

Hello All,

Here is your weekly Huddle Call Recap from this morning's call! 😊

Listen to the Recording Here (starts at 4:38 mark):

<https://panel.turbobridge.com/recording.html?cdrID=X67d826171002bb4f&accountID=1236517024&recID=1&s=09Gzy-6NAPafZ9By6Mzki3Nvz60>

Last 30 Days – Realtracs Market Update (Williamson County):

[How-to run a custom report for different time frames/ areas!](#)

Last 30 Days Market Update

Residential: Single Family, Williamson County, TN

	<u>Jan 15 - Feb 14</u>	<u>Feb 14 - Mar 16</u>	<u>Change</u>
New Listings	602	550	9% ↓
New Under Contract	300	430	43% ↑
Active Inventory (Avg)	866	911	5% ↑
Under Contract Inventory (Avg)	611	654	7% ↑
Total Inventory	1,477	1,565	6% ↑
Closings	235	284	21% ↑
Sale Price (Avg)	\$1,191,268	\$1,214,461	2% ↑
Sale Price (Med)	\$927,485	\$975,000	5% ↑
Avg DOM (Closed)	34	35	3% ↑
Avg List Price (Active)	\$1,872,877	\$1,858,958	1% ↓
List to Contract (Avg)	56	51	9% ↓
Contract to Closed (Avg)	70	44	37% ↓
List to Closed (Avg)	127	105	17% ↓
Months of Supply	4.47	4.01	10% ↓

Zero Flux Weekly Newsletter Update – [View ONLINE](#) or [Register HERE](#)

Latest Rates

Loan Type	Rate	Daily Change	Wkly Change	Monthly Change	Yrly Change	52-Wk Low/High
30 Yr. Fixed	6.81%	+0.03%	+0.02%	-0.15%	-0.21%	6.11/7.52
15 Yr. Fixed	6.25%	+0.02%	+0.05%	-0.16%	-0.30%	5.54/6.91
30 Yr. FHA	6.28%	+0.06%	+0.11%	-0.05%	-0.22%	5.65/7.00
30 Yr. Jumbo	7.01%	+0.01%	+0.02%	-0.31%	-0.32%	6.37/7.68
7/6 SOFR ARM	6.47%	+0.02%	+0.12%	-0.38%	-0.22%	5.95/7.55
30 Yr. VA	6.30%	+0.06%	+0.10%	-0.05%	-0.22%	5.66/7.03

Notable Observations:

- **Jeannine Chapman** – Experience assisting Andrea Moskal with Open House in Thompsons Station – 2 groups through.
- **Jennifer Orton** – 226 Henpeck Ln – Ranch Acreage in Franklin – Open House on Friday 4-6pm – Had 30+ people come through, received multiple offers, under contract, and picked up an unrepresented Seller.
- **Laura Pierce** – Open House in Autumn Ridge in Spring Hill, Sunday 2-4pm – were 5 Open Houses going on in the neighborhood. 2 homes priced over a million went UC. At a house that was 4466 sq ft on 1.1 acres, overpriced at \$1.39m. Had 8 groups through, 2 unrepresented that took her card.

Monte's Broker Updates:

- For everyone that's using AI for communication – understand the ease of it, but make sure it sounds like you. If it doesn't sound like you then it may undermine the purpose of the communication.
- An agent is claiming house is ~4000 sq. ft. based on a full *unfinished* basement. Keep in mind, the square footage only counts if the basement is finished. When you're counting square footage like a basement or attic, it needs to be finished to include flooring, ceiling, walls, and conditioned air. You can only count sq. ft. that starts at 5 ft height.
- It's important to ensure you read what you're signing. Ensure your clients know what they're signing. Oftentimes people will just trust their tour guide. When you build trust, ensure you do the right thing.
 - We recently received a copy of a letter an agent sent to TREC about their experience with a different company. He trusted the company when signing a document with them, only for them to be enforcing something not in his best interest.
 - When you create a trust with your client, do the right thing so we're guarding the reputation of our industry.

Event Updates:

- TODAY – [Bold Trail Mastery Series](#) – Core Listing Machine and Core Social Review – 1pm via Zoom
- TUESDAY 3/18 – [CoffeeTalk w/ Daniel Collins](#) – 10am via Zoom
- WEDNESDAY 3/19 - [ONE Primetime – w/ Justin Taylor](#) – 12pm via Zoom
- THURSDAY 3/20 – [Lunch & Learn – Agent Success Panel](#) – 11am in CMG Training Room, RSVP in Tockify

Midtown Title – Wraparound Mortgage:

- Wraparound mortgage – existing first mortgage of sellers remains in place, sells property to buyer and with note in deed of trust where new buyer pays the seller and then seller pays the loan. Gives buyer opportunity to buy but seller to retain control should buyer not pay.
 - Be informed, and connect with the professionals at Midtown Title for any questions: Chris Corriveau | President, Midtown Title, LLC, 1704 Charlotte Avenue, Suite 105 | Nashville, TN 37203, Office: [615.921.8684](tel:615.921.8684) ext. 100 | Fax: [855.510.7142](tel:855.510.7142), Email: chris@midtowntitletn.com

Chrissy's Admin Updates:

- [ONE DAY Food Drive](#) – now to May 1st! Collecting canned goods and non-perishables at the office for Second Harvest Food Bank!
 - On ONE Day, May 1st, join us 9am-11:30am at Second Harvest Food Bank for a **Volunteer Opportunity**. [RSVP on Tockify](#) to save your spot.
- **Something to encourage you today** - highlighting two amazing accomplishments of 2024 As you know, our #1 Agent for Sales Volume was Erin Johnston with nearly \$22 million in sold homes, and last week we highlighted our #1 Agent for Units Sold, Marbelin Vasquez, selling 46 homes in 2024!
 - Success leaves clues! See what the successful do and apply it to your business. A great reason to join in the agent success panel this week!

- **REVIEWS!** Remember the importance of the client testimonial- have them do a review for you on [Zillow](#), [Google](#), Yelp, and you can even [use Creative Studio to create](#) a Testimonial template and then you can share their positive review everywhere!
 - People want to work with those they know, like, and trust, and reviews build trust!
 - Congratulations to Cathy Lemmon on her recent Five-Star rave review!
- **Embracing our 6 C's – CARE Award for Rebekah Hope** - Rebekah is recognized for this award in honor of her Founding and Directing [Divine Hope Community](#), and in recognition of her contributions as an Author, Advocate, and Purpose-Driven Success Coach.
- **Highlighting YOU - Remember, you can send me your successes**, achievements, anything you'd like us to highlight for you! Just email photos or details to Chrissy@RealtyONEMusicCity.com

Inspiration:

Shawna Valencia –

The heart of St. Patrick's Day. A patron saint of Ireland, St. Patrick, was kidnapped and brought to Ireland as a slave and was credited to bringing Christianity to Ireland. The mythology surrounding his life became engrained in Irish culture. He explained the father, son, and holy spirit using the Irish clover, Shamrock. The Irish observe a feast on the day of his birth, believed to be March 17th.

In Ireland, St. Patrick's Day, is a spiritual and religious tradition celebrated with a large breakfast with family, then St. Patrick's Day Mass telling the full story of St. Patrick.

May the road rise to meet you, *(positive experiences)*
 may the wind always be at your back, *(safe passage)*
 May the sun shine warm upon your face, *(beauty of life, growth, and renewal)*
 and rains fall soft upon your fields.
 And until we meet again,
 may God hold you in the palm of His hand." *(heartfelt prayer for protection and guidance)*

– an Irish blessing

"May your troubles be less, your blessings be more, and nothing but happiness come through your door."
 Dorien Kelly