

Seven join Slyman Real Estate West Knoxville office

Seven agents recently joined the newly opened West Knoxville office of Slyman Real Estate: Bryant Brewer, Stephanie Corby, Susan Elder, Phil LiMandri, Cathy Morrison, Patti Quinton and Kesha Shipe.

“Recruiting experienced agents who are familiar with Knoxville’s real estate market and have proven themselves to be successful is a vital asset to growing our new office,” says broker/owner Laura Slyman Piers, who hired the new agents. “With all the changes in our real estate market, it becomes imperative to hire top agents who specialize in our local area.”

◆ Brewer, not pictured, was born and raised in the Tri Cities/Kingsport area and is an eight-year resident of West Knoxville. The ETSU graduate has 23 years of experience in retail sales and management.

◆ Corby brings more than two years of experience to Slyman Real Estate, with primary specialties in new construction and West Knoxville condos. The West Knoxville native attended Farragut High School and the University of Tennessee.

◆ Elder has lived in Strawberry Plains more than 30 years.



Corby



Elder



LiMandri



Morrison



Quinton



Shipe

She has worked more than 20 years in sales and marketing, including nearly three years in real estate.

Elder is the 2008 president-elect of the Women’s Council of Realtors, a board member of the Boys & Girls Clubs and the UT Alumni Association, and the Trentville Ridge Homeowners’ Association vice president.

She is a past president of the UT Alumni Association and a former member of the West Knox Rotary Club.

◆ LiMandri recently relocated to West Knoxville from Las Vegas, where he was a broker and managed an office with more than 120 agents.

He has a master sales graduate designation through Floyd Wickman courses and, through the National Association of Realtors, the Certified Residential Specialist; Graduate, Realtors Institute; and the

Accredited Buyers Representative designations.

When he received the Centurion Award from his previous company, it put him in the top 3 percent of all agents in that franchise nationwide.

LiMandri has been involved in real estate for more than 17 years, working his way up from an assistant’s position. He also has worked as a real estate teacher.

His specialty is residential real estate.

◆ Morrison was raised in Knoxville, attended Powell High School and graduated from UT. She served United Airlines as a flight attendant out of Chicago in the early ’70s before spending 11 years as owner/manager of Knoxville’s Over the Rainbow and Tezio at West Town Mall.

Most recently, she was property manager for West Knoxville’s The

Meadows Condominiums for nine years.

◆ Quinton grew up in Morristown and has lived in the Knoxville area nearly three years.

She has a bachelor’s degree in early childhood education and taught school for nine years before entering the real estate industry two years ago.

◆ Shipe, a longtime Oak Ridge resident, graduated from Oak Ridge High School.

Before joining Slyman Real Estate, she worked in the country music business as an assistant wardrobe stylist in Franklin.

The residential real estate specialist recently celebrated her first year in the industry.

For more information on these agents, call 862-6161 or visit the office at 105 Center Park Drive, Suite 200.



Q. Can I get a home without paying for mortgage insurance?

A. When you get a mortgage, the home serves as collateral on the loan. If you were to default on your loan

payments, the lender could sell the home to recoup any losses. If you put less than 20 percent down on your home purchase, the lender does not have much equity to fall back on if the home had to be sold at a loss. In these cases, most lenders will require the borrower to purchase mortgage insurance to protect themselves against possible losses. You can avoid paying mortgage insurance by putting at least 20 percent down on your purchase. Some lenders may waive the insurance requirement in exchange for charging a higher interest rate on the loan.

Q. I don’t want to put 20 percent down on the loan. How long do I have to pay for this mortgage insurance?

A. Depending on your balance, canceling your mortgage insurance can save you anywhere from \$25 to \$100 a month. Legislation requires that lenders notify borrowers when they have 20 percent equity in their homes (when their loan balance is down to 80 percent of the home’s value) and inform them that they can take steps to cancel their

mortgage insurance. Lenders are required to automatically cancel the borrower’s mortgage insurance when the borrower obtains 22 percent equity. In either case, the borrower can terminate his/her mortgage insurance only if loan payments have been made on time for the last 12 months. If the price of the home has appreciated substantially (if the home was bought for \$100,000 and can be sold for \$125,000), the borrower can have the home appraised and submit the appraisal to the lender in order to have mortgage insurance canceled.