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Sam's Special Points:

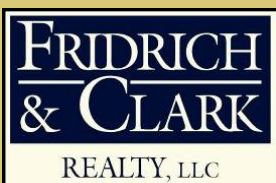
"The most important thing in the world is family and love."

~John Wooden

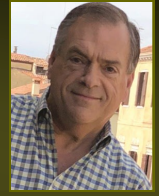
Other great family quotes:

- *"In family life, love is the oil that eases friction, the cement that binds closer together, and the music that brings harmony"*
~Friedrich Nietzsche
- *"Other things may change us, but we start and end with the family"* ~Anthony Brandt
- *"Having somewhere to go is home. Having someone to love is family. And having both is a blessing."* ~Author Unknown
- *"Families are like fudge - mostly sweet with a few nuts."*
~Author Unknown
- *"Family is not an important thing. It's everything."*
~Michael J. Fox
- *"The family is one of nature's masterpieces."*
~George Santayana
- *"You don't choose your family. They are God's gift to you, as you are to them."*
~Desmond Tutu
- *"The family is the first essential cell of human society."*
~Pope John XXIII
- *"Family and friendships are two of the greatest facilitators of happiness."* ~John C. Maxwell
- *"Never underestimate the power you have to take your life in a new direction."*
~Germany Kent

On a personal note: having seven grandchildren is nothing but sheer delight for our family. Watching them all grow, and becoming unique personalities is most affirming. Our family is unique and not any different from others – it's about love, values, acceptance and respecting differences.



Room to Grow...



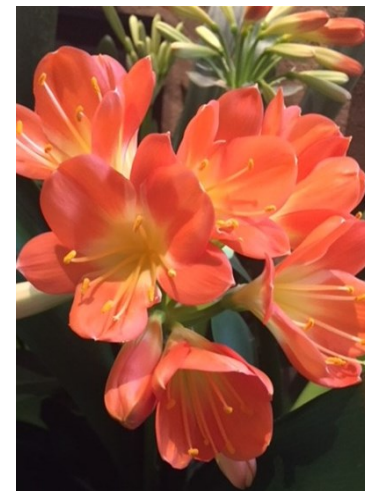
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The New Year is off to a Great Start

Not wanting to date myself, but I have 22 years in real estate. During these years I have met and worked with many delightful individuals, many of whom went on to become very faithful and loyal clients - often referring me to new clients. And, during this same period I, and my clients, have gone through several cycles of the changing market - even weathering the storm of a recession. However the current period of intensity has been unparalleled – some would even say historic. The general economy in our area has flourished in spite of a global pandemic which has led to supply chain issues and the cost of thousands of lives due to the Coronavirus. While I am not oblivious to areas of our country where things are not so well, I am well aware of how robust and driven our local economy has been. To illustrate the tenacity of the market, I am sharing the progress of two different buyers who are both actively in the search for new homes.

The first clients are actually a continuation of the article from last month. Having lost to multiple offers on a house in Green Hills, we opened up our search to East Nashville. They had driven through the area multiple times to become more familiar with this section of the city. They located a new construction home that was 95% complete which, after our joint visit, they decided make an offer. The listing agent, I later learned, was also the owner of the home/developer. My clients followed my advice and made a full price offer, subject to financing, inspection and a final walk-through. Within six hours we were told that there were multiple offers and were instructed to submit our "highest and best offer" by noon the next day. Our revised offer was \$50,000 over list price, closing date to be as soon as the builder/developer had the property substantially complete. The home was contingent on appraising for list price (\$725,000) not the purchase price of \$775,000. We felt confident we would win the bidding war. Within two hours of submitting our revised offer, the owner/agent called asking if we would agree that the earnest money was non-refundable under any circumstance. (Think of ransom just in order to "stay in the bidding war."). We agreed that \$10,000 of our \$50,000 was non-refundable if we did not close on the deal. The seller agent then contacted me asking if my clients would remove the inspection contingency. Even in new construction, I never recommend buyers purchase a home without any inspection. After talking with my business savvy buyers, I took some satisfaction send notification to the seller/agent that we were withdrawing from our negotiations. This negotiation, even in a tight market, had turned into "hostage taking" rather than genuine negotiations. We are still searching for a home—not giving up!



My second experience was with another buyer who had lost out on two other homes. She expanded her search to include the Nolensville Road area near the Williamson County border. A four year old townhome came on the market as a resale and we decided to make an offer without seeing the home. While this may seem odd, with internet presence including multiple photographs, aerial views and market analysis of similar homes, my client felt comfortable to proceed to submit an offer without actually being in the property. Our offer was:

- \$10,000 over the list price of \$420,000. All cash with proof of funds included with the offer.
- \$200,000 earnest money.
- Buy home "AS IS" following inspection, Seller could rent back the home for 90 days following closing.

My client did not get the home. After submitting our offer, my client was able to actually view the home for 30 minutes and she fell in love with it. Having thought we had made a very aggressive offer, especially being above list price as mentioned above, we still did not get the home. Needless to say, my client is most disappointed she did not get the home, which makes the third time we did not succeed in being the chosen one to obtain a property. In talking with my client, after learning we didn't get the property, she (and I) remain committed to getting her into a good, new home. We realize we may have to get even more aggressive on our offers, which typically means going over list price even more and waiving the appraisal contingency. She is not disheartened, and I am resolved to successfully find her the perfect new home. Also, it puts the pressure on me to try through various networks to learn of properties possibly coming on the market so my client can get access to the home early in the process. Eventually, we will be successful with her particularly because, even in this incredible market, "cash is king," and that will work to her advantage!

Writing this newsletter is intended to keep me in touch with my clients and business contacts, and helps me to be reflective of my work and sales ability as we all try to endure a challenging market while managing unique pandemic circumstances. News sources are stated we are perhaps transitioning to being an endemic. Basically, something that becomes more routine and we all learn to live with it in the context of changing information and appropriate safety precautions.

Please call Sam if you have any questions, observations or simply want to talk real estate!

Sam's Latest Hits and Tips

This time of the year is "hunker down" time around the hearth at home with some easy foodstuffs. Enjoy these from our home recipe box.

Sheet Pan Brownie Thins

1/2 cup (one stick) butter	1 1/4 cups sugar
3/4 cup unsweetened cocoa powder	3/4 teaspoon vanilla
1/4 teaspoon kosher salt	2 large eggs, cold
1/2 cup all purpose flour	1 cup chopped walnuts or pecans
1 teaspoon ground white pepper	2 lemons, halved
3 cups half & half	1 teaspoon hot sauce

Place rack in center of oven; preheat to 325°. Liberally butter an 18"x13" rimmed baking sheet. Melt 1/2 cup butter in small microwave ovenproof bowl. Mix sugar, cocoa powder, vanilla and salt in medium bowl. Pour melted butter over and stir until smooth. Add eggs one at a time stirring with a wooden spoon until batter is thick, shiny and smooth. Stir in flour until well incorporated, then beat vigorously 30-40 strokes. Stir in nuts. Using small spatula, spread batter into a thin, even layer to edges and to corners of prepared baking sheet. Batter will seem scant but will rise to about 1/4" thick. Bake until brownies are firm to touch and tester comes out with moist crumbs (not runny batter), about 15-18 minutes. Cool completely. Cut into 36 pieces and serve.

Lemon Drop Martini

12 ounces fresh strained lemon juice	3/4 cups sugar
12 ounces citron vodka	1/3 cup Limoncello
4 ounces Sour Mix	

Mix juice and sugar in small pan over low heat. Stir until sugar dissolves. Cool. Mix 3/4 cup of lemon syrup, vodka and Limoncello in cocktail shaker. Shake. Put in freezer for 4 hours prior to serving in chilled martini glasses. **I hope your family enjoys these as much as we do!**

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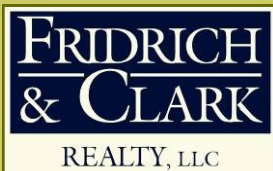
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Welcome to Sam Coleman's newsletter

Room to Grow...

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Involvement with the Tennessee Realtor Association

In earlier editions of this newsletter, I have mentioned my previous work and support of the Local Association of Realtors. I have now been asked, and agreed, to serve at the State Association level. My most recent service to the local Association has been as Chair of the Arbitration Committee. The Committee serves as a binding decision-making body when there is a dispute among two realtors from differing firms that cannot agree on who is deserving of a commission. At the national level, our Association has issued procedures for this process throughout the country. One of the guidelines is in such disputes one party prevails—which means it's an "all or none" decision about who is deserving of a commission from a transaction.

For our local Association, I have served on the Committee for five years, chairing it for the last two. Fortunately, there are not many such disputes in any given year. However, when there is an unresolved dispute, it is handled like a court of law with attorneys present for both parties. The Tennessee Association of Realtors realized some smaller associations simply do not have the resources to handle such issues. Therefore, effective this year, all disputes of arbitration about commission will be handled at the state level, with local realtors from the three divisions of Tennessee to serve as the State Committee. I have agreed to serve on the Tennessee Association of Realtors Arbitration Committee. We have yet to hear an actual case, I am told that it is highly likely a case may be coming before us soon. While it's quite an honor, it is with a great sense of responsibility that I have agreed to serve.

Give me your feedback at slc.samcoleman@gmail.com