and a half.



"We are also building a day spa in the Karns area so we have other types of projects that we do," she said.

Contact Autumn Care at (865) 392-1300.

West Knoxville - 136 Canton Hollow Rd, Knoxville, TN 37934

Farragut - 400 Herron Road, Farragut, TN 37934

Karns - 3222 Byington Beaver Ridge Rd, Knoxville, TN 37931

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Mike and Stacy Pfeffer are owners and have been in business since 2000. They can transform your existing porch into a bug-free zone or build a screened porch or sunroom from the ground up. What makes their system different is it uses memory vinyl, not glass, cutting the cost in about half from traditional systems.

With our mild winters, Eze-Breeze or WeatherMaster rooms can be used nearly year round. A sunroom with glass windows becomes a permanent structure but their system allows homeowners to still use the sunroom as an outdoor porch. The advantage is when you want to let the breeze in you can collapse the vinyl windows for 75 percent ventilation, leaving a screened porch. "We probably do 200 to 300 a year," says Stacy Pfeffer of the Eze-Breeze and WeatherMaster systems. "Most people use them like a normal sun room putting



their TV and patio furniture in one. It's all sealed against the weather."

The company also offers powder coated aluminum handrails in bronze or white. Handrails are custom built for each project and can be done to any height or length. Custom gates are built to match. They also use custom built screen doors from PCA Products, a sister company.

The office number is 865-453-6780. Check out the Web site at sunandscreen.com or visit the show room at 110 Flat Creek Rd. in Sevierville, TN.

~ Submitted

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Picking paint for home interiors

Many components combine to define a home's interior. Some homeowners may be partial to certain styles, such as ultra modern or farmhouse, while others may opt for a more traditional look that cannot necessarily be categorized as one style or another. Though many homeowners may spend considerable time and devote a lot of energy to making their home embody a certain style, those who aren't willing to commit to a particular look can lean on one component to make a stylish statement all their own: paint.

Color can be a part of every homeowner's design arsenal. Bold colors can be used to create a stunning accent wall, while homes with open concepts often utilize color to define rooms. Homeowners who want to revitalize their home interiors can do so with paint, and this approach doesn't require homeowners to commit to a whole new design style.

Though paint may seem simple to novices, homeowners who have painted home interiors in the past recognize how complicated the process of picking paint can be. Paint retailers have a seemingly endless swatch of paint colors to choose from, and before long homeowners' heads may be spinning as they try to narrow down their options. The following tips can help homeowners pick the perfect paint for their home interiors.

- Take stock, and photographs, of your current furnishings. Many interior designers rely on a simple technique when recommending



color schemes to their clients. Choose a standout color from existing furnishings, such as the dominant color from a patterned decorative pillow or piece of furniture, and then look for the same shade to paint the walls. A photograph of the item can be handy when visiting

See PAINT on Page 38

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A portrait of Debbie Yankey, a woman with blonde hair, wearing a blue top and a necklace, smiling.

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A photograph showing a group of people, including a man and a woman, sitting at a table in a dining area, engaged in conversation.

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While some buyers and sellers may shy away from large real estate companies, Realty Executives Associates assures clients they will receive an intimate and friendly experience.

REA has served East Tennessee for 43 years becoming the largest real estate agency in the area, boasting 13 offices, over 720 agents and over 50 staff members across the region. REA is a trusted name in the real estate community with over \$2.3 billion in sales during 2020.

People often have the misconception that a large company only cares about numbers and commissions, which is far from the truth. REA agents are more passionate about creating a culture than generating commissions.

While REA and its agents do see much success, the company stands out because of its authentic and transparent leadership.

Every member on the Executive Team also serves as a principal broker at one of REA's offices, including CEO Justin Bailey, who serves as the principal broker at REA's West Hills location, and President Steve Fogarty, principal broker at the Farragut location. The leadership at REA strives to stay in touch with the industry and its agents to better serve clients.

One of the core values of REA is having accessible, authentic and in-touch leadership, which is rare among real estate companies. The agency's philosophy is rooted in providing high-quality resources for agents and demands the highest standard of ethics and professionalism from its agents.

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The REA Executive Team and agents are firm believers that real estate is key for building communities. REA's realtors are not only top producing salespeople, but also key stakeholders in the community.

For more about REA go to realtyexecutivesknoxville.com



Robbie Kidd



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Jamie Kidd

Blinds & More E. TN, Who are They?

Blinds & More is a family owned husband and wife team dedicated to humbly serving their community by offering quality custom window treatments at a fair and honest price. Robbie and Jamie Kidd have over four decades of design and sales experience.

Only recently married, they decided to combine their professional careers in sales, marketing and design to forge a business together "Where we can serve others", said Robbie Kidd. Robbie's background is medical sales and marketing but his true gift is his ability to relate so well with others. This gift helps him uncover the clients true needs and more importantly their budget. "Our goal is to install a quality product the client is truly excited about at a fair price", Robbie says. "With costs on the rise all across the board with COVID, Blinds & More is dedicated to meet the clients expectations and budgets."

The Kidd couple genuinely care about their clients and want to do what's best for their clients even when issues arise. "Let's face it," they say, "with all the back orders, vendor issues and freight damage, there

are definitely gonna be issues from time to time, it's how you handle it. We don't bail, we try to stay ahead of the issues and follow through on every expectation set. We want pleased and honestly more than just satisfied clients at the end of the process!"

Jamie's design background and her specialized focus on window treatments combined with a quick eye and ability to discern her clients likes and dislikes makes meeting expectations a breeze. "They live there, I don't, is probably the thing I say the most. I want them to feel comfortable and love their selections", she says. "Our love for people combined with my love for design makes my job a pleasure, I truly am one of the lucky ones to be able to do what I love and I think it shows."

Blinds & More is truly committed to serving our community with quality products and excellent service. "We are an all inclusive custom window treatment design service from start to finish." The Kidd couple says. "So give us a call today and Let our Family serve Your Family."

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~ Melinda R.

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~ Eileen B.

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Located at 8081 Kingston Pike Suite 101, the handyman franchise specializes in major and minor repairs, such as assembly, carpentry, installation, plumbing, electrical work and remodeling services, for both homes and businesses.

Penny Ellison, who started the Knoxville franchise with her husband Allen, said what she enjoys most about running the business is being able to help others with a variety of repair needs.

"I think my favorite part of the job is that every day we get to be someone's hero," said Ellison. "We get to help them with something that's turned their world upside down, whether it's a leaky toilet, water running, a leaky roof or things like that."

Since it's opening, Mr. Handyman of West Knoxville has received numerous designations, including a Customer Service Award from the Better Business Bureau for experiencing a whole

year without customer complaints.

The Knoxville location has also received several company awards like Franchise of the Year and has been named a Top 5 Mr. Handyman franchise out of nearly 200 locations across the United States and Canada.

"We've won Franchise of the Year three times out of four years which is just amazing," Ellison said. "We've won several awards for growth and customer loyalty because we just strive to make sure that we do everything that we possibly can to make our customers happy."

In addition to its focus on customer satisfaction, Ellison believes the franchise has been so successful because the staff are like family.

"I think the biggest thing is that we treat it like family -- it's not just a job or a business, we're all family here," she said.

For more information about Mr. Handyman of West Knoxville, call 865-293-0080 or visit mrhandyman.com.

Terri Kerr + Co are valuable resources

"Buying or selling a home is one of the largest decisions of our lives," Terri Kerr doesn't just say this, she deeply believes it. That shows in the way Kerr + Co treat their clients and conduct business. Terri uses the experience she has gained through her 30 + successful years in real estate to be a valuable resource for her clients. This includes a productive career in Atlanta before she moved to Knoxville in 2006 and immersed herself in learning the Knox, Blount and Loudon County markets. New construction has also been an area of expertise for Terri which adds new layers of knowledge to her depth of understanding of the real estate market as a whole. Constantly striving to evolve and grow as a real estate professional, Terri and her team combine proven techniques with newer trends, such as marketing through social media, hiring stagers,

photographers and other professionals to give her clients the very best customer service. "I am fortunate to work in a field I love! Working with buyers, sellers, investors, builders, and developers has given me the opportunity to gain experience in many aspects of the business," said Terri. These connections and experiences bring clients valuable information which greatly benefits their decision making.

She has been a consistent multi-million dollar producer, is a Top Producer at Realty Executives Associates, Inc. consistently earned the KAARMLS Award of Excellence and the Realty Executives International Executive Club and Diamond Award.

If you want to partner with an agent to assist you in purchasing, selling or building a new home, in whom you can be confident in her experience, call Terri Kerr,



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Create a sunroom

As fall inches closer to winter, it's not uncommon for people to look to the coming cold with a degree of lament. Spring, summer and fall provide ample opportunities to enjoy the great outdoors, but such chances are few and far between once the winter freeze settles in. Though winter might compel the masses to huddle up inside, there's still a way to take in the great outdoors on cold winter days and nights.

It might not prove an exact substitute for summer nights around the firepit, but a sunroom affords homeowners a chance to marvel at snowy winter landscapes without venturing out into the cold. Sometimes referred to as "all-season rooms," sunrooms can make for a great retreat on quiet summer mornings or crisp autumn afternoons. Sunrooms can be treated as blank canvasses, which makes decorating them more fun. But a few tricks of the trade can help homeowners turn their blank canvasses into

welcoming spaces to take in all that nature has to offer throughout the year.

- Define the purpose. The experts at Better Homes & Gardens recommend homeowners decide how they want to use the sunroom before they begin decorating it. When the weather gets too chilly to dine outside, will the sunroom serve as an alternative dining space in the same way patios and decks do during the warm weather? Or do homeowners want to turn their sunrooms into reading rooms? Though it's possible to make sunrooms multipurpose spaces, it may be hard to create a relaxing vibe in rooms that are too crowded with furnishings or too busy. Defining how the space will be used also makes it easier when shopping for furnishings.

- Define when the room will be used. In addition to defining how the room will be used, homeowners should give ample

See **SUNROOM** on Page 38

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A one call group for real estate needs

Bobby Sanford started his own real estate business in 2006, but his passion for real estate dates back to his childhood.

"I grew up around the business and had always been interested," he explained. "I started my working career in the family auto parts business and even then I wanted to have my own real estate business. I got my license, started my business and I have never looked back."

This past year, due to growing sales, Sanford decided to form the Bobby Sanford Group, which consists of Sanford, his wife Kim and daughter-in-law Courtney. Representing buyers and sellers in Knox County and the surrounding areas, the group's network includes mortgage lenders, home inspectors and title companies.

"We are a one call group," Sanford said. "Once our clients call us, we will help them with any other connections they may need."

Bobby Sanford Group's mission is to always put people before profits.

"Our goal is to help people reach their dream of owning a home no matter what the price range," said Sanford. "Whatever a person can afford and not be house poor, we are going to do our best to help them. It may be someone buying a starter home, or someone whose family is expanding that needs to sell their current house to buy a bigger home, or someone buying a dream home, or even the empty nester needing to sell and downsize to a smaller home."

"I'm a big believer that our most precious memories are made in the home, and helping families find their home brings such joy," added Courtney Sanford. "I really don't think of this as a job, but



Kim, Bobby and Courtney Sanford

more of a way to get to know people, serve them and help them to make one of the biggest and most special purchases of their lifetime."

Bobby Sanford holds his ABR, CRS, e-Pro, MRP and SRES designations. The Bobby Sanford Group is also a proud member of Home for Heroes, an organization which was established in the wake of 9/11 to give back to first responders, healthcare professionals, military personnel and educators. So far, the group has rewarded over \$78,000 to assist 49 heroes in buying or selling a home.



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Help houseplants survive winter

As fall gradually gives way to winter, gardeners expend ample energy preparing their flowers and plants for the months ahead. Plants may be pruned to increase the likelihood that they will return in full bloom come the spring, while lawns may be aerated so cool-season grasses can get the nutrients, water and oxygen they need when the temperatures dip. But what about houseplants? Do indoor houseplants need the same type of pre-winter TLC that outdoor plants need before winter arrives?

As the seasons change, so, too, do the conditions outside. And those conditions affect indoor houseplants much like they do lawns, gardens and trees. So it's vital that people with houseplants do not overlook the need to keep houseplants going strong as fall gives way to winter.

Location

Hours of daylight shorten in winter, which means some houseplants won't get as much sun as they were accustomed to over the last several months. That means plants may need to be relocated closer to windows where they can make the most of each day's sunlight. However, it's important that there's ample distance between the plant and the window, especially when winter temperatures get especially cold. If the plants are too close to a window on cold days, they could freeze. Keep them close enough to the windows to get ample sunlight but far enough away so they don't get too cold. In addition, keep plants away from drafty windows as well as heating vents,

as extreme temperatures are not conducive to healthy houseplants.

Watering

Watering needs also may change when the temperatures drop. The indoor plant experts at Pistils Nursery in Oregon note that all houseplants need less water in winter. In fact, overwatering in winter can be especially harmful to indoor plants. Plant owners can try decreasing the frequency of their watering by half each winter and see how the plants respond.

Cleaning

Cleaning plants is another way to help them survive a long winter. Dust settles in many homes in winter, when windows tend to remain closed for months on end and fresh air isn't circulating around the house as much as it is in spring and summer. Pistil's Nursery notes that dust inhibits a plant's ability to photosynthesize, thus compromising its ability to make it through a winter unscathed. Better Homes & Gardens recommends using a soft-bristle paintbrush, a toothbrush or pipe cleaner to remove dust from African violets and other fuzzy-leaved plants. Gently washing plants with a paper towel or cloth that's been moistened with water can remove the dust. Oils and polishes should not be used to make leaves shine, as these substances can block pores on the plant.

Houseplants may need some extra attention in winter as hours of daylight dwindle and indoor conditions make it hard for plants to survive.



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Family-owned and operated AA-Air Co. and Central City Heating & Air Conditioning have both been serving our area for nearly 50 years, and are now under the ownership of Donna Kimble. Her father, Don Pirkle, founded AA-Air in 1973, and, after working with him since her teens, bought the company nine years ago.

In February, Donna bought Central City in Kingston from Paul and Annette Woodward, which was started by Annette's father in 1970.

"We were already sharing best practices between the two businesses, and had a good working relationship, so the acquisition seemed like a good fit," Donna said.

Now, it is all one local company providing modern, efficient solutions while ascribing to a traditional appreciation for customer care and community relationships.

This merger means homeowners in West Knox, Anderson, and Loudon counties might see either logo when a dispatched technician arrives to fix, maintain, or install their HVAC, but plans call for AA-Air to transition over to the Central City name in the coming months, all under the company's new motto, "Keeping You in Your Comfortable Zone for 50 years."

For more information about the company and its services, visit www.yourcomfortablezone.com or call (865) 213-1101



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Since 1985, Energy Control Window Films has served the Knoxville area by providing professional window tinting made of the highest quality.

"The company was founded to fulfill a need for a quality window film dealer in the Knoxville market," said owner Paul Shamiyeh, who started working for Energy Control Window Films as a managing partner in 2002 before purchasing the company in 2016.

As experts in commercial, residential, security and decorative window films, Energy Control Window Films has easily become East Tennessee's go-to window tint provider.

"We specialize in making 'Raving Fans' out of our clients," explained Shamiyeh. "This sets us apart, along with excellent customer service and a team that are well trained and have a desire to provide our clients with the best product and service. We have some team members that have been with us longer than most other local window film dealers have been in business."

The company is also the only 3M Authorized Premier Elite dealer for window film products in the area and was recently named the 3M 2020 Dealer of the Year award winner.

"We have been a 3M dealer for over 36 years because we are confident in the product and support provided to the dealers," Shamiyeh said.

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Hardwood

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has been treated with a penetrating seal. The HDA also notes that recently installed wood floors are likely surface sealed.

How often should floors be polished or waxed?

Wood flooring professionals recommend polishing floors that can be polished once every few months. Waxing wood floors does not need to be done as frequently, and most can benefit from a fresh coat of wax every 12 to 18 months.

What can I do on a daily basis?

Some simple tricks and daily maintenance can help wood floors maintain their impressive look.

- Utilize floor mats. The HDA notes that floor mats near entryways can reduce the time it takes to clean hardwood floors and reduce the wear and tear they endure. For example, tiny particles like dirt can scratch

the floor and contribute to the kind of minor damage that adds up to significant scarring over time. Floor mats near entryways ensures that most of that dirt never makes it to the wood floors.

- Vacuum without a beater bar. Some vacuums contain beater bars, which are designed to pick up human hair, dog hair and other things that conventional vacuums may not be able to pick up. The HDA advises vacuuming without the beater bar, as it can contribute to small scratches in the floor. Sweeping with a high-quality broom or microfiber cloth is another way to pick up dirt without damaging floors.

- Use manufacturer-recommended cleaning products. Local home improvement stores sell a host of hardwood floor cleaning products, but the HDA notes that many flooring manufacturers now sell their own hardwood floor cleaners designed specifically for their floors.

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Sunroom

From page 32

consideration to when the room will be used. A year-round sunroom will need to be heated, while a three-season sunroom likely won't require heating. Cooling might be a concern on hot summer afternoons, but many homeowners will likely spend such days outside anyway, so cooling the room may be as simple as installing a ceiling fan and ensuring windows can be opened to let fresh air in. Homeowners who want a year-round sunroom should install insulated glass to keep the room even warmer when the mercury dips.

- Opt for bright colors. Bright colors can make sunrooms feel all the more inviting and make for a perfect match with all the natural light already in the room. The renovation experts at HGTV note that white walls and ceilings can maximize the warm illumination of the natural light that will be pouring in from the floor-to-ceiling windows. Better Homes & Gardens adds that brightly colored cushions, pillows and area rugs with similarly hued colors and patterns can add visual interest and texture to a sunroom.

- Make use of a view. Homeowners needn't direct too much of their focus on decor if their sunrooms come with a view. Art on the walls and other decorative items around the room are less important if a sunroom affords a view of the ocean or a lake or dense woods that attract local wildlife. In rooms with a view, arrange furniture so residents and guests can comfortably look outward and take in all the surround landscape has to offer.

Sunrooms are a great place to take in nature no matter the weather.

Paint

From page 26

the paint store.

- Lighten colors as you go up. The home renovation and design experts at HGTV recommend picking darker color values for the floor, medium color values for the walls and light values for the ceiling. This approach mimics the look of the great outdoors, where the ground tends to be darker than the trees, and the trees are darker than the blue sky.

- Utilize paint to create the vibe you want. The home renovation experts at This Old House note that colors evoke an emotional response. Cool colors like blue and green give off a relaxing vibe, which makes them ideal for bedrooms and bathrooms. Red is an intense color that can up the energy ante in any room, which can make it an option for homeowners who want to spark debate around their dinner tables.

- Give personal preference its place at the table. Though interior designers may have years of experience picking paint colors for a home and researchers may have determined how certain colors can be utilized to create a desired ambiance in a given room, ultimately homeowners are the ones who will be living in the home. So it's important that homeowners pick colors they like for their home interiors.

Paint is an inexpensive way to transform a room. Homeowners can rely on a combination of color strategies and their personal preferences as they try to decide which colors they want on their interior walls.



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"Angie was great to work with again! She has sold two houses for us now. She is knowledgeable and eased any stress or anxiety by keeping us informed throughout the process. She is extremely professional, but has a way of making you feel like family. We would highly recommend her to anyone buying or selling property."

"I met Angie Cody several years ago when she sold my house and has since then sold several more homes for me. She was very easy to work with and was very knowledgeable and on point with everything she did and got me the most for my home. I was so impressed with her that I have recommended her to my friends and family, and they were also impressed with her. Especially her ability to find them a home they wanted and in the area they wanted and in the price range they wanted, also when there just wasn't anything out there to find but somehow she managed to find the perfect home for them. I would highly recommend her for all your buying or selling needs."

"It was easy selling our house with Angie. She was professional and responsive and kept us apprised of the progress straight through to closing. We would highly recommend working with her!"

"Angie was very helpful in pricing our home at the right listing price. Also guiding us through the process of selecting the right offer. Was very professional in dealing with our buyer's agent. Would recommend her without hesitation."

"Angie Cody was one of four real estate agents we interviewed prior to allowing her to represent us for the sale of our house. We could not have made a better decision. In the twenty years we have been buying/selling houses, she was by far the best real estate agent we ever had."

"She and her team were phenomenal from beginning to end. Our house was staged and photographed to represent our house as best as possible. When it came time to take our house to market, she was strategic and provided insight on how best to navigate this hot market."

"Once the house went under contract, she worked diligently to get us through the process as quickly to hit our target close date. While there were challenges on the buyer's end, she negotiated well and pressed hard to ensure we were getting the transparency we needed."



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