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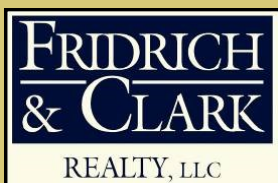
Sam's Special Points:

"May this year be structured enough for success & achievement & flexible enough for creativity and fun." Taylor Duvall

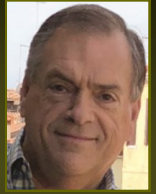
Things to Look Forward To in 2021:

- October 1st marks the 50th anniversary of Walt Disney World and it will be celebrating as only Disney can do with a new Ratatouille attraction and a "Guardians of the Galaxy" ride.
- Queen Elizabeth turns 95 on April 19th & will be the world's longest reigning Monarch.
- Momentous world tours are rumored including The Spice Girls 25th anniversary tour. Others mentioned are The Doobie Brothers for a 50th anniversary tour with Guns & Roses and Celine to follow. All dependent on the pandemic.
- Walmart, Amazon and USPS are expected to start home delivery via drone. Amazon's drone delivery "Prime Air" got the go ahead from the FAA in 2020.
- Brood X, the largest of the 15 Cicada broods pops out of the ground in the spring. A once every 17 year event, it will take months for the crunch-crunch under your feet to go away not to mention the "chirping" of the wings.
- For technology, 5G networks will continue to pop up all around the world, making use of mobile devices and internet speeds even faster. And, Japan and Korea are working on 6G technology.

Our family continues to expand! Martha and Matt announced they will be having another little boy mid-May joining big brother Burton who is two. We also continue "Making Room to Grow."



Room to Grow...



Volume 14 Issue 1

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Contrary to Logic, Real Estate Remains Strong....

While it may seem contrary to logic, the local market appears to be as strong as ever. In my 20+ years of working in real estate, I've never encountered such an aggressive market. While I am not an expert, my belief is that with the presence of Covid along with all the restrictions and limitations, the real estate market continues to expand. With increasing frequency, properties newly listed in MLS will have a comment such as "First showings to be at 9:00 am on a certain date. Showings to be for only 30 minutes. All offers to be submitted by 5:00 am on (usually three days after showings begin). Response from sellers to be received by 9:00 am the next business day." One listing within our firm had over 12 offers on the property. For sellers, it's a dream of a position. For buyers, it's almost a nightmare. One buyer I am working with has made offers on six houses and has not "been the chosen one" on any. They are disadvantaged in this market simply because they are getting a loan. 80% of buyers get a loan, but for the 20% who don't -cash is always king. My young couple has not given up, but they have become disheartened but not yet cynical, just more realistic.

I am currently working with three different medical providers all of whom are coming to work at VUMC. I helped the department chair over a year ago and now he is building his team. He specifically wanted me to help with four recruits because he realized that not only is it about the position and work, it's about making sure the family will be happy and settled. Typically, I schedule a phone interview with the candidate and their spouse to make sure I understand their housing needs and timeframes. Once an initial visit is scheduled, it is my job to "sell them on Nashville as a place to live, work and enjoy life." The initial visit is usually a one or two day experience with much of the first day showing them neighborhoods, schools, traffic patterns and recreational spots. Day #2 is looking at samples of homes to help them understand cost per square foot, architecture, specific locations, new vs. old, neighborhoods and styles of homes typical to Nashville.

One such family has accepted an offer and starts at VUMC April 1st. The husband and wife planned a trip flying in on Friday and out on Monday leaving us two plus days to find a home. Fortunately, during the interview process the wife also came so she had a good feel for the city and knew the areas where they would want to live. Unfortunately, searching their wants/desires, needs and price range there was not as much to show as I had hoped. In preparation for their visit, I sent out blast emails to both of my firm offices and to my "Breakfast Club" of 25 agents, many in other firms about any listings coming soon properties that I might show. From this I got one lead. And, that lead turned out to be the one and only home in which they had interest. Verbally, I made an offer to the seller's agent (the old-fashioned way). But, upon discussion with the seller we learned they didn't want to give up possession until July 2021. My buyers wanted to be settled in a home by March 15, at the latest. Needless to say my clients switched gears to start looking for a short term rental without much success. They flew back home disappointed.

The following day, I got a call from a good agent with whom I had done two transactions already. He had been contacted by the listing agent for one of the properties I had shown my clients over the weekend, so he knew of my clients needs. The owner agent of the home in the Hillsboro area was about to list his home. It was at the top of my buyers' range but I knew they loved the neighborhood. The next day, I was in the home FaceTime'ing my clients showing them the house. That night we made a full price offer, contingent only on financing, inspection but buying it "as is" following inspection, and the buyer wife flew in the next day to physically tour the home. The contract was accepted. Happily, my wife client upon actually seeing the house said, "I like it even better that I thought I would".

As of this writing, we have worked through all contingencies, with the exception of appraisal which should happen early next week. Assuming all goes well, my clients will be situated in their Nashville home by the end of February and hoping their current home out of state will also be under contract. This proves to me again that my business is much about connections and networking along with knowledge gained by 20+ years of experience. The department chair is also happy and I am anticipating working with three more families moving to Nashville between now and July as then begin their work at VUMC. All in a days work, and it brings me such joy!

Call me at 615.210.6057 to discuss your potential real estate needs!



Sam's Latest Hits and Tips

Desserts have, and always will be, my downfall. This one in particular:

Pecan, Caramel and Fudge Pie

Crust:

1 1/2 cups chocolate wafer cookie crumbs 5 tablespoons butter, melted
1/2 teaspoon vanilla

Filling:

3/4 cup unsalted butter 3/4 cup packed brown sugar
6 tablespoons light corn syrup 3 cups pecan halves
3 tablespoons whipping cream 2 ounces unsweetened chocolate, chopped

Crust:

Blend all ingredients in food processor. Press mixture onto bottom and up sides of a 9 inch diameter glass pie dish.

Filling:

Preheat oven to 350°. Combine butter, sugar and corn syrup in a heavy medium saucepan. Bring to a boil, stirring often. Boil one minute. Stir in nuts and cream. Boil until mixture thickens slightly, about 3 minutes. Remove from heat. Add chocolate. Stir until chocolate melts and is well blended.

Pour hot filling into crust evenly distributing nuts. Bake approximately 10 minutes. Transfer to a cooling rack to cool down until slightly warm. Top with your favorite vanilla ice cream.

Please give tell me your suggestions or feedback!

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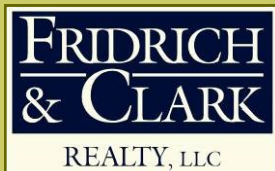
Welcome to Sam Coleman's newsletter

Room to Grow...

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Service to the Local Realtor Association

Since first obtaining my realtor license in Tennessee, I have been involved with the local association now known as Greater Nashville Realtors. I have served on several committees as well as a term on the Association Board of Directors. Additionally, I have served for four years, three as Chair, for the Arbitration Committee. This committee assignment has been the most professionally rewarding for me.

Throughout the country the National Association of Realtors established a process requiring arbitration in disputes involving commissions when the managing brokers of two different firms cannot resolve the situation. The process is very scripted for good reason. The party who feels they were due a commission has to file a written complaint which, when received, requires the other side to give a written response. The matter, if warranted, goes to a "grand jury of realtors" to determine if the complaint involves ethics and/or commissions. If it involves commission it is referred to the Arbitration Committee, which I chair. From a pool of 10 realtors a hearing panel of five are selected. None of those selected can be associated with either firm involved in the dispute. Written evidence is submitted in advance for the panel to review, followed by a hearing with most parties involving legal counsel. All evidence and oral arguments are presented and the Arbitration Panel makes a binding decision with no appeal process. The system requires that there is no "splitting" of the disputed commission because only one party can "earn" the commission. Unfortunately, I am scheduled to Chair a Committee hearing early next month.

Call me at 615.210.6057 if you wish to discuss making a move or send a referral!