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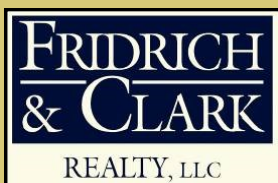
### Sam's Special Points:

**Get ready! Daylight Saving Time ends Sunday November 6th. We finally get that hour of sleep back.**

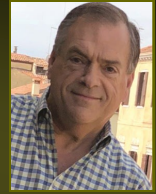
#### Abraham Lincoln Quotes

- "Give me six hours to chop down a tree and I will spend the first four sharpening the axe."
- "At what point then is the approach of danger to be expected? I answer, if it ever reaches us, it must spring up amongst us. It cannot come from abroad. If destruction be our lot, we must ourselves be its author and finisher..."
- "I am not bound to win, but I am bound to be true. I am not bound to succeed, but I am bound to live by the light that I have. I must stand with anybody that stands right, and stand with him while he is right, and part with him when he goes wrong."
- "I am a success today because I had a friend who believed in me and I didn't have the heart to let him down."
- "Always bear in mind that your own resolution to succeed is more important than any other."
- "When you reach the end of your rope, tie a knot and hang on." (also attributed to FDR)
- "And in the end it is not the years in your life that count, it's the life in your years."
- "Do I Not Destroy My Enemies When I Make Them My Friends?"

During this ongoing period of living in a post pandemic world, our family has kept the tradition of having "family chats" This month we celebrated Emerson's 10th birthday via FaceTime!



# Room to Grow...



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## So How is the Market? —The Question of the Day

With the mid-term elections just around the corner, the real estate market seems as dazed as some of the campaigns and candidates. The outcome of the elections and the potential economic decisions as a result could have a significant impact on real estate as a whole. This column is not intended to be political, but I do think I can offer some observations about the current market which might give us some insight to election possibilities.

Here are some key highlights from current information:

- Existing home sales sagged for the eighth consecutive month to a seasonally adjusted annual rate of 4.71 million. Sales slipped 1.5% from August and 23.8% from the previous year.
- The median existing home sales price increased to \$384,800, up 8.4% from one year ago.
- The inventory of unsold existing homes declined for the second straight month to 1.25 million by the end of September, or the equivalent of 3.2 months' supply at the currently monthly sales price.
- Three out of the four major U.S. regions notched month-over-month sales contractions, while the West held steady. On a year-over-year basis, sales dropped in all regions.

"The housing sector continues to undergo an adjustment due the continuous rise in interest rates, which eclipsed 6% for 30-year fixed mortgages in September and are now approaching 7%" according to Lawrence Yun, Chief Economist for the National Association of Realtors.

Despite weaker sales, multiple offers are still occurring with more than a quarter of homes selling above list price due to limited inventory. The median existing home price to all housing types in September 2022 was up 8.4% from September 2021, as prices climbed in all regions. This marks 127 consecutive months of year-over-year increases, the longest-running streak on record.



While the market does seem to be calming, my most recent negotiated contracts for buyer clients were both written as: full list price, buy "AS IS" following inspection and seller to determine both closing date and possession with no rent paid by Seller for post-closing possession. Clearly the market remains a Sellers' Market but that market does not seem as crazy as it was six months ago when there were literal bidding wars happening for homes with buyers paying, in some instances, 10-15% over list price. It does seem the market continues to shift to a more balanced market which is what it needed to do. The pace for the last 18-24 months simply cannot be sustained. The market needs to shift to a more balanced position with demand more equaling supply. I am personally thankful for my business and hope I have represented both my Sellers and my Buyers well. Thus far, everyone that I helped in the last 18 months seems to be happy.

We cannot throw caution to the wind however. Some catastrophic world event like North Korea invading South Korea, Russia dragging on with a prolonged battle or, worse, a possible nuclear event with Ukraine or some unsettling event in the Middle East or China rattling its sabers could bring havoc to the world and hence even the local real estate market. While I do pray for world peace for all good and moral reasons, I want my children and grandchildren to grow up in a safe, sane world dominated by peace and accord not with threats, violence and rancor. It seems so simple yet so elusive in these compelling times.

**Please call Sam @615.210.6057 if I can help you with any real estate connections.**

## Sam's Latest Hits and Tips

The most feedback from this monthly epistle is generally about this section of the journal and, more specifically, about recipes posted from this page. So, enjoy this month's rendition!

### Creole Barbecue Shrimp

1 lb. jumbo shrimp (about 20)  
1/3 cup fresh lemon juice  
1 teaspoon minced garlic  
1/2 teaspoon black pepper

1/3 cup Worcestershire Sauce  
1 teaspoon hot sauce, such as Tabasco  
3 teaspoons Creole Seasoning (Tony Cachere's)  
4 ears fresh corn cut from the cob  
10 tablespoons butter

In a large skillet over medium heat bring Worcestershire sauce, lemon juice, hot sauce, garlic, Creole Seasoning and pepper to a simmer. Add shrimp and corn cooking about 2 minutes just until shrimp barely turn pink. Remove from heat. Add butter 1 tablespoon at a time until it is fully incorporated. Serve over rice with thick crusty bread.

### Amaretto Sour

6 ounces Amaretto  
4 ounces fresh lemon juice  
4 ounces egg white, beaten

3 ounces good bourbon such as Bentons  
4 teaspoons rich simple syrup (2:1 ratio)  
Lemon twist for garnish

Combine the amaretto, bourbon, lemon juice, simple syrup and egg white in a cocktail shaker and shake without ice about 10 seconds to integrate. Add ice and shake until chilled, about 20 seconds. Strain over fresh ice in an old fashioned glass. Garnish with lemon peel and brandied cherries.

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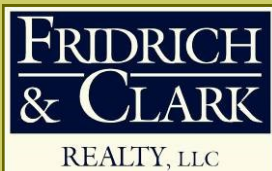
*Welcome to Sam Coleman's newsletter*

*Room to Grow...*

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## Newest Innovation in Home Technology

I continue to be amazed at how technology can improve our lives making day-to-day living simpler and/or secure. Here are some of the best items on the market.

In today's delivery-first world, we receive more packages than ever. Let's not forget visitors, salespeople and the like. Nearly all of us can remember a time when the doorbell rang, and we really wanted to know who was there before we got up to answer. A video doorbell allows homeowners to verify the person at the door via live video on an app such as Alarm.com, Ring or Google Home. Many video doorbells record footage video, so if you do ever run into an issue, you can review the footage.

A smart thermostat can make the home more energy-efficient and helps save on energy costs immediately by knowing exactly when people are home or not and adjusting accordingly. Smart thermostats are also intuitive, which means you can save on energy costs without a second thought. Let's say, for instance, a window is left open on a cool fall day and the air conditioning is on. Smart thermostats can sense the temperature difference and adjust it as needed or most can be managed by a daily schedule.

Go a step further by installing smart plugs. They allow you to control virtually any electronic device plugged into them, including lamps, remotely. Additionally, devices like TVs, game consoles and coffee machines typically draw energy even when turned off if they remain plugged in. Smart plugs eliminate much of that wasted energy. Use the Alarm.com app or a voice-activated apps (Amazon Alexa) to schedule them to turn off at night. In our home my greatest challenge is to remember the exact command to get "Alexa's attention" to turn the lights on and off.

**Call Sam @615.210.6057 - would enjoy hearing your thoughts and observations!**