

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

**Sam's Special Points:**

*"Another Fall, another turned page."* ~Wallace Stegner

- Nashville is named after Francis Nash, one of the few Patriot generals who were killed during the American Revolution.
- Slogan origins - President Theodore Roosevelt coined the phrase "good to the last drop" after drinking a cup of local Nashville coffee at the Maxwell House Hotel.
- Nashville was the first city nationwide to be granted an FM-broadcasting license. The original WSM and radio announcer David Cobb called Nashville "Music City" for the first time in the 1950s.
- GooGoos - the iconic local candy made of caramel, marshmallow, milk chocolate and peanuts. The name is believed to stand for "Grand Ole Opry."
- "Old Glory" - Sea captain and Nashville resident, William Driver, is credited with first calling the flag "Old Glory" in 1837.
- Grand Ole Opry - Originally named WSM Barn Dance, Nashville's famous weekly country music show was renamed "the Grand Ole Opry" in 1927. It remains the world's longest-running live music radio show.
- Ryman Auditorium - Also known as the Mother Church of Country Music, this venue began its life as a place for gospel meeting. A small circle was removed from the stage there and embedded center stage at the Grand Old Opry House when it was first built in 1974.

*Family holiday plans are tentative with a new grandchild coming and logistics. I hope this year will be more normalized than last.*



# Room to Grow...

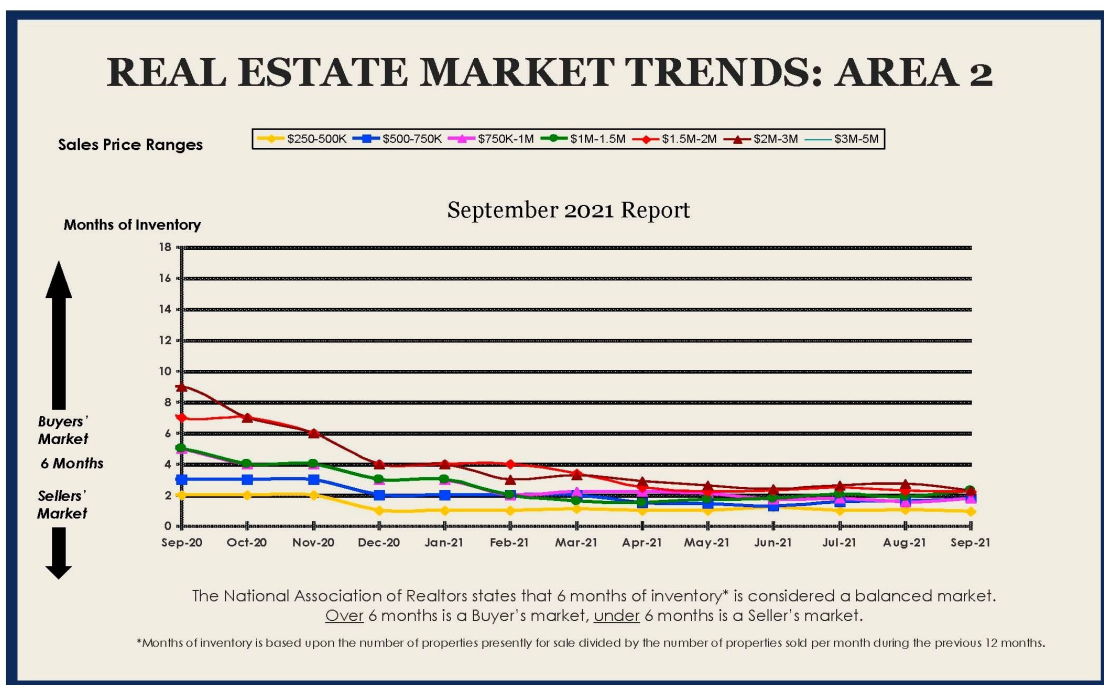


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## The Unbelievable Market Marches On

To say the market is at a "frenzied pace" would be an understatement. In my 20+ years in real estate, I've not experienced anything like the current market. If you have buyers, (which I am fortunate to have several), one has to watch for new listings going on the market at least four times per day. If you see a home that might meet the buyers specifications, schedules have to be arranged so we can see it the first day of showings. Networking between agents both in my firm and my sphere of influence within the real estate community has never been so critical. With these connections, it helps to learn about listings that are going, but not yet, on the market. The advance notice allows buyers to drive by the property to see external matters, while I spend time learning about the home from previous listing information. And, if trying to see a home the first day on the market, the showings are typically limited to a 30 minute period. Advance preparation, in anticipation of making an offer is also essential. With one of my buyer clients, the wife is not yet working (but plans to once the family of five moves into a home), so she and I clear our calendars to see listings and, if we believe the husband might be interested, we queue him up to see it by the end of the day. We have now written offers on four different properties, none of which have resulted in a successful closing. We will continue the system of checking MLS at least four times per day to see if any new listing is on the market.



In reviewing the chart above it shows inventory for all price points is hovering at about two months. This timeframe starts from when the home goes on the market and runs until the day of closing. The normal home purchase typically includes a few days for marketing, a few days for negotiations, about a week for inspections and then ~four weeks for financing, assuming the buyer is getting a loan. Clearly, in the current market, all these tasks are in a compacted timeframe. I, as many of my colleagues, feel that in spite of the data depicted above and the commentary in this article, that the pace of the market may be slowing just a bit. However, there is a seasonality to the housing market. We are about to hit the slowest season of the year for real estate. Starting Halloween, the market typically is at its slowest pace until about Valentine's Day. Then the market is at its most active being very strong until Memorial Day. With the influx of people moving to Middle Tennessee, there simply is not enough housing options to meet the demands of the influx.

**Please give me a call if I can help in any way with real estate or if you just want to chat.**

## Sam's Latest Hits and Tips

www.SamColemanHomes.com



Phillip and I decided to splurge on a recent Saturday and have a lunch date to explore new dining. Phillip heard of a new Fish and Chips restaurant in the new complex called Sylvan Supply. If you haven't been, you should. **Sylvan Supply** is a repurposed revamp of the old Madison Mill building into a combination of office, supply and restaurant space in at 4101 Charlotte Avenue. The building has a good vibe and plenty of space for parking and casual dining. Having heard about Red Perch we decided to have lunch there. It is like fish and chips on steroids. We both thought the meal was good although a little pricey, (\$44 including tip). If I were to go back, I think I'd order one of their Hawaiian inspired seafood dishes and give it a second chance.

Another recent food outing was to **Emery Wood Fired** at 2500 12th Avenue South, site of the former J.W. Adkins Funeral Home. The restaurant has a cool vibe and appears to have already been discovered by the 30's crowd as a place to hang out in the bar area for the "meet and greet". It has a very nice large covered outdoor dining patio along the front of the building (facing 12South). The charred onion dip with grilled bread was an excellent appetizer shared by our table. I enjoyed the bucatini with clams, celery & ginger in a lemongrass butter broth. While it made for an enjoyable, crisp fall dining experience, it is a great addition to the 12South lineup, and we will go back soon.

### Katie's Wedding Brunch Bloody Mary's

2 small cans Tomato Sauce	6 Tablespoons Worcestershire	1/4 teaspoon celery salt
8 shakes of Louisiana Hot Sauce	3 teaspoons lemon juice	1 1/2 Tablespoon horseradish
2 bottles of Heinz Cocktail Sauce	Clamato Juice	

Mix all ingredients in a container using enough Clamato juice to equal a quart. Allow to chill thoroughly. Use 1/3 vodka and 2/3 mix to make one Bloody Mary served over ice cubes. Serve with a pickled asparagus spear and a short stick of celery. *Adapted from the Baton Rouge Country Club.*

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BROKER, GRI/CRS

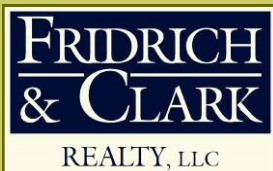
*Welcome to Sam Coleman's newsletter*

*Room to Grow...*

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

Cell: 615.210.6057  
Fax: 615.327.3248

slc.samcoleman@gmail.com



## 5 Home Designs Trends - Is it In or Out?

Home trends come and go, but some designers hope some will vanish even faster. Here are five trends designers are hoping will go away fast (so I've heard).

1. Sliding barn doors - As the farmhouse style loses traction so are the barn house doors. They don't always slide smoothly on a track and can be quiet bulky.
2. Open kitchen shelving - Swapping out upper cabinetry for open shelving has become a go-to method to make kitchens airier and brighter along with saving on cabinet costs. But in reality open shelving can be a tough one to pull off. Dishes and glassware might need to match and be stay perfectly organized.
3. All-white interiors - white walls, furnishings, and rugs can feel uninspiring at times. Homes are getting more color treatment, particularly on the walls and cabinetry. Accent walls are making a comeback, adding a pop of color to a space with bright paint or a bold wallpaper.
4. Painted arches - this trend has been all the rage on Instagram. Whether it's a brightly colored or pastel-toned arch, these focal points help to highlight furniture or open shelving. A noted designer said "I have seen them everywhere the past year, and it feels overdone and outdated."
5. The Tuscan kitchen style from the 2000s was dominated by dark reds, chocolate browns and golds. Today's trends are moving toward lighter, brighter kitchens.

Call me at 615.210.6057 if you wish to discuss the real estate market locally.