

**BUYER'S
GUIDE**

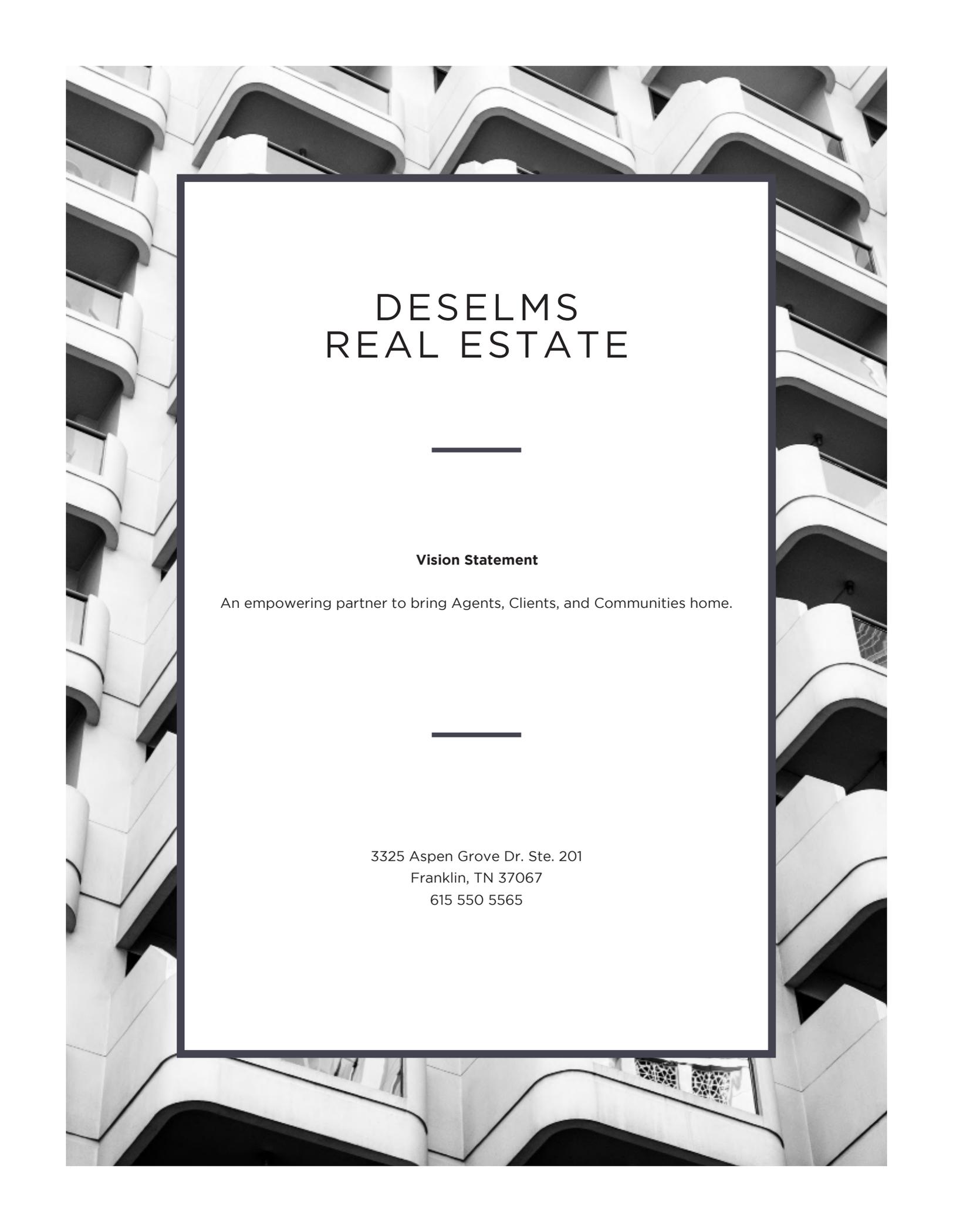
DESELMS DIFFERENCE

Agent after agent, company after company. Which one do you go with? Experience the difference DeSelms makes. With veteran Agents and an experienced full-time staff, you'll be glad you chose to go with DeSelms Real Estate to purchase your next home. Find out why inside.

Buyer's Guide 2022 Edition



DESELMS
REAL ESTATE



DESELMs REAL ESTATE

Vision Statement

An empowering partner to bring Agents, Clients, and Communities home.

3325 Aspen Grove Dr. Ste. 201
Franklin, TN 37067
615 550 5565

INTRODUCTION

A LETTER FROM TARA,

Congratulations on deciding to go down the path of purchasing a home! Making the decision to pick up and move to a new home can be exciting, yet also a little daunting. If you're like most homebuyers, you'll have a few questions like, How much of a downpayment do I need? How much can I afford? Should I get a home inspection?

I was born and raised here in Nashville and grew up in the real estate industry. I have a passion for our community, home ownership, marketing and selling homes. I believe that working with a REALTOR® is about trust and partnership, which is why we at DeSelms Real Estate strive to do everything we can to make the process and transition as smooth as possible for our clients.

We created this guide to not only share with you the ins and outs of purchasing a home with DeSelms Real Estate, but to also make it a resource for you as we navigate through the home buying process.

And if you still need more information? My job is to make things easier, so just ask. That's what I'm here for.

Welcome to the team.

Tara DeSelms

Tara DeSelms
Broker + Owner





Meet The
Owner

TARA DESELMS

OWNER + BROKER

O: 615 550 5565 | C: 615 656 4448 | E: tara@deselmsrealestate.com

About Tara

Tara DeSelms began her real estate career at the age of 8 by sorting putting stamps on the envelopes her dad, Terry DeSelms, was sending out to his clients. You can say that real estate is in her blood.

She started working full-time for her dad in 2004, after graduating from Harding University with a Bachelor's in Business Marketing and hasn't stopped since. Together they created DeSelms Real Estate and have been one of top teams for 20+ years. Tara is now the 2nd generation owner of DeSelms Real Estate.

Tara has followed in the successful footsteps of her father and has a passion for making the sale and/or purchase of a home the most enjoyable process possible for her clients. Tara also serves the real estate industry on the Board of Directors at Greater Nashville Realtors and TN Realtors. She has a passion for the industry because it has been so great to her family for decades. Although she loves real estate, her main passion is her children, Isabelle & Kaleb.

Tara's hobbies include traveling (preferably Europe!), practicing yoga, reading, and journaling. She has a heart of a teacher and enjoys sharing her knowledge with her clients!

She has a heart of a teacher and enjoys sharing her knowledge with her clients!



ABOUT OUR TEAM

In 1989, DeSelms Real Estate founder, Terry DeSelms, began his real estate career. A real estate team was unprecedented at the time when he formed "The DeSelms Team", a full-service real estate team with a full staff and agents. Terry knew early on in his career that he wanted to train newer agents in the business and that he enjoyed working alongside others on a team. He became the first billion dollar agent in Middle TN and has been repeatedly ranked as a top listing and selling team for 30+ years.

Tara has continued down the path of training and working alongside elite agents. To date, we have helped over 10,000 families find or sell their home. We attribute our success to our honesty, fairness, expertise and our attention to detail.



Terry DeSelms
Founder of DeSelms Real Estate

The DeSelms Difference

At DeSelms Real Estate, we align with you to form a partnership when purchasing your home.

Purchasing a home in Middle Tennessee can be a stressful experience, but it doesn't have to be. There are many moving parts that go into buying a home, from finding your home, getting qualified for a loan, inspections, appraisal and closing.

It's important to have a team of professionals ready to assist you every step of the way so nothing falls through the cracks.

The Role of the DeSelms Real Estate REALTOR®:

- A resource of information for market information, areas, schools, etc.
- Assist in finding any home-related services needed
- Provide a realistic market analysis of the home's value
- Work alongside your chosen lender to ensure a successful closing
- Educate throughout the process using expert knowledge to explain each step of the transaction
- Complete disclosure, loyalty, confidentiality, obedience and accountability

- Recommend negotiation tactics for obtaining the best price and terms
- Manage contractual, title, inspection, mortgage and other transaction details
- A continued resource post-closing on market updates, vendors and homeowner tips

“We see our work as more than just selling houses.”



Giving Back to the Community



Habitat for Humanity

DeSelms Real Estate helps build 1 house a year for someone in need.



Greater Nashville Realtors®

Tara DeSelms, Broker + Owner of DeSelms Real Estate serves as Vice President.



TN Realtors®

Tara DeSelms, Broker + Owner of DeSelms Real Estate serves on the Board of Directors.



Hands of Nashville

Our team enjoys volunteering in our community.



DESELMS

DeSelms Events

Sounds Event, Nightmare on DeSelms Street, Family Fall Festival

WE BRING YOU HOME



Residential Homes

DeSelms Real Estate will walk with you and educate you every step of the way during the home buying or home selling process, whether this is your first home or your tenth. We believe it's our job to not just to find the home of your dreams but to help you navigate the process with the least amount of hassle and stress possible.

Land, Lots & Farms

Our land specialist team has a deep passion for rural land, land development and recreational properties. Looking for land to build your dream home on? We do that, too. Our team was created for the sole purpose of bringing like minded buyers and sellers together. We are just like you. We love land.

Commercial

DeSelms Real Estate is a full service commercial real estate company that provides expertise in real estate sales, leasing and development in Middle Tennessee. We are equipped with the latest technology to give you accurate information quickly. Our greatest strength is our extensive knowledge of our community - where we came from, where we are and where we're headed.

Real Estate is more than selling houses; it's about bringing people home.

Numbers tell a story, here's ours.



2

Professional staff



10

Agents



10,000+

Homes Sold



99%

Client satisfaction



102%

DeSelms Average List Price to Sales Price

DeSelms is 2% higher than the average in Middle TN.

Property Management

As a full-service property management company, we want to set your mind at ease knowing our property managers are experienced and knowledgeable real estate experts who will take care of your most valuable asset. Our goal is to maximize the return on investment for our clients by securing quality tenants and providing efficient and cost-effective management services.

Our expert team has years of experience in marketing, listing, selling and property management.



Jen Kutzner

Director of 1st Impressions

Jen provides the highest level of support to our sellers and property owners. She is passionate about making the real estate process as smooth as possible.

Time Management

Hospitality

Decisiveness

Law & Order



Aaron Moseley

Marketing Director

Aaron has 10+ years of experience in digital advertising, brand development and media production. He is a partner to our agents supporting them to be the best they can be.

Marketing Strategy

Organization

Detail Oriented

Creativity



Dotted & Crossed

Contract to Close

More than 5+ years in the Real Estate industry they passionately serve us and our buyers/sellers in coordinating all aspects of the buying and selling process once the contract is accepted through closing day.

Organization

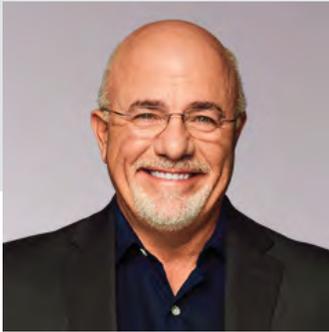
Detailed Communication

Conflict Resolution

REFERRED BY  **RAMSEY TRUSTED™** FOR 25+ YEARS

Dave Ramsey hand picked his team of top experts in topics related to your money, your business and your life. This world-class team is made up of authorities in their fields, and they have authored #1 bestselling books, given keynote speeches to sold-out stadiums, and helped change the lives of millions of people.

What does it mean to be Ramsey Trusted? We are advocates for Ramsey's financial and business principles. We know our job is to serve our clients. We are fully vetted by the Ramsey Team, we have earned their trust.



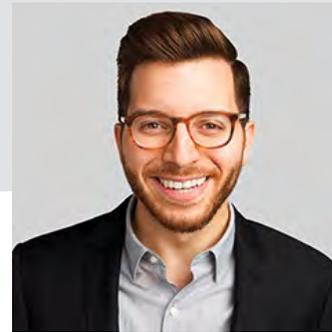
Dave Ramsey

Host of the third-largest talk radio show in America, Dave has helped millions of Americans get out of debt and change their financial futures.



Rachel Cruze

Rachel helps people win with money and live a life they love through her national bestselling books, live events and The Rachel Cruze Show.



George Kamel

George helps people spend less, save more, avoid traps, and make better money decisions. He hosts The Fine Print, and The Entrepreneurship Podcast.



Ken Coleman

America's Career Coach, bestselling author and a nationally syndicated host, Ken helps people discover what they were born to do and land their dream job.



Dr. John Delony

Dr. John Delony is a leading voice on relationships and emotional wellness. He recently joined Ramsey Solutions to bring a message of hope and healing to all.



Eddie Culin

Eddie is a Ramsey Personality Host for live events and livestreams. He was on staff at Sandals Church in Southern California for 16 years as a worship leader and coach.



Courtney Dyksterhouse

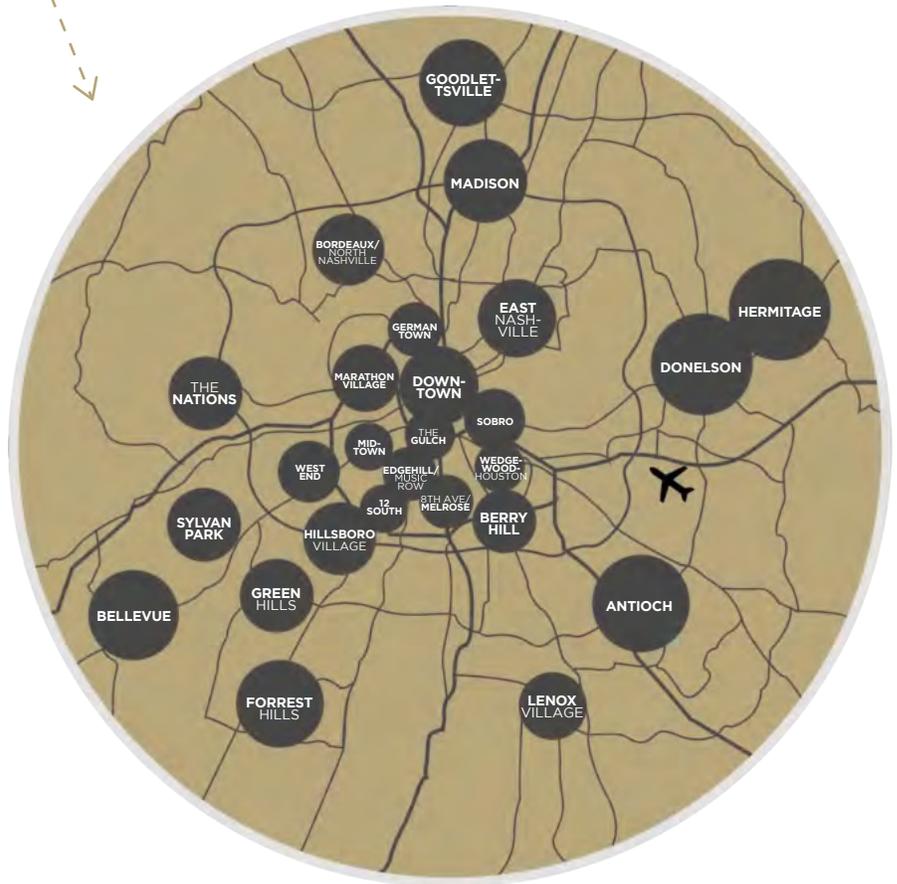
Courtney is a Ramsey Personality Host for live events and interviewer for various projects, including gathering fan stories.

FIRST ENDORSED LOCAL PROVIDER IN THE NATION.



Areas We Serve

Located in middle Tennessee, the Nashville region is where businesses thrive and creative spirit resonates across industries and communities. The Nashville area encompasses several counties with a population of more than two million, making it the largest metro area in a five-state region.



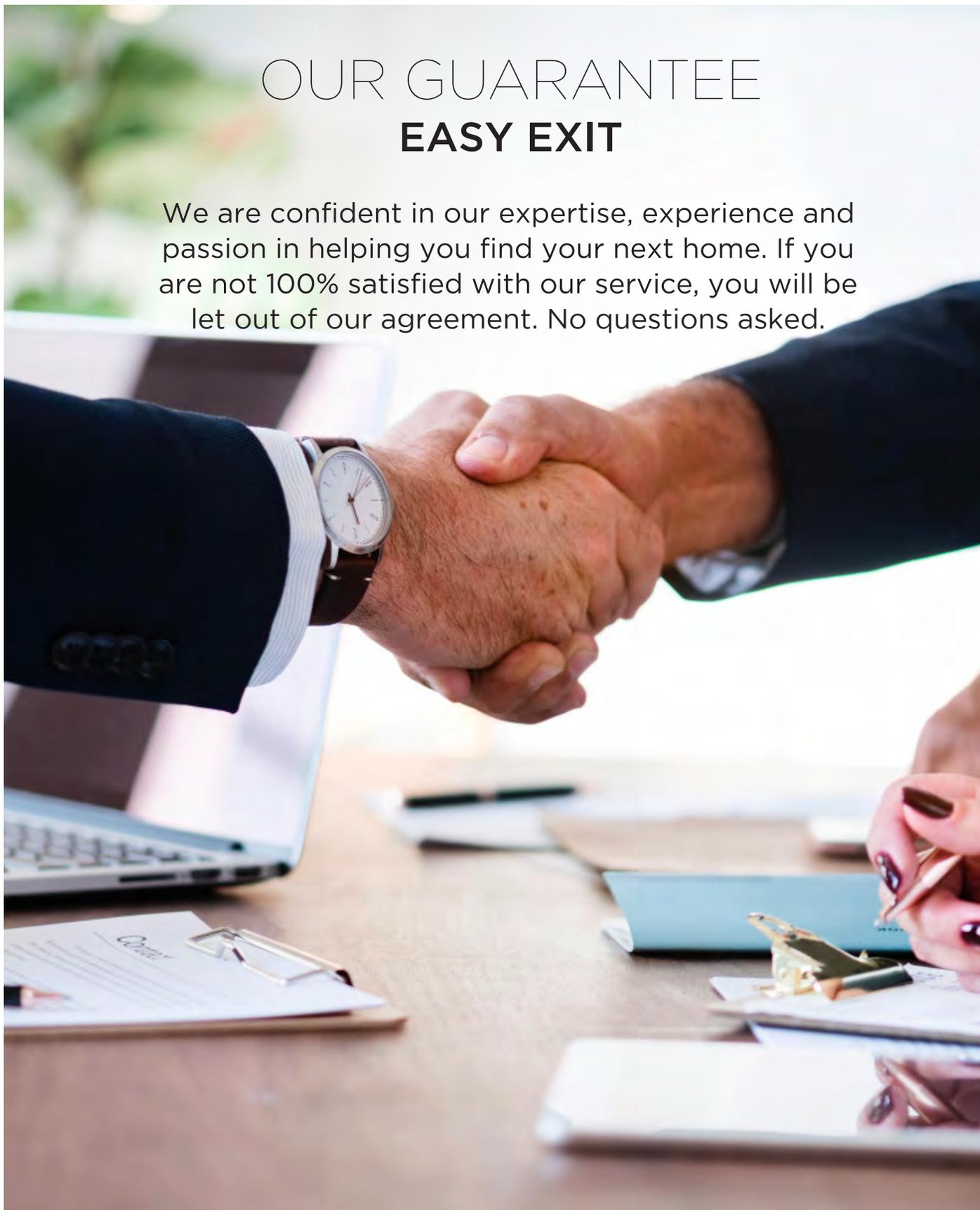
Download the Ultimate Nashville Relocation Guide

Scan here:



OUR GUARANTEE **EASY EXIT**

We are confident in our expertise, experience and passion in helping you find your next home. If you are not 100% satisfied with our service, you will be let out of our agreement. No questions asked.



DON'T TAKE OUR WORD FOR IT.



DeSelms realty handled everything for us. They were patient with my last minute calls saying, "I want to go see this house now, is that possible?" I cannot stress enough how important customer service is from start to finish when working with a client in my own business, so I expect no less from my real estate company. DeSelms delivered and so much more. Great company, great people, and they strive to help you with all of your real estate investments from start to finish for life. We purchased our home through them, and we WILL use them again when it comes time to sell, as well as when it is time to purchase investment property. We feel we have gained life long friends through this process and I can not recommend DeSelms highly enough.



Amy



I will always want to have a member of the DeSelms team on the other side of one of my transactions. They are organized, professional, ethical, creative and cooperative. They know how to represent their clients interests without unnecessarily "proving value" by making a transaction more complicated than it needs to be.

Scott



Our Agent with DeSelms Real Estate was amazing!!! He walked us through every step of the process and sold our home for TOP dollar! Thank you for making this process enjoyable and smooth!

Jesse + Kayla



5 STEPS TO BRING YOU HOME

YOU'RE ONLY 5 STEPS AWAY FROM OWNING A HOME.

The American Dream of homeownership is alive and well.

Recent reports show that the U.S. homeownership rate has rebounded from previous lows and is headed in the right direction. The personal reasons to own differ for each buyer, but there are many basic similarities. Though there are only five basic steps along the pathway to homeownership, there are hundreds of pitfalls that buyers can fall into without the proper representation.

Having a REALTOR® represent you during your home search and purchase can save you thousands

of dollars and save you time and hassle. Oh, and representation is free.

We have some really great tech options like the Realtracs App to streamline the process for you, while communicating vital information to your agent and your lender.

The process of buying a home truly is a mammoth task, but we have simplified it down to five, easy to digest steps to keep you in the know about what to expect along your journey of buying a home.

1

Find a REALTOR® that you can trust!

The home buying process begins with finding an experienced REALTOR® that you can trust and sign a Buyer Representation Agreement. This guarantees, by the laws of the State, that your needs are professionally represented throughout the entire process of buying your home. When represented by DeSelms, you can be sure to expect excellent service, loyalty, confidentiality and expertise. Tara DeSelms and her team have a combined 165 years of real estate experience. We are someone you can trust!

TAKEAWAY:

Trust a tested professional.

2

Get Pre-approved with a Mortgage Expert

This is also the time to begin the mortgage process so that you know how much you can qualify to purchase. By having a pre-approval letter, you send a message to the seller that you are a serious buyer. During the pre-approval process, your lender will pull your credit score, review your financial documents and help you choose the best down payment option and loan product for your situation. You will receive your pre-approval letter in writing, that can be sent along with the offer on the home you choose.

TAKEAWAY:

Getting pre-approved tells sellers you're serious.

3

Find your dream home & make an offer

DeSelms Real Estate has full-time, licensed Buyer Agents available anytime to help you find your dream home. You can search like an agent with our Realtracs App. Save your favorites, schedule showings and receive notifications on new listings that fit your criteria. Once you find the perfect home, you should present a competitive offer immediately. Our team has an extensive amount of contract and negotiation experience. We will ensure you get just what you want for a fair price and a transaction that is in your best interest.

TAKEAWAY:

Use the Realtracs App to find your dream home have the edge to be the first offer.

In this hot real estate market, if you're not first you're last. We have a way to make sure you are first to the hot new listings!

Free Download!



4

The Contract & Negotiations

We are expert negotiators and our goal is to help you get the home you want for the best possible value. When the Seller accepts your offer, you go “under contract” or “pending”. From contract signing to closing day is where we shine. There are a lot of details that need to be handled and after closing 8,000+ homes, we have all of the systems in place to make it a smooth transition. You want to make sure every detail is handled accurately and immediately. Which is why DeSelms Real Estate has a Closing Coordinator dedicated to this task to ensure your home closes properly and on time.

Inspections, Appraisal, Underwriting

Final details are handled and inspections are performed to ensure the property is ready to close. We will help you navigate the inspections, repair negotiations, appraisal and final underwriting with your lender, until we hear those 3 great words, “Clear to close”. Once we’re clear to close we’ll schedule a final walk through and set your closing time for the big day!

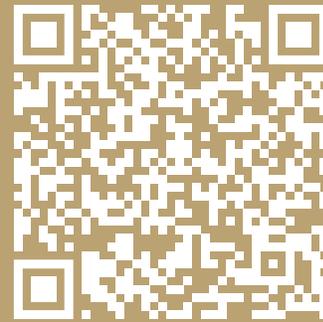
TAKEAWAY:

Go “under contract” and trust your REALTOR® with the details because there are plenty of them.

Wait to hear “clear to close” from lender and schedule your closing!

Check out our blog post about, “**How to Cope With the Stress of Buying a Home**”. During this part of the journey, we want you to know we are still with you every step of the way.

Scan to read the blog



5

Welcome Home!

The big day is finally here! You are a homeowner whether it's your first or your tenth home, purchasing a home is a huge accomplishment and we're proud to be able to celebrate with you. The next step you take will be over the threshold of your new home!

TAKEAWAY:

You did it!

PRE-QUALIFIED VS. PRE-APPROVED

The number of buyers searching for their dream homes greatly exceeds the number of homes for sale. This has led to a competitive marketplace where buyers often need to stand out. One way to show you are serious about buying is getting pre-approved.

Pre-Qualified

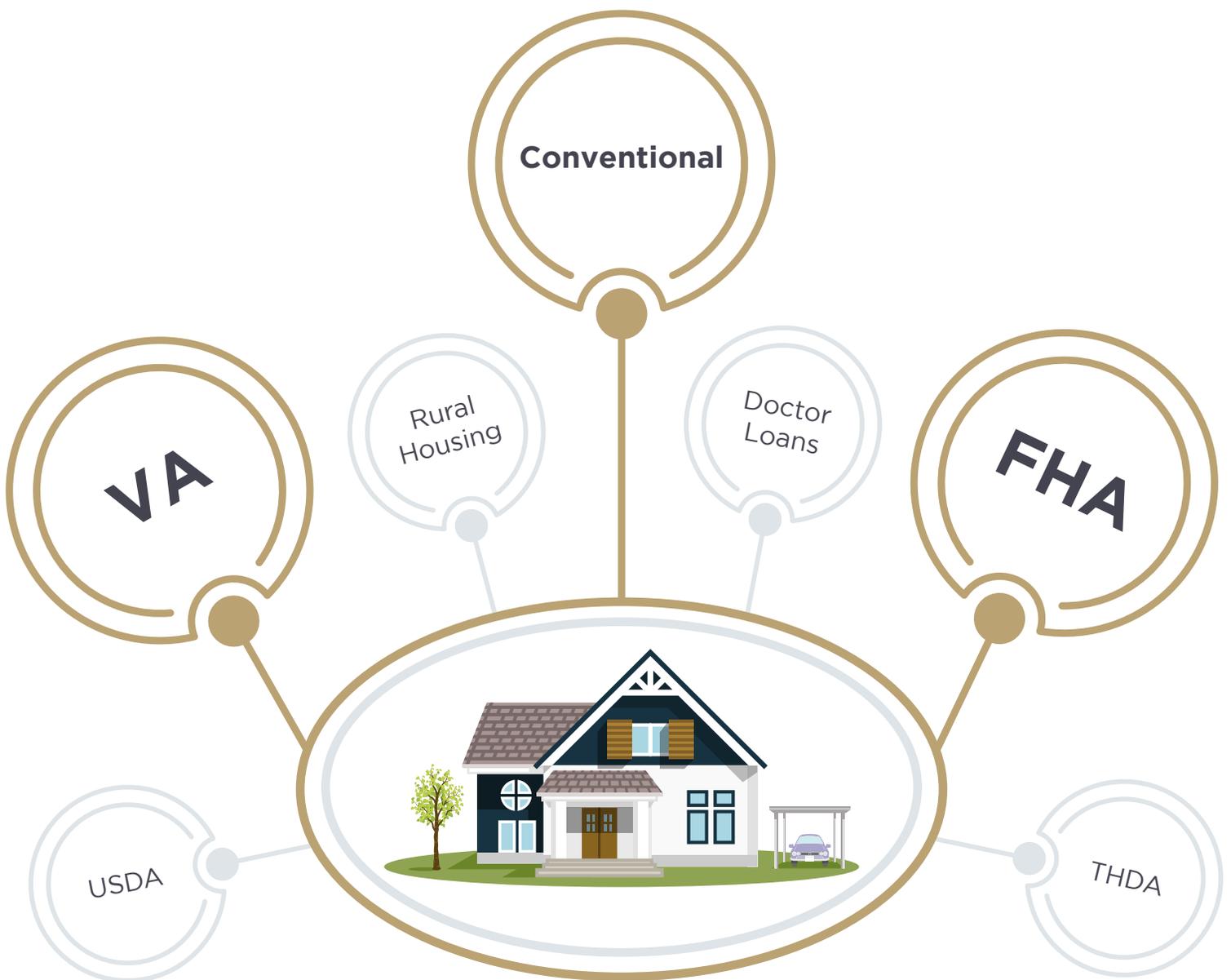
- A general idea of how much you qualify for.
- Provide basic information to the lender.
- Makes REALTOR'S® & sellers suspect that you're just window
- Not strong enough to support a contract or offer.
- Can be done online or by phone.

Pre-Approved

- A specific loan amount for which you've been approved.
- Provide financial and employment history to lender.
- Has more clout - lets REALTOR'S® and sellers know you're serious.
- Pre-approval often required before contract is signed.
- Can be done online or by phone.

Your lender may require more information to complete your actual loan application but a pre-approval is a real step toward homeownership, whereas pre-qualified is more curiosity.

LOAN OPTIONS



The best type of home loan? There is no 'right' answer to the question, "Which type of home loan is best?" In fact, the best answer is, "it depends." No two home buyers are alike, so it's up to you and your loan adviser to choose the mortgage program that works best for you. Today's buyers are fortunate to have access to a wide variety of loan options. Each home loan program has unique benefits that cater to a certain type of buyer.

Your goal should be to find the one that matches your 'wants' and your 'needs.'

HOW TO REPAIR YOUR FICO CREDIT SCORE

2 IMPORTANT THINGS YOU CAN DO RIGHT NOW

1. Set up payment reminders
2. Reduce the amount of debt you owe

PAYMENT HISTORY TIPS

- **Pay your bills on time:** delinquent payments, even if only a few days late, and collections can have a major impact on your FICO® Score.
- **If you have missed payments, get current and stay current:** the longer you pay your bills on time after being late, the more your FICO® Score should increase.
- **Be aware that paying off a collection account will not remove it from your credit report:** it will stay on your report for seven years.

AMOUNTS OWED TIPS

- **Keep balances low on credit cards and other revolving credit:** high outstanding debt can affect a credit score.
- **Pay off debt rather than moving it around:** the most effective way to improve your credit score in this area is by paying down your revolving (credit card) debt.
- **Don't close unused credit cards as a short-term strategy to raise your score.**
- **Don't open a number of new credit cards that you don't need, just to increase your available credit**

Account	Opened	High Credit	Balance	Utilization	Type	Status
FRD MOTOR CR 52550275	09/2015	22,658	18,517		Installment	Paid as agreed
MIDWST RCVRY for MEDICAL A25368C50780	02/2017		984		Collection	In collections
ASCEND FCU 32476 CLOSED	03/2016	500	22	4%	Revolving	Paid as agreed
CAPITAL ACCT for MEDICAL 1670968	02/2016		70		Collection	In collections
AAGFINANC22551182593881 CLOSED	07/2012	9,777	0		Installment	Paid as agreed
DEPTEDWELNET 900000450859265 CLOSED	07/2014	1	0		Installment	Paid as agreed
FRANKLIN COL for MEDICAL 1023609205	10/2013		0		Collection	Paid derogatory

LOW SCORE. NO PROBLEM.

Churchill Mortgage uses "Rapid Rescore" to help determine how to increase your score quickly so you can buy now!



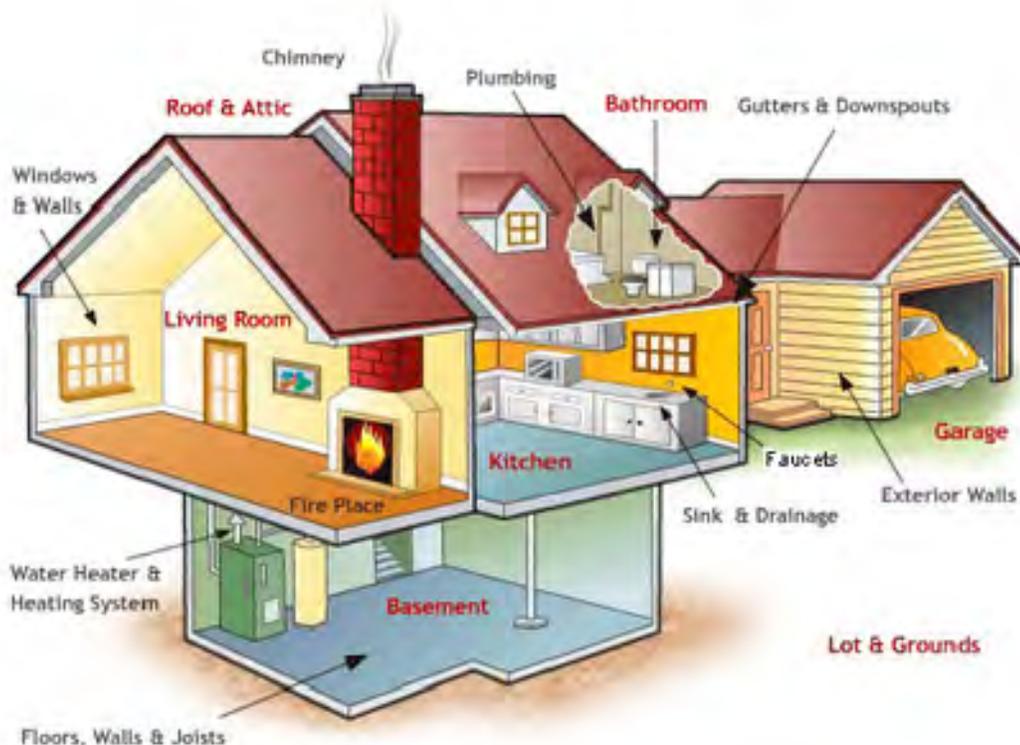
Michael Brown Team 615-516-8157



Home inspections don't just provide you with a list of items you would like the homeowner to fix, it's also a detailed report of the home.

Home Inspections

Once you're under contract you'll have the opportunity to inspect the home. At DeSelms Real Estate we highly recommend getting a professional home inspection completed on any home you purchase. It's your opportunity to make sure you know what you're getting yourself into when it comes to the condition of the home and could enlighten you to things not easily seen. Home inspections don't just provide you with a list of items you would like the homeowner to fix or a large issue that would make the home a deal-breaker. It's also a detailed report of the home with maintenance tips and schedules to follow.



TIPS TO HELP MAKE THE WINNING OFFER

- **Choose the RIGHT Home**

Make sure you feel right in your decision to make an offer on this home. Ask yourself: "Can I picture myself or my family living here? Does this home fit my/our needs?"

- **Dig, Dig, Dig!**

Research the market to make a fair offer. Learn about the buyer's reasons for selling the home. The more information you know can help you and your agent tailor your offer accordingly.

- **Get Pre-Approved**

Most sellers take favor of pre-approved buyers, this tells them everything financially is ready once closing comes around.

- **Be Involved and Respond as Quickly as Possible**

Make the seller aware you are serious and ready to move forward. Respond in a timely matter to all things associated with making your offer.

- **Be Flexible With Your Closing Date**

This lets the seller know you are serious and are willing to work with their schedule to win the home.

- **Build Relationships**

Winning a bidding war is more than just money, it takes strategy. Make it known to the seller that you have a strong interest and connection to their property and why.





- **Escalation Cause**

An escalation clause is a contract that lets home buyers say: "I will pay X price for this home, but if the seller receives another offer that's higher than mine, I'm willing to increase my offer to Y price."

- **Contingencies**

Outline your contingencies in your offer. These allow the buyer to cancel the purchase agreement and get their earnest money deposit back, if certain conditions are not met.

- **Earnest Money**

Also known as a "good faith deposit", this is money the buyer puts down before closing on a house to show they're serious about buying.

- **The Ribbon Program**

This program works with buyers and their real estate agent to provide sellers with a guaranteed sale by providing sellers with an all-cash offer regardless of where the buyer is in the mortgage process.



10 QUESTIONS YOU SHOULD ASK YOUR REALTOR

1

How long have you been a full time real estate agent in my market?

Our founder, Terry DeSelms, started full-time in real estate in 1989 and became Dave's original Endorsed Local Provider. All of our agents at DeSelms Real Estate are full-time Realtors®. We believe real estate is a career because every client deserves our full attention in an ever changing market.

2

How many homes do you close on each year?

Over the last 10 years we have averaged selling 441 homes a year.

3

Who will be my primary point of contact?

Your Realtor® will be your primary point of contact for everything you need. We also have a full time staff that is available and handles details in the background ensuring over communication and a smooth and simple process.

4

What qualities or certifications set you apart from other agents?

Tara DeSelms, Realtor®
Broker/Owner of DeSelms Real Estate

- Greater Nashville Realtors Board of Directors 2018-current
- TN Realtors Board of Directors 2019-current
- National Association of Realtors committee member
- (CRS) Certified Residential Specialist
- (ABR) Accredited Buyer Representative
- (SFR) Short Sale / Foreclosure Resource
- (GRI) Graduate, Realtor Institute
- Licensed 2005

5

How will you help me buy a home in a competitive market?

Buyers: We customize a plan for each of our clients based on their current situation, wants and needs, communicating the plan throughout the entire process. We have a proactive approach to find homes for sale whether they are coming soon, off market or on market. We are creative with our contract writing so that our clients win in multiple offer situations. We're only as good as the team that surrounds us. We have great working relationships with several lenders, title companies, attorneys, home inspectors that will work hard to make buying a home a smooth process.

"THANK YOU MARK, AND TARA, I AM SURE YOU KNOW HOW PATIENT, KIND AND WONDERFUL HE IS. IT WAS A VERY OVERWHELMING PROCESS, BUT HE TOOK ME THROUGH IT AND GUIDED ME WITH GENTLE HANDS. I TRULY APPRECIATE ALL MARK AND THE REST OF THE DESELMS DID FOR ME."

- Marianne R.

"AS GOOD AS IT GETS IN THE REAL ESTATE BUSINESS. FIRST CLASS SERVICE --- FIRST CLASS PEOPLE!"

- Lane F.



6

What's your commission fee?

Our success fee is unique to every situation and we'll be happy to discuss this fully after meeting with you and learning about your situation. If you are buying a home, the commission is paid for you in most cases by the seller!

7

Do I have to sign a contract and can I cancel without a penalty?

In order for us to represent your best interest, we will need a contract, but in 31 years we've never locked anyone into a contract, allowing you the right to an "easy exit". We want to work with you if you want to work with us. If our partnership isn't working out, we will part as friends.

8

How will you communicate with me?

We tailor our communication based on your preferences. Our goal is to communicate early and often throughout the process so you never have to wonder how things are progressing.

9

How do you set realistic expectations for your clients?

In our consultation we will show you our proven path to success, explaining the entire process up front. One of the things we pride ourselves on is our honesty and transparency. We don't want anything to surprise you so we set realistic expectations and strive to underpromise and overdeliver.

10

Who can I contact for a reference?

We love our clients and value their privacy. Please let us know if you would like to speak with a client of ours and we'll connect you with them directly.

"WE SEE
OUR WORK
AS MORE
THAN JUST
SELLING
HOUSES."

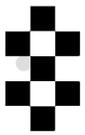
Tara DeSelms
Broker + Owner

"THE DESELMS TEAM DID A GREAT JOB HELPING US FIND THE RIGHT HOUSE IN THE BUDGET WE SET. IF THE TIME COMES, WE WILL USE THEM AGAIN AND I HIGHLY RECOMMEND THEM."

- Rick D.

THE ROAD TO HOMEOWNERSHIP

Knowledge is power. This homeownership timeline is here for you to refer to throughout your home buying process.



START

1

Determine if you're ready to buy a home

2

Interview + select REALTOR® and sign buyer representation agreement

3

Interview + select Mortgage Broker pg. 33

4

Fill out loan application and get credit report

5

Research loan programs

6

Determine how much you can afford

7

Get pre-approved

8

Research areas, neighborhoods, schools, etc. pg. 28

9

Start looking at homes online & in person pg. 28

“Risk comes from not knowing what you’re doing.” - Warren Buffett

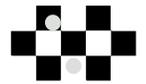
Stay in direct communication with lender and provide all documents requested for underwriting loan approval

19 Final walk through

20 Closing!

18 Title search and commitment by chosen title company pg. 34

16 Lender will hire appraiser



FINISH

Hire home & termite inspector for repair negotiations pg. 30-34

15

14 Contract acceptance and earnest money deposited

Make your offer & negotiate to purchase

13

12 Determine contingencies:
• Inspections
• Appraisal
• Financing

11 Agent will research home value

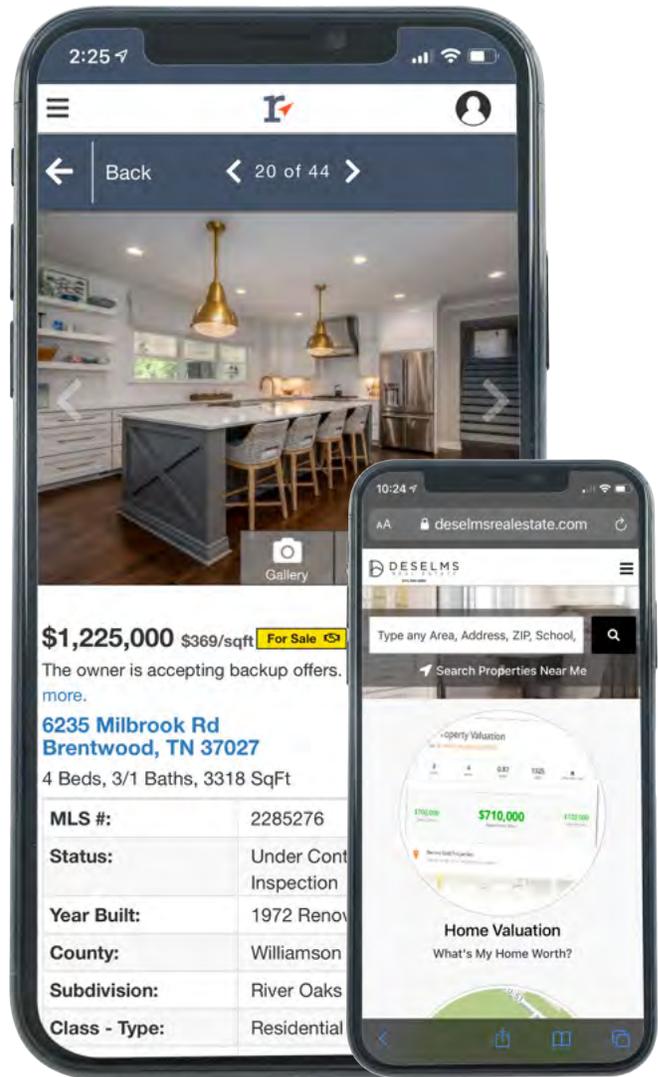
10 Select your home

Your home is just waiting for you to find it

DOWNLOAD THE REALTRACS APP

Agent level search. User privacy. Every listing, everywhere.

- Confidently search for homes with accurate market information.
- Connect with reliable tools and support that work for you.
- Be ready to buy. Get Pre-Approved.
- Search, Save homes, Get Updates.
- Use your competitive advantage.



Find your dream home



Source: www.realtracs.com

OUR PREFERRED PARTNERS



Michael Brown | (615) 516-8157

Churchill Mortgage

Since 1992, our team has helped over 100,000 families across the United States. Our team helps clients buy their dream homes and achieve greater financial freedom along the way. Many lenders simply look at your mortgage as “today’s transaction”, but that’s not good enough for us. We want you to win — and win big — throughout your lifetime.

Bell & Alexander

Integrity and commitment are the cornerstones of providing excellence in service to consumers, real estate professionals and mortgage lenders. Our staff is focused on complete customer satisfaction and our experience in the middle Tennessee market provides the professionalism that is second to none in multiple types of transactions.



**BELL & ALEXANDER
TITLE SERVICES, INC.**

Ben Seamon (615) 333-7712



Emily Daniel (888) 509-2916

Achosa

We empower you to choose your own licensed contractors for all required services. Unlike traditional home warranty companies that have limited pools of contractors in their networks, you will be ensured of prompt, reliable service by having the whole market at your disposal. Of course, we are here to assist you in finding the right contractor if you so choose.

VENDOR CATEGORIES



Flooring



Home Improvements



Plumbing



Electrical



Home Inspectors



Roofing



Heating & Air



Interior Design



Movers

Note: Furnishing of any names of Vendors provided by the Broker or Broker's Affiliate Licensee(s) is done as a ministerial act and only as a courtesy and does not in any way constitute any warranty or representation as to the quality of the vendors, their services or subsequent reports.

VENDOR DIRECTORY



Cleaning

Lorena's Cleaning
615-540-2915

Andrew Pflueger "Be Odor Free"
615-957-4446



Carpet/Flooring

James Bates - Rite Rug
615-207-0823
www.riterug.com

Dave Patton (Carpet Repair)
615-794-1926

Doug Robar (Carpet Cleaning)
615-400-5982

ProSource
Andy 615-251-6100
www.prosourcewholesale.com

Roger Henry (Carpet Install)
281-658-9031

Watson Floor Gallery, Nick Collins
615-772-3637
www.watsonfloorgallery.com



Estate Sales + Appraisals

Berenice Denton (Estate Sales)
615-292-5765
www.berenicedenton.com

Clint Walker (Appraiser)
615-419-4153

Scott Dender (Heritage Appraisals)
615-977-0464



Electrical

Cody Stinson
270-776-7306

Doctor Electric
615-504-0825
www.drelectrictn.com

Brian Davis
615-405-6680

Craddocks Electrical, Gary
615-481-3964
www.craddockelectrical.com



Fence Installation

K & C Fence Company
Kevin Hunt 615-562-7651
www.fencenashville.net



Foundation Repair

American Structural
Jim Grunow 615-809-8727
www.americanstructural.us

Nash Structural Solutions
John Nash 615-663-3463

Tennessee Foundation Services
615-395-4559
www.thefoundationspecialists.com

United Structural Systems
615-227-2275
www.usstn.com



Garage Door Installation/Repair

Aaron's Garage Door
615-456-6654
www.aaronsdoorservice.com

VENDOR DIRECTORY



Heating + Air

Aloha HVAC, Shane Ray
615-982-3258
www.justcallaloha.com

D & G HVAC
615-885-9585
www.dgacservices.com

Affordable Maintenance
615-405-2925

Roger Denton
615-672-3335



Home Inspectors

UltraSound Inspections
Bill Collins 615-476-1967
www.ultrasoundinspections.com

Pillar to Post (Gary Neal Team)
615-290-8550
www.garyandnealteam.pillartopost.com

Win Home Inspections
Mike Hankins 615-969-5741
www.brentwood.wini.com



Home Owners Insurance

State Farm
Victoria Hood 615-771-6333
www.victoriahood.com

Raymond
Preston Reed 615-866-2728
www.rprinurance.com



Home Repairs

David Davis
615-202-0920

Results Handyman
615-891-7334

Kevin Bort - Vintage Construction
615-838-0025

House/Deck Washing

Marchall Farmer
615-459-2641



Interior Design/Staging/Organization

Selah-Vie
Sara Jane Kerstetter 717-609-2702
www.selah-vie.com

Two For Home
615-833-0381
www.twoforhome.com

Red Leaf Interiors
Lynn Grubbs 615-782-0105
www.redleafinteriors.com



Lawn Service

Ramon Barriga
615-480-7928

Sunshine Services
Jamie Svard 615-712-5417

Matthew Sharp (Wilson Co area/East Nashville)
615-804-3611
www.facebook.com/SharpLawnsNow

VENDOR DIRECTORY



Mortgage Lenders

Churchill Mortgage

Michael Brown 615-370-8634x137
www.churchillmortgage.com/loan-officers/Michael-Brown



Moving + Storage

Bolt Movers

615-219-9801
www.boltmovers.com



Painting

Hector Herria

615-336-8215

Nelson the Painter

615-270-7432

Holloway Painting

Scott Holloway 615-310-0222

Douglas Betty

615-424-2140



Property Management (Long Term)

DeSelms Property Management

615-550-5565
www.deselmspropertymanagement.com



Plumbing

Hendrik Alberts

615-405-9288

R & A Plumbing

931-982-9775
www.randaplumbingservice.com



Radon Mitigation

Advanced Air

Advanced Air 615-370-8748

Doc Air

615-845-6950
www.docair.com



Remodeling

Tenn-Star

615-604-2140



Roofing

Paul Olsen

615-553-2782
www.timleeeperroofing.com

Reliable Roofing

615-333-3653
www.reliableroofing.net



Septic Work

Elite Septic

615-504-7178
www.elitteseptictank.com

K & E Septic Systems, LLC

Robert Lopez, Installer
 615-456-7351

Anglin Septic Services

Jack Gray, Pumper
 615-794-1776
www.anglinseptic.com

VENDOR DIRECTORY



Short Term Property Management

Beckon Homes
833-423-2566
www.beckonhomes.com



Termite/ Pest Control

Ace Exterminators
615-876-7158
www.aceexterminating.net

Americare Services
615-893-7111
www.americareservices.com

Greens Exterminating
615-889-0869
www.greensexterminatingnashville.com



Tree Removal

Mike York
Owner/Arborist
615-771-8733
www.treesavvynashville.com



Title Company/ Real Estate Attorney

Bell and Alexander Title Services
615-333-7712
www.bellalexander.com



Window Repair/Replacement

Ryan Repairs
615-444-1919

Music City Home Crashers
Ray Vernon 615-332-2814
www.musiccityhomecrashers.com

Forst Builders
Stew 615-516-1588
www.forstbuilders.com



Warranty Company

Achosa Home Warranty
Emily Daniel 615-481-2800
www.achosahw.com



Waterproofing

Oldshan
615-367-2800
www.olshanfoundation.com

ServPro
615-790-96
www.servpro.com



Water Testing/Treatment

Robertson Family Water
615-895-6600
www.robertsonfamilywater.com

C.D Development & Lab Co
Chris Davis
731-988-5373//731-431-1961

ADDITIONAL RESOURCES



Map Search



DeSelms Blog



Relocation Guide



Community Guides



How to Cope With the
Stress of Buying a Home



DESELMS
REAL ESTATE

#webringyouhome