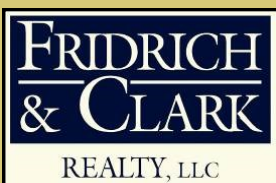


**SAM COLEMAN,**  
**BROKER, GRI/CRS**  
 CELL: 615.210.6057  
 SAMCOLEMAN@COMCAST.NET  
 SAMCOLEMANHOMES.COM

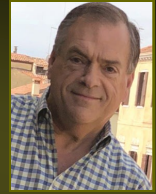
**Sam's Special Points:**

- *Everything good, everything magical happens between the months of June and August.* Jenny Han
- *A perfect summer day is when the sun is shining, the breeze is blowing, the birds are singing, and the lawn mower is broken.* James Denton
- *Dear weather, stop showing off. We know you're hot!* Unknown
- *Ah, summer, what power you have to make us suffer and like it.* Russell Baker
- *During this heatwave, please remember to dress for the body you have, not the body you want.* Unknown
- *I'm pretty sure some humans were meant to hibernate all summer. I'm sure that I'm one of those humans. Wake me up in October.* Unknown
- *God, it was hot! Forget about frying an egg on the sidewalk; this kind of heat would fry an egg inside the chicken.* Rachel Caine
- *Wind is God's way of balancing heat.* Joe Barton
- *The month of July has turned into a griddle where the days just lay there and sizzle.* Unknown

Our family continues to survive and have some normalcy during both the heat and in the era of Coronavirus. Burton and Candice have both been able to reopen their practices in a modified way. Martha and Matt have mostly resumed with their work being performed at home. Phillip works remotely and has been told to plan to do such until the end of the year.



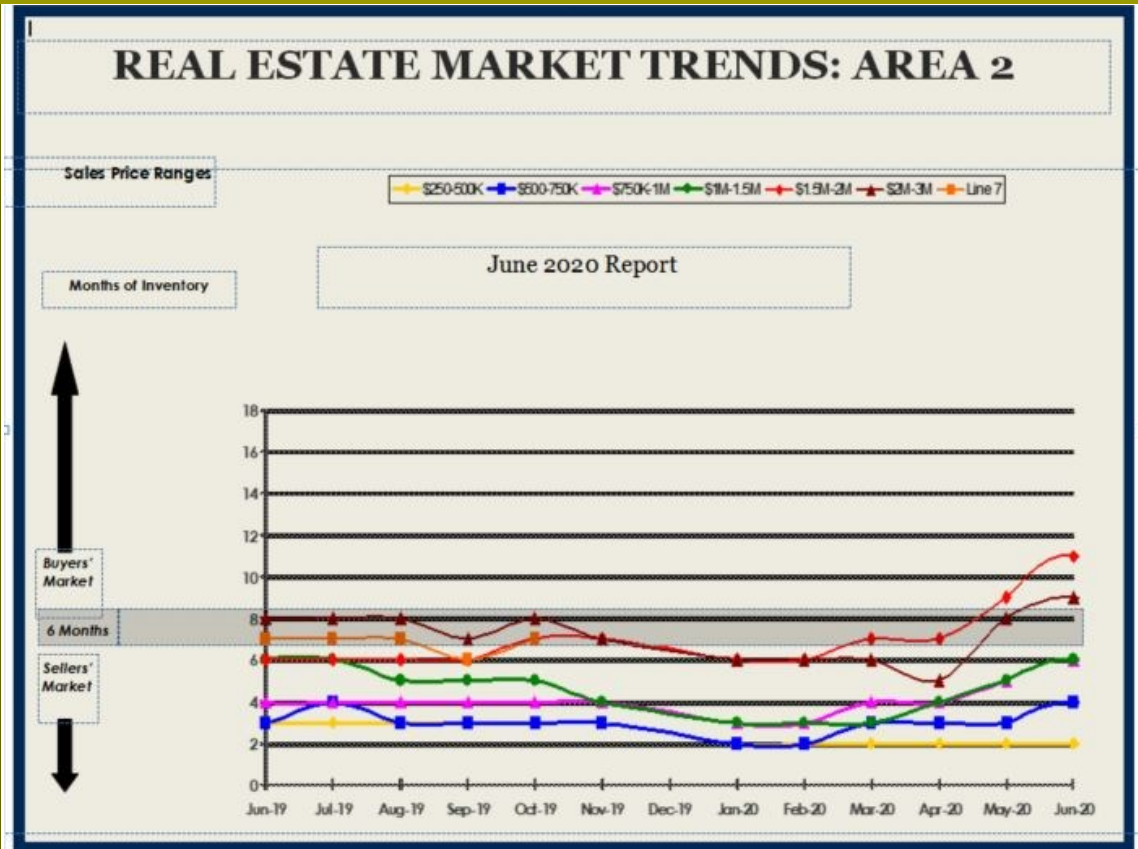
# Room to Grow...



Volume 13 Issue 6

July 2020

## Will the Covid Effect Hit Nashville



As regular readers of this newsletter know, I publish the "Absorption Rate" chart about twice per year. It helps me and several colleagues have a real time read of how many homes/condos are being sold each month. A six month inventory is considered balanced supply equals demand. We have been anxious to know statistics with a full three month impact of the Coronavirus 19.

The data from June indicates we are still in a strong market for homes priced up to \$1,500,000 with an Absorption Rate of six months or less (which constitutes a "Balanced Market" - supply equals demand). However for homes priced above \$1.5M, the amount of inventory is increasing significantly which means supply exceeds demand. Another interesting phenomena that has developed is that in the "post-Covid" environment, homes and condos priced at less than \$1.5M are often getting into bidding wars with the property selling at above list price. It is quiet common when a home or condo is listed in the MLS public remarks indicate language such as: "Showing appointments will be limited to 30 minute blocks. All buyers must be pre-approved by lender prior to setting an appointment. First showings start tomorrow with all offers to be submitted by day after tomorrow. Seller response will be made the following day. Seller prefers to have one week after closing rent free to remove personal belongings from home."

Often homes that are well done and have current updates with an adequate lot and in a good neighborhood are getting into bidding wars. More recently, I saw the following language on a home that would be in demand - "Buyer welcome to have home inspected but seller will make no repairs. Sale of home cannot be contingent on appraisal even if buyer is obtaining financing via a lender." Pretty brazen but some buyers are willing to play that game. I have four sets of buyers currently and if a home comes on the market that might be for them we have to go see it Day 1.

Give me a call at 615.210.6057 if you have thoughts or questions.

## Sam's Latest Hits and Tips

This section of the newsletter is the one for which I receive the most feedback. It appears that it's the "homey and personal" things that readers like best. Here's our family's best treat for over 20 years.

### Shrimp with Avocados

2 lbs. medium shrimp (peeled and deveined)	3/4 cup white wine vinegar
1 cup vegetable oil	1/4 cup capers, not drained
1 teaspoon salt	1 teaspoon black pepper
1 teaspoon celery seed	1/2 teaspoon Tabasco
1 cup thinly sliced onion	1/2 cup chopped celery
7 Turkish bay leaves	2 firm ripe avocados

Accompaniment: soft green leaf lettuce, chips or a mild cracker for dipping.

Cook shrimp in a 5 quart pot of boiling salted water until just cooked, 2 to 3 minutes, drain. Whisk together vinegar, oil, capers, salt, pepper, celery seeds and Tabasco in a large bowl then add warm shrimp, onion, celery and bay leaves and toss to combine. Marinate, covered and chilled for 24 – 48 hours. Just before serving, discard bay leaves. Quarter, pit, and peel avocados and cut into 3/4" cubes. Gently stir into shrimp salad, then spoon over lettuce or allow guests to use chips or crackers as if it were a dip. Keeps for several days. This will be a repeater, I promise.

**I am very interested in your thoughts or good tips! 615.210.6057**

www.SamColemanHomes.com



**SAM COLEMAN,**  
BROKER, GRI/CRS

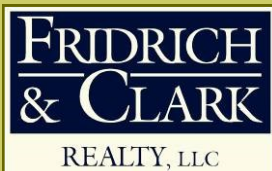
*Welcome to Sam Coleman's newsletter*

*Room to Grow...*

Fridrich & Clark Realty, LLC  
3825 Bedford Avenue, Suite 102  
Nashville, TN 37215

Cell: 615.210.6057  
Fax: 615.327.3248

samcoleman@comcast.net



## Staying in Touch and Good Loyal Clients

In 2011 I worked with a young couple who bought their first home together. Having had two children they needed a larger place to live and they settled for a unique home in East Nashville. It was an older home that had been retrofitted for use on the first floor as a day care center with the owner living on the second floor. My clients had more vision than I had and after purchasing the home went about putting it back together for a single family residence. Within a few years they reached out to me asking for my help with a set of parents who were moving to Nashville to be close to the kids. The parents bought a nice home in Franklin.

My original clients and I have stayed in touch and I knew they were ready to find a new house. Part of their timing was that the boys were about to enter middle school and they thought that would be a good time to transition to a middle school in Williamson County. I made some suggestions as to the better performing middle and high schools encouraging them to look in those school zones. They wanted to look on their own and not tie up my valuable time as they sought out neighborhoods. Three weeks ago on a Sunday afternoon they called to tell me they had found a neighborhood, a house plan and the developer where they wanted to build. I met the following day with the builder's agent and within a week we all met with them putting down a 10% deposit on their dream home that should be ready for the school year next fall. I appreciate loyal, considerate and great clients.

***I would be interested in hearing from you by phone, email or text.***