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Sam's Special Points:

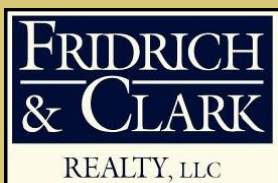
"Getting old is like climbing a mountain; you get a little out of breath, but the view is much better."

~Ingrid Bergman

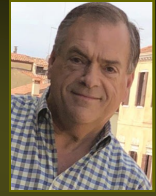
Interesting Facts of Tennessee

- The Montgomery Bell Tunnel in Kingston Springs was the US' first successful water diversion tunnel. It was built in the 19th century with slave labor and gun powder.
- Elvis Presley's house, Graceland, is the second most visited house museum in the U.S. after the White House.
- Tennessee was named after the Tennessee River, which was named for the Indian word "Tanasie," the name of a Cherokee village.
- Two attorneys from Chattanooga, TN built a business around bottling Coca-Cola and obtained the right for the same for \$17.
- Tennessee has the most state songs, with nine official state songs and an official bicentennial rap.
- Nashville, the largest city in Tennessee was founded on Christmas Eve in 1779.
- Before the arrival of the Europeans in the state, the land was settled by the Cherokee and Chickasaw Native American tribes.
- The Great Smoky Mountains is the most visited national park in the U.S. attracting twice the number of visitors as Grand Canyon.

Being the good "Gramps," I traveled to Pegram, Tennessee for two of the four playoff all-star baseball games for Emerson, the oldest grandson, age 11. For the most part, the entire family was present including Phillip (Phiffa).



Room to Grow...



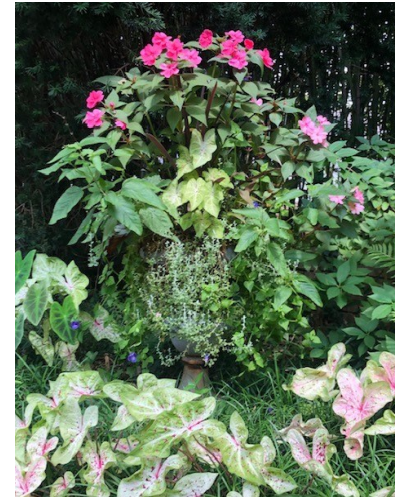
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Everyone Is Wondering 'What's Going on with the Market?'

The most often inquiry that I get in conversations with family, friend and clients is "How's the market doing?" My response for the last six to nine months is "incredible" or "unbelievable." However, for the last month my response has changed slightly. While I remain enthusiastic about the market, I am trying to be more transparent about the surging market and the likelihood of sustainability. The Fed's rate increase in rates was an attempt to slow down the growth and deal with inflation. While it remains to be seen the full impact of this increase, most experts believe it will slow the housing market. There were two hikes, one in early May and another in June, with the June increase of 0.75 percent of a point being the largest Fed rate hike since 1994. The hike is designed to cool an economy that has been on fire since rebounding from the Coronavirus recession of 2020. That dramatic recovery has included a red-hot housing market characterized by record-high home prices and microscopic levels of inventory. Home prices are driven not just by interest rates but by a complicated mix of factors, so it's hard to predict exactly how the Fed's new direction will affect the housing market. In the short term, higher rates are expected to slow down demand which, in theory, might lead to a downturn in activity for home buyers. For example, the monthly payment on a median priced single-family home, when assuming a 10% down payment, has risen by about \$800 since the beginning of the year due to the increase in mortgage rates. Rates have jumped by 2.5 percentage points since January.

Here is another example to get your arms around the issue. With mortgage rates climbing to their highest level since 2008, it has pinched home buyers' budgets. The 30-year fixed rate mortgage averaged 5.78%, which is way above the 2.93% average just one year ago. This means more buyers must readjust their home-shopping budgets, as the impact of higher rates translates to a 25% drop in house hunters' purchasing power since the beginning of the year. For example, earlier a typical buyer could afford a \$360,000 home with a \$1,400 monthly payment. That same monthly payment, adjusting for the higher rate allows for the purchase of only a \$270,000 home. And, with housing prices in Nashville remaining high due to population growth, \$270,000 doesn't get that much of a home. In fact, while writing this article I searched homes in all of Davidson and Williamson County and the results were will astound you. There were a total of only 16 homes priced less than \$270,000 currently available in both counties. Those 16 homes averaged 1,050 sq. ft., had two bedrooms and one bath sitting on 0.29 of an acre.



The following information should help readers get a better feel for the current situation. This week's 5.78% average for the 30-year fixed-rate mortgage is up from 5.23% last week. Every bit of that bump is being felt by home buyers. For example, a \$300,000 loan with a rate of 5.23% would cost a borrower about \$1,653 per month. That same loan at this week's 5.78% average would cost \$1,756, an extra \$1,236 per year.

The following are examples of current rates and rates a year ago:

30-year fixed rate mortgage averaged 5.78% rising from last year a rate average of 2.93%

15-year fixed rate mortgage averaged 4.81% rising from last year a rate average of 2.24%.

5-year hybrid adjustable-rate mortgage averaged 4.33% rising from last year average of 2.52%.

Lawrence Yun, the National Association of Realtors Chief Economist says, "The housing market is starting to feel the impact of sharply rising mortgage rates and higher inflation taking a hit on purchasing power. Still, homes are selling rapidly, and home price gains remain in the double digits." Yun says the average monthly mortgage payment has jumped 28 percent over the past year, a bit of sticker shock that is bound to reverberate through the housing economy. "I expect the pace of price appreciation to slow as demand cools and as supply improves somewhat due to more home construction," Yun says. Our association pays attention when Yun speaks. To realtors, he is the "E.F. Hutton" of real estate economics and has given great insight to our association for more than a decade.

Please call Sam @615.210.6057 if I can help you with any real estate connections.

Sam's Latest Hits and Tips

This is that time of the year when the terrace garden is at its peak and one feels like all the effort was truly worthwhile. It's also the time for easy meals and thirst-quenching libations.

Creamed Corn with Bacon

4 ears of fresh corn	6 ounces of thick sliced bacon, diced in 1/2 inch pieces
1 large bunch of scallions, sliced into 3/4" pieces	2/3 cup heavy cream
1/4 cup water	1 teaspoon fresh lemon juice
1 tablespoon unsalted butter	Freshly ground black pepper

Bring a large pot of salted water to boil and have ready a large bowl of ice and cold water. Add corn to boiling water and simmer 3 minutes. With tongs, transfer corn to ice water. When corn is cool to handle, drain and cut kernels from cobs. In a large skillet cook bacon over moderate heat until browned. Transfer to paper towels to drain. In a 3 quart heavy saucepan simmer cream, water and lemon juice with bacon, scallions and butter, stirring 1 minute. Add corn. salt and pepper to taste and cook until liquid is slightly thickened, about 5 minutes.

Frozen Mai Tai

8 oz. white rum	2 oz. apricot brandy
2 oz. cherry brandy	6 oz. fresh pineapple juice
2 oz. simple syrup	2 oz. fresh lime juice

Mix all ingredients in blender. Add 1/2 cup ice. Blend again. Freeze 24 hours. Serve with a lime wedge and a cherry.

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

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Welcome to Sam Coleman's newsletter

Room to Grow...

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Majority of Aging Adults Say They're Not Moving

Baby boomers hold the majority of real estate wealth in the U.S and as they (we) age, they (we) say they plan to stay put in their current homes. Sixty-six percent of U.S. adults aged 65 and older say they expect to age in place, according to a new Freddie Mac survey. But that could further exacerbate the housing supply shortage, the report notes. The housing supply in the U.S. has dropped to record lows over the past two years. Baby boomers are veering from the traditional patterns of selling later in life and are downsizing or moving to assisted living. That could prompt an even more severe housing shortage nationwide. Baby boomers' financial gains over the past five years may better equip them to stay in place.

Still, baby boomers acknowledge their home will require some degree of renovations to make the space more appropriate to age in place. But they feel confident their personal savings and long-term retirement accounts will allow them to afford to do so, according to the survey.

A 2021 survey conducted by AARP shows many homeowners would need to modify their current home so they or a loved one could continue to live there.

79% would need to modify bathrooms with grab bars on no-step showers.

71% say their home has inside and outside accessibility issues.

61% would need an emergency response system.

This profile exactly fits our household, and it is hopefully what Phillip and I are planning at this point in our lives.

Call, text Sam @615.210.6057 or email @slc.samcoleman@gmail.com to connect!