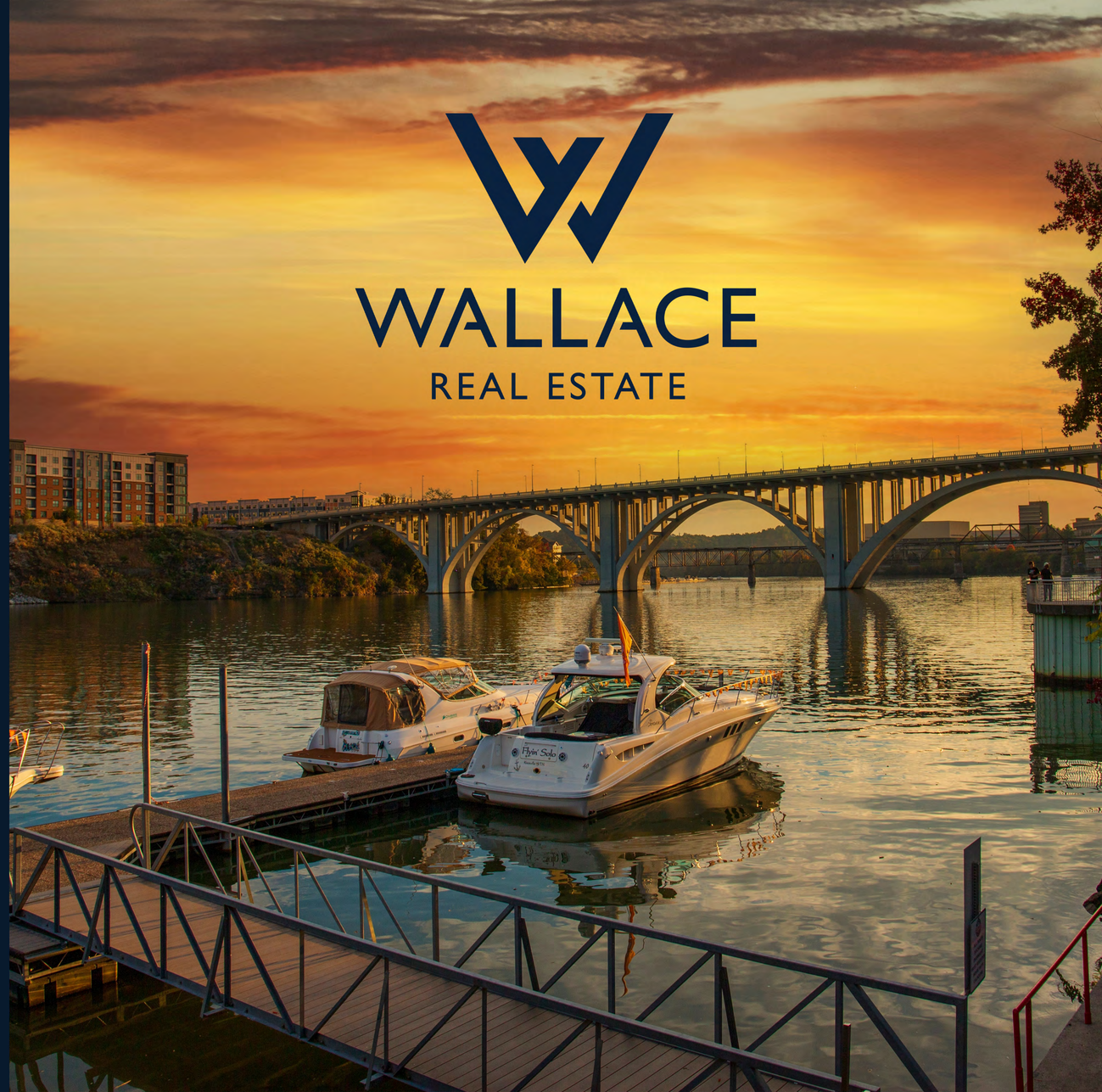
WE ARE **WALLACE**

WALLACETN.COM



WARM
CHARMING
PICTURESQUE

Welcome to beautiful East Tennessee! Nestled within the Appalachian Mountains, our region is home to the major cities of Knoxville, Chattanooga, and the Tri-Cities area which includes Bristol, Johnson City and Kingsport. Other towns in our region include Maryville, Oak Ridge, Sevierville, Morristown, Pigeon Forge and Gatlinburg. From the Cumberland Plateau to the rolling foothills and lush Tennessee River valley, as well as all the way to the Great Smoky Mountains, East Tennessee offers no shortage of beauty for residents and visitors alike.

Our area also offers a wide range of housing options, and Wallace Real Estate is prepared to provide immediate assistance in your relocation process. The following information is intended to paint a picture for you, illustrating exactly how you can benefit from our extensive services, well-honed expertise, vast network and trusted partners.

Since 1936, Wallace has earned the trust of generations of home buyers and sellers and it is our goal to provide exceptional service to each and every client, whether you are looking to buy that first home, sell a current property, or make a real estate investment. When you work with a Wallace agent, you will have a dedicated partner with a deep understanding of the local market. Your needs are unique to you, and we are here to guide you through each stage of the process to ensure you reach your goals.

“

AS THE #1 INDEPENDENT FIRM IN EAST TENNESSEE, WALLACE REAL ESTATE HAS THE FREEDOM TO PRIORITIZE WHAT TRULY MAKES AN IMPACT.

George Wallace
PARTNER

Claudia Stallings
PARTNER

Andrew McGranaghan
PARTNER

Jim Wallace
PARTNER

OUR STORY

Wallace Real Estate started in 1936, with one office on Gay Street in Downtown Knoxville. Since then, through a nimble and precise approach, we have grown to become the largest independent real estate company in East Tennessee, with six area offices and more than 500 real estate professionals.

Wallace leads the real estate industry with service, trust and culture. Many companies tout their values, but exactly what does this mean for the consumer? We have a culture of support and are focused on business development so our agents can be the very best. The Wallace system of support and marketing propels our skilled agents to reward every customer with the best experience, value and results. This means you will enjoy working with a professional who is highly skilled in their field, and can be your trusted guide through each stage in the real estate process.

We’re an advocate for our agents, customers and community, with a talented team of professionals who put ethics first and hold themselves to the highest standards of quality. We believe in integrity, and doing the right thing, which sets our agents apart in the market. This provides peace of mind for clients to have someone with the highest standards watching out for your best interests.

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HART
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TAILORED **APPROACH**

Every move is different, and at Wallace Relocation Services, we understand your unique situation requires a tailored approach.

Our award-winning Relocation Department is a go-to in the Knoxville market, providing some of the most comprehensive relocation services in the region. We partner with many large and small corporations to assist their employees who might be relocating to and from East Tennessee.

Our full-time, dedicated relocation team has 18+ years of industry experience, to handle your move with care from start to finish. Relocation Director Carol Hart and Relocation Coordinator Susan Reynolds, have been with Wallace since 2006 and 2005, respectively. Both Carol and Susan have earned their Global Relocation Professional designations, from LeadingRE.

We believe in building lasting relationships with our clients based on trust, honesty and mutual respect. We are passionate about helping you find the home of your dreams or selling your property for the best possible price, and will work tirelessly to make sure your real estate journey is a successful one.

With six local offices around East Tennessee, and 500+ real estate professionals, Wallace is well-equipped to meet your needs.

WORLDWIDE ERC® | RDC RELOCATION DIRECTORS COUNCIL, INC. | Leading REAL ESTATE COMPANIES OF THE WORLD | U.S. MILITARY ON THE MOVE | LeadingRE HEROES

We look forward to putting our tailored approach to work for you!

WELL CONNECTED

Real estate is local, even if you are moving around the globe. With Wallace, you'll enjoy the best of both worlds. We've always been local, but we are also global through our affiliation with Leading Real Estate Companies of the World (LeadingRE). Our independent ownership and distinctive culture are well-aligned with the market-specific needs of our community.

Membership in Leading Real Estate Companies of the World® is awarded only to select, market-leading companies that have demonstrated excellence in service delivery and results. In good company with 550 of the top independent firms around the globe, Wallace is connected to professionals throughout 47,000 offices in 70 countries.

This gives us a supportive global ecosystem to assist our clients moving to and from anywhere around the world. As a local leader with global connections, we can help you find your place wherever life takes you.

Our clients can also reap the rewards of the LeadingRE Heroes program, which was created as a way to thank qualifying community heroes through the opportunity for a monetary benefit at closing.

With 24,000 client introductions made each year around the globe, LeadingRE allows us to assist you ANYWHERE in the world.

AREAS COVERED

TOTAL COVERAGE

13,558.27 SQ. MILES

EAST TN AREA

ANDERSON: Clinton | Norris | Oak Ridge | Oliver Springs | Rocky Top | **BLOUNT**: | Alcoa | Friendsville | Louisville | Maryville | Rockford | Townsend | **CAMPBELL**: Caryville | Jacksboro | Jelico | LaFollette | **CUMBERLAND**: Crab Orchard | Crossville | Pleasant Hill | **FENTRESS**: Allardt | Jamestown | **KNOX**: Knoxville | Farragut | **LOUDON**: Greenback | Lenoir City | Loudon | Philadelphia | **MONROE**: Maddisonville | Sweetwater | Telico Plains | Vonore | **MORGAN**: Hariman | Oakdale | Oliver Springs | Sunbright | Wartburg | **ROANE**: Harriman | Kingston | Oak Ridge | Oliver Springs | Rockwood | **SCOTT**: Huntsville | Oneida | Winfield | **UNION**: Luttrell | Maynardville | Plainview | **SULLIVAN**: Bluff City | Bristol | Johnson City | Kingsport | **HAMILTON**: Chattanooga | Collegedale | East Ridge | Lakesite | Lookout Mountain | Red Bank | Ridgeside | Signal Mountain | Soddy-Daisy | Walden | **SEQUATCHIE**: Dunlap | **BLEDSOE**: Pikeville | **BRADLEY**: Charleston | Cleveland | **MCMINN**: Athens | Calhoun | Englewood | Etowah | Niota | Sweetwater | **MEIGS**: Decatur | **POLK**: Benton | Copperhill | Ducktown | **RHEA**: Dayton | Graysville | Spring City | **COCKE**: Newport | Parrottsville | **SEVIER**: Gatlinburg | Pigeon Forge | Pitman Center | Sevierville | **CLAIBORNE**: Cumberland Gap | Harrogate | New Tazewell | Tazewell | **GRAINGER**: Bean Station | Blaine | Rutledge | **HAMBLEN**: Moristown | White Pine | **JEFFERSON**: Baneberry | Dandridge | Jefferson City | New Market | White Pine | **CARTER**: Elizabethton | Johnson City | Watauga | **GREENE**: Baileyton | Greeneville | Mosheim | Tusculum | **HAWKINS**: Bulls Gap | Church Hill | Kingsport | Mount Carmel | Rogersville | Surgoinsville | **JOHNSON**: Mountain City | **UNICOI**: Erwin | Unicoi | **WASHINGTON**: Johnson City | Jonesborough | Watauga | **BEDFORD**: Bell Buckle | Normandy | Shelbyville | Wartrace | **CANNON**: Auburntown | Woodbury | **COFFEE**: Manchester | Tullahoma | **FRANKLIN**: Cowan | Decherd | Estill Springs | Huntland | Monteagle | Tullahoma | Winchester | **GRUNDY**: Altamont | Beersheba Springs | Coalmont | Gruetli-Laager | Monteagle | Palmer | Tracy City | **MARION**: Chattanooga | Jasper | Kimball | Monteagle | New Hope | Orme | Powells Crossroads | South Puttsburg | Whitwell | **MOORE**: Lynchburg | **RUTHERFORD**: Eagleville | La Vergne | Murfreesboro | Smyrna | **WARREN**: Centerdown | McMinnville | Morrison | Viola | **CLAY**: Celina | **DEKALB**: Alexandria | Doweltown | Liberty | Smithville | **JACKSON**: Gainesboro | **OVERTON**: Livingston | **PICKETT**: Byrdstown | **PUTNAM**: Algood: Baxter | Cookeville | Monterey | **SMITH**: Carthage | Gordonsville | South Carthage | **VAN BUREN**: Spencer | **WHITE**: Doylev | Sparta

CLIENT RELOCATION FLOW CHART

THE RIGHT AGENT

We understand that each client and situation is different. All members of our relocation team (60+ agents) are required to complete extensive annual training and bring their years of experience to tailor their service to your needs. These full-time, actively producing professionals must meet certain criteria for sales production and client satisfaction to qualify to serve our relocating clients.

Our agents are here to make each buying transaction as smooth as possible. We match buyers with the agent who is best-suited to meet your needs, and who will work diligently to achieve your goals and objectives. To welcome newcomers to East Tennessee, we offer a free copy of our relocation guide to help navigate your move.

In each selling transaction, our agents can assist you through the pre-listing process, and successfully market your home to maximize your return on investment. With years of experience and access to advanced technology, our agents know the best marketing strategies to sell your home. Our agents establish a rapport with the seller to understand your needs and expectations, and then work to foster a smooth transition. Sellers are thoughtfully matched with one of our trained relocation-certified agents who will take you through the steps of the listing and selling process.

It's more than the confidence you'll have with a trusted agent by your side. Dedicated to serving their clients' best interests, our agents have the experience and reputation to deliver superior real estate service.

BUYER & SELLER **EXPERIENCES**

As a buyer in a competitive market, you are assured to have a dedicated professional working for you. Our agents are trained negotiators and will work tirelessly to find the right property for your needs and help you move into your next chapter.

As a seller, we will work with you to set the optimum price for your home, as well as help you prepare your home for the market. You'll have a full marketing plan that puts your home in front of the right buyers to get the right price and terms.

From start to finish, your Wallace agent will guide you through the entire process. Scan the codes below to view our Buyer & Seller presentations.

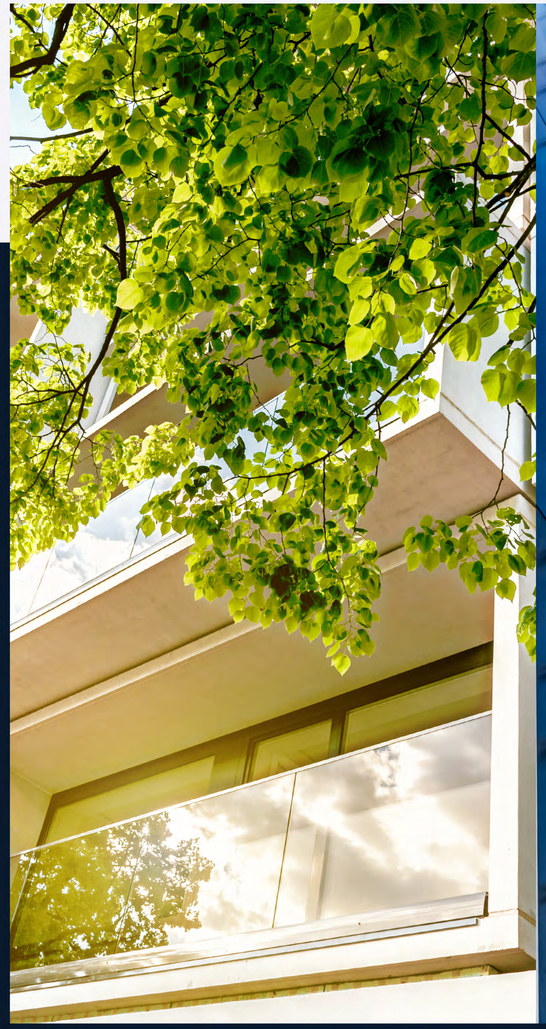
BUYER

SELLER

PROPERTY **MANAGEMENT**

As a full-service brokerage, our property management services have been a part of our business since the very start. Whether a first-time investor looking for someone to help you find a qualified tenant for a single property or have a portfolio of properties that need to be managed, we have the skills you need.

TRYING OUT THE AREA: Renting a property is a great way to learn our area before making a purchase. We feel confident that once you get a feel for all east Tennessee has to offer, you'll love it as much as we do. **IMMEDIATE MOVE**: Life is unpredictable and if you need to move immediately, we can help make it happen by helping you find a rental, according to your timeline! **LONG-TERM LEASE**: If your assignment to our area is temporary and you don't want to purchase a home, but you will be here for a year or longer, our lease options could be what you seek. We have a team ready to assist you through this process.



DEDICATED **COMMERCIAL**

With a team of local dedicated commercial agents, plus a network of more than 3,000 professionals around the globe, we can offer our clients comprehensive services for your commercial real estate needs.

OFFICE

SHOPPING CENTER

HOSPITALITY

INDUSTRIAL

FARM/RANCH

RETAIL-COMMERCIAL

MULTI-FAMILY

VACANT LAND

ALL IN 1 ANCILLARY PARTNERS

MELROSE TITLE COMPANY

MELROSE TITLE COMPANY
melrosetitleco.com

2-10 HOME BUYERS WARRANTY

2-10 HOME WARRANTY
2-10.com

CMG FINANCIAL

CMG FINANCIAL
cmgfi.com

DOGWOOD INSURANCE GROUP

DOGWOOD INSURANCE
dogwoodins.com

COVERING **EAST TN**

BEARDEN
140 Major Reynolds Place
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865.584.4000

FARRAGUT
10815 Kingston Pike
Knoxville, TN 37934
865.966.1111

LAKESIDE
9420 Northshore Drive Ste 101
Knoxville, TN 37922
865.342.4200

NORTH
813 S. Northshore Drive Ste 101
Knoxville, TN 37919
865.584.4700

WEST
106 North Peters Road
Knoxville, TN 37923
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COMMERCIAL
813 S. Northshore Drive Ste 202
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NORTHSHORE / PROPERTY MANAGEMENT
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