

FRIDRICH & CLARK REALTY, LLC

# GREATER NASHVILLE

---

# 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**

---



the thriving **CAPITAL OF TENNESSEE**

---



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

---



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

---



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

---



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

---



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

---



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

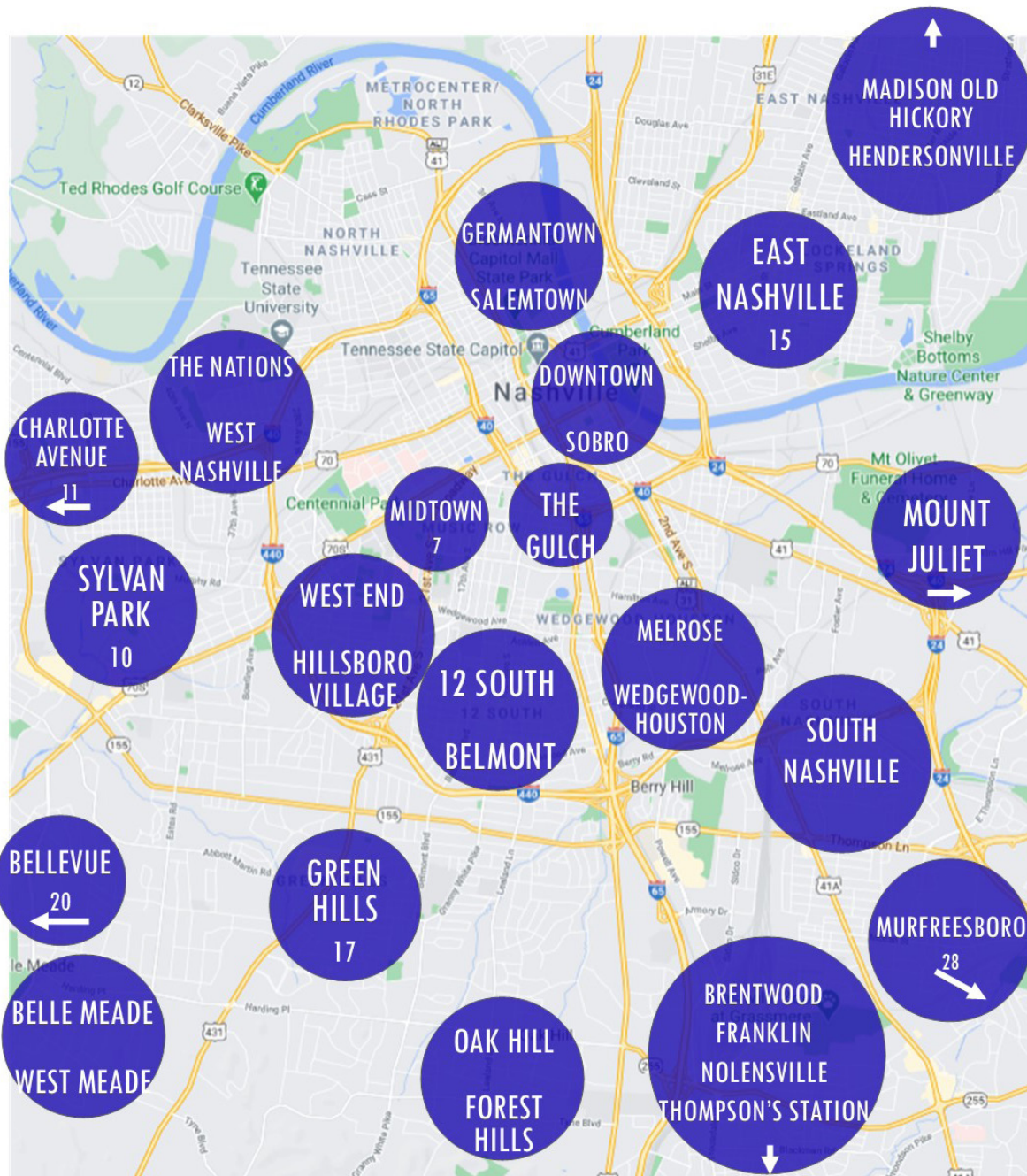
---

*and so much more!*

# GET TO KNOW NASHVILLE

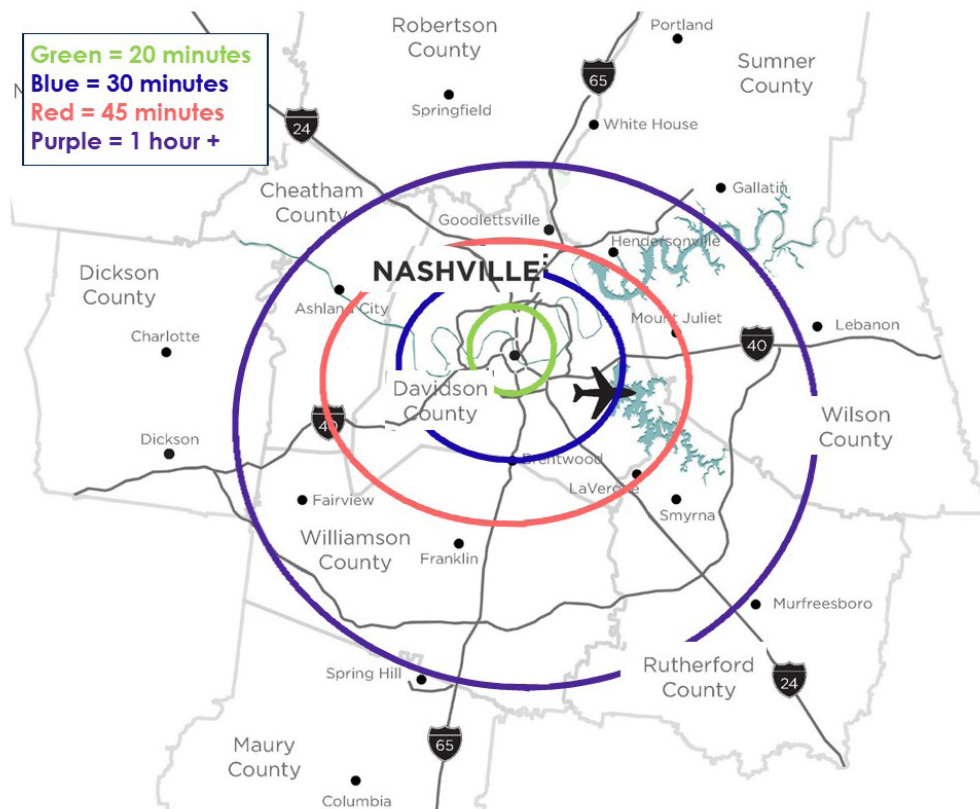
Since 2010, Nashville's population has grown exponentially. This growth is due in part to being "Music City," a place where creativity flourishes as well as being a great place for businesses to thrive. Thanks to the Nashville region's diverse economy, low cost of living, strategic location and well-educated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



2016: 1,896,103 • 2021: 2,167,917 [+14.3%]

## CHEATHAM COUNTY

2019: 40,667  
2021: 40,878  
(+0.5%)

### TOP EMPLOYERS:

A.O. Smith Water Products  
Arcosa Marine  
Oak Plains Academy

## DAVIDSON COUNTY

2019: 694,144  
2021: 703,953  
(+1.4%)

### TOP EMPLOYERS:

Vanderbilt University  
HCA Healthcare  
Ascension Health

## DICKSON COUNTY

2019: 53,948  
2021: 54,000  
(+0.1%)

### TOP EMPLOYERS:

Tennsco Corporation  
Nemak  
Conagra Foods

## MAURY COUNTY

2019: 96,387  
2021: 104,760  
(+8.7%)

### TOP EMPLOYERS:

GM Spring Hill  
Maury Regional Medical  
TN Farm Bureau

## RUTHERFORD COUNTY

2019: 332,285  
2021: 352,182  
(+6.0%)

### TOP EMPLOYERS:

Nissan North America  
Amazon  
Middle TN State University

## SUMNER COUNTY

2019: 191,283  
2021: 200,557  
(+4.8%)

### TOP EMPLOYERS:

Sumner Regional Medical  
UniPress USA Inc.  
Xtend Healthcare

## WILLIAMSON COUNTY

2019: 238,412  
2021: 255,735  
(+7.3%)

### TOP EMPLOYERS:

Community Health Systems  
United Healthcare  
Nissan North America

## WILSON COUNTY

2019: 144,657  
2021: 151,917  
(+5.0%)

### TOP EMPLOYERS:

Cracker Barrel  
GEODIS  
Tennova Healthcare

Source: Nashville Chamber of Commerce

# 2022 AREA HOME SALES

Annual Homes Sales Show 2023 Will Be a Year of Opportunities for Buyers

Nashville, TN (Jan. 9, 2023) - Final number for 2022 indicate there were 39,381 homes sold in the region, compared to the 47,172 closings in 2021. The total sales for 2022 were down 15 percent compared to 2021..


## WHAT THE EXPERTS ARE SAYING FOR 2023

The housing market has been a roller-coaster the last few years going from a frenzied market of low mortgage rates, all-cash and showings of 30+ buyer to the recent cooldown where closings are trending downward and longer days on the market.

The biggest thing to note is despite the rise in interest rates over the past few months, home prices are remaining steady. When compared to November, 2021, single-family home prices increased by 8 percent and condo prices rose by 15 percent. The region's housing market is resilient and people still want to make the move to Nashville.

“We are seeing more than double the number of pendings than we saw at this same time last year,” said Brad Copeland, Greater Nashville REALTORS President. “This is a strong indicator of a robust spring market that has already begun.”

## A COMPARISON OF SALES BY CATEGORY FOR

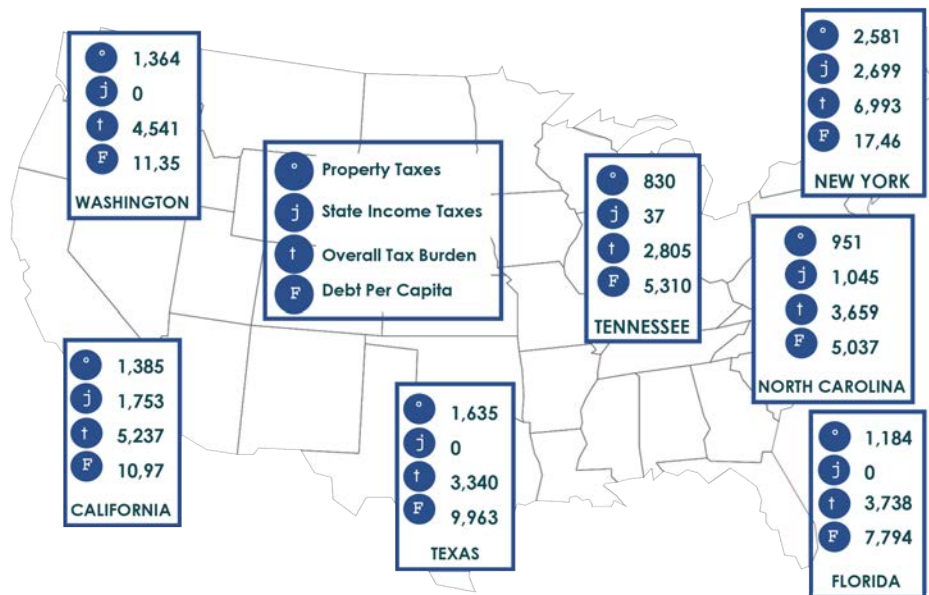
 <b>GREATER NASHVILLE REALTORS<sup>®</sup></b> SINCE 1891	2020	2021	2022
<b>TOTAL CLOSINGS</b>	44,824	47,172	39,381
Residential	44,824	37,638	31,683
Condominium	5,123	6,582	5,828
Multi-Family	257	355	299
Farm/Land/Lots	2,293	2,710	2,021

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

COUNTY	CITY	SPECIAL SCHOOL DIST	Co. %	City %	SSD %	Total %
CHEATHAM	ASHLAND CITY		2.4766	0.58		3.0566
CHEATHAM	KINGSTON SPRINGS		2.4766	0.77		3.2466
CHEATHAM	PEGRAM		2.4776	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		2.922	0.5		3.4220
DAVIDSON	GOODLETTSVILLE		2.922	0.722		3.6442
DAVIDSON	NASHVILLE		2.922	0.332		3.2540
DAVIDSON	RIDGETOP		2.922	0.5524		3.4744
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	0.60		2.950
MAURY	COLUMBIA		1.910	0.8251		2.7351
MAURY	MOUNT PLEASANT		1.910	1.69	Q	3.6000
MAURY	SPRING HILL		1.910	0.7390		2.6490
RUTHERFORD	EAGLEVILLE		1.6162	0.4051		2.0213
RUTHERFORD	LaVERGNE		1.6162	0.5363		2.1525
RUTHERFORD	MURFREESBORO		1.6162	0.95260		2.5688
RUTHERFORD	SMYRNA		1.6162	0.52570		2.14190
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		1.83	0.3261	1.83	3.98610
WILLIAMSON	NOLENSVILLE		1.88	0.29		2.17
WILLIAMSON	SPRING HILL		1.83	0.7390		2.5690
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	28,300
Nissan North America	10,500
Hospital Corp. of America	10,600
St. Thomas Health	8,335
Vanderbilt University	8,822
Community Health Systems	4,550
Asurion	4,260
Bridgestone Americas Inc.	4,110
Kroger	7,813
Amazon	10,000

### MEDIAN HOUSEHOLD INCOME BY COUNTY

Cheatham	\$69,132
Davidson	\$68,406
Dickson	\$61,388
Maury	\$66,353
Rutherford	\$72,985
Sumner	\$73,517
Williamson	\$116,490
Wilson	\$82,224
TN State	\$58,516
U.S.	\$69,021

### COST OF LIVING INDEX

New York City	179.5
San Francisco	178.6
Seattle	149.9
Boston	149.7
Los Angeles	150.6
Chicago	120.3
Atlanta	103.9
Austin	101.0
Nashville	97.8
Charlotte	97.9
Denver	110.5

Source: Nashville Chamber of Commerce



# GREATER NASHVILLE EMPLOYMENT & WAGES

INDUSTRY SECTOR JOBS & WAGE RATES	NASHVILLE JOBS	NASHVILLE MEDIAN	U.S. MEDIAN
Management	25,688	\$133,409	\$139,660
Health Care & Social Assistance	142,104	\$67,586	\$58,857
Finance & Insurance	49,132	\$121,216	\$127,555
Manufacturing	82,290	\$67,119	\$75,1333
Government/Public Administration	46,754	\$60,451	\$72,367
Information	24,390	\$93,868	\$143,417
Accommodation & Food Services	93,406	\$26,097	\$25,6888
Administrative Support & Waste Management	81,760	\$46,303	\$47,747
Educational services	69,929	\$53,659	\$57,502
Professional, Scientific, & Technical Services	77,396	\$99,818	\$107,631
Construction	62,060	\$66,612	\$63,512
Real Estate, Rental & Leasing	19,780	\$67,234	\$66,907
Transportation & Warehousing	73,764	\$51,378	\$56,330
Retail Trade	104,030	\$40,006	\$39,324
Arts, Entertainment & Recreation	20,932	\$67,065	\$42,815
Utilities	4,184	\$88,048	\$107,619

# 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



Temps range from 39° to 78°  
March to May

Temps begin to warm up in late March

April showers bring May flowers!



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

Weather is generally warm & humid with occasional afternoon showers.



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

Perfect for football, hayrides & fall harvests.



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



- Outstanding real estate services to the Nashville and Middle Tennessee since 1960
- Over 21 years of relocation experience
- Two strategically located offices
- Over 190 experienced professional sales associates

## 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

## **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

[FRIDRICHANDCLARK.COM](http://FRIDRICHANDCLARK.COM)

## *Your* **RELOCATION SOURCE**



### **SISSY ALLEN - RELOCATION DIRECTOR**

o: 615.263.4843 • c: 615.500.5033 • Sissy@SissyAllen.com

A licensed REALTOR® and Relocation Director for twenty-one 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!



### **ANNE MADSEN – CORPORATE SERVICES DIRECTOR**

o: 615.263.4819 • c: 615.522.1304 • annelewis408@gmail.com

A licensed REALTOR® in Middle Tennessee since 2008, Anne joined Fridrich & Clark's Relocation Team as Corporate Services Director. Anne has been active in many community organizations including Williamson Inc, Nashville Chamber, Rutherford CABLE, Murfreesboro Charity Circle, Boys and Girls Club, American Heart Association, United Way of Rutherford/Cannon Counties, Habitat for Humanity, Big Brothers/Big Sisters, and Mid-Cumberland Meals on Wheels.



FRIDRICH  
& CLARK  
REALTY, LLC

