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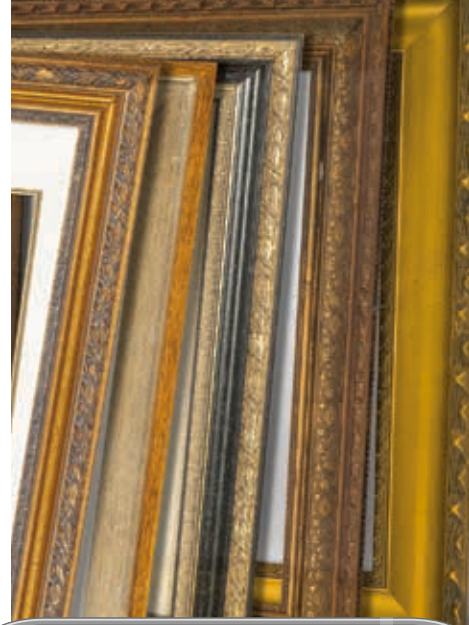
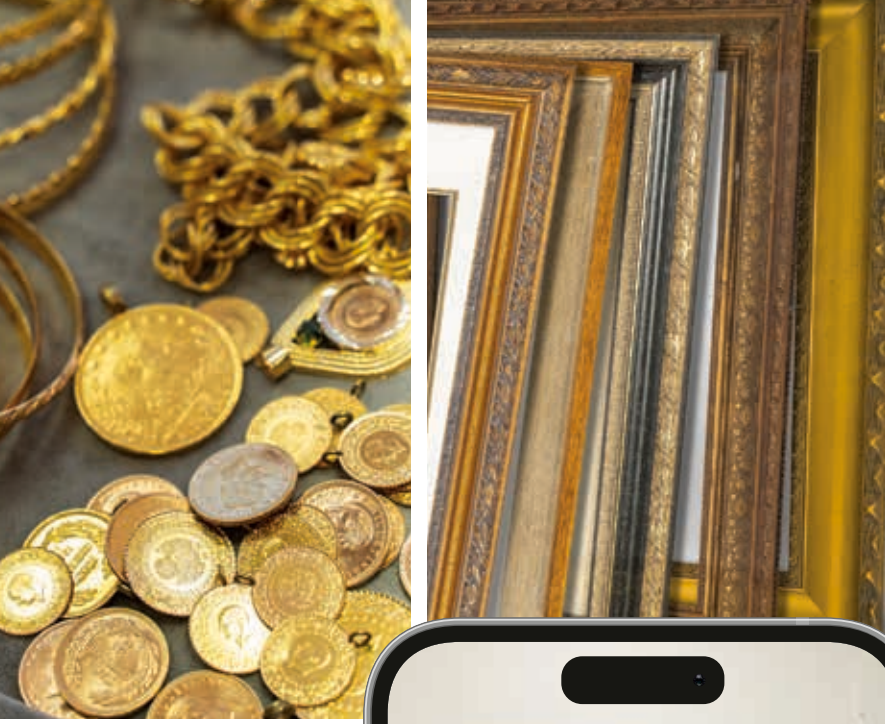
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# ➤ Carrie Beverly

EPIQUE REALTY

## *Rebuilding, One Relationship at a Time*

WRITTEN BY  
PHYLCIA  
BOVA AND  
PHOTOGRAPHY  
BY BETH WARREN

There are people who find real estate. And then there are people who are led to it. For Carrie Beverly, with Epique Realty, it was never part of the plan. In fact, it came after everything else fell apart.

facing serious health issues after a stroke. During that time, she worked multiple jobs just to stay afloat, often running on little sleep while trying to manage both her responsibilities and

her own struggles. There were moments where things felt as though they couldn't get any harder. But looking back, Carrie sees it differently now. "I think it

Before real estate, Carrie's life was firmly rooted in the medical field. She started as a surgical tech, became a registered nurse, and eventually moved into medical sales, managing a large territory and building a career that, on the outside, looked incredibly successful. But behind the scenes, it came at a cost. "I lived it, breathed it. I barely slept," she says. "The money drove me, but it wasn't the job anymore."

Then, in a moment she still describes as devastating, it was gone. She lost her job. Her marriage followed. The life she had built quickly unraveled, and what came next was a stretch of years she doesn't sugarcoat. "I lost everything. Everything about my life flipped upside down."

Carrie returned to North Carolina to care for her mother, who was



*"I lost everything, but it forced me to rebuild the life I was actually meant to live."*

was God telling me I was living life way too fast,” she says.

That season changed her. It humbled her, reshaped her priorities, and slowly, began rebuilding her. A relationship that started years earlier re-entered her life. That relationship would eventually become her husband, and with his support, Carrie made a decision that would alter everything again. She moved to Tennessee to start over. Not long after, she found herself searching for something new. Something that felt meaningful. “I needed something that aligned with who I was becoming,” she says. “Something that gave me purpose again.”

Real estate entered her life at exactly that moment. She took the classes, made the leap, and just as quickly, the world shut down. Carrie’s license arrived in early 2020, right as everything paused. It was not an easy start. Between navigating a new industry, shifting brokerages, and going months without a paycheck, the early days tested her in ways she didn’t expect. “It took me six months to get my first deal,” she says. “I had never gone that long without income before.”

*“My mom sacrificed everything for us. Now it’s my turn to be there for her.”*



location: privately owned Savage Gardens in Fountain City

But quitting was not an option. Carrie leaned into what had always come naturally to her: people. Not sales. Not scripts. Just people. “I am a true people person. I just want to help,” she says. That mindset became the foundation of her business. She built trust by being honest, sometimes brutally honest, with her clients. Walking into homes, she does not point out what is beautiful. Clients already see that. Instead, she focuses on what they might miss.

“I’m going to tell you if something is wrong,” she says. “I have to be able to sleep at night.”

That level of transparency has become her edge. It is also the reason her business has grown the way it has. In a relatively short time, Carrie has built a referral-based business,

something that means even more to her given that she is not originally from the area. “Last year and this year have been almost all referrals,” she says. “That means everything to me.”

She understands relocation clients on a different level because she has lived it. She knows what it feels like to start over in a place where nothing is familiar, and she brings that empathy into every transaction. At the same time, she has had to learn balance. Carrie knows firsthand what it looks like to lose yourself in work, and she is intentional about not repeating that pattern.

“I can get obsessive about work,” she admits. “I’ve had to learn when to stop.”

That awareness has shaped not only her business, but her

life. Today, she finds joy in simple things. Traveling with her husband, spending time outdoors, and making frequent trips back to North Carolina to care for her mother, who remains one of her biggest priorities. “My mom sacrificed everything for us. Now it’s my turn to be there for her.”

In many ways, real estate gave Carrie more than a career. It gave her a way back to herself.

“I say it all the time. Real estate made me feel alive again.” Today, she leads with honesty, empathy, and a deep understanding of what people are really going through, not just in a transaction, but in life. Her journey has taken her through success, loss, rebuilding, and ultimately, purpose. And now, she is exactly where she is meant to be. ▣

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# Trevor Vickery

BUILT TO EXECUTE.  
WIRED TO WIN.

WRITTEN BY PHYLCIA BOVA AND  
PHOTOGRAPHY BY AMY SULLIVAN

*Some people ease into business. Trevor Vickery attacked it. Before launching Premier Home Inspection, Trevor spent five years in the 75th Ranger Regiment, an environment where discipline, structure, and precision were not optional. They were expected. That mindset did not stay behind when he transitioned out of the military. It became the foundation of everything he built next.*

After leaving the service, Trevor found himself at a crossroads, unsure of what direction to take. College felt like the logical next step, so he packed up, moved to Tennessee, and enrolled at the University of Tennessee to study business. What started as class projects quickly turned into something more. "I was building a home inspection business on paper the entire time," he laughs. At first, it was not meant to be serious. The plan was simple. Start small. Work part-time. See what happens. Instead, it grew. Quickly.

What began as a weekend idea turned into a full-time business, and then something even bigger. Today, Premier Home Inspection is a growing operation with a clear vision, strong systems, and a reputation built on consistency and communication. That growth is no accident. It comes directly from the way Trevor approaches the work. "I've always been told execute, execute, execute," he says.

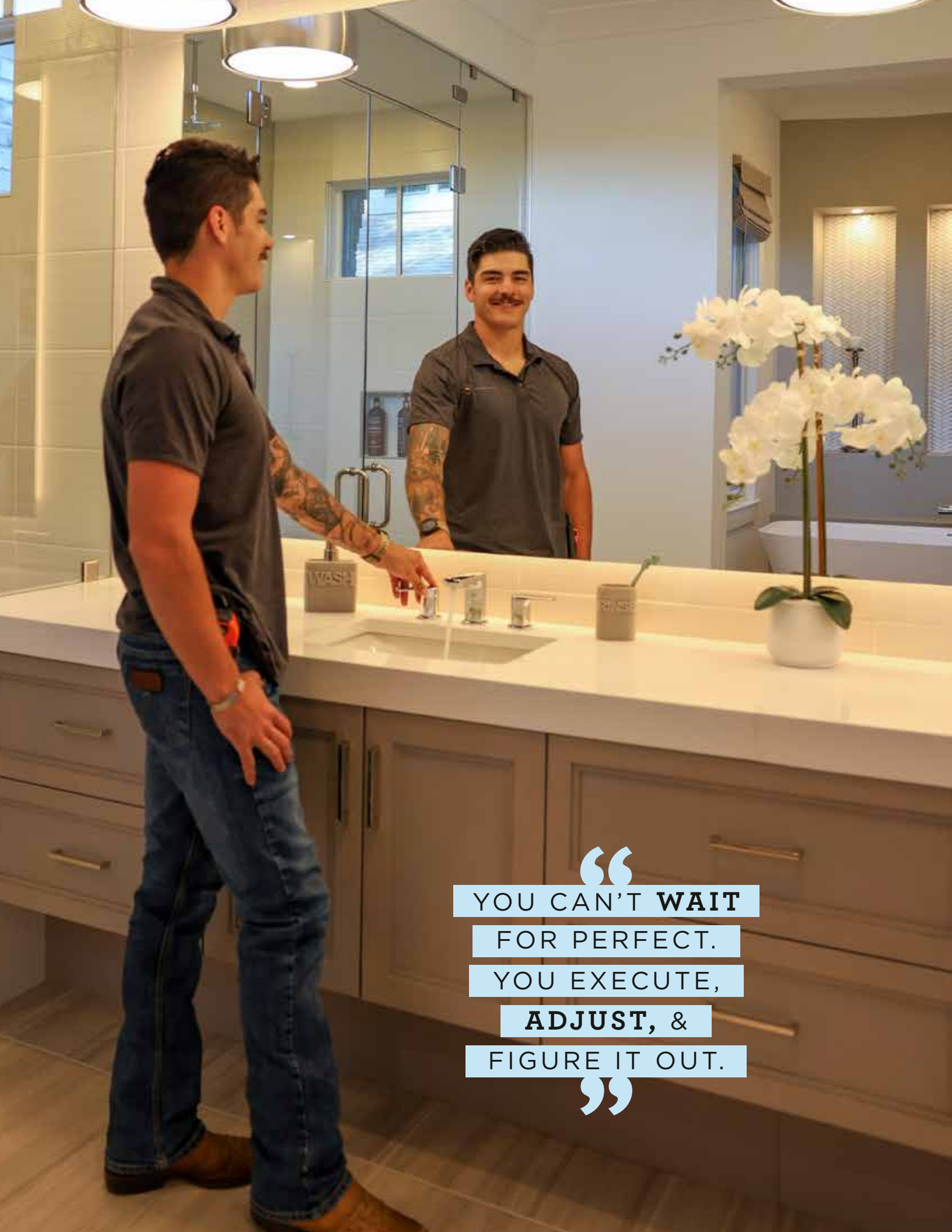
For Trevor, that lesson took time to understand fully. Like many business owners, he initially believed things had to be perfect before moving forward. But experience taught him otherwise.

"You can spend months trying to make something perfect, and it still won't go the way you planned," he explains. "So now we just roll it out and figure it out as we go."

That mentality has shaped how he runs his company today. It is not about waiting. It is about action, adjustment, and constant improvement. At the same time, Trevor is clear on what truly sets his business apart. In an industry where many companies claim to be "thorough," he sees that as the baseline, not the differentiator. "That's the bare minimum," he says. "If you're not thorough, there's a problem."

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YOU CAN'T WAIT  
FOR PERFECT.  
YOU EXECUTE,  
ADJUST, &  
FIGURE IT OUT.”

Where Premier Home Inspection stands out is in communication and managing expectations. Trevor and his team focus heavily on educating clients, breaking down complex issues into clear, understandable conversations, and guiding both buyers and agents through the process in a way that removes uncertainty. “We’re really big on helping people understand what they’re actually looking at,” he says. That approach has resonated with agents across East Tennessee. Instead of creating confusion or unnecessary alarm, Trevor works to bring clarity and solutions to every situation.

In fact, his company operates under one simple principle. “Be the solution,” Trevor states.

That mindset carries through every interaction. Whether it is helping a

client understand a report or working alongside agents to navigate challenges in a transaction, Trevor focuses on solving problems, not just identifying them. “The best deals are the ones where everyone works together to fix the problem,” he explains. It is a philosophy that has helped him build strong relationships quickly, something that is critical for anyone rising in the industry.

Behind the business, there is also a strong personal foundation. Trevor credits much of his growth to his wife, who pushed him to fully commit when he was hesitant to go all in.

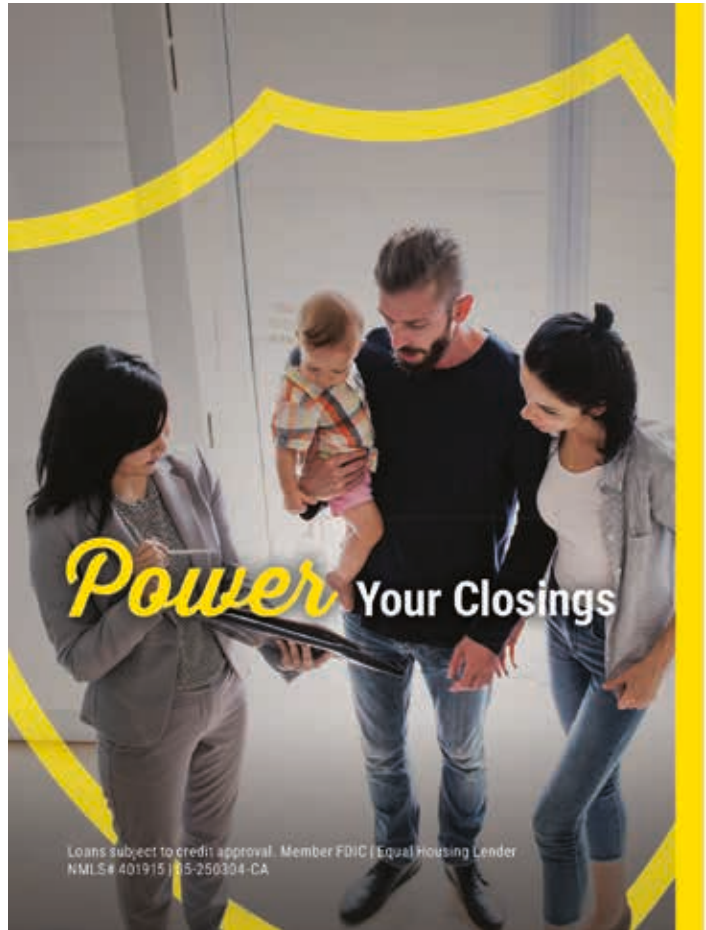
“She told me, you’re doing this. You don’t have a choice,” he says with a smile.

That push made the difference. Now, just a few years in, Trevor is not just building a business. He is building

something scalable. Something structured. Something that lasts. Looking ahead, his vision is clear. He plans to grow Premier Home Inspection into one of the leading companies in East Tennessee, with multiple inspectors, strong systems in place, and a business that runs efficiently at scale.

“I’d love to have four or five inspectors and be running things from the back end,” he says.

It is a goal that feels well within reach, given the pace he is moving and the foundation he has already built. For Trevor, success is not about luck. It is about execution, discipline, and doing the work even when no one is watching. The same mindset that once defined his military career is now driving his business forward. And he is just getting started. ▀



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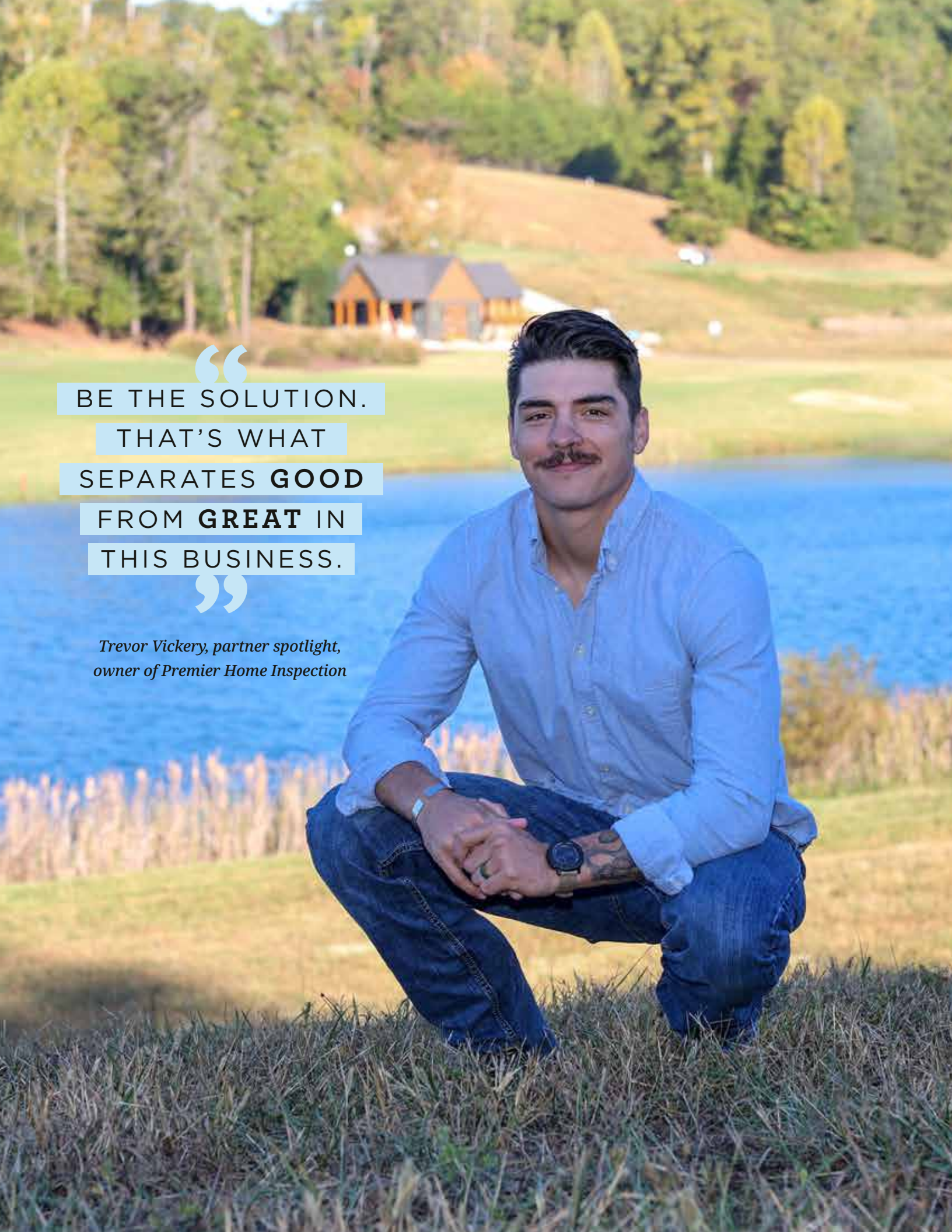
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*Trevor Vickery, partner spotlight,  
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# Lee Anne JOHNSON

UNITED REAL ESTATE SOLUTIONS

location: privately owned Savage Gardens in Fountain City



## Built on Faith, Fueled by People

WRITTEN BY PHYLCIA BOVA AND PHOTOGRAPHY BY BETH WARREN

There is something refreshing about someone who never planned the path they ended up loving and still found a way to thrive in it. For Lee Anne Johnson, with United Real Estate Solutions, real estate was not part of a lifelong vision. In fact, it was something she resisted at first. Today, it is clear she stepped exactly where she was meant to.

Lee Anne's story begins far from contracts and closings. Born and raised in Kentucky, she followed a calling rooted in helping others, earning her degree in physical therapy and dedicating her early career to pediatric care. Working with children from birth to age three, she focused on developmental needs, a role that

required patience, empathy, and a deep sense of purpose. That experience shaped the way she connects with people today, meeting clients where they are and guiding them with both care and understanding.

That same heart for people would later become the foundation of her real estate career.

After years in pediatric physical therapy, life shifted as Lee Anne embraced motherhood. Raising three boys, she made the decision to homeschool, a commitment she carried through nearly their entire education. Along the way, she taught in homeschool co-ops and worked teaching English as a second language online. Those years

sharpened her ability to communicate, adapt, and lead, skills that now show up in every client interaction.

"I loved the freedom," she shares. "The ability to build relationships with my kids and be present. It meant everything."

At the time, real estate was not even on her radar. But sometimes the right opportunities come through the people who know us best. Lee Anne's sister, a seasoned real estate professional, saw something in her. While launching a brokerage in Knoxville, she encouraged Lee Anne to consider getting her license.

At first, the answer was no. "I had every excuse," Lee Anne laughs. "I told



“  
I have learned  
how to roll with  
things. And in  
this business, that  
is a strength.”

her I was not organized enough, I did not have time, and I did not want the responsibility.” But week after week, her sister showed up, planting the seed. Eventually, Lee Anne agreed to look into it. What started as hesitation quickly turned into curiosity, and then into a clear sense of direction.

That one decision changed everything.

Lee Anne earned her license in 2018 and began slowly while still homeschooling. With strong mentorship, she built a solid foundation learning contracts, systems, and transactions. She leaned into the process, asking questions, observing, and steadily building confidence with each deal.

Then came 2020. As the market shifted, Lee Anne stepped into real estate full-time. While many agents struggled, she

was prepared and ready to grow. “The timing could not have been better,” she says. “I had enough experience to feel confident, but I was still learning.”

Today, Lee Anne’s business is built on relationships. Her first clients were people she already knew, and from there, referrals and repeat clients became the backbone of her success. She approaches every transaction with the mindset that it is more than a deal. It is a major life moment for the people involved. “I

think people just want someone they trust,” she explains. “They want to know you will do the right thing.”

While she admits she is not naturally a systems person, Lee Anne has leaned into growth by implementing processes, joining coaching programs, and building support around her. With the help of a transaction coordinator and new systems, she has found ways to stay organized without losing her flexibility.

“I have learned how to roll with things,” she says. “And in this business, that is a strength.”

In 2023 alone, Lee Anne closed 41 homes, a testament to both her work ethic and the trust she has built. Outside of real estate, her world revolves around family. With three grown sons and a new grandbaby, she embraces every opportunity to be present. “If my kids ask me to do something, the answer is always yes,” she says. “I do not even need to know what it is.”

She has also found joy in unexpected places, like weekly square-dancing lessons, something she describes as a surprising source of fun and connection. It is one more example of

how she embraces new experiences and continues to grow in every season of life.

Looking ahead, Lee Anne plans to continue growing while deepening the relationships she values most. She is focused on becoming better each year, both in business and in life, while staying grounded in what matters most. “I genuinely love what I do,” she says. “Every day is different, and it never gets old.”

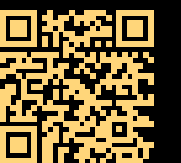


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“

If my kids ask me to do something, the answer is always yes. I do not even need to know what it is.”

Lee Anne Johnson

United Real Estate Solutions

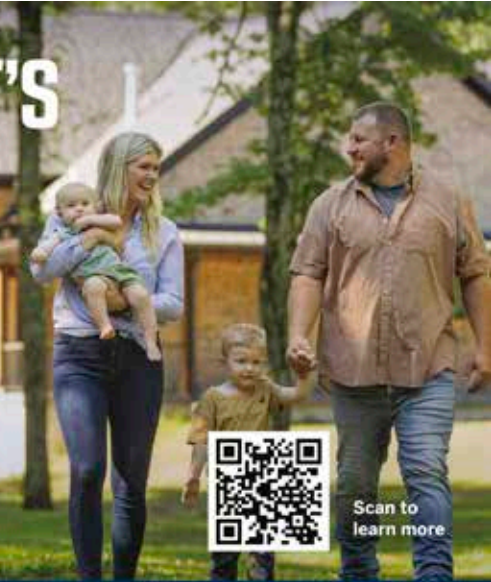


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