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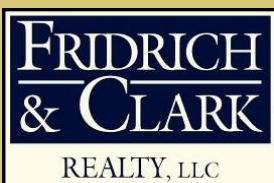
Sam's Special Points:

"We may think we are nurturing our garden, but of course, it's our garden that is really nurturing us." ~ Jenny Uglov

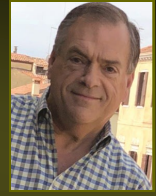
Most Notable Medical Advances

- *Magnetic Resonance Imaging (MRI) and Computer Tomography* - These two medical technologies seem like standard procedures today, hinting at their significant impact.
- *The Artificial Heart* - The permanent artificial heart, first implanted in 1982, has helped save thousands of lives worldwide.
- *Laser Surgeries* - First used to correct vision, but today their use spans across multiple medical procedures.
- *Minimally Invasive Robotic Surgeries* - Robotic surgery was introduced in the late 1980's with laparoscopic procedures ever advancing.
- *Highly Active Anti-Retroviral Therapy (HAART)* - This medication has been in development stages for years but has been proven to slow the progression of AIDS for years for those infected.

For my birthday earlier this month the family planned to have dinner at an outdoor dining location with a menu for all ages. Following that we were to go to Cheekwood for the Chihuly exhibit. As all 11 of us started the tour the clouds were gathering, but we were having a great time. Then the "heavens opened" and we were drenched. We tried to wait it out but clearly it wasn't meant to be. But, it made for a night this old man will never forget and I was with my family - the most important thing. A picture of all of us drenched will soon be framed.



Room to Grow...



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A Tale of Two Totally Different Buyers

During the last quarter I have been referred by clients to two different couples who were relocating to Nashville. Neither couple had been in Nashville much but both had accepted new positions requiring relocation. And they both were first time home buyers, one of my favorite type of clients. With each couple they had some familiarity with Nashville, but more from a tourist perspective than a future resident.

The first couple are to be wed in September and hoped to have a home in Nashville prior to their wedding. I recommended a local lender who got them approved for a price range they both could afford and within their comfort zone. Not having spent much time in Nashville, they were open to living anywhere in the city and had numerous friends who lived in East Nashville. We began searching in earnest prior to her starting her job. The husband-to-be is not starting his work in Nashville until September. So, my job, as often is the case, was to help them understand the range of choices for neighborhoods. We spent the better part of five days exploring and looking at homes. Our last showing for one home was Saturday evening at 8:30 pm. That was a long day.

The next evening they found a home they loved. It was three years old, but gently lived in. The sellers had the home in perfect condition to show and it was ice cold on a very hot, humid day. Having liked the home, I reached out to the listing agent to let her know it had made our "short list" after 13 homes. We wanted to come back the next day about 6:00PM to take a second look. I told the listing agent that my clients were to wed and had a nine month old German Shepherd pup (which they decided to take to look at the home.) Upon arrival, the seller left a chilled opened bottle of Pinot Grigio, a bottle of bourbon, four glasses, a bone for the pup and a note reading "Relax, enjoy our home and some libations - we hope you like it as much as we do. Here's a treat for the pup, if he's allowed." My clients fell in love with the sellers and the home. The next night we had it under contract, but not closing until October to accommodate the seller's needs.

The second couple were relocating from Manhattan having lived there for six years. They both have Southern roots and wanted to move closer to family. She works remotely and he has accepted a position with an investment firm here in Nashville. As is the custom, I spent an outing showing them various neighborhoods. They decided they wanted to live in the 12South, Central/Richland, Historic Belmont or similar area. Their parameters for a home were great and they understood if a home came on the market they would need to act quickly and aggressively. To our luck, within 60 days a home came on the market with the following comments in MLS; "Seller will sell home in "AS IS" condition (inspections were allowed but seller will make no repairs), Seller would like to close quickly but not give possession for up to 90 days following closing." Luckily, my clients were able to see the home the first day of showings - a Thursday, with the seller to review all offers the following Monday at 4:00 pm. My clients fell in love with the home and knew they wanted to make an offer. I counseled them that we would need to be creative in our offer and write it per the seller's requests. At my suggestion, the wife/buyer wrote an earnest, heart-tugging letter of why they wanted the home. We made an over list price offer, buying the home "AS IS" following inspection, home appraisal to match list price (not sales price) and the seller could live in the home rent free for 90 days beyond closing. I anxiously awaited to learn the seller's response. Our offer made the cut to be one of two offers that the seller was considering. We were asked to submit our "highest and best" offer in 24 hours. We upped our price and I made a slight concession in commission. With these two changes, we kept our fingers crossed. Late that evening, I was notified that the seller accepted our offer with a few edits. My clients were thrilled! The home is scheduled to close the mid-September and they will be able to take possession prior to the Christmas holiday. The listing agent told me the financial concession and my client's sweet letter is why the seller chose to accept our offer.

I sense I have gotten clients for life in both of these situations. And I view both cases as a "win/win/win" for all involved. Even in this pandemic, the market is strong. Perhaps even stronger with homes selling quickly at aggressive prices in areas that remain in demand given scarcity of good listings.

Let me know your thoughts or feedback - samcoleman@comcast.net or 615.210.6057



Sam's Latest Hits and Tips

During the Summer our household enjoys meals that are simple, little fuss and relatively light. Here is the latest find that we are making as a household favorite.

Pasta Verde

1 lb. thick sliced bacon	10 oz. linguine (Trader Joe's Garlic)
10 oz. fresh baby spinach	3 cloves of garlic, minced
1/4 teaspoon black pepper	1 cup cream style cottage cheese
1/2 cup shredded Parmesan cheese	

Bake bacon in a 425° oven for 15 minutes or until crisp, draining drippings mid-way through cooking, reserving 2 tablespoons of drippings. Crumble cooked bacon and set aside. Cook pasta according to package instructions. Drain. Blanch spinach 1 minute in boiling water and drain well. Place spinach, garlic, bacon drippings and cottage cheese in small food processor. Blend until relatively smooth. Mix sauce with pasta and stir in crumbled bacon. Serve in pasta bowls topped with grated Parmesan.

Anselmo Rojas - Anselmo has been painting for me personally and I've recommended him to clients for years. His work is slowing due to Covid, but he is still painting. His team is great, his prices reasonable and he does a great job - taking pride in his business. **615-926-3725**. Tell him I referred you.

I would appreciate hearing from you with any suggestions or feedback.

www.SamColemanHomes.com



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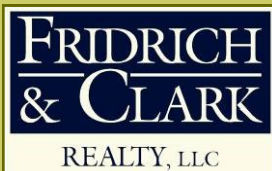
Welcome to Sam Coleman's newsletter

Room to Grow...

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5 Design Trends Emerging During the Pandemic

The pandemic has influenced so many areas of our lives these past few months. It's not surprising that it's also affecting the design of our homes. Here are the biggest trends I'm seeing.

- The waning appeal of open floor plans: With many working from home, noise is an issue, especially with open floor plans. The open floor plan combines kitchen and living space to form one big, open room. It isn't exactly best for privacy or concentration. Homeowners are not rushing to add walls, but are turning to privacy screens to section off areas or adding large rugs or art-work to buffer noise.
- More storage, particularly in the kitchen: During the pandemic, the nation rushed to stock up on food, toilet paper, hand sanitizer and other staples. So, the need for storage became greater. Homeowners added extra shelving to pantries or overflow storage in laundry rooms and garages.
- The growth of home offices: With more homeowners working remotely, the home office has grown in importance. In fact, many households are finding that having just one home office isn't enough. The pop-up home office is emerging, turning small closets into an extra office nook or sectioning off corners of a room to add a workspace that blends in with the rest of the space. As remote work surges, the home office will likely remain important and a huge selling point.

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