

Room to Grow...

Slow Sales, High Home Prices

Home prices were at their highest levels last month even as home sales stalled. The Spring housing market is off to a slower-than-expected start, with home sales dipping in March after a brief uptick in February. A shortage of homes for sale may be sidelining Buyers, many of whom could be waiting for more choices and clear signs of economic improvement before making a move into the market. Nationally, existing home sales fell 3.6% in March compared to February and are below last years pace, down 1% annually as reported by the National Association of Realtors. "Lower consumer confidence and softer job growth continue to help back Buyers," says Lawrence Yun, NAR's chief economist. Yun has worked for NAR for several years and, for Realtors, he is much like E.F. Hutton—"when he speaks, all of us listen and inventory remains a major constraint on the market. The inventory-to-sales ratio, or supply-to-demand ratio, is below historical norms."

He goes on to say that an additional 300,000 to 500,000 homes for sale would help bring the housing market closer to normal conditions and allow consumers (Buyers) to make decisions without feeling rushed. Despite last month's slower sales pace, homes listed tended to receive an average 2.2 offers, and about 18% of homes sold above list price, according.

Case in point, we have been working with a family moving to Middle Tennessee to be closer to their adult daughter and grandchildren. After several weeks of searching the home they wanted wound up having multiple offers and we are paying slightly above list price with very few contingencies to secure the home. Their daughter and the grandkids are thrilled that Gramps and Granna will be living closer to their home. This home is scheduled to close next week while allowing the Sellers post-closing occupancy for several weeks. These nuances were offered by the Buyers as concessions to ensure that they secured this particular property. Fortunately, our clients had the financial capabilities to pay a slight premium price and be flexible on terms in order to secure the home. A Realtor's job is made much easier when clients understand that slight nuances to the "perfect offer" can be tweaked in order to make their offer float to the top resulting in a successful home for the next period of their lives in Middle Tennessee.

As inventories stay tight, the pressure on home prices continues. The median home price (nationally) rose to a record high for the month of March - reaching \$408,000. These higher home prices have been a boom to current homeowners. "That price growth has helped the typical homeowner accumulate \$128,100 in housing wealth over the past six years" Yun says. NAR recently revised its 2026 housing forecast, now projecting existing-home sales to see a more modest 4% increase this year, mostly due to higher mortgage rates than originally expected. Also, NAR projects that new-home sales will remain mostly flat this year.

For us, it has been a while since we had written an offer above list price for a home. But the circumstances for our clients made us act aggressively so that we could secure the home. We just learned that it has appraised for the needed price.

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Please reach out to us for any real estate needs you have!



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Sam's Special Points

Top Things to Do/See in Nashville

- **Country Music Hall of Fame & Museum.** Explore the history of county music in downtown Nashville.
- **Honky Tonk Highway.** (Lower Broad -way). Enjoy live music at iconic bars like Tootsie's and The Stage.
- **Ryman Auditorium.** Tour the "Mother Church of County Music," premier live music venue.
- **The Parthenon** in Centennial Park. Visit a full-scale replica of the Athenian original, featuring a 42 foot statue of Athena. Nashville was often referred to as "The Athens of the South", hence Athena.
- **Johnny Cash Museum.** View the world's largest collection of Johnny Cash artifacts.
- **Historic RCA Studio B Tour.** Step into the studio where Elvis and Dolly Parton recorded hits.
- **The Gulch Mural Spotting.** Take a photo with the famous "What Lifts You": wings mural.
- **Nashville Hot Chicken.** Sample iconic Nashville cuisine at spots like Hattie B's or Prince's.
- **A Grand Old Opry Tour.** What started it all!
- **Percy Warner Parks.** A large park effectively in the heart of the city!

Unique to Nashville

The "3-foot rule" in Nashville refers to a city ordinance often applied to adult entertainment venues, requiring dancers to maintain a minimum distance of three feet from patrons. This regulation is designed to limit physical contact between performers and customers, often enforced in clubs to ensure compliance with local sexually oriented business regulations.

Can't make this stuff up—only in Nashville-Vegas!

Easy Renovations that can help Prep your House for Sale



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This may sound obvious, but selling a house sometimes comes down to just how appealing your home is to potential Buyers. Even if you're not planning on selling in the near future, these attributes will make your home more enjoyable until you do make a decision to change residence. Here are 6 related tips:

1. Replace the garage door. When it comes to getting some bang for your renovation buck, the garage door is one suggestion to consider; it also can give a boost to your homes curb appeal.
2. Upgrade the front door. A relatively inexpensive yet effective home improvement is a new front door - one of the first things a potential Buyer (or guest) will notice instantly.
3. Re-face the house. A good pressure washing may cost a few hundred dollars that can reduce or remove the unsightly dust, grime and mildew that often clings to exterior siding.
4. Maintain your lawn and refresh landscaping. You only have one chance to make a great first impression - which is why renovations affecting curb appeal make the list.
5. Refresh the kitchen. For many of us, the kitchen is where guests and family gather, making it one of the top house renovations that comes to mind. Costly, but well worth it.
6. Deep clean and declutter. Often, "decluttering" is the most emotional yet most effective technique that a homeowner has to do. The phrase I use with my clients is "think Spartan". Guests or potential Buyers feel better when the home is open, spacious and welcoming with room for possible growth.

Call Sam @ 615.210.6057 or Phillip @ 615-829-1347 with thoughts or questions.

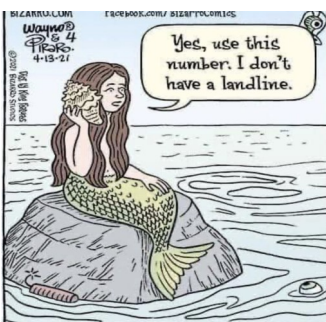
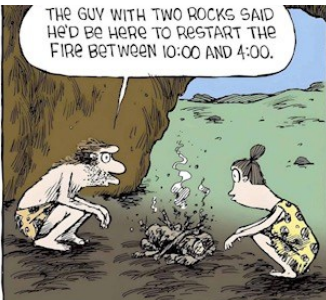
March 2026 Market Update

Here's the latest market information for **Single Family Homes** in Davidson and Williamson Counties from RealTracs which is the Realtor Information database.

Indicator	March 2025	March 2026	Year over Year
New Listings	2,601	2,124	Down 18%
Average Inventory	3,235	3,424	Up 6%
Closings	1054	973	Down 8%
Average Sales Price	\$871,438	\$989,379	Up 14%
List to close (days)	98	110	Up 13%
Months of Supply	3.88	4.45	Up 15%

Based on new listings in MLS, the market is down by 18% and based on the number of closings, the market is down by 8%. However, the average sale price was up to \$989,379 an increase of 14%. Interestingly, the months of supply was up by 15%. This seems to be a conundrum. Prices are going up while the supply of homes is up by 15% and the time to sell a home is increasing. What gives? Hard to know!

Sam's Nibbles & Bits - the latest goodies at our house



Million Dollar Pie

- 1 14 oz. can sweetened condensed milk
- 1 8 oz. carton Cool Whip, thawed
- 1 16 ounce can sliced peaches, drained
- 1/4 cup lemon juice
- 1 15 oz can crushed pineapple, drained
- 2 9" graham cracker pie shell

Mix milk and lemon juice. Add peaches and pineapple. Fold in whipped topping. Pour into pie shells. Freeze overnight. Have one for your family and give one away to a neighbor or fiend.

Godmother

- 6 Ounces of Vodka
- 2 Ounces of Amaretto di Sonorro

Put ice cubes in a cocktail shaker. Add the Vodka and Amaretto. Shake all ingredients lightly. Better if made overnight and stored in freezer. If you're lucky and the freezer is cold enough it might become slushy.

Please reach out to share your family favorite recipes and we will share with our readers.