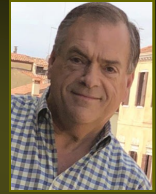


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Room to Grow...



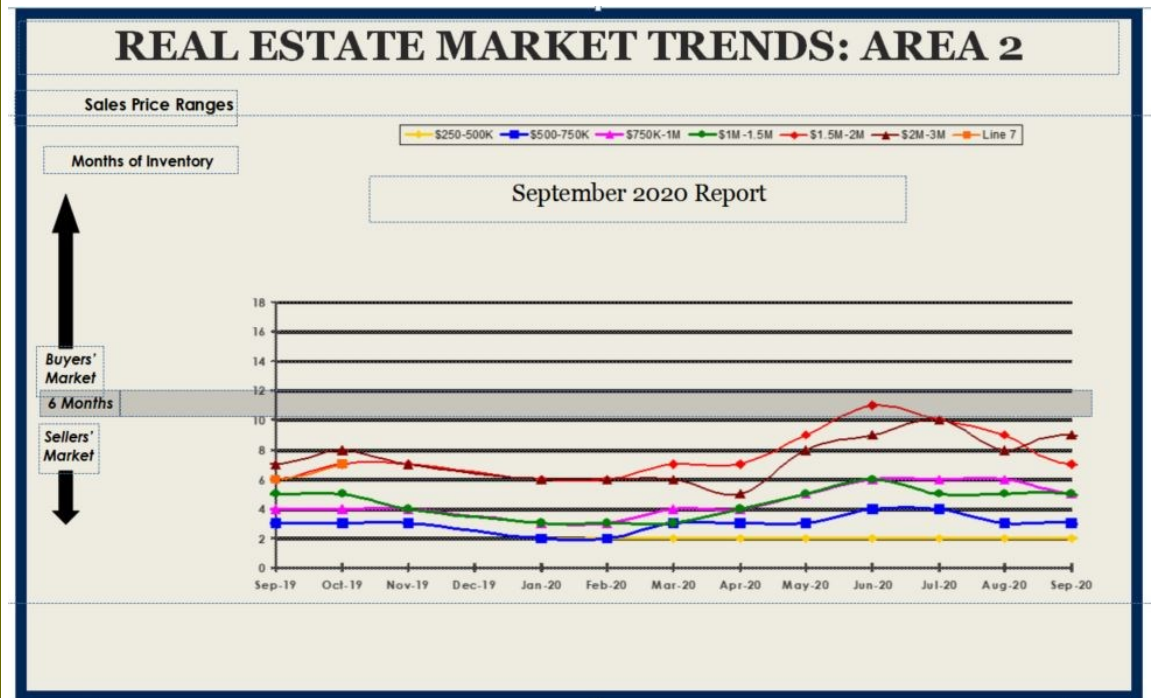
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How Long Can This Continue?

Sam's Special Points:

- “Nothing in life is to be feared; it is only to be understood. Now is the time to understand more, so that we may fear less.” Marie Curie
- We typically think of “fall” as the North American version of the American word “autumn,” but it was in fact in widespread usage in England until recently.
- Originally a shortening of the phrase “fall of the leaf,” the phrase was common in England in the 17th century.
- Research shows that with cooler temperatures, humans want to be closer to others - this may be why many relationships start in fall.
- A study in the Journal of Aging Research found that babies born during the autumn months are more likely to live to 100 than those born during the rest of the year.
- On the autumn equinox, the amount of day and night are of roughly equal length and the nights will become increasingly longer, until the spring equinox when the pattern is reversed.
- Family plans for the holidays are in flux. While not wanting to appear inhospitable, none of us are certain how we feel about the traditional family gatherings which can grow to include many extended family members. We will figure out some solution that feels right for our immediate family. This may be the year for a novel new concept called “FaceTime Thanksgiving.”

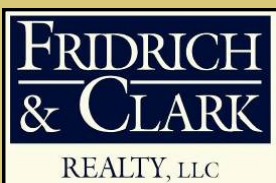


Biannually I publish the data depicted in the chart above which gives readers a concise visual about the market in our area - although it may be slightly challenging for one to understand. Let me give you some background.

The National Realtors Association has established that a 6 month supply of housing in any area is a “balanced” market -supply equals demand. If the supply is above 6 months there are more homes for sale than the market should be absorbing. Conversely, inventory of less than 6 months is considered a “Sellers Market” because the supply of homes is not adequate to meet the demand of buyers. The various colored lines on the chart represent price ranges of homes on the market. The numbers along the left side of the chart depict the number of months a home is on the market which includes the first day in the MLS through the day of closing on the home. Once the home goes in MLS there is a period of marketing and showings, followed by contact negotiations leading to property being under contract. Then, typically for those getting a mortgage, that process takes a minimum of 30 additional days. Concurrently, one has to add time allowing for inspections, appraisals, etc.

What continues to amaze me is that for all homes in Area 2 priced from \$200,000 to \$1,500,000 - there is less than a 6 month supply. While the market has slowed nationally due primarily to the pandemic, it appears that our local market has seen little, if any impact. What I continue to see on new listings in the MLS is some language as “First showings to be on Monday. Home will be shown until Wednesday at 5:00 pm. All offers to be submitted by 8:00 pm Wednesday and will be reviewed that evening. Responses to all offers will be made by 11:00 am on Thursday.” And, if that’s not bold enough I have even seen “Seller prefers to live in home 14 days post closing at no expense to Seller.” Unfortunately, if you are unwilling to play by the seller's rules it’s unlikely that your buyer client will get the home. I am mentoring a newer agent in our office who is working with first time home buyers. After making offers on six different homes our clients are becoming more savvy. We go see the home first day on the market, upon viewing we decide the particulars of an offer and submit it in a timely manner. Unfortunately because they are getting a loan, they are often disadvantaged. We’re not giving up, nor are they. We hope to have them settled by the holidays so they can enjoy their first holiday celebration in their new home - a special memory!

Give me a call at 615.210.6057 if you have thoughts or questions!



Sam's Latest Hits and Tips

This section of the newsletter is the one for which I receive the most feedback. It appears that it's the "homey and personal" things that readers like best. Here's a family favorite - especially this time of year.

New England Clam and Corn Chowder

6 bacon slices, cut into pieces	4 cups whole milk
1 large yellow onion, chopped	1 medium white potato peeled and cut into 1/2 inch cubes
2 large carrots, peeled & chopped	3 - 6.5 ounce cans chopped clams
1 1/4 teaspoons dried thyme	1 - 8 3/4 oz. can corn kernels
3/4 teaspoons crushed, dried rosemary	Fresh parsley, chopped
3 Tablespoons flour	

Cook bacon in large saucepan over medium heat until crisp. Transfer bacon to paper towels to drain. Pour all but 3 tablespoons drippings from the pan. Add onion, carrots, thyme and rosemary to pan. Sprinkle with salt and pepper and flour. Cook, stirring 1 to 2 minutes. Gradually add milk to pan, stirring often, about 5 minutes. Add potato cubes, clams with juice and corn. Bring to a boil; reduce heat to medium low and simmer until potatoes are tender, stirring often, about 10 minutes. Season to taste with salt and pepper. Divide soup among bowls, sprinkle with bacon and parsley, and serve. Great on a cool autumn evening by the subtle warm fire.

I would be interested in your thoughts or good tips 615.210.6057

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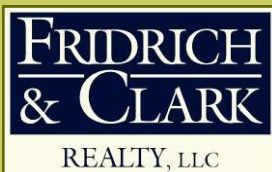
Welcome to Sam Coleman's newsletter

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A Busy Month with Folks Moving to Nashville

Fortunately, my business continues to be good and for that I am very thankful. As most readers know, because of my background in human resources and now 20 years in real estate, I am often asked to work with individuals that are being recruited to Nashville, especially those in healthcare. Our firm has a good relationship with both VUMC and one of the large oncology groups in town and both have kept me on my toes. One department is recruiting five different individuals hoping to make offers to three of the five. Another has brought in two different candidates for two different jobs. Needless to say, I am most thankful for the business. My newcomer tour has developed a reputation, within the firm, of being very thorough and enjoyable. So much so, that early next month I have been asked to present my tour route and notes virtually for all agents that work on relocation for our firm. In the tour I try to mix practical (driving times/routes), local lore (Granny White's bordello) along with neighborhood overviews.

Most recently I have been working with a couple wanting to move to the Nashville area to escape the desert Southwest. They have made three trips to Nashville to discern where they want to live. They have decided on a specific neighborhood in Northern Williamson County and are anticipated to be making an offer on a home during the next week. They will be a real addition to our city and have been delightful clients to help.

I would be interested in hearing from you by phone, email or text.