

HOMeward Bound

THE GIVING IT BACK AND PAYING IT FORWARD REAL ESTATE NEWSLETTER | MARCH 2021



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Benchmark Realty LLC

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MARKET WATCH

Greater Nashville home sales up 4% compared to January 2020

- By Meg Wrather, Nashville Business Journal

Nashville's housing market started the year off strong, with January home sales up compared to a year ago. According to new data from the Greater Nashville Realtors, the region saw 2,745 closings last month, a year-over-year increase of 4%. "January's numbers show the power of the Greater Nashville market. Many of these homes went under contract during the holiday season which is stereotyped as a subprime time to sell. As Realtors continue to remind their sellers, there's rarely a bad time to list a home in this marketplace," said Brian Copeland, president of Greater Nashville Realtors.

[Click here for more.](#)

CURRENT MARKET STATISTICS

Closed Sales

Average Sales Price

Average Days on Market

Benchmark Realty LLC - A Real Estate Company With Experience, Proven Results & A Give Back Philosophy

IMPROVING YOUR HOME'S VALUE

PERFECT COLORS FOR YOUR KITCHEN IN 2021



While white remains the favorite kitchen color scheme, warmer shades will soon supersede the cool tones of recent years. For its 2021 palette of the year, PPG released a trio of colors grounded with a warm beige and accented

by shades of orange and aqua.

"Our global color stylists were drawn toward warm colors that evoke feelings of compassion and comfort," says Amy Donato, senior color marketing manager at PPG Paints.

"When the world experiences events that cause unrest, we tend to naturally gravitate toward these hues. These comfort colors are similar to comfort foods—both offering a certain sense of familiarity and normalcy when facing the unknown."

Donato recommends pairing the optimistic colors with greenery, natural wood tones, gold accents, and woven textures.

Source: Better Homes & Gardens

STORIES THAT INSPIRE

by Amey Hegde

POSITIVE ATTITUDE

The Shoe Salesmen

Many years ago, two salesmen were sent by a shoe company to Africa. They were asked to find out if there was a market for shoes.

The first salesman looked around and saw that no one was wearing shoes. Disappointed, he reported back, "There is no market here - nobody wears shoes." The second salesman looked around and reported back excitedly, "There is a huge market here - nobody wears shoes."

We can look at the same situation in two different ways - negatively or positively. The first salesman looked at it as a problem; the second one looked at it as an opportunity.

INVESTING IN REAL ESTATE

THE IMPORTANCE OF HOME EQUITY IN BUILDING WEALTH



Homeownership has always been the first rung on the ladder leading to household wealth.

As Freddie Mac recently posted:

"Homeownership has cemented its role as part of the American Dream,

providing families with a place that is their own and an avenue for building wealth over time. This 'wealth' is built, in large part, through the creation of equity...Building equity through your monthly principal payments and appreciation is a critical part of homeownership that can help you create financial stability."

Home equity is the difference between the current market value of your house and the amount you currently owe on your mortgage. To estimate your equity, subtract your mortgage balance from the market value of your home.

You can find what you owe on your mortgage by looking at your last monthly statement or by contacting your lender. If you need help determining the current market value of your home, contact a local real estate professional.

Here's the link for the full article: <https://bit.ly/3r39gVc>

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Between 2014 And 2019, Benchmark Experienced A 219% Year Over Year Increase In Sales!

HEALTH TIPS

WHAT ARE THE BENEFITS OF EATING **FRUITS** AND **VEGETABLES** IN YOUR DAILY DIET?

1. Fruits and vegetables contain fiber which is important to keep you full, keeps digestion normal, and has been linked to decreasing the risk and effects of several diseases including heart disease, type 2 diabetes, high blood pressure and some cancers.
2. Fruits and vegetables contain many of the essential vitamins and minerals that your body cannot produce on its own; this is what makes you feel healthy and energized.
3. Replacing your higher-calorie foods with fruits and vegetables (which tend to be lower in calories) can lead to a lower calorie intake. This in turn will also decrease the risk of weight gain, which is associated with several diseases such as Type 2 Diabetes and high blood pressure.

MAKING A DIFFERENCE—In order to provide their life-saving work and keep family medical bills to a minimum, Monroe Carell Jr. Children's Hospital at Vanderbilt depends on Sponsorships and Donations.

So when you hear me say **"Your referrals help patients and families..."** they really do!

When You Put Others First, You Will Never Be Second!

HELPFUL HOME MAINTENANCE TIPS

Monthly Home Maintenance and Repairs

There are lots of home repairs and maintenance chores that need to be done monthly. Staying on top of the following will help you save money in the long run:

- Clean your range hood filter
- Refill salt in the water softener as needed
- Snake sink, tub and shower drains to unclog them
- Test fire extinguishers, GFCI outlets, carbon monoxide and smoke detectors
- Check indoor and outdoor air vents and clear them of blockages and debris
- Clean your showerheads and faucet aerators
- Vacuum heat vents and registers
- Clean the garbage disposal with ice, orange peels, and degreasing dish soap
- Clean your dishwasher
- Clean your refrigerator

Source: American Home Shield

RECIPE OF THE MONTH



MINT CHOCOLATE CHIP COOKIES

Ingredients

1 cup sugar	1/2 tsp baking soda
1/2 cup butter, softened (1 stick)	2 cups all-purpose flour
1 egg	2 tsp mint extract
1/2 cup sour cream (or plain yogurt)	3 drops blue coloring + 10-15 drops green coloring
1 small box instant vanilla pudding mix (3.4 oz)	1 1/2 cups chocolate chips*
1/2 tsp salt	

1. Cream together sugar and butter. Add egg, sour cream and pudding mix. In a small bowl, combine flour, salt & baking soda. Incorporate flour mixture into the pudding mixture and mix until well combined. Add mint extract and food coloring until desired color is achieved.
2. Add in chocolate chips. *I used 3/4 cup chocolate chunks, 3/4 cup regular chocolate chips and 1/2 cup Andes baking bits. Any combination is wonderful, but note that while the Andes mint baking pieces add an incredible flavor, they kind of disappear in the cookies. So add them in addition to the 1 1/2 cups chocolate chips, if you opt to put them in!
3. Drop by rounded tablespoonfuls onto greased cookie sheet.
4. Bake at 375 for 10 minutes. Transfer to a cooling rack and enjoy!

Our Transaction Count Has Grown 169% Since 2014.

STORIES OF HOPE



On March 3, 2020, shortly after 7 p.m., Ashley Cash got the phone call no parent ever wants to get. There had been an accident.

Her three daughters, Kanaiah Taylor, 15, Zakaiah Taylor, 12, Carliyah Taylor, then 9, had been passengers in a motor vehicle accident while in their grandparents' car. They were in route from Lewisburg, Tennessee, to nearby Shelbyville for travel team basketball practice when another car swerved into their lane causing a wreck.

Kanaiah, Cash's oldest daughter, called her mom. "She told me, 'Mama, there's been a wreck,'" Cash said, adding that Kanaiah wasn't sure Carliyah was alive. Cash drove to the crash site arriving nearly the same time as emergency medical personnel. The other girls were in shock and scraped up. Their grandfather had been able to get out of the car. Their grandmother had to be extricated from the car by firefighters and had several injuries, requiring hospitalization.

Unconscious and injuries unknown following the crash, Carliyah was brought by LifeFlight helicopter to Monroe Carell Jr. Children's Hospital at Vanderbilt in Nashville.

Click here for more...

Your referrals help patients and families - please refer your friends, neighbors, associates or family members considering making a move.

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Happy St. Patrick's Day

St Patrick's Day is a holiday known for parades, shamrocks and all things Irish. From leprechauns to the color green, find out how symbols we now associate with St. Patrick's Day came to be, and learn about a few that are purely American inventions.

Click here

Why we support Monroe Carell Jr. Children's Hospital at Vanderbilt.

When our son was born, he was perfectly normal. Couple of days after he came home he developed a case of extreme jaundice. He had to be rushed to the Children's Hospital. The doctors worked all through the night and did a complete blood exchange. Thanks to his pediatrician & the Vanderbilt team of doctors and nurses our son is alive and well today and is a successful attorney.

A few years later our younger son contracted Group A Strep Pneumonia and had to be hospitalized for two weeks at the Children's Hospital. Once again the team of Doctors and Nurses did their miracle and though he lost half his weight he fully recovered. Today he is a healthy young man & a die hard Titans & Bama Fan.

We are delighted to support Monroe Carell Jr. Children's Hospital at Vanderbilt and are dedicated to donating a portion of the proceeds from each transaction towards this worthy cause.

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