



REALTY EXECUTIVES Southern Region



Eagles' Edition
August 2010

EXPERIENCE EXCELLENCE®

Economic Update
Ken Durkee

Persistence!

As we look at the news, sometimes it causes pause. Recently the news reported the softening of the resale market by 27%. That is a large number and for some not in our Realty Executives family it may even scare them. What we are seeing throughout the Region is the people who succeed well above average are those who persist in staying focused and continually building their business. The recent *Good News Gazette* articles focused on individuals who are working on building their business. If you look at last months *Eagles' Edition* newsletter you will see, that through July 2010 thirty-nine individuals have closed over \$100,000 dollars in gross commission and there are 110 Executives that are on track to do the same by year end. This is great news!

What can we do to build business? One way is to meet four new people a day for five days each week and ask if you may have their name and email address, so that you can update them monthly on the local real estate market. When there is negative news about the general real estate market, the homeowners are willing to find out what is happening to real estate in their local market. Load their contact information into Executive Edge and create and send a flyer

each month on their market. If you keep building up that email file in Executive Edge over a forty week period, you could collect 800 emails. Imagine if 3% of those people needed real estate help sometime during the next twelve months. That would be 24 people needing your help to find a home or sell their house. If all 24 people were helped by you, you would make over \$100,000 in gross commissions during that time frame. This is great news! Now, each morning we know there is a task we need to complete each day and that is to collect four emails before the day is over.

“Let’s get to work” is the theme of a fellow running for governor here in Florida. If we got to work and collected the names of four individuals along with their emails each day and then routinely send them information about the market conditions, we will be very successful even in a struggling market. We want to encourage you to never give up! If all of us got out into the marketplace and met people we did not know, to let them know what we do for a living, and we are here to help them with their real estate needs, our business will improve by leaps and bounds! Remember, we are here to help those who need to buy or sell real estate; we just need to let them know that we are the professionals to help them.

Now let’s talk about real estate: There is still good news on the horizon. Here are a few very positive pieces of information we can share with our buying and selling public, which may help them to make a good decision to either buy or sell real estate.

- Even though unemployment is too high, it is forecasted to be in low double digit range for the next year, showing stability
- Since the end of last year Realtor membership in the following states is decreasing: FL -3.55%, GA -12.34%, NC -6.08%, TN -5.25% and SC -8.85%. This equates to less people working on the available market, leaving more for Executives and this trend will continue
- Florida and South Carolina are showing slight uptick in membership since January, also showing stability
- Slight price increases are occurring in most markets
- New construction is still flat, bringing the market to resale houses
- The ten year bond will continue in the 2.5% to 3% range, keeping interest rates very low showing affordability
- Credit card debt is decreasing, strengthening mortgage approval potential
- Credit is still tight
- Corporations are sidelining cash
- Corporate profits continue to improve
- Sale of corporate jets and turboprop aircraft is up 33% over last year
- GDP growth is still positive, yet has slowed to 1.6%, and will remain below 3% for 2010

- Corporate inventory is replenishing, future inventories replacement will be gradual
- Teenage unemployment will remain high
- Stock market will move up and down in the near term; however, long term the market will continue upwards to be above 11,000 sometime during 2010
- Banks profits continue to improve, most of the earnings are by borrowing from the Feds and then loaning the Feds money by purchasing T-bills and keeping the difference
- Mortgage companies are having difficulty closing loans, due to the requirements placed on them by the federal government, so be persistent
- Appraisals vary depending on whether the appraiser uses "Short Sales" and "Foreclosures" or only owner occupied homes not in distress
- Move the loan to a different lender if the appraisal is way to low and you are willing to bet a new appraisal will come in higher
- Cost of a barrel of oil is below \$80 per barrel, leaving money in the pockets of the consumer at the pump
- Unit number of foreclosures will continue to increase; however the peak is near
- inventories are replenishing, CSX and Landstar are moving more freight

Let your buyer or seller know the truth. There is a market in real estate and now is the best time to buy or sell! We appreciate you and we are very excited about the future, the survivors reap the rewards!

Welcome to our newest **EXECUTIVES**
Please note the addition of email addresses for your convenience

FLORIDA

REALTY EXECUTIVES Seminole

Tara Holcomb – taraholcomb@realtyexecutives.com

GEORGIA

REALTY EXECUTIVES Marietta

Melissa Glover – melissaglover@realtyexecutives.com

Jeffrey Glover – jeffreyglover@realtyexecutives.com

TENNESSEE

REALTY EXECUTIVES Cleveland

Jared Allen – jaredallen@realtyexecutives.com



Congratulations to all of you for doing such a wonderful job helping the consumer find shelter in 2010. These award winners are ranked based on Gross Commissions Closed through July 2010!!!

Diamond Award

1	Judi Starliper	Knoxville	4	Alona Dishy	St. Petersburg
2	Sandra D'Aquin	Knoxville	5	Ben Smith	Johnson City
3	Joe Ciarla	Port Charlotte			

100% Club Award

1	Sally Love	The Villages	18	Jackie Mills	Knoxville
2	Cindy Wise	The Villages	19	Betty Cooper	Knoxville
3	Tom Hughes	Knoxville	20	Debra Whaley	Knoxville
4	Jerry Sigler	Pinellas Park	21	Lillian Sung	Kempsville
5	Cheryl Walker	Chesapeake	22	Vicki Everbach	Knoxville
6	Quint Bourgeois	Knoxville	23	Tim Hathaway	Knoxville
7	Kimberly M Decanini	St. Petersburg	24	Carrie Dougherty	Knoxville
8	Nancy Alley	Knoxville	25	Craig Pomfret	Port Charlotte
9	Angela Loyd	Knoxville	26	Stephen Johnston	Greensboro
10	Kerry Queener	Knoxville	27	Heather & Bill Pourchot	Seminole
11	Robert Sabrkhani	Lake Mary	28	John Melton	Knoxville
12	Ron Petzel	Port Charlotte	29	Ellen Purvis	Bogart
13	Jackie Price	Knoxville	30	Debbie Cunningham Team	St. Petersburg
14	Jon Brock	Knoxville	31	Tim & Sue Malloy Team	St. Petersburg
15	Ron Brunelle	Port Charlotte	32	David DiGioia	Cornelius
16	Sharon Bailey	Knoxville	33	Randy Susong	Knoxville
17	Mary Ann Stephenson	Knightdale	34	Frank Weiskopf	Knoxville

Gold *EXECUTIVE* Award

1	Dick Brower	Knoxville	12	Jeff Funk	Central Florida
2	Carlene Wales	Lynnhaven	13	Pamela Zibell	St. Petersburg
3	Steve Amburgey	Central Florida	14	Ross Concklin	St. Petersburg
4	Denise Fritts	Kingston	15	Joseph Chambers	Knoxville
5	Wayne Sherlin	Cleveland	16	Paula Thomas	Knoxville
6	Bev Shive	The Villages	17	Annie Sellers	Knoxville
7	Lynn O. Butcher	Bristol	18	Tom Pettitt	Knoxville
8	Don Canter	Knoxville	19	Paula Massey	South Savannah
9	Nancy Stanley	Knoxville	20	Julie Hedges	Johnson City
10	Linda Richie Royal	Lynnhaven	21	Jerry Collins	Knoxville
11	Doyle Webb	Knoxville	22	Adam Sharp	Knoxville

23	Tyler Fogarty	Knoxville	30	Sharon Power	Knoxville
24	Doug Gregory	Chesapeake	31	Alan Price	Kempsville
25	Paul Klink	St. Petersburg	32	Jan Cole	Knoxville
26	Karen Taporowski	The Florida Keys	33	Jay Fradd	Pigeon Forge
27	Jeff Larue	Knoxville	34	Chris Spencer	Hickory
28	Jim Smith	The Florida Keys	35	David Talley	Knoxville
29	James Jim Lee	Knoxville			

Silver *EXECUTIVE* Award

1	Bettina Guild	St. Petersburg	30	Darrell Moore	Chesapeake
2	Mike Cameron	Knoxville	31	Maurice Sikes	Melbourne
3	Chris Homan	St. Petersburg	32	John Edwards	St. Petersburg
4	Tammie Hill	Knoxville	33	Kathy Caylor	Knoxville
5	Furman Burt	Winston-Salem	34	Daniel Parker	Knoxville
6	Jennifer Hollowell	Winston-Salem	35	Beth Pankratz	Knoxville
7	Carlton Purvis	Bogart	36	Diane Frith	Knoxville
8	Kenton Young	Knoxville	37	Cynthia Stansberry	Knoxville
9	Susan Caruana	Lynnhaven	38	Donna Bailey	Knoxville
10	Ed Jarvis	Central Florida	39	Tony Hall	Florence
11	Jeanne Dukes	Knoxville	40	Rusty Ensor	Knoxville
12	Dave Laspesa	The Villages	41	Roland Hauber	Marco Island
13	Andy Cole	Knoxville	42	Terri Kerr	Knoxville
14	Paul Meise	Kempsville	43	Judy Collins	Knoxville
15	Cole Edwards	Knoxville	44	Susan Clouse	Johnson City
16	Don Taylor	St. Petersburg	45	Mike Rogers	Kempsville
17	Don Edwards	Cary	46	Glenn Ryder	Kempsville
18	Gina King	Hickory	47	Kim Rogers	Kempsville
19	Jim Umstead	Central Florida	48	Lynn Waters	Knoxville
20	Wanda Hendryx	Seymour	49	Robert Berube	The Villages
21	Paula Spartz Sanders	Lynnhaven	50	Milford Leedy	The Villages
22	Ashley Finney-White	Knoxville	51	Dawn Kilby	Hickory
23	K C Jones	St. Petersburg	52	Emma Bea Stallings	Knoxville
24	Daniel Green	Knoxville	53	Paula Miller	Knoxville
25	Teresa Hensley	Hickory	54	Autumn Hackney	Pigeon Forge
26	Cheryl Hollway	Lynnhaven	55	David Hackney	Pigeon Forge
27	Jasper W. Gorham	Durham	56	John McLaughlin	Knoxville
28	Debaran Hughes	Knoxville	57	Pamela Raymond	Seminole
29	Terry Goodson	Knoxville			

* * * Janelle McCain-Athens, Georgia * * *

Please welcome Janelle to the Realty Executives family. It is a pleasure introducing her to our family members. Janelle has been licensed since 1988 and has enjoyed all aspects of real estate, including owning her own company. Carlton Purvis, owner of Realty Executives, Purvis Realty, is very excited that Janelle has agreed to be the General Manager of the firm. Janelle is the kind of person everyone would like to have working with them. She is married and has four



boys. The oldest is married and is a professional on the Georgia PGA tour and is having a ball. Her two middle sons are in college and the youngest is a junior at Madison County High School. He is playing corner back on the varsity football team. She said all her children are very bright. She loves tennis and is heavily involved in her community. She is involved in the school's Strategic Planning process, Touchdown Club and the Athens Board of Realtors. Her passion is for animal rescue. She has a heart for all animals. Her priorities are family first, real estate and then tennis.

Carlton is very excited to have Janelle work with him during these interesting times. Carlton mentioned that his business is up 46% over last year. Before Janelle came to the company, Carlton admitted that he met himself coming and going, a couple of months ago. She has taken a tremendous burden off of him and he is very grateful. If you are ever in Athens Georgia drop by and see Carlton and Janelle, they would love to see you. Again let's give Janelle a hearty welcome!

Looking Ahead

What is Ahead for the Rest of 2010? This is an interesting time to forecast what may be occurring in the near future. With consumer confidence dropping to its lowest level since February and real estate sales softening, it tells me that the consumer is again becoming more cautious in the spending of their money. In less than 75 days, everyone will see if America votes for "Capitalistic Believers". People are waiting to see if Congress will become more pro-business, with a view for smaller government and lower taxes for individuals and corporations. If that occurs, confidence will improve and spending will begin to increase, both at the consumer level and at the corporate level. Money will begin flowing again. As more people are employed they will want to buy "stuff". When these newly employed people buy stuff, more people are hired and more stuff is bought. What is wonderful is that stuff being bought will also include houses. The market will remain roughly the same until after the elections are over. Until then our focus is to capture more of the existing market.

Exciting News!!!

It's Coming ... Look Out Competition!

The upgrading of the Realty Executives International website is well underway and so is the new "SearchHomes.com" website that is being beta tested too. The results so far have been great! Below is Kendall Durkee's new webpage using the upgrade. This is a great Executive webpage! All social media will be available too and more icons can be added, as more social media becomes available. This page gives a strong presence and a look of sophistication. To find your page, go to the Realty Executives home page and click onto Executives in the upper right hand corner. Type in your name and then click onto the photo near the left margin. Your page should appear. If you want to update your webpage, "go to YOU!" in Executive Access, and click onto the Executive Profile icon and update your information. This is great! Please upgrade yours now!

REALTY EXECUTIVES INTERNATIONAL where the experts are™

Kendall Durkee

Our passion is to enable entrepreneurs to meet or exceed their expectations in building their real estate business. Our desire is for everyone to dominate their real estate market as soon as practical.

Our desire is to respond to your needs with outstanding support upon your request.

[My Listings](#) | [My Website](#) | [Contact Me](#)

About Me

As professional individuals seek to find an organization that meets their moral and ethical goals, we hope you will consider the Realty Executives Family. To be in an environment where it is fun to work and a joy to be around those in the organization that have the same values you have. For many professionals they have found a home with us. If you are thinking that this concept would be great for you, please give us a call. We would love to hear from you.

Follow this link to view my video by highlighting the link below and pasting it in the address bar above:

<http://www.youtube.com/watch?v=yGm3M124XGE>

Contact Me

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My Areas of Expertise

Custom Marketing Plan for Sellers, Professional Home Brochures, Staging Homes for Sale, Virtual Tour of Property,

My Certifications

No Information

Areas Served

We serve Florida, Georgia, North Carolina, South Carolina and Tennessee

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Annual Regional Conference October 7th – 9th

As you read the first few pages of this month's newsletter, you noticed



some of the changes that are coming, which will benefit all us in improving our listings and sales. A major part of the Realty Executives Southern Region Annual Conference will be focused on how to get everyone involved in this new real estate dynamic. During a major portion of this meeting, you will see first hand how you can roll out the

program and how it will benefit you directly. I encourage every Executive in the Southern Region to set aside these few days, to see something that will change how real estate will be done in the future. Because some information about the new program is very industry sensitive, the details will be released at this conference. We are excited to announce that the Regional part of the program will be rolled out prior to the International rollout at the NAR Convention this November. When it is time to roll out the program in the Region, we will begin notifying you of specific training schedules. **Remember, September 2nd the webinar training will begin.**

Now that you have reviewed the above, take a minute and set aside the dates on your calendar for the Annual Regional gathering to be held in Savannah, Georgia. Executives and Broker/Owners are invited this year. The program will be Outstanding! We will be holding the meeting at the Savannah Hyatt Hotel on the Savannah River. Please set aside October 7th & 8th, with the 9th specifically for Business Management sessions for Broker/Owners. Please plan to attend. We would like to see everyone there. The market is turning and what a great opportunity to embrace a new and powerful tool, which will increase our performance. Come and have a ball with other real estate professionals. Mark your calendar today and plan to attend. Please call the Region at 888 540-5300 for details and registering.

Remember:

It's all
about
You.



It's all
about
You.

YOU!

Note: We would love to place stories and events of your company into the newsletter. We can include pictures too. Just email Kimberly at kimberlychaires@realtyexecutives.com your story or event and attach a photo (if you have one) and we will include it the next *Eagles' Edition* newsletter.



Remember, IT'S ALL ABOUT YOU!

Join us at the annual Realty Executives Southern Region Conference in Savannah, Georgia for a presentation about Realty Executives



International's new technology initiative from Glenn Melton, Chief Executive Officer, and from Annette Anthony, Manager of Strategic Marketing Programs for Realty Executives International. In this in-depth presentation, Glenn and Stephanie will outline the



new web sites, "SmartTag Technology" and several other key pieces that are designed to propel the Realty Executives brand and your business to the forefront of the real estate and consumer marketplace.

Overview:

As technology becomes increasingly more important to the real estate industry, it is imperative that Realty Executives International continues to support the advancement and implementation of emerging technologies that will allow Executives to make more money in less time! Under the leadership of Darrell Smith, Chief Technology Officer, Realty Executives International has given technology advances the highest priority in order to maximize productivity for our Executives now and into the future. Join us as Glenn Melton and Annette Anthony present an overview of:

1. SearchHomes.com - A new consumer-focused real estate web site created to compete with worldwide real estate search sites designed to bring the customer to you.
2. RealtyExecutives.com - Recently re-launched with a new look, new feel and new productivity features that bring the customer to you.
3. Tag Manager Console & Realty Executives SmartSigns™ - How to leverage Microsoft's SmartTag technology using Realty Executive's proprietary Tag Manager console to accelerate your marketing efforts. This includes yard signs, brochures and other print media.
4. Executive Edge - Learn how our new technology initiatives integrate with Executive Edge Realty to reach a greater number of potential customers.

It is exciting to be forecasting the potential award an Executive could obtain if they were able to sustain their production. This is a difficult market and we salute everyone who is on track to achieve an award. Below lists the possible potential an Executive could achieve if they continue to pursue excellence. Thank you for all you do in the pursuit of achieving your goals!

Double Diamond Award

1	Judi Starliper	Knoxville	3	Joe Ciarla	Port Charlotte
2	Sandra D'Aquin	Knoxville	4	Alona Dishy	St. Petersburg

Diamond Award

1	Ben Smith	Johnson City	5	Jerry Sigler	Pinellas Park
2	Sally Love	The Villages	6	Cheryl Walker	Chesapeake
3	Cindy Wise	The Villages	7	Quint Bourgeois	Knoxville
4	Tom Hughes	Knoxville	8	Kimberly M Decanini	St. Petersburg

100% Club Award

1	Nancy Alley	Knoxville	23	Debbie Cunningham Team	St. Petersburg
2	Angela Loyd	Knoxville	24	Tim & Sue Malloy Team	St. Petersburg
3	Kerry Queener	Knoxville	25	David DiGioia	Cornelius
4	Robert Sabrkhani	Lake Mary	26	Randy Susong	Knoxville
5	Ron Petzel	Port Charlotte	27	Frank Weiskopf	Knoxville
6	Jackie Price	Knoxville	28	Dick Brower	Knoxville
7	Jon Brock	Knoxville	29	Carlene Wales	Lynnhaven
8	Ron Brunelle	Port Charlotte	30	Steve Amburgey	Central Florida
9	Sharon Bailey	Knoxville	31	Denise Fritts	Kingston
10	Mary Ann Stephenson	Knightdale	32	Wayne Sherlin	Cleveland
11	Jackie Mills	Knoxville	33	Bev Shive	The Villages
12	Betty Cooper	Knoxville	34	Lynn O. Butcher	Bristol
13	Debra Whaley	Knoxville	35	Don Canter	Knoxville
14	Lillian Sung	Kempsville	36	Nancy Stanley	Knoxville
15	Vicki Everbach	Knoxville	37	Linda Richie Royal	Lynnhaven
16	Tim Hathaway	Knoxville	38	Doyle Webb	Knoxville
17	Carrie Dougherty	Knoxville	39	Jeff Funk	Central Florida
18	Craig Pomfret	Port Charlotte	40	Pamela Zibell	St. Petersburg
19	Stephen Johnston	Greensboro	41	Ross Concklin	St. Petersburg
20	Heather & Bill Pourchot	Seminole	42	Joseph Chambers	Knoxville
21	John Melton	Knoxville	43	Paula Thomas	Knoxville
22	Ellen Purvis	Bogart	44	Annie Sellers	Knoxville

45	Tom Pettitt	Knoxville	72	Ed Jarvis	Central Florida
46	Paula Massey	South Savannah	73	Jeanne Dukes	Knoxville
47	Julie Hedges	Johnson City	74	Dave Laspesa	The Villages
48	Jerry Collins	Knoxville	75	Andy Cole	Knoxville
49	Adam Sharp	Knoxville	76	Paul Meise	Kempsville
50	Tyler Fogarty	Knoxville	77	Cole Edwards	Knoxville
51	Doug Gregory	Chesapeake	78	Don Taylor	St. Petersburg
52	Paul Klink	St. Petersburg	79	Don Edwards	Cary
53	Karen Taporowski	The Florida Keys	80	Gina King	Hickory
54	Jeff Larue	Knoxville	81	Jim Umstead	Central Florida
55	Jim Smith	The Florida Keys	82	Wanda Hendryx	Seymour
56	James Jim Lee	Knoxville	83	Paula Spartz Sanders	Lynnhaven
57	Sharon Power	Knoxville	84	Ashley Finney-White	Knoxville
58	Alan Price	Kempsville	85	K C Jones	St. Petersburg
59	Jan Cole	Knoxville	86	Daniel Green	Knoxville
60	Jay Fradd	Pigeon Forge	87	Teresa Hensley	Hickory
61	Chris Spencer	Hickory	88	Cheryl Hollway	Lynnhaven
62	David Talley	Knoxville	89	Jasper W. Gorham	Durham
63	Bettina Guild	St. Petersburg	90	Debaran Hughes	Knoxville
64	Mike Cameron	Knoxville	91	Terry Goodson	Knoxville
65	Chris Homan	St. Petersburg	92	Darrell Moore	Chesapeake
66	Tammie Hill	Knoxville	93	Maurice Sikes	Melbourne
67	Furman Burt	Winston-Salem	94	John Edwards	St. Petersburg
68	Jennifer Hollowell	Winston-Salem	95	Kathy Caylor	Knoxville
69	Carlton Purvis	Bogart	96	Daniel Parker	Knoxville
70	Kenton Young	Knoxville	97	Beth Pankratz	Knoxville
71	Susan Caruana	Lynnhaven	98	Diane Frith	Knoxville

Gold Executive Club Award

1	Cynthia Stansberry	Knoxville	14	Milford Leedy	The Villages
2	Donna Bailey	Knoxville	15	Dawn Kilby	Hickory
3	Tony Hall	Florence	16	Emma Bea Stallings	Knoxville
4	Rusty Ensor	Knoxville	17	Paula Miller	Knoxville
5	Roland Hauber	Marco Island	18	Autumn Hackney	Pigeon Forge
6	Terri Kerr	Knoxville	19	David Hackney	Pigeon Forge
7	Judy Collins	Knoxville	20	John McLaughlin	Knoxville
8	Susan Clouse	Johnson City	21	Pamela Raymond	Seminole
9	Mike Rogers	Kempsville	22	John Gorry	The Villages
10	Glenn Ryder	Kempsville	23	Wendy W Hoffman	St. Petersburg
11	Kim Rogers	Kempsville	24	Judy Massey	Knoxville
12	Lynn Waters	Knoxville	25	Debbie Miller	Bristol
13	Robert Berube	The Villages	26	Mary King	Knoxville

27	Regina Shearer	Knoxville	45	Louise Harrison	Knoxville
28	David Snelson	Knoxville	46	Donna Tallent	Knoxville
29	Noel Ortiz	Kissimmee	47	Debra Davis	Knoxville
30	Robin Myrick	Knoxville	48	Jil Piercy	Johnson City
31	Laura Harrison	Seminole	49	Kenny Gays	Pigeon Forge
32	Bill Cox	Hickory	50	Cheryl Pass	South Savannah
33	Linda Mabry	The Villages	51	Kelly Green	Orlando North
34	Sandra Loveday	Knoxville	52	Tina Mounger	Knoxville
35	Jackie Hargis	Crossville	53	Laura Ashley	Bristol
36	Scott Metcalf	Johnson City	54	Lois Leonard	Hickory
37	Debbie Okruhlica	The Villages	55	Sherri McAnaugh	Lake Mary
38	Marty McGuiness	Knoxville	56	Matt Coffey	Hickory
39	Frankie Hawn	Kingston	57	Tammy Gerdts	Kingsport
40	Karen Gore	Orlando North	58	Don Anderson	Knoxville
41	Mary Crawford	Melbourne	59	Roberta Mira	The Florida Keys
42	Cathy Guihuly	Orlando North	60	Nik Shewmaker	Knoxville
43	Shashi Dhingra	Knoxville	61	Page Pratt-Miller	Knoxville
44	Chris Faircloth	Kempsville	62	Jeff Bales	Knoxville

Silver Executive Award

1	Phil Ahmed	Port Charlotte	22	Jane Paquin	The Villages
2	Susan Calabrese	Knoxville	23	Stacy Stahl	The Florida Keys
3	Paige Widener	Knoxville	24	Kim Oliver	Hickory
4	Julie Reynolds	Knoxville	25	G. Scott Whidden	Kissimmee
5	Lisa Vinyard	Knoxville	26	Pam Miller	The Villages
6	Caroleanne Vorac	Seminole	27	Betsy Christensen	Knoxville
7	Carol Adkins	Lynnhaven	28	Chris Breeden	Knoxville
8	Stephanie Scarbrough	Knoxville	29	Bill Long	Knoxville
9	Tammy Taylor	Seminole	30	Joe Hicks	Bristol
10	Jay Crockett	Johnson City	31	Sherry Zirakdjou	Orlando North
11	Steven Davis	Knoxville	32	Katie Morrell	Bristol
12	Joe Metcalf	Greeneville	33	Mary Butler	Seminole
13	Yolanda Pfeifer	Kempsville	34	Pam Rogers	Kempsville
14	Wesley Shotwell	Knoxville	35	Vonda Kudron	Marietta
15	Phyllis Harrison	Bristol	36	Angie Gibson	Knoxville
16	Rita Gayewski	Bristol	37	William McLain	Knoxville
17	Marilyn Darnell	Knoxville	38	Win Big Team	Seminole
18	Michael Murphy	Seminole	39	Jack Abee	Greeneville
19	Phyllis Edington	Knoxville	40	Barbara Lowry	Knoxville
20	Kelly Bullard	Knoxville	41	Carol Goodwin	Johnson City
21	Linda Trotta	Kempsville	42	Dottie Coker	Bristol

43	Jane Forbes	St. Petersburg	74	Sheila Robertson	Knightdale
44	Adelina Rotar	Knoxville	75	Elwanda Shelton	Johnson City
45	Jeffrey Read	Clermont	76	Kara Edenfield	Knoxville
46	Marsha Barr	Knoxville	77	Paul Varner	Knoxville
47	Jim Griffin	Greeneville	78	Carolyn Matthews	Knoxville
48	Michael Veri	Ocala	79	Verda Hill	Knoxville
49	Kathy Villafane	Hinesville	80	Anne Barrier	Hickory
50	Jennifer Meadows	Chesapeake	81	Valerie Lee	Florence
51	Jim Browning	Port Charlotte	82	Chris Henault	St. Petersburg
52	Bill Gallaher	Knoxville	83	Jean Becker	Pigeon Forge
53	Kay White	Johnson City	84	Kathy Huckleberry	Knoxville
54	Cindy Adams	Lynnhaven	85	Robbie Frye	Hickory
55	Judy Taub	Erwin	86	Holly Janey	Knoxville
56	Carol Julianelli	The Villages	87	Deborah Kantor	Lake Mary
57	Maurice Franklin	St. Petersburg	88	Gary Boles	Knoxville
58	Mabel Burford	Hinesville	89	Brian Howard	Knoxville
59	Jeffrey Queen	Seminole	90	Theodore Ciske	St. Petersburg
60	Jamie DiSalvatore	Orlando North	91	Sandra Call	Clermont
61	Vickie Ricker	Greeneville	92	Shirley Ross	Knoxville
62	Tammy Kimmel	Bryson City	93	Mac Tobler	Knoxville
63	Carrie Koppin	Greeneville	94	Julia Brazier	St. Petersburg
64	Laura Wilson	Marietta	95	Hu-ed Sharp	Knoxville
65	Ron Parkinson	Knoxville	96	Steve Tyler	Florence
66	Kim Litton	Knoxville	97	Dottie Reynolds	Seminole
67	Doug Gianotti	St. Petersburg	98	Bunky Doxsee	The Villages
68	Laura Diss	Lake Mary	99	Marilyn Gerke	The Villages
69	Brenda Chapman	Knoxville	100	Willie Brown	Kempsville
70	Elsie Yu	Savannah	101	Dabney Hansard	Knoxville
71	Doyle Hensley	Knoxville	102	Eric Lukkarinen	Hinesville
72	Noel Gilbreath	Knoxville	103	Cynthia Cormany	Knoxville
73	Michael Adamson	Winston-Salem			

A Special "Thank You" to all of you who are weathering this real estate market. You are witnessing changes in our business that draws the cream of the cream to the top. You are the Best!!! Thank you!



REALTY EXECUTIVES Tri-County listing tour buss will return again to Savannah at this years Annual Southern Region Conference. Come and see it!



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“As an alternative to the traditional 30-year mortgage, we also offer an interest-only mortgage, balloon mortgage, reverse mortgage, upside down mortgage, inside out mortgage, loop-de-loop mortgage, and the spinning double axel mortgage with a triple lutz.”