

WELCOME TO
Tennessee
AN INTRODUCTION TO
THE VOLUNTEER STATE

A REAL ESTATE EBOOK FROM



INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS IN THE US:

Tennessee

As a real estate education company, we make it our duty to explore different markets and uncover what makes them so attractive. For this report, we went to Tennessee to learn about how its economy and housing market is projected to be stronger year over year for the next decade.

In this ebook, we dive into the hottest markets that are bringing the heat in Tennessee.

Top 5 Markets in Tennessee

#5: FRANKLIN

Franklin is a town located in Williamson County that has been nationally recognized for its top-rated schools and amount of housing opportunities in great communities. Franklin is home to some rich Civil War history, which you can enjoy with the family or yourself through the Civil War tours at Lotz House, which used to be a hospital during the war. Once you've explored this side of Franklin's history, check out Leiper's Fork Distillery, which focuses on small batch distilling, bringing back the traditional side of distilling bourbon. One more seasonal attraction Franklin is known for is their beautiful farmers market, which is rich with local produce and baked goods.

The median home value in Franklin is \$506,865, which is a 3.4% increase from the previous year. Zillow predicts this will rise an additional 4.4% within the next year.

#4: GERMANTOWN

A suburb of Memphis, Germantown is a small city that has a strong retail and commercial service presence. Everywhere you look, you'll find a new restaurant or bar to pop into and say hello. Located near the Wolf River, Germantown has a variety of trails and parks situated near the river and the forest that runs along it. If you're in the town in early September, you're in luck! Germantown Festival is an annual arts and craft event perfect for the family.

The median home value price in Germantown is \$360,788, which is a 5.7% increase from the previous year. Zillow predicts this will rise an additional 4.4% within the next year.

Top 5 Markets in Tennessee



"MANY CITIES MAKE MUSIC, BUT
NO CITY BREATHES MUSIC QUITE
LIKE MEMPHIS. THE SONGS AND
SOUNDS THAT COME FROM HERE
ARE **UNIQUELY AMERICAN.**"

- Shawn Amos





Top 5 Markets in Tennessee

#3: FARRAGUT

Farragut is a suburb of Knoxville and is included in Knoxville's Metropolitan Area. This small town is a neighborhood that is ideal for families or young professionals that are looking to grow and upgrade. Farragut is home to many parks and outdoor spaces that give you the opportunity to be outside, and if you'd like to get out and explore some more, Knoxville is only minutes away. Knoxville has plenty to offer from brewery tours to science museums, and of course tasty BBQ cuisine.

The median home value in Farragut is \$389,039, which is a 4% increase from last year. Zillow predicts this will rise another 4% within the next year.

A vertical photograph of the Nashville skyline at night. The image shows the city's lights reflecting on the water in the foreground, with the iconic AT&T Building (the 'Fifth Angel') prominently featured in the center. Other skyscrapers and bridges are visible, creating a vibrant urban scene.

Top 5 Markets in Tennessee

#2: NASHVILLE

Nashville is the capital of Tennessee and also arguably the capital of country music. Known as the Music City thanks to country music staples like The Grand Ole Opry and The Country Music Hall of Fame and Museum, Nashville is a city made for a country music lover. If country music isn't your cup of tea, Nashville is also home to two professional sports teams. On top of music and sports, you can get your grub on with some famous Nashville hot chicken! After you've had your fill of hot chicken, head out onto Broadway and catch some live music to cap your day.

The median home value in Nashville is \$287,076, which is a 4.5% increase from last year. Zillow predicts this will rise another 4.4% within the next year.


Top 5 Markets in Tennessee

#1: BRENTWOOD

Brentwood comes in at No. 1 on our list, and for good reason. Brentwood is one of the most sought after suburbs outside of Nashville. This suburb offers residents a great school system, a well maintained park system, and a beautiful state park perfect for families. Brentwood is also known for its celebrity residents from musicians like Garth Brooks to Dolly Parton, and athletes like Kerry Collins. If you're looking to step out for a night on the town, start at the Pennington Distilling Co. for some whiskey, then head over to Mere Bulles southern fare known for their steak or Judge Bean's BBQ, depending on what you're feeling.

The median home value in Brentwood is \$737,932, which is a 6.5% increase from last year. Zillow predicts this will rise another 4.5% within the next year.





“Ooooh, I love Nashville! It seems like everywhere you walk, **there’s great music coming out of every wall.**”

- Inelda May



Why Tennessee Real Estate?

Tennessee has a strong economy thanks to its top ranking infrastructure, as well as its opportunities for work and professional growth.

Quick Stats- TENNESSEE

YEAR/YEAR MEDIAN HOME PRICES
(MAY 2018-MAY 2019):

5.8%

MEDIAN HOME VALUE:

\$190,495

MEDIAN RENT PRICE:

\$1,370

AVERAGE DAYS LISTED:

84

HOMES WITH NEGATIVE EQUITY:

N/A

DELINQUENT MORTGAGES:

0.9%

MARKET OUTLOOK

Low inventory and growing demand puts developers on the clock  to meet this demand at an affordable rate. Zillow sees Tennessee as a buyer's market that will remain moderately stable as long as supply can combat the constant influx of new residents.

THERE'S NEVER A BETTER TIME TO BECOME A *Tennessee Real Estate Agent*

With so many amazing cities with rich history, attractions, and the outdoors, Tennessee has become a premier relocation destination for many families. This new growth opens up a fantastic opportunity for real estate agents. For instance, did you know there were over **496,342 properties sold in March of 2020**, some selling for north of \$3,000,000? When you consider that Indeed.com reports the average **full-time real estate agent in Tennessee makes around \$88,802** - which is about double the national average - then it's pretty obvious there's never been a better time to become a real estate agent.

H2: If you want to learn more about how you can get your license and join the ranks of Tennessee real estate agents, visit us at TheCEShop.com/Tennessee/TN-Real-Estate. There you'll be able to find out what exactly you need to do to become an agent and how The CE Shop can help you achieve your goals through our award-winning real estate education.

About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education through an encyclopedic knowledge of the real estate industry.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With courses available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

