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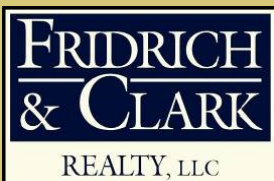
### Sam's Special Points:

*"Winter is the time for comfort, for good food and warmth, for the touch of a friendly hand and for a talk beside the fire: it is the time for home."* Edith Sitwell

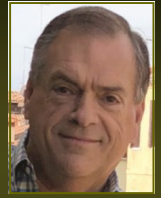
### Looking Forward into 2020:

- The Summer Olympics in Tokyo featuring five new sports, karate, baseball/softball, skateboarding, sports climbing and surfing.
- Besides the presidential election governors will be elected in 11 states.
- A new Rover headed to Mars in July or August joining the current Rover Curiosity.
- A renovated Washington Monument scheduled for re-opening in September.
- The Great South American Eclipse of the sun to occur on December 14th.
- It is anticipated that The Cleveland Clinic will announce a new protocol to almost eliminate peanut allergies.
- The 2020 World Expo will run in Dubai with 192 countries showcasing developments in art, technology and sciences.
- Beginning of construction of high speed rail lines between Miami and Orlando along with one between Houston and Dallas.
- On August 13 the New York Yankees and Chicago White Sox will play, literally, in a corn field in Dyersville, Iowa along with 8,000 lucky fans, their own *Field of Dreams*.

Our family continues to grow! Elliott Grace Coleman was born at 12:45 PM on 12/31 in Clarksville. Along with her parents, Drs. Burton and Candice Coleman, she joins her siblings Emerson, Ensley and Emalyn. "Making Room to Grow."



# Room to Grow...



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## *Business Has Been Amazingly Good*

I continue to be thankful for business that continues at a brisk pace. Most of my business is from previous clients with whom I stay in contact, from referral sources via individuals or organizations, or what in my industry are called "spheres of influence." Two such instances have occurred over the last couple of months and I think both are worth sharing.

As many readers may know, a significant portion of my work involves those in the healthcare business, in part due to 20+ years I worked in healthcare prior to engaging real estate. With this background, I seem to be a strong suit for dealing with physicians or healthcare related persons. Via our firm Relocation Division, I was specifically asked to work with a particular department who was actively recruiting to fill an open position. As is typical, I was asked to work with four different candidates who were being brought in for interviews over the course of two weeks. I spent three quarters of a day with each candidate showing Nashville as a place to live and samples of homes that might meet their unique needs. All four candidates seemed interested in the position and I was hopeful one might decide to make the move. Within about two weeks, I was contacted again to work with the candidate who was offered and accepted the position. Fortunately, she was also the person most interested in making a housing decision and wanted to get settled in Nashville as soon as possible. To that end, she scheduled a one day trip back to Nashville exclusively to look for her next home. After numerous emails, she had a list of eight homes she wanted to see and, by mutual agreement, the day was to be a "whirlwind" as she wanted to make a decision for her home that day. Fortunately, after looking at all eight, two stood out to her. So, we went back to look again at those two finalists and one was the clear winner for her. By 5:00 PM she boarded her flight back to D.C. instructing me to put together an offer. After two days of negotiations the home was under contract. Inspections were conducted via FaceTime, as my client was in Australia over the Christmas holidays. We are scheduled to close next month and she is thrilled about her new home in Nashville.



The other case involves a colleague with whom I worked at St. Thomas over 20 years ago. There is a tight knit group of former executives who get together twice yearly to remain connected. At one of those meetings a fellow member who moved to the Carolinas due to work, mentioned he was spending more time in Nashville, having accepted a position for a regional bank. Unknown to me, he and his wife were an apartment in Germantown until they decided where to settle down again. They have three children, each of whom is married with children in the Southern states, so they had decided to put down roots in Nashville again. As usual, I was asked to schedule some time with the wife to venture into various areas of the city to explore where they might want to live. Previously they lived in Franklin where their children attended schools concurrently with my own children. However, they wanted a more urban lifestyle and have the ability to lock-and-go as they planned to keep a home in the Carolinas. We looked at several homes, but none seemed to be exactly what they wanted. Included in our excursion was a newer townhome complex near Belmont University. They liked the complex and location but this particular unit was just a tad bit small. We agreed to keep looking.

Two weeks later, I mentioned to my Breakfast Club that I had clients who wanted a larger unit in this particular complex. One member winked at me after my announcement so I followed up at the close of the meeting. He had clients who were planning to sell a penthouse unit in that particular complex and it had a third bedroom which was exactly what my clients wanted. That weekend, my clients viewed the home and immediately knew that it worked perfectly for them. While the location wasn't quite as urban as what they had envisioned, it had everything else. In addition to the third bedroom, it has an elevator and a rooftop terrace that has some pretty wonderful views. After a brief period of negotiations and inspections it is scheduled to close at month's end. My clients are very excited about re-establishing Nashville roots and their new lifestyle home. My joy is not just having another transaction, it's also about staying connected with folks from my past while locating a property that works perfectly for them, even before the home was actually on the market. It's not just about making a living, it's more about connections and seeking win/win situations for my clients.

**Give me a call at 615.210.6057 to discuss any real estate need you might have.**

## Sam's Latest Hits and Tips

Below is a healthy, light and easy weeknight meal:

### Spaghetti with Tuna, Tomatoes, and Olives

1 pint cherry tomatoes, halved	6 ounces olive oil-packed Italian tuna, drained
1/2 cup black olives, pitted, torn	1/2 cup fresh parsley, chopped
1 teaspoon freshly ground black pepper	3 tablespoons extra-virgin olive oil
1 teaspoon kosher salt, plus more to taste	1 pound of thin spaghetti
1 tablespoon fresh lemon juice	

Combine tomatoes, tuna, olives, parsley, pepper, 3 Tbsp. oil, and 1 tsp. of salt in a large bowl. Cook spaghetti in a large pot of boiling water, stirring occasionally, until al dente. Drain and add to tomato mixture. Stir vigorously and add more oil as needed to fully coat. Season with salt. Transfer to a serving bowl or platter. Drizzle with lemon juice and serve.

For a bit healthier version (lower carbs), I roast a spaghetti squash in the oven for approximately one hour. Remove from oven. Carefully cut in half. Remove seeds. Grate pulp with a fork forming noodles. Drain with a slotted spoon. Use the prepared spaghetti squash strands in place of the pasta spaghetti above.

**I would appreciate hearing from you with any suggestions or feedback.**

[www.SamColemanHomes.com](http://www.SamColemanHomes.com)



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*Welcome to Sam Coleman's newsletter*

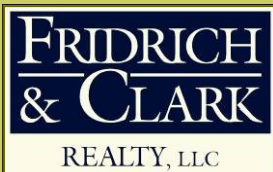
*Room to Grow...*

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## Serving the Local Realtor Association

Since first obtaining my realtor license in Tennessee, I have been involved with the local association now known as Greater Nashville Realtors. I have served on several committees as well as a term on the Association Board of Directors. In addition, I have now served for four years, with two as Chair, for the Arbitration Committee. This committee assignment has been the most professionally rewarding for me.

Throughout the country the National Association of Realtors established a process requiring arbitration in disputes involving commissions when the managing brokers of two different firms cannot resolve the situation. The process is very scripted. The party who feels they were due a commission has to file a written complaint which, when received, requires the other side to give a written response. The matter, if warranted, goes to a grand jury of Realtors to determine if the complaint involves ethics and/or commissions. If it involves commission it is referred to the Arbitration Committee, which I chair. From a pool of 10 Realtors a hearing panel of five are selected. None of those selected can be associated with either firm involved in the dispute. Written evidence is submitted in advance for the panel to review, followed by a hearing with most parties involving legal counsel. All evidence and oral arguments are presented. The Arbitration Panel makes a binding decision with no appeal process. The system requires that there is no "splitting" of the disputed commission. Only one party can "earn" the commission. A recent panel involved a commission of >\$30,000. Each hearing has taught me how to be a better Realtor.

**Call me at 615.210.6057 if you wish to discuss making a move or send a referral.**