

Room to Grow...

A dose of my own medicine.....

With 25+ years in Real Estate, it's different when it's yours

Phillip and I have discussed for some time that we were reaching a point in our lives where slowing down would mean simplification of our lives. We know this means big changes. Don't get too excited, I am not thinking about retiring. When I was fired from St. Thomas with the cushion of severance, I had the luxury of not having to immediately find a job. However, for me, it became depressing while I was taking time off and staying at home, that everyone else was going to work. After doing all imaginable household tasks needing to be done, I simply had nothing to do and was bored. A valuable lesson was for me that work gave life meaning. I decided to do something totally different and sell real estate. Fortunately, I have loved that decision daily. Not only does real estate work earn an income, it gives me meaning, it also allows me to be involved with families at a particularly important time in their lives - changing residence, moving to a new location, making way for an expanding family or helping an estate. And I've learned to do my best to help clients with advice and resources, which in itself, is very fulfilling.

Fast forward to the current situation, Phillip and I have decided to make a move to a new home that is easier to manage, less upkeep and a slightly smaller footprint. I had shown a nice condo to clients on several locations, and they decided it didn't work for them. But while there it hit me that this place might work for Phillip and me. He quickly came to see it and we both liked it but too pricey. Some time later we went back for a second look and decided it would work really well for us, but several things needed to be right. We decided on a two-prong approach - get our current Sugartree home ready for the market and start putting together an offer on the newer condo. This whole process takes on a different meaning when one is doing it for oneself.

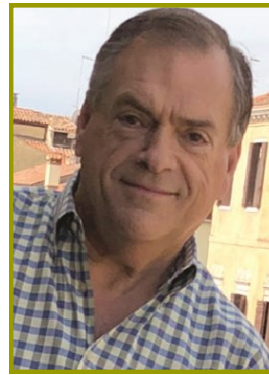
As we do many time in our real estate business, I asked 12 colleagues to stop by our current home to give opinions about marketing and pricing. Within a couple of weeks we had our home actively on the market with first showings on Monday, April 17th. There were seven showings starting at 7:30 am and those went on through the day with a few breaks here and there for us and the pups. And with those seven showings there were two offers before nightfall. The offer accepted was above list price, all cash, no appraisal, inspect but buy the home "AS IS" and allowing us to live in the house for some time post-closing.

Not wanting to be homeless, we immediately put together an offer on the condo we had seen. After some negotiations, we were able to get the condo under contract. Using the net proceeds from the sale of the current home, we will have a plan to acquire the new place without disrupting accounts and our lives. And, with some strategic finesse we were able to link the two transactions together. The contract on our current home was contingent on a successful contract on the condominium.

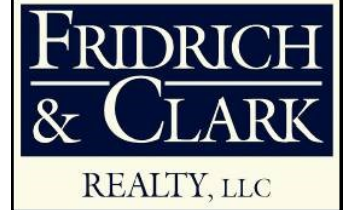
Fortunately, as of this writing, it seems most likely that both transactions will close as planned, which allows us to have a less painful transition. For us, I am most pleased that our home in Sugartree was a wise choice for us and remains a highly desirable home. We have loved the community, the location and the tons of memories made here. But it is fully time for us to move on to the next phase of our lives.

All of the activity over the last month has been a wake-up call to me about the impact of buying and/or selling a home. It truly is a life-changing event. We could not have hoped for a better outcome. I hope I never forget that feeling and the business impact for my clients going forward. The work I am privileged to do for clients is, in fact, life changing. It has certainly changed my and Phillip's life - in a good way with much hope for our future together.

**Let me hear from you—observations, comments or thoughts. 615-210-6057
Please give me your feedback, questions, concerns or suggestions for future topics.**



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Special Points:

March Tidbits & Facts

- The Barbie doll's full name is actually Barbara Millicent Roberts from Willows, Wisconsin. Her birthday is March 9, 1959, when she was first displayed.
- The original name for the search engine Google was actually Backrub. It was renamed Google after the googol which is the number "1" followed by 100 zeroes.
- The bat is the only mammal that can actually fly.
- The heart of the blue whale, the largest animal on earth, is five feet long and weighs 400 lbs. The whale, in total, weighs 40,000 pounds.
- Octopuses have three hearts.
- Cows don't actually have four stomachs, they have one stomach which has four compartments.
- Mosquitoes are the deadliest animal in the world: they kill more people than any other creature due to the diseases they carry.
- One of the most famous movie lines in the world was never said. We often quote "Play it again, Sam," from Casablanca; but the real line is "Play it Sam. Play "As time goes by."
- It's impossible to hum while holding your nose (just try it!).
- The ancient Romans dropped a piece of toast into the wine. Hence, "raise a toast."

*"April hath put a spirit of youth in everything."
 ~William Shakespeare*

March 2023 Home Sales Chart

	Closings	Median Price	Inventory
Total	3,063		8,677
Residential	2,392	\$465,000	6,066
Condo	494	\$327,885	969
Farm/Land	162		1,586
	Pendings	2,954	
	Days on Market	54	

Key Current Take-a-ways about our local Nashville Market



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The strength of the real estate market is defined by supply and demand. Let's look at the supply side. In March 2023, 953 new listings hit the market in Davidson County. This is slightly higher than the number of new listings added to the market in both January and February, however, it is still nearly 30% lower than the number of new listings seen in March 2022, (1,316). This low supply is an indication that home prices will probably stay fairly high. Even though the number of new listings is down compared to this time last year, the number of total listings on the market in March 2023 is up to 2,134. This is because listings are staying on the market longer. For example, in March 2022, the average number of days on the market before getting an offer was just 10 days. March 2023 saw an average day on market of 32 days. The low supply of homes available for sale is keeping prices relatively high—especially for move-in ready homes that are priced fairly. The average price of a home in Davidson County is \$495,000 compared to \$686,257 of a year ago. While the market is not as competitive as last year, it has picked up since January. For example, crazy bidding wars may be a thing of the past but it's not uncommon to have two or three offers for a desirable home. In addition, the percent of list price received, which is a stat that compares the final sales price of a home to its initial list price, is fairly strong at 98.3% This means that a home listed for \$500,000 will sell for \$491,500 whereas at the beginning of 2023, it would have sold for just \$484,000.

- The number of new listings added to the market in March (953 homes) increased by 25.6%.
- The average days on market before going under contract was 32 days, compared to 10 days in March 2022.
- 763 homes closed in March 2023.
- Since January 2022, the average home price is up 6.2% to \$686,257.

Call, text, or email me if you want more information about the market ahead!

Just when you thought you knew Nashville - There are a few "freckles"

Dominican Mother House: You've probably driven by this large, non-descript building dozens of times not realizing what it is. It is home of the Dominican Sisters, a group of over 100 Catholic women who live in a cloistered community. The Sisters help to provide instruction and teach at numerous Catholic schools in the area. They never travel alone, and their dress is a floor length wool garment with large full length sleeves and a chapeau (veil that is black with a white border) that covers the entirety of their head allowing only their face to be seen. The veil hangs below the waist at the back of the frock. The convent is located on Rosa Parks Boulevard at the I-265 interchange.

Bicentennial Mall World War II Memorial: Walking by, you might not have noticed this unique work of art. It's a granite globe that floats on an eighth of an inch of water and depicts all the places across the globe that Tennesseans fought in World War II. Continuously moving, it is quite an interesting and profound marker of the importance of Tennessee citizens in defending our county.

Hail, Dark Aesthetics: If you're looking for an unforgettable and unique gift, you're likely to find something at this East Nashville spot. It specializes in rare and interesting taxidermy items but has also been known to sell moose hoof ashtrays and shrunken heads. Oh, and if you're really interested, it's even been rumored to host classes on taxidermy where you can learn to properly preserve and mount a jackalope head (and then take it home and hang it on your wall.) Located at 2410 Gallatin Road, 37206. 615.727.4199

Sam's Nibbles & Bits - Spring is in Full Swing - Time for Good Food

Here are some of our family's favorite, easy recipes. Perfect for Spring. **Enjoy!!**

Salmon Tartare

8 oz. boneless, skinless salmon filet
1 tablespoon fresh lime juice
1 1/2 teaspoons minced fresh cilantro
1 1/2 teaspoons minced, seeded jalapeno
3/4 teaspoon minced peeled fresh ginger
1/2 teaspoon sesame oil

1/4 cup finely diced, seeded cucumber
1 1/2 teaspoons minced fresh chives
1 1/2 teaspoons vegetable oil
1 1/2 teaspoons minced shallot
1/4 teaspoon lime zest
Thick cut potato chips

Thinly slice salmon lengthwise into 1/8" wide sheets. Cut each sheet into 1/8" long strips. Cut strips crosswise into 1/8" cubes. Place salmon in a medium bowl. Add cucumber and the next 9 ingredients and toss to combine. Season tartare to taste with salt and pepper. Transfer to bowl and serve with thick potato chips or crispy crackers.

Lynchburg Lemonade

8 oz. Honey Jack Daniels
8 oz. Sour Mix

6 oz. Tuaca
4 oz. Sprite

Mix Honey Jack, Tuaca and Sour mix. Freeze until slushy. Pour 1/4 of mixture in a tall glass and top off with Sprite. Garnish with a lemon twist. Serves 4.

