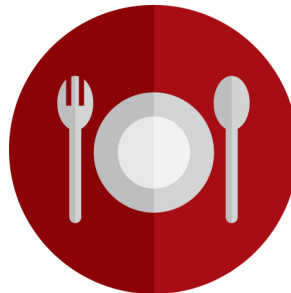


Welcome to Nashville

Live. Work. Play.

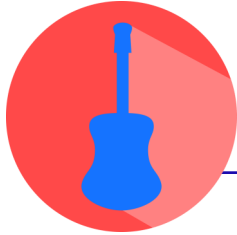


**FRIDRICH
& CLARK**
REALTY, LLC

We Make Relocating Easier

Fridrich & Clark Relocation Services

Nashville is...



Renown as

MUSIC CITY USA

CENTRALLY LOCATED

where 3 major interstates converge

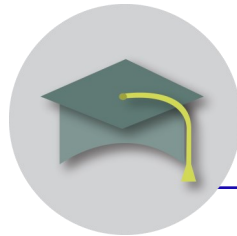
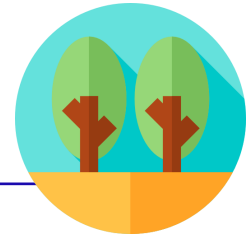
I-65 I-40 I-24



the thriving

CAPITAL OF TENNESSEE

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



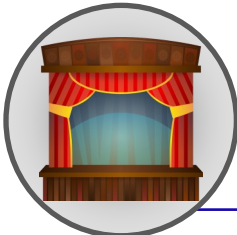
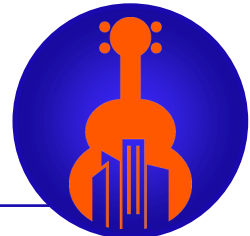
focused on higher education with

21 COLLEGES AND UNIVERSITIES

Convention Ready!

MUSIC CITY CENTER

has over 1.2m sq. ft. of meeting space

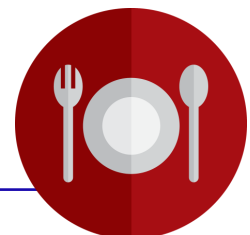


A LOVER OF THE ARTS

with a variety of museums, art galleries, music venues
and performing arts centers, including the opera,
the ballet and the symphony

MADE FOR FOODIES

known for BBQ, Hot Chicken and food trucks,
Nashville is a diverse culinary treasure



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

...and so much more!

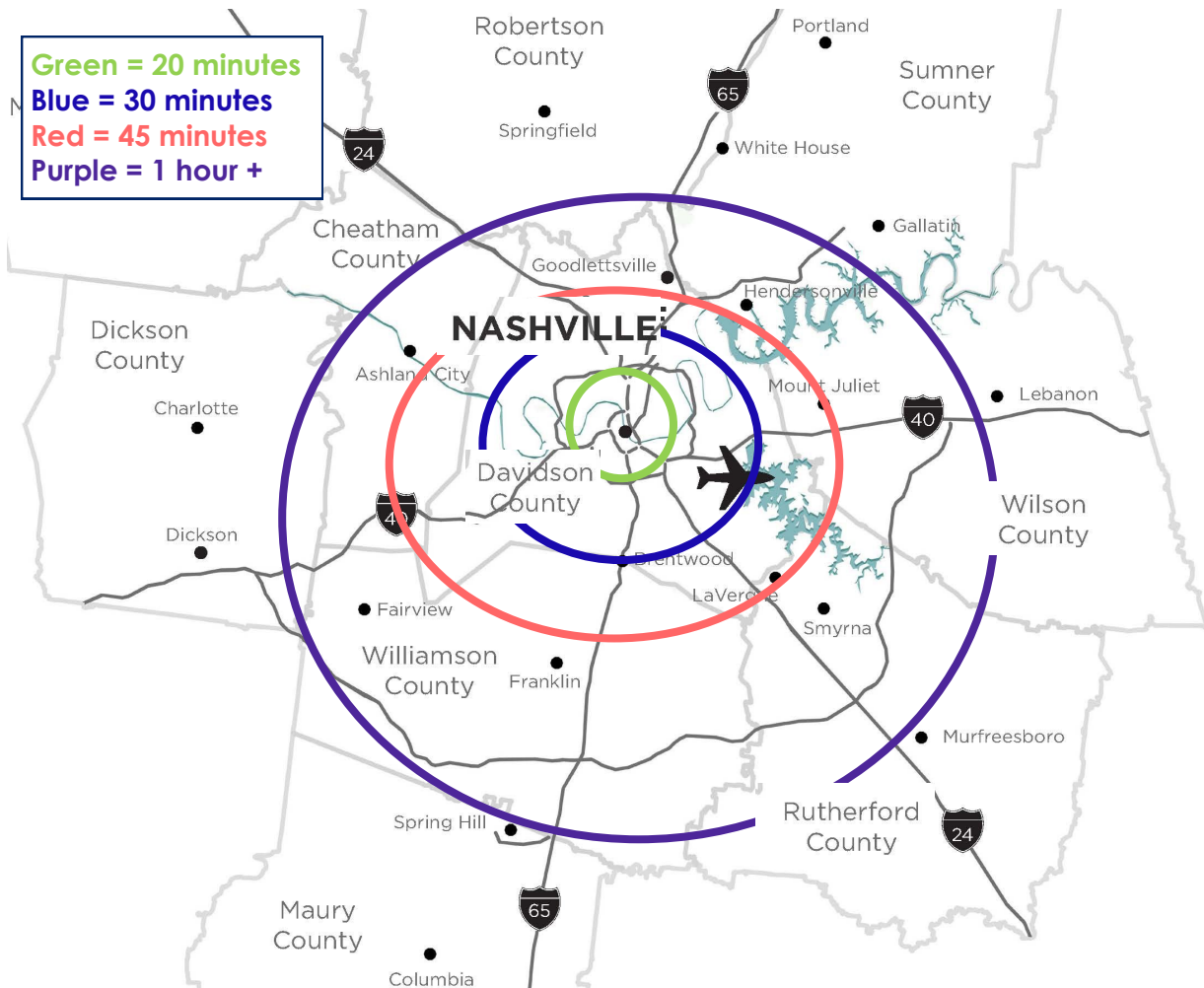
Get to Know Nashville

Since 2010, Nashville's population has grown by over 13%. 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 • Zip Codes

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

CHEATHAM COUNTY

2013: 39,340
2018: 40,439
(+2.8%)

TOP EMPLOYERS:
A.O. Smith Water Products
Arcosa Marine
Caymas Boats

DAVIDSON COUNTY

2013: 660,456
2018: 692,587
(+4.9%)

TOP EMPLOYERS:
Vanderbilt University
HCA Healthcare
Ascension Health

DICKSON COUNTY

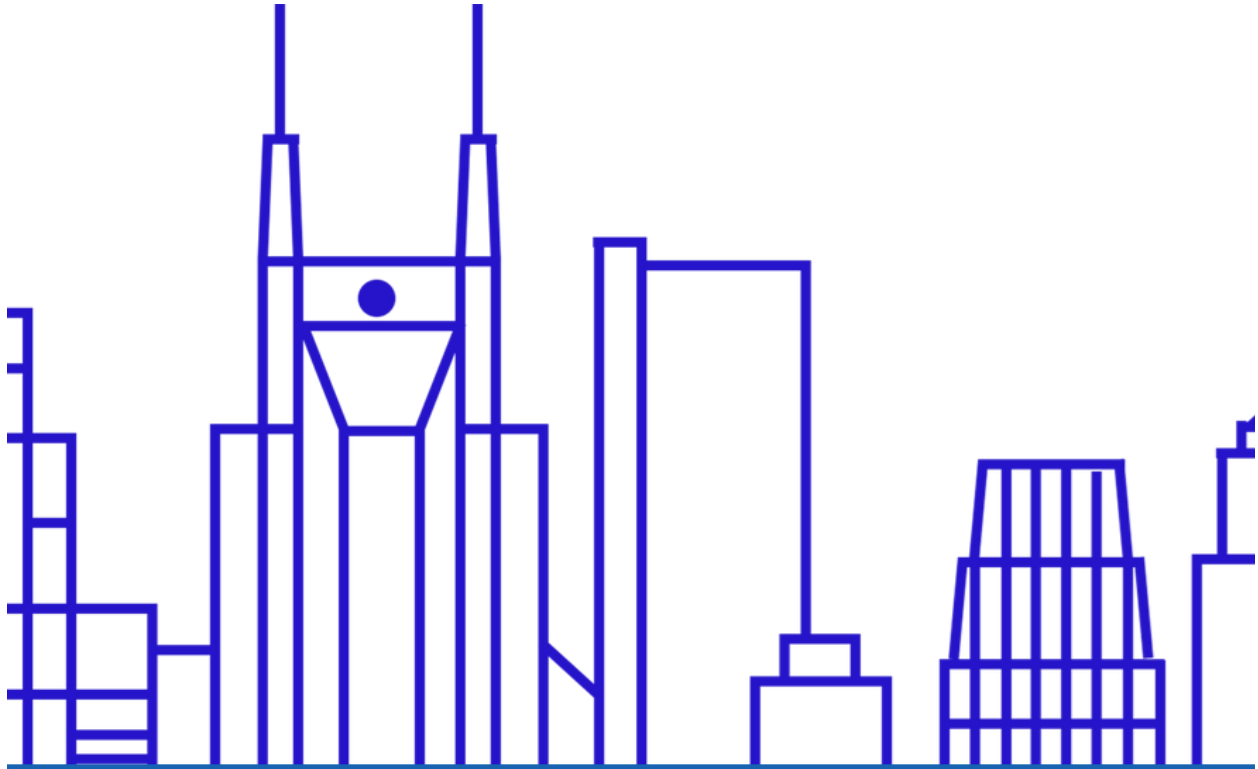
2013: 50,132
2018: 53,446
(+6.6%)

TOP EMPLOYERS:
Tennsco Corporation
Nemak
Conagra Foods

MAURY COUNTY

2013: 83,582
2018: 94,340
(+12.9%)

TOP EMPLOYERS:
GM Spring Hill
Maury Regional Medical
TN Farmers Bureau



NASHVILLE ECONOMIC MARKET POPULATION

2012: 1,824,012 • 2017: 1,971,542
[+10.2 %]

RUTHERFORD COUNTY

2013: 281,062
2017: 324,890
(+15.7%)

TOP EMPLOYERS:
Nissan North America
National Healthcare Corp.
Middle TN State University

SUMNER COUNTY

2013: 168,698
2017: 187,149
(+10.7%)

TOP EMPLOYERS:
Sumner Regional Medical
UniPress USA Inc.
Xtend Healthcare

WILLIAMSON COUNTY

2013: 199,111
2017: 231,729
(+17.2%)

TOP EMPLOYERS:
Community Health Systems
United Healthcare
Nissan North America

WILSON COUNTY

2013: 121,969
2017: 140,625
(+14.7%)

TOP EMPLOYERS:
Cracker Barrel
CEVA Logistics
Tennova Healthcare


2019 Area Home Sales

Final numbers for **2019** indicate there were **42,356** homes sold in the region, compared to the 39,514 closings in 2018, the total sales for 2019 were **up 7 percent**. This is the highest number of home sales since 2006. There were **3,482** closings during the month of December, according to figures provided by Greater Nashville REALTORS®. This is a **20 percent increase** from the 2,881 closings reported for the same period in 2018.

Fourth quarter closings were **10,456** for the Middle Tennessee area. That total is a **15.6 percent increase** from the 9,051 closings during the fourth quarter of 2018.

"There is no doubt 2019 set a new precedent with historic home sales," said Kristy Hairston, Greater Nashville REALTORS® president. "This historical growth is a result of a strong local economy, corporate relocation and continued job growth across the region. Every day more people and companies make the Greater Nashville Area their home, and this boosts consumer confidence, which will move the housing market forward."

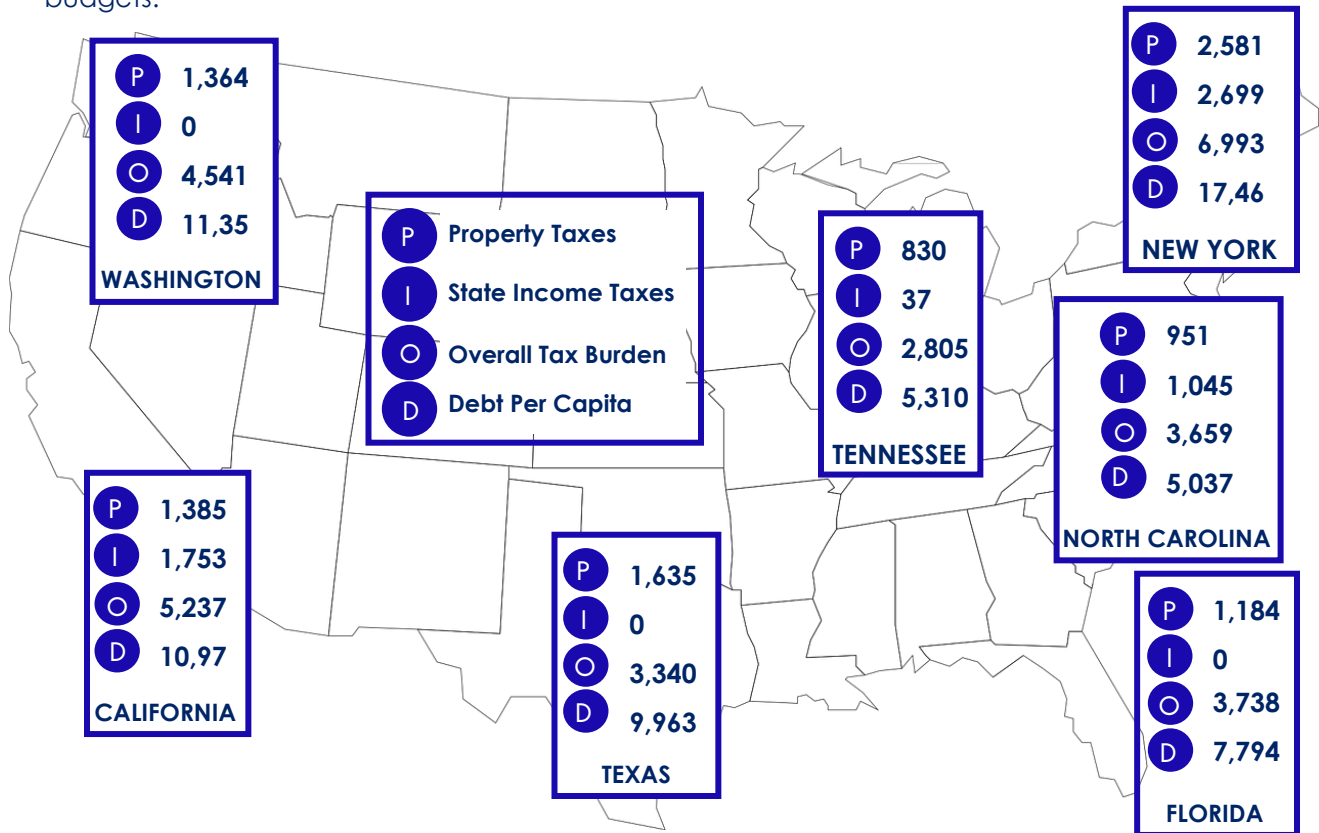
A comparison of sales by category for

 GREATER NASHVILLE REALTORS® SINCE 1891	2017	2018	2019
TOTAL CLOSINGS	40,482	39,514	42,356
Residential	33,633	32,868	35,305
Condominium	4,433	4,317	4,828
Multi-Family	309	312	297
Farm/Land/Lots	2,107	2,017	1,926

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.



Source: Williamson, Inc. Market Research 2019

How to Calculate Your Property Tax Bill

Property taxes in Tennessee are calculated utilizing these four components:

APPRAISED VALUE - is determined by the county assessor.

ASSESSMENT RATIO - is established by state law (residential and farm @ 25% of appraised value, commercial/industrial @ 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 provided and the total value of the county's tax base.

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

Source: All property tax information from the Tennessee Comptroller's Office

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		2.9274	0.59		3.5174
CHEATHAM	KINGSTON SPRINGS		2.9274	0.84		3.7674
CHEATHAM	PEGRAM		2.9274	0.65		3.5774
CHEATHAM		ASHLAND CITY RURAL FIRE	2.9274		0.2272	3.1546
CHEATHAM		HARPETH RIDGE FIRE DEPT	2.9274		0.1467	3.0741
CHEATHAM		HENRIETTA FIRE DISTRICT	2.9274		0.1316	3.059
CHEATHAM		KINGSTON SPRINGS RURAL FIRE	2.9274		0.2297	3.1571
CHEATHAM		PEGRAM FIRE DISTRICT	2.9274		0.263	3.1904
CHEATHAM		PEGRAM RURAL FIRE	2.9274		0.263	3.1904
CHEATHAM		PLEASANT VIEW RURAL FIRE	2.9274		0.2116	3.139
CHEATHAM		TWO RIVERS FIRE DISTRICT	2.9274		0.1683	3.0957
DAVIDSON	BELLE MEADE		2.755	0.25705		3.01205
DAVIDSON	GOODLETTSVILLE		2.755	0.7484		3.5034
DAVIDSON	NASHVILLE		2.755	0.40		3.155
DAVIDSON	RIDGETOP		2.755	0.6325		3.3875
DICKSON	BURNS		2.70	0.5679		3.2679
DICKSON	CHARLOTTE		2.70	0.1702		2.8702
DICKSON	DICKSON		2.70	0.9495		3.6495
DICKSON	VANLEER		2.70	0.0634		2.7634
DICKSON	WHITE BLUFF		2.70	0.60		3.30
MAURY	COLUMBIA		2.2364	1.1597		3.3961
MAURY	MOUNT PLEASANT		2.2364	1.62		3.8564
MAURY	SPRING HILL		2.2364	0.60		2.8364
RUTHERFORD	EAGLEVILLE		2.0994	0.557		2.6564
RUTHERFORD	LaVERGNE		2.0994	0.71		2.8094
RUTHERFORD	MURFREESBORO		2.0994	0.9494		3.0488
RUTHERFORD	SMYRNA		2.0994	0.7007		2.8001
SUMNER	GALLATIN		2.50	0.99		3.49
SUMNER	GOODLETTSVILLE		2.50	0.8163		3.3163
SUMNER	HENDERSONVILLE		2.50	0.758		3.258
SUMNER	MILLERSVILLE		2.50	1		3.50
SUMNER	MITCHELLVILLE		2.50	0.6579		3.1579
SUMNER	PORTLAND		2.50	1.41		3.91
SUMNER	WESTMORELAND		2.50	1.40		3.90
SUMNER	WHITE HOUSE		2.50	1.2315		3.7315
WILLIAMSON	BRENTWOOD		2.15	0.36		2.51
WILLIAMSON	FAIRVIEW		2.15	0.8765		3.0265
WILLIAMSON	FRANKLIN IN 9TH SSD	9TH SSD	1.91	0.4176	0.829	3.1566
WILLIAMSON	FRANKLIN IN 9TH SSD		2.09	0.4176	2.09	4.5976
WILLIAMSON	NOLENVILLE		2.15	0.15		2.30
WILLIAMSON	SPRING HILL		2.09	0.6569		2.7469
WILLIAMSON	THOMPSON'S STATION		2.15	0.103		2.253
WILLIAMSON		9TH SSD	1.86		0.829	2.689
WILSON	LEBANON	LEBANON SSD	2.5189	0.6075	0.3827	3.5091
WILSON	LEBANON	WILSON SSD	2.5189	0.6075		3.1264
WILSON	MOUNT JULIET	WILSON SSD	2.5189	0.1664		2.6853
WILSON	WATERTOWN	WILSON SSD	2.5189	0.8822		3.4011
WILSON		LEBANON SSD	2.5189		0.3827	2.9016

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**
for more information.

Median Household Income by County

Cheatham	\$51,857
Davidson	\$48,368
Dickson	\$44,680
Maury	\$47,692
Rutherford	\$56,219
Sumner	\$57,382
Williamson	\$96,565
Wilson	\$61,070
TN State	\$45,219
U.S.	\$55,777

Source: Nashville Chamber of Commerce



10 Largest Employers in the Nashville Region

Vanderbilt University Medical Center	23,627
Nissan North America	10,750
Hospital Corp. of America	10,613
St. Thomas Health	6,100
Vanderbilt University	5,695
Community Health Systems	4,700
Randstad USA	4,557
Asurion	3,750
Bridgestone Americas Inc.	3,539
Kroger	3,523
National Healthcare Corp.	3,523

Source: Nashville Chamber of Commerce



Cost of Living Index

New York City	243.4
San Francisco	193.8
Seattle	153.5
Boston	148.9
Los Angeles	147.9
Chicago	123.1
Miami	114.5
Denver	110.8
Atlanta	101.5
Austin	98.9
Nashville	98.8
Austin	97.0

Source: C2ER Cost of Living Q2 2019



Greater Nashville

Employment and Wages

INDUSTRY SECTOR JOBS & WAGE RATES	NASHVILLE JOBS	NASHVILLE MEDIAN	U.S. MEDIAN
Management	24,699	\$140,994	\$129,944
Health Care & Social Assistance	132,422	\$70,663	\$58,804
Finance & Insurance	67,810	\$92,299	\$96,181
Manufacturing	86,849	\$76,036	\$82,741
Government	111,825	\$72,504	\$82,006
Information	25,813	\$82,244	\$116,348
Accommodation & Food Services	105,793	\$25,424	\$24,466
Administrative Support & Waste Management	89,915	\$41,582	\$42,699
Educational services	27,329	\$55,549	\$50,922
Professional, Scientific, & Technical Services	86,450	\$84,943	\$88,815
Construction	58,791	\$60,912	\$63,838
Real Estate, Rental & Leasing	58,529	\$47,185	\$51,094
Transportation & Warehousing	63,451	\$47,854	\$51,094
Regional Trade	120,506	\$37,470	\$35,300
Arts, Entertainment & Recreation	38,050	\$51,804	\$33,398
Utilities	1,513	\$106,699	\$86,911

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** to learn more.

1717

French fur traders arrived from Europe and 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 capital 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 December 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 August.

Weather is generally warm & humid with occasional afternoon showers.



FALL

Temps range from 40° to 80° September to November.

Perfect for football, hayrides and fall harvests.



WINTER

Temps range from 28° to 50° December to February.

A beautiful setting for the holidays with occasional snowfall.

Month	Average Low	Average High	Average Precipitation	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 150 experienced professional sales associates
- Top 3% of over 465 real estate firms in the area as ranked by the *Nashville Business Journal*



SERVICE

- Nationally recognized for extraordinary service
- A vast network of professional alliances & business relationships
- 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 Team



Sissy Allen - Relocation Director

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

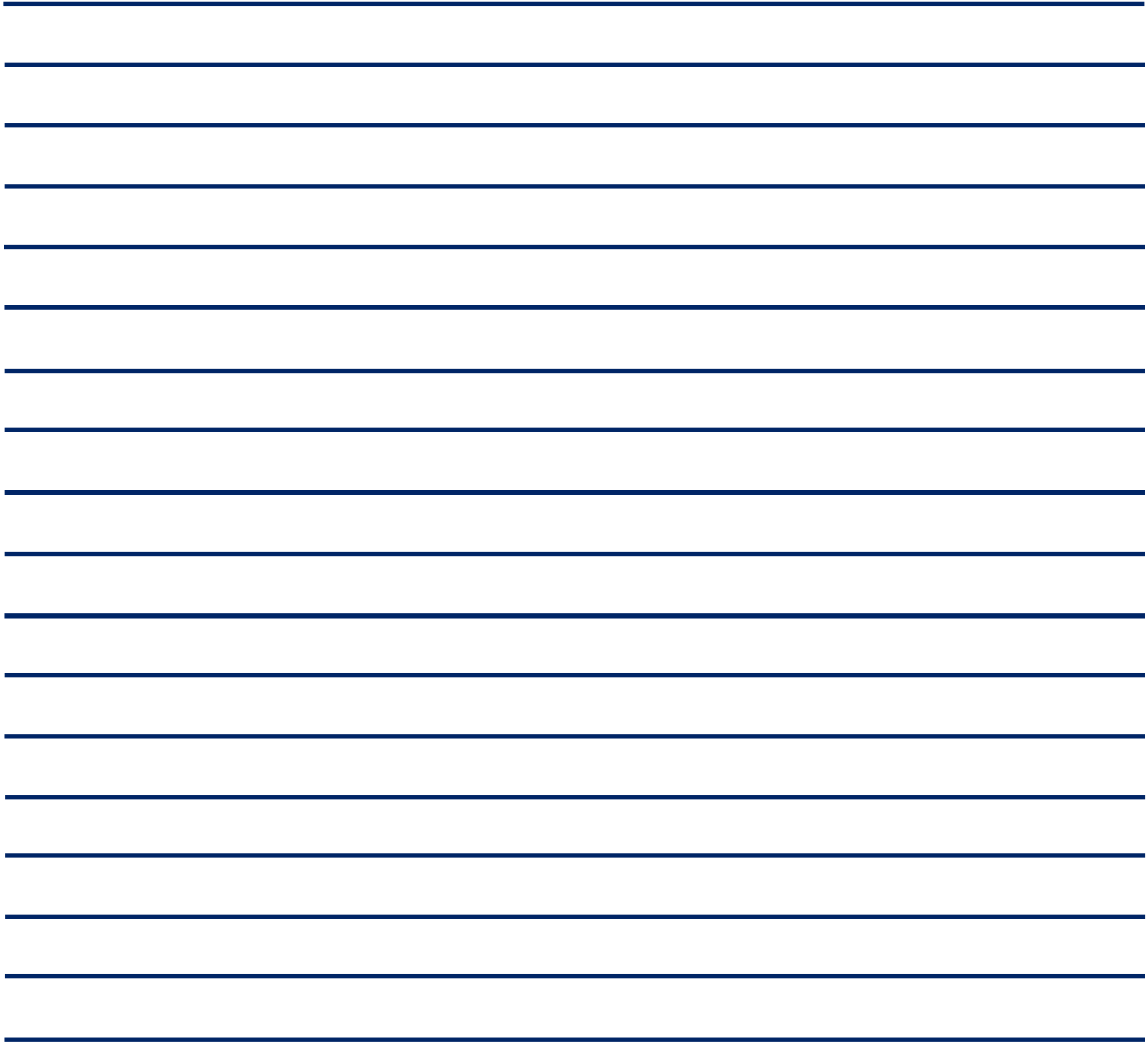
A licensed REALTOR® and Relocation Director for fifteen years, Sissy is the driving force behind our relocation team. From coast to coast, Sissy has helped countless families and business professionals during their relocation journey. All of this, coupled with her firm belief in personal contact and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



Michelle Bowen - Corporate Services Director

o: 615.263.4819 • c: 816.783.7831 • Michelle@FandCRelocation.com

Michelle came to Fridrich & Clark with many years of experience in member and investor relations. At Fridrich & Clark, Michelle proactively fosters relationships within the business community while working collaboratively with agents to meet our clients relocation needs.





RELOCATION DIVISION:

5200 Maryland Way, Suite 101 • Brentwood, TN 37027 • 615.263.4843

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