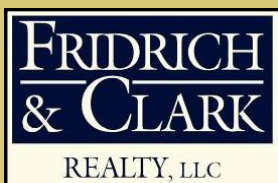


**SAM COLEMAN,**  
**BROKER, GRI/CRS**  
CELL: 615.210.6057  
SAMCOLEMAN@COMCAST.NET  
SAMCOLEMANHOMES.COM

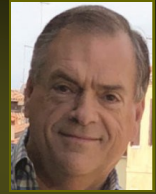
#### Sam's Special Points:

- *When adversity strikes, that's when you have to be the most calm. Take a step back, stay strong, stay grounded and press on.* **LL Cool J**
- *You can do nothing or you can take on the challenge of taking on the adversity. You have got to have faith. You have to have faith in whatever you believe in.* **Brian Banks**
- *Good things are often birthed from adversity.* **Robert Schuller**
- *Very often out of adversity, that's when the best work comes.* **Tom Cochrane**
- *Adversity tests us from time to time and it is inevitable this testing continues during life.* **Walter Annenberg**
- *Even in the face of the greatest adversity, the key is to never lose hope, never lose sense of the dream that drives you.* **Chris Claremont**
- *Adversity is like a strong wind. It tears away from us all but the things that cannot be torn, so that we see ourselves as we really are.* **Arthur Golden**

Our family is surviving. Burton and Candice have both partially opened their practices following ADA and State guidelines. Martha and Matt both continue their work remotely from home. All grandkids are doing well. Phillip and I have been working remotely for about five weeks. We all are thankful and enjoy weekly FaceTime sessions along with random photos of the kids.



# Room to Grow...



Volume 13 Issue 4

May 2020

## *These are Challenging and Humbling Times*

With the last edition of this newsletter all of us were just becoming adjusted to the "new norm" of corona virus -19. As of this writing, Mayor Cooper has approved for our city to move to Phase 2 of Re-Opening Nashville based upon mayor demographic data. Moving to this phase does allow for more freedoms, but still places significant restrictions on personal interactions for business as well as individual lives. Hopefully, our city and our nation will see life return to normal, but post-COVID-19 life could mean a new norm for all of us. For example, working from home has always seemed like a dream for many. But for me, I actually miss the interactions with my colleagues at the office including the tidbits/leads that one often picks up just from being in a regular/normal office space. And Phillip and I are slowly learning how to work in the same office at our home. We have always had matching partners' desks facing each other - which is a good idea aesthetically, but on a semi-permanent basis it can be taxing. He wears a headset for his conversations while I have ear buds for my use so that we can conduct simultaneous work conversations.

Meanwhile, I had a listing in the Hillsboro Village area that was new to the market knowing that COVID might impact showings - both the number of showings or how the actual showing was conducted. Within the first week on the market there were five different showings all of which went well. Of those five, three were Buyers who viewed the home personally along with their agent. All of us wore both gloves and masks. The other two showings were conducted virtually with one agent using FaceTime and the other agent making a long narrated video which she then sent to her clients who live in Seattle. The agent thought that her clients might really like the home since it is within walking distance to VUMC where the buyer wife would be working and having on-call responsibilities. Both the wife and husband also wanted an older home with modern updates. My listing seemed perfect for them. The next day I received a good offer from the Seattle couple contingent on them actually flying in that weekend to see the home in person. My client followed my advice and we successfully negotiated a contract with a "big-fat" contingency of the buyers seeing the home in person. Thankfully, they liked the home in person as much as they did in the video. Their agent told me



that what sold the home to her clients was the stark but aesthetically pleasing contrast of a 1921 home with a large contemporary two story addition for the family living, cooking and dining space. Most impressive to them was the backyard which included a great patio, unique fencing, a covered fire pit, two car alley loading garage and raised bed gardens. And, fortunately, other matters like closing date, possession, financing seemed most equitable and actually worked well for my seller. But it had that big risky contingency of them actually seeing the home.

The hardest hurdle to get over was the inspection. Remember, the original home was built in 1921 with the typical short height rock wall basement that originally had the washer and dryer connections - along with a drain line to allow water that seeped into the basement to escape. While folks living in this area know that this characteristic is not that unusual, folks living in Seattle find it mystifying. After several rounds of negotiations and out-of-the-box thinking by both agents, we came up with a workable resolution. Working during the C-virus environment has opened my mind to three things:

1. More work can be done virtually including regular "Zoom" meetings and FaceTime videos than I would have ever thought possible. Thank goodness for advances in technology that have made all of this a reality.
2. Personal contact (face-to-face) is still most valuable. While my work has, thus far, not actually diminished by working at home, I do miss being with my colleagues and the office staff on a regular basis - even the banter and gossip. What I really miss is personally seeing family and friends. While FaceTime is a good tool, I miss hugging my kids and grandkids. For me, nothing replaces or can replace an actual hug or hearing that name of "Gramps" said in person.
3. That life can be very fragile, subject to a major interruption at any moment. Everyday life and routine can and should almost become sacred.

**I am always interested in your comments or feedback.**

## Sam's Latest Hits and Tips

Here are two different recipes for this month - a great classic Summer cocktail and a delicious appetizer.

### Frozen Mai Tai

8 oz. white rum  
2 oz. apricot brandy  
2 oz. simple syrup

2 oz. fresh lime juice  
6 oz. pineapple juice  
2 oz. cherry brandy

Mix all ingredients in blender. Add 1/2 cup ice cubes. Blend again. Freeze 24 hours. Serve with a lime wedge.

### Spicy Shrimp and Crab Bruschetta

1/4 cup bottled clam juice  
6 green onions thinly sliced  
1 tablespoon fresh lemon juice  
1/4 teaspoon cayenne pepper  
1/2 baguette, cut diagonally into 1/3" slices

6 oz. uncooked large shrimp, peeled and deveined  
1/3 cup mayonnaise  
1/2 teaspoon paprika  
4 ounces crabmeat, drained  
3 tablespoons olive oil

Bring clam juice to boil in medium saucepan. Add shrimp; reduce heat to medium, cover and cook just until shrimp are opaque, about 2 minutes. Transfer shrimp to cutting board; cool. Coarsely chop shrimp.

Mix sliced green onions, mayonnaise, lemon juice, paprika and cayenne in medium bowl. Mix in shrimp and crabmeat. Season with salt and pepper. (Can be prepared 6 hours ahead - cover and chill.)

Preheat oven to 375°F. Brush both sides of baguette slices lightly with oil; arrange in single layer on baking sheet. Bake until golden (about 10 min.) Cool. Mound shrimp mixture atop bread. Platter and serve.

www.SamColemanHomes.com



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

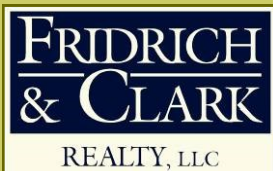
*Welcome to Sam Coleman's newsletter*

*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



## Enhance the Curb Appeal of Your Home

Millennials, who make up the largest share of home buyers, are looking for properties in move-in condition and want to avoid the expense of significant repairs, according to the National Association of Realtors most recent survey. As such, readers may want to invest in updates that will be most appealing to younger buyers. And you can enjoy them while you continue to live in your home. Here they are:

Replace siding, garage doors, entry doors and windows as the upgrades with the greatest return on investment.

Refresh landscaping by trimming bushes, weeding, eliminating dead shrubs/trees and manicuring the lawn.

Power-wash and make any necessary repairs to siding, windows, walkways and steps.

Enhance the entry with a fresh coat of on-trend paint color for the front door, and update or clean all outdoor light fixtures. Finish with a colorful welcome mat, fresh wreath and seasonal potted plants.

Make the front entrance say "Welcome Home" figuratively, not literally.

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