

# Colonial News



## Meet Your New Neighbor

“When a family member purchased their home in Knoxville two years ago, they were very satisfied with the services provided by their real estate agent, Lori Mullinax, and Colonial Real Estate, Inc. So, when we decided earlier this year to move to Tennessee, we were



confident that Lori and Colonial Real Estate would be the perfect choice to facilitate the acquisition of our new home. We were not disappointed. Lori always acted with our best interests at heart. She promptly responded to all questions and concerns and handled all matters with professionalism and competence, making our home buying experience virtually free of stress. Once we make friends and acquaintances in our new community, we will not hesitate to recommend Lori and Colonial Real Estate to anyone buying or selling a home.”

Sharma & Bob Hagerty

The Great Smoky Mountain real estate market has shown tremendous growth during the first quarter of 2010. Much of Sevier County has experienced a double digit sales increase when compared to same period of 2009. Last month alone, national real estate sales showed the largest increase in nearly 50 years. These are strong indications that our real estate market is in recovery and showing signs of vast improvement.

If you are looking for the very best deals and selection of homes and property, be sure to visit our interactive website at [www.ColonialProperties.com](http://www.ColonialProperties.com). Search all Gatlinburg, Pigeon Forge, Sevierville and surrounding area foreclosures and short sales. Browse through thousands of homes, acreage, lots and commercial listings. Chat online with a real estate professional and even request a price evaluation on your personal home or property. Everything you need to know about Smoky Mountain real estate is only a click away!

Tune in every Sunday afternoon to the Colonial Compass real estate radio talk show at 12:30PM on Mix 105.5. Hosted weekly by Ben Hughes and Laine Lowery. Colonial Compass brings you the latest news, tips and ideas affecting the real estate

market. If you happen to miss an episode, you can listen to all of the previous shows online at [www.ColonialProperties.com](http://www.ColonialProperties.com). If you have a topic that you would like discussed or covered, you can email them to [BenHughes@ColonialProperties.com](mailto:BenHughes@ColonialProperties.com).

Did you know?? Colonial offers vacation rental management and guest services. Colonial Properties Cabin and Resort Rentals is the fastest growing vacation rental firm in the Smoky Mountains. With attention to detail and the very best management professionals in the industry, Colonial provides owners and guests alike with the best options and services. To learn more about our rental program, visit us online at [www.ColonialProperties.com](http://www.ColonialProperties.com) or contact an Owner Care Representative at 865.774.3233.

When the time comes to plan your next move, count on the knowledgeable, friendly and hard working real estate professionals at Colonial Real Estate, Inc. With a passion for exceptional customer service and the desire to go the extra mile, our agents strive to meet and exceed your every expectation. We invite you to experience all that Colonial offers both buyers and sellers. Our proven sales team is eager to earn your trust and loyalty.

## Chili Cook Off Winners



Pictured from left to right: Vickie Stanton, Dustin Cochran, Jimmy Morris, Jessica Barbour, Lauren Ogle, Amber Reed

Our Chili Cook Off was a huge success! Thanks to everyone who submitted chili. We would also like to thank our judges from the culinary department at Walters State Community College: Amber Reed, Jessica Barbour & Dustin Cochran. They did an awesome job and we greatly appreciate their time! Our first place winner was Jimmy Morris, second place went to Vickie Stanton and third place went to Lauren Ogle. Congratulations!



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### Agent Spotlight — Lori Mullinax

I am original from San Antonio, Texas. I moved to Nashville, Tennessee in 1987 to attend Belmont University where I received a Bachelor of Music. I grew up singing in Texas and continued my professional career in Tennessee recording demos, jingles, and performing in shows. After being hired as an entertainer for a show in Pigeon Forge, my husband and I moved to Sevier County in 1992. In 2001, a few years after our son was born, I stepped away from entertaining full-time to focus more of my attention on my family. After my son started school, I decided to return

to work as a real estate agent. The twelve years I spent in the entertainment industry afforded me the opportunity to meet so many wonderful people from every walk of life. I've gained a greater understanding of the Sevier County area, the business and tourist industry and the community as a whole. I am proud to be a part of the Colonial Real Estate team. Their dedication and professionalism speaks for itself. **Whether it's a vacation home, permanent residence or property to build your dream home on, allow me to be "your real estate voice of the Smokies."**

**Real Estate Radio Talk Show**

**Colonial Compass**

**Sundays at 12:30PM on Mix 105.5 FM**

*"Your Guide to Real Estate in the Great Smoky Mountains."*

Tune in weekly for comprehensive, up to date, real estate information for all of Sevier County.  
 Hosted by: **Ben Hughes & Laine Lowery**

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## The Scoop... Sevier County Real Estate

### Residential

January 2010 – March 2010

Total \$ Volume Closed	<b>\$ 48,664,203.00</b>
Average Sales Price	<b>\$ 185,741.00</b>
Average Sold DOM	<b>182</b>
Quantity Sold	<b>262</b>
Quantity Active	<b>3907</b>
Average Sold List Price	<b>\$ 206,782.00</b>

City	Volume Sold	Qty Sold	Qty Active
<b>Sevierville</b>	<b>\$ 11,085,292.00</b>	<b>66</b>	<b>771</b>
<b>Pigeon Forge</b>	<b>\$ 8,637,166.00</b>	<b>49</b>	<b>961</b>
<b>Gatlinburg</b>	<b>\$ 6,872,185.00</b>	<b>37</b>	<b>673</b>
<b>Wears Valley</b>	<b>\$ 4,767,700.00</b>	<b>19</b>	<b>348</b>
<b>Seymour</b>	<b>\$ 3,633,730.00</b>	<b>22</b>	<b>194</b>

Source: Great Smoky Mountain Association of Realtors MLS, 4/10/10



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*Not intended to solicit currently listed property*



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