

FRIDRICH & CLARK REALTY, LLC

# GREATER NASHVILLE

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## AT A GLANCE



*NATIONALLY RECOGNIZED FOR OUR LOCAL TOUCH*

# NASHVILLE *is...* *renown as Music City USA*



## CENTRALLY LOCATED

where 3 major interstates converge **1-65, 1-40, 1-24**

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the thriving **CAPITAL OF TENNESSEE**

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home to more acres of **PARKS** per person than any other metropolitan area

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focused on higher education with **21 COLLEGES & UNIVERSITIES**

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Convention ready! **MUSIC CITY CENTER** has over 1.2m SF of meeting space

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**A LOVER OF THE ARTS** with a variety of museums, art galleries, & performing arts centers, including the opera, the ballet and the symphony

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**MADE FOR FOODIES** known for BBQ, Hot Chicken & food trucks, Nashville is a diverse culinary treasure

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home of the **NFL'S TITANS, PCL'S SOUNDS, SOCCER CLUB & NHL'S PREDATORS**

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*and so much more!*

# GET TO KNOW NASHVILLE

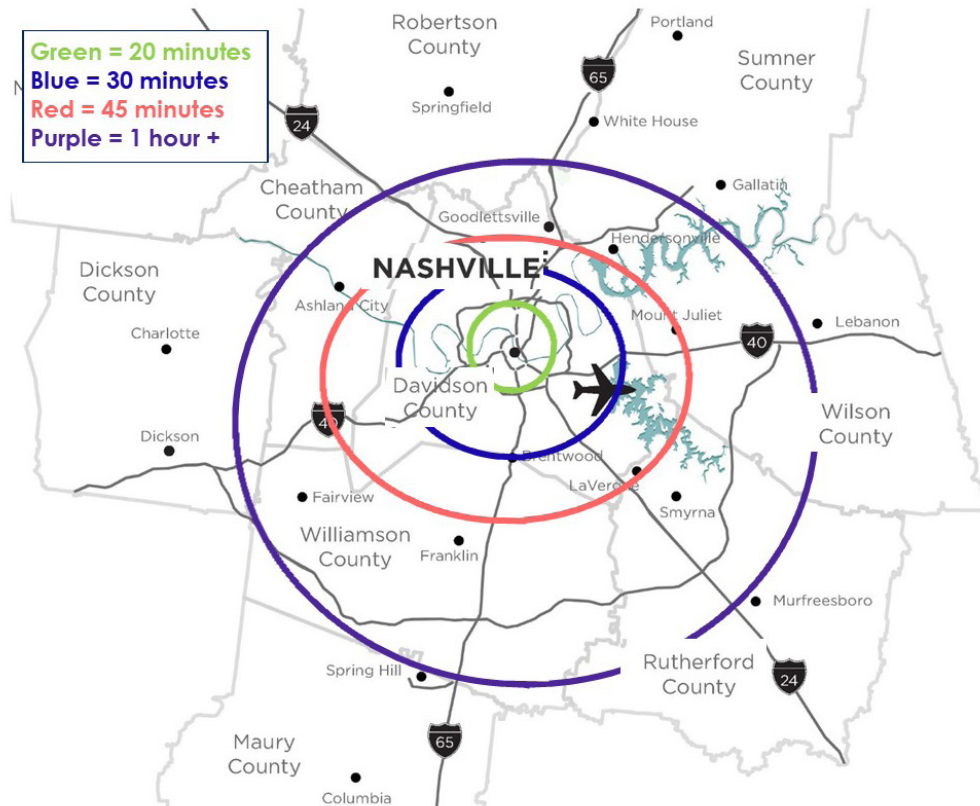
Since 2010, Nashville's population has grown exponentially. This growth is due in part to being "Music City," a place where creativity flourishes as well as being a great place for businesses to thrive. Thanks to the Nashville region's diverse economy, low cost of living, strategic location and well-educated population many businesses find great success when relocating and expanding in Middle Tennessee.

With this growth, Nashville has evolved into a bustling city with many new distinct neighborhoods. Each neighborhood has its own unique personality, sense of style and character. Whether you are looking for a trendy neighborhood full of culinary experiences, neighbors that will inspire your creative ambitions, or a quaint quiet neighborhood to raise your family, you can find it in Nashville.





# GREATER NASHVILLE MLS AREA MAP



## COUNTIES | CITIES | ZIPCODES

### DAVIDSON

Nashville • Antioch • Belle Meade • Bellevue • Donelson  
Forest Hills • Green Hills • Hermitage

37027 - 37201 *thru* 37221 - 37072 - 37143

### WILLIAMSON

Arrington • Brentwood • Fairview • Franklin • Nolensville  
Spring Hill • Thompson's Station

37014 - 37024 - 37027 - 37046 - 37062 - 37064  
37067 - 37069 - 37135 - 37137 - 37174 - 37179

## **CHEATHAM**

Ashland City • Kingston Springs • Pegram • Pleasant View

*37015 - 37080 - 37082 - 37143*

## **DICKSON**

Bon Aqua • Burns • Charlotte • Dickson • White Bluff

*37025 - 37029 - 37036 - 37055 - 37056 - 37181 - 37187*

## **MAURY**

Columbia • Spring Hill

*37174 - 37401 - 38402*

## **RUTHERFORD**

LaVergne • Murfreesboro • Smyrna

*37086 - 37089 - 37127 - 37133 - 37167*

## **SUMNER**

Gallatin • Goodlettsville • Hendersonville

*37066 - 37072 - 37075 - 37077*

## **WILSON**

Lebanon • Mt. Juliet • Watertown

*37071 - 37087 - 37088 - 37090 - 37121 - 37122*

# NASHVILLE ECONOMIC MARKET POPULATION



2014: 1,893,769 • 2019: 2,072,589 (+9.4%)

## CHEATHAM COUNTY

2014: 39,610  
2019: 40,667  
(+2.7%)

### TOP EMPLOYERS:

A.O. Smith Water Products  
Arcosta Marine  
Caymas Boats

## DAVIDSON COUNTY

2014: 660,611  
2019: 694,144  
(+3.7%)

### TOP EMPLOYERS:

Vanderbilt University  
Vanderbilt Medical Center  
HCA Healthcare

## DICKSON COUNTY

2014: 50,465  
2019: 53,948  
(+6.9%)

### TOP EMPLOYERS:

Tennsco Corporation  
Nemak  
Conagra Foods

## MAURY COUNTY

2014: 83,384  
2019: 96,387  
(+12.9%)

### TOP EMPLOYERS:

GM Spring Hill  
Maury Regional Medical  
TN Farm Bureau

## RUTHERFORD COUNTY

2014: 288,848  
2019: 332,285  
(+15.0%)

### TOP EMPLOYERS:

Nissan North America  
Ingram Content Group  
Saint Thomas Health

## SUMNER COUNTY

2014: 172,269  
2019: 191,283  
(+11.0%)

### TOP EMPLOYERS:

Gap Inc  
ABC Technologies  
Xtend Healthcare

## WILLIAMSON COUNTY

2014: 205,334  
2019: 238,412  
(+16.1%)

### TOP EMPLOYERS:

Tractor Supply  
Community Health System  
Mars Petcare

## WILSON COUNTY

2014: 125,197  
2019: 144,657  
(+9.4%)

### TOP EMPLOYERS:

Amazon  
Cracker Barrel  
CEVA Logistics

Source: Nashville Chamber of Commerce

# 2021 AREA HOME SALES

Final numbers for **2021** indicate there were **47,285 homes sold** in the region, compared to the 44,824 closings in 2019, the total sales for 2021 were up **5 percent**. This is the highest number of home sales since 2006.

Home sales hit **4,305 closings for December**, according to data provided by Greater Nashville REALTORS®. This figure is up **1 percent** from the 4,252 closings reported for the same period last year.

Fourth-quarter closings were **12,379** for the Middle Tennessee area. That total is an **0.5 percent increase** from the 12,310 closings during the fourth quarter of 2020.

“In spite of the ongoing inventory problem, Greater Nashville real estate sales remain resilient throughout 2021 and ended the year on a positive note,” said Steve Jolly, Greater Nashville Realtors president.

## A COMPARISON OF SALES BY CATEGORY FOR

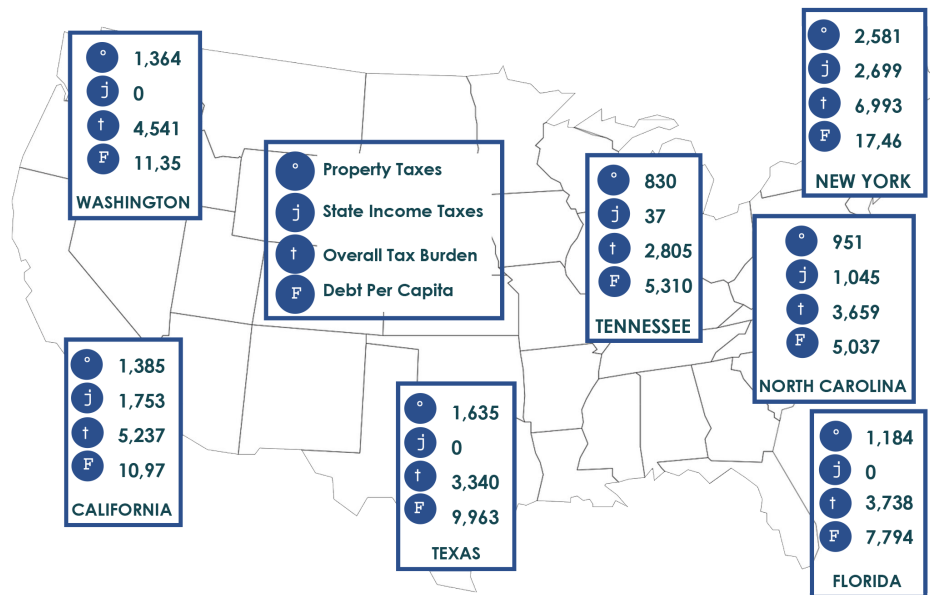
	2019	2020	2021
<b>TOTAL CLOSINGS</b>	<b>42,356</b>	<b>44,824</b>	<b>47,285</b>
Residential	35,305	37,151	37,638
Condominium	4,828	5,123	6,582
Multi-Family	297	257	355
Farm/Land/Lots	1,926	2,293	2,710

*Source: Greater Nashville Realtors*

# NATIONAL TAX BURDEN COMPARISONS

A **low tax burden** means more disposable income for you. Tennessee ranks 43rd in property taxes and 43rd in income tax. As a percentage of income, Tennessee's overall tax burden is 47th in the nation, behind only South Dakota, Wyoming and Alaska.

**Debt per capita** is the total amount of the outstanding general obligation debt issued by and for the use of a state or municipality divided by the population of the issuer. The lower the debt per capita the higher the quality of the bonds and lower the risk of default. Tennessee's debt per capita is 42nd in the nation, showing great fiscal responsibility in the state and local budgets.



## HOW TO CALCULATE YOUR PROPERTY TAX BILL

Property taxes in Tennessee are calculated utilizing these 4 components:

**APPRAISED VALUE** - is determined by the county assessor

**ASSESSMENT RATIO** - is established by state law (residential & farm at 25% of appraised value, commercial/industrial at 40% of appraised value)

**ASSESSED VALUE** - multiply the appraised value by the assessment ratio

**TAX RATE** - is set by the county commission based on the amount of monies budgeted to fund provided services. Tax rates vary depending on the level of services provide & the total value of the county's tax base

To calculate the tax on your property, multiply the **ASSESSED VALUE** by the **TAX RATE %**

Source: Comptroller.tn.gov



# TENNESSEE PROPERTY TAX CHART

County, city and special school district taxes are added to get the total tax rate percentage

CHEATHAM	ASHLAND CITY		2.4766	0.53		3.0066
CHEATHAM	KINGSTON SPRINGS		2.4766	0.75		3.2266
CHEATHAM	PEGRAM		2.4766	0.4839		2.9605
CHEATHAM		ASHLAND CITY RURAL FIRE	2.4766		0.245	2.7216
CHEATHAM		HARPETH RIDGE FIRE DEPT	2.4766		0.1073	2.5839
CHEATHAM		HENRIETTA FIRE DISTRICT	2.4766		0.215	2.6916
CHEATHAM		KINGSTON SPRINGS RURAL FIRE	2.4766		0.21	2.6866
CHEATHAM		PEGRAM FIRE DISTRICT	2.4766	0.4839	0.32	3.2805
CHEATHAM		PEGRAM RURAL FIRE	2.4766		0.32	2.7966
CHEATHAM		PLEASANT VIEW RURAL FIRE	2.4766		0.215	2.6916
CHEATHAM		TWO RIVERS FIRE DISTRICT	2.4766		0.245	2.7216
DAVIDSON	BELLE MEADE		2.953	0.5		3.453
DAVIDSON	GOODLETTSVILLE		2.953	0.7222		3.6752
DAVIDSON	NASHVILLE		2.953	0.335		3.288
DAVIDSON	RIDGETOP		2.953	0.5524		3.5054
DICKSON	BURNS		2.35	0.4013		2.7513
DICKSON	CHARLOTTE		2.35	0.1702		2.5202
DICKSON	DICKSON		2.35	0.7735		3.1235
DICKSON	VANLEER		2.35	0.0457		2.3957
DICKSON	WHITE BLUFF		2.35	0.55		2.9
MAURY	COLUMBIA		2.2364	1.1597		3.3961
MAURY	MOUNT PLEASANT		2.2364	1.69		3.9264
MAURY	SPRING HILL		2.2364	0.9072		3.1436
RUTHERFORD	EAGLEVILLE		2.2194	0.557		2.7764
RUTHERFORD	LaVERGNE		2.2194	0.71		2.9294
RUTHERFORD	MURFREESBORO		2.2194	1.2894		3.5088
RUTHERFORD	SMYRNA		2.2194	0.7007		2.9201
SUMNER	GALLATIN		2.262	0.8001		3.0621
SUMNER	GOODLETTSVILLE		2.262	0.8066		3.0686
SUMNER	HENDERSONVILLE		2.262	0.9187		3.1807
SUMNER	MILLERSVILLE		2.262	1		3.262
SUMNER	MITCHELLVILLE		2.262	0.4662		2.7282
SUMNER	PORTLAND		2.262	1.06		3.322
SUMNER	WESTMORELAND		2.262	1.1318		3.3938
SUMNER	WHITE HOUSE		2.262	1.2862		3.5482
WILLIAMSON	BRENTWOOD		1.88	0.29		2.17
WILLIAMSON	FAIRVIEW		1.88	0.8765		2.7565
WILLIAMSON	FRANKLIN IN 9TH SSD	9TH SSD	1.69	0.3261	0.7051	2.7212
WILLIAMSON	FRANKLIN IN 9TH SSD		1.74	0.3261	0.7051	2.7712
WILLIAMSON	NOLENSVILLE		1.88	0.29		2.17
WILLIAMSON	SPRING HILL		1.83	0.7928		2.6228
WILLIAMSON	THOMPSON'S STATION		1.88	0.103		1.983
WILLIAMSON		9TH SSD	1.69		0.7051	2.3951
WILSON	LEBANON	LEBANON SSD	1.9089	0.6855	0.2973	2.8917
WILSON	LEBANON	WILSON SSD	1.9089	0.6855		2.5944
WILSON	MOUNT JULIET	WILSON SSD	1.9089	0.11		2.0189
WILSON	WATERTOWN	WILSON SSD	1.9089	0.6027		2.5116
WILSON		LEBANON SSD	1.9089		0.2973	2.2062

# BUSINESS & ECONOMICS

## *in Nashville*

Tennessee is a business friendly state with one of the nation's lowest tax burdens. This keeps the cost of doing business in Nashville at about 94% of the national average. Because there is no personal income tax, your dollar goes further in Nashville than in most cities in America and throughout the world.

Nashville's economy is very diverse, not being reliant on any one area of business. Some of the top industries include healthcare, finance, printing and publishing, entertainment, music, higher education, insurance, tourism, automotive plants, headquarters and related manufacturing.

Visit [NashvilleChamber.com](http://NashvilleChamber.com) for more information.

### 10 LARGEST EMPLOYERS IN THE NASHVILLE REGION

Vanderbilt University Medical Center	24,039
Nissan North America	12,000
HCA Healthcare Inc	10,600
Vanderbilt University	10,331
Saint Thomas Health	8,335
Randstad	4,550
Asurion	4,170
Community Health Systems Inc	3,878
Amazon	3,692
Lowe's Cos, Inc	3,614

### MEDIAN HOUSEHOLD INCOME BY COUNTY

Cheatham	\$61,913
Davidson	\$60,388
Dickson	\$53,076
Maury	\$57,170
Rutherford	\$67,429
Sumner	\$67,204
Williamson	\$112,962
Wilson	\$75,991
TN State	\$53,320
U.S.	\$67,521

### COST OF LIVING INDEX

New York City	237.4
San Francisco	196.6
Seattle	156.7
Boston	150.1
Los Angeles	145.9
Chicago	120.0
Atlanta	102.4
Austin	99.3
Nashville	98.5
Charlotte	97.9
Raleigh	95.1

Source: Nashville Chamber of Commerce



# GREATER NASHVILLE EMPLOYMENT & WAGES

INDUSTRY SECTOR JOBS & WAGE RATES	NASHVILLE JOBS	NASHVILLE MEDIAN	U.S MEDIAN
Management	23,964	\$134,468	\$129,239
Health Care & Social Assistance	138,871	\$76,210	\$52,428
Finance & Insurance	46,909	\$100,632	\$14,776
Manufacturing	85,547	\$56,103	\$66,882
Government	46,507	\$72,504	\$82,006
Information	22,686	\$76,210	\$113,337
Accommodation & Food Services	104,886	\$23,322	\$22,462
Administrative Support & Waste Mgmt.	88,371	\$40,320	\$41,457
Educational Services	69,957	\$49,262	\$51,191
Professional, Scientific & Technical Services	71,932	\$89,527	\$96,207
Construction	57,290	\$61,057	\$59,168
Real Estate, Rental & Leasing	20,347	\$60,862	\$61,562
Transportation & Warehousing	63,396	\$47,385	\$54,666
Regional Trade	104,398	\$47,385	\$54,666
Arts, Entertainment & Recreation	22,324	\$77,168	\$38,004
Utilities	3,990	\$83,539	\$103,230

Source: Nashville Chamber of Commerce

# HISTORY OF NASHVILLE

Nashville's population exploded at the beginning of the 20th century. Growth over the next two decades included many cultural, architectural, and political changes.

As the United States entered WW2, the manufacturing industry boomed and continued to do so by building military equipment and artillery.

By the 1950's, country music was the major industry in Nashville. Musicians, record labels, and studios flocked to the city. The term "Music City U.S.A." was coined during a 1950 WSM radio broadcast by David Cobb.

Country music, however, was not the only type of music heard in Nashville. There were also lively blues, R&B, pop and gospel scenes that continue to the present day.

Nashville and Davidson County have a single form of government with its authority encompassing more than half a million people and 533 square miles. The city is governed by a mayor, a vice-mayor and an elected legislative council of 40 members. Elected officials serve 4-year terms.

Visit [Nashville.gov](http://Nashville.gov) to learn more.

**1717**

French fur traders arrived from Europe & established a trading post

**1779**

Fort Nashborough is founded by James Roberson & John Donelson. Named in honor of Revolutionary War hero, General Francis Nash

**1784**

Name changes from Fort Nashborough to Nashville

**1796**

Tennessee becomes the 16th state of the Union

**1843**

Nashville becomes the permanent state capitol of Tennessee

**1806**

Nashville incorporates

**1850's**

Nashville nicknamed "Athens of the South" by being the first Southern City to establish a public school system & many higher educational institutions

**1861**

Tennessee secedes from the Union June 8, Nashville was occupied by Federal troops for 3 years due to its location on the river and the railroad

**1864**

Confederate General John Bell Hood fails to retake the city at the Battle of Nashville Dec. 15 & 16

**1866**

Tennessee is re-admitted to the Union on July 24th

# MIDDLE TENNESSEE CLIMATE



## SPRING

Temps range  
from 39° to 78°  
March to May

Temps begin  
to warm up in  
late March

April showers  
bring May  
flowers!



## SUMMER

Temps range  
from 65° to 90°  
June to Aug.

Weather is  
generally  
warm &  
humid with  
occasional  
afternoon  
showers.



## FALL

Temps range  
from 40° to 80°  
Sep. to Nov.

Perfect for  
football,  
hayrides & fall  
harvests.



## WINTER

Temps range  
from 28° to 50°  
Dec. to Feb.

A beautiful  
setting for the  
holidays with  
occasional  
snowfall.

MONTH	AVERAGE LOW	AVERAGE HIGH	AVERAGE RAIN	AVERAGE SNOW
January	28°	46°	3.97"	3.9"
February	31°	51°	3.69"	3.4"
March	39°	61°	4.87"	1.1"
April	47°	70°	3.93"	0.1"
May	57°	77°	5.07"	0
June	65°	85°	4.08"	0
July	66°	86°	3.77"	0
August	68°	88°	3.28"	0
September	61°	82°	3.59"	0
October	49°	71°	2.87"	0
November	40°	59°	4.45"	0.1"
December	31°	49°	4.54"	0.5"



# WHY FRIDRICH & CLARK

## EXPERIENCE



- Over 50 years of outstanding real estate services to the Nashville and Middle Tennessee
- Over 20 years of relocation experience
- Two strategically located offices
- Over 180 experienced professional sales associates
- Top 3% of over 465 real estate firms

## SERVICE



- Nationally recognized for extraordinary service
- Quarterly relocation training requirements to keep our sales associates on the cutting edge of the relocation industry
- Multiple bilingual sales associates
- Experienced in international moves

## INTEGRITY



- Locally and nationally recognized for outstanding leadership
- Philanthropy through “Fridrich & Clark’s Giving Back Program”
- Service on multiple local community and professional boards, Chambers of Commerce, and non-profit organizations

## *Your* RELOCATION SOURCE



### SISSY ALLEN - RELOCATION DIRECTOR

o: 615.263.4843 • c: 615.500.5033 • [Sissy@SissyAllen.com](mailto:Sissy@SissyAllen.com)

A licensed REALTOR® and Relocation Director for fifteen years, Sissy is the driving force behind our relocation team. From coast to coast, Sissy has helped countless families and business professionals during their relocation journey. All of this, coupled with her firm belief in personal contact and exemplary service, helps to make our relocation team a phenomenal success!



## **RELOCATION DIVISION:**

5200 Maryland Way, Suite 101 | Brentwood, TN 37027  
615.263.4800

## **NASHVILLE OFFICE:**

3825 Bedford Avenue, Suite 102 | Nashville, TN 37215  
615.327.4800  
TN License #2820

## **WILLIAMSON COUNTY OFFICE:**

5200 Maryland Way, Suite 101 | Brentwood, TN 37027  
615.263.4800  
TN License #256447

Toll-free: 866.296.4030

***FRIDRICHANDCLARK.COM***



FRIDRICH  
& CLARK  
REALTY, LLC

