

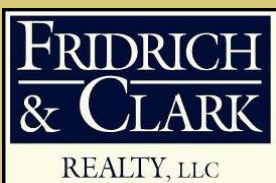
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Sam's Special Points:

"Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible." St. Francis of Assisi

How to know it's Summer in Tennessee

- Circus tents start popping up in Walmart and Kmart parking lots—selling fireworks for July 4th. As fast as they appear the tents disappear.
- You don't need a flashlight at night. As the sun starts to set the sky fills with lightning bugs—in really dark areas it is like a fireworks celebration.
- You start feeling like you are trapped in Satan's armpit. With temperatures of 98' and humidity at 94% —it's summer.
- Farmers park their trucks on the side of state highways selling home grown corn, peas, peaches and eventually watermelons.
- Some dude setting up a smoker in the far end of a parking lot selling—for the weekend—smoked ribs, shoulder and brisket. No one asks about Health Department issues nor does the vendor seem concerned.
- *This year's Father's Day was most memorable. I had a FaceTime visit with the entire Clarksville Crew in the evening and spent Father's Day with the Franklin Three outside on their patio for Sunday Brunch practicing social distancing. The lack of family time hurts, but I believe we all need to take caution—even in families.*



Room to Grow...



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In Spite of Turmoil, Business Continues

Like most in our county (and somewhat around the world) our household has learned to adapt to a "new normal" of day-to-day living and working. When COVID-19 first appeared I, like many, thought this was some health scare that would soon pass or the US Infectious Disease folks would find some miracle cure and/or preventative treatment. Thus far, what has been learned includes a better understanding of how the virus might be transmitted and what individuals need to do to be safer—but no vaccine. Initially, our office completely closed with agents working totally from home and we were asked to not enter our building. However, we have learned to adapt. Early on, I had two closings that went through the entire sales process with the exception of the actual signing of closing documents. Following those transactions, I had two more where the home was placed on the market after the arrival of the virus in our area—so the entire buying and selling process was conducted following CDC and firm guidelines. Thus far, my personal business has seen no impact by COVID. However, that is not the case for everyone. Some transactions fell apart because a buyer, due to the pandemic, no longer had employment, income was reduced and they no longer qualified for the loan. Others ended due simply to the overall angst and uncertainty of the situation—putting any move on hold. All of these "canceled closings" were consistent with the provisions of the purchase and sales agreements.

Actually, the impact of COVID has caused an interesting phenomena of a scarcity of available housing. Obviously, only those who "have" to move are doing so at this time. My next listing will be the sale of a home my client has lived in for 15 years but now has moved to a senior community to be closer to family. Her previous residence will be hitting the market within two weeks. This was her life plan for the last six months after the death of her husband. Another family, a couple with no children are moving to Nashville from Manhattan as he has accepted a new position with a financial services firm here. Fortunately, they have found interim housing that will be available until late September, so we have some time to find them a home. However, because fewer homes are coming on the market, new listings, it is common for homes to have multiple offers because of this reduction in available inventory. My young couple fell in love (online) with a small home in Hillsboro Village. The home had six offers in less than 48 hours and was sold in "AS-IS" condition at above list price. My couple are discouraged, but I told them they will have to "learn the city quickly" and when they see a home they like, be prepared to make a quick decision.



Another new couple that I have started working with are moving to Nashville from Las Vegas. They have two grown daughters and realize they can live anywhere in the US they like, since they perform their jobs "virtually." They reached out to a fellow agent in my office wanting to see a listing in Franklin but also wanting to see other homes. My colleague was on summer vacation, so she asked me to show the listing to them in hopes they might buy. If they were not interested in her listing she told me to take them as buyer clients, as they seemed most sincere about moving to Middle Tennessee. They stayed at the Cool Springs Marriott—one of only 20 guests due to COVID, with no room service, no food, no bar and minimal support staff. However, they have fallen in love with Nashville—especially the Brentwood/Franklin area. At our first meeting we had a discussion Covid protocols required and they fully complied. Over the course of six days we looked at over 40 homes. They have now zeroed in on specific neighborhoods to live and flew back to Vegas to check on their home but will be back in Nashville within days with every intention of having a home under contract prior to their return home. They also now plan to fly in their adult, single daughters and want to look for a more modest home in Franklin to purchase for them. It will be a full week of house shopping. During some of that same period (on Saturday afternoon and Sunday morning), I'll also be working with a VUMC Oncology recruit who has been offered a position but needs to know more about Nashville living. I am most fortunate to have business even during a pandemic and clients who are willing to follow CDC recommendations about prevention of transmission.

Call me at 615-210-6057 if you have a question or referral about Real Estate

Sam's Latest Hits and Tips

Here are this month's tidbits—summer is officially here and these are good, easy and quick delights for the season:

Pasta with 15-minute Burst Cherry Tomato Sauce:

1 lb. pasta	1/2 tsp. black pepper, 1 tsp. kosher salt
1/2 cup olive oil	pinch of sugar
2 large garlic cloves, finely chopped	1 cup coarsely chopped fresh basil
3 pints cherry tomatoes	grated parmesan

Cook pasta until al dente in a pot of boiling water liberally salted with kosher salt; drain and transfer to a large bowl. Meanwhile, heat oil in a 12" sauté pan over medium heat. Add garlic, then tomatoes, pepper, sugar and salt. Cook, stirring occasionally until tomatoes burst and release their juices forming a sauce—6-8 minutes. Toss pasta with tomato sauce and add basil. Top with parmesan.

Sidecar: 4 ounces of Cognac, 1.5 ounces of Cointreau, 1.5 ounces of fresh lemon juice (strained), 2 teaspoons of demerara syrup (Demerara sugar is more coarse and flavorful than brown sugar. The syrup is made by mixing 2 tablespoons of sugar with 1 tablespoon of water). I make the drink in advance making sure the demerara syrup is well incorporated, put it in the freezer and simply pour when you are ready for a libation. A martini glass with a sugarcoated rim makes for an elegant presentation.

The Produce Stand: Located on Hillsboro Circle (right behind the Retired Teachers Apartments) is back in operation and open daily. My latest visit included purchase of cucumbers, fresh yellow corn and sweet, tasty tomatoes. The staff there are most accommodating.

I would appreciate hearing from you any suggestions or feedback.

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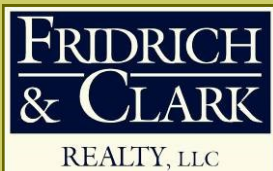
Welcome to Sam Coleman's newsletter

Room to Grow...

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Bidding Wars Heat Back Up

As a follow up to the lead article in this newsletter, another interesting phenomena is occurring in our local market. As one looks at daily listing in MLS for Davidson and Williamson County, it is not unusual to see a new form of "Realtor Remarks" that is not available for viewing by the general public. The remarks typically read something like: "First showings Thursday at 9:00AM in one hour increments. No overlapping appointments. All offers due by Sunday at 5:00PM. Seller will notify buyers of response by 5:00PM the following Monday. Seller does not wish to give possession until August 1st. All offers submitted must include either "proof of funds" or firm loan commitment letter. Buyers limited to two per showing along with agent. All following social distancing protocol, masks and gloves."

If one follows the listing in MLS after the initial weekend of showings, one can see that the home is under contract with very few, if any contingencies. Often, I am told, parents or other family members are helping with 'private' financing which allow the buyer to make an offer as "cash." This strategy also would typically negate issues around appraisal since the family member will be providing assistance. To continue the impact of this phenomena, once the house closes the closed sale data will be entered into the database. This, in turn, drives up the prices for similar homes in the general area. It becomes a cycle (some might allege "viscous") until there is a "market correction." It can be alarming.

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