

# Room to Grow...

## Where is Real Estate Now

Over the past 20 years, the US economy has experienced significant fluctuations, marked by a long expansion followed by a sharp contraction during the COVID-19 pandemic and its recovery. The economy entered a lengthy expansion in mid-2009 which was the longest on record at 128 months, ending abruptly with the COVID-19 pandemic. The expansion saw unemployment fall to historical lows and GDP growth, and the COVID-19 pandemic wiped out much of these gains. The subsequent recovery from the pandemic has been marked by a resurgence in employment and economic activity.

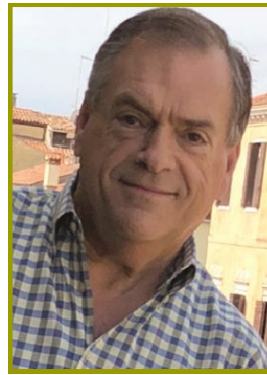
Some history may be in order. The years 2007-2009 is characterized as a "Great Recession" which was triggered by the subprime mortgage crisis and led to a significant decline in GDP and a sharp rise in unemployment. The Long Expansion (2009-2020) saw a long period of economic expansion, with the economy gradually recovering and unemployment falling to its lowest levee since 1969. The Covid pandemic (2020) saw a rapid contraction in economic activity leading to a short rise in unemployment and decline in GDP. The post-pandemic recovery demonstrated a resurgence in employment and GDP growth to almost pre-pandemic levels. The unemployment rate, which peaked at 10% during the Great Recession has been on a downward trend.

Many of us in the business thought things were back on an upward trend. However, with the change in administration and the many policy changes and direction of the Federal government, many seem to be sitting on the sidelines with a "wait and see" attitude in response to the many of the changes enacted and proposed at the Federal level. For example I have 2 new listings in the West Nashville Belle Meade area that have been on the market for 6 weeks. Both properties are current, updated and in very desirable locations. Both Sellers are very realistic in their price and are ready to make a change in location. However, neither property has been shown for 3 weeks with one inquiry about one of the properties

One of the forward looking indicators for Realtors is the number of "Pending Sales." These are homes that are under contract with all contingencies removed (inspection, financing, sale of home, etc.) Pending is current status that is forward looking. Unfortunately Pending Sales in April 2024 was 2,998. The Pending Sales for April is 2,743, which is down by 8.5%. This indicates that home sales in this immediate market area are almost 9% less that they were a year ago. Additionally, the number of homes for sale in this area is up by 27%. This average indicator is broken down into the following categories: Residential up by 29%, Condominiums up by 44%, Multi-family up by 20% and Farms/Land/Lots is up by 4.7%. These increases offers Buyers more choices and negotiating opportunity. The market still remains stable, but it does seem that we are seeing a "price correction" rather than a crash. Homes that are priced well, staged properly, and marketed professionally are still moving. Overpriced properties, on the other hand, may linger longer and require more significant reductions.

One of my early professional instructors in Real Estate summed up the process simply as a 'reasonable, informed and motivated Seller coming to a meeting of the minds with a sincere, educated and willing Buyer' is all it takes to make a successful Real Estate transaction work for both parties. This was true 25 years ago and is ever so true today. A lot has changed, but the concept remains the same. This is why I love my work and my plan is to carry on for the foreseeable future because it brings me joy and purpose.

**Please give Sam your feedback, questions or suggestions for future topics.**



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## Sam's Special Points:

### Best Quotes from Steel Magnolias

- "Well you know what they say: If you don't have anything nice to say about anybody, come sit by me." ~Clairee
- "I'm not crazy, I've just been in a very bad mood for 40 years!" ~Ouiser
- "Relax, you can't screw up her hair. Just tease it and make it look like a brown football helmet." ~Shelby
- "There's so much static electricity in this room I pick up everything but boys and money." ~Truvy
- "I promise that my personal tragedy will not interfere with my ability to do good hair." ~Annelle
- "That sanctuary looks like it's been hosed down with Pepto-Bismol." ~M'Lynn
- "Ouiser, you sound almost chipper. What happened today - you run over a small child or something?" ~Clairee
- "You art too twisted for color TV." ~Ouiser
- "When it comes to pain and suffering she's right up there with Elizabeth Taylor." ~Truvy
- "Don't try to get on my good side, Truvy. I no longer have one!" ~Ouiser
- "Louie brought his new girlfriend over. The nicest thing I can say about her is her tattoos are spelled correctly." ~Truvy

## Why Nashville is called Music City?

The nickname started well before county music. The Fisk Jubilee Singers travelled the world to raise money for the school. Between Queen Victoria and President Ulysses S. Grant, they put Nashville on the map while breaking racial barriers after the Civil War. It's because of a collegiate choir!

## Why the Front Door Matters



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When a home is on the market, the front door is one of the first things people notice. It's usually featured in online photos and sets the tone for the house, framing the entryway and playing a major role in curb appeal. Real Estate experts agree: A clean, updated and stylish front door can make a home feel more welcoming and well-maintained. According to published reports from professionals in the window and door industry, wood-grained doors are tops. The pros say that wood-grained doors are the trendiest option partially because the growing desire for biophilic design, combining the outdoors with the indoors. Also a trendy option: Black front doors. Pros say a black door can complement a variety of siding and exterior colors in enhancing a home's curb appeal.

**Here is a list of the most popular front door trends in 2025:**

Tall doors	60%
Minimalist design	40%
Pivot doors	36%
Custom hardware	28%
Front doors with glass inserts	28%
Oversized entryways	24%
Industrial style	20%
Doors with statement lighting	16%
Long pull door handles	16%

While traditional wooden doors are the most popular, steel doors tend to be more affordable and secure, and they are often chosen for their clean, modern look. They are also what delivers the highest cost recovery. Homeowners with an eye towards selling, a simple replacement could be one of the most popular and effective upgrades. **Call Sam @615.210.6057 for more tips.**

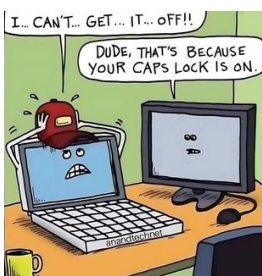
## Latest Market Data shows the Market continues to be Chilly

My time in real estate is long enough to understand the cyclical nature of Real Estate sales. Having survived the ups and downs over more than 25 years in this business it is often helpful to look at most recent data as a measure of the market. The following data points for the Greater Nashville area gives an interesting perspective:

	April 2024	April 2025	Percentage Change
Total Closings	3,060	2,963	-3.2%
Homes	2,383	2,350	-1.4%
Condos	492	450	-8.5%
Multi-family	16	16	0.0%
Farm/Land/Lots	169	147	-13.0%

While total closings and home sales declined, condo sales suffered the greatest decline, possibly due to lifestyle shifts or price resistance in urban on multifamily spaces. Meanwhile, land and farm properties saw a more pronounced decrease, suggesting that developers and land investors may be treading carefully amid broader economic signals. Another notable indicator is pending sales properties under contract but not yet closed is down 8.5%. It appears we may be in a slightly cautious mode while the economy and administration changes settle.

## Sam's Nibbles & Bits - Easy to Prepare Gastronomical Treats!



This recipe has been recently enjoyed by our family.

### Loaded Bacon Ranch Mac & Cheese Casserole

2 boxes white cheddar macaroni & cheese	4 oz. cream cheese, softened
6 tablespoons butter, softened	3/4 cup whole milk
1/2 cup sour cream	4 oz. shredded cheddar cheese
2 Tablespoons dry ranch dressing mix	2 cups shredded deli roasted chicken
12 oz. packet of broccoli florets	8 slices of bacon, cooked and crumbled
1/2 cup sliced green onions	1 cup panko bread crumbs

Preheat oven to 400°. Bring large pot of salted water to a boil. Add macaroni and cook just until al dente - 5 to 6 minutes. Drain, return pasta to the pot. Stir cream cheese, 4 tablespoons butter, milk and powdered cheese packets included in boxed macaroni until well combined. Stir in sour cream, 3/4 cup of cheddar cheese and ranch mix until combined. Add in chicken, broccoli, and bacon. Reserve 2 T. of green onions, stir remainder of onions into chicken mixture. Pour mixture into a lightly buttered casserole dish and sprinkle with remaining shredded cheese. Melt remaining butter and add to a small bowl with panko crumbs. Sprinkle crumbs over top of casserole. Bake in preheated oven until bubble and lightly browned, 25 to 30 minutes. Sprinkle with reserved green onions. Serve along with a green salad and you have a full, easy meal.

**This is a great Summertime Treat —everyone will love it!**