

THE TENPENNY TEAM

Service Without Boundaries

Seventeen years ago, Penny Tenpenny found her calling in Real Estate, an industry where she can set higher standards and provide clients a level of loyalty, service, and care that makes them feel like family. Together with her husband Nick and their assistant Sarah, The Tenpenny Team has excelled, grown, and remained a resource through dramatic changes in the Nashville market, extending help to anyone in need. Through the years, they've kept their purpose consistent no matter the circumstances: "Serving you while serving God." By combining a traditional manner of building relationships with a constant awareness of market changes, they continue to rise through the ranks while keeping their team small and their purpose in focus.

Throughout her career, Penny's thoroughness shines, particularly in educating and caring for others. Before starting Real Estate, she hosted teaching workshops with churches using a curriculum she customized with creative gestures to keep her audience engaged. When the time came for her to start something new, Real Estate presented itself as a means of fulfilling her God-given skills for developing custom systems and "full scope" care. After three years of success, she enlisted the help of her husband Nick, who brought decades of experience in sales and construction. Today, the pair balance their tasks with their passions: Nick loves conducting showings and inspections, allowing Penny to focus on contracts and negotiations, her specialty.

Penny and Nick provide extensive knowledge of Nashville, and a customer experience rarely matched in any industry. They've lived the majority of their lives in the area, watched it change and grow, and understand the city as well as its budget-friendly surrounding areas. Their wealth of experience keeps them flexible, easily adapting to varying needs, from raw land, to luxury homes, to hidden gems. "Whoever the Lord sends, that's who we take," Penny says. In the past year, they've sold

homes ranging from the multi-millions to \$100k. No matter the situation, they are patient and willing to go the extra mile to ensure clients feel comfortable and confident with their decisions, "I have shown as many as 20 homes in a day," Nick says. "That's just how we serve," Penny agrees.

For people in need, the Tenpennys step up to the plate, even when most REALTORS® wouldn't. Penny tells the story of a woman who desperately needed to sell her home, and had been turned down so many times that she bawled in relief when the Tenpennys accepted the job. They also helped a gentleman transition into assisted living recently, and went above and beyond to help: "I spent hours cleaning the house and even closets to prepare for listing the home," Penny says. A close friend of the client's remarked, "I've never heard of a REALTOR® doing something like this," but the Tenpennys response is to "do what is brought to you, whoever needs to be served."



Outside of work, the Tenpennys love spending time with their six grandchildren, fishing, hunting, and participating in church activities. Nick proudly notes Penny's famous mashed potatoes and fried chicken, which you may be lucky enough to try if you make her acquaintance.

Particularly during a challenging year, they love staying in touch with clients, bringing food and groceries by, "whatever makes it easier. Just serving," Nick says.

Ultimately, what the Tenpennys love most are family and community, and theirs seems to get bigger by the day. Whether you're a client looking for a patient, reliable, and honest REALTOR®, or a REALTOR® seeking a mentor with years of experience, the Tenpennys make themselves available as both resources and lifelong friends. In just moments of chatting with them, it's easy to see how their knowledge and giving spirit have made so many people feel at home.