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Sam's Special Points:

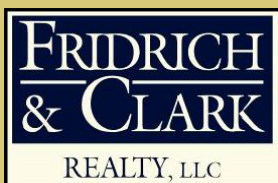
**"Spring is God's way of saying
'One more time!'"**

~Robert Orben

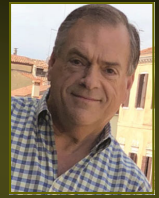
Other spring quotes:

- "If we had no winter, the spring would not be so pleasant; if we sometimes did not taste of adversity, prosperity would not be so welcome."
~Anne Bradstreet
- "I suppose the best kind of spring morning is the best weather that God has to offer."
~Dodie Smith
- "The flowers of late winter and early spring occupy places in our heart well out of proportion to their size."
~Gertrude Wister
- "A kind word is like a spring day."
~Russian Proverb
- "I enjoy the spring more than the autumn now. One does, I think, as one gets older."
~Virginia Woolf
- "Can words describe the fragrance of the very breath of spring?"
~Neltje Blanchan
- "Spring is the fountain of love for thirsty winter."
~Munia Kahn
- "Spring shows what God can do with a drab and dirty world."
~Virgil A. Kraft
- "With the coming of spring, I am calm again."
~Gustav Mahler

James Hull, the youngest of Martha and Matt, is having a family celebration of his birthday this coming Sunday. It will be held at Martha and Matt's home in River Rest. With it being outside we feel comfortable going with the entire family. I helped Martha "fluff their patio space in preparation for the big party. The patio is looking great with the addition of their GOAT Turf installation. I can't wait.



Room to Grow...



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Market is Amazing, Incredible and Can't Last

Readers continue to tell me they enjoy hearing of the craziness of the current market. And, when I now get a buyer under contract, both the buyer and I feel like we have done a yeoman's job akin to birthing a baby. Here is the saga of two such buyers.

The first young couple, who relocated to Nashville from Las Vegas, finally have a home under contract in the neighborhood adjoining West Meade Elementary School. In the style of a mid-century modern, the home works perfectly for my couple. The home was listed for \$700,000 and we bid \$850,000 buying it "AS IS" following inspection (a pass/fail inspection was negotiated) with \$100,000 earnest money and a quick close. The technical seller of the home is the estate of the previous resident. However, even though we agreed to buy it "AS IS," we learned from the inspection by a structural engineer, that the home had significant settling on one corner of the house. Thanks to all parties wanting to make the transaction proceed, the estate agreed to make >\$30,000 in structural repairs prior to closing. The repairs had to be completed prior to an appraiser being engaged so a value could be placed on the home from the lender's perspective. If all goes as planned, the required repairs, at a cost to the estate, will be made by a professional company which will stabilize the structure prior to having the appraiser sent out. After attempting to buy eight different homes, my clients are ecstatic about their new purchase, which is set to close at by end of May. By making a generous and clean offer, my buyers accrued some good will from the heirs of the estate who have been most cooperative in being fair about the condition of the home.

My second buyer was attempting to venture into owning real estate as diversification of her portfolio, and has all but given up on that investment strategy. She was recently a recipient of a gift of cash from the estate of a relative and her financial advisor suggested investing in real estate. The last property was a small condo in a nice complex listed at \$236,500. We offered \$252,500, all cash, \$200,000 earnest money, no inspection and closing in 21 days, with the buyer paying the cost of title insurance. We were one of 16 offers on the property. The feedback we initially received was that the \$200,000 of earnest money got the seller's attention. But apparently the attention span was short lived. Someone bought it all cash at an even higher price than my client, her financial adviser and I all suggested this was ludicrous. My buyer client has decided her foray into buying either a new home for herself or for investment purposes is just too unreasonable. She has developed what I refer to as "buyer fatigue." We have looked at 25+ homes and made offers on nine, none of which were successful but we believe they were most generous. Two of the homes she attempted to buy were bought sight unseen. If I had a client who wanted to make such an offer, I would comply with the request but only following serious discussions with my client regarding the risks of such a move.

On the opposite side of the spectrum, I have a closing coming up for a seller where the local buyer bought the house sight unseen—having lost out on three previous attempts to purchase a home. Their agent and I have done three transactions in the last four years, and all went smoothly on those. I was able to negotiate an earlier closing date to allow my sellers to live in the home for approximately one-month post-closing, which allows their daughter to graduate from her high school prior to moving out of state. We are closing on May 15 and possession is not being given until June 30 with no charge to my sellers for rent back.

While traditionally my personal business is about 60% for buyers and 40% for sellers, in this current market it sure nice to sit in the catbird seat by representing sellers. In the next two weeks I'll be listing a home of 2,500 sq. ft. on Buffalo Road that sits on 5 beautiful acres with gently rolling hills and a gated entrance. Even though it's only about eight miles from downtown Nashville, you feel like you are in the middle of nowhere. The structure is an A-frame style farmhouse with a green tin roof. My clients, a professional couple with no children, bought the home in May 2017. The home will go on the market next week and I am anxious to see what the reaction by the buying public will be. My clients are still deciding on price and will make that decision by this weekend. I've given them my recommendation for pricing, but in this market, it seems that anything goes. Most listings allow for two to three days of showings with a specific deadline for submitting offers and an expected response time from the sellers. Some listings also state "please no love letters to the sellers" or more typically direct instructions of "no escalation clauses, submit highest and best offer in your initial offer and/or seller wants to stay in home 45-60 days post-closing at no expense to seller." And, for an offer to be considered, one has to agree to meet those terms and/or conditions to make the offer even receive consideration by the sellers. This market is simply unbelievable.

Please call Sam if you have any questions, observations or simply want to talk real estate!



Sam's Latest Hits and Tips

Summer is fast approaching and, with it, for our household—comes an attempt to have 'lighter fare' for nibbles and meals. Below are 2 such recipes that our household enjoys.

Peach, Prosciutto & Ricotta Crostini

12 slices ciabatta bread	1 ripe peach
1/2 cup of Sheep's milk fresh ricotta	Freshly ground black pepper
4 thin slices of prosciutto	Honey

Grill bread slices. Halve, pit, and thinly slice peach. Spoon about 1 tablespoon ricotta onto each toast and sprinkle with ground pepper, Tear prosciutto into feathery pieces and drape a few slices over ricotta on each. Drizzle each with honey and top with 2 peach slices. I suggest making about 4 toast per person—maybe 6!

Caper-Anchovy Butter

4 garlic cloves	3 anchovy fillets
2 tablespoons drained capers	1 tablespoon lemon juice
1 tablespoon Cognac	1 tablespoon chopped parsley
1/2 teaspoon of coarse grind black pepper	1/2 cup (1 stick) of butter, room temperature

Blend all ingredients except butter in food processor. Add butter and process until well blended. Lay a sheet of plastic wrap on work surface. Transfer butter mixture to plastic wrap and roll to form a 9" long roll. Freeze until firm, about 1 hour. Can be prepared 1 week ahead. Keep frozen. Grill either beef, pork or salmon. When done, lay a 1" slice of Caper-Anchovy Butter over grilled meat. Simple, but totally delicious.

Both of these items have been enjoyed at our home for many years, especially in summer when lighter fare seems to taste better.

I hope your family enjoys these as much as we do!

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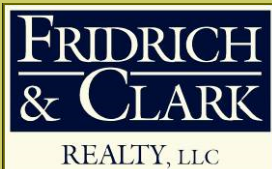
Welcome to Sam Coleman's newsletter

Room to Grow...

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Volunteer Assignment as a Tenured Realtor

Since entering real estate, I have enjoyed working in various capacities for the Local Association. My first volunteer assignment, along with many others from Fridrich & Clark, was to build a realtor sponsored home through Habitat for Humanity. The next year I chaired for Fridrich the responsibility of raising the funds and building a home through Habitat. Then, I was elected to the board of the local Association. The term was for three years and, while the work is essential for our Association. I was asked to be the local association's nominee to be involved on the board for the Tennessee Association of Realtors. I graciously said "no." In turn, I was asked to serve on the Arbitration Committee for the local association eventually chairing that committee for two years. I found this work to be most rewarding personally and leaves me feeling that I am making a real contribution to our association.

The procedures are very prescribed. The purpose of the committee is to determine who is "actually owed" a commission for worked performed for a client. The National Association has decreed that only one realtor can be due a commission, not allowing splitting. Further, hearings are usually attended by the two agents, their respective brokers, their clients and most often their legal counsel. Each of the cases where I chaired the committee, I have learned something gaining insight into how to be a better realtor. While our association was well equipped for such matters, smaller and more rural associations, were not. So, in Tennessee, the Tennessee Association has called for all such activity to be handled at the state level rather than the local level. I was asked to serve on the State of Tennessee Arbitration Committee. Earlier this week all committee members had a four hour zoom educational session to make sure we all understood the process and a commitment to members of the association. I actually look forward to this work and I always learn something from my involvement.

Give me your feedback at slc.samcoleman@gmail.com