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PARTNER

SPOTLIGHT:

Tim Larkins with
Precise Inspections

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NOVEMBER 2023



Stephanie Smith

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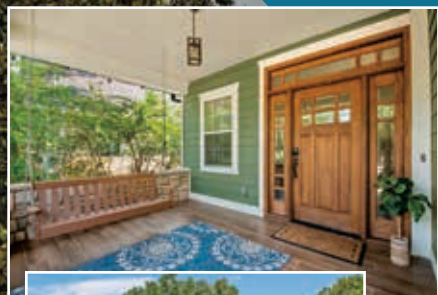


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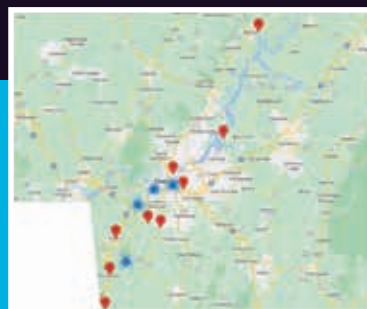
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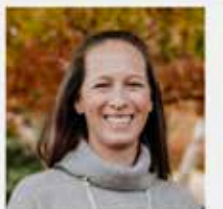


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TABLE OF CONTENTS



06
Preferred Partners



14
Partner Spotlight:
Tim Larkins



18
Rising Star:
Tevan Holder



22
Community Spotlight:
Why Signal Sells



28
Power Couple:
Micah & Tatiana Hall



36
Cover Story:
Travis Close












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IAN PFEIFFER



3 THINGS to be Grateful for in this Market

publisher's note

Dear Friends,

There's no denying this is a crazy season in the history of real estate. The ever-shifting market dynamics, economic uncertainties, and unforeseen obstacles have tested the mettle of us all. Yet, as we navigate this challenging terrain, we are reminded to be grateful. Grateful for the lessons learned, the resilience exhibited, and the opportunities that still abound. Here are three things to be grateful for in this crazy economy:

1. Resilience and Adaptability: The real estate market, much like the Chattanooga spirit, has always been

resilient. In the face of adversity, real estate professionals in our city have not just survived but thrived. The ability to adapt to changing circumstances, pivot strategies, and embrace technology as a tool for transformation has been remarkable. The resilience of this community is awe-inspiring, and it reminds us that even in the most challenging times, there's always room to grow.

2. Community and Collaboration: The real estate market thrives on collaboration, and Chattanooga is a shining example of that ethos. In times of uncertainty, the strength of our community has never been more evident. Realtors, brokers, and industry stakeholders have come together, sharing insights, strategies, and support. We're grateful for the spirit of cooperation that has helped us weather the storms and emerge even stronger.

3. Market Evolution: While it's easy to focus on the challenges, we can't ignore the opportunities that have arisen from the evolving market. New trends, investment possibilities, and a renewed focus on innovation have breathed fresh life into the real estate landscape. As Chattanooga continues to grow and change, there's an exciting frontier for those who dare to embrace it.

In the midst of adversity, let us remember the power of gratitude. It's our beacon of hope and our source of strength. Together, we'll continue to thrive, because in Chattanooga, challenges are merely opportunities in disguise.

Warm regards,



Jeff White
Owner/Publisher

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FAQS

HOW DOES CHATTANOOGA REAL PRODUCERS WORK?

For those who may be new to Real Producers, or if you are just curious, here are some quick facts about Chattanooga Real Producers:

THE HEARTBEAT: We seek to elevate the culture of our local real estate community by **INSPIRING** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more trusted relationships, and more repeat business for everyone involved.

DISTRIBUTION: This magazine is sent free of charge to the top 300 agents in the greater Chattanooga area based on MLS productivity. Within this area, there are over 3,000 active agents, but everyone who receives this publication is part of an elite group. You are remarkable. Just to be in this group is truly a badge of honor!

CONTENT: This is all about you, the Chattanooga real estate community. We do personal and unique stories on members of this community, giving you a platform to inspire others. Our goal is to go beyond the numbers and take a deep dive into the personal side of the industry, to inspire us to know one another better. It costs absolutely

nothing for a real estate agent to be featured in the publication.

But to be featured, an agent must be nominated by a peer or leader in the Chattanooga real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact on our local real estate market.

OUR PARTNERS: Anyone listed as a “preferred partner” in the front of the publication is a part of this community. They will have an ad in every issue, attend our events and be a part of our online community. We don’t just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We do not meet with businesses until they are vetted by one of the agents in our community and receive a “stamp of approval.” If you are looking to add to your arsenal of incredible vendors, look no further.

CONNECTIONS: We love connecting REALTORS® and

BUSINESSES in a variety of creative ways. If you ever would like a personal introduction, we would love to arrange it.

NETWORKING EVENTS: Along with the monthly publication, we host various social networking events where top agents, along with our top preferred partners, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Chattanooga community. We communicate information about the events through the publication, texts, emails and social media.

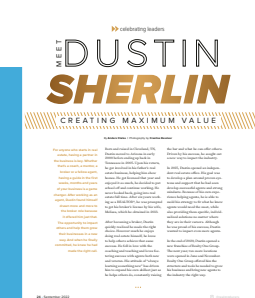
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Connecting. Elevating. Inspiring.

meet **Tim** **Larkins**

Bringing Precision and Heart to the World of Home Inspections

In a world where the quality of your home is often one of the most critical investments, you'll ever make, having a trusted partner by your side can make all the difference. That's precisely where Tim Larkins, the founder of PRECISE Inspections, Inc., and his trusted team step in. With 18 years of unwavering commitment to excellence in the home inspection industry, Tim and his dedicated team have carved a niche as the go-to choice for homeowners and REALTORS® alike. Their unmatched attention to detail and dedication to their craft transform what can be a daunting process into a reassuring journey of education and practicality as every nook and cranny is scrutinized to ensure that nothing escapes their trained eyes.

The Man Behind the Business

As the man behind PRECISE Inspections, Tim stands as a beacon of professionalism, accuracy, and trustworthiness. With a passion for what he does and a team equally committed to their craft, Tim has not only established a successful business but has also helped countless individuals find their dream homes with confidence.

PRECISE Inspections, Inc. opened its doors in December 2005, and since then, it has consistently set the standard for excellence in the home inspection industry. What sets them apart? There are several factors that make Tim and his team stand out in this field.

First and foremost, it's the expertise and experience of their team. With Tim leading the way, they offer the most thorough and accurate assessments of properties. Their commitment to accuracy means they won't upsell various non-essential services that have no bearing on a property's performance or purchase viability. In addition to residential properties, the team is ready to tackle all sizes of commercial properties, from small offices to large 40,000+ sq.ft. warehouses. Their broad expertise ensures that no stone is left unturned, no matter what type of property you're dealing with.

Furthermore, they go above and beyond the traditional scope of home inspections. Tim and his team are available throughout the purchase process and post-closing, helping clients with questions and guiding them through home remodels and repairs, ensuring that they aren't taken advantage of by unscrupulous contractors. This commitment to their clients extends beyond the inspection itself, turning PRECISE Inspections into a long-term partner in the homeowner's journey.

Not just a Casual Golfer

Tim's journey into the world of home inspections was an unexpected one. As a professional golfer with a Bachelor of Science in Business Marketing and a Professional Golf Management Certificate, he initially sought a career change for more control over his time and life. A few REALTORS® recognized his exceptional ability to communicate and



connect with people and encouraged him to consider home inspections. As they say, the rest is history, and Tim found his true calling.

Not only is Tim committed to his profession but also to his family, working alongside his wife, Julie, who serves as the Office Manager. They have two sons, Jack and Tyler, and two furry companions, Bolt and Rocky.

In his free time, Tim enjoys a variety of activities, from playing golf, disc golf, and pickleball to snow skiing, water skiing, wake surfing, kneeboarding, and wakeboarding. But it's not just about sports; Tim loves spending time with his family, engaging in home remodeling, building structures like decks and storage barns, camping in their camper, and playing yard games.

Tim's strong faith comes from being a long-time member and prior President of Christ the King Lutheran Church, where he finds purpose. He's also the Local Director for HITA (Home Inspectors Association of Tennessee) and a member of CCAR (Carpet Capital Association of Realtors). In addition, Tim contributes to his community by being part of the Community Service Committee with CCAR and sponsoring the Dalton High School Marching Band.

When asked about his favorite thing about working with REALTORS® and clients, Tim's eyes light up with

enthusiasm. He speaks of the newness of every client and inspection, comparing it to starting and finishing a new puzzle each time. He marvels at how every property is unique, each with its own set of deficiencies, just like puzzle pieces waiting to be solved. Tim, along with his team, is armed with a flashlight, a few tools, and their knowledge as they embark on this adventure, putting together the puzzle pieces to help clients understand the property's final picture. The trust they've built with their referring REALTORS® and clients, who keep returning for their services, is a testament to the dedication and expertise that PRECISE Inspections provides.

As for Tim's highest hope for the year, it's all about spending more time with his family, especially his youngest son, Tyler. He's realized how quickly time flies, and he's determined to make the most of every precious moment.

If he weren't in his current career, Tim's dream would be to, of course, become a professional golfer on the PGA Tour.

PRECISE Inspections represent the epitome of excellence and dedication to the home inspection industry. Tim's story is a great example, showing that a career change can lead to incredible success, especially when fueled by a passion for the work and a commitment to family and community. Not only a home inspector, Tim Larkins is a guide, a partner, and a testament to the power of dedication and excellence in any field.



TEVAN



By Anders Clarke | Photos by Hayley Ownbey Photography

Tevan grew up around real estate. Her family owned a brokerage and she was involved in the real estate lifestyle in one way or another. As she graduated, her plan was to go on to dental school. However, she felt the draw of real estate more and more until it finally pulled her out of college and into the real estate realm. Before she got involved in helping clients herself, she approached Adrienne Green with the Auburndale Group for an administrative assistant position. Eventually, she took the opportunity to pursue her own real estate career and got her license in 2021.

Like many great agents, Tevan not only treats her clients like family but loves to help them navigate the homebuying process. She loves to improve her own skills, always focused on growing, changing, and adapting to the new markets that arise. Because of this, she is always up to speed on what is best for her clients and how to manage any obstacles that come her way. Because she is focused on clients first, her clients are always guaranteed to get the best outcome they can for themselves and their families. This dedication to education and commitment to doing the right thing has already earned her

a great reputation, as well as Rookie of the Year at her office.

Much of her focus is on first-time buyers and investors. For Tevan, the opportunity to help people find their very first home is a special experience. She loves to work with people to find the right home or coach them toward homeownership if they aren't there yet. She recalls helping one of her friends who was moving to the area find a home. When she found out her friend wasn't quite where she needed to be to purchase, she stuck with her for the next two years and coached her through it. She got to be involved in several big life events with her friend, including her friend's first child. Eventually, she was able to find a great home for their new family and get them exactly what they needed. The experience has set the standard for her interactions with her clients.

Aside from first-time buyers, Tevan also enjoys working with investors to find the next opportunity to build wealth. The Auburndale Group has an emphasis on working with investors and education, and Tevan fits right in. "I love working with investors," she says. It allows her to learn about other

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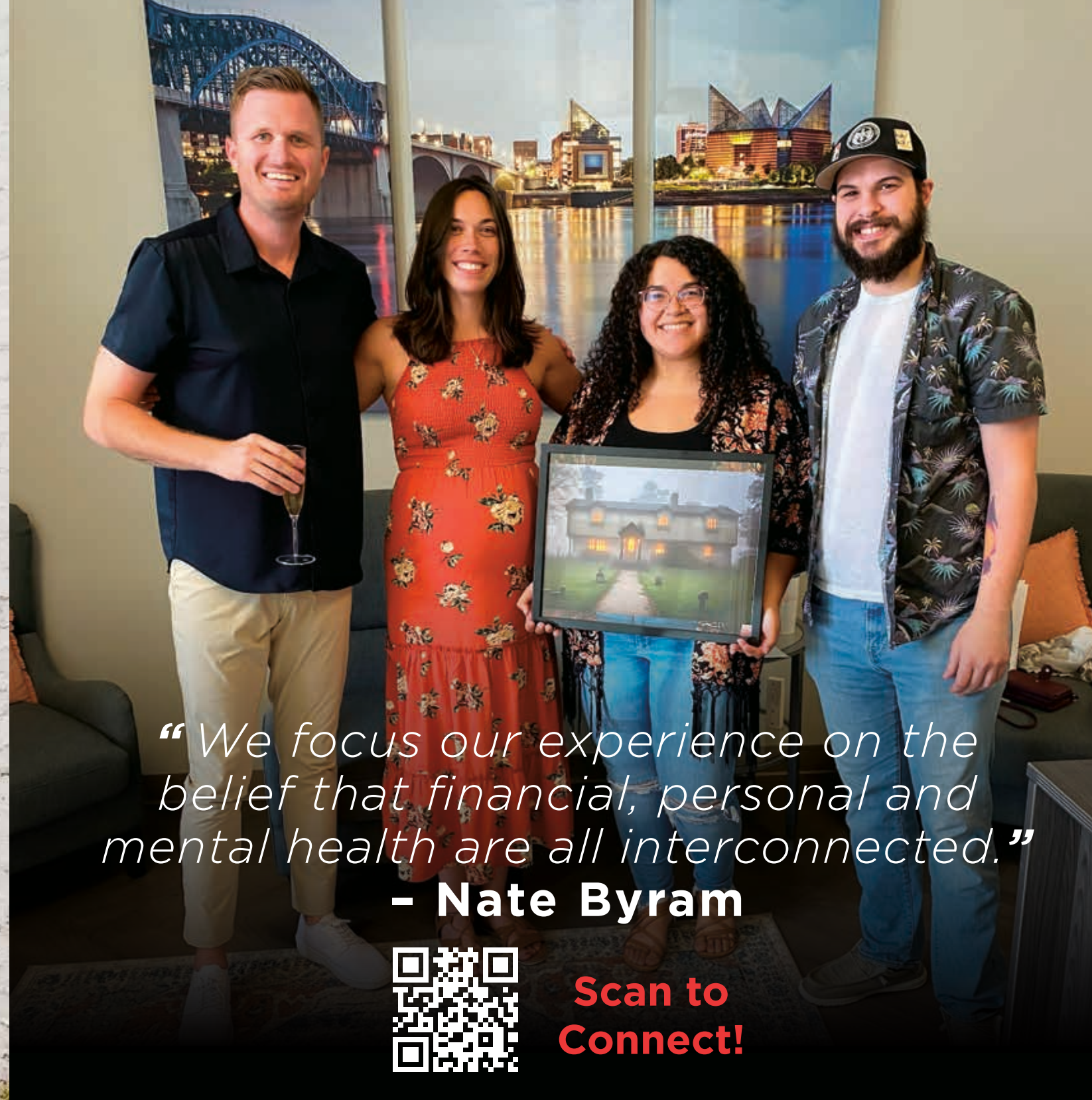
markets and cities outside of Chattanooga and gives her some perspective on what is out there for her clients. She has helped people from all over the country, and even international buyers, find their opportunities to own a little piece of Chattanooga. She feels right at home helping clients find the right opportunity for their next home or investment.

One of the most important things to Tevan is her family. She is the oldest of six with five younger brothers. Growing up, she got a crash course in conflict resolution and interpersonal communication through all the sibling conflicts that happen in every family. She has a great relationship with her brothers, two of whom she grew up alongside being only 2-3 years behind her. Now in her career, she has improved and honed those communication skills to suit her clients. "I treat them like they are my mom and dad or my brother and sister," she states. With Tevan, each and every client is like family to her, and she works hard to make sure they feel it.

She loves to support her family and spend time with them when she can. Her three youngest brothers and parents live in McMinnville, where she often visits. She is a huge football fan, and will often visit her two oldest brothers at Sewanee for games. She is also a big fan of UT football alongside her husband. If she doesn't find herself in the bleachers at a game, she will be watching with family or friends. Her husband is also a big supporter of her business, and will often help her with listings by helping prepare properties for showings. Together, they are expecting their first child in December, and have some big changes coming in the next few months as well.

Being raised around a brokerage, you could say that Tevan was destined to be a REALTOR®. As she approaches her 3rd anniversary in the industry, it's clear she has a passion for helping people through the process of buying, selling, and investing. She is driven by the quote, "Be obsessed or be average." She is hyper-focused on each deal and each client, guaranteeing the best possible experience no matter the circumstances. She says, "I try to be personal in everything I do," and it shows in her track record as her client list expands. With three years of experience and big plans for the future, you can expect to see some exciting developments in the coming months.

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▶ community spotlight

Why Signal Sells

DRIVING EXCELLENCE IN
EDUCATION ON SIGNAL MOUNTAIN



Signal Mountain, a picturesque community nestled atop the Cumberland Plateau, is known for its serene beauty, friendly atmosphere, and, most importantly, its exceptional public schools. Among the key figures ensuring the continued success of these schools is Hilarie Robison, the Executive Director of the Mountain Education Foundation (MEF). Robison plays a crucial role in raising funds for MEF, which provides vital support to Signal Mountain's three public schools: Signal Mountain Elementary, Thrasher Elementary, and Signal Mountain Middle/High School.

Signal Mountain is a unique community with two elementary schools that feed into a combined middle and high school, all part of the Hamilton County School District in Chattanooga. These schools are geographically isolated on Signal Mountain, fostering a tight-knit community, which is a key reason why families choose to move there. With approximately 2,800 students enrolled, the schools on Signal Mountain are part of the same school system as Chattanooga but differ significantly due to the extra resources and support they receive from MEF.

Hilarie Robison emphasizes the distinctiveness of Signal Mountain's public schools. They maintain their connection with the Hamilton County School District, but the community rallies behind them, providing additional resources through tax-deductible donations. Robison's primary responsibility as the Executive Director of MEF is to raise funds, which are then channeled into the three schools. The foundation injects approximately half a million dollars each year into these institutions, going above and beyond the public funding. This substantial financial boost allows the schools to enhance teacher salaries, invest in technology, support professional development, and provide student activities. Crucially, the schools identify their specific needs, and MEF strives to fulfill those requirements. This collaborative approach, with families, teachers, and principals working together, highlights the unique sense of community on Signal Mountain.

The Mountain Education Foundation has a rich history dating back to 1991, with a pivotal moment occurring when the county decided to cut art programs in the schools. Concerned parents on Signal Mountain took action and began raising funds to support the art programs themselves. As time went on, the community's dedication expanded to include the construction of a high school on the mountain. Prior to this, students had to travel off the mountain to attend high school after ninth grade. Fueled by their determination and commitment, the Signal Mountain community lobbied for the construction of a high school and raised several million dollars through their Founders Fund. This financial support allowed the county to contribute the rest of the necessary funds, and in 2008, Signal Mountain Middle/High School opened its doors. This significant milestone led to the merger of the Founders Fund with the Mountain Education Foundation, which now serves K-5 public school students on Signal Mountain.

Hilarie Robison and her family relocated to Tennessee from Las Vegas, feeling a calling to be a part of the community on Signal Mountain. She accepted the role of Executive Director of MEF, bringing with her years of experience as the Executive Director of the Nevada Public Education Foundation. Under her leadership, MEF went through a transformative period, changing its approach from providing funds before raising them to ensure long-term sustainability. Robison challenged the board to make this shift, understanding that they had made commitments without securing the necessary funds. The board faced two choices: to stop funding for a year and focus on fundraising, or raise two years' worth of funds in one year. With the community's support and an ambitious "Million Dollar Year" campaign launched in honor of the 10th anniversary of Signal Mountain Middle/High School, MEF achieved remarkable success. While not reaching the million-dollar goal, they raised \$770,000, nearly double their previous fundraising efforts. This accomplishment allowed MEF to become fully forward-funded for the fiscal year, a pivotal moment that ensured their stability during the challenges brought by the COVID-19 pandemic.

BY PARTNERING WITH THE
 FOUNDATION, REALTORS®
 CAN GAIN A DEEPER
 UNDERSTANDING OF THE
 FACTORS DRIVING PROPERTY
 VALUES ON SIGNAL MOUNTAIN
 AND HOW MEF PLAYS A
 PIVOTAL ROLE IN SHAPING THE
 COMMUNITY'S FUTURE.



Robison's narrative is one of faith and perseverance, illustrating the importance of community involvement and support. Her journey to Signal Mountain and her role in enhancing the local education system reveals how crucial MEF's work is to the community's growth and prosperity.

Impact on Property Values

Signal Mountain is known for its thriving real estate market, with properties consistently holding their value even during market downturns. Homes on Signal Mountain tend to be more expensive than those in the broader Chattanooga area. This increase in property values can be attributed to the exceptional quality of public education, which is supported by the Mountain Education Foundation. While the Signal Mountain community primarily benefits from the strong public schools, everyone on the mountain, regardless of their direct involvement with the schools, benefits from the appreciation in property values. This phenomenon is a testament to the positive impact MEF has on the entire community.

Educating REALTORS® about MEF and its role in the local education system is vital, especially for those who may not be as familiar with the foundation's work. While many REALTORS® are aware of Signal Mountain's reputation for great schools, there is often limited knowledge about why these schools excel and how MEF contributes to their success. By partnering with the foundation, REALTORS® can gain a deeper understanding of the factors driving property values on Signal Mountain and how MEF plays a pivotal role in shaping the community's future.

So why does Signal Mountain continue to be a hotspot for buyers in our area? Thanks to the Mountain Education Foundation, there is a continuous effort to invest in the future of the community and its students, ensuring a bright and prosperous future for all who call Signal Mountain home.

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▶▶ power couple

By Anders Clarke
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MICAH & TATIANA HALL

*A Legacy of
Love & Success*

Micah and Tatiana have an extraordinary path to their current career. They met abroad in 2008 after Micah went with his friend to Nicaragua during college. While on his trip, he met Tatiana, his friend's sister. They connected in the future and started a long process that ended in immigration and marriage. Through several job changes, moves, and plenty of hurdles, they found themselves working as a top real estate team in 2022 despite the challenges and building a great life together.

Micah was born and raised in Chattanooga in St. Elmo. He attended CCS and went to Covenant College where he studied Community Development. Tatiana was born and raised in Nicaragua where she studied architecture. Both of her parents were Nicaraguan economists who had studied and graduated from a university in Ukraine. When Micah and Tatiana met in 2008, they became friends, stayed in touch over the years and ended up in a long-distance relationship over Skype in 2013. They were engaged in March and married in June of 2014.

After awhile, Tatiana decided the real estate industry was her next move. She joined the Edrington Team in late 2018 as an agent where she worked full-time until early 2022. She did her first deal in November, and after a couple of months, started doing five deals a month on average several months later. She took over as the

marketing director for the Edrington Team and J Douglas Properties in 2020. At the end of 2020, Micah also started on the Edrington team, after seeing how much Tatiana enjoyed and thrived working as a REALTOR®. A year later, they decided to move out on their own, joining eXp Realty in 2022 where they did 38 transactions and only lost one, even during a big rate hike and a challenging market. This started the partnership that defines The Hall Collective and the beginnings of an incredible brand and legacy in real estate.

One of the strengths that Micah and Tatiana have is their shared journey to success. When they were first married, Micah worked as a carpenter doing contract work. Tatiana couldn't work at first while immigration was being finalized, but she had a knack for creative endeavors. They shared the early struggle with grace and compassion as

they waited for the process to move along. When she finally got approved to start work, Tatiana started with UNUM before pursuing her interest in real estate and working for a property management company. They bought their first house a few months after Tatiana started at UNUM. They fixed it up, resold it two years later, and set their sights on a property on historic Main Street while Micah was doing wholesaling. They spent several years doing renovations on investment properties as they improved their skills and gained experience.

Some of the biggest benefits the powerful duo offers their clients are their personal experience and their passion. Having come from nothing together and built a thriving real estate business through investing themselves, they have plenty of first-hand experience to share with first-time buyers and investors on how and why it can work. There are always plenty of hurdles in

any real estate transaction, but having a guide through the chaos can make all the difference. They pride themselves on giving sound, informed advice to each and every client and guiding them towards a great experience.

Along with their experiences, the Hall's share a passion for the industry and the people they serve. Tatiana studied architecture in school and Micah has a talent for numbers and past experience in contracting. Combining their skills, they cover all the bases for each client allowing them to provide a well-rounded positive experience.

for the long haul," they state. Tatiana has a knack for design, photography and videography, and Micah has a talent for numbers and past experience in contracting. Combining their skills, they cover all the bases for each client allowing them to provide a well-rounded positive experience.

One of the driving forces behind the duo's passion is the hopeful optimism they exude. They often tell clients, "If you don't ask, the answer is always no". They have broken many barriers and flipped their own paths through the very same thinking, and they encourage

clients to ask as well. They have found their purpose in helping others find new ways to improve their lives, getting better with each interaction they walk away from. Micah and Tatiana are heavily focused on the opportunity in each situation, even when it seems stacked against them, and they move forward with grace and compassion. Driven by their faith as well, they try to extend that same comfort and loving embrace that they have felt in their lives. Their faith in God has been the unbreakable foundation on which they are building a life and legacy celebrating Him.



“WE’RE IN HERE FOR THE LONG HAUL.”



“IF YOU DON’T ASK, THE ANSWER IS ALWAYS NO.”

The Hall's are well on their way to becoming a household name with big plans for the future. As they look to expand their team and help more clients, they are committed to quality and driven by a desire to serve. Their goal to empower, teach, and guide others towards their goals and a better life is always number one. They are guided by their faith in God and work hard to show compassion and patience. They are also looking forward to growing their family with their first child due in March of next year.

As a team, Micah and Tatiana complement each other perfectly. Their unique talents and skills combine wonderfully to help them serve at a high level. Their commitment to each other carries over into their business and how they treat every client. "Being married and working together can mesh too much", they say, so they work hard to communicate well and make it fun. Marriage and business are alike in that you have to work daily on creating the experience you want. By working with The Hall Collective, you're blessed with a team of committed, passionate, and hard-working people.





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TRAVIS CLOSE

Travis Close, founder of Travis Close Homes at Real Estate Partners, is a Chattanooga native and calls Signal Mountain home. He has a Mass Communications degree from Middle Tennessee State University and enjoyed a successful career in television and radio advertising before transitioning to real estate in 2006. The direction of Travis's sales career changed following his home purchase in the competitive 2005 real estate market. He and his wife, Tina, had yet to have a memorable REALTOR® experience when Sue Gee helped them negotiate their third and largest home purchase that left them truly grateful for the services of their REALTOR® in a competitive market.

While Travis's entry into the real estate industry is a story you often hear, Travis is not what you think of when you think of a top-producing salesperson in any field. He's introverted and reserved. You're more likely to find him on his deck with a cigar than at a party or happy hour. It's unlikely you'll ever hear him boasting about his own success – though he'd have plenty to brag about. However, you will hear him advocating for the real estate industry and the value of homeownership anytime he gets the opportunity.

Travis has built his real estate career by creating a custom experience for each of his clients who are buyers, sellers, and developers. Travis and his team strive to provide the highest level of service to each of their clients. "Every client and each transaction are unique," says Travis. "My goal is to tailor the service we provide to the client and their specific needs." Recently, Travis was able to win in a multiple-offer situation while beating out cash offers to get a veteran into a home with a VA loan. "We are usually pretty quiet about our wins, but this one was pretty special."

cover story

By Emily Daniel



Photo by Creative Revolver

Working with buyers and sellers is the foundation of every real estate business. Travis will never tire of the feeling of accomplishment when you help a family find a home. He's also very active in new construction and development. He's been part of five developments from the ground up. "I think it is always exciting to work with a piece of raw land and turn it into a neighborhood that people are excited to live in," shares Travis.

Serving others is woven into the fabric of who Travis is as a person. He's served as the President of the Greater Chattanooga Association of REALTORS® in 2015 and as the President of Tennessee REALTORS® in 2022 in addition to many other volunteer positions at the local, state and national levels. "It's vital to give back to our industry," says Travis. "Additionally, some of my closest friends are people across the country I've met through volunteer leadership. It's always fun

“
 MY GOAL IS
 TO TAILOR THE
 SERVICE WE
 PROVIDE TO
 THE CLIENT &
 THEIR SPECIFIC
 NEEDS.”



Photo by
 Emily Lester
 Photography



Photo by POMKT

to get together with other top-producing REALTORS® and brainstorm ideas on best practices.”

Travis and Tina met in college and have been married for 24 years. They have two children and two chocolate labs. Their kids are Gavin, 20, who is currently serving in the Air Force and Ansley, 14, who is a freshman at Notre Dame High School. They are a close-knit family who loves to be together, whether it's traveling to a new country or staying in for a movie night. As a family, they also share a dedication

to the Boy Scouts. Gavin is an Eagle Scout and Ansley is less than six months from earning her Eagle Scout. Travis and Tina have volunteered their time to the Boy Scouts in various ways continually for the last 15 years. "When it's done well, scouting teaches great life skills and nurtures a depth of character in children that is truly profound," says Travis.

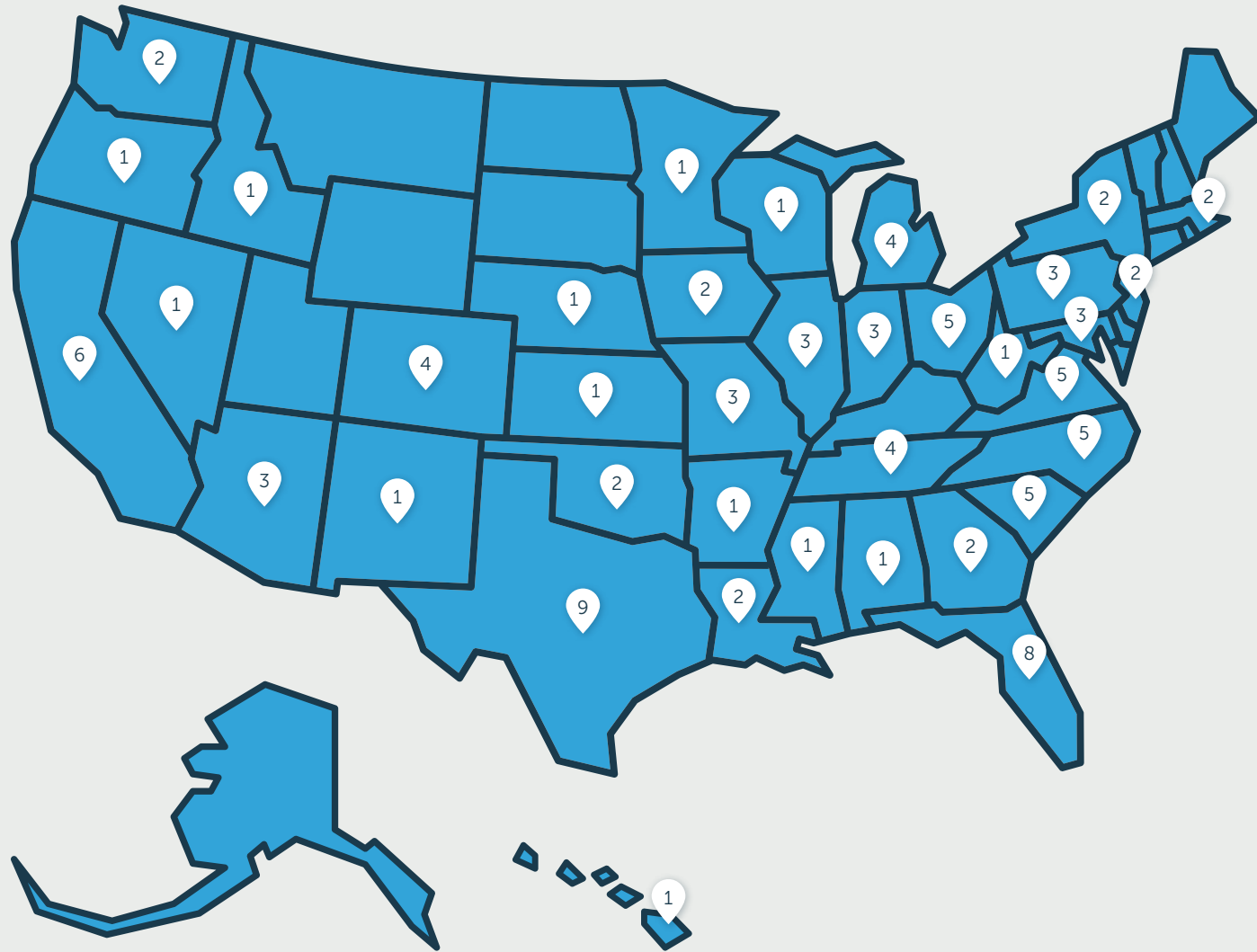
Travis Close is an impactful leader and top-producing REALTOR® and his dedication to the industry and professionalism is unrivaled.

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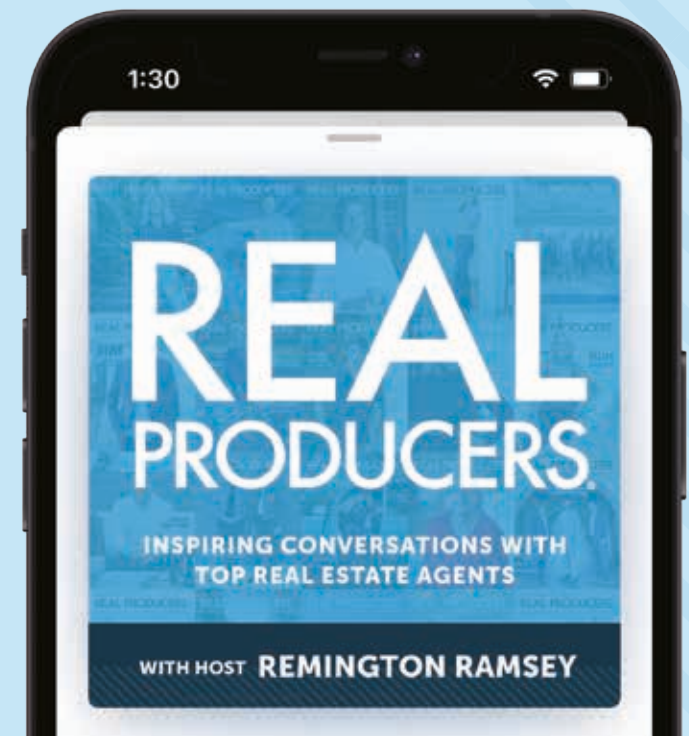
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