

Room to Grow...

The Changing World of Real Estate

What has happened in the Real Estate industry over the last 6 months appears to be a significant change for the entire industry. Here is a concise summary:

- **Deal One:** COMPASS Real Estate absorbed many of the brand forms that were trusted. Compass had grown into the largest residential brokerage in the US by sales volume. In Sept 2025 it acquired Anywhere Real Estate, who was the owner of Coldwell Banker, Century 21, Sotheby's International, Cocoran, ERA, and Better Homes & Gardens Real Estate. Six of the most recognized brand names in the industry, representing decades of consumer trust built under separate ownership, disappeared into a single entity. The combined company carries a brand of 340,000 agents across roughly 120 countries. It is the biggest brokerage consolidation in US history. Compass has been one of the most aggressive proponents of private listing networks - the practice of marketing a home internally to its own agents before listing them publicly. What changed, invisible to most Buyers, is who owns the data, the technology platform, the economic incentive, and the strategic direction behind those brands. Compass has been one of the most aggressive proponents of private listings networks—the practice of marketing homes internally to its own agents before listing them to the public. This is not unlike our firm which traditionally makes sure that all internal agents know of listing that are coming on the market in advance of the listing released to the full public.



- **Deal Two:** The Real Brokerage acquired RE/MAX - and a mortgage franchise. In April 2026, Real Brokerage announced it was acquiring RE/MAX Holdings in a deal valued at \$880M. A further piece of this consolidation involves the mortgage market with firms that were already aligned with many of these players. In short, this is the beginning of a vertically integrated strategy of having the listings, the Buyers and the financing component into an aligned system of one-stop shopping for all of the Real Estate components. This is not a coincidence as it is the same strategic instinct operating simultaneously at multiple companies.

As these changes unfold we believe a residential real estate transaction is the largest single purchase most people make in their lifetime. Agents who serve clients through these transactions should be accountable to the client, not to a parent company's mortgage division. The mortgage they obtain should be the best available to them, not the most convenient path through the company. And, the properties available to clients should represent the fullest possible market, not a subset that are chosen from a private network.

All things are still achievable, but they require more intentionality. For a Buyer who understands this, that intentionality is not a burden - it is simply the price of making an dollar decision with the care it deserves. We believe the golden rule is still applicable. For Real Estate it's to treat others (both Buyers and Sellers) as you would want to be treated with fairness, integrity and honesty.

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Sam's Special Points

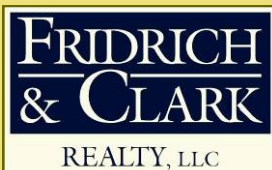
We Southerners are a Quirky Bunch!

- Peanuts in a Coke bottle was started by Southern blue-collar workers who did not want to wash their dirty hands before eating.
- The literal meaning of "hush puppies" was derived from Civil War cooks tossing the fried scraps to barking dogs, shouting "Hush, puppies!" to keep them quiet.
- Eating Hoppin' John (black eyed peas and rice) alongside collard greens on New Years Day is a mandatory Southern tradition. The peas represent pocket coins while the collard greens represent paper dollar bills.
- Chocolate Gravy, while northern regions pour sausage gravy over their biscuits, and portions of the rural South particularly the Appalachian and Ozark regions, serve Chocolate Gravy - a thick, warm, sweet cocoa syrup poured over hot buttered biscuits.
- Tennessee ties with Missouri for having the most bordering neighbors of any US state touching Missouri, Kentucky, Virginia, North Carolina, Arkansas, Georgia, Mississippi and Alabama.
- Tattoos were famously illegal in South Carolina until the state ban was lifted in 2004.

Southern Sayings'

- "Happy as a pig in mud."
- "I don't have a dog in that fight."
- "Fixin' to do sumpin."
- "Over yonder."
- "Til the cows come home."
- "Let me let you go..."
- "Knee high to a grasshopper..."
- "More than Carter has pills..."

Things every Tennessean will Understand



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Understanding some of the following will help newcomers to Tennessee assimilate much quicker and easily and you will likely make a fast friend faster!

- Tennessee Whiskey is not Bourbon. To slap the "Tennessee Whiskey" name on the bottle, it has to undergo the Lincoln County Process, during which the whiskey is filtered through a bed of sugar maple charcoal before barreling. And of course, it has to be made in Tennessee.
- Tennessee is basically three states. While many think Tennessee is that state somewhere in the South, but to Tennesseans there are three clear parts each of which might be their own state. There's West Tennessee with the flat fields, Memphis and Bar-B-que. There's the rolling hills of Middle Tennessee, home of Country Music and the Commodores. And, last but not least, East Tennessee, with plenty of hills, hollers, mountains, Volunteer Orange to go around and the Smokies.
- To Tennesseans, a Moon Pie beats S'mores every time.
- No other barbeque compares to Memphis Barbecue (imo). It's the home of the Worlds Championship Barbecue Cooking Contest.
- Mountain men might make the best moonshine, you just have to find the still to taste it!

Call Sam @ 615.210.6057 or Phillip @ 615.829.1347 with thoughts or questions.

July 2026 Market Update

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

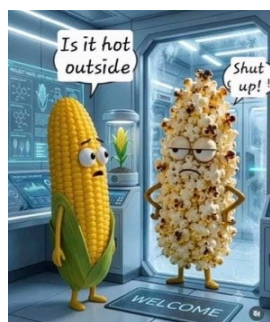
Indicator	July 2025	July 2026	Year over Year
New Listings	2,330	2,001	Down 14%
Average Inventory	4,505	4,638	Up 3%
Closings	1,209	1,205	0%
Average List Price	\$1,207,635	\$1,262,374	Up 5%
Average Sales Price	\$907,525	\$1,032,564	Up 14%
Months of Supply	4.5	4.6	Up 2%

On a Personal Note

Within the last month, two of my grandchildren were baptized at their church where all the family was able to witness the happy event.



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



As we have matured we both enjoy simpler and generally short cut recipes, especially when it comes to desserts and libations. Here are two recent finds.

Cake Mix Toffee Bars

- 1 (15.25 oz) box yellow cake mix.
- 1 8 ounce package of Heath Bar Bits
- 2 large eggs, room temperature
- 6 Tbsp. melted butter
- 1 14 ounce can Sweetened Condensed Milk

Make the base: In a large bowl combine cake mix, 1 egg and melted butter until fully mixed. Press evenly into a parchment-lined 9X13 inch pan. Whisk remaining egg with the Eagle Brand milk until smooth. Stir in heath bits. Pour over the base. Bake at 350" for 25-30 minutes, until edges are golden and center is set. Cool. Then cut into clean slices. If served warm, great with a scoop of vanilla ice cream, (to cut the sweet). *These are perfect any time you need an easy, sweet treat fast. And, if stored well, will taste fresh for several days.*

Pomegranate Margaritas

- 1 cup of Pomegranate juice
- 6 ounces silver tequila
- 2 ounces of Triple Sec
- 2 ounces of lime juice
- 1 ounce of Maple Syrup

Mix and shake all ingredients in a cocktail shaker. Freeze, if possible for 2-4 hours before serving.

We welcome any feedback or suggestions.