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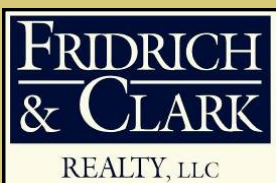
Sam's Special Points:

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

Summertime Observations

- *Happiness is a day at the pool.*
- *Wind is God's way of balancing heat.*
- *In a relationship with air conditioner.*
- *Did the hole in the ozone layer just get bombed?*
- *The heat index is somewhere between OMG and WTH.*
- *This kind of weather sucks when you're not at the beach with a cold beverage in hand.*
- *When the weather is hot, keep a cool mind. When the weather is cold, keep a warm heart.*
- *I'm glad it's finally hot enough to complain about how hot it is.*
- *People don't notice whether it's winter or summer when they are happy.*
- *What dreadful hot weather we have! It keeps me in a continual state of inelegance.*
- *Summer is like the ultimate one-night stand...hot as hell, totally thrilling, and gone before you know it.*
- *When I feel the heat, I see the light.*

Burton Hull turned three this month with Martha and Matt hosting his birthday party on a Sunday afternoon. There were about 30 folks including family and friends to celebrate. Also, Burton "performed" in his school talent show at Creative Care Center at Hillsboro Presbyterian Church.



Room to Grow...



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A Tale of Two Totally Different Buyers

Fortunately, approximately 90% of my business is referral based. Rarely am I contacted by an individual who found me via advertising or specific marketing efforts. Over the last 21 years I have worked extremely hard to stay in contact with clients and folks within my sphere of influence. Early on, I learned to keep the clients I have and stay in touch on a regular basis such as this monthly newsletter. Almost every month someone who receives this tome reaches out to me for some sort of interaction. Referrals are the bedrock of my business, along with assisting individuals who are relocating to Nashville, especially for employment with a specific emphasis on Vanderbilt - both the University and Medical Center. Recently I helped a single female MD, PhD. While she was interviewing, I gave her a brief tour of the city over a span of four hours so she could get a feel of the city as a place to live, work and enjoy life.

Ultimately she was offered and accepted a position doing significant research in the field of genetics. She reached out to me asking for assistance to find a place to live and discover which neighborhood best suited her needs. And, being prudent, she didn't want to commit to purchasing a home until she lived in the city for at least a year. Coordinating schedules, she planned a three day visit with the hope of finding an apartment that met her needs. She also brought her mom for advice and moral support. We started the Day 1 downtown looking at rentals available in Germantown, the Gulch, Sylvan Park and west of the city. The first townhome she saw was one of her favorites and definitely a favorite of her mom. On Day 2, we extended our search to include Green Hills and Lipscomb for condos owned by local individuals who wanted to lease rather than sell. We also toured apartment complexes which offered more amenities and, perhaps, a sense of community. Eventually we ended the day by driving out to Harpeth Trace to look at a unit there. Trying to help her narrow her focus, I asked her to name the top three places she liked and why she liked them. Quickly she articulated which three were at the top of her list and the reasons why. On the morning of Day 3 we doubled back to look at all three units again. By this time, she clearly knew where she wanted to live. She wound up leasing the first unit we saw which was a two bedroom townhome in Germantown. We contacted the leasing agent and by the time her return flight landed back in DC, she had a 12 month lease secured.



The second set of clients I helped were referred to me by a first cousin of someone I helped when they relocated to Nashville to work at Vanderbilt. This client is coming to Nashville to have a lead management role at the Four Seasons Hotel under construction on 2nd Avenue. His wife is a professional golfer who will coach clients on golf technique at one of the local courses or clubs. On our first outing we immediately hit it off and were mostly engaged in wanting to learn about all that Nashville and the surrounding areas offered. They seemed to soak up every tidbit that I mentioned to them and are really anxious to get settled, which is understandable since they are currently living along with their four year old pup at the Marriot Residence Inn on 18th Avenue South. They have been almost mesmerized by the vibe of Nashville and know they will be so happy here, in spite of the bridesmaids parties on Lower Broadway. They both realize how important tourism is to our local economy, including bridesmaids and bachelor parties.

As they learned the area they came to discern that they wanted to live in Northern Williamson County. So, we focused for two different outings in Nolensville, Antioch, Franklin and the Concord Road area. It was clear my clients were "beginning to circle the wagons" for the sweet spot that best met their needs. On our last outing they saw two different homes that fully met their needs, asking me to pull comparable sales for both homes. And, of course, the home they ultimately decided to pursue had two other offers on it at the time we decided to make our offer. Per the listing agent, a colleague in my firm, we had a window of about six hours to compose and submit an offer to be considered. Fortunately, my clients followed my advice and went slightly over list price for the home and offered to close on a date that met the sellers needs and works very well for my clients tenure at the Marriot Residence Inn. They were elated when I called to let them know we were the chosen ones to buy the home. As of this writing the inspection is scheduled in two days, and assuming there are very few issues, my clients will be settled by the middle or end of September in their new forever home.

Give me your feedback using my preferred email slc.samcoleman@gmail.com or call 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 one that is served during the hot summer months.

Salmon Burgers

1 1/2 lbs. skinless boneless salmon	2 teaspoons Dijon mustard
2 shallots, peeled and cut into chunks	1/2 cup coarse bread crumbs
1 tablespoon capers, drained	Salt and pepper
2 tablespoons butter or olive oil	Lemon wedges
Tabasco sauce	

Cut the salmon into 3/4 inch large chunks, and put about a quarter of those into the container of a food processor, along with the mustard. Turn the machine on and off until the fish and mustard are well combined into a puree. Break or cut the remaining chunks into small pieces of ~ 1/4 inch or so. Be careful not to make the mixture too fine.

Scrape the puree and remaining salmon into a bowl and, by hand, stir in the bread crumbs, capers and some salt and pepper. Shape into four burgers with minimal handling. (You can cover and refrigerate the burgers for a few hours at this point.)

Place the butter (or oil, if using) in a 12" skillet and turn the heat to medium-high. When the butter foam subsides, cook the burgers for 2-3 minutes per side, turning once. Or you can grill them as you would a burger. Serve on a brioche bun with lettuce, tomato and pickle or on top of a salad of mixed greens. Serve with miniature Yukon gold roasted potatoes for a complete summertime meal.

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

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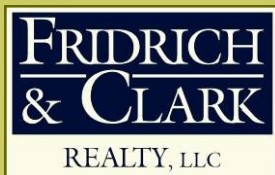
Welcome to Sam Coleman's newsletter

Room to Grow...

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How to Use Paint Color to make a Room Seem Larger

Changing the color of paint used in any room of the home can improve the overall general appearance, and using the right color can even make the room seem larger. Here are several tips:

- Paint trim similar to walls to ensure a seamless appearance that visually expands the space.
- Use a monochromatic scheme to amplify the dimensions of a room. Select furnishings in the same color; Lack of contrast makes a room seem more spacious.
- Extend wall color onto the ceiling adds an additional 6–12 inches of perceived height, making the room seem taller.
- Paint vertical or horizontal stripes. Vertical stripes enhance room height by drawing the eye up; horizontal stripes lure your gaze around the perimeter, making walls seem further away. Use similar light colors for low-contrast stripes, and your room will look even larger.
- Get a bit of a similar effect if you really want a darker shade by selecting a high-gloss paint sheen, which reflects light and enhances space.

I highly recommend a great painter Anselmo Rojas. He has been helping my clients for over 10 years and now his son Freddie has joined the business. Anselmo's number is 615.926.3725. Be sure to tell him that I referred you. You won't be disappointed.

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