

JUNE 2021

# THE FRONT PORCH

REAL ESTATE NEWSLETTER



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MOVING & STORAGE  
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**NEED HELP MOVING?**



## Ribbon Cuttings in June

- Driving You Donuts
- Kona Ice
- Nutrishop
- Ironwood Dental
- People's Choice Storage
- Black Rifle Coffee
- Nailed It DIY Studio
- A & E Bar and Lounge



## Residential: Single Family Statistics for May 2021

Listings Added			Listings Contracted				Listings Closed							
Count	Average	Median	Count	List to Contract		Days on Market		Count	Average	Median	Contract to Close		Days on Market	
	List Price	List Price		Average	Median	Average	Median		Sale Price	Sale Price	Average	Median	Average	Median
680	\$285,078	\$265,000	690	23	10	7	2	555	\$275,629	\$265,100	55	38	11	2

### What's Happening at the Downtown Commons?

07/03 @ 8:00 AM  
Downtown Market

07/10 @ 7:30 PM  
Movie Night (Parent Trap)

07/16 @ 7:00 PM  
Live Concert (Hot Lanta)

07/17 @ 4:00 PM  
Blackhorse Benefit (Bands, Beer, and BBQ)

07/23 @ 10:00 AM  
Hands-On Science



SCAN ME

### WHY ARE HOMES GOING UNDER CONTRACT BEFORE YOU CAN EVEN SEE THEM?

June 20, 2021  
By: Dannielle Graves

If you've been home shopping, you've more than likely noticed a home listed as 'Coming Soon.' If the listing isn't 'Active' no one may enter the home. The Seller's benefit of doing this is to draw attraction to the home without having to clean and leave for showings all day, everyday. Nowadays, there will be one weekend for scheduled showings or an Open House and the Sellers will request all offers to be submitted by a certain date. Again, this lessens their troubles by asking everyone to submit their highest and best offer, eliminating the Counter Offer process.

So you plan your weekend around seeing the home, then notice when you double-check the listing that it's now 'Under Contract.' How did that happen? You were told no one can view it till the date it was supposed to be listed as 'Active.'

1. Some Sellers will accept offers before the 'Active' date.
2. Buyers will submit an offer "sight-unseen" and make it contingent on their inspection of the property within the next 24 hours...this gives them the winning edge by taking the house off the market before anyone saw it and the opportunity to walk away if they don't like it.

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