



# Grace

Middle Tennessee Realtor  
Franklin, Spring Hill, Columbia and  
surrounding areas

January 2020

## Preferred Client Newsletter



**\$251K**  
MEDIAN SALES

**97%**  
AVERAGE LIST TO  
SALES TO PRICE

**93**  
AVERAGE DAYS ON MARKET

**515** <sup>-15%</sup>  
PROPERTIES FOR SALE

**188** <sup>+17.5%</sup>  
PROPERTIES SOLD

**MARKET UPDATE**  
MAURY  
DECEMBER 2019

**\$519K**  
MEDIAN SALES

**99%**  
AVERAGE LIST TO  
SALES TO PRICE

**109**  
AVERAGE DAYS ON MARKET

**1,431** <sup>-9.2%</sup>  
PROPERTIES FOR SALE

**504** <sup>+15.6%</sup>  
PROPERTIES SOLD

**MARKET UPDATE**  
WILLIAMSON  
DECEMBER 2019

### Happy Home Anniversaries!

<b>2 Years</b> Paul & Nicole Daniel & Monica	<b>8 Years</b> Curtis & Amy David & Karen
<b>3 Years</b> Ken & Sherry	<b>10 Years</b> Tina L. Josh & Lauren Michael W.
<b>4 Years</b> Tim & Kathleen	<b>12 Years</b> Donna P.
<b>5 years</b> Belinda A. Robert & Diana Isaiah & Alex Rose R.	<b>13 Years</b> Amanda W.
<b>6 Years</b> Shaun & Michelle Evan & Wendie	
<b>7 years</b> Bruce & Giselle Donna H. Mark & DeeDee Jamie & Angel Jim & Debra Kelee R.	

DECEMBER 2019

### TOP FRANKLIN AGENTS

BY SALES VOLUME

- 1 Kelly Dougherty
- 2 Michael Pacheco
- 3 Rachel Kaminek
- 4 Karen Baker
- 5 Tricia Egan
- 6 **Grace Skellie**
- 7 Bob Garges
- 8 Steve Rice
- 9 Suzy Mills
- 10 JC Connolly

VILLAGE REAL ESTATE  
615 790 3400



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## FOR SALE

**4245 North Chapel Road  
Franklin, TN**

3 Bedrooms / 1 Bath / 1202 Sq. Ft. on 3.81 acres. Charming home on breath taking leveled 3.81 acres; absolutely AMAZING! Come see ASAP! Home is in good condition, please schedule showing with listing agent. for developers; might be able to build few homes, even for one home comps are strong! MLS #110365 (Listed by Tzion Achvan, Village Real Estate)



**1224 Columbia Avenue**

## FOR SALE

**1580 Bunbury Drive,  
Thompsons Station, TN**

4 Bedrooms / 3 Full Baths / 2 Half Bath / 3550 Sq. Ft. Beautiful, spacious better than new home, only lived in four months until owner was transferred! Two bedrooms down, 2 bedrooms up, plus 20x31 bonus room over 3-car garage. 3550 Sq. Ft.! Over \$20,000 in upgrades! Fenced back yard. Price to Sell at \$583,900. MLS #110365 (Listed by JC Connolly, Village Real Estate)



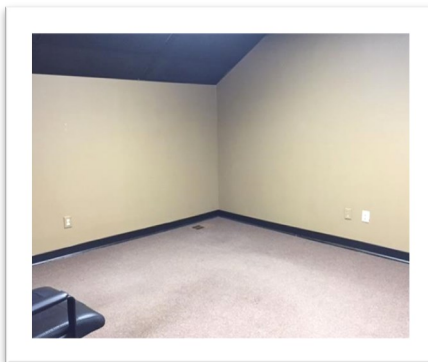
**307 Bel Aire Drive**



**1609 Flanders Court**

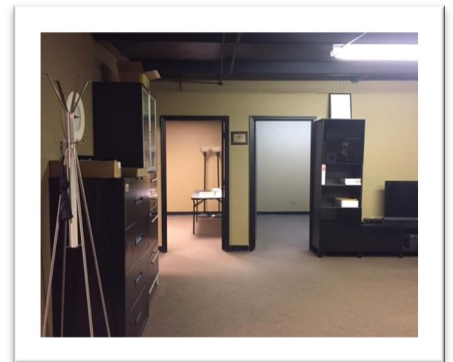


**1970 Farmington Court**



## FOR LEASE

Individual Office Space  
1726 General George  
Patton Dr, Unit #1,  
Brentwood. \$300/  
Month, MLS #2113702



## FOR LEASE

Individual Office Space  
1726 General George  
Patton Dr, Unit #4,  
Brentwood. \$400/  
Month, MLS #2113707



**318 Natchez Street**

# Parks, Village link to create mega-agency

Nashville Business Journal  
Adam Sichko, Senior Reporter  
Jan 20, 2020, 1:00 pm CST

Two of Nashville's biggest residential real estate agencies have combined into one company — a power play that's poised to shake up the region's frenetic housing market.

On Monday, the principals of Parks and Village Real Estate Services announced that they've rolled their businesses into a new parent company.

The deal creates by far the largest residential real estate agency in Greater Nashville in sales volume — and very nearly the largest agency by number of agents.

The Village-Parks merger is happening at a time when the region's population growth continues clicking along, with an average net gain of roughly 80 residents a day, spurred in no small part by recent economic development recruitments. Dealmaking has hit at an all-time high, with Greater Nashville Realtors reporting a record 42,300 closings in 2019. Major national firms are beefing up their presence, jockeying for agents and listings.

"As Nashville's grown and attracted more national players, having a strong locally owned brokerage ... that can compete with larger players is crucial," said Hunter Connelly, CEO of Village Real Estate Services. "It's going to pay dividends for our agents. It'll make us a more attractive place to be. The industry will continue to change, and we think there's strength in combining and having a larger platform to adjust to those changes."

Had the arrangement existed in 2018, the Village-Parks duo would have notched \$3.76 billion of gross sales. That volume is \$1 billion more than Keller Williams Realty, which was the No. 1 firm on the NBJ's List of residential brokerages that year. In their announcement, Village and Parks said they together topped the \$4 billion mark in 2019.

The two firms had a combined 1,159 agents in 2018, or 37 fewer than Keller Williams, which ranked No. 1 by that measure on the List.

The Village and Parks brands will remain intact. The new parent company will be run by co-CEOs: Connelly, who led a group that bought a majority stake in Village from Mark Deutschmann one year ago; and Bob Parks, who founded his firm 45 years ago. Parks also will chair the newly formed company, whose legal name has yet to be determined, Connelly said.

Deutschmann, who founded Village 20-plus years ago, will serve on the combined company's board of directors. So will Marie Parks, a co-owner of Parks and who is Bob Parks' wife.

Terms of the deal were not disclosed. "It is truly a merger," Connelly said. "Neither is purchasing the other.

The deal traces its roots to a breakfast at Stompin'



DVL SEIGENTHALER, A FINN PARTNERS COMPANY

From left: Bob Parks, founder and co-owner of Parks; Marie Parks, co-owner of Parks; Hunter Connelly, co-owner and CEO, Village Real Estate Services; Mark Deutschmann, chairman

Grounds two months ago, in downtown's JW Marriott (a far cry from the tale of how Deutschmann sold Village to Connelly, but that's hard to top). Connelly said he sought the meeting with Bob Parks, but not to talk about a merger.

"It was just to get to know each other professionally. ... It led to deeper conversations about how combining could benefit our agents and our companies," Connelly said.

The idea caught Parks by surprise.

"We have created a brand and a culture, and it's very important to Marie and me that it continues long after we're a part of it. These are both good, credible brands," Parks said. "Hunter and [Village co-owner] Aaron White are so business savvy, I think we can create a great partnership."

Bob and Marie Parks said they've passed up chances to buy other firms in years past because the company cultures wouldn't mesh.

"We're all like-minded," Marie Parks said. "That's what was very attractive to Bob and me."

Deutschmann, in a video message to Village brokers, summed it up this way: "Together, we'll really dominate the Nashville real estate scene."

The firms announced the combination to their staffs mid-day Monday. Bob Parks already has his sights set on more growth.

"The Parks brand covers 10 markets in Middle Tennessee, but there are a couple others in Middle Tennessee and a couple of other areas, in-state and out-of-state," he said. "We haven't fine-tuned that to say what's first, but [our focus] will be expansion, no doubt."

# Congratulations



**Eric and Meredith D. on the purchase of your new home.**



**Paul and Sara T. on the sale of your home!**

**REFERRALS**  
Welcome

There is no greater compliment than a referral! If you or a family member has questions, or could use my assistance with buying or selling a home, please have them call me. If they use me with their transaction, as always, you will receive a \$50 gift card when we close.

## Upcoming Events



Kansas City Chiefs vs San Francisco 49ers  
Miami, Florida  
02.02.20

*Call me for all your real estate needs!*



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# 2020's Smartest (and Dumbest) Remodeling Projects: What Pays Off vs. What You'll Regret

By Jennifer Kelly Geddes - Jan 15, 2020

Has the new year prompted you to take a fresh look at some of the eyesores in your home? Maybe you're itching to replace those drafty windows, or eager to install a spiffy new deck so you can finally accommodate all your friends when the weather warms up.

But jumping into a home remodeling project isn't for the faint of heart, especially since you'll want to make sure you can recoup a good part of your investment when it comes time to sell. To help you pinpoint the right projects, Remodeling magazine has just released its annual Cost vs. Value report highlighting how much various projects cost, plus their return on investment.



To come up with their 33rd edition of this report, researchers took a look at the top 22 home renovation projects in 101 metropolitan areas across the country. The report lists the cost of each renovation, the value of the project at resale (based on estimates by real estate professionals), the percentage of the project's cost you can expect to recoup, and whether that value has increased or dropped from last year.

So which remodeling project really pays off the most? According to their data, the installation of manufactured stone veneer takes the top spot among remodeling projects, with a return on investment of 95.6%—nearly the full amount you'll spend.

## Inside Remodeling's Cost vs. Value report: Why faux stone rules

Why is adding faux stone so hot, you might ask? As it turns out, making a good impression on possible buyers is the reason, which is also key to a potential sale.

"Manufactured veneer has been one of the top ROI projects over the past few years, in part because it reflects a wider trend of curb appeal investments tending to add more overall value than interior renovations," explains Vincent Salandro, an assistant editor at both Remodeling and ProSales magazines.

In fact, 9 of the top 10 high-return projects in the report are ones that pertain to a home's exterior. Replacing the garage door came in second place (and was first last year), where it now earns an ROI of 94.5%. Other top ROI projects include window replacement, outdoor decks, and new siding, which was broken out into two categories for the first time this year (fiber-cement and vinyl).

This leaves minor kitchen remodeling (such as installing new cabinet fronts, hardware, countertops, and flooring, and replacing old cooktops and fridges with more energy-efficient models) as the lone interior project in the top 10. Clearly, when it comes to ROI on home remodeling, it's what's on the outside that counts!

## Why remodeling costs are up—and values down

This year's findings also indicate an overall uptick in costs for all of these projects—as well as a downturn in their perceived value. By comparison, last year's report revealed that homeowners would make back 66.1% of the money they shelled out for remodeling projects, but in 2020 the overall number dropped to 63.7% of cost recouped.

This significant difference over the past year may be related to consumer confidence. Editor Clay DeKorne, who managed the cost/value report and wrote about its key trends, notes that Americans might be feeling leery about purchasing property due to the less-than-steady world markets and possible future trade wars that could unfold at any moment. DeKorne's trends analysis also notes that bigger, more personalized home projects like bathroom and kitchen makeovers don't exactly appeal to the greater public. The bottom line: One person's tile obsession is another's worst nightmare—and a potential home buyer may end up wanting to rip out all of your carefully curated work.

# Cost vs. Value: National Averages

Project	NATIONAL AVERAGES			
	Job Cost	Value at Sale	Cost Recouped	Trend
Manufactured Stone Veneer	\$9,357	\$8,943	96%	↑
Garage Door Replacement	\$3,695	\$3,491	94%	↓
Minor Kitchen Remodel	\$23,452	\$18,206	78%	↓
Siding Replacement (Fiber Cement)	\$17,008	\$13,195	78%	↑
Siding Replacement (Vinyl)	\$14,359	\$10,731	75%	NEW
Window Replacement (Vinyl)	\$17,461	\$12,761	72%	↓
Deck Addition (Wood)	\$14,360	\$10,355	72%	↓
Window Replacement (Wood)	\$21,495	\$14,804	69%	↓
Entry Door Replacement (Steel)	\$1,881	\$1,294	69%	↓
Deck Addition (Composite)	\$19,856	\$13,257	67%	↓
Roofing Replacement (Asphalt Shingles)	\$24,700	\$16,287	66%	↓
Bathroom Remodel Midrange	\$21,377	\$13,688	64%	↓
Universal Design Bathroom	\$34,643	\$21,463	62%	↓
Roofing Replacement (Metal)	\$40,318	\$24,682	61%	—
Major Kitchen Remodel Midrange	\$68,490	\$40,127	59%	↓
Master Suite Addition Midrange	\$136,739	\$80,029	59%	—
Bathroom Remodel Upscale	\$67,106	\$37,995	57%	↓
Bathroom Addition Upscale	\$91,287	\$49,961	55%	↓
Bathroom Addition Midrange	\$49,598	\$26,807	54%	↓
Major Kitchen Remodel Upscale	\$135,547	\$72,993	54%	↓
Grand Entrance (Fiberglass)	\$9,254	\$4,930	53%	↓
Master Suite Addition Upscale	\$282,062	\$145,486	52%	↑