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### On the cover:

Photo by Brandon Monzyk, Square 1 Media Location: 19217 Brookhollow Dr.





Tracy Ellis is giving you the **EDGE** you need in Real Estate!

Then you hear the words Real Estate, what do you think of? Do you think of single-family homes, luxury listings, and/or land? When I hear the words Real Estate, I think of families, first-time homebuyers, veterans, first responders, and seniors downsizing from the only home they've ever known.

Rick and I have an amazing job that comes with an incredible responsibility and we never take that lightly. I'm very blessed to work side-by-side with my husband every day, and it's important to me to know that my partner in life cares as much about our clients as I do.

Recently, we were on a listing appointment with the sweetest couple. They contacted us to help sell their home—a home they had lived in for their entire lives. They had raised their children in that 1,400-square-foot home and had made countless memories, but it was time for them to leave their home behind and move to a senior's community. Rick and I walked through their beloved home room-by-room, and as I looked at every scratch on a door or stain on the ceiling, I couldn't help but feel emotional.

Those are the hardest and most rewarding appointments for me. I love listening to all of my stories my older clients have to share and looking at the material things they have accumulated along the way. All throughout this particular couple's house, you could see the love that was shared within those walls.

The woman displayed incredible quilts she made for numerous occasions, and when I stood in their kitchen, I felt as if I was transported back to the time they bought the home many years ago. You could tell not much had changed since then, but they loved that house and enjoyed it as if it was brand new.

On our way home from that appointment, Rick and I didn't talk as much as we usually do. We pulled into our garage and just sat there for a moment. Not much had to be said, because we knew what each other were thinking. We both agreed how incredibly hard it must be to leave the only home you've known—the home where you raised your children, experienced countless ups and downs, and grew stronger together in love.

In that moment, we decided to take on their heartache as our own, and vowed to take extra special care of that sweet couple. I think that is one of the hardest things about our job—the worry about our clients. It's not about the homes themselves or getting them sold, but rather, it's about wanting to do the best job we can for our clients.

The truth is, your worry is our worry, just as your joy is our joy. Obviously, we'd rather have only happiness and joy, but that isn't always possible, especially when you're dealing with real estate. That lovely couple didn't want to leave their home behind, but they simply couldn't take it with them on their next journey, and that was hard to face.

Your homes are your memories—they are your lives, and Rick and I know how important it is to handle each of our clients with care and respect. It really is as if each home becomes our responsibility, and it's part of our job to always remember that selling a home is more than just a transaction. There are many things that are out of our control, but we do everything we can to be there for our clients and to be understanding when disappointing news and unexpected outcomes arise.

Recently, I've had many calls from friends asking my opinion about becoming a Realtor. I always tell them it's an amazing thing to be able to help people with their largest investment, to get to know so many families, and feel like you made a difference in their lives, but the job also has a lot that comes with it—things I'm not sure people realize from the outside looking in.

As a Realtor, you give up a lot of your time. You're on-call literally 24/7, 365 days a year, rain or shine, and when things go wrong, you've got to have thick skin. Since you're the one who will deliver bad news, it can get a little rough sometimes.

That is one of the most difficult things for me—delivering bad news about a deal that may not go through. In 2016, we saw more deals fall apart over inspections than we've had in our entire eighteen-year career in real estate. In my opinion, that's happening more often due to a lack of inventory and the influx of new Realtors in the market.

When you are a new Realtor, you may not have the knowledge and experience needed to adequately educate your clients on the process of buying and selling real estate. When I finished my real estate education, I knew absolutely nothing about buying and selling real estate, and some things you can only learn with time and a lot of experience. I'm still learning something new every single day.

When we experienced contracts falling apart last year, it wasn't over structural issues or termite damage—I'm talking about minor issues, such as a broken thermal seal that could easily be repaired, that completely derailed transactions. My point is, when you are buying and selling real estate, you should work with a Realtor that you trust to not only represent your best interests, and has handled many real estate transactions.

If you're thinking about a career in real estate, my advice is to start off working with a team and learn everything you can to be the best Realtor you can be. The National Association of Realtors says that only three out of every one-hundred people who pass the test are in the business after one year, and only one person out of one hundred is still in the business after ten years.

In 2017, The Rick & Tracy Ellis Team is already off to an incredible start, and we expect another record-breaking year. Rick and I are so proud of our team. We sold over \$20,000,000 in real estate in 2016 with our small team of four. We recently added our newest Realtor, Allyson Lewis, and are working hard to teach her everything we can so that she'll have a long, successful career in real estate. If you're thinking of buying or selling real estate, we hope you'll give us a call and experience how our knowledge and marketing can MOVE you. We are so grateful to every client we've represented over the past eighteen years. Thank you for letting us into your lives.



People always ask us why we chose "Wittenauer Custom Homes" as the name for our company. Why didn't we choose to put something catchy or easy to spell and remember? The answer is simple. We wanted to put our name on our business. You put your name on something you're proud of, for which you've worked really hard. Wittenauer Custom Homes is all about pride and passion for creating a place you love coming home to each day. We are a family-owned business with a strong dedication to creating a very personal builder-client relationship. We stand behind everything we do to make sure it is done right. We don't believe in "cookie cutter" houses and you won't find two custom homes that are alike. Everyone deserves a house that is unique to who they are and exactly what they have always envisioned. You can count on us to deliver everything you have always wanted from the beginning design phase to the moment you step inside your new home for the very first time. We are with you every step of the way. A house is not a home unless you can picture yourself living there and creating a lifetime of memories. Wittenauer Custom Homes is confident we can help you build the house of your dreams! We bet our name on it!







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# Readers' Choice: Top 8 Restaurant Picks in STL



hough many things come together to make St. Louis great—the foodie scene stands out as one of the best. Every St. Louisan knows about our hometown originals: Provel cheese and toasted ravioli, but St. Louis offers a number of unique and delicious cuisine from all over the world. To showcase St. Louis as home to a whole plethora of foods from different cultures and styles, we decided to test eight restaurants in the area chosen by our readers. Here's to fine dining, STL style. Bon Appetite!





### Kemoll's/Top of the Met

Rising above forty floors in the One Metropolitan Square building of downtown St. Louis, this Italian food haven has some of the best views—and food—that I've ever had! The moment you walk in the lobby of the building, you will be impressed. After you take a trip up the elevator of the tallest building in Missouri, you might have the treat of being greeted by hospitality angel, Tamera.

If you get the chance to have her take your coat or refill your drink, then make sure to converse with her! What an outstanding person. The Linguine Monte Mare ("The Seafood Pasta") is a big fa-

vorite; the cheese bread is to die for; and you've just got to grab dessert before you leave!

Owner Mark Cusumano sat down and talked to me about Kemoll's and the dining experience. He likes to focus on the atmosphere and the food—two things that Mrs. Kemoll cared about most when she decided to open the restaurant in 1927 at the first location on North Grand Boulevard. After sixty-two years, the restaurant moved to the lobby of the One Met building in 1990, until the top floors (40 & 42) became available in 2009.

Through ninety years and several generations, the family has kept their reputation for quality food and great service. Mark and his family hope that everyone will continue to enjoy the relaxed atmosphere and just have a good time with good food and good people. He really wants it to feel like a family—a big Italian one!

### **Bar Les Freres**

Tucked in a gorgeous stonebrick strip on prestigious Wydown Boulevard in Clayton, you'll find Bar Les Freres. The place has the charm of the French countryside with cozy décor and detailed accents that give the place a warm feel. The french bistro is only open in the evening hours, but for a good reason.



Owner Zoe Robinson started this restaurant, along with its neighbor, I Fratellini, right across the street. I asked her what her goal was when she first had the idea, to which she replied, "I wanted to create a space that would be lively and romantic."

That goal was definitely attained. At night, when you walk into Bar Les Freres, you will feel an ambience that is almost unmatched. The decorations and chandeliers shimmer with a romantic light as the people gather together to mingle. Bar Les Freres can be romantic, but also boisterous and lively.



The servers and bartenders add a lot to the atmosphere.

"I like to transport you. I want you to come and feel intrigued," said Zoe.

Along with an enticing atmosphere, the food doesn't disappoint. The menu consists of a delectable list of hors d'oeuvres and small plates that are sure to fill you up. "It's definitely not small portioned and over-decorated food. We still go refined with some of our dishes, but we like to keep the traditional French meal and not push tiny, precious food."

Zoe hopes that each person is satisfied with the overall experience. Things like great food, friendly service, a great cocktail, etc., truly come together to enhance one's experience

at Bar Les Freres. Soon, Zoe will open a third restaurant on Wydown—Billie-Jean—where she hopes to continue her love of bringing people together to enjoy fine cuisine in a lively and special environment.



### Bishop's Post

There is a hidden gem of fine dining in Chesterfield called "Bishop's Post." The restaurant is named after Justus Post - the founder of Chesterfield - and Ben Bishop, who is a managing partner for the restaurant. Since it's on Chesterfield Parkway, most people would assume it's a loud and crammed restaurant, but that's not at all true.

Bishop's post is a serene eatery with beautiful landscaping and some pretty neat features. The large back patio consists of string lights, flowers, and even a two-story waterfall. There is plenty of entertainment

space and giant windows that act a bit like garage doors, so when it is too cold or rainy to use the covered patio, you can still see the lovely pond and landscaping.

Managing partner, Heather Hebson, describes the food style as "traditional American comfort." She said, "It's all about having a place to go that has a homey feel, and food that brings good thoughts and flavors your taste buds will love!"

If you get anything on the menu, try the meatloaf! According to Heather, it's the best she's ever had—thanks to their amazing chef. Other delicious dishes include seafood, such as crab cakes or salmon, steaks, burgers, and even good ol' mac n' cheese. Bishop's Post is definitely the place to go for a fun and diverse menu. Just looking at it made my mouth water!

### **Stone Soup Cottage**

A gorgeous barn renovated from the 1920's stands up on a hill, overlooking 6.5 acres of quiet Cottleville. The entrance is a small, gravel drive with a sign that reads "Stone Soup Cottage." As you drive up, you'll notice the beautiful land-scaping and gorgeous pound with a fountain. There are flowers and big trees that make it feel quaint, special, and scenic.



The inside of the cottage itself is a treasure of its own. Beautifully redone, the décor is full of European charm, complete with a grand fireplace and plenty of natural light from the old-world glass pane windows. The wood floors are just another trait that stands out amongst the rustic barn doors and wood beam ceilings.

For the dining experience, they offer a four-hour, six-course meal. Not four, not five, but six courses! The lucky guests that get the chance to enjoy this dining experience will have their food cooked by Owner and Head Chef Carl McConnell and his team. He likes to focus on the source, quality, and freshness of ingredients, and then brings them together to create a unique evening, accompanied by high-quality traditional foods and a relaxing environment.

The menu changes every four weeks, so the food is constantly fresh and sure to surprise your palate. Although reservations are hard to secure, this place is a must visit on the list!

### Vin de Set

Named after the phonetic spelling of the address in French, Vin de Set occupies a three-story brick building on Chouteau Avenue near downtown St. Louis. Inside, there are enormous bars proudly serving a multitude of craft beers and wine.

One of the best parts of the restaurant is the top room; it's decorated splendidly with accents of St. Louis and French history. There is also huge bar and a large rooftop patio where you can sip wine and enjoy a five-star view. This feature allows you to feel removed from the city streets below, as if you are in the treetops looking at the city off in the near distance.



The concept of the restaurant was born after a trip to Provence, France, by owners Paul and Wendy Hamilton. Upon their return, they decided to start a restaurant focused on genuine wines, much like those they had tasted in France. Eventually, craft brews and a full French-menu accompanied the wine selection.

Some items featured on the menu include: difficult-to-find escargot, a list of soups and salads, and plates like duck or fish. Freshness is



vital, as the owners plan to construct a greenhouse, which will add to the half-acre garden they already use for ingredients. Whether you are going out for lunch, a night on the town, or just a drink, Vin de Set is the perfect destination.



### Katie's Pizza & Pasta

For lovers of variety, Katie's pizza and pasta is a perfect place to go for tons of options. Owner Katie Lee says, "Our restaurant is unique because it is so inclusive to all. We have setup a welcoming environment where families, couples, business people, etc., all feel welcome."

There's a unique energy created as you watch your pizza, be made right in front of you with fresh ingredients in a wood-fired pizza oven. Their ingredients for the seasonal menu come from the huge vegetable garden next to the patio, where you can sit and enjoy the fresh air.

When I asked more about the menu, she told me, "All of our pastas are made in house from scratch. We are known for our famous Fried Artichoke Salad, Burrata small plates, Black Spaghetti, and our Fig & Squash Pizza. Everything is fresh, seasonal, unique and made from scratch." The inspiration for all of this came from Katie's mother, who she lived with in Florence, Italy, where she studied their style of cooking and culture.

While Katie's Pizza & Pasta has only been open for three years, business is booming, and the restaurant has gained in popularity. A location in Town and Country is set to open in spring. Katie's Pizza and Pasta is also expanding the brand into the meal-kit industry with their new sister company, Vero Pasto, which means "real meal" in Italian.

Vero Pasto is an online meal-kit company that specializes in artisan pizzas and pastas. The Vero Pasto pizza kits are purchased online and then shipped to your door in a temperature-controlled box, containing the ingredients and a recipe card to cook artisan pizza and pasta in your home. Katie decided to expand into this market because she loved the thought of reaching more people with great food and a unique experience.

On top of all the expansion, every fourth Tuesday of the month the restaurant hosts "Giveback Tuesday," where they select one local charity and donate 100% of the profits. So far, Katie's Pizza & Pasta has donated over \$100,000! It's definitely an active and popular place to go, so stop by and be a part of the action!

### The Brass Rail/TBR Prime Steak Market

The Brass Rail has a wide variety of foods and great steaks. After all, right next-door is their very own meat market, which they use for all of their cooking. Plus, their delicious seafood is imported from the east coast! If you want genuine seafood with that perfected taste, then don't miss out on The Brass Rail.

Owner and Chef Scott Ellinger grew up on the east coast and has done an exceptional job of bringing top-notch seafood to St. Louis. One of the major focuses of this restaurant is quality. Popular options include: crab cakes, fresh soups and salads, top-notch steaks and prime rib, and tons of shrimp. Scott describes the culinary style as jazzed-up American cuisine, which perfectly illustrates the variety and quality of the menu.



The Brass Rail has definitely been recognized for it's delicious food, as they have won "Best Steakhouse in St. Charles County" in both 2015 and 2016 as well as the "Trip Advisor Award of Excellence." Plus, the restaurant has expanded four times in its total five years in business. The Brass Rail has also added catering and banquets. They can serve weddings or events of up to 400 people. In addition, The Brass Rail participated in a charity event, where they fed 3,100 people for Thanksgiving.

Their price range varies from around \$7 to \$35, which makes it perfect for your lunch break or dinner with family and friends. Scott expects to continue expanding, and we may even see another one open up soon. After all, it's a great restaurant that has awesome food and a true, community feel.

### Lewis and Clark's

Main Street has always been a special place for St. Louis locals. Strolling down the red, brick-road, lined with antique street lamps and a view of the Missouri River is an unbeatable feeling year-round. Along the walk, a tall building with a top floor balcony reads, "Lewis and Clark's."



Named after none other than the two men who led a monumental expedition that would vastly contribute to the expansion of America - Meriwether Lewis and William Clark - the building itself was built in the 1880s. Some parts were built in the 1900s, and the famous balcony was later added in the 1980s. Originally, the property belonged to Antoine Soulard, who was appointed to lead the surveying of the Louisiana Territory.

Today, it stands as an iconic piece of history to our expansion westward and provides a great way to experience the history through food. Lewis and Clark's focuses on serving the American classics. The menu is an extensive list of burgers, Southwestern food, sandwiches, meats, seafood, and pastas. Plus, they offer great happy hour specials, perfect to enjoy either at the large bar or on the patio.

This St. Charles treasure belongs to Dan Badock, who did a great job keeping the restaurant updated and well designed. If you are ever out shopping or just taking a walk along the historic district, Lewis and Clark's is a great place to grab a bite or a few drinks with some friends!



he process of selling your home starts with information. Did you know there's a way to lessen delays, price renegotiations, unpleasant surprises and last-minute repairs and estimates? Pre-listing inspections cost a few hundred dollars out of pocket, but like any good investment, they have the potential to save you thousands! You will learn what is truly going on with your home – and not just the negative things but the positive things too. Pre-Listing inspections are a great tool for more accurately pricing your home, reflecting the positives like a new roof or electrical panel while making clear any areas of improvement for full disclosure.

In a perfect world, every seller would know every possible problem with their home and have those things repaired before it's listed. Every home would be clean, staged with bright colors and smells of chocolate chip cookies wafting in the air to greet the buyers. This would make for happy Realtors, happy buyers and sellers alike! But how often does this happen? Not often. Let's face it – few sellers have the time and energy to do it all. Thankfully it only takes a few hours to get a pre-listing home inspection. Your agent will take it from there!

The inspection will help you and your Realtor understand potential deal breakers. Your Realtor will help you decide which items are worth fixing and others that only need bids for repair. A pre-listing inspection is one of the first steps in the process of selling your home for top dollars.

#### A Pre-Listing Home Inspection will help you:

- · Sell your home closer to asking price.
- Sell your home faster-because it's ready.
- Eliminate buyer surprise if they discover a problem on their own.
- · Reduce the chance of price renegotiations.
- Avoid closing delays by not waiting for repair quotes.
- Understand issues with your home that cold affect the sale price.
- Equip you and your Relator to decide which items – if any – to fix.
- · Have time to find estimates for the repairs.
- · Reduce your liability through full discloure.

Last fall a pre-listing home inspection proved out to be quite valuable, to both the sales price and the time line. As I inspected their roof I found hail damage. They were unaware they had damaged shingles. Their roof qualified for a claim through their insurance and the roof was fixed by a contractor of their choice. They didn't feel rushed to get the first roofer that was available but had the time to interview and choose the best one for the best price. They listed their home and it sold quickly for a good price.

Don't ever assume you know everything about your own home. Our motto says, "If homes could talk – you wouldn't need us!" So until homes talk – call us, 7 Oaks Home Inspections!

About the author: Wesley Kelley is an ASHI Certified Home Inspector and a NACHI Certified Master Inspector. He is recognized by area Real Estate Leaders as a Professional Real Estate Resource in helping people understand their homes. He founded 7 Oaks Home Inspection, LLC, in 2003.



# HOME INSPECTION LC "If Homes Could Talk You Wouldn't Need Us"

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uying a home may seem like a daunting and scary thing. It's funny; the minute you mention you are starting to look for a house, every family member, friend or neighbor's dog has some horror story. However... it doesn't have to be that way. One of my biggest priorities is educating buyers on what to expect throughout the process. It is all about expectation and education.

Upon my first visit with a client, one of the first things we discuss is what it takes to get a loan. Getting a loan is based on the 4 C's; 1) Credit 2) Capacity 3) Cash and 4) Collateral. Let's discuss each one in detail.

#### 1. Credit:

This is what I like to call the "first barrier to entry." Credit is a statistical prediction of a borrower's future payment likelihood. If you are paying your bills on time and are not maxed out on your debt, your credit score will be higher. If you have late payments, collections, bankruptcy's, foreclosures or maxed out on your debt, your credit score will be lower. The higher there credit score, the lower risk you are to a bank which usually results in better loan terms for you.

Your credit doesn't have to be perfect to get a home loan. One point can make a difference in your approvability. If your lender requires a 620 credit score, 619 will not work. However, if there are some blemishes on your credit, there is no need to worry. We will help you work through them, quickly, so you are able to get approved.

### 2. Capacity: (Debt to Income):

Banks want to know that a borrower has the "capacity" to pay their bills. They look at it from two ways; A) Housing Ratio B) Total Debt Ratio.

- Housing Ratio: This ratio is your total house payment (principal & interest, real estate taxes, homeowner's insurance and any mortgage insurance) divided by your monthly income. A good rule of thumb is you can afford 25-35% of your monthly pay.
- Total Debt Ratio: This ratio is all your debt (new house payment, car payments etc.) divided by your monthly income. You want to keep this ratio at 45% or less, however, there some loan programs that allow a higher number.
- 3. Cash: (How much money you have between bank accounts and retirement accounts):

We, as lenders, looks at two items in this section; A) Down payment B) Cash reserves.

- Down Payment: Not all loans require a down payment, however, the higher the down payment, the stronger the deal looks.
- Cash Reserves: The more money that is in your bank after closing usually means there is a smaller chance of you defaulting on the loan.

Also, there are many Grant programs available that can help with your down payment, which would keep your money in your bank!

**4.** Collateral: (This is referring to the property you are buying.)

When lenders are looking at the properties you are purchasing, they want to make sure it is worth the purchase price. Appraisers will inspect the property and compare it to similar homes in that area (size, square footage, condition etc.). Also, banks need to have something to secure the loan. Even though banks do not like to foreclosure on anyone, if that situation arises, they want to have something to sell to try to recoup their loan.

Once you know what a lender is looking at when you apply for a mortgage, it makes it easier to understand why we ask for certain documentation. At the end of the day, we want you to succeed in homeownership. I love what I do, and I am blessed with the honor of helping my clients achieve that. The more I can educate my clients, the more pleasant the transaction. And finally; if you understand that lenders do not want any more foreclosures, then you will understand why we check and verify the 4 pillars of a loan.



**Dennis Tate** Senior Loan Officer



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# Holliday's Heroes Dinner: Saying Farewell to Matt and Leslee

n 2012, Matt Holliday and his wife, Leslee, launched Homers for Health, a season-long pledge program benefiting SSM Health Cardinal Glennon Children's Hospital. Now, after eight years as a St. Louis Cardinal and Chairman for the program, Holliday will start the 2017 season as a New York Yankee—but his legacy as a beloved Cardinal will live on through the continuation of Homers for Health.

On January 16th, The Rick & Tracy Ellis Team joined a room full of donors and sponsors of Homers for Health at the Ritz-Carlton for the annual Holliday's Heroes dinner. In the past, the event has focused on celebrating the committed donors and supporters of the program, but this year, two special people were also honored for their part in raising more than \$3.7 million for the children and families of SSM Health Cardinal Glennon.

Holliday announced fellow Cardinal and friend, Matt Carpenter, would fulfill his role as Chairman of Homers for Health, setting off

one of the night's many emotional and moving moments. In addition to the outpouring of gratitude and love from Cardinal Glennon patients and their families, it was easy to see both Matt and Leslee were overwhelmed by the love and support from people they considered their "Hall of Fame" of friends.

Turning away in tears, Matt was speechless as he thanked the room for their support and shared his hopes for the continued growth and success of the program. When he first signed with the St. Louis Cardinals, both Matt and Leslee wanted to do something for the community to show their immense gratitude. Through faith and lots of love, the Hollidays not only managed to give back by raising funds for the hospital but also built lasting relationships with many of the patients and their families.

One child close to the Hollidays was unable to attend the event due to treatment, but six patients in attendance personally thanked Matt and Leslee for making a difference in the lives of so many. To







show their appreciation, the patients presented Matt with a shadowbox showcasing a #7 created out of seven baseballs, each bearing a signature from the children.

The very first patient the Holliday's met back in 2011, Maggie Bohannan, gave a heartwarming speech. Maggie and her family were the catalyst that lead Matt and Leslee to start the Homer's for Health program, and it was Maggie who revealed an incredible surprise to the Hollidays. With a tear-filled voice, she emotionally announced Cardinal Glennon would dedicate a wing of the fourth-floor, in-patient cancer center unit to the Hollidays that will be named "The Matt and Leslee Holliday Wing."

Although Matt and Leslee will stay on as the founders of Homers for Health, it was an emotional night of goodbyes. In addition to Matt Carpenter, other Cardinal players will remain involved, including Trevor Rosenthal and Adam Wainwright as pitchers with K's for Kids. In a light-hearted moment, Rosenthal joked that they may continue the pledges on Matt's homers, even in a Yankees uniform—just as long as Holliday didn't hit any home runs off of his pitches.

The evening concluded with a song, as attendees sang Happy Birthday to Matt, to round out the emotional event. Hearing the challenges of the children battling cancer and seeing their courage was both heartbreaking and inspiring. Matt's tears continued to flow throughout the night, and watching this talented athlete care so intensely about these children filled the room with a collective swell of love, passion, and heart; there wasn't a dry eye in the room.

The Rick & Tracy Ellis team want to extend their gratitude and best wishes to the Hollidays. We can't say enough about how caring and down-to-earth Matt and Leslee truly are. They are two of the most giving people Tracy and Rick have ever had the pleasure of meeting. The feeling St. Louis has lost a dynamic duo in these two is inescapable, but the impact the Hollidays had on the St. Louis community will live on forever, both in the hearts of Cardinals Nation and in the halls of the Matt and Leslie Holliday Wing at SSM Health Cardinal Glennon.





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1012 Las Campanas Sunrise Beach, MO 65079 \$1,350,000



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19217 Brookhollow Dr. Wildwood, MO 63038 \$1,200,000



2072 Farris County Rd Foristell, MO 63348 \$950,000



1333 Wildhorse Meadows Chesterfield, MO 63005 \$945,000



331 Woodlawn Terrace Ballwin, MO 63021 \$800,000



17690 Wakefield Meadows Ct Wildwood, MO 63038 \$769,900



160 Killarney Lane Pacific, MO 63069 \$717,500

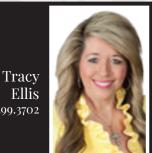


TBB Westbrooke, Wakefield Forest, Wildwood, MO \$715,900



TBB Parkview II, Wakefield Forest, Wildwood, MO \$695,900

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# IN 2016 WE HAD OVER \$50,000,000 IN ACTIVE, UNDER CONTRACT OR SOLD LISTINGS!



28 Upper Conway Chesterfield, MO 63017 \$650,000



TBB Nantucket II, Wakefield Forest, Wildwood, MO \$649,900



9130 Rott Rd Sunset Hills, MO \$625,000



1533 Highland Valley Cir Chesterfield, MO 63005 \$612,500



TBB Arlington II, Wakefield Forest, Wildwood, MO \$599,900



19464 Babler Forest Rd Wildwood, MO 63005 \$599,000



2007 Wood Manor Way St Charles, MO 63304 \$575,000



14829 Conway Chesterfield, MO 63017 \$585,000



TBB Wyndham, Wakefield Forest, Wildwood, MO \$685,900



TBB Nantucket, Wakefield Forest, Wildwood, MO \$679,900



TBB Waterford, Wakefield Forest, Wildwood, MO \$669,900



34 Barnor Rd Wentzville, MO 63385 \$650.000





Mary Kay Schlimpert 636.751.4435



Vince Cafazza 314.369.8554



Allyson Lewis 314.504.5859





102 Stone Ridge Meadows O'Fallon, MO 63366 \$560,000



711 Henry Ave Ballwin, MO 63011 \$550,000



17530 Garden Ridge Cir Glencoe, MO 63038 \$549,900



919 Sheffield Forest Ct Ballwin, MO 63021 \$523,000



110 Woodmere Trail Ct. St. Charles, MO 63303 \$510,000



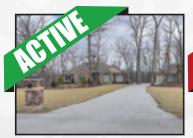
364 Woodmere Dr St. Charles, MO 63303 \$499,900



103 Bogey Estates Dr St. Charles, MO 63303 \$481,000



223 Oak Wentzville, MO 63385 \$475,000



39 Hidden Vista Dr Defiance, MO 63341 \$474,900



2507 Viola Gill Lane Wildwood, MO 63040 \$450,055



1172 Kortwright Ave St. Louis, MO 63119 \$449,900



1205 Hickory Hollow O'Fallon, MO 63366 \$415,500

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357 Sturbridge Dr St Charles, MO 63303 \$414,000



78 Brook Hollow Ct O'Fallon, MO 63366 \$408,000



505 Oakwood Ave St. Louis, MO 63119 \$400,000



310 Peruque Ridge Wentzville, MO 63385 \$399,900



431 Ridge Meadow Lane Washington, MO 63090 \$395,007



134 Tuscany Trace Dr. St. Charles, MO 63303 \$374,900



62 Shellbark O'Fallon, MO 63368 \$348,500



4495 Lookout Point Dr Augusta, MO 63332 \$325,000



6 Moorbriar St Peters, MO 63376 \$325,000



3135 Wheeling Dr St. Charles, MO 63301 \$320,000



3492 Foxborough Cir St Charles, MO 63301 \$303,000



12040 Conway St Louis, MO 63131 **\$280,000** 





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3007 Spacious Sky Dr Dardenne Prairie, MO 63368 \$275,000



49 Boschert Creek St Peters, MO 63376 \$274,999



923 Daffodil Ridge Dr 183B, O'Fallon, MO 63366 \$270,000



252 Jacobs Way Dr. O'Fallon, MO 63376 \$259,900



113 Abington St. Peters, MO 63376 \$249,900



1405 Gettysburg St. Charles, MO 63303 \$235,000



5502 Norgate Ct Cottleville, MO 63304 \$230,000



146 College St. Charles, MO 63301 \$225,000



2322 Ashley Woods Dr St. Charles, MO 63303 \$217,500



104 Marigold Meadows O'Fallon, MO 63366 \$215,000

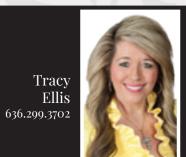


51 North Trumbull St. Charles, MO 63301 \$210,000



200 Wild Turkey Robertsville 63072 \$205,000

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# IN 2016 WE HAD OVER \$50,000,000 IN ACTIVE, UNDER CONTRACT OR SOLD LISTINGS!



2125 Bayonne Dr St. Charles, MO 63303 \$197,000



327 Jackson St. Charles, MO 63301 \$195,000



10 Oakridge West Dr St. Peters, MO 63376 \$193,650



5856 Walnut Creek Blvd St. Charles 63304 \$190,000



304 Essex Park Dr O'Fallon, MO 63366 \$177,500



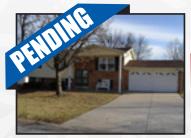
45 Constellation Hill St Peters, MO 63376 \$177,000



2802 Hilldale St. Louis, MO 63144 \$169,900



104 North Central Curryville 63339 \$169,900



4 Jeffrey Wayne Dr St. Peters, MO 63376 \$160,000



1604 Lincoln Dr St. Charles, MO 63303 \$158,900



2524 Banister St. Louis, MO 63125 \$158,000



302 Shadow Trace Dr Wentzville, MO 63385 \$147,000





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1211 Marigold Ct Troy, MO 63379 \$143,900



11989 Autumn Trace Ct Maryland Heights, MO 63043 \$132,000



209 Tyndale O'Fallon, MO 63366 \$129,900



3215 Classic Dr Florissant, MO 63033 \$128,000



3480 Morganford St. Louis, MO 63116 \$120,000



420 North 3rd Louisiana, MO 63353 \$115,000



12168 Nantucket Place Maryland Heights, MO 63043 \$105,000



1024 Trojan Dr Troy, MO 63379 \$105,000



4956 Hurstborough Hazelwood, MO 63042 \$83,000



6716 Sandy Hill Hazelwood, MO 63042 \$81,000



1469 Twillman Ave St. Louis, MO 63138 \$73,000



2227 Brown Rd Overland, MO 63114 \$72,000

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905 Saint Jean St Florissant, MO 63031 \$71,000



9105 Goodale Ave St. Louis, MO 63114 \$69,000



111 Grenache Ct. O'Fallon, MO New Construction



842 Topsfield St. Louis, MO New Construction



719 Chancellorsville Wentzville, MO New Construction



726 Chancellorsville Wentzville, MO New Construction



COMMERCIAL LOT:
Wood River Road, Lake Ozark, MO 65049
\$5,000,000



RESIDENTIAL LOT:
12 Radnor, St Louis, MO 63131
\$999,999



COMMERCIAL LOT: Heron Hill, Lake Ozark, MO 65049 \$12,000,000





Mary Kay Schlimpert 636.751.4435



Vince Cafazza 314.369.8554



Allyson Lewis 314.504.5859





### Inside the nursery of

# CAspen King Edmonds with star of Bravo's Real Housewives of Orange County and new Mom,

# Meghan King Edmonds

n the summer of 2015, The Tracy Ellis Team had the opportunity to meet with Meghan King Edmonds, star of Bravo TV's reality show The Real Housewives of Orange County and wife of former Cardinals Baseball Player, Jim Edmonds, at their home in St. Louis, Missouri. With a homey, rustic style, Jim and Meghan's traditional colonial-style home was as warm and welcoming as the homeowners themselves.

Since our last visit, Jim and Meghan have welcomed a new addition to their family—their daughter, Aspen King Edmonds. Born on Thanksgiving Day in 2016, baby Aspen had quite an interesting debut into the world. Meghan went into labor the night before, and knowing she was in for a long Thanksgiving holiday, she took a little time to enjoy a steak dinner (between contractions, mind you) before jetting off to the hospital.

As Meghan's mother rushed to make plans to prepare dinner for her guests, which included a 25-pound turkey, Meghan gave birth to the lovely Aspen. The new Grandma was able to make it home just in time to entertain her guests, and that night, Meghan and Jim had plenty to be thankful for as they enjoyed a Thanksgiving dinner-on-the-go in Meghan's hospital room.

A few days later, the new parents introduced Aspen to her St. Louis home and one-of-a-kind nursery. As impressed as we were with Meghan's design style during our first visit to the family home in 2015, we couldn't wait to see where her imagination took her in designing Aspen's nursery.

Meghan took plenty of time to research and plan the perfect nursery for her special little girl. Designed with a soft and romantic theme, Aspen's nursery is fit for a princess. Light pinks, floral wallpaper, and delicate decorations of beads and white bows complete the room, adding a classic feel that brightens up the space.

The nursery has a number of lovely statement pieces. In the center of the room, Meghan went with a unique, round crib and installed an elegant chandelier overhead—a gorgeous feature Aspen loves to look up at and admire. A beautiful white rocking horse adds a playful touch,









while two ornate, almost floor-to-ceiling mirrors complete an elegant changing-table Meghan ingeniously created atop a repurposed dresser.

In addition to a large vintage couch, two soft-pink chairs accent and seem tailor-made for the nursery. Modeled off chairs from Versailles, Meghan was inspired by designs from the Restoration Hardware showroom in Chicago, Illinois. The rounded headrests create the perfect spot for friends and family to block-out a noisy world and cuddle up with precious Aspen.

To add a casual element to the room, a Texas Longhorn with stately aluminum horns adorns the nursery wall. Meghan made it her own DIY project and added a little femininity to the piece with tasteful beading and a floral headband. It keeps with the rustic theme throughout their home, while adding an unexpected, stand-out feature to the romantic and fanciful nursery.

This little girl will have plenty to keep her wandering eyes busy as she takes in the world around her, but Jim and Meghan are already preparing for the day she's ready to learn more. Tucked in the closet is the beginning of a library, lying in wait to show Aspen the world through books. As Aspen grows, so will her collection. Luckily, the nursery has plenty of room to store books, toys, and anything else her little heart might desire.

Meghan went all-out on every aspect of the nursery—and for good reason. As a new mother to Aspen, Meghan is also the Stepmom to Sutton and Landon (eight and ten), who are both great with their baby sister. With her half-siblings, Aspen won't be an only-child, but both Meghan and Jim worry their second-youngest won't be close enough in age to keep Aspen from feeling lonely.

Though another child isn't out of the question for the Edmonds', Aspen was conceived through in vitro fertilization (IVF). Meghan and Jim were lucky to get pregnant on their first try, but it's not guaranteed to work as well again, which is why Meghan did everything possible to create the perfect space to raise her first born.

As difficult as pregnancy can be, IVF comes with an entirely different set of hurdles to overcome. In addition to the unknown, Meghan had to confront a number of medications, intense effects from hormones, and her fear of needles. With positive affirmations, Meghan made it through the daily injections, and when the time came, she had Aspen through natural birth.

Motherhood has a tendency to change a woman, and Meghan is no different. She was in the middle of filming for *The Real Housewives of Orange County* during her pregnancy, which made it difficult to be around the drama that's central to the show, especially since she wasn't able to drink.

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HER IN DESIGNING
ASPEN'S NURSERY."

Meghan's return to the Real Housewives is up in the air. Today, she is concentrated on raising Aspen and being there for her family above all else. The Edmonds' hope to shift the focus of their daily lives to St. Louis in the near future, bringing Meghan closer to her family and allowing both her and Jim to fully enjoy time together with their children.













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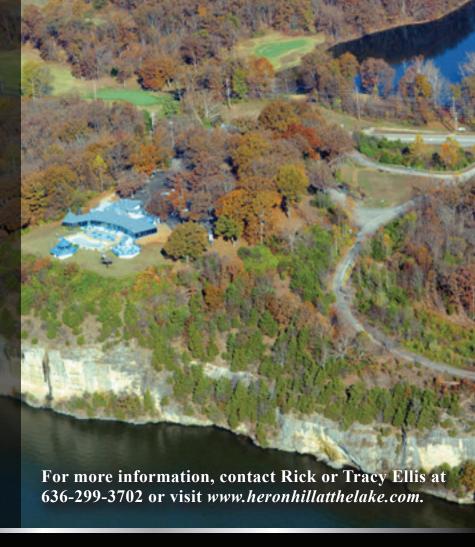


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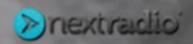


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# FM NewsTalk 97.1



97.1FM 98.7FM 1490AM



971TALK.COM



# John Beck and Next Radio: The Future of Broadcast Media

ecently, Rick and I had a chance to sit down with our friend, John Beck, to talk about what's up-and-coming in the world of radio broadcasting. John is the Senior Vice president and General Manager of Emmis Communications - St. Louis. For those who don't know, Emmis Commu-

nications is an American media conglomerate based in Indianapolis that owns and operates FM NewsTalk 97.1, along with other radio stations and various city/regional magazines, online, and mobile operations. The Rick and Tracy Ellis Show airs on FM NewsTalk 97.1 every

Saturday at 4 p.m. and Sunday at 10 a.m.

With our vested passion and interest in radio broadcasting, we strive to stay informed about what's new in radio, especially in regards to what's on the horizon for Emmis Communications and FM NewsTalk 97.1. Luckily, John's extensive background in broadcast media and his current position with Emmis makes him a great resource to uncover the inside scoop.

John's love for radio began early in his childhood. As a kid, his father and grandfather taught him how to fix things. John used to tinker with old radios, and when FM became available in the late 60s, he was fascinated. Prior to that, the only available radio broadcasting was through AM radio, which sounded very "tinny" and didn't have any base to it. On the other hand, FM sounded just like an album on your stereo system. Rather than the hyped-up, "happy-good-morning" hosts of AM radio, FM hosts spoke in a real, natural, and relatable way that captivated John.

His unconventional welcome to the world of broadcast media started right after college while working for the Stouffer's restaurant chain in his hometown of Pittsburgh Pennsylvania. Through Stouffer's, John learned how to bartend, and despite his background in political science, that's how he made his living. Fortunately, one of the bars he managed was neighbor to a radio station, and after bartending various weddings and events for the station, he got his foot in the door.

John started as a rookie account executive with WSHH-FM, which was much like the old KEZK here in St. Louis. Though the station focused on broadcasting beautiful music, otherwise known as easy listening, John was able to learn the ins-and-outs of the industry. From there, he started working for a mom-and-pop station in a suburb of Pittsburgh, selling advertising to local businesses. It's a skill he taught himself that eventually moved him up through the ranks to local sales manager and then to general sales manager positions. While managing a sales staff and his own account list, John was also on the air, filling in for various shifts in every daypart. Though he claims he wasn't any good as a host, he was on the air for mornings, overnights, and whenever they needed someone to fill in.

Eventually, John was offered a position as Detroit Sales Manager for CBS FM National Sales. His job there was to represent CBS FM stations to advertisers in Michigan, Ohio, Pittsburgh and all of Canada. At that time, CBS had 35 stations nationwide, and John was just twenty-eight years old.

"I learned a lot at CBS," said John, "I learned how to sell radio in markets big and small, and that's how I came to meet Emmis Communications founder Jeffrey Smulyan."

Jeff had just started his new company with WENS FM in Indianapolis. CBS FM National Sales represented WENS, and so John called on large national accounts for Jeff like Ford, Kmart, Chevrolet, Chrysler, AC Delco, White Castle, Labatts Beer, and the Canadian Tourism Office.

Along the way, John was noticed for his skills and potential in the industry, and when Larry Saunders, the owner of a station in Norfolk, Virginia, bought a station in Kansas City, he hired John as the station's general manager at age 30.

"My office was so big, it intimidated me," said John about his office in Kansas City.

Fortunately for John, that intimidation didn't last. After much research and discussion, John's station became a rock station, 106.5 KCI,







effectively filling a gap for rock music in the Kansas City radio scene. His success managing 106.5 KCI for two years translated into a new job-Vice President & General Manager of a station purchased by Jeff Smulyan in St. Louis, Missouri—K-SHE- 95.

"You never know where life's going to take you," said John.

As the years went on, Jeff Smulyan went on to purchase 97.1, which started as a competitor to KSHE called "The Rock," with the tagline, "Classic Rock that Really Rocks." Other stations under their management at the time included KIX Country and Alice 104.1, and their main focus centered on music stations—until they transitioned 97.1 FM from rock to a talk station for women.

What's now FM NewsTalk 97.1 started as "The Link," a station designed to reach female listeners from 18to 49 years of age. The Link featured Bob & Sherry in the morning, based out of North Carolina, then Dr. Laura & Joy Brown in mid-day, followed by Dave Glover in the afternoons, where he formulated the very approach he uses today. Over time, it became clear that women ultimately want the same thing out of radio as men, so Emmis started moving the station in a news/talk direction with a conservative lean, featuring Charles Jaco, Jamie Allman in the morning and later "Smash," Laura Ingraham & Sean Hannity, and again David Glover in the afternoon.

With a philosophy to build a talk news station that is open and clear about its conservative nature, FM NewsTalk 97.1 found its target audience. Today, FM NewsTalk 97.1 focuses on keeping the conversation natural and open. The voices on the station today are live and relatable, almost as if the hosts are riding along with listeners in their cars, or standing next to them in the kitchen while they enjoy a cup of morning coffee. Though Rick and I are partial to FM NewsTalk 97.1, Emmis Communications is involved in a number of incredible media operations, and their involvement in media broadcasting is reaching new heights.

Emmis is currently the leading advocate for enabling FM-chips in smartphones and other devices. As strong promotors of free over-theair radio, Emmis developed NextRadio, a free app for Android and Windows devices that combines radio with internet, allowing users to listen to local FM radio stations on their smartphones without using their phone company data points and using much less power than other streaming apps.

As a former First Vice Chair of the National Association of Broadcasters and past President of the Missouri Broadcasters Association, John spends time in Washington D.C. speaking with politicians about the benefits of free over-the-air radio and television. Today, his work with NextRadio shows his on-going dedication to making radio content accessible on any device, totally free of charge.

In addition to enabling users to connect to their favorite local radio stations and hosts from any device, NextRadio's innovative structure provides an invaluable platform to transmit public service and emergency information. With NextRadio, listeners don't have to rely on their ability to access the internet—even if the cell phone system is down, for example, during a natural disaster, NextRadio users have the ability to connect to their local stations and receive emergency information.

Though most of us are constantly connected to our mobile devices, 92% of the public still listens to free, over-the-air radio every week. Whether that's because you don't have to be a tech-wizard to operate a radio or because we like the nostalgia of listening to FM radio, we may never know. In either case, NextRadio combines the best of both worlds, offering a variety of features to enhance your FM radio listening experience with the added security of knowing, even in the event data centers go down or become overloaded, NextRadio won't stop transmitting valuable, free entertainment and information.



the most amazing homes every single day. Trust me when I tell you, over the last eighteen years, I've seen some gorgeous homes across all price ranges and locations—but it's a blessing and a curse. I

love looking at different ideas and floor plans, but then I always find myself wanting to move or remodel.

I'll never forget the day I went on a listing appointment in Wildwood and pulled up to a beautiful home nestled in a wooded setting. Although the house was stunning, it wasn't unlike the many homes I see every day, until I entered the kitchen, that is. I walked in and was immediately speechless. For a moment, the sound of my clients chatting faded into the background. I was in awe! It was the most incredible kitchen I had ever seen.

It wasn't because the kitchen was the largest or most expensive; I was in love with the space because it was 100% unique, and that's one of the things that can make a home really special. When you have a "Nettie White Interiors Kitchen," as I like to call it—that's what you get. Inspired, custom design.

If you haven't been into a home that Nettie White's team has remodeled, you're truly missing out. Her team of designers are some of the most talented individuals I've come across-true artists. When Nettie comes into your home, she takes in every inch: your tastes, the layout, your furniture and color preferences, and she instantly has a vision. Nettie can see would've never thought of on your own and can open your eyes to how to transform

your house into the home of your dreams.

Until Nettie came into our lives, Rick and I were constantly going back and forth between moving and renovating. Our home had beautiful cherry-wood cabinets, and we thought we'd never want anything else. Of course, we thought wrong. We went back and forth discussing and debating on new flooring for a couple of years, but I could never decide. With Nettie's help, we were able to stop debating, make decisions, and watch our home transform.

**BEFORE** 

I usually research and analyze every dollar spent to make sure we are getting exactly what we want at the best price, but now, I have Nettie to do that. It has been an incredible transformation and the easiest home makeover I've ever been through.

To start the process, Nettie came and visited us at home. We had coffee and told her all about who we are as a family, and well—that was it!. I think that's part of Nettie's charm; she truly enjoys hearing your story and learning about people in general. She is a tiny woman, with big, beautiful brown eyes that show you have her full attention. As we were chatting with Nettie, I

could tell her mind was running wild, envisioning what she can create in our home with the help of her team.

Nettie left our house that day and came right back with flooring samples, pointing out what she thought we should go with and why. It was hard for us to picture because it was so different from anything we ever thought we'd have in our home, not to mention the color wasn't blending well with our current cherry cabinets. I'm pleased to say, we didn't even question her choice—we were 100% confident in her ability, and everything turned out beautifully.

From the day we first saw our house, I was never a fan of the color of our quartz countertops. We had always had lighter tones of granite or quartz, and my plan was to change them as soon as possible. When we met Nettie in our home, I told her how much I disliked the countertops. Her response? She said when she was finished, I'd never want to change the counter tops again. Let me tell you, she was right!

In the end, she actually saved me money and made our home look incredible. Had I replaced the counters, the cost would've been almost as much as our cabinet makeover, and we would've still had our original cabinets. This was a much cheaper and easier option.

Nettie handled the entire process from start to finish. She got us incredible pricing and set us up with the most amazing floor-installers I've ever seen. Their attention to detail was impeccable. They were so careful with all of our furniture and were so professional. When the flooring was complete, they even installed our new baseboards and painted them before-

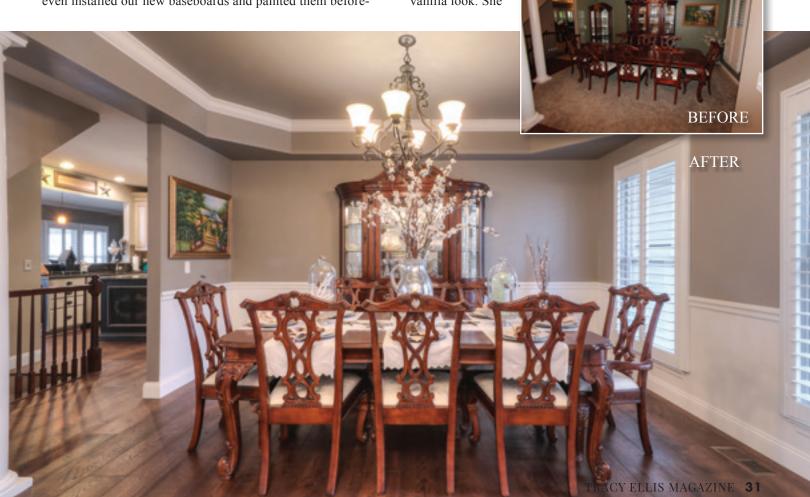
hand. In the past, the floor installers I've used would install the baseboards and tell you to have someone come and paint them, which is quite an unnecessary hassle!

We took Nettie's advice and went with an engineered flooring with a wider plank. The floors have a rustic, but elegant, feel to them, and they're practically scratch resistant. With our beloved and energetic German Shepard running the house, this was of utmost importance. We couldn't be happier with her choice.

While the flooring remodel was taking place throughout our main level, Nettie's team was hard at work on the kitchen. I'm aware there are plenty of companies out there that paint cabinets, but that just isn't what Nettie White Interiors is about. They're true artists that have the most incredible patterns and stamps, etching beautiful woodwork into cabinetry and more. With their artistic eye, your home will stand out from the rest.

The wood detail that Nettie specializes in makes cabinets look like a built-in piece of furniture. I thought the crown molding we had on our existing cabinets was nice, but it simply doesn't compare! Nettie White Interiors' woodwork is unique and custom, but so are the colors they use in renovation projects. These colors don't come from a paint can—each color is created to fit your tastes. For me, I'm very picky when it comes to vanilla shades.

I told Nettie I didn't want what I call a "dirty" vanilla look. She

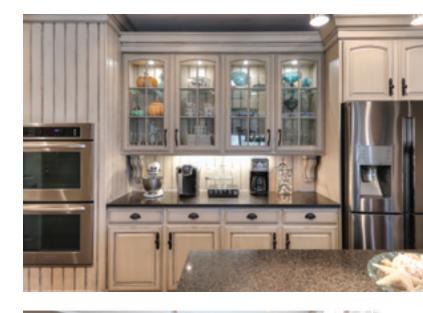


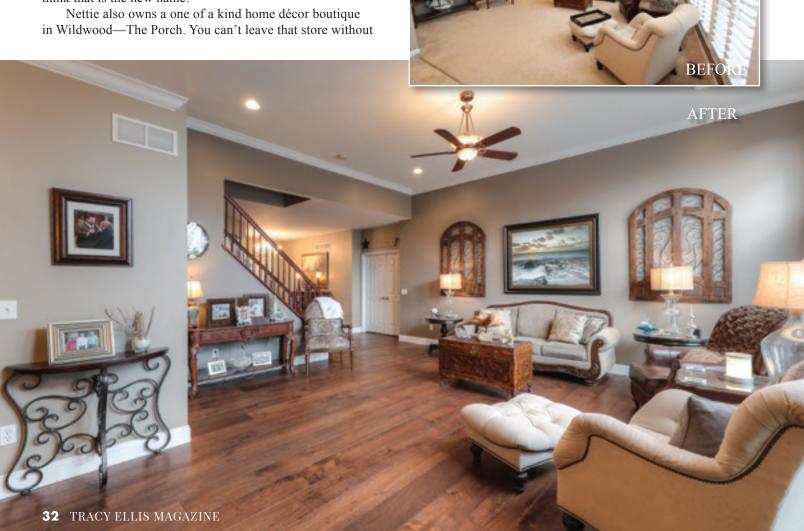
took a color from a linen chair in my home I've always loved and delivered a paint color that was exactly what I wanted.

There is no way I can explain in words the beauty in their work, and that is why Rick and I decided to share our own home makeover with you. Nettie and her team transformed our existing cabinets in less than a week. They removed all of our cabinet doors to work on them at their shop, which ensures you don't have the mess or people in your home all throughout construction. While the doors were away at the shop, her team came in and worked wonders with their custom paint and finishes. After all the cabinetry is finished, the job is completed with beautiful hardware that is unique to Nettie White Interiors.

It was incredible to watch these ladies in action. In about two to three days, the cabinets looked like they should've been in one of the luxury mansions we sell. If I'm being honest, I like our kitchen cabinets better than any I've ever seen, which is really saying something.

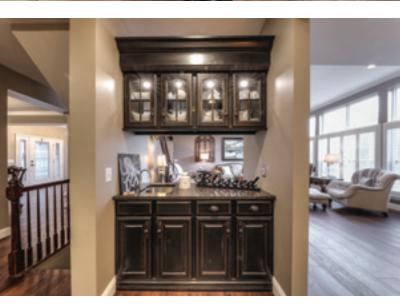
I wasn't home the day they finished our kitchen, but when I walked in the door, I stood there for almost five minutes unable to speak. I couldn't even believe I was standing in our kitchen! It truly was my dream kitchen, and it was done exactly the way we wanted it. That's what makes it so special—I know nobody else has *my* kitchen. Well, for now, anyway. Nettie recently shared with Rick and I that customers have come to her and asked for the "Rick & Tracy Ellis color." I think that is the new name!











taking something home with you. The Porch offers home décor, jewelry, and unique pieces you won't find anywhere else. You'll also find examples of Nettie White Interiors' work at The Porch, along with some of her magnificent hardware for cabinetry.

Nettie White Interiors transformed our home into a custom work of art—and her team can do the same in your home. When Rick and I are selling high end homes, we constantly hear how buyers are looking for what's unique and custom; they don't want what everyone else has. It's a fact that kitchens sell homes, so why not have your kitchen made over and enjoy it while you're there? With Nettie, you'll get the money back and your home will be sold quickly when the time comes.

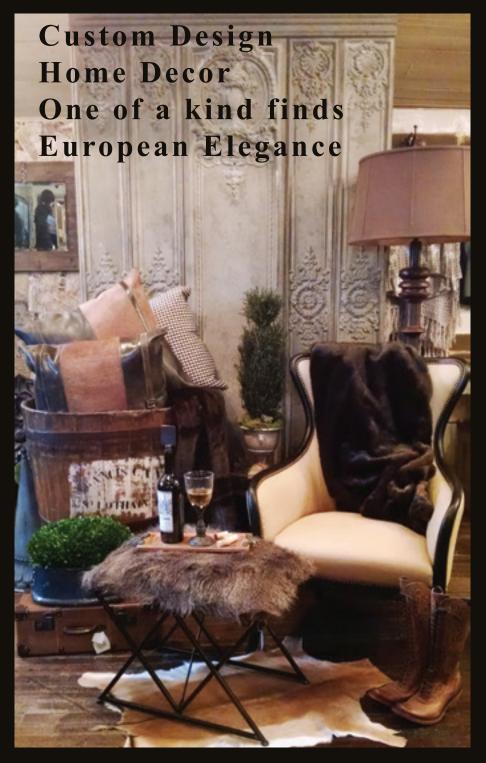
My husband and I told our kids we now may never leave—we love our custom renovation that much. We already have a list of what's next: bookcases, front doors, garage doors, and the beams in our great room ceiling, but we're just getting started.

Recently, we participated in a fund raiser at The Porch to benefit Nettie's nephew, Blake Snyder. It was wonderful to watch the community come together to help support BackStoppers and The Snyder Family. Every single person at The Porch worked so hard on this event, including Nettie and her husband Rich. It was a very long day after an even longer couple of weeks for her family, but they were overwhelmed with the generosity of the community. Rick and I want to thank everyone who supported the fundraiser at The Porch and all of our local media for covering it.

Nettie White is one of our dearest friends. I admire her for her talents, work ethic, and love for her staff and community. If you're truly looking for a one-of-a-kind experience, you must call Nettie White. For more information about her work and The Porch in Wildwood, please visit nettiewhiteinteriors.com.



# The Porch in Wildwood



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# What's Trending in

e all know the mantra "the way you live in your home and the way you list your home are two different things". That being said, if you are purchasing a new home or redecorating for living in 2017, you are in luck! This year brings us more color choices,

fabrics and finishes than ever before. If one word could be used to describe 2017's design offerings it would be "eclectic". The two main groups driving this trend are the Millennials and their parents, the Boomers. While they may both be driving the trends, there are definite differences and some similarities in their design choices and furniture selections. Say goodbye to cookie cutter furnishings off the show room floor. Homeowners are seeking a look that speaks to their hearts and a home that is comfortable, welcoming and uniquely their own.

The days of "keeping up with the Joneses" are long gone. These days homeowners are enhancing their living spaces with a mix of vintage family heirlooms, repurposed items, treasured collections acquired through their travels, and most of all, comfortable furnishings and spaces.

### **2017 COLOR**

When it comes to color, neutral is the way to go if you are planning on selling your home now or anytime in the near future. Sherwin Williams' color of the year for 2017 is Poised Taupe. This is a mix of warm brown and cool gray that blends beautifully with a wide array of wood tones and finishes. Poised Taupe is a new timeless neutral that pairs well with the 2016 color of the year Alabaster.



If you are not planning to sell your home, you may want to consider some of the following color trends. Keep in mind, the sky is the limit with color when you are living in your home, not when you are listing it! Pick a color you love and that says "welcome home". Sherwin Williams has announced four distinct color trends for 2017. The first grouping, NOIR, is a palette rich with Nordic blues, moody neutrals and golden yellows. Colors in general are going darker in 2017 due to the level of uncertainty in the world.

The second color grouping, Holistic, ties in with sustainable, mid-century and return of the 70's style design. The palette is lined with artic neutrals, blush,



rose and wild browns. In today's world, voluntourism and eco travel are surpassing the basic family vacation and "doing good" is the new "looking good".

Color trend three is titled Intrepid. This palette offers a feisty energy with fiery tones and vibrant colors. Of the 2017 palettes, Intrepid is one most



preferred by Millennials as the colors represent self-expression for this group that is so impatient for social and political change.

The fourth trend, Unbounded, features a palette embracing earthy mustards, ocean blues, corals and mud... yes mud! This color grouping speaks to



global immigration and world citizenship. Overconsumption is out and crafted and customized is in! We are no longer a throw-away society.



Another key color trend is the Pantone Color of the Year for 2017...Greenery. Pantone sets the color trends for fashion, the auto industry, home décor and packaging. Pantone stages that Greenery is fresh, calming and inspires new beginnings. Greenery is lauded as "natures neutral" and symbolizes the desire to rejuvenate and revitalize.

#### OTHER TRENDS

The return of wallpaper. Yes, it's true. Wallpaper is back baby! 2017's most popular patterns boast large scale and leaf patterns reminiscent of the islands and Old Havana. The Old Havana trend highlights rich, tobacco colored leather and wood as well as rattan which will be seen as an indoor furnishing staple this year.

Cork is becoming more and more popular, especially for walls and furnishings. And, terracotta tiles are also part of the warming trend as you will be seeing terracotta on walls, floors and even fireplace surrounds.

When it comes to kitchens, white, white, white. White is by far the most popular choice for kitchen cabinetry across all price points. White is accented with contrasting islands or what designers have coined the tuxedo cabinet. Gray and other soft tones are also popular as painted cabinets surpass stained in 2017. You will also be seeing a mix of hardware finishes utilized within one space, adding to the new more eclectic look.

Natural looks in hardwood flooring worked beautifully with reclaimed furnishings, shiplap, bead board and the entire warming trend. Designers are leaning away from the espresso tones of the previous few years as homeowners found them all but impossible to maintain.



After years of open concept floor plans, homeowners are seeking more intimate spaces. Cozy reading nooks where folks can unplug and recharge are becoming wildly popular. Porches and other outdoor spaces are sought after by homebuyers wanting to maximize their investment by bringing the outdoors in. Now more than ever design choices are endless. In 2017 you will be seeing a more interesting mix

of trends than ever before.

Liz Connolly, MIRM, CMP, President &



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- Tile countertops
- All white rooms
- Quote art

#### HERE TO STAY:

- Farmhouse style
- Industrial furnishings
- Painted furniture
- Sanctuary bedrooms
- Mid-century accents
- Porches



"The 2016 housing market is forecasted to be mainly a seller's market, filled with increasing home prices, relatively low inventory and fierce competition between buyers," says Jonathan Smoke, chief economist for *realtor.com*. "Buyers looking to close this year need to keep an open mind and be prepared to move quickly when they find a home that meets their needs. For sellers, it's about understanding the ins and outs of their local market so they can optimize the price of their home and close quickly."

Closing quickly while navigating new and more stringent legal/legislative guidelines also requires the assistance of a professional, state-of-the-art team, which Integrity is proud to be a part of with the Ellis Team.

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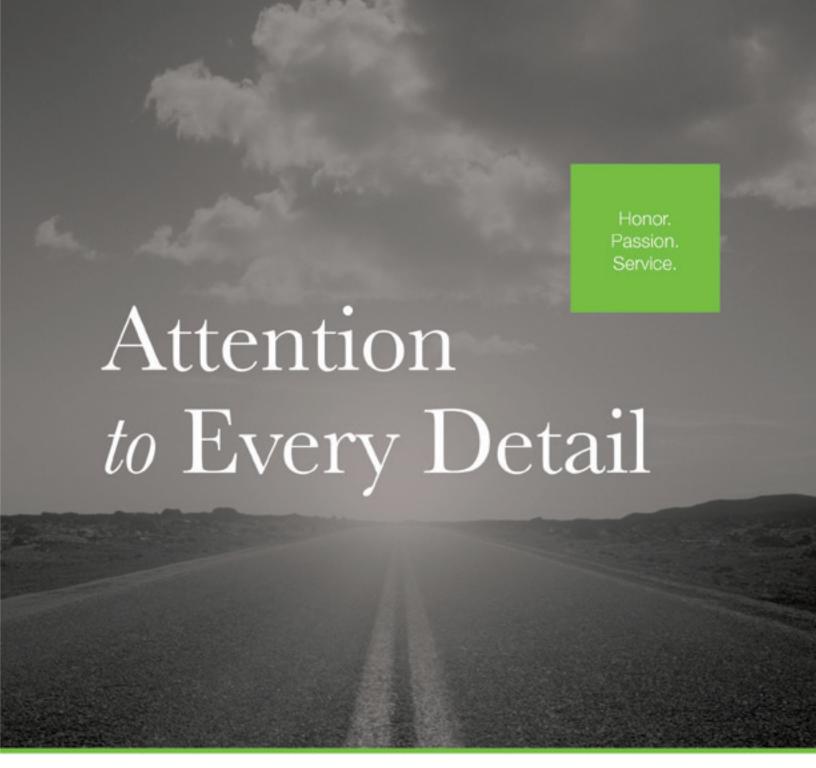
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# Sandy's Spotlight:

## "Knot Your Average Wood Worker"

avid Stavron talks with Sandy Miller about his craft and company, Shellbach Iron Works.

#### 1. Tell us a little about yourself. Are you from St. Louis?

Yes, I'm originally from St. Louis but have spent most of my time in other places: Philadelphia, a short time in New Orleans, and over a decade living on ocean ships all over the world as an engineer.



#### 2. How did you get started in woodworking/metal working?

I've been woodworking since I was very young. My grandfather was a craftsman. I discovered his carving chisels early on and had an obsession with carving objects from pieces of wood I found. It wasn't until my time aboard ships that I began metalworking. I knew enough to fabricate simple things for most of my career, but in 2009, I was on a small ship in the North Pacific, and we were caught in

a very bad storm. The ship was heavily damaged and actually taking on water, and we had no choice but to make the repairs during the storm. Among the small crew, I knew the most about metal work, so I was in charge. The days that followed taught me a world of knowledge - surprisingly - about metal sculpture.

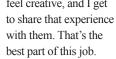
#### 3. When did you open Shellbach Iron Works? What was your inspiration?

I opened Shellback Iron Works in late 2012, repairing ironwork to historic homes in St. Louis and creating sculptures. Slowly, it turned into what it is today. I was passionate about building furniture and sculpture, and I knew I had to open my own business to if I ever wanted to have the freedom to build my own designs.

#### 4. What is the best part of your job?

Really—just seeing a project come full circle. I have a passion for building the wide array of designs I'm approached with, but I love working with people and their ideas. I think everyone is creative in knowing exactly what they're looking for in a piece, they just need a comfortable place to

feel creative, and I get with them. That's the



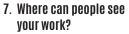
#### 5. What is your favorite piece so far that you've created?

I worked with restaurant and brewery. Confluence Kombucha, in The Grove on Manchester. The work I did there was inspired by the artistry of the owners and chefs. It's my most artistic project yet with sculpture, custom lighting, woodworking and custom metal fabrication. I think it shows the diversity of my work.



#### 6. What is your favorite design style?

I have to admit-I don't have one. I find myself engrossed in the piece I'm working on at any time, whether modern or rustic, to fully appreciate what it should be.



I've created many



one-of-a-kind pieces for homes all over the country, including right here in St. Louis. My work can also be seen at several local businesses: Confluence Kombucha; Nebula, which is St. Louis's first co-working space on Cherokee Street; the new board-game bar and restaurant in St. Louis, Pieces, located in Soulard; and the St. Louis MetroMarket bus, where my business transformed a retired city bus into a mobile farmers' market. We hope to transform another bus soon. <table-cell-columns>

> To learn more about Shellback Iron Works, visit www.shellbackironworks.com.

We are excited to announce

# Sandy Miller

will now be joining us on our Saturday radio show on FM NEWS TALK 97.1 with "Sandy's Spotlight"!



Sandy's Spotlight shines on St. Louis. Sandy will focus on beneficial businesses, promising products, super services and interesting individuals.







364 Woodmere Saint Charles, MO 63303

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This home is located in a prime location, on a 3/4 acre wooded, level lot with a beautiful deck! It has a unique atrium ranch which is one of a kind with a staircase that leads you down to an incredibly finished lower level with a kitchen, family room and possibly 4 more bedrooms, it's absolutely amazing!





Chesterfield Valley? This stunning home is located in a prime location off Wildhorse Creek Road; listed at \$1.3 million, 1302 Wildhorse Meadows is the perfect home if you want plenty of space to entertain.

A terrific 1.5 story floor plan with over 5,000 square feet and upgraded features that are surely to intrigue. We all need an indoor pool, large acre lot, movie theatre, and heated garage, right? This home has it all!

The grandeur of this property makes a bold statement from the street with gorgeous stone and brick exterior, balcony and two entrances. This custom built home shows just as incredible at night with all of the landscaping lighting to make sure this home is on display. A towering roof with peaks make an impressive statement while smaller details won't go unnoticed, such as the whole plethora of flowers, bushes, and trees that give this property a unique "walkway show" for guests.

As you walk up the brick staircase and enter the foyer you're greeted with a grand open staircase. As your eyes moves upward you'll notice the chandelier and all of the natural light that flows into the home. The study is truly the perfect setting with wood being showcased floor to ceiling, detailed moldings and a relaxing fireplace. Tall ceilings and a bay of windows make the turret an impressive work space. The large formal dining room has thick crown molding and beautiful bay window and plenty of seating for holiday gatherings. A swing door allows for easy access from the dining room to the butler's pantry, the perfect place to store all your fine china. There is no lack of custom cabinetry with sparkling granite counters and upgraded appliances. This kitchen is a chef's delight with built in gas cooktop, separate adult height snack bar and with the tall ceilings and gorgeous views of your private indoor pool - what more could you ask for while making dinner! I know ... a hearth room right off the kitchen with a fireplace flanked by built in bookcases.

an open spindled staircase above. Enjoy a cozy fire on those chilly nights or make your guest a drink at the wet bar right off your great room. The main level master suite is conveniently located off the great room with a custom tray ceiling, his/her walk in closets and corner soaking tub in your luxurious master bath.

One of my favorite features about this home is there are not only two staircases that lead upstairs, but the lower level features a side walk-out, you have NO stairs to walk right out to your level back yard. How great is that! Who doesn't get tired of going down an entire flight of stairs just to go into your yard? Upstairs you'll find huge bedrooms with walk in closets, one bedroom with its own private bath and the other two bedrooms share a Jack and Jill bath. Plenty of open space in the loft, perfect space for the kids to entertain.

The upstairs and main-level are pretty impressive, but the lower level is an entertainer's delight. This custom bar looks better than what you'd find in a lot of finer establishments. Gorgeous cabinetry and granite counters that wrap around the bar that even has it's own soda gun. The best part is the lower level is open and flowing, from the bar you have views of the family room with fireplace, huge game room, and not one, but two, huge home gym/meditation areas. I haven't even started on the huge media room with stadium seating, which is perfect for family movie night.

In the backyard you'll find a large fruit/vegetable garden area with planting boxes and stepping stones. A plant garden with a small walkway winds around trees, bushes, and flowers in the back corner of the yard. The most amazing thing is the indoor pool for year round fun! This is a lovely enclosed sunroom with heated floors, huge area for entertaining by a fire while your guest are relaxing in the pool, again year round! The warmth also extends to the three car garage which is also heated with epoxy stone floors and crown molding. There is detail in this home everywhere you look, you have to visit 1302 Wildhorse Meadows if you're looking for the all around perfect home.



Call or email Rick or Tracy Ellis for more info:

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636.699.2197 | Rick@TracyEllis.com



o, it's 2017 and if you're like most people, you've probably made some New Year's resolutions. It's not hard to guess that most Americans' number one resolution is to lose weight. So that begs the question, how's it going for you so far this year? I sincerely hope you're seeing success in your goals! However, if you're still struggling with getting a "win" in

At Nepute Wellness Center, we are seeing massive success stories with our new all-natural, doctor supervised weight loss program. In fact, the average female is losing 20-30 pounds and 2-3 dress sizes in just 42 days, while the average male is losing 30 – 45 pounds in the same amount of time! And these are TYPICAL results when following the doctor-supervised plan.

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This program's success hinges on an all-natural exclusive and proprietary no-shot/no-prescription formula that contains a host of amino acids and vitamins, in combination with detoxification, dietary and behavioral modification, and weekly doctor supervised visits throughout the 6-week plan.

#### What does the program do?

It suppresses your appetite, boosts your metabolism and energy levels, stimulates your body's ability to burn fat for energy, establishes new BMR and BMI set points in your body, and it's safe and effective for both men and women.

#### What if I have preexisting conditions?

Many people wonder if the program is safe, even if you have diabetes, thyroid problems, high blood pressure, heart problems, past history of cancer or have had a hysterectomy? YES! It's safe, and there are no known contraindications to health conditions or medications, except currently active cancer or gallbladder issues (if you've had your gallbladder removed, it's safe.) We also do not recommend the program if you're currently pregnant or breast feeding. If you're on hormone replacement therapy, you'll tend to lose weight slower and a little less overall (15 – 20 lbs vs 20 - 30 lbs) but you'll still see substantial inch loss.

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When compared to the other 3 big weight loss programs, it only takes 3.5 - 6 weeks to lose 20 pounds vs. 8 - 12 weeks for the other major companies like Jenny Craig, NutriSystem, Weight Watchers. And even with 6 doctor visits, it's affordable because it's the second least expensive of all the programs and most people save up to \$460/month by reducing their grocery bills, fast food purchases and snack purchases. So you can actually lose weight AND save money at the same time!

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#### hould I have a pre-listing inspection?

In the past, I've typically advised our sellers not to have a pre-listing inspection. Why? The buyer almost always has a home inspection, and each inspector can find different problem areas. However, I've changed

my mind!

I've been in the business for almost 20 years and had more buyers walk away after inspections in 2016 than all my other years combined. I think a lot of this comes from the lack of inventory. Buyers feel like they're settling in some cases, and if something very common comes up, it just makes it easier to walk away. Now, I sellers complete pre-listing inspection and eliminate a lot of these issues before the home even goes on the market.

#### Do I have to disclose my home's condition?

When selling your home, you should always disclose and be upfront about the condition of your home. If you do a pre-listing inspection, it could help to eliminate conditional offers, or issues with negotiations, and will minimize the liability for both parties. Plus, by identifying any problems or property deficiencies before putting a home on the market, it allows the seller to get the maximum value.

After inspection, sellers can choose whether or not to fix a problem themselves or possibly hire a contractor to handle repairs or renovations. Most importantly, sellers will know what to expect if the buyer decides to hire their own inspector, saving a lot of time and heartache over lost deals. In many cases where an inspection has already occurred, buyers are also more likely to make an offer without an inspection of their own.

All in all, I believe pre-listing inspections gives sellers peace of mind, and detailed inspection reports can be a strong platform to eliminate the negotiation factor on the buyer's end.

#### Who should I call for a pre-listing home inspection?

We suggest 7 Oaks Home Inspections. They are a terrific family owned business. Visit 70aksinspection.com and set up your pre-listing inspection now!

#### What is radon?

Radon is an odorless, colorless, and tasteless naturally-occurring radioactive gas. It's in the air you breathe and the water you use for drinking, bathing, and cooking. However, at high levels, it is a serious health hazard.

#### How does radon get into my home?

Radon gas can seep from the soil into your home through dirt crawl-spaces, cracks in the foundation and walls, floor drains, pipes, and sump pumps. If you get your drinking water from a well, it can also be a source of radon in your home.

#### I have a new home with no cracks or other openings, so why should I test for radon?

As a gas, radon can seep through tiny cracks that you might not even see. It can get into finished or unfinished basements and into new homes as well as old. The age of the home doesn't matter. Sometimes, levels are higher in a newer home due to the fact they're built better and more insulated. I've even had homes on a slab test positive for radon. To put it simply--you won't know if it's in your home unless you do a radon test.

#### If radon is a health hazard, what are the symptoms?

Radon is a sneaky gas. Just as you can't see it, smell it, or taste it, it also gives you no warning that it is harming your health. There's no rash or headache or fever. Radon can cause lung cancer over time, which often presents no symptoms until the disease is in the advanced stages. The only way to be safe from radon-related lung

cancer is to test for radon and, if the level is above 4.0 pCi/L, have the radon mitigated.

#### How do I test for radon?

You can either test your home yourself or hire a certified radon-testing professional. If you choose a do-it-yourself home radon test, you have several choices, starting with a short-term or long-term test. Most homeowners choose a short-term, 48-hour home radon test kit. They are easy to use and come with step-by-step instructions. A radon testing professional will use one of these devices or an electronic continuous radon monitor to test your home.

#### What factors can affect the levels of radon in a home?

Several factors can influence your radon test results. Keep in mind, however, that although radon gas levels might vary somewhat from day-to-day, it is unusual for the difference to be significant. If you doubt your test results, you might choose to retest yourself or hire a certified professional.

#### Here are some suggestions to help ensure an accurate reading:

**Time of year**—Radon levels usually are highest during the heating season. If you are performing a long-term test, choose a time period that will span heating and non-heating seasons.

**Test location**—The EPA recommends testing for radon in the lowest livable level of your home, where radon levels usually are highest.

**Weather patterns**—Do not conduct a short-term test during conditions that can influence the test results, such as stormy weather or very high winds.

**Test interference**—Do not move the test device or open doors and windows during the test, as these actions can result in understated radon levels.

**Follow directions**—Leave the test in place for the required time period, fill out all required information, and mail the device to the laboratory immediately after completing the test.

#### What should you do if your radon test result is high?

Contact a certified professional radon contractor (mitigator). We suggest Reliable Radon, Patrick Butler.

#### What will a radon contractor do to fix the radon?

Based on several factors, including your home's construction, the type of soil beneath your home, whether you have a finished basement or a crawlspace, the climate in which you live, and so on, the contractor will design a radon mitigation system that will draw the radon gas from beneath your home and safely vent it above the roofline, reducing the radon level to below 4.0 pCi/L.

#### What happens after the radon is fixed?

The radon mitigator will retest your home to make sure the radon level is reduced adequately. To keep the radon level down, the radon fan must run continuously, so don't turn it off or unplug it. Check the u-tube monitor from time to time to see if your system is operating properly. You should test your home every two years to make sure the radon level remains low, but keep in mind that it is normal to have minor fluctuations.  $\infty$ 



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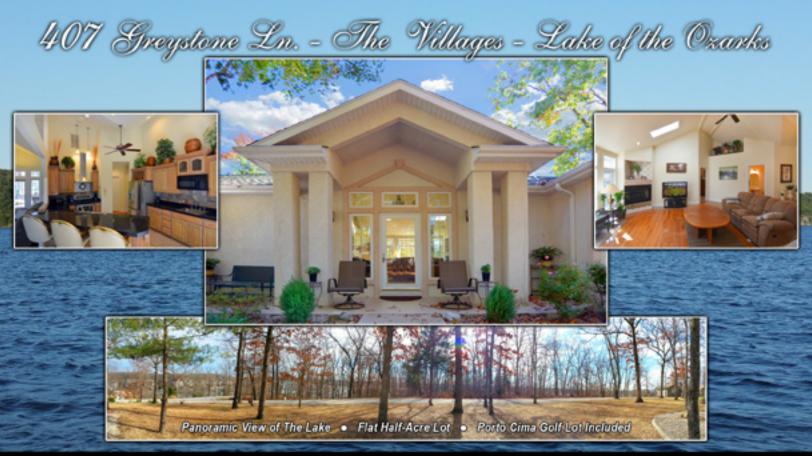




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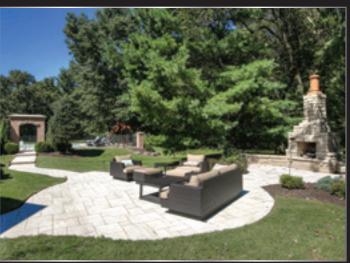
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# Blog with Tracy

## The New Norm: Multiple Offers on Multiple Listings

For would-be home buyers, competing against multiple offers to win the home of your dreams can be a very stressful time. It can be especially difficult if you're not adequately prepared with the right strategies.

If you're working with an experienced agent who's been down this road before, then you shouldn't have to worry too much about what those strategies are and which one(s) might be best to employ in a given situation. With that being said, not all agents are cut from the same cloth, and some have much more experience and a natural ability to manage aggressive negotiations than others.

In the St. Louis real estate market, and in many other markets throughout the United States, we are experiencing what's called a

"seller's market," where inventory levels are drastically low and there are not enough houses available for a large number of potential buyers. This often leads to homes selling much quicker than normal and at a much higher price.

With offers from multiple buyers, price inflation is an inevitable part of a seller's market. It all boils down to the basic economic principle of supply and demand--if demand is high and the supply is low, then prices go up. Unfortunately, as home prices rise, buyers' budgets stay the same, and that can make securing your dream home a much more difficult task in a seller's market.

It's important to have a buyer's agent represent your interests, no matter what the current market. Experienced realtors know techniques that can make your offer stand out above the rest in a multiple-offer situation. Plus, they'll be better prepared to handle tough negotiations on your behalf. 🛷

### What to Expect in 2017

#### 1. If you're a seller, now is the time.

Research conducted by Trulia revealed that 2016 was the year of low inventory. If inventory is low, it's usually a great time to put your house on the market. When there's little competition, buyers are more likely to pounce on a new listing, especially if your home is in a prime location.

#### 2. More jobs means more relocation-buyers in our area.

There are plenty of reasons people need to get in a home fast. For one, many companies transfer employees at the start of a year, but whatever the reason, buyers looking to purchase a home in the winter probably need to buy sooner rather than later. Unless you're in a warmer climate, most people don't want to be out hitting the streets to browse in January and February. Winter buyers often have a sense of urgency; when they find what they're looking for, they'll make an offer.

#### 3. Putting your tax return to good use.

If you're a first-time home buyer and are currently saving in preparation to buy, you might have earmarked your tax refund for the purpose. A tax refund is a great source of extra cash to use towards a down payment to roll into a purchase. The sooner you turn in your tax return, the sooner you'll get your refund--usually in fewer than 21 days.

#### 4. Does a new administration mean changes to the market?

Speculation and uncertainty abound whenever a new administration takes the helm. If you think the Trump administration will make it tougher for people to buy a home, you might want to sell early in the year. Some people worry that some of the reforms laid out in the Republican platform could potentially force buyers to fork over larger down payments, and this could create a problem for many home sellers as the pool of eligible homebuyers could begin to shrink. Of course, speculation is just that, but it's important to weigh outside factors when making a decision to buy or sell your home.

#### 5. The effect of increasing interest rates.

Most people are concerned about rising interest rates this year. If homebuyers think rates will rise, they might be inclined to buy sooner rather than later. The interest rates have been low for quite a long time, but as they begin to tick up, you will start to see consumer buying-power drop because of the cost to cover mortgage payments. The big picture? If you're looking to put your house on the market, don't delay.

Contact Rick or Tracy Ellis at 636-299-3702 or 636-699-2197 if you're thinking of buying or selling a home and follow their blog at Tracyellis.com



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- HDR photography.
- ◆ Aerial photography and video.
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- → 3-D imagery and videography.
- All of our listings are showcased on our home page: www.tracyellis.com.
- All of our listings are promoted on both of our weekly radio shows on 3 different stations. Now you have 6 different opportunities to tune in.
- The Rick and Tracy Ellis show airs every Saturday at 4 PM and Sunday at 10 AM on FM NEWS TALK 97.1, 98.7 FM & 1490 AM.
- ◆ Sandy Miller from FOX 2 News will join us every Saturday at 4 PM on The Rick and Tracy Ellis Show. Sandy will now spotlight and promote local businesses doing great things.

- We have several websites to generate traffic, including our own pages on FM NEWS TALK 97.1.
- ◆ All of our websites are mobile friendly.
- ◆ Publisher and creator of Tracy Ellis: A Guide To Luxury Real Estate.
- You'll find the magazine in over 100 businesses in St. Louis & St. Charles County.
- The Rick & Tracy Ellis Team will write a story about your luxury property, not just a paragraph in the MLS.
- Your home could be featured on the cover, but will definitely be featured in the magazine.
- ♦ We will create targeted buzz with Asher Benrubi, also known as "The Smash."
- Plan social/charitable events to target the right audience.

- Creative direct mail and marketing pieces.
- ◆ We use all forms of social media and promote our listings with paid advertisements that target a specific audience including the latest addition, The Smash Newsletter, which will go out to over 30,000 followers.
- ♦ Networking is very important, and we're always learning and improving. We work with top real estate agents all over the United States. They're also guests on our show and in our magazine.
- ◆ We have great partners at the Lake of The Ozarks as well. We can market your properties locally on our show and in the magazine if you have a property you need SOLD at the Lake of the Ozarks, call us and have twice the selling power.

Call the Rick & Tracy Ellis Team at 636-699-2197 or 636-299-3702 to get your property moving at a reduced commission!

Looking to buy? Let us help you find the perfect home!