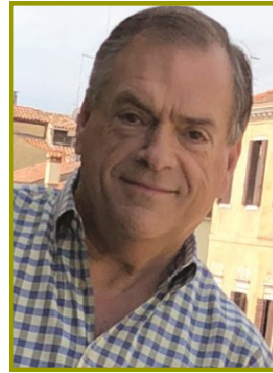
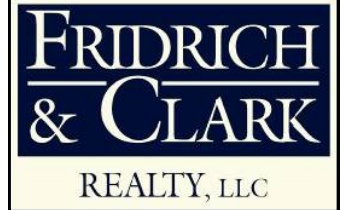


# Room to Grow...



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## *The Future of Real Estate is Changing*

Like many areas of our life, the real estate business is undergoing drastic changes with advances in technology. Many in my profession, including myself, are learning new ways of conducting business and using technology to our advantage. It seems to me that earlier models for real estate are being challenged, even driven, by advances in technology and online information. Some are even predicting that individuals would be buying a home online without using an agent. My response is "Buying a house is not like buying a car or booking a trip." I think people will continue to use agents to buy homes and I still believe a house is not a commodity. If I am booking a flight to Las Vegas, I know my choices are mainly a couple of different carriers and varying schedules. Often, I try to book on Southwest Airlines due to typically cheaper flights and often direct flights to many cities. Or a simple search on several carriers shows me several options of departure/arrival times, direct flight or layovers, and the process is fairly simple. However, when booking flights to Europe, looking for easy connection flights from Nashville with various transportation departure/arrival times, I would be much more likely to use a knowledgeable travel agent.

I am sure some would say I am biased, but booking a trip to Vegas or even Europe is pretty straightforward. A trip to several European cities on the same itinerary becomes more complex. And throwing in hotels, tours and attractions during the adventure adds more complexity! Now, in my mind, purchasing or selling a home is infinitely more complicated than traveling abroad, plus it's a much larger and long-term legal investment, besides being the place one calls 'home'.

However, the prognosticators, with some expertise, are beginning to have some predictions. First prediction is the multiple listing services might go away and agents with buyers will have to stay directly connected with agents/agencies that continue to have mainly listings (sellers). If listings are on a platform such as Zillow, which many think will thrive as a new model, it will be truly an open market. Buyers, most likely, will need the expertise from someone who specializes in helping individuals purchase a home. Those buyer agents, if they believe they have a potential buyer, will reach out early in the process to learn what, if any, commission the seller agency, via the seller is willing to share with the agent who brings the buyer and guides them through the end of the process.

Clearly the business has already started changing. Within the current MLS there is a data field for each listing that shows what percentage of the sales price a seller/seller agency is willing to share with a buyer agent for bringing a qualified buyer. Previously that field was typically filled in with a "3" indicating a 3% of purchase price commission paid from seller proceeds to the buyer agency. Already, and increasingly, the buyer agent commission is 2.5%, 2% or 1%. Some listing agents are using the term 'V' to indicate that the rate of commission for a buyer's agent is variable depending on several factors satisfactory to the seller. Additionally, some prognosticators believe MLS's throughout the country may cease to exist with Zillow assuming much of that market functionality. The local MLS is regarded as one the premier systems in the nation and the CEO has first-hand, cutting edge insights about this entire evolution. This issue is of such importance that our firm had him make a presentation to all firm agents to understand the evolving process and how we can meet the challenges that lie ahead.

Let me be clear to my readers, I am up to this challenge and will continue to evolve my personal business model to meet all the needs of my clients. For example, a loyal client reached out to me about listing the home that I helped his family buy 10+ years ago. From our first conversation he made it clear that he was willing to pay my firm for my services but at an amount that he believed was fair. Helping them buy the home and now selling it over ten years later still gives me much personal satisfaction- not just earning a commission. While I continue to need an income stream for my family, I have personal passion for my work. It's more than just making a living. It's about helping people with one of the largest transactions they make in a lifetime, and one with long-ranging implications for them and their family's lives. It's not just transactional or monetary, it's about those relationships and helping others while I earn my living. The connections I make with individuals, while helping with their life goals, is what keeps me going!

***I do love my work while helping folks put the "pieces of the housing puzzle" together.***

## *Special Points:*

A few interesting quotes from "The King of Rock 'n Roll" –Elvis

- *Just because I managed to do a little something, I don't want anyone back home to think I got the big head.*
- *To judge a man by his weakest link or deed is like judging the power of the ocean by one wave.*
- *Money's meant to be spread around. The more happiness it helps create, the more it's worth. It's worthless as old cut-up paper if it just lies in a bank and grows there without ever having been used to help anybody.*
- *The image is one thing and the human being is another... it's very hard to live up to an image.*
- *Truth is like the sun. You can shut it out for a time, but it ain't going away.*
- *Money can never buy everything your heart desires. It won't buy love, or health, or true happiness.*
- *Don't criticize what you don't understand, son. You never walked in that man's shoes.*
- *Some people tap their feet, some people snap their fingers, and some people sway back and forth. I just sorta do 'em all together, I guess.*

As a child growing up in Memphis, TN (1953-1960) and living on Quince Road, I recall young girls lining up along the street where we lived to catch a glimpse of a panel station wagon being driven by this new singer named Elvis Presley—who lived about 4 blocks away from my family during his pre-Graceland days.

## 9 Tasks for your Feb-Mar Home Maintenance Checklist



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The calendar says that spring is just around the corner, but you don't need to wait to get started on early spring home maintenance. Here are nine chores that should be on your to-do list for the next month.

1. Cut back spent perennials. If you didn't do this in the fall, now is the time to cut back asters, coreopsis, echinacea, rudbeckia or other perennials.
2. Look underfoot. Check outdoor steps, walkways and decks to make sure they are stable and don't have slippery spots. If there is algae or moss, kill the growth with a bleach solution or a product labeled for that purpose. If your home has wooden steps or rails check them to make sure they are solid.
3. Delve into the freezer. It's a good thing to check what you've stored in your freezer. Food frozen for too long can become unattractive and unappetizing.
4. Tune up your air conditioner. While the weather is still cool, schedule a tune up for your systems. I highly recommend Right Time HVAC, (615-241-2143, ask for the owner Gage, and tell him Sam referred you).
5. Clean the shower head. If your shower head is sluggish and no longer sprays evenly, it's probably clogged with mineral deposits from our alkaline water. Use a solution of half vinegar, half water to spray the head, let it sit and use a scrubbing brush to remove the minerals.
6. Clean the garbage disposal. Not just for this time of year, it should be done about every two months. With the machine off, scrub the opening with a bottle brush. If the disposal stinks, freeze vinegar in ice cube trays and let the disposal blend them into an icy slush. Run the water the whole time using cold not hot water.
7. Change furnace and air conditioning air filters.

**Give Sam a call at 615.210.6057 if you'd like to discuss or if you need more information!**

## Sam's Nibbles & Bits - Always Good, Simple and Dependable

Trying to simplify my life, I've been using recipes that are delicious but easy. Here are two for this month.

### Pecan Pie Brownies

1 20 oz. Family Size box of brownie mix  
2 cups of pecans  
1/3 cup packed brown sugar  
3/4 teaspoons vanilla  
1/3 cup light corn syrup

Ingredients per box brownie requirements  
4 tablespoons (1/2 stick) butter  
2 tablespoons heavy cream  
1/2 teaspoon kosher salt  
Flaky sea salt for sprinkling (optional)

Arrange rack in middle of oven and heat to 325°. Spray 9" square baking pan with cooking spray. Line the sides and bottom of the pan with parchment paper extending 2" over all 4 sides of pan. Prepare brownie mix per box instructions. Bake until the top is dry, about 30 minutes. Meanwhile, prepare pecan pie topping. Chop pecans. Place butter, brown sugar, corn syrup, cream, vanilla, and salt in a medium saucepan. Bring to a boil stirring constantly for 2 to 3 minutes. Remove from heat. Add pecans and stir to combine until evenly coated.

When brownies are ready, remove the pan from the oven. Increase oven temperature to 350°. Evenly spoon the filling over the brownies. Return pan to oven. Bake until topping is bubbling all over, approximately 30 minutes. Let cool in pan 20 minutes. Using parchment paper remove brownies from pan and cut into squares sprinkling the top with more sea salt.

### Rum Punch

4 ounces pineapple juice  
2 ounces 100% pomegranate juice  
4 ounces light rum

4 ounces orange juice  
2 ounces grenadine  
Pinch of nutmeg

1/3 cup lime juice  
4 ounces dark rum  
Pinch of cloves

Mix all ingredients and chill for at least 4 hours. To serve, fill glasses with ice and pour punch over. Garnish with orange slice and/or a maraschino cherry with a stem.

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

