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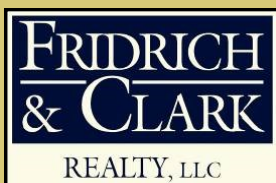
Sam's Special Points:

"Summer is like the ultimate 'one night stand' - hot as hell, totally thrilling and gone before you know it." ~Author Unknown

Facts About Tennessee:

- *Tennessee* is known as the Volunteer State because of its high number of volunteers during the War of 1812, specifically the Battle of New Orleans.
- *Greenville, TN* has the only monument in the country dedicated to both Union and Confederate soldiers.
- *Oak Ridge, TN* is known as the Energy Capital of the World for its work on the atomic bomb and continuing research into energy usage.
- *Sweetwater, TN* is home to the country's largest underground lake, The Lost Sea.
- *Tennessee* gets its name from the Yuchi Indian word "Tana-see." This word means "the meeting place."
- *Tennessee* is the home of Mountain Dew, which was originally created as a soda to mix with whiskey.
- *Andrew Johnson*, a Tennessee native, held every local, state and federal level elective office including President of the United States. He was also the first President to be impeached.

Since the last edition of this newsletter, the entire Franklin crew (Martha, Matt, Burton and James) all have endured Covid-19 even though the parents both had all vaccines. They toughed it out at home with neighbors and parents dropping off food and groceries at their back door. All have recovered, but we were initially very worried. Silver lining in that the kids should now have anti-bodies. Thankful...



Room to Grow...



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Over a Year into Covid & Market Continues Unabated

I continue to be amazed at the pace of the Real Estate market in Middle Tennessee. While it has been good for my business, I stand in awe at how brisk the market remains and the rapidity of folks moving into the Nashville area. Looking at my calendar for the last month, I realize I was referred four individuals who were either considering a move to Nashville or had already committed to relocate to Middle Tennessee in need to locate suitable housing. With VUMC alone, I spent seven days with four individuals/families who were relocating to Nashville. And, for established buyers, I am checking the system at least four times daily to learn of any properties new to the market that might meet the needs of my pool of buyers. Additionally, one sweet couple with three children, made offers on two different homes in the last month and were not successful in getting either. The latest was a home in Hillsboro Village that had been on the market only three days. Since I know the listing agent, I called him to learn more about the property. I told him about my buyers and he shared information about the sellers. All clients worked in healthcare so the agent and I thought it might make for a compatible buyer and seller. Having already written two offers on other houses, which we did not get, we were getting pretty savvy at making even better offers. I learned from the listing agent there was another offer to be presented on the house, so my clients and I wanted to be strategic in our approach. We offered \$60,000 above list price, buy "AS IS" following inspection (no repairs), closing on a date that worked perfectly for the sellers and the home would need to appraise for much less than the purchase price. I just knew finally, my sweet family of five living in a two bedroom apartment in Green Hills, would be the chosen one. My hopes were dashed upon receiving a call next day from the seller's agent that my clients did not get the home. We were crushed because my clients wanted the home so badly. They wrote a letter to the sellers connecting the life story of my clients with the lives of the sellers. My clients seemed to take the loss of the house better than I did. Within days I learned from the seller's agent that the successful buyers offered >\$200,000 over list price and their purchase was literally all cash. My clients, besides being outbid, were also disadvantaged simply because they were getting a mortgage. The successful buyer was a third generation with independent means and a bottomless purse.



But, as I age, I realize some things are just not meant to be and at other times they are designed to be. Fast forward 10 days - my clients decided to look at a home in the Hillsboro area that had been on the market over a month (a longer time in this market). The home was built in 1935 and, in its day, was a grand home. However, now it needed a complete gut and will be a major project. Strategizing with my clients we decided this home might present a unique opportunity. We wrote an offer not near list price hoping the seller would be motivated. Negotiations broke down and we walked away. My clients looked at two other new listings, neither of which worked for them. They wanted to revisit the project house. I arranged for an architect already familiar with the home to meet my clients for our subsequent showing for feedback about both design issues and cost effective renovations. We then submitted a second offer on the home well above our initial offer but still over \$100K less than list price. As of this writing we now have the home under contract. In addition to the normal inspections we are also arranging for architects and contractors to give their best ideas going forward. If the contract proceeds to close, my clients estimate they will continue to live in temporary housing for 6-9 months while the home is being renovated. For example, moving the three level staircase to a new location that will open up the floorplan and create better flow.

My clients are up to the challenge and are actually excited about the potential for their new home. Turns out, by digging through old records, we have learned the previous owner was in the music industry as both a performer and writer. Her fame was not from performance but from writing. She wrote a song for herself which was met with modest success. However, years later a newer female star recorded the seller's previous song and was quiet successful. The royalties paid to the songs author allowed her to live a much nicer lifestyle and participate in philanthropic endeavors. My clients are thrilled and hopeful that they may wind up with a piece of Music City heritage.

Let me know your thoughts or feedback @ slc.samcoleman@gmail.com or 615.210.6057

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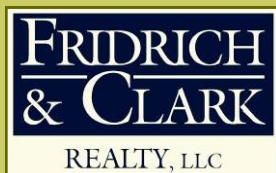


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Sam's Hits & Tips

Just before peach season comes to an end, here are two good and simple ways to enjoy their flavor.

Peach, Prosciutto and Ricotta Crostini

12 slices of ciabatta bread

12 tablespoons fresh ricotta (sheep's milk if available)

6 thin slices of prosciutto

Grill or toast bread slices. Halve, pit and thinly slice peach. Spoon about 1 tablespoon ricotta onto each toast and sprinkle with ground pepper. Tear prosciutto into feather strips and drape a few slices over ricotta. Drizzle with 1 teaspoon honey and top with 2 peach slices.

1 ripe peach

Freshly ground black pepper

12 teaspoons honey

Yogurt-Peach Semifreddo

2 ripe peaches, unpeeled, pitted and sliced

3 large egg whites

1 cup Greek yogurt

1 1/4 cups sugar, divided

1/8 teaspoon kosher salt

3 tablespoons fresh lemon juice

Line 8 1/2 x 4 1/2 loaf pan with plastic wrap, leaving a generous overhang on all sides. Cook peaches and 1/4 cup sugar in a large skillet over medium heat, stirring occasionally, until peaches are softened and sugar is dissolved, about 5 minutes. Transfer to a blender and puree until smooth. Let cool.

Whisk egg whites, salt and remaining 1 cup of sugar in medium metal bowl set over simmering water. Cook, whisking constantly until sugar is dissolved and mixture is warm to the touch. Remove from heat and beat whites until tripled in volume (about 10 minutes). Gently fold yogurt and lemon juice into egg white mixture. Transfer half of yogurt mixture to pan and layer with 1/2 of peach mixture. Repeat layers. Fold plastic wrap over semifreddo and freeze at least 8 hours. Unwrap semifreddo and gently lift from pan and place on large plate. Thaw for 10 minutes. Cut into 6 slices and serve.

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

Welcome to Sam Coleman's newsletter

Room to Grow...

Supreme Court Ends Eviction Moratorium

I must admit, when I heard last week the Supreme Court, in a 6-3 decision, ended the Centers for Disease Control and Prevention's eviction moratorium, my first thought (I try to remain politically neutral in business), was "damn the Court - do they not care about the suffering we are all enduring in these uncertain times?" However, in less than a week I learned the National Association of Realtors (of which I am a dues-paying member) had brought the suit into the Court. So, trying to understand more, I began to dig a little deeper into the facts and rationale for the decision. The NAR issued a statement saying "This decision is the correct one, from both a legal standpoint and a matter of fairness. It brings to an end an unlawful policy that places financial hardship solely on the shoulder on mom-and-pop housing providers, who provide nearly half of all rental housing in America, and it restores property rights in America."

The case was brought by Georgia and Alabama Associations of Realtors with the help of the National Association. The National Association of Realtors says it will continue work to speed the flow of rental assistance funds made available to states through two separate Covid-19 relief bills.

Now that I have stepped back from my visceral reaction and realized that almost half of the country's landlords are not corporations, but individuals, a sense of "how can Mom and Pops pay their expenses without the rental income?" has evolved.

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