

Room to Grow...

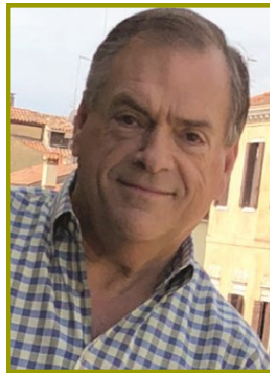
Change, Change, Change

Change is a constant of life, even though as one ages we often wish that change would be less constant or, at least, at a slower pace. As readers of this newsletter know, Phillip and I made a big change just a year ago as we sold our home of 20+ years and moved to a condominium. The picture is of our "new" back yard where we often go to meet up with neighbors and share an afternoon libation. We are adjusting to a new way of living, and it is going very well. Our largest challenge has been with our two pups needing to go outside every couple of hours for a chance to do their business. To help in that process Phillip has programmed "Alexa" to remind us every 2.5 hours starting at 6:30 AM and ending at 9:30 PM "Do the puppies need to go out?" As annoying as it may seem it is actually quite helpful—even the pups recognize the audio prompt and look at us like as if to say "let's go out now." All our neighbors have been most welcoming and engaging. Phillip and I are now Co-Presidents of the HOA. We just can't seem to escape the HOA responsibility. But we are part of an effort to make some nice improvements to our building and grounds.

The other significant change that is happening professionally is the implementation of the required changes for all realtors as it relates to communication about commission for those representing buyers. Formerly in the MLS there was a field to indicate how much commission a seller would pay to a buyer's agent. With a recent settlement of a class action lawsuit about agency commissions that was resolved via the Supreme Court, effective June 3rd, RealTracs will modify what and how any seller paid commissions will be communicated. This field will be available to agents via RealTracs and for consumers (Buyers) on realtracs.com. The field will be shown in numeric form, allowing only for a dollar amount. The NAR antitrust settlement allows advertised concessions in the MLS if they are "... not limited to or conditioned on the retention of a payment to a cooperation broker, buyer broker, or other buyer representative." The Seller Concession Offered field is intended to convey a seller's willingness to offer money to pay for a prospective buyer's closing costs, which may include payment to the buyer's broker if that is the buyer's request in the offer to purchase. An amount entered in the seller concessions field is non-binding until agreed in an offer to purchase. These concessions cannot be exclusively tied, limited to, or conditioned for payment of buyer's broker fees.

In anticipation of these mandated changes many listings within the existing system are indicating a flat dollar amount to be paid by the seller for the buyer agent commission. Some are already indicating that the seller will not provide any buyer agent commission. While I understand the reality of living with the Court decision, most buyers will not have available funds to pay any required down payment and closing costs as they do now, in addition to paying any buyer agent commission. We are all strategizing how to adapt to this new change and developing strategies to explain it to both Sellers and Buyers. While I do love working in real estate and helping others through major changes in their lives, at a practical level I do need to earn an income for my family. The predictions are that many agents will drop out of the business or retire, neither of which is in the cards for me. I hope to be able to do this work that I love until I am no longer physically or mentally able, but I do also want to earn a living to contribute to my household. I feel confident that the industry and I will navigate these seemingly tumultuous waters and "land safely on the other side" still enjoying the work which brings me such joy. Feel free to reach out to me directly with your questions or thoughts. I welcome those conversations.

"Room to Grow" seems ever so apropos at this point in my career and life.



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Special Points

Election Year Quotes

- *The ballot is stronger than the bullet.* ~Abraham Lincoln
- *If you don't vote, you lose the right to complain.* ~George Carlin
- *Democracy is based upon the conviction that there are extraordinary possibilities in ordinary people.* ~Harry E. Fosdick, American Pastor
- *Our political leaders will know our priorities only if we tell them, again and again, and if those priorities begin to show up in the polls.* ~Peggy Noonan
- *The consequences of anybody here, not turning out and doing everything you can to get your friends, neighbors, family to turn out, the consequences of you staying home would be profoundly dangerous to this country, to our democracy.* ~Barak Obama
- *The ignorance of one voter in a democracy impairs the security of all.* ~John Kennedy
- *You wouldn't let your grandparents pick your playlists. Why would you let them pick your representative who's going to determine your future?* ~Barak Obama
- *Bad officials are elected by good people who do not vote.* ~George Jean Nathan
- *But here's the problem, while some folks are frustrated and tuned out and stay at home on election day, trust me, other folks are showing up. Democracy continues with or without you.* ~Michelle Obama.

Things to Plant in Nashville in June

Most of us have already gotten our planting done but, if not, this month is perfect to plant cucumbers, beans, pumpkins, melons, beets, and carrots. I've suggested to the Franklin crew to plant pumpkin seeds in their bed and let the boys grow their own pumpkin for Halloween. A family memory.



Summer Farmer's Markets in the Nashville Area



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St. George's Episcopal Church - 4715 Harding Road 37205 Thursdays 3:30 PM–5:30 PM

The congregation provides space in the parking lot of the "east side" of the property for local vendors to bring produce, flowers, meats, vegetables, ice cream trucks and homemade desserts. One local vendor has been having the best flavorful strawberries and will now transition to blueberries and blackberries. Another vendor, who also sings in the choir at St. George's, makes the best homemade cinnamon rolls and flourless chocolate cakes. Phillip and I are both hooked on her wares and, in general, this market, as it's just down the street from us.

Richland Park - 4711 Charlotte Avenue 37209 Saturdays 9:00 AM

Local farmers and bakers flock to this location each weekend with some of the best local produce one can find and often also have items like soaps, flowers, and trinkets.

Vanderbilt University Medical Center - 2211 Garland Avenue 37232 Thursday 2:00 PM

This market caters to faculty, staff, students, and patient families that are near the campus. Get there early as often as popular items are sold quickly.

12 South - 3000 Granny White Pike 37214 Tuesdays 4:00 PM

As more local produce becomes available this market is open most days with local produce, fruits, berries, and baked items.

East Nashville - 511 Woodland Street 37206 Tuesdays 3:30-6:30 PM

Plenty of free on-site parking at the corner of 5th and Main Street at the First Church of the Nazarene. Vendors include Athena's Harvest Farm, Bells Bend Farms, Bugtussle Farms, Caney Fork Farms, Cooper Creek Farms, Delvin Farms, Flower and Bee Farm, Harpeth Moon Farm, Lost Weekend Farms, The Madison Farm, Tucker's Pepper Company, and Zysis Garden.

Go to one of these regularly and support our local farmers.

Nashville Real Estate Market Summary

The Nashville real estate market has shown a robust performance, as evidenced by the appreciable year-over-year growth in median home values and median sales prices. The median home value in Nashville reached approximately \$455,300, demonstrating a significant appreciation rate of 30.7%. Similarly, median sales prices have seen an upward trend, selling at approximately \$440,000, which is a 5.0% increase from the previous year. Despite the competitive nature of the market, with homes receiving an average of one offer and a typical selling period of around 67 days, the inventory indicates that the housing supply has risen. In February 2024, Nashville's housing market inventory increased by 14.6% compared to January 2024, showcasing the market's responsiveness to demand.

Here are the key statistics at a glance:

- Median List Price: \$561,967
- Median Sale Price: \$440,000
- Appreciation Rate: +30.7% Year-Over-Year
- Housing Supply Increase: 14.6% from January 2024 to February 2024
- The sale of homes in all markets always tends to slow down at the start of a presidential election cycle. With the dynamics of politics this year the slowdown may be even more pronounced.

Sam's Nibbles & Bits – Summer is here so can the “Dog Days” be far behind?

This is a great family treat for Summertime family gatherings—everyone will eat & love it given strawberry season.

Frozen Strawberry Margarita Pie

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| 1 deep dish prepared Graham Cracker Crust | 1 lb. fresh strawberries, halved |
| 2 tablespoons finely grated lime zest | 1/4 cup fresh lime juice |
| 14 oz. can sweetened condensed milk | 2 tablespoons tequila |
| 2 tablespoons Cointreau or Triple Sec | 1.5 cups heavy cream |

Puree strawberries, zest, lime juice, condensed milk, tequila and liqueur in a blender until just smooth, then transfer to a large bowl. Beat cream in another bowl with an electric mixer at medium speed just until it holds stiff peaks. Fold one third of cream into strawberry mixture gently but thoroughly to lighten, then fold in remainder in two batches.

Pour filling into crust, mounding it slightly, and freeze, uncovered until firm, about 4 hours. Remove from freezer and let soften in refrigerator, about 40 minutes, before serving (pie should be semisoft.) Pie can be frozen up to 3 days covered with plastic wrap after four hours and then wrapped in heavy-duty foil. Pie can also be made in a 9 inch springform pan making your own graham cracker crust with sugar and butter. Freeze crust for several hours before placing filling in the pan.

Early Summer is a great time for desserts like this one.

