



Signature

real estate

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SIGNATURE REAL ESTATE

Personalized Service for Northeast Georgia

Story: Laura Kellum
Photography: Bryan Redding

Buying and moving into a home can be a daunting task, especially when unfamiliar with the area to which one is moving. Thankfully, Signature Real Estate has arrived on the Athens housing scene with the intention of making this task a little easier.

Though a brand new agency, the folks at Signature are by no means new to Athens. The team of five who head up Signature Real Estate – Drew Camp, Buster Vandiver, Barbara Sheats, and Mark and Delores Jennings – have many years' experience living and working in Athens, and in the real estate industry in general. Managing Broker, Buster Vandiver, has 35 years of experience in the real estate business; Realtors Delores Jennings and Barbara Sheats were previously award-winning sales agents with Athens real estate agencies, Coldwell Banker Upchurch Realty and Herman Sheats Realty, respectively. Drew Camp is a real estate developer with many projects under his belt in the metro Atlanta area, and Delores's husband, Mark, is also a real estate developer whose portfolio includes local high-profile projects such as the Oconee County neighborhood development, Parkside, and the new, upscale downtown high-rise, Georgia Traditions. The Jennings are familiar faces in Athens, as they are both native to the area.

"We get along just fine, because we work at opposite ends. Mark gets in there initially with the development and I handle the finished product, so there's no conflict," Delores Jennings joked, when asked about the experience of working as a husband and wife team. Having people at both "ends" under one roof is, in fact, the idea that led to the creation of Signature Real Estate. "With Mark having so many development projects in Athens and me being a Realtor, it just made sense to come together and form a company that encompasses both aspects of the trade," Jennings said.





The winning combination of Delores' sales experience and Mark's involvement on the development side is reflected in the agency's layout as a whole – an in-house development team is responsible for the properties that Signature's agents represent, so that everyone has a say in the design, color and exterior/interior details of the houses. This arrangement makes things easier for the client as well, eliminating the need for them to consult a developer and agency separately when looking for a new home.

Because Signature Real Estate specializes in new con-

struction, with agents showing some properties that are still unfinished and lots that have yet to be built upon, each development will feature a fully furnished model home. The model homes in each new development will all bear the same interior "Signature Design" – the stately walls with heavy trim, hardwood floors and polished granite that echoes the interior design of Signature's headquarters on Atlanta Highway.

More than offering a glimpse of Signature's trademark interior design, the model homes will also serve as offices for the agency's financing department, so that potential buyers will have full support and may qualify for a mortgage and be able to calculate taxes, insurance and incidental costs, all on the same day they come to view the property. No more hassles and headaches of driving from one office to the next – Signature Real Estate truly offers a one-stop shop.

Along with the five principals, 15 total realtors currently round out Signature Real Estate. "We want to keep it small and really get to know each other, like a family," said Jennings. She also noted that the agents would all be required to learn the ins and outs of all the properties they represent, so that they will be able to provide clients with the information they need in order to make educated decisions on their own.

Currently, Signature Real Estate is representing six developments in the Athens area. With a new development underway in nearby Gwinnett County, the company hopes to move forward with properties in other surrounding counties. □

For more information on Signature Real Estate, please call 706.549.1717 or visit their website at www.signatureathens.com.