

# Listening carefully

How long has it been since you felt you were being heard?

Proud associates of Dean-Smith Realty, Tom and Debaran Hughes are building a successful family real estate business on a surprisingly simple foundation: listening to their clients. That means asking questions that matter and really listening to the answers.



“We want to help you find a home that’s inspirational,” Tom says. “We are coming through for our clients time after time, now and for years to come.”

Tom and Debaran handle all types of real estate needs, whether you’re buying or selling. They offer a number of advantages that set them apart from the rest:

- ✦ Their houses spend fewer days on the market than both local and national averages.

**“Tom and Debaran listened to our concerns, marketed our home aggressively, and kept us informed of the process. Their honesty, direction, and market knowledge helped us get a quick sale for top dollar.”**

*Jed and Marsha Dance*



- ✦ They maintain a considerable inventory of homes, from grand estates in Sequoyah Hills to small condominiums to suit cozier lifestyles.
- ✦ They have a vast pool of buyers, some local and some relocating from other cities.
- ✦ They use a highly effective targeted marketing system that includes brochures prepared especially for your property, direct mail to qualified buyers, and a sophisticated and exclusive computer database that cross-references their buyers’ needs with what their sellers have on the market.



- ✦ They build every day on their extensive network of referrals, contacts, resources, neighborhood and school information, and other crucial industry knowledge that will help you navigate Knoxville and find exactly what you’re looking for.

- ✦ Best of all, they listen to you. For example, do you prefer to have Tom and Debaran show your home personally and tell its story? What photography do you feel shows off your home to its best advantage? How do you want the details of closing handled? You can be assured that Tom and Debaran won’t proceed without knowing the answers to all these questions and more.

This kind of representation is possible only when your real estate agent has a personal investment in the community. Tom grew up in the

heart of Sequoyah Hills, and Debaran has lived in Knoxville for nearly 20 years. They love the city and take great pride in promoting it.

“We are your neighbors,” Debaran says.



“We are dedicated to the Knoxville community, so it matters to us that you’re satisfied.”

The Hughes Properties is a thriving real estate business because of Tom and Debaran’s commitment to hard work and exceptional service. See for yourself why they receive so many referrals from satisfied clients.

**“Not only did Tom and Debaran find exactly what we were looking for, but we were delighted with how they handled our existing home sale. They accomplished this during an extremely challenging real estate market. We cannot say enough about the excellence of the Hughes real estate team.”**

*Tiffany and Tommy Siler*