

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

CELL: 615.210.6057  
SLC.SAMCOLEMAN@GMAIL.COM  
SAMCOLEMAN@COMCAST.NET  
WWW.SAMCOLEMANHOMES.COM

### Sam's Special Points:

*"Life starts all over again when it gets crisp in the Fall."* ~F. Scott Fitzgerald

#### Fun Fall Facts:

- Americans typically refer to this time of year as "fall" while the British use the word "autumn." Both terms date back to the 16th century, but before that it was called "harvest."
- Fall was called "harvest" because of the "harvest moon" that occurs when the full moon is closest to the autumn equinox. Before man-made lighting, this moonlight was essential to a prosperous harvest.
- Weight gain around this time of year may not only be due to comforting fall foods like pumpkin pie and cider, researchers have found that lack of vitamin D reduces fat breakdown and triggers fat storage.
- Many birds prepare for their annual migration during the fall. The distance they can travel is impressive; the Arctic Tern travels 11,000 miles each way for its annual migration. That is no small feat!
- Evergreen trees such as pines, firs and spruces stay green because their leaves (needles) are covered with thick wax containing material that prevents freezing when it gets cold.
- Halloween occurs in the fall and comes from the ancient Celtic tradition. They believed ghosts roamed on Halloween and people wore masks to "hide" from them.

*Burton and Candice, along with the four kids, have decided that the new baby boy arriving will also be an "E" name, joining Emerson, Ensley, Emalyn and Elliot.*



# Room to Grow...



Volume 14 Issue 8

September 2021

## Creating a Feeding Frenzy

Just when I think the market is beginning to slow just a wee bit, something happens to bring me back to the reality of "the state of real state within our state." Two recent episodes with different clients help to demonstrate the point. Both episodes involve my own listings on two separate sides of the city.

The first involves a home in Salemtown which was built in 2008 and my clients purchased in 2015. The original owner bought the lot and built a home for himself. He purposely built a single-family home on a lot that could have accommodated two homes. Therefore, the home is larger than one would anticipate, has nice current finishes and significantly, a larger footprint for the structure, a two car rear entry garage and a good sized backyard for leisure. The home worked perfect for my clients in 2015 as they only had one child. Fast forward to 2021 when they are expecting their third child. Thus, they are building a home in Maury County to be closer to family to help with childcare responsibilities. The home is pristine, well decorated and quite the surprise upon entering. The sellers wanted to be aggressive with price so we priced it at \$1,250,000 with the understanding that if we didn't get a quick offer, I would be recommending a price reduction of about \$100,000. Early on we got an offer of \$850,000 which was ridiculously low. So low, that based on my advice to the sellers, we didn't counter the offer and let it expire without a response.

Knowing my clients want to move to their new home in early 2022, I had already broached the subject of a price reduction. Thankfully, a young couple who moved to Nashville from California currently renting at Werthan Lofts looked at the house and loved everything about it. The initial offer was a seven digit number and we managed to negotiate an even higher price. Currently the home is contingent on inspection and appraisal. Hoping it will close as scheduled.

Earlier this month I listed a unique home for clients who bought it in 2002. These clients are ready to simplify their lives and move into a smaller townhome given they spend most of their leisure time at a newly built home in Middle Tennessee. The home sits on nine acres on McCrory Lane near I-40 and is classified as a mid-century modern style home with a stone and wood façade. In discussions with my clients, we decided to price it reasonably at \$850,000. My hope was that the price might hit a legitimate sweet spot and generate interest. Boy, was that an understatement!

My clients and I agreed we would put the home in the system on a Tuesday with showings scheduled for Wednesday and Thursday with offers due Thursday evening. The sellers would review offers and respond by noon on Friday. The home had 20 showings on Wednesday and 17 on Thursday. It was a mad house and by Thursday at 9 pm we had received nine offers. All of the offers were well written and I was amazed at the ingenuity that went into some of the nuanced offers. The buyer who was awarded the contract was deliberate and insightful. With my permission, during their 30 minute showing window, two home inspectors conducted a blitz inspection. With that accomplished, the offer was written for over \$150,000 above list price, not contingency on inspection, financing, and with \$100,000 earnest money. Clearly, this was the buyer for the home. We did a counter to negotiate pushing out both the closing and possession date to accommodate my sellers' unique circumstance.

And, the day after the contract was final, an agent contacted me wanting to show the home to a California buyer who saw it on the web. The showing, done via FaceTime, resulted in my sellers receiving a solid back-up offer that almost netted the same cash as the primary contract. While my clients are most pleased with the response, we realized even more the competitiveness of the local markets. It appears that the primary contract buyer has every intention of closing on the property as scheduled. The day following having a firm contract in place, the buyer drove up the driveway to the home. My clients were gracious and welcomed him back sharing with him additional information about neighbors and nuances to the property.

I am most fortunate to have loyal clients who seek my guidance and advice. It paid off for them!

Let me know your thoughts or feedback at [slc.samcoleman@gmail.com](mailto:slc.samcoleman@gmail.com) or 615.210.6057



## Sam's Latest Hits and Tips

This is an incredibly simple yet elegant and delicious pasta sauce. At our house we typically serve it over penne pasta.

### Penne With Vodka Sauce

1 stick of butter  
1/2 cup vodka  
1/4 - 1/2 teaspoon of red pepper flakes  
1 cup diced ham (from deli case)

1 white onion, finely diced  
1 8 oz. can tomato sauce  
1/2 cup whipping cream  
1/2 box penne pasta, prepared per pkg. directions

Sauté onion in melted butter until clear and translucent. Add vodka and ignite to burn off alcohol. Cook until flame subsided (2-3 minutes). Add cream and pepper flakes. Then add diced ham. Heat thoroughly. Pour sauce over cooked pasta. Top with grated Parmesan cheese.

This is a relatively easy timeless Southern make ahead dessert for just family or a large gathering.

### Pecan, Caramel and Fudge Pie

**For the crust:** 1 1/2 cups chocolate wafer cookie crumbs 5 tablespoons butter, melted  
1/2 teaspoon vanilla

**For the filling:** 3/4 cup unsalted butter, melted 3/4 cup dark brown sugar  
6 Tablespoons light corn syrup 3 cups pecan halves  
3 Tablespoons whipping cream 2 oz. unsweetened chocolate, chopped

**Crust:** Blend all ingredients in processor. Press crumb mixture onto bottom and up sides of 9" glass pie dish. Cover crust and freeze while preparing filling. Preheat oven to 350°

**Filling:** Combine butter, brown sugar and corn syrup in heavy saucepan. Bring to a boil stirring. Boil 1 minute. Stir in nuts and cream. Boil until mixture thickens, about 3 minutes. Remove from heat. Stir in chocolate until melted.

Pour hot filling into crust, evenly distributing nuts. Bake about 10 minutes until filling bubbles over. Transfer to plate and cool. Decadent and delicious!

**I would appreciate hearing from you with any suggestions or feedback.**

www.SamColemanHomes.com



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

*Welcome to Sam Coleman's newsletter*

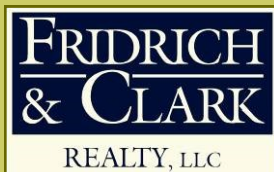
*Room to Grow...*

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

Cell: 615.210.6057

Fax: 615.327.3248

slc.samcoleman@gmail.com  
samcoleman@comcast.net



## The Pace is Maddening, but Good!

The real estate market continues at a maddening pace. If a buyer even thinks they might be interested in a property, I encourage them to go see it first day on the market. Often, just showing a home becomes a stressful process. The most recent example was a very nice listing on Blackburn that allowed realtors to show the home to clients in an open house-like setting. While there with my clients, one would have to wait to get into a room until someone stepped out of the room. Amazingly, everyone was gracious and accommodating to each other.

The seller insisted everyone looking at the home must wear a mask and no children were allowed inside. Unfortunately, one couple looking brought their four year old daughter. The listing agent politely told them the child could not go in the home. The parents split up, one watching the child, the other looking at the home. In spite of what might be confusion, everyone has remained polite every time I've encountered such a situation. The listing agent was to be available to answer questions but also to manage crowd control. My client really does like the neighborhood, the home's finishes and the floorplan can work. While it's not ideal, it hits enough buttons that I believe we may make an offer. As of this writing the husband with his wife, will return to the home this afternoon for more information. If we make an offer, I'll have to be creative to ensure they might get it!

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