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## **Weichert® Increases Southeast Presence with Addition of New Tennessee Office** Weichert, Realtors® - SPM opens in Memphis metro area

ARLINGTON, Tenn. / Dec. 18, 2017 – Weichert Real Estate Affiliates, Inc. continues to grow its market presence in the Southeast with the addition of Weichert, Realtors® - SPM, formerly known as SPM Real Estate in Tennessee. The addition of the new Arlington-based real estate agency marks the 19<sup>th</sup> Weichert® affiliate in the state.

“Joining the Weichert brand will help increase our local market presence and bring us to the next level in real estate customer service,” said Broker Harry Spore, who co-owns the business with his wife, Missy. “I have no doubt our agents will enjoy using everything Weichert provides to help them create a memorable home buying or selling experience for their clients.

Spore and his wife began exploring franchising as a way to grow the agency they opened in 2006, but did not find what they were looking for with other brands. The couple, however, was thoroughly impressed with the business tools and marketing support Weichert could provide to help develop staff and grow their company’s local market share.

“Weichert just had the right management systems and back-end support needed to grow our company and help our agents achieve new levels of real estate success,” said Missy Spore. “Joining Weichert means we don’t have to reinvent the wheel to give our agents the necessary tools to thrive in this industry.”

As part of the Weichert franchise network, Harry and Missy’s team can take advantage of training programs provided – starting with a three-day intensive in-office session next month to familiarize agents with the Weichert business approach. The Arlington affiliate will also be eligible to receive sales leads from the Weichert call center to help grow its local market share.

Weichert Real Estate Affiliates, Inc. President and COO Bill Scavone was pleased to welcome the newest Tennessee affiliate. “I am thrilled to welcome our new friends at Weichert, Realtors® - SPM and their clients to the Weichert family. Their office has a reputation for great customer service and they are highly regarded in the Arlington area. The office also shares our client-first philosophy and is rooted in the region it serves.”

Weichert, Realtors® - SPM is an independently owned and operated Weichert affiliate. The office serves the Memphis metro area.

For more information about Weichert, Realtors® - SPM, located at 11998 Mott Street in Arlington, contact Harry Spore at 901-800-8273 or visit [www.spmrealestate.com](http://www.spmrealestate.com).

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Harry and Missy Spore own Weichert, Realtors® - SPM, the newest Weichert affiliate in Tennessee.

**About Weichert Real Estate Affiliates, Inc.:** Weichert Real Estate Affiliates, Inc. has grown steadily since Jim Weichert, president, chairman and CEO of Weichert Companies, launched the company’s franchise division in 2001. The affiliate division was created to offer a business model for franchisee ownership candidates described as “a clearly defined operating system for marketing and managing a real estate business.” Weichert Real Estate Affiliates, Inc. announced its first affiliate in 2002, was ranked as one of the top traditional residential real estate franchises in *Entrepreneur’s* 2017 Franchise 500 and was identified in 2017 by *Franchise Business Review* as one of the top U.S. franchises. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 39 states. For more information about Weichert, visit [Weichert.com](http://Weichert.com) or for information on franchise opportunities visit [WeichertFranchise.com](http://WeichertFranchise.com).

*Each Weichert® franchised office is independently owned and operated.*