

SAM COLEMAN,
BROKER, GRI/CRS
MOBILE: 615.210.6057
SLC.SAMCOLEMAN@GMAIL.COM
WWW.SAMCOLEMANHOMES.COM

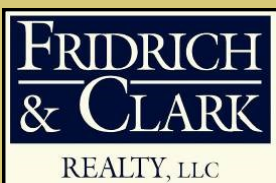
Sam's Special Points:

"In order to be successful, stay focused, develop a positive attitude and be passionate with your dreams." ~Bamigobye Glurotimi

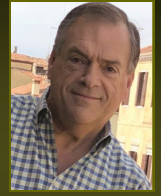
Other Great Quotes:

- *"Do not wait until conditions are perfect to begin. Beginning makes the conditions perfect."* ~Alan Cohen
- *"To the old, long life and treasure; to the young, all health and pleasure."* ~Ben Johnson
- *"The best is yet to come."* ~Frank Sinatra
- *"You are never too old to set another goal or to dream a new dream."* ~C.S. Lewis
- *"You are never too old to reinvent yourself."* ~Steve Harvey
- *"It is never too late to be what you might have been."* ~George Elliot
- *"Life is change. Growth is optional. Choose wisely."* ~Karen Kaiser Clark
- *"Every moment is a fresh beginning."* ~T.S. Elliot
- *"Never underestimate the power you have to take your life in a different direction."* ~Germany Kent

Phillip and I consider New Year's Eve somewhat as an anniversary. Thirty years ago, mutual friends suggested we should meet, so Phillip planned a gathering at his condo on New Year's Eve inviting a very small group of guests. He included me. Needless to say we hit it off. Then four days later we had lunch, then on the weekend he invited me for dinner at his home. As a cook, watching him struggle to cook a meal was not easy but we made it through. Thirty plus years later, the rest is history as the phrase goes.



Room to Grow...



Volume 15 Issue 10

January 2022

The New Year is off to a Great Start

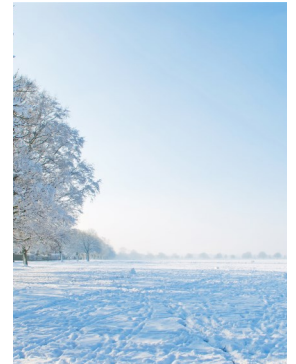
Even though we are still in "pandemic mode," the real estate market remains intense and active. With Nashville remaining a very desirable place to live along with a strong local economy the market remains very strong. There are simply more folks moving into Nashville than what is reasonable for them to afford, or suitable housing is simply not available. For my buyers, I check hot sheets at least four times per day. "Hot sheets" are a device that a realtor can use to see what homes are new to the market, had a price change, change of status (under contract, pending, price reduction) or closed. In any 10 hour day a property can go on the market, have showings and be under a contract. In some cases, buyers are making offers on homes without even having been in the home. Virtual showings of homes have become somewhat normal with buyers making offers on homes not seen and/or visited.

I am currently working with a couple who decided to move to Nashville from the Southwest. After having made two visits to Nashville prior to their move, they could not locate an acceptable home. With my recommendation, given they both can work remotely from any location, they moved to Nashville about eight months ago. They are currently renting a home in West Nashville and have spent this intervening time learning the city, neighborhoods, shopping, leisure time activities and traffic patterns. I believe they have decided they would like to live on the southwest side of the city. They are becoming very good at watching the public side of the realtor listing service and already know if they see anything that interests them, I should get an immediate call. Case in point, a new listing in the Green Hills area was entered into the MLS on Saturday with first showings on Sunday and offers due by 6:00 pm on Monday. Responses were to be completed by the next day (Tuesday by 2:00 pm.) Within my client's 30 minute showing window, we were able to get a good feel for the home and decided it could work well for their needs.

In preparation for making the offer, I reached out to their local lender asking for an updated, address specific, loan commitment letter, which was to be included with any offer. My clients spoke with the Lender and within 30 minutes I had such letter. With information passed on by the Listing Agent we learned the seller didn't know a specific home they wanted to move to, but did realize they would need two to three months to find their next house. In our offer we made it for full list price >\$1,050,000, buying the home "AS IS" following inspection, the buyer paying for property title expense and allowing the sellers to live up to 90 days beyond closing at no expense to the seller. Since my clients are committed to their current rental for another six months, it seemed that the offer would work for both sides. I actually felt like my clients might have a shot at getting the home.

The next day after submitting our offer, I had a pleasant conversation with the Listing Agent (a colleague at the firm). The purpose of the call was to let me know my clients did not get the home. While disappointed for my clients, I also really wanted to know why our offer was not accepted. And, as I feared, it was because someone else was willing to make the same conditions as my clients, but also went >\$150,000 above list price. I hated to make the call to my clients letting them know we didn't get the property. No one really likes to lose, but especially when my clients did everything I suggested to be the winning buyer. When I made the call to my clients, they took the news in stride. Their comments were, *"We gave it our best shot. It just wasn't meant to be, but we'll keep looking."* We now have three more properties that became available and will start to pursue them as a possible home for my sweet couple. I may have taken the news of our loss harder than they did!

As this newsletter goes to press a small group of my colleagues and I have just calculated statically the availability of homes within certain areas and price points. The data indicates that available housing remains very tight with inadequate inventory. It also indicates sellers are getting 102% of list price. Yes, all homes that closed in January on the West side of town, sellers were consistently getting more for the property than initial list price. Waiving inspections, generous post-closing occupancy and clean all cash offers seem to win the bidding wars. This market cannot continue - some "correction" is overdue. I just hope for all of us that the correction isn't too severe and the market returns to some more balanced.



My hope for you and those you love is to have a great 2022!

Sam's Latest Hits and Tips

Even though it may be folksy, this portion of the monthly newsletter is typically the section that receives the most feedback. For this month I've delved back into our household Recipe Book (25+ years of compilation and usage), to share a recipe that never disappoints. Let me know if you would like to share a recipe of your own for future publication!

Lemon Artichoke Soup

1/4 cup butter	1/2 cup minced yellow onion
1/2 cup minced celery	1/2 cup minced carrots
2 cloves of garlic, minced	3 cups chicken stock
2 large cans of artichoke hearts, drained	1 teaspoon salt
1 teaspoon ground white pepper	2 lemons, halved
3 cups half & half	1 teaspoon hot sauce

Melt the butter in a large pot. Add the onion, celery & carrot. Cook until the onion is translucent. Add the garlic. Cook one minute. Stir in broth, artichoke hearts, salt & pepper. Simmer 10". Remove from heat and allow to cool. In 2 batches, puree mixture in blender. Then run puree through a food mill. Return to clean pan. Squeeze 3 lemon halves into puree, discarding seeds. Put all lemons (all 4 halves) into puree. Add half & half. Return to a boil and reduce to simmer 10 minutes. Remove lemons. Serve warm or at room temperature.

Matt's Texas Two Step Cocktail

8 ounces Tequila	8 ounces dark rum
4 ounces Grand Marnier	4 ounces Limoncello
4 ounces Sour Mix	

Mix all ingredients together. Freeze. Makes about 6 drinks.

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

www.SamColemanHomes.com



SAM COLEMAN,
BROKER, GRI/CRS

Welcome to Sam Coleman's newsletter

Room to Grow...

Fridrich & Clark Realty, LLC
3825 Bedford Avenue, Suite 102
Nashville, TN 37215

Mobile: 615.210.6057
Fax: 615.327.3248
slc.samcoleman@gmail.com



Involvement with the Local Realtor Association

Most Realtors have learned it is beneficial to be involved with our local realtor association. Since my first year in the business, I have done just that. Several years ago, I was asked to be chair for the Habitat Build. For all those involved, it was very meaningful working alongside fellow Realtors and the family who was going to live in the home. And, I learned even more about home construction.

Eventually, I was elected to serve on the board of our local association, which was a three-year term. While I found that work interesting, I didn't develop enthusiasm for the effort and time involved. Following that term, I was asked to serve on the Arbitration Committee. In real estate, if there is a dispute about who earned a commission from a transaction and the managing brokers can't bring resolution, it is eventually resolved via arbitration. Each Realtor signs a pledge that when there is a dispute over ethics/practices or commission, it will be resolved within the membership of the association. The first step is the parties must present before a grand jury of peers to determine if, based on initial evidence, there is a basis for a hearing. If the grand jury determines a commission dispute is involved, the "case" is referred to the Arbitration Committee. I have served on five different arbitration panels which conduct the business as if it were a court of law, and for two years I have chaired the Arbitration Committee. Most parties bring legal representation and/or witnesses/clients. The hearing is conducted using a scripted protocol. Commissions are resolved not by splitting a commission, but by which party earned the commission - all or none. It is very satisfying process to be included, and I learn how to be a better Realtor from each hearing.

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