

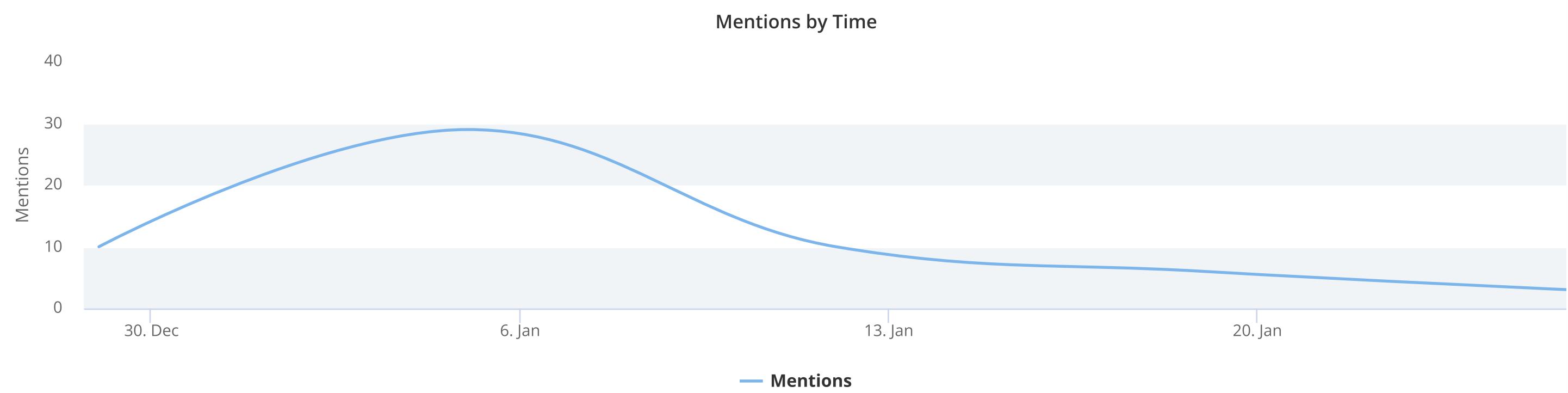
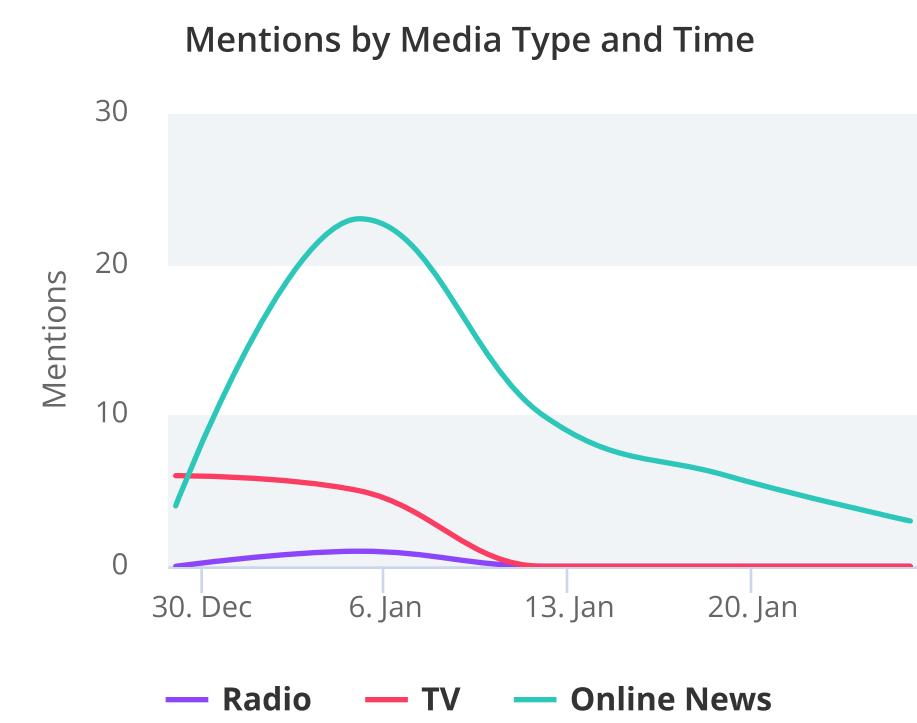
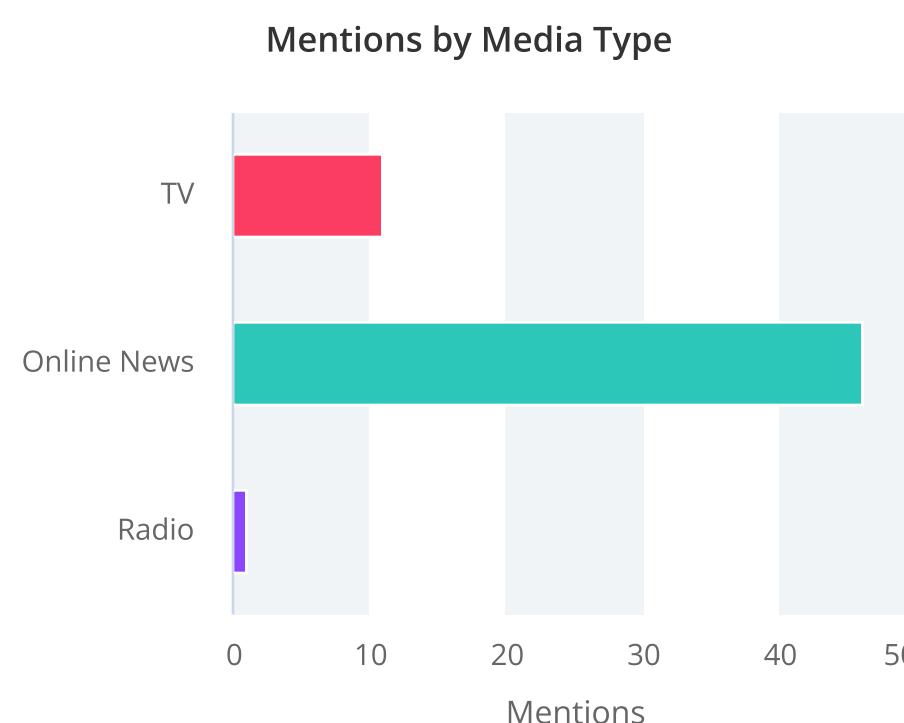
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## January 2025

### Sections

- [TV \(14\)](#)
- [Radio \(1\)](#)
- [Digital & Print \(43\)](#)

### Mention Analytics



**Total National TV Audience**  
303,244

**Total National TV Publicity**  
USD \$46,319

**Total Local TV Audience**  
303,244

**Total Local TV Publicity**  
USD \$46,319

**Total Radio Audience**  
96,100

**Total Publicity Value**  
USD \$189

**Total Online + Print Audience**  
161,693,701

**Total Online + Print Publicity**  
USD \$2,509,333

**Total Number of Clips** 58



## Good Morning Nashville on News 2

**Time** Jan 9, 2025 7:08 AM EST  
**Local Broadcast Time** 6:08 AM CST  
**Category** News  
**Call Sign** WKRN (ABC)  
**Market** DMA: 26 Nashville, TN  
**Language** English

**Est. National Audience** 24,812  
**Est. National Publicity Value** USD \$3,743  
**Est. Local Audience** 24,812  
**Est. Local Publicity Value** USD \$3,743

codes. that's according to **greater nashville realtors**. and the reason behind this, their affordability while remaining still close to downtown amenities. experts say they're seeing a resurgence of interest and investment in those specific zip codes as buyers are willing to be a little bit more flexible with their location. >> our median sales price in davidson county is currently at \$500,000. and when you have minimum wage of 7.25 it makes it difficult for people to find housing in davidson county however, it's not impossible. it's being willing to look at some zip codes that aren't as popular. >> nearly 34,000 homes sold in nashville in 2020 for about 500 more than in 2023 total sales were up one percent when compared comparing your the year. >> when nestle transportation projects has been given federal funding. the federal highway administration announced 44.5 million dollars



## Good Morning Nashville on News 2

**Time** Jan 9, 2025 7:07 AM EST  
**Local Broadcast Time** 6:07 AM CST  
**Category** News  
**Call Sign** WKRN (ABC)  
**Market** DMA: 26 Nashville, TN  
**Language** English

**Est. National Audience** 24,812  
**Est. National Publicity Value** USD \$3,743  
**Est. Local Audience** 24,812  
**Est. Local Publicity Value** USD \$3,743

that house fire. >> police say they made a significant discovery during a traffic stop in a busy shopping center on wednesday. the department says they stop this car because of a handicapped parking violation during the stop officers found a handgun that was stolen during harbor in nashville back in september of last year. they arrested a 24 year-old nashville man and booked him into the wilson county jail. we are told this isn't the suspects first run-in with the law either actually police deputy chief tyler chandler tells us their suspect is a man once arrested in nashville after a 16 year-old was shot and killed. he was 17 at the time and that conviction was later overturned after an appeal. >> leaders with the **greater nashville realtors** association. just put out its 2024 year-end report now not only does it show home sales are up. it also highlights why some areas are performing at the top of the list. so looking at that list goodlettsville madison old hickory antioch in the priest lake area have all been deemed the 5 most affordable zip



## Good Morning Nashville on News 2

**Time** Jan 9, 2025 6:08 AM EST  
**Local Broadcast Time** 5:08 AM CST  
**Category** News  
**Call Sign** WKRN (ABC)  
**Market** DMA: 26 Nashville, TN  
**Language** English

**Est. National Audience** 19,564  
**Est. National Publicity Value** USD \$3,571  
**Est. Local Audience** 19,564  
**Est. Local Publicity Value** USD \$3,571

only does it show home sales up. it also highlights why some areas are performing really at the top of the list. good idea. goodlettsville madison old hickory antioch and the priest lake area have all been deemed the 5 most affordable zip codes. this is according to **greater nashville realtors**. reason their affordability while remaining still close to downtown nashville. well, experts say they're seeing this resurgence of interest in investment and no specific zip codes as buyers are willing to be a little bit more flexible with where they live. >> our median sales price in davidson county is currently at \$500,000. and when you have minimum wage of 7.25 it makes it difficult for people to find housing in davidson county however, it's not impossible. it's being willing to look at some zip codes that aren't as popular. >> so nearly 34,000 homes sold in nashville in 2024. that's where 500 more than the year before total sales were up one percent when comparing year to



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**Local Broadcast Time** 5:07 AM CST  
**Category** News  
**Call Sign** WKRN (ABC)  
**Market** DMA: 26 Nashville, TN  
**Language** English

**Est. National Audience** 19,564  
**Est. National Publicity Value** USD \$3,571  
**Est. Local Audience** 19,564  
**Est. Local Publicity Value** USD \$3,571

people who never met him. the grand east of navy veteran donde harlow was concerned his funeral would be attended by just a few family members. so she shared the service. details on facebook and the word spread over 300 people ended up attending don's funeral on wednesday. he was a national native who spent most of his years in service stations along the mediterranean. he outlived his wife and most of his friends and didn't have any children of his own. but still the community showed up. for every. >> for 5 people that want do something. it will, you know, and and and always impressed by. people's hearts family members that were here and one that will see the pictures. are going to be like >> anthony said her uncle was a gregarious figure. he would have loved all of these people showing up and gathering in one place a special leaders with the **greater nashville realtors** association put out its 2024 year-end report. not



## TV News 2 at 3pm

5

**Time** Jan 8, 2025 4:18 PM EST**Local Broadcast Time** 3:18 PM CST**Category** News**Call Sign** WKRN (ABC)**Market** DMA: 26 Nashville, TN**Language** English**Est. National Audience** 15,871**Est. National Publicity Value** USD \$1,777**Est. Local Audience** 15,871**Est. Local Publicity Value** USD \$1,777

see, it remains quite windy here in pacific palisades. the threat is not over. back to you. >> so much devastation. >> well, here at home leaders with the **greater nashville realtors** association just put out their 2024 year and report. not only does it show home sales are up, but it also highlights why some areas are performing at the top of the list. news two's greg johnson is in studio with the details court. that's right. kendall goodlettsville madison old hickory antioch and the priest lake area have all been deemed the 5 most affordable zip codes. according to **greater nashville realtors**, the reason their affordability and remaining close to downtown experts say they're seeing a resurgence of interest in investment in these particular zip codes. >> as buyers are willing to be more flexible with location if they're getting priced out. but no longer wanting to rent nearly 34,000 homes sold in nashville in 2024 and that's



## 🌐 The most affordable and expensive zip codes around Nashville

6

**Date Collected** Jan 7, 2025 3:53 PM EST**Category** Digital News**Source** [WSMV](#)**Author** Caleb Wethington**Est. Audience** 38,584**Est. Publicity Value** USD \$1,179**Market** Nashville, TN**Language** English

... continues to be an attractive destiny for out-of-state residents due to a number of factors.

(Daniel Smithson | FILE)

NASHVILLE, Tenn. (WSMV) - A Nashville realty group has shared a list of the most expensive and affordable zip codes throughout Music City to begin 2025.

According to the **Greater Nashville Realtors**, the list was compiled based on closings and median sales prices within Davidson County zip codes from 2024.

The most affordable zip code is 37217 (Priest Lake) with a median sales price of \$328,000 — while the most expensive zip code, 37215 (Green Hills), had a median sales price of \$1,162,000 ...



## TV NewsChannel 5 at 9AM

7

**Time** Jan 2, 2025 10:05 AM EST**Local Broadcast Time** 9:05 AM CST**Category** News**Call Sign** WTVF (CBS)**Market** DMA: 26 Nashville, TN**Language** English**Est. National Audience** 35,893**Est. National Publicity Value** USD \$4,873**Est. Local Audience** 35,893**Est. Local Publicity Value** USD \$4,873

of 24 kuz now 2025. and this year, the **greater nashville realtors** association does expect a shift in consumer confidence and people to be more accepting of a 67% mortgage rate. course, demand and inventory should also be in line for the first time in about a decade. and they remind if your metro water customer prepared to pay more on your bill this year. starting in february, you'll see a near 3% increase in your water and sewer rates. that's both for residential and commercial customers. metro water says each 2 gallons of water will cost around one cent and the increase allows them they say, to secure funding for critical water and sewer projects while also ensuring future funding. and this new year, many of us made some serious resolutions about health and fitness. it's day 2, but how many thoughts actually last and no one ever does for me. so we want look at some ways to help you stay on track in our air pointer joins us live from fuse fitness in north east nashville. eric, what tip should people keep in mind?



## TV NewsChannel 5 This Morning

8

**Time** Jan 2, 2025 7:10 AM EST**Local Broadcast Time** 6:10 AM CST**Category** News**Call Sign** WTVF (CBS)**Market** DMA: 26 Nashville, TN**Language** English**Est. National Audience** 43,718**Est. National Publicity Value** USD \$6,563**Est. Local Audience** 43,718**Est. Local Publicity Value** USD \$6,563

people wonder what does that into prices talk and more inventory. so answer is. >> more so in inventory and demand. so that's where there were balance comes in. but that's according to some of the real estate industry professionals, interest rates in 2024, along with a roller coaster, mortgage rates discourage homebuyers and it caused a lot of people to push pause on their plans. so we reached out to the **greater nashville realtors** association to get your questions answered. according to freddie mac, the average 30 year fixed rate mortgage range from 6.0 8% to 7.0. 44% from november 2023 to november 2024, however, in 2025 the **greater nashville realtors** association expect a shift in consumer confidence and for people to be more accepting of a 6 to 7% mortgage rate demand and inventory should also be in line for the first time in about a decade. but experts say the type of home you looking for may still be hard to find.



## TV NewsChannel 5 This Morning

9



**Time** Jan 2, 2025 6:10 AM EST  
**Local Broadcast Time** 5:10 AM CST  
**Category** News  
**Call Sign** WTVF (CBS)  
**Market** DMA: 26 Nashville, TN  
**Language** English

**Est. National Audience** 29,511  
**Est. National Publicity Value** USD \$5,706  
**Est. Local Audience** 29,511  
**Est. Local Publicity Value** USD \$5,706

home sales this year. tony sloan joins us live at the breakdown of how this might look at. and, tony, they say things could be a bit more balance this year. so it explain so a lot of people maybe wanted about that's what it's all about inventory and demand. >> not so much about a lot of price is a lot of people wondering, but that's according to some of the real estate industry professionals now interest rates in 2024, along with a roller coaster, mortgage rates discourage homebuyers and it caused a lot of people are to push pause on their plans. so we reached out to the **greater nashville realtors** association to get your questions answered. according to freddie mac, the average 30 year fixed rate mortgage range from 6.0 8% to 7.0. 44% from november 2023 to november of 2024, however, in 2025 the **greater nashville realtors** association, they're expecting a shift in consumer confidence and people to be more accepting of a 6 to 7%



**TV** **NewsChannel 5 This Morning**  
**Time** Jan 2, 2025 5:10 AM EST  
**Local Broadcast Time** 4:10 AM CST  
**Category** News  
**Call Sign** WTVF (CBS)  
**Market** DMA: 26 Nashville, TN  
**Language** English

**Est. National Audience** 15,618  
**Est. National Publicity Value** USD \$3,969  
**Est. Local Audience** 15,618  
**Est. Local Publicity Value** USD \$3,969

10

rate mortgage range from 6.0 8% to 7.0. 44 1% from november 2023 to november of 2024, however, in 2025 the **greater nashville realtors** association, they expect a shift in consumer confidence and people to be more accepting of a 6 to 7% mortgage rate and demand and inventory should also be in line for the first time in about a decade. but experts say the type of home you looking for may still be hard to find. >> what we're still lacking is that resale inventory. so many homes have been maybe even 2 to 3 years that people would dream of moving into are just not coming on the market at the rate that we would like. that's kind of causing that. you know, a cramp in the demand market. talk to your realtor, talk to your lender and, you know, make sure that you have an understanding of what neighborhoods and markets are already seeing that competitiveness and which ones are on the upswing because that might be where you have your best chance to really thrive. >> yes, a while. it is difficult to predict what the entire year holds. remember, there's a lot of pent-up demand and delaying a purchase



**TV** **NewsChannel 5 This Morning**  
**Time** Jan 2, 2025 5:09 AM EST  
**Local Broadcast Time** 4:09 AM CST  
**Category** News  
**Call Sign** WTVF (CBS)  
**Market** DMA: 26 Nashville, TN  
**Language** English

**Est. National Audience** 15,618  
**Est. National Publicity Value** USD \$3,969  
**Est. Local Audience** 15,618  
**Est. Local Publicity Value** USD \$3,969

11

to create an account. it also allows parents to have access to privacy controls and screen time limits. now that law has gone into effect, but it is also likely to be charged to be a challenge in the court, especially by those major social media platforms. send it back to studio. >> thanks. new year may be a new home. experts believe a boost in consumer confidence might lead to more home sales this year. tony sloan's here in studio with a breakdown of what this might look like. and tony, they say things could be one of a bit more balance this year's that, right? yes, so that's the terminology that sing. warning some of those real estate professionals going on for a lot of people to that, though. but that is what they're saying. you know, interest rates in 2024. >> along with the roller coaster mortgage range discourage homebuyers and cause a lot of people to push pause on their plans. so we reached out to the **greater nashville realtors** association to get some questions answered on this. according to freddie mac, the average 30 year fixed



**TV** **NewsChannel 5 at 5**  
**Time** Jan 1, 2025 6:11 PM EST  
**Local Broadcast Time** 5:11 PM CST  
**Category** News  
**Call Sign** WTVF (CBS)  
**Market** DMA: 26 Nashville, TN  
**Language** English

**Est. National Audience** 58,263  
**Est. National Publicity Value** USD \$4,834  
**Est. Local Audience** 58,263  
**Est. Local Publicity Value** USD \$4,834

12

? contrave helps keep ? those cravings away constantly checking out real estate apps waiting for that perfect moment to buy a home interest rates in 2024. caused a lot of potential home buyers to push pause on their plans. right? so with that in mind, we had some questions for the **greater nashville realtors** association. here's hannah mcdonald with more on the 2025 real estate market. >> for many in the nashville real estate market 2024 required. staying put. >> roller coaster mortgage rates discouraged a lot of potential homebuyers when they thought they are going to be moving all that time. it was hard for them to actually become accustomed to what that actual monthly budget would be. but in 2025 to **greater nashville realtors** association expects a shift in consumer confidence and people to be



**TV** **Will Nashville's real estate market find stability after a volatile 2024?**  
**Date Collected** Jan 1, 2025 10:29 AM EST  
**Category** Digital News  
**Source** [NewsChannel 5](#)  
**Author** Hannah McDonald

**Est. Audience** 40,758  
**Est. Publicity Value** USD \$505  
**Market** Nashville, TN  
**Language** English

13

SOUTH NASHVILLE, Tenn. (WTVF) — Many of you are waiting for that perfect moment to buy a home.

Interest rates in 2024 caused a lot of potential homebuyers to push pause on their plans.

So with that in mind, we asked the **Greater Nashville Realtors** Association your top questions about the 2025 real estate market.

We know rollercoaster mortgage rates discouraged homebuyers. According to Freddie Mac, the average 30-year fixed-rate mortgage ranged from 6.08% to 7.44% from November 2023 to November 2024.

However, in 2025, the ... Association expects a shift in consumer confidence and people to be more accepting of a 6 to 7 percent mortgage rate.

"I think buyers are now starting to feel a lot more comfortable in that 6 to 7 and the main reason for that is they're able to budget more precisely," said Jack Gaughan, 2025 **Greater Nashville Realtors** Association President. "When they thought they were going to move all that time, it was hard for them to become accustomed to what that monthly budget will be, and now they're steady in that 6-7 now they can really know what they can and cannot afford."

In 2025, the real estate market will also be ...



### 🌐 **We asked the Greater Nashville Realtors Association your top questions about the 2025 real estate market**

14

**Date Collected** Jan 1, 2025 10:03 AM EST

**Market** United States

**Category** Digital News

**Language** English

**Source** [News Channel 5 Nashville](#)

**Author** Hannah McDonald

SOUTH NASHVILLE, Tenn. (WTVF) — Many of you are waiting for that perfect moment to buy a home.

Interest rates in 2024 caused a lot of potential homebuyers to push pause on their plans.

So with that in mind, we asked the **Greater Nashville Realtors** Association your top questions about the 2025 real estate market.

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"I think buyers are now starting to feel a lot more comfortable in that 6 to 7 and the main reason for that is they're able to budget more precisely," said Jack Gaughan, 2025 **Greater Nashville Realtors** Association President. "When they thought they were going to move all that time, it was hard for them to become accustomed to what that monthly budget will be, and now they're steady in that 6-7 now they can really know what they can and cannot afford."

In 2025, the real estate market will also be ...

## Radio

**Mentions** 1   **Audience** 96,100   **Publicity** USD \$189



### 📻 **WPLN**

15

**Time** Jan 10, 2025 6:06 PM EST

**Est. Audience** 96,100

**Local Broadcast Time** 5:06 PM CST

**Est. Publicity Value** USD \$189

**Call Sign** WPLN (NPR)

**Market** DMA: 26 Nashville, TN

**Language** English

And I %hesitation I just pull mamba miles number bag and i'm now mark ironic the perfect you thought because he says snow like this is no problem for him he moved to nashville year ago from chicago where he saw much larger and more frequent storms and will data shows that home sales in nashville are largely static though inventory has gone up W. P. L. Is cynthia abrams reports that numbers still haven't rebounded from the post endemic slop over the course of the last twelve months nearly thirty four thousand homes were sold in middle tennessee that's on par with the amount sold the year before but that here twenty twenty three some major decrease in home sales falling by sixteen percent that's according to data from the **greater nashville realtors** as twenty twenty four numbers show the markets still hasn't fully bounced back though inventory is rising sterile at the end of the

## Digital & Print

**Mentions** 43   **Audience** 161,614,359   **Publicity** USD \$2,507,649



### 🌐 **Waiting to buy a home? The time to buy is now | Opinion**

16



**Date Collected** Jan 29, 2025 6:55 AM EST  
**Category** Digital News  
**Source** [Yahoo! Finance](#)  
**Author** Collyn Wainwright

**Est. Audience** 11,456,870  
**Est. Publicity Value** USD \$253,190  
**Market** United States  
**Language** English

... follows the wisdom of the old adage: the best time to invest was 20 years ago, and the second-best time is today. Despite a slower market, home prices remain strong. With an average of 86 people moving to Nashville daily, housing demand continues to drive growth.

Collyn Wainwright is President of **Greater Nashville Realtors**. A Realtor is a member of the National Association of Realtors who subscribes to its strict code of ethics. You can reach Collyn at 615-383-6964 or [collyn@collyn.com](mailto:collyn@collyn.com)

This article originally appeared on Nashville Tennessean: Waiting to buy a home



## [Waiting to buy a home? The time to buy is now | Opinion](#)



17

**Date Collected** Jan 29, 2025 6:27 AM EST  
**Category** Digital News  
**Source** [Tennessean](#)

**Est. Audience** 108,687  
**Est. Publicity Value** USD \$2,113  
**Market** Johnson City, TN  
**Language** English

... follows the wisdom of the old adage: the best time to invest was 20 years ago, and the second-best time is today. Despite a slower market, home prices remain strong. With an average of 86 people moving to Nashville daily, housing demand continues to drive growth.

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## [Is there a best time to buy a home? Historically, yes](#)



18

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**Date Collected** Jan 26, 2025 10:11 AM EST  
**Category** Print  
**Source** [The Tennessean \(Nashville, Tennessee\)](#)

**Est. Audience** 21,559  
**Est. Publicity Value** USD \$408  
**Market** Johnson City, TN  
**Language** English

... . Additionally, getting pre-approved with a lender ensures you're ready to act quickly when you find the right home.

By preparing in advance and working with professionals, you'll be well-positioned to make a smart and confident purchase - no matter the season.

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The Real Deal

Collyn Wainwright

Guest columnist

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## [Rental market trends: What's on the horizon?: Several factors will affect Nashville area in 2025](#)



19

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(Requires Critical Mention login)

**Date Collected** Jan 25, 2025 9:32 AM EST  
**Category** Print  
**Source** [The Tennessean \(Nashville, Tennessee\)](#)  
**Author** By, Molly Davis, Nashville Tennessean

**Est. Audience** 21,559  
**Est. Publicity Value** USD \$173  
**Market** Johnson City, TN  
**Language** English

... hopefuls feel locked out and some homeowners feel locked in.

For those holding off on buying for now, continuing to rent remains the best option.

How mortgage rates will change in 2025 remains to be seen, and many analysts agree the outlook is uncertain. Collyn Wainwright, president of the **Greater Nashville Realtors** Association, said she's telling buyers to reconsider waiting indefinitely waiting for better rates.

"We are seeing a lot of pent-up demand," Wainwright said during a recent panel discussion with The Tennessean.

"I don't see these rates dropping significantly any time soon. If you want to get in, ...

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Online News

(Requires Critical Mention login)

## Will Nashville rents continue to grow in 2025? These are the rental market trends to watch



20

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**Date Collected** Jan 24, 2025 10:19 AM EST

**Category** Digital News

**Source** [The Tennessean Online](#)

**Est. Audience** 543

**Est. Publicity Value** USD \$4

**Market** Johnson City, TN

**Language** English

... hopefuls feel locked out and some homeowners feel locked in. For those holding off on buying for now, continuing to rent remains the best option.

How mortgage rates will change in 2025 remains to be seen, and many analysts agree the outlook is uncertain. Collyn Wainwright, president of the **Greater Nashville Realtors** Association, said she's telling buyers to reconsider waiting indefinitely waiting for better rates.

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Online News

(Requires Critical Mention login)

## Middle Tennessee housing market: Home sales, prices are on the rise



21

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(Requires Critical Mention login)

**Date Collected** Jan 20, 2025 12:40 AM EST

**Category** Digital News

**Source** [The Tennessean Online](#)

**Est. Audience** 543

**Est. Publicity Value** USD \$8

**Market** Johnson City, TN

**Language** English

Middle Tennessee's tight housing market appears to be loosening, with increasing home sales and an uptick in for-sale properties, according to new 2024 data.

[Link to Image](#)

**Greater Nashville Realtors** recently released its monthly home sales report for December 2024 alongside market data for the fourth quarter of last year and total closings for the entire year.

While the report contains a wealth of data, here are key takeaways that shed light on the housing market's performance in 2024 and ... a long-time property, navigating a dynamic market like that across Greater Nashville requires expertise and guidance. A trusted Realtor is your best ally to understand market trends, seize opportunities, and make informed decisions that align with your goals.

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This article originally appeared on Nashville Tennessean: Middle Tennessee housing market: Home sales, prices are on the rise

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Online News

(Requires Critical Mention login)

## Middle Tennessee home sales, prices are on the rise



22

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(Requires Critical Mention login)

**Date Collected** Jan 19, 2025 10:19 AM EST

**Category** Print

**Source** [The Tennessean \(Nashville, Tennessee\)](#)

**Est. Audience** 21,559

**Est. Publicity Value** USD \$360

**Market** Johnson City, TN

**Language** English

Middle Tennessee's tight housing market appears to be loosening, with increasing home sales and an uptick in for-sale properties, according to new 2024 data.

Greater Nashville Realtors recently released its monthly home sales report for December 2024 alongside market data for the fourth quarter of last year and total closings for the entire year.

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The Real Deal

Collyn Wainwright

Guest columnist

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## **Middle Tennessee housing market: Home sales, prices are on the rise**

23

**Date Collected** Jan 19, 2025 9:14 AM EST

**Est. Audience** 11,456,870

**Category** Digital News

**Est. Publicity Value** USD \$243,116

**Source** [Yahoo! Finance](#)

**Market** United States

**Author** Collyn Wainwright

**Language** English

Middle Tennessee's tight housing market appears to be loosening, with increasing home sales and an uptick in for-sale properties, according to new 2024 data.

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While the report contains a wealth of data, here are key takeaways that shed light on the housing market's performance in 2024 and ... a long-time property, navigating a dynamic market like that across Greater Nashville requires expertise and guidance. A trusted Realtor is your best ally to understand market trends, seize opportunities, and make informed decisions that align with your goals.

Collyn Wainwright is President of **Greater Nashville Realtors**. A Realtor is a member of the National Association of Realtors who subscribes to its strict code of ethics. You can reach Collyn at 615-383-6964 or [collyn@collyn.com](mailto:collyn@collyn.com)

This article originally appeared on Nashville Tennessean: Middle Tennessee housing market: Home sales, prices are on the rise



## **Middle Tennessee housing market: Home sales, prices are on the rise**

24

**Date Collected** Jan 19, 2025 6:17 AM EST

**Est. Audience** 108,687

**Category** Digital News

**Est. Publicity Value** USD \$2,119

**Source** [Tennessean](#)

**Market** Johnson City, TN

**Language** English

Middle Tennessee's tight housing market appears to be loosening, with increasing home sales and an uptick in for-sale properties, according to new 2024 data.

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## **2024 turns out to be a winner in area home sales**

25

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**Date Collected** Jan 17, 2025 2:45 PM EST

**Est. Audience** 11,000

**Category** Print

**Est. Publicity Value** USD \$152

**Source** [The Ledger: Nashville Edition \(Tennessee\)](#)

**Market** Nashville, TN

**Language** English

New **Greater Nashville Realtors** president Collyn Wainwright is off to a hot start, reporting promising numbers for both December and 2024 as a whole.

"The real estate market in Middle Tennessee continues to show resilience, as evidenced by the 1% increase in total sales for 2024," she explains.



Online News



26

## Middle Tenn.'s stories to watch in 2025

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**Date Collected** Jan 17, 2025 9:36 AM EST

**Category** Print

**Source** [The Tennessean \(Nashville, Tennessee\)](#)

**Author** By, Keith Sharon, Nashville Tennessean

**Est. Audience** 21,559

**Est. Publicity Value** USD \$45

**Market** Johnson City, TN

**Language** English

... out-of-state move-ins and newborns - a trend the GNRC expects to continue.

"Counties like Maury, Dickson, Sumner and others allow buyers to attain homeownership at a more affordable price while still being in close proximity to where they work, whether that is in the Nashville MSA or not," 2024 **Greater Nashville REALTORS®** Vice President of Member Engagement Jack Gaughan explained.

- Andy Humbles

What about the weather?

Middle Tennessee has seen more than its fair share of severe weather in recent years, including some deadly tornadoes. The most recent outbreak was in May 2024, when areas of Maury and Rutherford ...



Online News



27

## Wilson sees 132 \$1M-plus home sales; Upward trend continues; figure was 18 in 2019

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(Requires Critical Mention login)

**Date Collected** Jan 17, 2025 9:36 AM EST

**Category** Print

**Source** [The Tennessean \(Nashville, Tennessee\)](#)

**Author** By, Andy Humbles, Nashville Tennessean

**Est. Audience** 21,559

**Est. Publicity Value** USD \$434

**Market** Johnson City, TN

**Language** English

Wilson County had 123 homes sell for \$1 million or more in 2024 as single-family home values trended upward based on sales, according to **Greater Nashville Realtors**.

The county had 75 homes sell for \$1 million or more in 2023. In 2019, Wilson County had 18 homes sell for \$1 million or more.

The highest selling home in Wilson County for 2024 was:

8520 Saundersville Road, Mt. Juliet - \$6.75 million. The 5,498-square-foot home was built in 2023 on seven acres ... and it was described as a lakeside property by Old Hickory Lake. A gym and outdoor water fountains are among the amenities described.

The next highest sales were listed over \$3 million in Watertown and Lebanon, according to **Greater Nashville Realtors**. They were:

1682 Smith Hollow Road, Watertown - \$3.4 million. A hilltop cattle farm on just under 130 acres with a custom home built in 2021, as well as a guest house, barns, green house and ponds.

510 Davis Road, Lebanon - \$3.35 million. Three properties sold as one. They included an 11,194- ... square-foot home on just over 20 acres with a private boat dock, a heated saltwater pool and detached pool house.

Overall, the median sales price for a single-family home sold in 2024 in Wilson County was \$490,000, compared to \$479,990 in 2023, according to the **Greater Nashville Realtors**. There were 2,523 single-family home closings last year compared to 2,565 in 2024.

Other median sales prices in 2024 for Nashville suburban counties include:

Cheatham - \$400,000

Robertson - \$369,250

Rutherford - \$449,900

Sumner - \$452,900

Williamson - \$977,519.

Wilson County also had 435 ... condominiums sold in 2024 at a median price of \$314,220, according to **Greater Nashville Realtors**. The median

price for condominiums in 2023 was slightly higher at \$318,000 spread over 348 sales.

The average time a home for sale spent on the market in 2024 in Wilson County was 42 days, which **Greater Nashville Realtors** spokesperson Blake Stewart said is one indicator of a " ...

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Online News

(Requires Critical Mention login)

## **Wilson County saw 123 homes sell for over \$1M in 2024: Check out the most expensive**



28

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**Date Collected** Jan 17, 2025 7:30 AM EST  
**Category** Digital News  
**Source** [The Tennessean Online](#)

**Est. Audience** 543  
**Est. Publicity Value** USD \$10  
**Market** Johnson City, TN  
**Language** English

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• 510 Davis Road, Lebanon - \$3.35 million. Three properties sold as one. They included an 11,194- ... square-foot home on just over 20 acres with a private boat dock, a heated saltwater pool and detached pool house.

[Link to Image](#)

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## **Wilson County has 123 homes sell for over \$1M in 2024 as values climb**



29

**Date Collected** Jan 17, 2025 6:12 AM EST  
**Category** Digital News  
**Source** [Tennessean](#)  
**Author** Andy Humbles

**Est. Audience** 108,687  
**Est. Publicity Value** USD \$2,544  
**Market** Johnson City, TN  
**Language** English

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Online News

## 🌐 **2024 turns out to be a winner in area home sales**

30

**Date Collected** Jan 16, 2025 9:32 AM EST  
**Category** Digital News  
**Source** [The Nashville Ledger](#)

**Est. Audience** 3,604  
**Est. Publicity Value** USD \$54  
**Market** Nashville, TN  
**Language** English

Updated 7:26AM

New **Greater Nashville Realtors** president Collyn Wainwright is off to a hot start, reporting promising numbers for both December and 2024 as a whole.

"The real estate market in Middle Tennessee continues to show resilience, as evidenced by the 1% increase in total sales for 2024," she explains. That would be the equivalent of a ...



## 🔴 **Nashville's top performing housing markets of 2024**

31

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**Date Collected** Jan 16, 2025 7:39 AM EST  
**Category** Print  
**Source** [Nashville Business Journal \(Nashville, TN\)](#)  
**Author** Ella Castronuovo

**Est. Audience** 15,268  
**Est. Publicity Value** USD \$306  
**Market** United States  
**Language** English

The results for Davidson County's 2024 top-performing ZIP codes are in - and its top contenders won't come as a shock to many.

For the second year in a row, Priest Lake closed out 2024 as the most affordable market in Nashville, with a median sales price of \$328,000, according to data compiled by **Greater Nashville Realtors**.

When it comes to the most closings based on year-to-date sales, Antioch takes the lead with 1,064 closings, with its next closest competitor, Crieve Hall, at 885 closings.

**Greater Nashville Realtors** pulled data for every ZIP code in Davidson County and ranked the top five ... markets based on closings and median sales price.

According to Denise Moore, principal broker at Nashville-based Bradford Real Estate Group, Priest Lake being the most affordable Davidson County ZIP code didn't come as a surprise.

Moore, who has been in real estate for six years and is **Greater Nashville Realtors**' 2025 secretary/treasurer, said the area has a lot of townhouses and single-family units.

That, paired with it being a little farther from downtown, makes it the ideal candidate for first-time home buyers and younger buyers that are looking for affordable, lower-priced living, she said.

And ...

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## 🌐 **Nashville's top performing housing markets of 2024**

32

**Date Collected** Jan 15, 2025 11:31 PM EST

**Category** Digital News

**Source** [Nashville Business Journal](#)

**Author** Ella Castronuovo

**Est. Audience** 581,474

**Est. Publicity Value** USD \$13,140

**Market** United States

**Language** English

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And ...



Online News

## 🌐 **New GNR president optimistic about the 2025 housing market**

33

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**Date Collected** Jan 13, 2025 9:55 AM EST

**Category** Print

**Source** [The Tennessean \(Nashville, Tennessee\)](#)

**Est. Audience** 21,559

**Est. Publicity Value** USD \$296

**Market** Johnson City, TN

**Language** English

As the incoming president of **Greater Nashville Realtors**, it is an honor to connect with you in this weekly column, which has long served as a resource for the real estate community and consumers alike.

My name is Collyn Wainwright, and I am proud to serve our dynamic and thriving region. As a Realtor with over a decade of experience, I've had the ... should focus on getting pre-approved for financing and working closely with a Realtor. Sellers should ensure their homes are well-presented and competitively priced. Real-estate investments, too, offer opportunities for those consulting with trusted professionals.

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The Real Deal

Collyn Wainwright

Guest columnist

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Online News

## 🌐 **New GNR president: Why I'm optimistic about the 2025 housing market**

34

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**Date Collected** Jan 13, 2025 12:41 AM EST

**Category** Digital News

**Source** [The Tennessean Online](#)

**Est. Audience** 543

**Est. Publicity Value** USD \$7

**Market** Johnson City, TN

**Language** English

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Link to Image

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This article originally appeared on Nashville Tennessean: New GNR president: Why I'm optimistic about the 2025 housing market

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## Once less popular areas now among 'hottest' zip codes in Davidson County: Report

Date Collected Jan 8, 2025 9:07 PM EST

Category Digital News

Source [Yahoo! News](#)

Author Kori Johnson

Est. Audience 13,913,761

Est. Publicity Value USD \$415,336

Market United States

Language English

NASHVILLE, Tenn. (WKRN) — People looking to buy a home in Nashville are turning to more affordable zip codes that have not been as popular, according to **Greater Nashville Realtors**' 2024 year-end report.

The report shows 33,935 homes in Nashville sold in 2024, which is up slightly from the year before. In fact, December was a shining month for the region, with closings 15% higher than the same time in 2023.

A few areas that claimed the top spots for the hottest zip codes ... are areas that were not as popular previously.

"That shows that we do have resilience in our market and some stability," said Collyn Wainwright, the 2025 president for **Greater Nashville Realtors**. "Due to the fact that they are now so affordable. We have five different zip codes: the Priest Lake area, Madison, Goodlettsville, Old Hickory and Antioch have all been deemed the five most affordable zip codes based on our median sales price."

The median sales price for a home in Davidson County ...



35

NashvillePost

## Area home sales see 1 percent increase year over year

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Date Collected Jan 8, 2025 4:47 PM EST

Category Print

Source [Nashville Post \(Tennessee\)](#)

Author William Williams

Est. Audience 40,000

Est. Publicity Value USD \$576

Market Nashville, TN

Language English

The Nashville area saw 2,842 home closings in December and 33,935 homes sold for 2024.

According to a **Greater Nashville Realtors** (GNR) press release, the figures compare to 2,463 closings in December 2023 (an increase of 15 percent) and 33,429 closings for 2023 (up 1 percent).

For comparison with the monthly number, the Nashville area saw 2,567 home closings in November and 2,841 home sales in October.

The GNR release ... 6.9 percent, according to various online sources. The figure had dipped to about 6.4 percent in August before steadily rising since then.

"The real estate market in Middle Tennessee continues to show resilience, as evidenced by the 1 percent increase in total sales for 2024," Collyn Wainwright, **Greater Nashville Realtors** 2025 president, said in the release.

The GNR data was collected from Cheatham, Davidson, Dickson, Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

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36



## Area Home Sales See 1 Percent Increase Year Over Year

Date Collected Jan 8, 2025 1:29 PM EST

Category Digital News

Source [Thenewstn.com](#)

Author William Williams

Est. Audience 6,521

Est. Publicity Value USD \$115

Market Nashville, TN

Language English

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37

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Online News

## **Wildfires and Extreme Weather Are Big Concerns for Homebuyers. How to See Your Risk.**

38

**Date Collected** Jan 8, 2025 10:33 AM EST

**Category** Digital News

**Source** [MSN United States](#)

**Est. Audience** 39,235,913

**Est. Publicity Value** USD \$362,177

**Market** United States

**Language** English

... Emergency Management Agency also maps potential hazards through its National Risk Index and maintains maps that designate which homes require flood insurance.

A buyer should consider First Street's scores as a starting point for further research, says Collyn Wainwright, the president of the **Greater Nashville Realtors** board of directors. "I would encourage consumers to use it as a guideline to then ask more questions about a property," she says. "Talking to your homeowners' insurance agent or broker is going to give you a much clearer, [more] accurate picture of what the risk is for that particular home." ...



Online News

## **Most expensive homes in Nashville this year**

39

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**Date Collected** Jan 8, 2025 10:08 AM EST

**Category** Print

**Source** [The Tennessean \(Nashville, Tennessee\)](#)

**Author** By, Molly Davis, Nashville Tennessean

**Est. Audience** 21,559

**Est. Publicity Value** USD \$205

**Market** Johnson City, TN

**Language** English

... prices grew by about 6% by most estimates in 2024.

"Nashville's record-breaking home sales underscore our city's growing reputation as a destination for corporate headquarters, high-net-worth individuals, and top talent in sports, music, and entertainment," said Kevin Wilson, 2024 president of **Greater Nashville Realtors**. "As Nashville grows, we anticipate even more milestones in the years ahead."

Housing market growth seems likely to keep strong momentum in 2025.

The greater Nashville area continues to attract the attention of homebuyers from all over the U.S. According to a November analysis by Redfin, the most ... interest is coming from residents of Los Angeles, Chicago and San Francisco.

Luxury new-build communities have also cropped up, adding housing inventory in the \$1 million to \$6 million range throughout Davidson, Williamson and Wilson counties. **Greater Nashville Realtors** member Kelly Ladwig said it's also not uncommon to see homes priced between \$6 million and \$15 million in the Nashville area.

"I think it's super exciting because it puts Nashville in a different realm," Ladwig said. "It wasn't too long ago where we didn't see very many \$5 million or \$6 million ...

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## **Nashville home sales are up 15% in December**

40

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**Date Collected** Jan 7, 2025 7:36 PM EST

**Category** Print

**Source** [Nashville Business Journal \(Nashville, TN\)](#)

**Author** Ella Castronuovo

**Est. Audience** 15,268

**Est. Publicity Value** USD \$307

**Market** United States

**Language** English

Home sales in Nashville were up again in December.

Closings increased 15% over December 2023, according to data released today from **Greater Nashville Realtors**.

"The real estate market in Middle Tennessee continues to show resilience, as evidenced by the 1% increase in total sales for 2024," said Collyn Wainwright, **Greater Nashville Realtors** 2025 president, in a news release.

There were 2,842 closings in Greater Nashville last month, ... in December closings signals increased consumer confidence, while increasing inventory levels and stable days on market offer more opportunities for buyers in the coming year," Wainwright said in the release.

Single-family homes are currently on the market for an average of 50 days, according to **Greater Nashville Realtors**.

**Greater Nashville Realtors** collects data from nine Middle Tennessee counties: Cheatham, Davidson, Dickson, Maury, Robertson, Rutherford, Sumner, Williamson and Wilson.

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### 🌐 **Subscribers only Area home sales see 1 percent increase year over year**

41

**Date Collected** Jan 7, 2025 2:32 PM EST

**Category** Digital News

**Source** [Nashville Post](#)

**Author** William Williams

**Est. Audience** 9,782

**Est. Publicity Value** USD \$1,755

**Market** Nashville, TN

**Language** English

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According to a **Greater Nashville Realtors** (GNR) press release, the figures compare to 2,463 closings in December 2023 (an increase of 15 percent) and 33,429 closings for 2023 (up 1 percent).

Collyn Wainwright



### 🌐 **Area home sales see 1 percent increase year over year**

42

**Date Collected** Jan 7, 2025 2:13 PM EST

**Category** Digital News

**Source** [Nashville Post](#)

**Author** William Williams

**Est. Audience** 9,782

**Est. Publicity Value** USD \$1,755

**Market** Nashville, TN

**Language** English

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### 🌐 **Nashville home sales are up 15% in December**

43

**Date Collected** Jan 7, 2025 1:31 PM EST

**Category** Digital News

**Source** [Nashville Business Journal](#)

**Author** Ella Castronuovo

**Est. Audience** 581,474

**Est. Publicity Value** USD \$12,957

**Market** United States

**Language** English

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How many homes sold in Nashville in December?

There were 2 ... , while increasing inventory levels and stable days on market offer more opportunities for buyers in the coming year," Wainwright said in the release.

How long does it take for a house to sell in Nashville?

Single-family homes are currently on the market for an average of 50 days, according to **Greater Nashville Realtors**.

**Greater Nashville Realtors** collects data from nine Middle Tennessee counties: Cheatham, Davidson, Dickson, Maury, Robertson, Rutherford, Sumner, Williamson and Wilson.



### 🌐 **Watch live panel on 2025 outlook for the Middle Tennessee real estate market**

44

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**Date Collected** Jan 7, 2025 9:34 AM EST

**Category** Digital News

**Source** [The Tennessean Online](#)

**Est. Audience** 543

**Est. Publicity Value** USD \$13

**Market** Johnson City, TN

**Language** English

Three Nashville area professionals will offer their insights into the 2025 real estate market on a live panel discussion.

The Tennessean in partnership with **Greater Nashville REALTORS®** presents the 2025 Housing Market Panel at 6 p.m. CT on Thursday, Jan. 9. Watch on the video player below at that time.

Our topics will include market growth, accessible housing for different income types, the effect of interest rates and more.

You can add comments and questions directly on The ...

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## [Watch live panel on 2025 outlook for the Middle Tennessee real estate market](#)

**Date Collected** Jan 7, 2025 7:40 AM EST

**Category** Digital News

**Source** [Yahoo! News](#)

**Author** David Plazas, Nashville Tennessean

**Est. Audience** 13,913,761

**Est. Publicity Value** USD \$643,410

**Market** United States

**Language** English

Three Nashville area professionals will offer their insights into the 2025 real estate market on a live panel discussion.

The Tennessean in partnership with **Greater Nashville REALTORS®** presents the 2025 Housing Market Panel at 6 p.m. CT on Thursday, Jan. 9. Watch on the video player below at that time.

Our topics will include market growth, accessible housing for different income types, the effect of interest rates and more.

You can add comments and questions directly on The ...



46

## [Watch: Live panel on 2025 outlook for Middle TN real estate market](#)

**Date Collected** Jan 7, 2025 7:26 AM EST

**Category** Digital News

**Source** [Leaf Chronicle](#)

**Author** David Plazas

**Est. Audience** 2,772

**Est. Publicity Value** USD \$110

**Market** Clarksville, TN

**Language** English

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You can add comments and questions directly on The ... Tennessean's YouTube channel or you can email me at [dplazas@tennessean.com](mailto:dplazas@tennessean.com).

The panelists are:

Collyn Wainwright is broker and sales manager at Parks-Compass | Pilkerton and president of **Greater Nashville REALTORS®**

Jacob Kupin is REALTOR® at The Kupin Group and the District 19 Nashville-Davidson County Metro Council member

Elizabeth Gatlin is broker, owner and architect at Southern Athena and board member at **Greater Nashville REALTORS®**

The Tennessean growth and development reporter Molly ...



47

## [Watch: Live panel on 2025 outlook for Middle TN real estate market](#)

**Date Collected** Jan 7, 2025 7:17 AM EST

**Category** Digital News

**Source** [Tennessean](#)

**Author** David Plazas

**Est. Audience** 108,687

**Est. Publicity Value** USD \$3,265

**Market** Johnson City, TN

**Language** English

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Elizabeth Gatlin is broker, owner and architect at Southern Athena and board member at **Greater Nashville REALTORS®**



Online News

## 🌐 **Climate-Risk Scores Are the New Big Number for Homebuyers**

↗ 48

**Date Collected** Jan 7, 2025 3:22 AM EST

**Category** Digital News

**Source** [MSN United States](#)

**Est. Audience** 39,235,913

**Est. Publicity Value** USD \$362,177

**Market** United States

**Language** English

... Emergency Management Agency also maps potential hazards through its National Risk Index and maintains maps that designate which homes require flood insurance.

A buyer should consider First Street's scores as a starting point for further research, says Collyn Wainwright, the president of the **Greater Nashville Realtors** board of directors. "I would encourage consumers to use it as a guideline to then ask more questions about a property," she says. "Talking to your homeowners' insurance agent or broker is going to give you a much clearer, [more] accurate picture of what the risk is for that particular home." ...

↗

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## 🌐 **Cheaper home prices drive growth in more affordable neighborhoods**

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most interest is coming from residents of Los Angeles, Chicago and San Francisco.

[Link to Image](#)

Luxury new-build communities have also cropped up in the region, adding housing inventory in the \$1 million to \$6 million range throughout Davidson, Williamson and Wilson counties. **Greater Nashville Realtors** member Kelly Ladwig said it's also not uncommon to see homes priced between \$6 million and \$15 million in the Nashville area.

"I think it's super exciting because it puts Nashville in a different realm," Ladwig said. "It wasn't too long ago where we didn't see very many \$5 million or \$6 million ...

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## 🌐 **Here are The Tennessean's top 25 stories to watch in 2025 from Titans, crime and politics**

51

**Date Collected** Jan 6, 2025 6:33 AM EST

**Est. Audience** 108,687

**Category** Digital News

**Est. Publicity Value** USD \$243

**Source** [Tennessean](#)

**Market** Johnson City, TN

**Author** Keith Sharon

**Language** English

... out-of-state move-ins and newborns – a trend the GNRC expects to continue.

"Counties like Maury, Dickson, Sumner and others allow buyers to attain homeownership at a more affordable price while still being in close proximity to where they work, whether that is in the Nashville MSA or not," 2024 **Greater Nashville REALTORS®** Vice President of Member Engagement Jack Gaughan explained.

— Andy Humbles

What about the weather?

Middle Tennessee has seen more than its fair share of severe weather in recent years, including some deadly tornadoes. The most recent outbreak was in May 2024, when areas of Maury and Rutherford ...



Online News

## 🌐 **The Nashville Tennessean's 25 stories to watch in 2025 from Tennessee Titans to politics**

52

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**Date Collected** Jan 6, 2025 1:12 AM EST

**Est. Audience** 543

**Category** Digital News

**Est. Publicity Value** USD \$1

**Source** [The Tennessean Online](#)

**Market** Johnson City, TN

**Language** English

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[Link to Image](#)

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## 🌐 **The Nashville Tennessean's 25 stories to watch in 2025 from Tennessee Titans to politics**

53

**Date Collected** Jan 5, 2025 4:39 PM EST

**Est. Audience** 24,719

**Category** Digital News

**Est. Publicity Value** USD \$229

**Source** [OurCommunityNow.com](#)

**Market** United States

**Language** English

... out-of-state move-ins and newborns – a trend the GNRC expects to continue. "Counties like Maury, Dickson, Sumner and others allow buyers to attain homeownership at a more affordable price while still being in close proximity to where they work, whether that is in the Nashville MSA or not," 2024 **Greater Nashville REALTORS®** Vice President of Member Engagement Jack Gaughan explained.

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## dnj® The Tennessean's top 25 stories to watch in 2025

54

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**Date Collected** Jan 5, 2025 10:02 AM EST

**Category** Print

**Source** [The Daily News Journal, Murfreesboro, TN](#)

**Author** By, Nashville Tennessean | USA TODAY NETWORK - TENNESSEE

**Est. Audience** 15,800

**Est. Publicity Value** USD \$33

**Market** Murfreesboro, TN

**Language** English

... out-of-state move-ins and newborns - a trend the GNRC expects to continue. "Counties like Maury, Dickson, Sumner and others allow buyers to attain homeownership at a more affordable price while still being in close proximity to where they work, whether that is in the Nashville MSA or not," 2024 **Greater Nashville REALTORS®** Vice President of Member Engagement Jack Gaughan explained.

- Andy Humbles

Titans enter 2025 after woeful 2024

The 2024 NFL season was a transition year for the Titans, and not necessarily a smooth one. Wins were hard to come by because of poor offense, bad fourth quarters and too many ...

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## dnj® The Nashville Tennessean's 25 stories to watch in 2025 from Tennessee Titans to politics

55

**Date Collected** Jan 5, 2025 8:06 AM EST

**Category** Digital News

**Source** [Yahoo! News](#)

**Author** Keith Sharon, Nashville Tennessean

**Est. Audience** 13,913,761

**Est. Publicity Value** USD \$32,893

**Market** United States

**Language** English

... out-of-state move-ins and newborns - a trend the GNRC expects to continue.

"Counties like Maury, Dickson, Sumner and others allow buyers to attain homeownership at a more affordable price while still being in close proximity to where they work, whether that is in the Nashville MSA or not," 2024 **Greater Nashville REALTORS®** Vice President of Member Engagement Jack Gaughan explained.

— Andy Humbles

Traffic drives along Dickerson Pike in Nashville, Tenn., Wednesday, Sept. 4, 2024.

What about the weather?

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## dnj® Here are The Tennessean's top 25 stories to watch in...

56

**Date Collected** Jan 5, 2025 8:06 AM EST

**Category** Digital News

**Source** [Tennessean](#)

**Author** Keith Sharon

**Est. Audience** 108,687

**Est. Publicity Value** USD \$243

**Market** Johnson City, TN

**Language** English

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## dnj® Maybe predicting the year ahead isn't that complicated

57

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Online News

**Date Collected** Jan 3, 2025 1:41 PM EST  
**Category** Print  
**Source** [The Ledger: Nashville Edition \(Tennessee\)](#)

**Est. Audience** 11,000  
**Est. Publicity Value** USD \$106  
**Market** Nashville, TN  
**Language** English

... 45 years. Her vast knowledge of the intricacies of the transaction coupled with her propensity to infuse humor into even the most intense negotiations were her trademark.

Integrated into her Southern charm was an immense business acumen, and she never lost a deal.

She has been recognized by the **Greater Nashville Realtors** for the lifetime Elite Award of Excellence, and her service and awards date back to the times when the trade association was known as the Nashville Board of Realtors, a group that honored her with the Million Dollar Sales Award when a million dollars was quite a bit of money.

It was impossible to ...

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### Maybe predicting the year ahead isn't that complicated



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**Date Collected** Jan 2, 2025 9:55 AM EST  
**Category** Digital News  
**Source** [The Nashville Ledger](#)

**Est. Audience** 3,604  
**Est. Publicity Value** USD \$35  
**Market** Nashville, TN  
**Language** English

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