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Agent Spotlight
HEATHER NICELY

Partner Spotlight
REALTRACS

Beyond the Closing
LISI CHAVARRI

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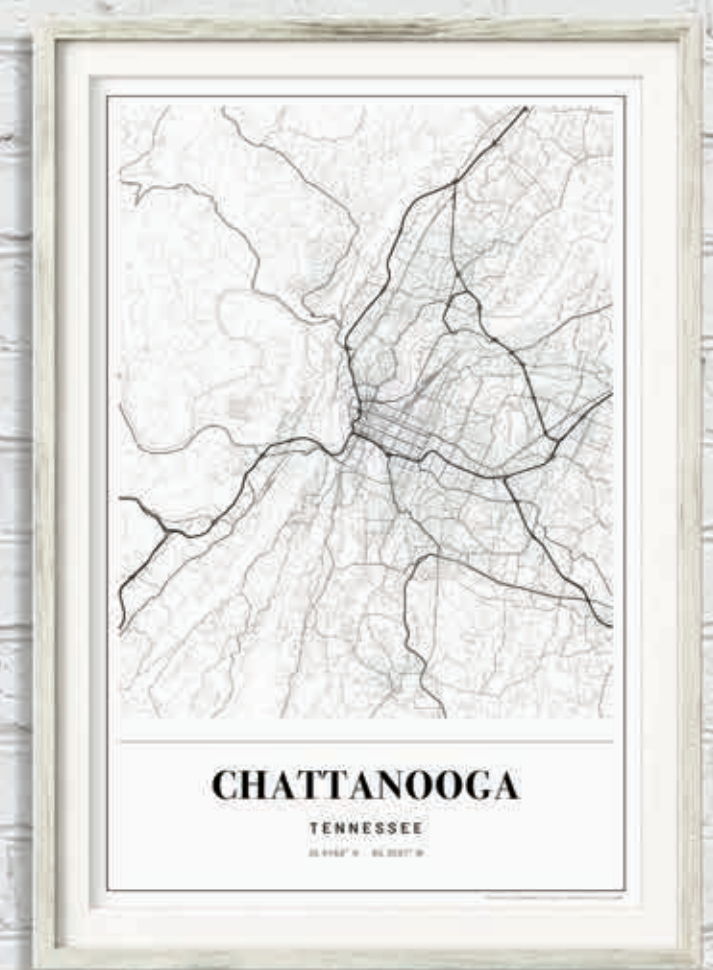
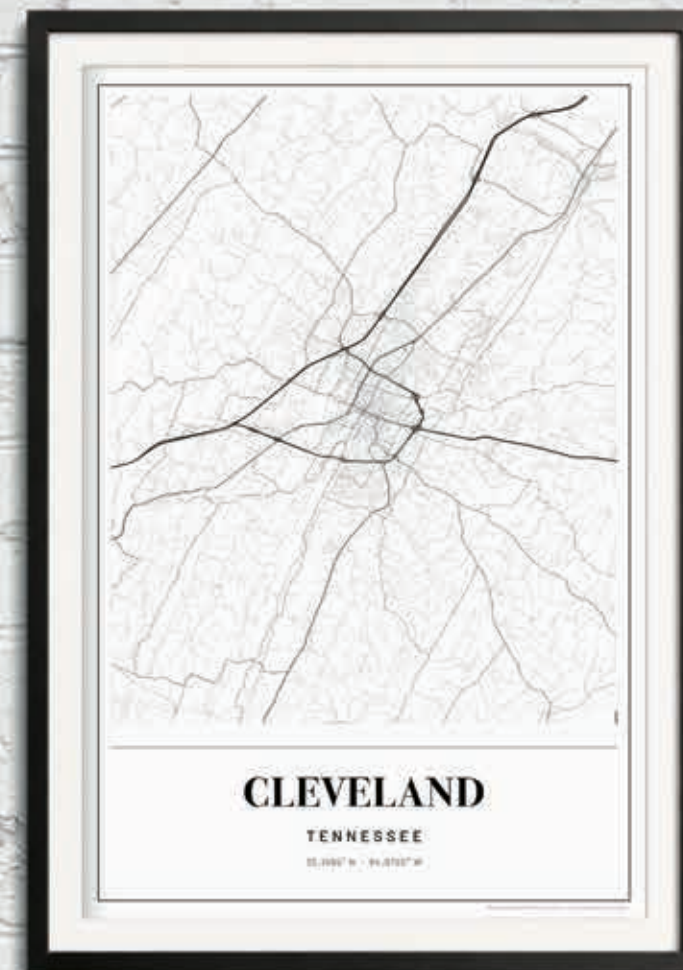
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PROFILES



20 Realtracs



Heather Nicely



Lisi Chavarri

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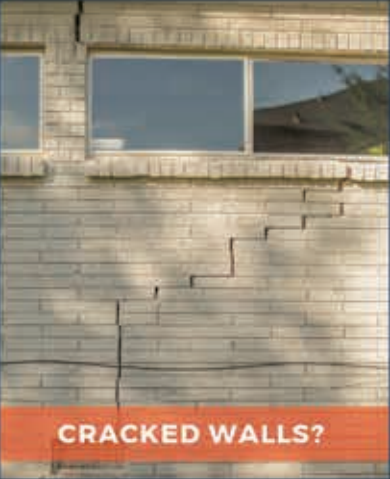
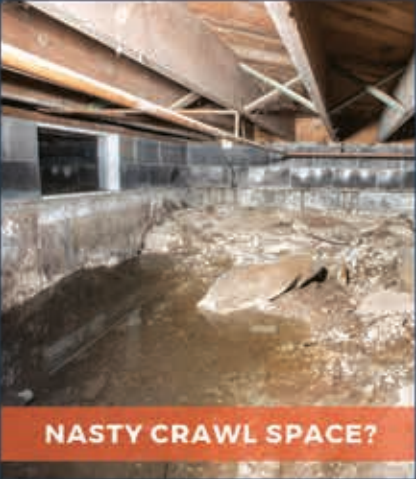
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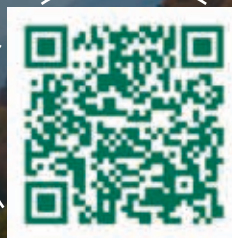
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Who's in the Room?

Recently, I was spending time with a REALTOR® who shared something about Real Producers that has stuck with me.

She said, “I love coming to a Real Producers event because it really boils down to **who's in the room.**”

She explained that when she looks around and sees a room filled with top-producing agents, the conversation is different. It's elevated. These are like-minded professionals who understand what it takes to build a successful real estate business. Instead of simply exchanging business cards, they're sharing ideas, learning from one another, and looking for ways to collaborate.

Then she said something that captured the other side of the Real Producers community.

“I also love that your partners aren't in the room begging for my business. They're actually taking the time to build relationships and get to know me. And I know your partners are recommended by top agents, so I appreciate that they're already vetted.”

I loved hearing that because, in a few sentences, she described exactly what we hope happens when we bring this community together.

Our Preferred Partners make Real Producers possible. But their role here is about much more than appearing in the pages of a magazine.

It's about being in the room.

There's something powerful that happens when you repeatedly bring good people together.

A lender and an agent have a conversation that has nothing to do with a loan. An inspector gets to know a



REALTOR® before there's ever a house to inspect. A title professional and an agent discover they share the same philosophy about taking care of clients.

No pitch. No transaction. Just a conversation.

Then, somewhere down the road, a need arises.

Instead of searching for a company, **you remember a person.**

You remember the conversation. You remember how they carried themselves. You remember that other successful agents have recommended them. There's already a foundation of familiarity—and an opportunity for trust to grow.

That's where the Real Producers model comes to life.

We create the introduction. Our REALTORS® and partners create the relationship. Great experiences build the trust.

And the best relationships work both ways.

Our partners have clients, friends, families, and networks of their own. As they get to know the REALTORS® in this community, they discover great professionals they can confidently refer, too.

One introduction can lead to a relationship. One relationship can lead

to an opportunity. And over time, those opportunities create a community of people who know one another, support one another, refer one another, and ultimately serve their clients better.

That's not networking for the sake of networking.

That's community working the way it should.

So the next time you come to a Real Producers event, take a moment and look around.

Meet an agent you don't know. Introduce yourself to one of our partners. Have a conversation without worrying about where it might lead.

Build the relationship before you need the relationship.

Because in the end, what makes Real Producers special isn't simply the magazine or the events.

It really does boil down to **who's in the room.**



Jeff White
Owner/Publisher



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HEATHER NICELY



WHERE
NATURE
MEETS
HOME

BY ANDERS CLARKE
PHOTOS BY SETH
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B PHOTOGRAPHY

Heather has always had a penchant for art, nature and natural beauty. Growing up in Memphis, she would spend as much time outside as she could. She briefly attended college for architecture and art before leaving school, moving to Mentone, Alabama, and starting a business.

Combining a love for nature, art and her knack for sales, Heather's first business in Mentone was growing succulent and cactus gardens and bonsai. She started by selling them at local craft shows, eventually growing into a 10,000 sq ft greenhouse to support several mall kiosks. Her next business was landscape and waterfall installation, helping people create something beautiful out of their property. Later on, she had an art gallery and a garden center as well.

Her first shift came after having her two children. She wanted to stay close to raise them, so she shifted her focus and opted to do home and garden care for local homeowners, handing off the businesses to trusted partners. She did anything from housekeeping to painting and even threw a party. Once her children were a bit older, she felt ready to take the next step.

During her time in Mentone, she had developed lots of relationships and had gained a great understanding of the region. People would often come to her with questions about real estate in the area. She had loved houses and land since her childhood days on family farms, so she decided that real estate was her next endeavor. It wasn't a choice she was all that excited about, but it seemed to be the best fit for her goals. She got



licensed in 2011, joining Century 21 Bellora in 2014.

After diving into the industry, she quickly adapted to its demands. One of her biggest advantages was her network. Years of building strong relationships had given her a robust sphere to work with. On top of that, she was passionate about helping people first, knowing the money would follow. Despite her initial withholdings, she soon realized real estate was a much better fit than she expected.

"It was kind of a natural progression to move into real estate, and it has been a really good fit for me," she admits.

One of her favorite aspects of real estate is matching the right people to the right home. She works hard to truly understand what every client needs. Thanks to a lifetime of sales, she has become adept at reading people and interpreting or read between the lines. Putting those skills to use has helped her find the right fit for many discerning buyers.



As someone who loves and respects nature, she is always thrilled to connect people to a piece of land they will cherish. She often finds herself educating her buyers about the flora and fauna of the area, sharing her passion and the knowledge she has developed over a lifetime.

Appreciation for the natural world and its artistic beauty has led Heather on an enjoyable journey in life. "I always loved nature," she says, "It was where I found peace and inspiration." She avoids office time whenever she can, opting instead for a location with fresh air. Every single business she has been involved in has been related to art and nature, from gardening to landscaping. Real estate offers

that same opportunity, combining several things she loves in life.

Heather's love for nature doesn't stop at morning hikes and birdwatching. She has spent the better part of her life advocating for maintaining the natural beauty of the area, especially around Lookout Mountain where she moved almost 50 years ago. It holds a special place in her heart, and she is constantly involved in conservation of some kind.

As an advocate for conservation, she also volunteered on many different projects. "I worked in conservation for a long time," she explains. One of the concerns she addressed was water pollution issues near Little River. She assisted in hiring and training water testers and helped to curb pollution to improve the community. Her efforts have had a lasting impact on the area. She has been involved in a multitude of efforts over the years, putting plans into action for positive change.

While most see a messy yard as an eyesore, Heather appreciates the beauty of her environment. "I don't see it as messy, but as natural. I wish others could see it that way," she says. While nature looks like chaos to most, especially those who might be moving from more urban areas, Heather encourages a different perspective. "There's so much value in everything that grows outside," she states.

One of her most recent projects has combined two of the things she loves. Along with her husband of 40 years, they have built The Branch Treesort with 3 luxury treehouses nearby that she has opened for rentals. It combines her love of nature and houses with her husband's skill for construction. Having worked together for

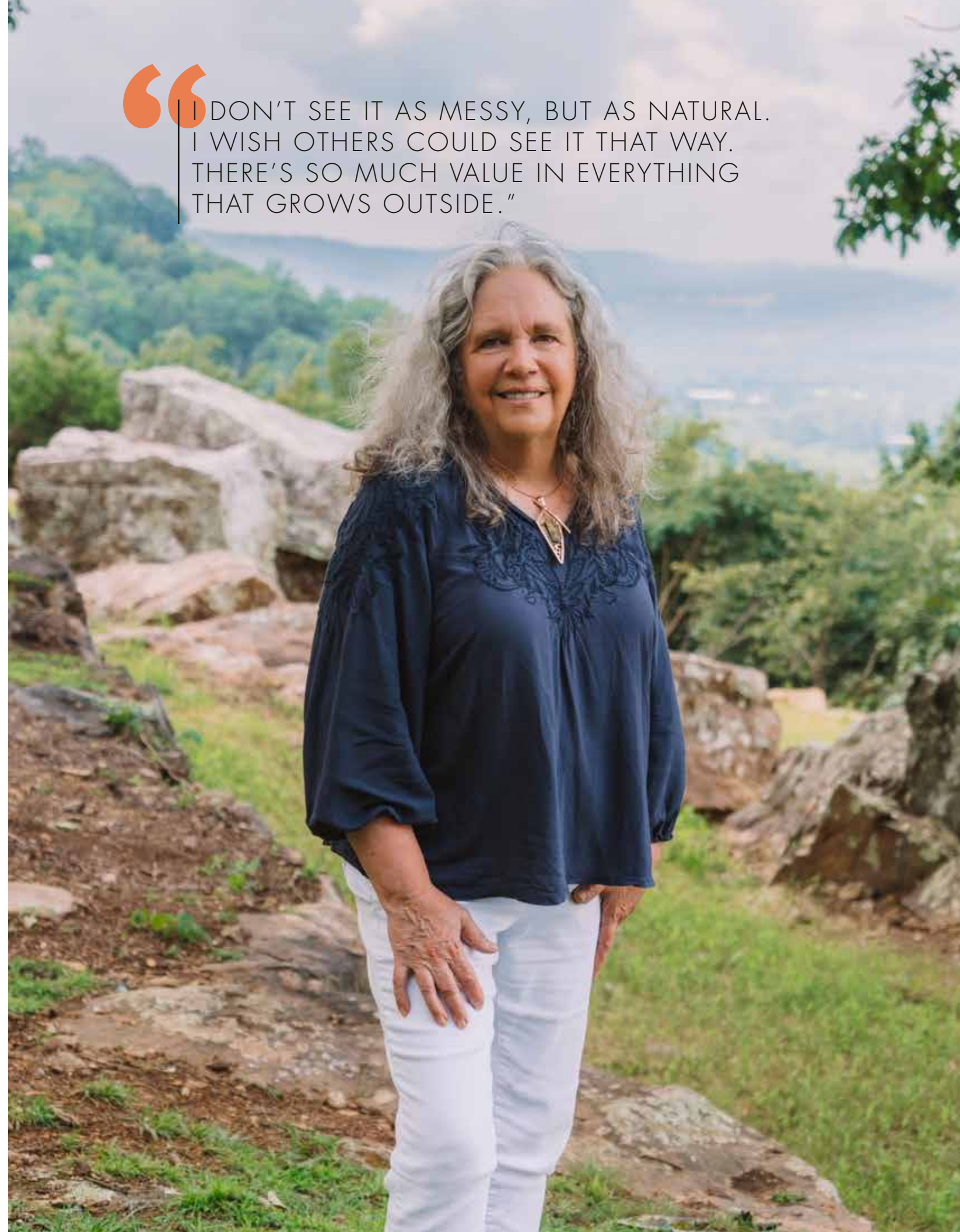
30 years in several businesses, they love the opportunity to tackle projects together.

Outside of her daily tasks as a real estate agent, you can probably guess where you might find Heather. She loves to garden and travel, often with her husband or children, Orion and Sierra. Although they both live elsewhere, they stay in touch. She is also a lifelong artist, working with everything from paint, prints, sculpture, metal and mosaics to sketches, always with a natural theme. She has also served on the Arts Council Board for many years.

When Heather moved to Mentone in 1979 to get back to nature, it was harder than she expected to build a home, a business & a life from scratch. She did a long stint of hard work, earning each completed project with sweat & determination. Looking back, she wouldn't trade the adventure for anything. Real estate has opened up a new avenue to serve and conserve her community, and she isn't one to sit idly by. Thus far, she has lived a life she has loved with people she cherishes, and she's still got plenty more to do. ❖



“I DON'T SEE IT AS MESSY, BUT AS NATURAL. I WISH OTHERS COULD SEE IT THAT WAY. THERE'S SO MUCH VALUE IN EVERYTHING THAT GROWS OUTSIDE.”



How does Chattanooga Real Producers work?

Connecting. Elevating. Inspiring.

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

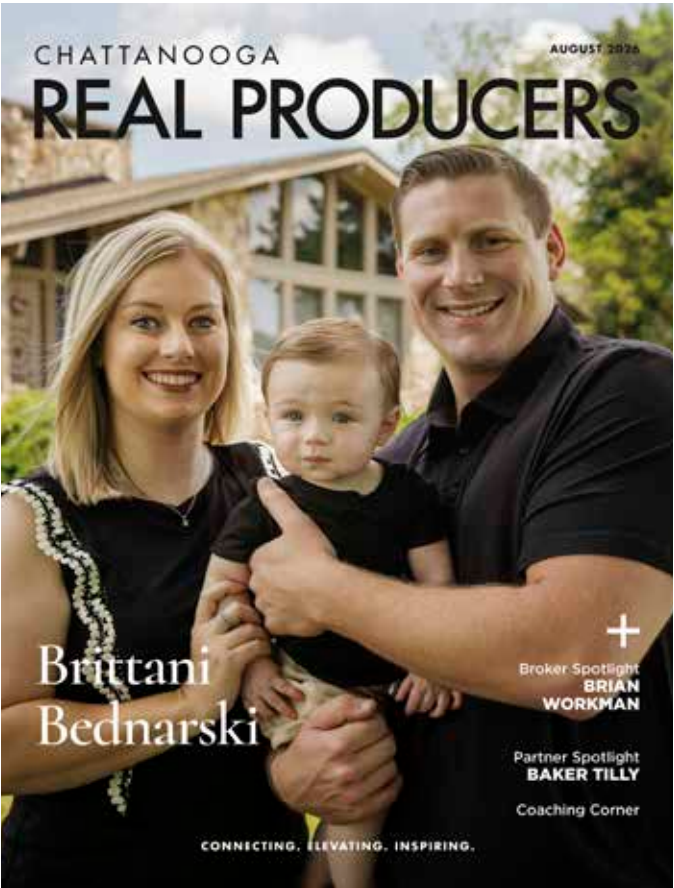
The Heartbeat: We seek to elevate the culture of our local real estate community by **INSPIRING** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more trusted relationships, and more repeat business for everyone involved.

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.

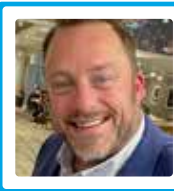
Networking Events: Along with the monthly publication, we host various social networking events where top agents, along with our top preferred partners, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Chattanooga community. We communicate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



Nominate Your Favorite Agent: We are always accepting nominations for feature stories! If you know a colleague who is absolutely on fire and deserving of celebration, we would love to feature them in an upcoming edition of *Chattanooga Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Making a Difference, REALTOR® on Fire, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!



Recommend Your Favorite Vendor: What makes our preferred partners different than any other “vendors list” is that we only partner with businesses that have been vetted and recommended by top agents. In other words, our preferred partners are trusted businesses that can be considered the best in their particular industry. Don’t see your favorite on our list? We would love your recommendations! Scan this QR code and recommend your favorite affiliate business and be sure to state what you love about them! We look forward to receiving your recommendations!



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MORE THAN AN MLS

Imagine building your real estate business from a book that was already aging the moment it was printed.

That was the reality in 1996. Brokers and agents relied heavily on printed MLS books, essentially telephone books filled with property listings, to guide their businesses. The internet was still in its infancy, smartphones were years away, and much of the technology now taken for granted in real estate was barely imaginable.

But Stuart White saw what might be possible.

As Realtracs' first employee, Stuart recognized the potential of the internet to fundamentally change how real estate professionals accessed and used information. He believed embracing technology and taking calculated risks could create something better for the industry.

Thirty years later, Stuart remains President and CEO, with Realtracs serving more than 20,000 real estate professionals across a six-state marketplace and having grown into one of the nation's largest independently developed MLS platforms.

A lot has changed since those printed books.

The purpose behind Realtracs hasn't.

From the beginning, its mission has been remarkably straightforward: provide technology and tools that help brokers and agents work more efficiently and grow their businesses.

Innovation Begins With Listening

Realtracs is one of only five independently developed MLS platforms in the country. Its own engineers and developers design, build, and maintain its technology rather than relying on third-party vendors to develop its core platform.

As the Realtracs team puts it: "We don't just use the technology—we build it."

But perhaps more important than who builds the technology is how they decide what to build.

For Realtracs, innovation doesn't begin with code. It begins with a conversation.

Through its Board of Directors, REALTOR® Advisory Council, customer conversations, support teams, research, and direct feedback, Realtracs listens to the professionals using its platform every day.

The goal is to build around the way real estate professionals actually work, rather than asking them to change the way they work to fit the technology.

Giving Time Back to REALTORS®

That philosophy comes to life in practical ways.

The Realtracs Mobile App creates a seamless experience between desktop and mobile, allowing agents to access powerful tools wherever business takes them. One standout feature, Walk the Property Line, lets an agent physically walk property boundaries using a mobile device, helping answer practical questions about lot lines, trees, fences, and boundaries.

Realtracs also brings school information, tax history, property history, market data, and other resources together in one platform. Realtracs Reach can further simplify business for professionals belonging to multiple MLSs by bringing data from multiple MLSs into the Realtracs experience.

Behind it all is a simple idea: technology should save time, not consume it.

Every minute an agent spends navigating disconnected systems is a minute not spent advising a client, building a relationship, or growing a business.

Realtracs wants to give some of that time back.

Real People Behind the Technology

For a company centered around technology, one of the most surprising things about Realtracs may be how human it is.

Customers can communicate directly with training, support, and product teams, and every customer has access to a dedicated Customer Happiness Representative for personalized support and training.

That human element extends to its leadership.

Stuart provides a remarkable thread of continuity from the company's earliest days to today. Alongside him, Chief Marketing Officer Katie St. Francis leads marketing and brand strategy, helping communicate Realtracs' evolution from a traditional MLS organization into a broader real estate technology company focused on innovation, data, and solutions for real estate professionals.

“
We don't
just use the
technology—
we build it.”





For Realtracs, innovation doesn't begin with code. It begins with a conversation.

Together, they represent something important about Realtracs: the technology may change, but the people it serves remain at the center.

That people-first culture also reaches beyond real estate. Realtracs has embraced TN Kids Belong as its official charitable organization, supporting its work to help children in foster care find forever families through

fundraising, volunteering, awareness, and financial contributions.

Preparing for What Comes Next
Today, real estate finds itself at another technological crossroads.

Artificial intelligence is creating tremendous possibilities while raising important questions about how listing data is accessed, licensed, protected, and used.

Realtracs recently launched a new data licensing platform designed to give brokers and agents greater protections and control around the use of their listing data, including emerging AI applications.

The goal isn't to resist change. It's to help ensure real estate professionals benefit from it.

In many ways, it is the same philosophy Stuart brought to Realtracs in 1996: embrace what's next without losing sight of the professionals the technology exists to serve.

Better Together
That philosophy also shapes how Realtracs views REALTOR® Associations.

Realtracs isn't designed to replace Associations, but to strengthen them. Associations can focus on leading their local real estate communities while Realtracs provides technology, product innovation, data, and MLS infrastructure. The company believes the strongest results happen when each organization does what it does best.

It's also why partnering with Real Producers feels like a natural fit.

Realtracs doesn't want to understand REALTORS® from a distance. They want to be in the room, part of the conversation, listening to the professionals navigating the market every day.

Through Real Producers, Realtracs has another opportunity to connect with brokers and agents, understand their challenges, and discover where the company can provide greater value.

Those relationships don't simply create stronger connections.

They help Realtracs build better technology.

More Than an MLS
Thirty years ago, the real estate industry was changing.

Realtracs chose to embrace it.

Today, printed MLS books have disappeared, mobile technology has transformed the business, and artificial intelligence is opening another new chapter.

Once again, the industry is changing.

And Realtracs is still doing what it set out to do in the beginning:



Technology should work for REALTORS®—not the other way around.

listening, adapting, innovating, and building around the needs of real estate professionals.

The tools will continue to change.

But Realtracs believes one principle should remain constant:

Technology should work for REALTORS®—not the other way around. ▀

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A Place to Belong

Chattanooga gave **LISI CHAVARRI** a community. Through 100+ Women Who Care, she helps others discover just how powerful that community can be.

WRITTEN BY JEFF WHITE
PHOTOGRAPHY BY PAIGE IVEY



When Lisi Chavarri moved to Chattanooga, she barely knew anyone.

Today, she helps fill rooms with women who may not know one another either, but who leave having collectively changed something in their community.

Lisi serves as an Affiliate Broker with The Agency Chattanooga, but her connection to real estate began long before she had a license.

“I always joke that I’ve been in real estate since my mom was pregnant with me,” she says.

Her mother, Maria Chavez, a fellow REALTOR and co-founder of 100+ Women Who Care Chattanooga, entered the business more than 40 years ago, and her parents eventually owned a Century 21 franchise in Miami Beach. By 19, Lisi was working seasonal rentals and selling condos. Her career has since included real estate and mortgage brokerage, appraisal work, and nearly 18 years collectively as a REALTOR® in Miami, New York, Tennessee, and Georgia.

Through it all, the common thread has been people.

“I’m a relationship person at heart,” Lisi says. “I think that’s shaped not only how I’ve built my career but also how I show up in my community.”

Finding Community

When Lisi arrived in Chattanooga, she didn’t have an established network or deep local roots. She found a city that welcomed her.

“Chattanooga has been incredibly good to me,” she says. “I moved here not really knowing anyone, and this community gave me a place to belong.”

She wanted to give something back.

Lisi had seen the 100 Women giving model in another community and loved its simplicity. The concept originated in 2006, when Karen Dunigan of Jackson, Michigan, gathered 100 women for a one-hour meeting. Each contributed \$100, collectively raising more than \$10,000 for a local organization. The idea has since spread to hundreds of chapters.

Lisi connected with other Chattanooga women interested in bringing the concept here, and together they co-founded 100+ Women Who Care Chattanooga in 2019.

“100+ Women was never about one woman,” Lisi says. “It’s always been about what can happen when women come together.”

The Chattanooga model is intentionally simple and entirely local. Members

commit to giving \$100 once a quarter. At each gathering, three Chattanooga-area nonprofits are selected to present. Members hear their stories and vote, and the selected organization receives the collective donations directly from the members.

One Hour. One Vote. One BIG GIVE.

With 100 women participating, \$10,000 can go to a local nonprofit in one evening—and at least \$40,000 back into Chattanooga over a year. As membership grows, so does the impact.

Every organization considered must be located in or serve the Chattanooga area. The goal is to keep it local and create an impact members can see in their own community.

For busy women who want to make a difference but may not have time for another board or monthly commitment, the model makes giving accessible.

“One woman’s gift matters,” Lisi says. “But when you combine it with the gifts of 100 or more other women, suddenly we’re able to place a significant gift directly into the hands of a local nonprofit.”

When Everyone Wins

Lisi’s involvement now includes growing membership, developing community partnerships, connecting with nonprofits, and helping share their stories. But her favorite part remains meeting nights, when women from different backgrounds and professions gather around one purpose: learning about Chattanooga’s needs and doing something about them.

One recent meeting captured that spirit perfectly.

All three nonprofits presenting that evening were addressing food insecurity. Members ultimately selected the Chattanooga Area Food Bank to receive the BIG GIVE.

Then something remarkable happened.

The Food Bank provided food credits to the other



For women in Chattanooga’s real estate community who are curious about getting involved, Lisi’s invitation is simple: “Come once. You don’t need to know anyone, and you don’t need another big commitment on your calendar. Just come experience a meeting. I’d especially love to see more women from our real estate community in the room—not representing our brokerages, but representing Chattanooga.”

Years ago, Chattanooga gave Lisi Chavarri a place to belong. Today, she is returning the favor—helping women across the city discover that belonging to a community also means becoming part of what makes it better.

“100+ Women Who Care Chattanooga is a reminder of what’s possible when women come together, lead with generosity, and realize that none of us has to change our community alone.”

For more information on how to get involved with 100+ Women Who Care Chattanooga, check out their website at www.100pluscha.com.

there didn’t have to be just one winner.

“It wasn’t about competition or who won the vote,” Lisi says. “It was about recognizing that they were all working toward the same greater good and asking, ‘How can we help each other?’”

Generosity had inspired more generosity.

An Entire Chattanooga Most of Us Never See
For Lisi, 100+ Women has also revealed another side of the city she calls home.

“There is an entire Chattanooga most of us never see,” she says.

Members have heard from organizations addressing hunger, homelessness, mental health, domestic violence, human trafficking, veterans’ needs, education, children and families.

“You can live here, work here, and raise your family here and still have no idea what someone just a few miles away may be facing,” Lisi says, “or how many

incredible people are quietly showing up every single day to help.”

It has changed the way she defines community.

“Community isn’t simply where we live,” she says. “It’s something we have a responsibility to participate in.”

Beyond the Transaction
That philosophy naturally intersects with Lisi’s career.

Real estate has introduced her to families, business owners, lenders, contractors, nonprofit leaders, and people from nearly every corner of Chattanooga. And over time, many of those relationships naturally extend far beyond a real estate transaction.

“Real estate gives me the opportunity to serve people where they are,” Lisi says, “and 100+ Women has given me another way to stay connected to and give back to a community that has given so much to me.”

And impact isn’t measured only in dollars.

Sometimes it looks like volunteering, sharing an organization’s story, making an introduction, or simply noticing a need that previously went unseen.

Lisi often asks a question that captures the heart of the organization:

What happens when women stop networking and simply come together?

Maybe some of the best relationships begin there—when people focus less on working the room and more on who is in it, what they can learn, and what they might accomplish together.



two nonprofits that had presented, extending the impact to all three organizations. One of those was Snack Pack Ministry, founded by our very own real estate industry colleague, Janice Robertson, who has also been a member of 100+ Women Who Care Chattanooga since its founding.

In a room built around choosing one organization, the most powerful moment came when the chosen organization decided



Cofounders From left to right... Maria Chavez, Lisi Chavarri, Betsy Childress, Pamela Schreiner, Patty Thigpen Champion





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Stevie RIFENBERICK

TURNING DETOURS TO DREAMS

BY ANDERS CLARKE
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“
I’M NOT
SELLING YOU,
I’M HELPING
GUIDE YOU.”

Like many of life’s biggest moments, Stevie Rifenberg’s career wasn’t something she carefully planned. It was something she grew into.

Born in Chattanooga, Stevie spent much of her childhood moving around the country after her father joined the Army when she was five. In 2003, her family returned home to Chattanooga when her father medically retired from the military.

After high school, Stevie attended Chattanooga State, where she earned her Associate of Science, before continuing her education at UTC.

During her first year of college, she became pregnant with her son, Tristan. In a stroke of very convenient timing, he was due during spring break, so she was able to have him without missing school and continue moving forward with her education.

At the time, her plan was still to attend medical school and become a psychiatrist. But during her fourth year of college, she became pregnant with her daughter, Ryleigh, and that pregnancy caused her to look at her path ahead very differently.

Medical school and residency would require years of commitment, and Stevie realized she wanted a career that would allow her to be more present for her children while also building something meaningful for their future.

She began researching other career paths and eventually found real estate. It offered something she hadn’t necessarily been looking for before: the opportunity to help people, build a business of her own, create long-term wealth and a legacy for her family, and still be the kind of mother she wanted to be.

Real estate checked those boxes.

Stevie earned her license in 2010, and sixteen years later, she says she can’t imagine having chosen a different path.

Once she made the decision, Stevie wanted to learn as much as possible. She spent her first couple of years in the industry educating herself. “My first year, I went to every single class that GCR had,” she says.

She wanted to be as knowledgeable as possible so she could pass that confidence on to her clients. The more she understood, the more solutions she could find and the more opportunities she could provide. “I’m confident because I know what I’m sharing with you,” she says.

That commitment to education has continued throughout her career, but knowledge was never the entire foundation of Stevie’s business. Relationships and integrity have always mattered just as much.

Real estate is a relationship business, and Stevie believes there is plenty of room for agents with different personalities, communication styles and approaches to succeed while maintaining great relationships with one another. She believes in friendly competition, but also in cooperation and an industry where agents can work well together while still advocating fiercely for their clients.





For Stevie, relationships have always been the driving force behind the way she approaches her business. “I’m not selling you, I’m helping guide you,” she says.

Her goal is never to make a sale at the expense of a relationship. Instead, the sales have become a byproduct of an intentional focus on people, service and trust. That philosophy helped create a business built heavily on repeat clients and referrals early in her career and continues to shape how she works today.

After sixteen years in real estate, Stevie is now focused on the next stage of growth.

One of her recent steps was adding a marketing specialist to her team to oversee social media and assist with other aspects of the business. For Stevie, marketing isn’t simply about promoting homes or generating leads. She wants her content to provide real value, educate people, showcase the Chattanooga area and reflect the playful, comedic side of her personality. She believes real estate content can be informative without always having to be so serious.

Her longer-term vision includes continuing to grow the business and eventually adding agents to the team. As her production and referral business have grown, so has her desire to build stronger systems and surround herself



with talented people who can help serve clients at a high level.

Stevie continues to invest in her own education through podcasts, books, seminars and conferences focused on entrepreneurship, personal growth and wealth building. She is constantly looking for new ideas and ways to grow, both personally and professionally.

But as much as Stevie enjoys building her business, what excites her most right now is much more personal.

Her son, Tristan, is 21 and works as a sales associate at Blue Compass, where he has become one of their top RV sales agents. Now Stevie is beginning the process of helping him find his first home and investment property, with the goal of helping him start building a real estate portfolio of his own. “As much as I enjoy the journey of helping each of my clients, this one is especially sweet,” she says.

Her daughter, Ryleigh, is 16 and a junior in high school. She is an incredibly gifted artist, and Stevie loves watching an idea in her daughter’s mind come to life on paper.

Ryleigh recently started driving, something Stevie admits she once dreaded but has quickly discovered has its advantages. Ryleigh has become one of her biggest helpers, whether she is picking up groceries, running errands or helping around the house. “I’m so thankful she shares my love of cleanliness and organization,” Stevie says. More than anything, they genuinely enjoy spending time together, including their mom-and-daughter days.

And then there is Bonnie, Stevie’s Weimaraner and the furriest member of the family. At just over 100 pounds, Bonnie’s size frequently causes people to mistake her for a Great Dane or, as Stevie jokes, a small horse. Despite her size, she has a calm, sweet and loving personality and is very much part of the family.

Outside of work, Stevie loves being outdoors and exploring everything



Chattanooga and the surrounding area have to offer. She loves discovering new restaurants, hikes, festivals, local businesses and places to explore with the people she cares about.

Travel is another major part of her life. Now that her children are older, she especially loves being able to travel with them and experience new places together. She also enjoys traveling and exploring new places with great friends. Whether it is a new destination across the world or somewhere closer to home, she loves the experience of seeing somewhere new and sharing it with people she loves.

She also values the biblical foundation she sees within the community and considers her faith, her family, and her Chattanooga community three of the most important parts of her life.

That appreciation for her community also extends to giving back. Instead of one cause, Stevie has enjoyed supporting several organizations that make a difference locally. Big Brothers Big Sisters, Chambliss Center for Children, local food banks and the Humane Society are among the causes that have stood out to her over the years, and she is grateful to have been able to contribute both time and resources.

Sixteen years after an unexpected change in plans led her to real estate, Stevie has built a career that combines many of the things that matter most to her: relationships, entrepreneurship, education, family, community and the opportunity to help other people build something of their own.

From clients and fellow agents to friends and family, Stevie’s philosophy remains remarkably consistent. She wants people to feel valued, informed and cared for.

Her approach can perhaps be summed up best by one principle she carries with her:

“People may forget the details of the transaction, but they’ll always remember how you made them feel.”





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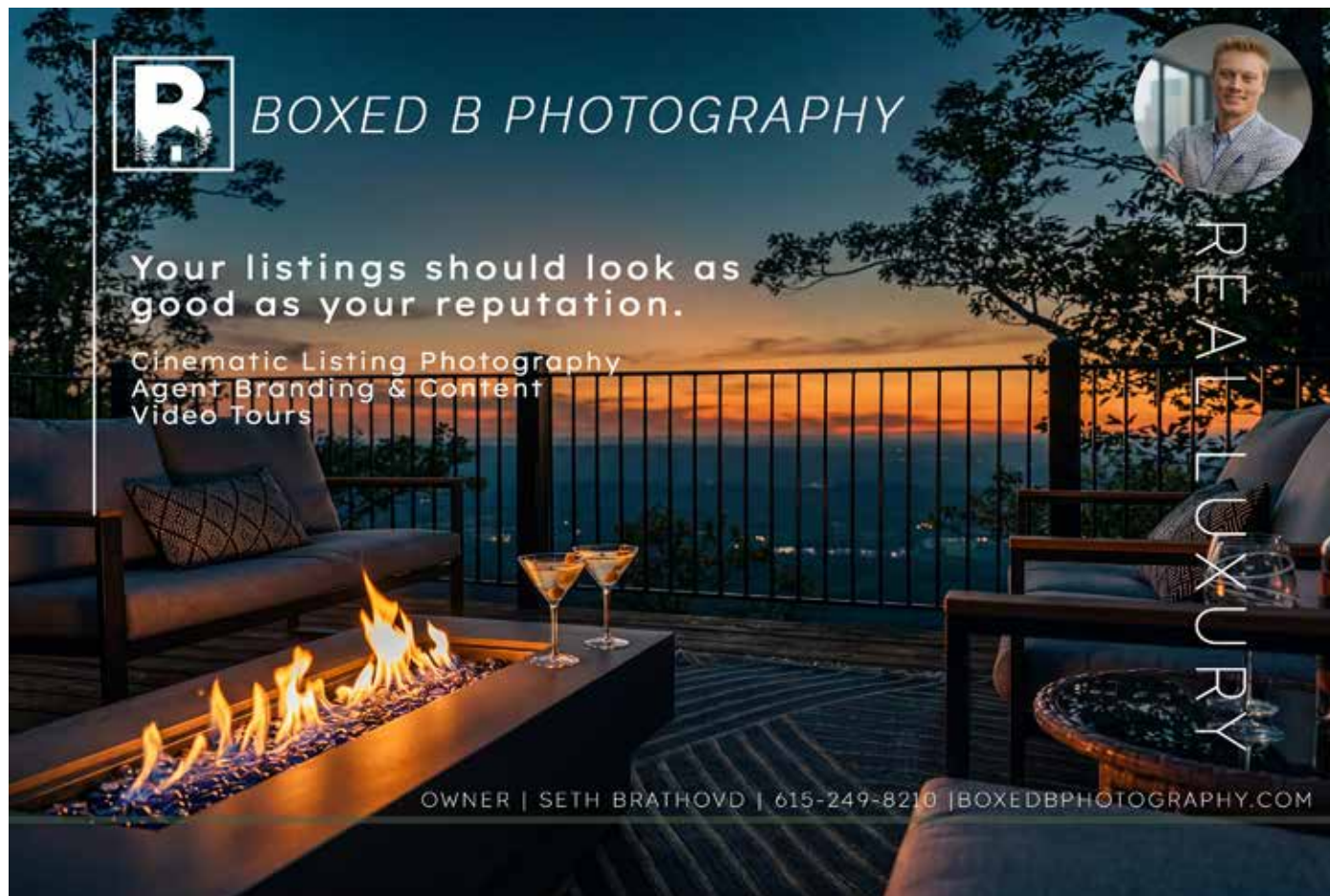
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