

GREATER
NASHVILLE
REALTORS®
SINCE 1891

June 2025

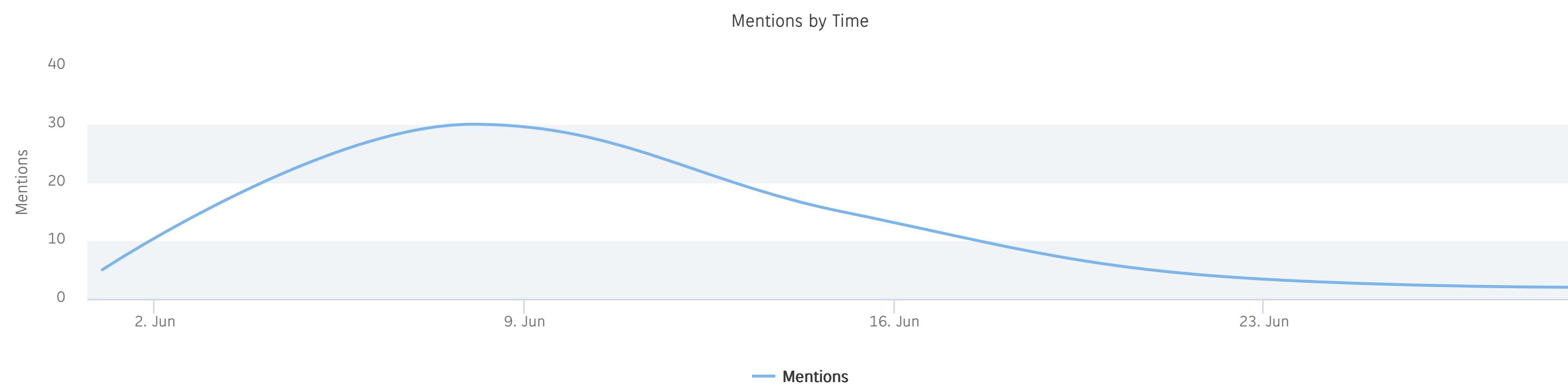
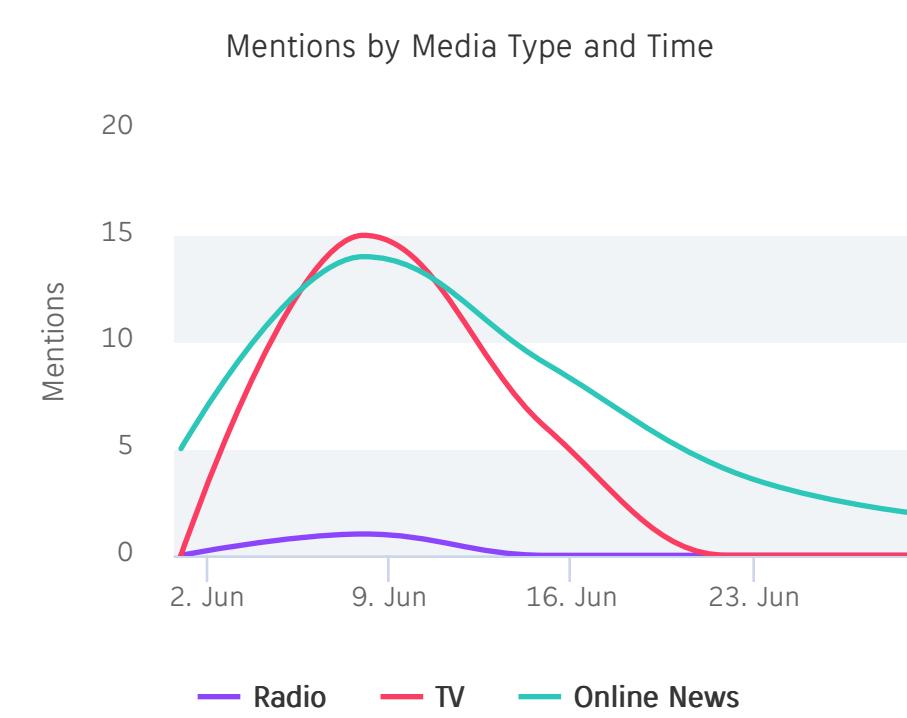
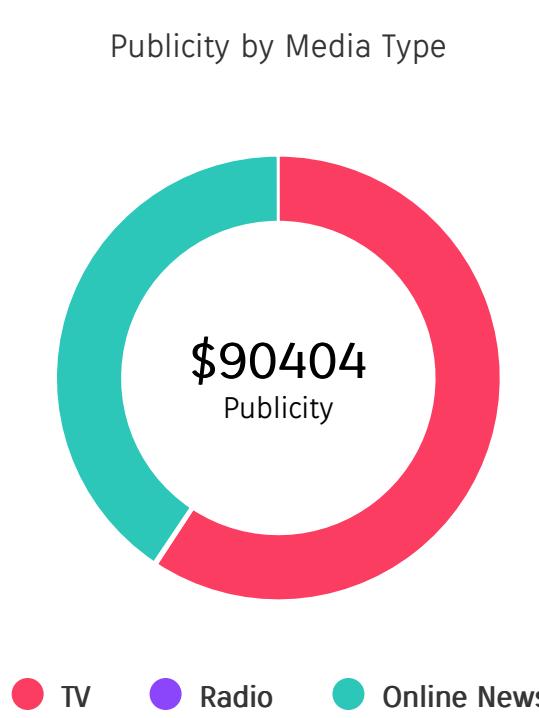
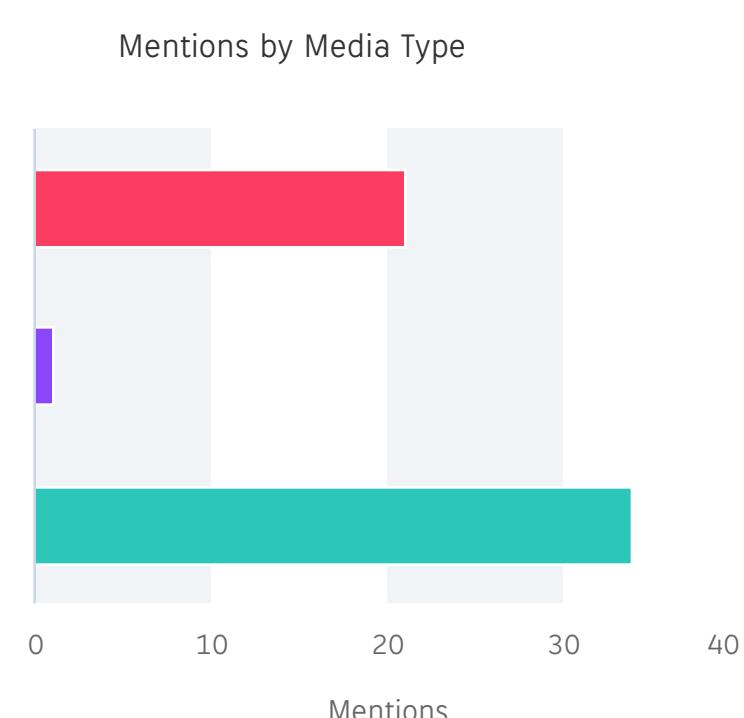
Sections

[TV \(13\)](#)

[Radio \(5\)](#)

[Digital & Print \(34\)](#)

Mention Analytics



Total National TV Audience
508,794

Total National TV Publicity
USD \$53,546

Total Local TV Audience
508,794

Total Local TV Publicity
USD \$53,546

Total Radio Audience
100,879

Total Publicity Value
USD \$176

Total Online + Print Audience
4,400,962

Total Online + Print Publicity
USD \$36,682



NewsChannel 5 at 5am

Time Jun 19, 2025 6:35 AM EDT
 Local Broadcast Time 5:35 AM CDT
 Category News
 Call Sign WTVF (CBS)
 Market DMA: 26 Nashville, TN
 Language English

Est. National Audience 45,308
 Est. National Publicity Value USD \$7,051
 Est. Local Audience 45,308
 Est. Local Publicity Value USD \$7,051

1

recently share with you that the housing market is beginning to turn in favor of buyers, but you might find there are fewer options for brand new homes. >> that's because last month, construction of new homes actually dropped to its lowest level in 5 years. the u.s. census bureau said new home builds dropped nearly 10% from april to may. it hasn't been that low since may of 2020 when the pandemic stall, the housing market. as for home sales greater nashville realtors said last month parts of the mid-state experience a near 10% drop in closings compared to may of last year. that includes a drop in davidson cheatham, robertson, rutherford and sumner counties. dixon, it williamson and wilson counties held steady, though and home closings last month. tomorrow, the first day of summer. but the heat already on that means your electric bill probably on the rise to our carrie sharp, actually talked with nashville electric about programs that you can take advantage of to make sure your home is energy efficient. >> so the big program we talked about a lot as a partnership with tva, which is home up with, which is all



News 2 at 4pm

Time Jun 18, 2025 5:06 PM EDT
 Local Broadcast Time 4:06 PM CDT
 Category News
 Call Sign WKRN (ABC)
 Market DMA: 26 Nashville, TN
 Language English

Est. National Audience 42,871
 Est. National Publicity Value USD \$3,694
 Est. Local Audience 42,871
 Est. Local Publicity Value USD \$3,694

2

least use. that teaches the employees. if i find is that people that would tend to view, send to the schools that were trying to protect these all time is so nice to just group. 1, 1, that different from everybody was, you know, thing we should we that notion. but again, i think for all those people that are talking about increase taxes. please do know that i'm a dense pmi for putting money went my taxes increase. and so we only impacted. >> ryan and talk with greater nashville. realtors says most property owners will be paying an additional 50 to \$150 a month because of this tax increase. he says since the pandemic, it's become increasingly harder to find affordable housing. but there are options out there for those who are struggling. >> a lot of programs out there that can help them get into a down payment assistance 100% financing programs. our job as realtors to help us to help



News 2 at 11am

Time Jun 18, 2025 12:35 PM EDT
 Local Broadcast Time 11:35 AM CDT
 Category News
 Call Sign WKRN (ABC)
 Market DMA: 26 Nashville, TN
 Language English

Est. National Audience 28,020
 Est. National Publicity Value USD \$2,651
 Est. Local Audience 28,020
 Est. Local Publicity Value USD \$2,651

3

keep homes affordable jackson. well, peyton ryan adcock with greater nashville. realtors says property owners will be paying. most of them will be paying an additional \$5250 a month because of that tax increase. he tells me it's becoming more and more difficult find affordable housing in nashville, especially following the pandemic where home prices skyrocketed but says it's something that metro leaders in the greater nashville realtors team have been working on to find ways to make home ownership more accessible. >> adcock explains that there are measures and dollars put in this time around to address this crisis. gnr says while this is a difficult problem to solve. there are a lot of programs available that folks are not taking advantage of. >> for the most part, a lot of my clients were their values came back it at or maybe a little bit below world out a rough like the market value was, but there were a handful of big comeback. you probably 50%. 75% higher than what thought. it should be. so that would help them fossum informo views and try to get that



News 2 at 11am

Time Jun 18, 2025 12:06 PM EDT
 Local Broadcast Time 11:06 AM CDT
 Category News
 Call Sign WKRN (ABC)
 Market DMA: 26 Nashville, TN
 Language English

Est. National Audience 28,020
 Est. National Publicity Value USD \$2,651
 Est. Local Audience 28,020
 Est. Local Publicity Value USD \$2,651

4

top or maybe flavoring the icing a little bit. but this thing was fully baked when we got it. >> and the new budget goes into effect on july. 1st and we do have a calculator to help you determine your tax increase. that's available on wkrn dot com. part of the budget is that 26% raising property taxes. it's the first increase since 2020 jackson pigeon spoke with real estate experts about this. she joins us live to discuss what they think the impact will be on residents here in davidson county,

jackson. well, peyton rat, brian adcock with greater nashville. realtors says most property owners will be experienced about a 50 to a \$150 month increase because of this tax raise. now he says it's becoming more and difficult to afford housing in nashville, especially following the pandemic. >> were some prices skyrocketed but says it's something that metro leaders and the crash greater nashville realtors team have been working to find solutions for dnr says while this is a difficult problem to solve their a lot of programs

TV

Mentions 13 Audience 331,669 Publicity USD \$33,580



TV WSMV 4 News 8a Sunday

5

Time Jun 15, 2025 9:06 AM EDT

Est. National Audience 45,212

Local Broadcast Time 8:06 AM CDT

Est. National Publicity Value USD \$3,062

Category News

Est. Local Audience 45,212

Call Sign WSMV (NBC)

Est. Local Publicity Value USD \$3,062

Market DMA: 26 Nashville, TN

Language English

are a democracy -- and that the popular vote that happened in november shouldn't be outruled by the lesser vote. there aren't any kings or rulers in the united states....the 51 percent cannot oppose the other 49 percent. (but too) president obama said it..elections have consequences gallatin police did attend the rally to ensure that it stayed peaceful. one person that was driving by was arrested for causing a disruption. fewer people are buying homes in several parts of the midstate. greater nashville realtors say there has been a nine percent drop in home closings compared to this time last year. cheatham.. maury, robertson, rutherford and sumner are also seeing some decline. but there's been no change in dickson, williamson and wilson counties. this year, the median price for a single-family home was just over 506– thousand dollars., while last year's was priced



TV WSMV 4 News 6a Sunday

6

Time Jun 15, 2025 7:06 AM EDT

Est. National Audience 17,047

Local Broadcast Time 6:06 AM CDT

Est. National Publicity Value USD \$2,270

Category News

Est. Local Audience 17,047

Call Sign WSMV (NBC)

Est. Local Publicity Value USD \$2,270

Market DMA: 26 Nashville, TN

Language English

they told our crews that we are a democracy -- and that the popular vote that happened in november shouldn't be outruled by the lesser vote. there aren't any kings or rulers in the united states....the 51 percent cannot oppose the other 49 percent. (but too) president obama said it..elections have consequences gallatin police did attend the rally to ensure that it stayed peaceful. one person that was driving by was arrested for causing a disruption. fewer people are buying homes in several parts of the midstate. greater nashville realtors say there has been a nine percent drop in home closings compared to this time last year. cheatham.. maury, robertson, rutherford and sumner are also seeing some decline. but there's been no change in dickson, williamson and wilson counties. this year, the median price for a single-family home was just



TV WSMV 4 News Today 5a

7

Time Jun 12, 2025 6:47 AM EDT

Est. National Audience 16,187

Local Broadcast Time 5:47 AM CDT

Est. National Publicity Value USD \$2,387

Category News

Est. Local Audience 16,187

Call Sign WSMV (NBC)

Est. Local Publicity Value USD \$2,387

Market DMA: 26 Nashville, TN

Language English

dependents. medicaid helps children thrive in school, supports care for serious conditions like cancer and heart disease and ensures families can access preventative care before emergencies arrive most republicans are siding with the president on the bill. the goal is to get is passed by july 4th. but it's expected to face an uphill battle in the senate. fewer people are buying homes in several parts of the midstate. greater nashville realtors says there has been a nine percent drop in home closings compared to this time last year. cheatham.. maury, robertson, rutherford and sumner are also seeing some decline. but there's been no change in dickson, williamson and wilson counties. this year, the median price for a single-family home was just over 506– thousand dollars., while last year's was priced at less than half a million. condo's are priced at around 349– thousand. that's actually



TV WSMV 4 News Today 4a

8

Time Jun 12, 2025 5:47 AM EDT
Local Broadcast Time 4:47 AM CDT
Category News
Call Sign WSMV (NBC)
Market DMA: 26 Nashville, TN
Language English

Est. National Audience 8,272
Est. National Publicity Value USD \$1,404
Est. Local Audience 8,272
Est. Local Publicity Value USD \$1,404

npr and pbs. she introduced a new bill. last year, blackburn called for npr to lose its funding. that's after it suspended an editor after he accused the network for embracing quote "progressive worldview". president trump signed an executive order on may first. it prevents federal dollars from going directly to npr and pbs. fewer people are buying homes in several parts of the midstate. greater nashville realtors says there has been a nine percent drop in home closings compared to this time last year. cheatham.. maury, robertson, rutherford and sumner are also seeing some decline. but there's been no change in dickson, williamson and wilson counties. this year, the median price for a single-family home was just over 506– thousand dollars., while last year's was priced at less than half a million. condo's are priced at around 349– thousand. that's actually two thousand dollars less than last year.



WSMV 4 News at Noon
1:00
Time Jun 10, 2025 1:49 PM EDT
Local Broadcast Time 12:49 PM CDT
Category News
Call Sign WSMV (NBC)
Market DMA: 26 Nashville, TN
Language English

Est. National Audience 37,940
Est. National Publicity Value USD \$3,212
Est. Local Audience 37,940
Est. Local Publicity Value USD \$3,212

9

applicants who have not yet received their visas will. new data shows a drop in home sales across nashville, but surrounding counties are actually staying pretty steady. greater nashville realtors says there's been a 9% drop in home closings compared to this time last year. numbers show no changes, though, in dickson, williamson and wilson counties, nashville is not the only area seeing a drop in home sales. cheatham, murray, robertson, rutherford and sumner are also seeing a decline as well. when it comes to owning a home, the hidden costs are around \$17,000 a year on average in tennessee. that's according to a new study from bankrate. the hidden costs are beyond a mortgage and include home insurance, property taxes, utility and energy costs, along with repairs and maintenance. kentucky's hidden costs around \$16,000 a year. it could cost more to cool your home this summer, but being proactive now could help you later on down the line. this year, the average electric bill



WSMV 4 News Today 6a
1:00
Time Jun 10, 2025 7:45 AM EDT
Local Broadcast Time 6:45 AM CDT
Category News
Call Sign WSMV (NBC)
Market DMA: 26 Nashville, TN
Language English

Est. National Audience 26,877
Est. National Publicity Value USD \$2,948
Est. Local Audience 26,877
Est. Local Publicity Value USD \$2,948

10

animals on the farm before he bolted. taylor ford explained his first reaction after seeing ed in that harness being lifted by a helicopter. >> biggest relief you could ever imagine. >> i was worried that someone was going to get hurt. i was worried that this was going to, you know, become a not not a happy ending to the story. >> taylor says he should have listened to his wife and thought about buying the zebra might be trouble. >> well, fisk university ending its gymnastics program. the school says the team's final season of competition will be spring 2026. fisk made history two years ago, becoming the first historically black college and university gymnastics team to compete at the ncaa level. but the school says it's struggling to schedule competition and build a strong recruiting pipeline. >> new data shows there's been a drop in home sales across nashville, but surrounding counties are actually staying steady. greater nashville realtors says there's been a 9% decrease in home closings



WSMV 4 News Today 5a
1:00
Time Jun 10, 2025 6:44 AM EDT
Local Broadcast Time 5:44 AM CDT
Category News
Call Sign WSMV (NBC)
Market DMA: 26 Nashville, TN
Language English

Est. National Audience 17,228
Est. National Publicity Value USD \$2,515
Est. Local Audience 17,228
Est. Local Publicity Value USD \$2,515

11

the n-c-double-a level. but the school says it's struggling to schedule competition and build a strong recruiting pipeline. new data shows there's been a drop in home sales across nashville... but surrounding counties are actually staying steady. greater nashville realtors says there's been a 9 percent decrease in home closings compared to this time last year. numbers show there's been no changes in dickson, williamson and wilson counties. nashville isn't the only area seeing a drop in home sales... cheatham, maury, robertson, rutherford and sumner also seeing some decline. when it comes to owning a home... the hidden costs are around 17– thousand and 333 dollars a year...on average in tennessee. this according to a new study from bankrate. these hidden costs are beyond a mortgage... and include home insurance, property taxes, utility and energy costs, along with repairs and maintenance. kentucky's hidden costs are around 16 thousand



TV WSMV 4 News Today 4a

12

Time Jun 10, 2025 5:35 AM EDT

Local Broadcast Time 4:35 AM CDT

Category News

Call Sign WSMV (NBC)

Market DMA: 26 Nashville, TN

Language English

Est. National Audience 9,803

Est. National Publicity Value USD \$1,770

Est. Local Audience 9,803

Est. Local Publicity Value USD \$1,770

charges will be filed after an incident involving a trans woman last month. it happened at the extra space storage center here on charlotte pike. investigators telling us that tyler flanagan and her friend accused a group of workers of using homophobic slurs, while police say video showing that flanagan threw a milkshake at one of them. that worker hit flanagan shortly after she shared that video on social media, saying that she had bruises and injured her neck. and new data showing that there's been a drop in home sales across the city of nashville. but surrounding counties are actually staying pretty steady. greater nashville realtors saying that there's been a 9% decrease in home closings compared to this time last year. those numbers showing that there's been no change in dickson, williamson and wilson counties. nashville isn't the only area, though. seeing that drop in sales. cheatham, murray, robertson, rutherford and sumner county also seen a little decline when it comes to owning one of those homes. the hidden costs are around \$17,000 and \$333 a year on average here in tennessee. that's according to a



TV WSMV 4 News at 10p Repeat

13

Time Jun 10, 2025 2:08 AM EDT

Local Broadcast Time 1:08 AM CDT

Category News

Call Sign WSMV (NBC)

Market DMA: 26 Nashville, TN

Language English

Est. National Audience 5,822

Est. National Publicity Value USD \$916

Est. Local Audience 5,822

Est. Local Publicity Value USD \$916

july 11th, august 8th, and september 19th. new data shows there's been a drop in home sales across nashville... but surrounding counties are actually staying steady. greater nashville realtors says there's been a 9 percent decrease in home closings compared to this time last year. numbers show there's been no changes in dickson, williamson and wilson counties. nashville isn't the only area seeing a drop in home sales... cheatham, maury, robertson, rutherford and sumner also seeing some decline. when it comes to owning a home... the hidden costs are around 17– thousand and 333 dollars a year...on average in tennessee. this according to a new study from bankrate. these hidden costs are beyond a mortgage... and include home insurance, property taxes, utility and energy costs, along with repairs and maintenance. kentucky's hidden costs are around 16 thousand and 432 dollars a year. it could cost more to cool your home this summer. but taking proactive action*now -- could have you thanking yourself later. this year --



TV WSMV 4 News at 10p

14

Time Jun 9, 2025 11:30 PM EDT

Local Broadcast Time 10:30 PM CDT

Category News

Call Sign WSMV (NBC)

Market DMA: 26 Nashville, TN

Language English

Est. National Audience 26,245

Est. National Publicity Value USD \$4,930

Est. Local Audience 26,245

Est. Local Publicity Value USD \$4,930

family. free concerts will happen once a month through september. the next dates are july 11th, august 8th, and september 19th. new data shows there's been a drop in home sales across nashville... but surrounding counties are actually staying steady. greater nashville realtors says there's been a 9 percent decrease in home closings compared to this time last year. numbers show there's been no changes in dickson, williamson and wilson counties. nashville isn't the only area seeing a drop in home sales... cheatham, maury, robertson, rutherford and sumner also seeing some decline. when it comes to owning a home... the hidden costs are around 17– thousand and 333 dollars a year...on average in tennessee. this according to a new study from bankrate. these hidden costs are beyond a mortgage... and include home insurance, property taxes, utility and energy costs, along with repairs and maintenance. kentucky's hidden costs are around 16 thousand and 432 dollars a year. it could cost more to cool your home this summer. but taking proactive action*now



TV WSMV 4 News 630p

15

Time Jun 9, 2025 7:40 PM EDT

Local Broadcast Time 6:40 PM CDT

Category News

Call Sign WSMV (NBC)

Market DMA: 26 Nashville, TN

Language English

Est. National Audience 49,304

Est. National Publicity Value USD \$3,132

Est. Local Audience 49,304

Est. Local Publicity Value USD \$3,132

counties are actually staying steady. greater nashville realtors says there's been a 9 percent decrease in home closings compared to this time last year. numbers show there's been no changes in dickson, williamson and wilson counties. nashville isn't the only area seeing a drop in home sales... cheatham, maury, robertson, rutherford and sumner also seeing some decline. when it comes to owning a home... the hidden costs are around 17– thousand and 333 dollars a year...on average in tennessee. this according to a new study from bankrate. these hidden costs are beyond a mortgage... and include home insurance, property taxes, utility and

energy costs, along with repairs and maintenance. kentucky's hidden cost along with repairs and maintenance. kentucky's hidden costs are around \$16,432 a year.
>> well, we had rain. we had thunderstorms today, but things have calmed down. now we're getting a little sunshinere



WSMV 4 News 4p

16

Time Jun 9, 2025 5:27 PM EDT
Local Broadcast Time 4:27 PM CDT
Category News
Call Sign WSMV (NBC)
Market DMA: 26 Nashville, TN
Language English

Est. National Audience 41,756
Est. National Publicity Value USD \$3,015
Est. Local Audience 41,756
Est. Local Publicity Value USD \$3,015

counties are actually staying steady. greater nashville realtors says there's been a 9 percent decrease in home closings compared to this time last year. numbers show there's been no changes in dickson, williamson and wilson counties. nashville isn't the only area seeing a drop in home sales... cheatham, maury, robertson, rutherford and sumner also seeing some decline. more protests in los angeles after ice operations spark demonstrations. we'll have an update from the city in just a few minutes. <>> <>>



WSMV 4 News 3p

17

Time Jun 9, 2025 4:25 PM EDT
Local Broadcast Time 3:25 PM CDT
Category News
Call Sign WSMV (NBC)
Market DMA: 26 Nashville, TN
Language English

Est. National Audience 29,976
Est. National Publicity Value USD \$2,019
Est. Local Audience 29,976
Est. Local Publicity Value USD \$2,019

to support whole body health. >> and get it down. >> welcome back. this monday afternoon, we have new data that shows there's been a drop in home sales across nashville, but surrounding counties are actually staying steady. the greater nashville realtors group says there's been a 9% decrease in home closings compared to this time last year. numbers show there have been no changes, though, in dickson, williamson or wilson counties. nashville isn't the only area seeing a drop in home sales. cheatham. murray, robertson, rutherford and sumner are also seeing some decline when it comes to owning

Radio

Mentions 5 Audience 133,785 Publicity USD \$4,095



WPLN

18

Time Jun 10, 2025 5:35 PM EDT
Local Broadcast Time 4:35 PM CDT
Call Sign WPLN (NPR)
Market DMA: 26 Nashville, TN
Language English

Est. Audience 100,879
Est. Publicity Value USD \$176

Was elite tonight this multiple times and said that workers claims that they don't have P. P. R. Both false and malicious but that's been something that workers shared with us the massive facility and going dale kentucky visible from interstate sixty five has not yet reached full production workers are asking for concerns to be addressed while pursuing a unionization vote home sales were down nine percent in may the fourth month in a row with fewer sales in the same of the year ago the greater nashville realtors note sales were down in most counties surrounding the city as well the most reliable places for residential closings were dixon williamson and wilson counties the average time on the market for single family home was forty seven days support for N. P. R. Comes from the station and from the lode star foundation inspired by the principle that helping someone else less fortunate is a path to a happier healthier and more meaningful life learn more at low star foundation



AM Kentucky

19

Time Jun 10, 2025 9:52 AM EDT
Local Broadcast Time 8:52 AM CDT
Category News
Call Sign WBKODT2 (Fox)
Market DMA: 180 Bowling Green, KY
Language English

Est. National Audience 2,564
Est. National Publicity Value USD \$266
Est. Local Audience 2,564
Est. Local Publicity Value USD \$266

now turning to your consumer news ... where new data shows there s been a drop in home sales across nashville... but surrounding counties are actually staying steady. greater nashville realtors says there s been a 9-percent decrease in home closings compared to this time last year. numbers show there s been no changes in dickson, williamson and wilson counties. nashville isn t the only area seeing a drop in home sales. cheatham ... maury ... robertson, rutherford and sumner also

seeing some decline.



AM Kentucky

20

Time Jun 10, 2025 8:51 AM EDT

Local Broadcast Time 7:51 AM CDT

Category News

Call Sign WBKODT2 (Fox)

Market DMA: 180 Bowling Green, KY

Language English

Est. National Audience 2,161

Est. National Publicity Value USD \$211

Est. Local Audience 2,161

Est. Local Publicity Value USD \$211

now turning to your consumer news ... where new data shows there s been a drop in home sales across nashville... but surrounding counties are actually staying steady. greater nashville realtors says there s been a 9-percent decrease in home closings compared to this time last year. numbers show there s been no changes in dickson, williamson and wilson counties. nashville isn t the only area seeing a drop in home sales. cheatham ... maury ... robertson, rutherford and sumner also seeing some decline. and when it comes to owning a home... the hidden costs are around 17-thousand and 333 dollars a year...on average in tennessee.



AM Kentucky

21

Time Jun 10, 2025 7:49 AM EDT

Local Broadcast Time 6:49 AM CDT

Category News

Call Sign WBKO (ABC)

Market DMA: 180 Bowling Green, KY

Language English

Est. National Audience 17,400

Est. National Publicity Value USD \$1,822

Est. Local Audience 17,400

Est. Local Publicity Value USD \$1,822

now turning to your consumer news ... where new data shows there s been a drop in home sales across nashville... but surrounding counties are actually staying steady. greater nashville realtors says there s been a 9-percent decrease in home closings compared to this time last year. numbers show there s been no changes in dickson, williamson and wilson counties. nashville isn t the only area seeing a drop in home sales. cheatham ... maury ... robertson, rutherford and sumner



AM Kentucky

22

Time Jun 10, 2025 6:50 AM EDT

Local Broadcast Time 5:50 AM CDT

Category News

Call Sign WBKO (ABC)

Market DMA: 180 Bowling Green, KY

Language English

Est. National Audience 10,781

Est. National Publicity Value USD \$1,620

Est. Local Audience 10,781

Est. Local Publicity Value USD \$1,620

now turning to your consumer news ... where new data shows there s been a drop in home sales across nashville... but surrounding counties are actually staying steady. greater nashville realtors says there s been a 9-percent decrease in home closings compared to this time last year. numbers show there s been no changes in dickson, williamson and wilson counties. nashville isn t the only area seeing a drop in home sales. cheatham ... maury ... robertson, rutherford and sumner also seeing some decline. and when it comes to owning a home... the hidden costs are around 17-thousand and 333 dollars a year...on average in tennessee. this according to a new study from bankrate. these hidden costs are beyond a mortgage...

Digital & Print

Mentions 34 Audience 4,400,962 Publicity USD \$36,682



The Kid From "Punk'd" And Other Child TV Personalities Are A Lot Bigger Now — Here's What They Look Like Today

23

Date Collected Jun 29, 2025 3:51 PM EDT

Category Digital News

Source BuzzFeed

Author Mychal Thompson

Est. Audience 3,429,067

Est. Publicity Value USD \$19,020

Market United States

Language English

... , a business owner (in cosmetics and fragrances), and a member of the Greater Nashville Realtors, following in her father's footsteps.

24.

Daniel "Diggy" Simmons II ...



Online News

Housing opportunities increase as market shifts

24

Copyright 2025 The Tennessean All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 29, 2025 10:07 AM EDT

Category Print

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

Est. Audience 21,559

Est. Publicity Value USD \$423

Market Johnson City, TN

Language English

Opportunities in the housing market – both nationally and here in Middle Tennessee – are becoming more abundant. But with opportunity comes the need for both buyers and sellers to adjust their strategies to get the best deal possible.

In the Greater Nashville region, housing inventory has been climbing steadily since the start of the year. The latest May data shows a 32% increase in active listings compared to the same time last year. Month-to-month figures also reveal consistent growth, with inventory up 7% from April to May, and 31% since January. ... , it's more important than ever to have the right guidance. A trusted Realtor can help you understand current trends, navigate negotiations, and make confident decisions – ensuring you're positioned for success no matter which side of the transaction you're on.

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

The Real Deal

Collyn Wainwright

Guest columnist

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis

25



Online News

Nashville-area homebuying opportunities rising as market shifts | Opinion

Copyright 2025 Gannett Media Corp All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 26, 2025 9:53 AM EDT

Category Digital News

Source [The Tennessean Online](#)

Author Collyn Wainwright

Est. Audience 543

Est. Publicity Value USD \$10

Market Johnson City, TN

Language English

Opportunities in the housing market — both nationally and here in Middle Tennessee — are becoming more abundant. But with opportunity comes the need for both buyers and sellers to adjust their strategies to get the best deal possible.

Link to Image

In the Greater Nashville region, housing inventory has been climbing steadily since the start of the year. The latest May data shows a 32% increase in active listings compared to the same time last year. Month-to-month figures also reveal consistent growth, with inventory up 7% from April to May, and 31% since January. ... , it's more important than ever to have the right guidance. A trusted Realtor can help you understand current trends, navigate negotiations, and make confident decisions — ensuring you're positioned for success no matter which side of the transaction you're on.

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 .

This article originally appeared on Nashville Tennessean: Nashville-area ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis

26



HOME SALES DIP AS PRICES RISE; Nashville area sees sharp decline in home sales as suburbs grow

Copyright 2025 The Leaf-Chronicle All Rights Reserved

Date Collected Jun 26, 2025 9:37 AM EDT

Category Print

Source [The Leaf-Chronicle \(Clarksville, Tennessee\)](#)

Author By, Alessia Sandala, Nashville Tennessean

Est. Audience 22,264

Est. Publicity Value USD \$261

Market Clarksville, TN

Language English

Home sales in the greater Nashville area experienced a sharp decline in May compared with the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared with May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability all are depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... to be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



[Nashville-area homebuying opportunities rising as market shifts | Opinion](#)



27

Date Collected Jun 26, 2025 6:35 AM EDT

Category Digital News

Source [Tennessean](#)

Est. Audience 108,687

Est. Publicity Value USD \$2,050

Market Johnson City, TN

Language English

Housing inventory in Greater Nashville increased 32% year-over-year in May.

Closings are up 7% from April to May in the Greater Nashville area.

Nationally, sellers outnumber buyers by almost 500,000.

Sellers are offering incentives like interest rate buy-downs and covering closing costs.

Experts predict a potential 1-2% dip in home prices over the next year.

Opportunities in the housing market — both nationally and here in Middle ... Tennessee — are becoming more abundant. But with opportunity comes the need for both buyers and sellers to adjust their strategies to get the best deal possible.

In the Greater Nashville region, housing inventory has been climbing steadily since the start of the year. The latest May data shows a 32% increase in active listings compared to the same time last year. Month-to-month figures also reveal consistent growth, with inventory up 7% from April to May, and 31% since January. ... , it's more important than ever to have the right guidance. A trusted Realtor can help you understand current trends, navigate negotiations, and make confident decisions — ensuring you're positioned for success no matter which side of the transaction you're on.



Online News

Nashville area home sales down, buyer opportunities growing

28

Copyright 2025 The Tennessean All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 22, 2025 10:09 AM EDT

Category Print

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

Est. Audience 21,559

Est. Publicity Value USD \$320

Market Johnson City, TN

Language English

At first glance, May's home sales data for the Greater Nashville region suggest a slowing housing market, with a 9% decline in single-family home closings compared to the same time last year. But a closer look reveals a more nuanced picture that highlights growing opportunities for homebuyers across the region.

Despite the year-over-year dip, home sales have The median sales price for single-family homes rose slightly to \$506,557, while condominiums experienced a small dip, settling at a median price of \$349,250. Pending sales also saw a modest increase, which could point to more movement in the coming months.

Home sellers outnumber buyers in the greater Nashville region

Available housing inventory continues to grow and has now surpassed pre-pandemic levels. A recent Redfin report noted that nationally, there are 34% more sellers than buyers. In the Nashville area, the gap is even more pronounced. As of April, the region ranked tenth on Redfin's list of top buyers' markets, with 14,935 sellers compared to 7,859 buyers. That seller-to-buyer difference of 90% reflects a shift that is creating better conditions for buyers.

With more homes on the market, buyers have more options and greater negotiating power. Sellers, in turn, are focusing on how best to prepare and price their homes to stay competitive.

This shift toward more favorable conditions for buyers, including homes sitting on the market for longer periods of time, could lead to slight price adjustments and better a trusted Realtor by your side is more valuable than ever. A knowledgeable professional can advocate on your behalf, help you understand current trends, and guide you through the process so you can secure the best deal and start building equity in your next home.

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

The Real Deal

Collyn Wainwright

Guest columnist

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | [© 2025 LexisNexis](#)



Online News

Nashville area home sales down overall, but buyer opportunities are growing | Opinion

29

Copyright 2025 Gannett Media Corp All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 20, 2025 11:28 AM EDT

Category Digital News

Source [The Tennessean Online](#)

Author Collyn Wainwright

Est. Audience 543

Est. Publicity Value USD \$7

Market Johnson City, TN

Language English

At first glance, May's home sales data for the Greater Nashville region suggest a slowing housing market, with a 9% decline in single-family home closings compared to the same time last year. But a closer look reveals a more nuanced picture that highlights growing opportunities for homebuyers across the region.

Link to Image

Despite the year-over-year dip, The median sales price for single-family homes rose slightly to \$506,557, while condominiums experienced a small dip,

settling at a median price of \$349,250. Pending sales also saw a modest increase, which could point to more movement in the coming months.

Home sellers outnumber buyers in the greater Nashville region

Available housing inventory continues to grow and has now surpassed pre-pandemic levels. A recent Redfin report noted that nationally, there are 34% more sellers than buyers. In the Nashville area, the gap is even more pronounced. As of April, ... the region ranked tenth on Redfin's list of top buyers' markets, with 14,935 sellers compared to 7,859 buyers. That seller-to-buyer difference of 90% reflects a shift that is creating better conditions for buyers.

[Link to Image](#)

With more homes on the market, buyers have more options and greater negotiating power. Sellers, in turn, are focusing on how best to prepare and price their homes to stay competitive.

This shift toward more favorable conditions for buyers, including homes sitting on the market for longer periods of time, could lead to slight price adjustments and better ... a trusted Realtor by your side is more valuable than ever. A knowledgeable professional can advocate on your behalf, help you understand current trends, and guide you through the process so you can secure the best deal and start building equity in your next home.

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.

This article originally appeared on Nashville Tennessean: Nashville area ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



[Nashville area home sales down overall, but buyer opportunities are growing | Opinion](#)

↗

30

Date Collected Jun 20, 2025 6:35 AM EDT

Est. Audience 108,687

Category Digital News

Est. Publicity Value USD \$1,536

Source [Tennessean](#)

Market Johnson City, TN

Language English

AI-assisted summary

Nashville area home sales decreased 9% year-over-year in May, but sales have risen steadily since the start of 2025.

Several counties surrounding Nashville maintained sales figures, while Davidson and other nearby counties saw an average 18% decline.

Median home prices remained relatively stable, and pending sales increased slightly.

Housing inventory has grown beyond pre-pandemic levels, creating a buyer's market with more options and negotiating ... power.

At first glance, May's home sales data for the Greater Nashville region suggest a slowing housing market, with a 9% decline in single-family home closings compared to the same time last year. But a closer look reveals a more nuanced picture that highlights growing opportunities for homebuyers across the region.

Despite the year-over-year dip, home sales have The median sales price for single-family homes rose slightly to \$506,557, while condominiums experienced a small dip, settling at a median price of \$349,250. Pending sales also saw a modest increase, which could point to more movement in the coming months.

Home sellers outnumber buyers in the greater Nashville region

Available housing inventory continues to grow and has now surpassed pre-pandemic levels. A recent Redfin report noted that nationally, there are 34% more sellers than buyers. In the Nashville area, the gap is even more pronounced. As of April, ... the region ranked tenth on Redfin's list of top buyers' markets, with 14,935 sellers compared to 7,859 buyers. That seller-to-buyer difference of 90% reflects a shift that is creating better conditions for buyers.

With more homes on the market, buyers have more options and greater negotiating power. Sellers, in turn, are focusing on how best to prepare and price their homes to stay competitive.

This shift toward more favorable conditions for buyers, including homes sitting on the market for longer periods of time, could lead to slight price adjustments and better ... a trusted Realtor by your side is more valuable than ever. A knowledgeable professional can advocate on your behalf, help you understand current trends, and guide you through the process so you can secure the best deal and start building equity in your next home.

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.



[HOME SALES DIP AS PRICES RISE; Nashville area sees sharp decline in home sales as suburbs grow](#)

↗

31

(Requires Critical Mention login)

Powered by

**Date Collected** Jun 18, 2025 9:32 AM EDT**Category** Print**Source** [The Tennessean \(Nashville, Tennessee\)](#)**Author** By, Alessia Sandala, Nashville Tennessean**Est. Audience** 21,559**Est. Publicity Value** USD \$253**Market** Johnson City, TN**Language** English

Home sales in the greater Nashville area experienced a sharp decline in May compared with the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared with May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability all are depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... to be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis

32

**HOME SALES DIP AS PRICES RISE; Nashville area sees sharp decline in home sales as suburbs grow**

Powered by



(Requires Critical Mention login)

Date Collected Jun 18, 2025 9:32 AM EDT**Category** Print**Source** [The Tennessean \(Nashville, Tennessee\)](#)**Author** By, Alessia Sandala, Nashville Tennessean**Est. Audience** 21,559**Est. Publicity Value** USD \$253**Market** Johnson City, TN**Language** English

Home sales in the greater Nashville area experienced a sharp decline in May compared with the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared with May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability all are depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... to be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



Online News

HOME SALES DIP AS PRICES RISE; Nashville area sees sharp decline in home sales as suburbs grow

33

Copyright 2025 The Tennessean All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 18, 2025 9:32 AM EDT

Est. Audience 21,559

Category Print

Est. Publicity Value USD \$253

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

Market Johnson City, TN

Author By, Alessia Sandala, Nashville Tennessean

Language English

Home sales in the greater Nashville area experienced a sharp decline in May compared with the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared with May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability all are depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... to be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



Online News

[HOME SALES DIP AS PRICES RISE; Nashville area sees sharp decline in home sales as suburbs grow](#)

34

Copyright 2025 The Tennessean All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 18, 2025 9:32 AM EDT

Est. Audience 21,559

Category Print

Est. Publicity Value USD \$253

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

Market Johnson City, TN

Author By, Alessia Sandala, Nashville Tennessean

Language English

Home sales in the greater Nashville area experienced a sharp decline in May compared with the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared with May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability all are depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... to be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



[HOME SALES DIP AS PRICES RISE; Nashville area sees sharp decline in home sales as suburbs like Rutherford County](#)

35

grow

Copyright 2025 The Daily News Journal All Rights Reserved

(Requires Critical Mention login)

Date Collected Jun 17, 2025 9:48 AM EDT

Category Print

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

Author By, Alessia Sandala, Nashville Tennessean

Est. Audience 15,800

Est. Publicity Value USD \$185

Market Murfreesboro, TN

Language English

Home sales in the greater Nashville area experienced a sharp decline in May compared with the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared with May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability all are depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... to be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



36



Online News

 [HOME SALES DIP AS PRICES RISE; Nashville area sees sharp decline in home sales as suburbs grow](#)

Copyright 2025 The Tennessean All Rights Reserved

Powered by

 LexisNexis®

(Requires Critical Mention login)

Date Collected Jun 15, 2025 10:12 AM EDT

Category Print

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

Author By, Alessia Sandala, Nashville Tennessean

Est. Audience 21,559

Est. Publicity Value USD \$253

Market Johnson City, TN

Language English

Home sales in the greater Nashville area experienced a sharp decline in May compared with the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared with May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability all are depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... to be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long ..."

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



Online News

Realtors push for housing, property rights legislation

37

Copyright 2025 The Tennessean All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 15, 2025 10:12 AM EDT

Est. Audience 21,559

Category Print

Est. Publicity Value USD \$307

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

Market Johnson City, TN

Language English

Last week, I traveled to Washington, D.C., with Greater Nashville Realtors staff and leadership to attend the National Association of Realtors' 2025 Legislative Meetings. We joined thousands of Realtors from across the country to meet directly with members of Congress, advocating for policies that support the housing market, protect property rights and help make homeownership more attainable for more Americans.

Throughout the week, Realtors held over 500 meetings with lawmakers ... – reaching 95% of the U.S. Congress. Tennessee was proudly represented, with nearly 100 Realtors meeting with Senators Bill Hagerty and Marsha Blackburn, along with Representatives Mark Green, Andy Ogles, and John Rose. We discussed key policy solutions to increase housing supply, preserve homeowner tax benefits, and support the real estate profession.

One of the central topics was the "One ... \$1 million for married couples. This change could unlock millions of homes by encouraging longtime owners to sell, creating more opportunities for both move-up buyers and first-time purchasers.

In addition to expanding the housing supply, we focused on preserving independent contractor status for Realtors, strengthening incentives for affordable housing, and protecting vital programs like the National Flood Insurance Program.

Advocacy is ongoing work – but it's paying off. In recent years, Realtor advocacy has led to:

Protection of independent contractor status for real estate professionals ... tax certainty for property owners

Creating tax-advantaged child investment accounts, which can help cover major life expenses – including the purchase of a first home

While there's still much work ahead to address housing affordability, supply, and generational wealth-building, I'm confident that Realtors in Tennessee and across the country are making a real difference. We're not just selling homes; we're showing up, speaking out, and shaping policies that protect consumers and promote access to the American Dream.

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.

The Real Deal

Collyn Wainwright

Guest columnist

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



Online News

What's that smell? May real estate sales numbers



38

Distributed by Newsbank, Inc. All Rights Reserved Copyright 2025 by TNLedger Nashville Edition –

Powered by



(Requires Critical Mention login)

Date Collected Jun 13, 2025 1:45 PM EDT

Est. Audience 11,000

Category Print

Est. Publicity Value USD \$100

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

Market Nashville, TN

Language English

... No one really had any choice but to wait until after the election. The election happened as was imminent and, as far as the local real estate market goes, the results were about the same as the Alamo or the harbor of pearls and sunken ships.

Elections are a little different for president of the Greater Nashville Realtors.

It starts with being elected to the board of directors. At some point, in the two years that follow, a couple of the newbies from the board will be deemed fit by those in leadership to be worthy of higher office. They're elevated to the executive committee, earning officer status. Along the way ... are skunkish numbers.

Median prices are up in single-family homes, as is inventory. June is home ownership month. It's also the anniversary of D-Day. Time to storm the beaches.

Sale of the Week

As reported above, overall numbers for the area are dismal. And if there were water coolers for Realtors to gather around, the discussion would be that the market is getting worse.

Paul McCartney wrote the lyrics "It's getting better all the time," with John Lennon adding, "Can't get no worse." The real estate market could get worse in the lower end as jobs vanish and uncertainty brews, but in the ... in the free world, as Neil Young would say.

Nationally, there are a million houses listed for sale for the first time since the pandemic began, Mary Littleton of Accurate Mortgage reports, and the value of these homes is \$698 billion. That's an increase of 20.3% compared to last year.

The Nashville market is doing its best to rid some of that volume with four sales of \$4 million or more just last week. The house at 410 Saint Edmunds led the way, selling for \$5.6 million, a mere \$508 per square foot, as there are 11,823 of them.

With six bedrooms, seven full baths and two smaller rooms with ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



Online News

Tennessee Realtors advocate in D.C. for housing, property rights and homeowners | Opinion



39

Copyright 2025 Gannett Media Corp All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 13, 2025 9:43 AM EDT

Est. Audience 543

Category Digital News

Est. Publicity Value USD \$7

Source [The Tennessean Online](#)

Market Johnson City, TN

Author Collyn Wainwright

Language English

Last week, I traveled to Washington, D.C., with Greater Nashville Realtors staff and leadership to attend the National Association of Realtors' 2025 Legislative

Meetings. We joined thousands of Realtors from across the country to meet directly with members of Congress, advocating for policies that support the housing market, protect property rights and help make homeownership more attainable for more Americans.

[Link to Image](#)

Throughout the week, Realtors held over 500 meetings ... with lawmakers — reaching 95% of the U.S. Congress. Tennessee was proudly represented, with nearly 100 Realtors meeting with Senators Bill Hagerty and Marsha Blackburn, along with Representatives Mark Green, Andy Ogles, and John Rose. We discussed key policy solutions to increase housing supply, preserve homeowner tax benefits, and support the real estate profession.

One of the central topics was the "One ... married couples. This change could unlock millions of homes by encouraging longtime owners to sell, creating more opportunities for both move-up buyers and first-time purchasers.

[Link to Image](#)

In addition to expanding the housing supply, we focused on preserving independent contractor status for Realtors, strengthening incentives for affordable housing, and protecting vital programs like the National Flood Insurance Program.

Advocacy is ongoing work — but it's paying off. In recent years, Realtor advocacy has led to:

- Protection of independent contractor status for real estate professionals
- ... certainty for property owners
- Creating tax-advantaged child investment accounts, which can help cover major life expenses — including the purchase of a first home

While there's still much work ahead to address housing affordability, supply, and generational wealth-building, I'm confident that Realtors in Tennessee and across the country are making a real difference. We're not just selling homes; we're showing up, speaking out, and shaping policies that protect consumers and promote access to the American Dream.

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.

This article originally appeared on [Nashville Tennessean: Tennessee Realtors advocate in D.C. for housing, property rights and homeowners](#) | Opinion

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



[Tennessee Realtors advocate in D.C. for housing, property rights and homeowners](#) | Opinion



40

Date Collected Jun 13, 2025 6:35 AM EDT

Est. Audience 108,687

Category Digital News

Est. Publicity Value USD \$1,646

Source [Tennessean](#)

Market Johnson City, TN

Language English

AI-assisted summary

Tennessee Realtors joined thousands nationwide to advocate for housing policies in D.C.

Key discussions included the *One Big Beautiful Bill Act* and *More Homes on the Market Act*.

Realtors advocated for increased housing supply, preserved homeowner tax benefits, and supported real estate professionals.

Last week, I traveled to Washington, D.C., with Greater Nashville Realtors staff and leadership to attend the National Association of Realtors' ... 2025 Legislative Meetings. We joined thousands of Realtors from across the country to meet directly with members of Congress, advocating for policies that support the housing market, protect property rights and help make homeownership more attainable for more Americans.

Throughout the week, Realtors held over 500 meetings with lawmakers ... — reaching 95% of the U.S. Congress. Tennessee was proudly represented, with nearly 100 Realtors meeting with Senators Bill Hagerty and Marsha Blackburn, along with Representatives Mark Green, Andy Ogles, and John Rose. We discussed key policy solutions to increase housing supply, preserve homeowner tax benefits, and support the real estate profession.

One of the central topics was the "One ... \$1 million for married couples. This change could unlock millions of homes by encouraging longtime owners to sell, creating more opportunities for both move-up buyers and first-time purchasers.

In addition to expanding the housing supply, we focused on preserving independent contractor status for Realtors, strengthening incentives for affordable housing, and protecting vital programs like the National Flood Insurance Program.

Advocacy is ongoing work — but it's paying off. In recent years, Realtor advocacy has led to:

Protection of independent contractor status for real estate professionals ... tax certainty for property owners

Creating tax-advantaged child investment accounts, which can help cover major life expenses — including the purchase of a first home

While there's still much work ahead to address housing affordability, supply, and generational wealth-building, I'm confident that Realtors in Tennessee and across the country are making a real difference. We're not just selling homes; we're showing up, speaking out, and shaping policies that protect consumers and promote access to the American Dream.

Collyn Wainwright is president of Greater Nashville Realtors. A ...



Online News

🌐 What's that smell? May real estate sales numbers

41

Date Collected Jun 12, 2025 9:53 AM EDT

Category Digital News

Source [The Nashville Ledger](#)

Est. Audience 3,604

Est. Publicity Value USD \$32

Market Nashville, TN

Language English

...

No one really had any choice but to wait until after the election. The election happened as was imminent and, as far as the local real estate market goes, the results were about the same as the Alamo or the harbor of pearls and sunken ships.

Elections are a little different for president of the Greater Nashville Realtors.

It starts with being elected to the board of directors. At some point, in the two years that follow, a couple of the newbies from the board will be deemed fit by those in leadership to be worthy of higher office. They're elevated to the executive committee, earning officer status. Along the way, ... Those are skunkish numbers.

Median prices are up in single-family homes, as is inventory. June is home ownership month. It's also the anniversary of D-Day. Time to storm the beaches.

Sale of the Week

As reported above, overall numbers for the area are dismal. And if there were water coolers for Realtors to gather around, the discussion would be that the market is getting worse.

Paul McCartney wrote the lyrics "It's getting better all the time," with John Lennon adding, "Can't get no worse." The real estate market could get worse in the lower end as jobs vanish and uncertainty brews, but in the ... rocking in the free world, as Neil Young would say.

Nationally, there are a million houses listed for sale for the first time since the pandemic began, Mary Littleton of Accurate Mortgage reports, and the value of these homes is \$698 billion. That's an increase of 20.3% compared to last year.

The Nashville market is doing its best to rid some of that volume with four sales of \$4 million or more just last week. The house at 410 Saint Edmunds led the way, selling for \$5.6 million, a mere \$508 per square foot, as there are 11,823 of them.

With six bedrooms, seven full baths and two smaller rooms with ...



Online News

🔴 Nashville area sees sharp decline in home sales as suburbs grow

42

Copyright 2025 Columbia Daily Herald (Tennessee) All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 12, 2025 9:46 AM EDT

Category Print

Source [Columbia Daily Herald \(Tennessee\)](#)

Author By, Alessia Sandala, Nashville Tennessean

Est. Audience 6,933

Est. Publicity Value USD \$81

Market Columbia, TN

Language English

Home sales in the greater Nashville area experienced a sharp decline in May compared to the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared to May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability are all depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Maury, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... to be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



• Median age of homebuyers soars, reflecting stark divide in real estate landscape

43

Copyright 2025 American City Business Journal, Inc. All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 11, 2025 10:03 PM EDT

Est. Audience 15,152

Category Print

Est. Publicity Value USD \$227

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

Market United States

Author Ella Castronuovo

Language English

... the oldest they've ever been.

The median age of today's first-time homebuyer is 38, while the typical repeat buyer is 61. Forty years ago, those numbers were 28 and 36, respectively, according to Jessica Lautz, deputy chief economist and vice president of research at the National Association of Realtors.

"It is a very divided market. We know that we have an all-time high of all cash buyers. ... There's a lot of folks in the money who have stacks of cash to put into the real estate market," Lautz said on stage last month during Greater Nashville Realtors' Nashconomics event. "On ... we know that the median age of this repeat buyer is 61, it makes a lot of sense," Lautz said. "Their motivating factor is retirement, 'I have time, and I have money and I'm not going to make sacrifices on this home purchase.'"

From 2020–2024, nationwide home prices have increased by 50% – with Nashville leading the pack at 67.8%.

"Home prices keep going up. This is really pushing out a lot of consumers from the market," Lautz said. "We have a long ways to go to actually meet the needs of consumers today knowing that we have so many more people in this country."

And while ... Nashville has experienced significant growth, allowing homeowners to build on their wealth, Lautz said what this means on the flip side, is the qualifying income for homebuyers keeps increasing.

Nationally, buyers need a household income of \$101,000 to qualify for the typical home price. In ... Nashville, it's \$106,000.

"We're really pushing out of the housing market, our teachers, our first responders, the people who we want in our communities, who we desperately need in our communities," Lautz said. "We're seeing a different type of buyer who's able to come into the housing market today." ... •

Bank of mom and dad

•

Pulling from financial assets (401K, stocks, cryptocurrency)

"It's a different type of buyer," Lautz added. "The other thing that we're seeing is inheritances and this is the highest we've actually ever seen it."

Did you find this article useful? Why not subscribe to [Nashville Business Journal](#) for more articles?

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



[Multiple Midstate counties see drop in home sales](#)

44

Date Collected Jun 11, 2025 5:15 PM EDT

Est. Audience 38,584

Category Digital News

Est. Publicity Value USD \$1,097

Source [WSMV](#)

Market Nashville, TN

Author Cassidy Brown

Language English

NASHVILLE, Tenn. (WSMV) – New data shows there's been a drop in home sales across [Nashville](#), but surrounding counties are actually staying steady.

Greater Nashville Realtors said there's been a 9% decrease in home closings compared to this time last year.

Here are instructions on how to watch WSMV4 live on various platforms.

Numbers show there's been no change in Dickson, Williamson and Wilson Counties. However, [Nashville](#) is not the only area seeing ... a drop in home sales.

Cheatham, Maury, Robertson, Rutherford and Sumner are also seeing some decline.

"While overall home sales declined 9% year-over-year in May, several surrounding counties demonstrated market stability," said Collyn Wainwright, Greater Nashville Realtors president. "Dickson, Williamson, and Wilson counties held steady with no change in residential closings compared to last year, even as Davidson, Cheatham, Maury, Robertson, Rutherford, and Sumner counties experienced an average decline of 18%."

Greater Nashville Realtors also ...



45

[Nashville shifts to buyer's market amid sharp decline in home sales](#)

Copyright 2025 Gannett Media Corp All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 11, 2025 3:08 PM EDT

Est. Audience 543

Category Digital News

Est. Publicity Value USD \$6

Source [The Tennessean Online](#)

Market Johnson City, TN

Author Alessia Sandala, [Nashville Tennessean](#)

Language English

Home sales in the greater Nashville area experienced a sharp decline in May compared to the same period last year, marking a concerning start to what is traditionally the busiest selling season.

Sales of single-family homes and condominiums in May dropped 10.3% compared to May 2024, according to data from

Greater Nashville Realtors President Collyn Wainwright said the drop in closings comes at what is typically the most active time for home closings. Uncertainty surrounding the economy, high interest rates and the lack of affordability are all depressing sales, she said.

For comparison, May 2024 saw a roughly 2.1% increase ... , Rutherford, Sumner, Williamson and Wilson counties.

While closings on houses decreased, home prices continued to rise. A single-family home cost an average of \$499,996 in May 2024, but now costs \$506,557.

[Link to Image](#)

"First-time homebuyers are more challenged than they've ever been in Nashville and we are seeing this is a national trend," Wainwright said. "This isn't unique to Nashville. Your average first-time homebuyer is now 10 years older than they were a couple of decades ago. That's a big shift."

That could mean potential buyers are more likely to continue renting ... be able to afford a first time home."

Wainwright said the housing market is shifting toward a buyer's market, meaning buyers have more leverage to negotiate lower prices and concessions.

"We've been seeing more inventory staying on the market for longer, and that contributes to buyers having a greater advantage," Wainwright said. "They have more inventory to choose from. They now have more leverage to negotiate repairs and concessions from the sellers."

But Wainwright stopped short of saying home prices will decrease meaningfully as a result of slumping sales.

"I'm not expecting a massive drop ... I don't think they are going to appreciate at the same level that they have in recent years," Wainwright said.

Due to both rental and home prices continuing to increase, the chief economist of the real estate company Redfin, Daryl Fairweather, said the housing market will favor people moving to Nashville from other cities with higher incomes.

"I think Nashville will continue to be attractive to people moving in from more expensive cities, but for people who live in Nashville, they might end up being displaced," Fairweather said. "If rents trend up over the long ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis

46

NashvillePost

Area home sales continue decline

Distributed by Newsbank, Inc. All Rights Reserved Copyright 2025 Nashville Post Magazine.

Powered by

LexisNexis

(Requires Critical Mention login)

Date Collected Jun 10, 2025 1:30 AM EDT

Est. Audience 40,000

Category Print

Est. Publicity Value USD \$800

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

Market Nashville, TN

Author William Williams

Language English

The Nashville area saw 3,164 home closings in May, representing a decrease of 9 percent compared to the 3,509 closings in May 2024.

According to a Greater Nashville Realtors press release, the figure is an increase from the 2,963 closings in April and the 2,831 residential closings in March.

The GNR release notes the median price for a single-family home in May was \$506,557, up from the May 2024 median price of \$499,996. The single-family home median price in April ... in no more than 40 days in 2023.

Conventional 30-year fixed-rate mortgages offer an average interest rate of about 7 percent, according to Zillow.

"While overall home sales declined 9 percent year-over-year in May, several surrounding counties demonstrated market stability," Collyn Wainwright, Greater Nashville Realtors 2025 president, said in the release.

"Dickson, Williamson, and Wilson counties held steady with no change in residential closings compared to last year, even as Davidson, Cheatham, Maury, Robertson, Rutherford and Sumner counties experienced an average decline of 18 percent."

The GNR data was ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis

47



Subscribers only Area home sales continue decline

Date Collected Jun 9, 2025 1:32 PM EDT

Est. Audience 9,782

Category Digital News

Est. Publicity Value USD \$1,426

Source [Nashville Post](#)

Market Nashville, TN

Author William Williams

Language English

The Nashville area saw 3,164 home closings in May, representing a decrease of 9 percent compared to the 3,509 closings in May 2024.

According to a Greater Nashville Realtors press release, the figure is an increase from the 2,963 closings in April and the 2,831 residential closings in March.



[Area home sales continue decline](#)

48

Date Collected Jun 9, 2025 12:47 PM EDT

Category Digital News

Source [Nashville Post](#)

Author William Williams

Est. Audience 9,782

Est. Publicity Value USD \$1,426

Market Nashville, TN

Language English

The Nashville area saw 3,164 home closings in May, representing a decrease of 9 percent compared to the 3,509 closings in May 2024.

According to a Greater Nashville Realtors press release, the figure is an increase from the 2,963 closings in April and the 2,831 residential closings in March.

Collyn Wainwright

Greater Nashville Realtors



Online News

49

[June marks National Homeownership Month: A continuing commitment to the American dream](#)

Copyright 2025 Gannett Media Corp All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 9, 2025 12:41 AM EDT

Category Digital News

Source [The Tennessean Online](#)

Author Collyn Wainwright

Est. Audience 543

Est. Publicity Value USD \$8

Market Johnson City, TN

Language English

... is—not just for individuals and families, but for the health, stability and strength of our communities.

While many Americans continue to face housing challenges—from affordability concerns to limited inventory and years of underbuilding—demand for homeownership remains strong.

Here in Nashville, local leaders are working to address these issues through initiatives like Metro's Unified Housing Strategy and the efforts of local organizations such as The Housing Fund. Nationally, groups like the National Low Income Housing Coalition continue to advocate for expanded housing access and ... affordability.

At Greater Nashville REALTORS®, and through our partnership with the state and national REALTOR® associations, we are deeply engaged in advocating for policies and solutions that tackle the supply and affordability crisis head-on. From supporting local zoning reforms to promoting smart federal investments, our goal is simple: ... expand access to homeownership.

Whether it's through consumer education, financial literacy programs, or securing Housing Opportunity Grants, REALTORS® are committed to making the American Dream of homeownership a reality for more individuals and families. We understand that homeownership isn't just about buying a house—it's about building stronger, more stable communities.

If you're ready to take the next step toward homeownership, connect with ... a REALTOR®. They can guide you through the process and provide the tools, resources, and local expertise to help you succeed.

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.

This article originally appeared on Nashville Tennessean: June marks National Homeownership Month: A continuing commitment to the American dream

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | [© 2025 LexisNexis](#)

50



Online News

[June is Homeownership Month: A commitment to the American dream](#)

Copyright 2025 The Tennessean All Rights Reserved

Date Collected Jun 8, 2025 10:02 AM EDT
 Category Print
 Source [The Tennessean \(Nashville, Tennessee\)](#)

Est. Audience 21,559
 Est. Publicity Value USD \$335
 Market Johnson City, TN
 Language English

... is—not just for individuals and families, but for the health, stability and strength of our communities.

While many Americans continue to face housing challenges—from affordability concerns to limited inventory and years of underbuilding—demand for homeownership remains strong.

Here in **Nashville**, local leaders are working to address these issues through initiatives like Metro's Unified Housing Strategy and the efforts of local organizations such as The Housing Fund. Nationally, groups like the National Low Income Housing Coalition continue to advocate for expanded housing access and ... affordability.

At Greater Nashville REALTORS®, and through our partnership with the state and national REALTOR® associations, we are deeply engaged in advocating for policies and solutions that tackle the supply and affordability crisis head-on. From supporting local zoning reforms to promoting smart federal investments, our goal is simple: ... expand access to homeownership.

Whether it's through consumer education, financial literacy programs, or securing Housing Opportunity Grants, **REALTORS®** are committed to making the American Dream of homeownership a reality for more individuals and families. We understand that homeownership isn't just about buying a house—it's about building stronger, more stable communities.

If you're ready to take the next step toward homeownership, connect with ... a REALTOR®. They can guide you through the process and provide the tools, resources, and local expertise to help you succeed.

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

The Real Deal

Collyn Wainwright

Guest columnist

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



[June is Homeownership Month: A commitment to the...](#)

51

Date Collected Jun 8, 2025 6:11 AM EDT
 Category Digital News
 Source [Tennessean](#)

Est. Audience 108,687
 Est. Publicity Value USD \$1,733
 Market Johnson City, TN
 Language English

... Homeownership Month began as a week-long initiative in 1995 under President Clinton and was expanded to a month in 2002 under President Bush.

Despite ongoing affordability and inventory challenges, homeownership remains a national priority with local and national efforts to expand access.

The **Greater Nashville REALTORS®** are working to address housing challenges through advocacy and consumer education programs.

It was originally launched as National Homeownership Week in 1995 under the Clinton administration, and in 2002, it was extended to the full month of June under President George W. Bush.

National ... is—not just for individuals and families, but for the health, stability and strength of our communities.

While many Americans continue to face housing challenges—from affordability concerns to limited inventory and years of underbuilding—demand for homeownership remains strong.

Here in **Nashville**, local leaders are working to address these issues through initiatives like Metro's Unified Housing Strategy and the efforts of local organizations such as The Housing Fund. Nationally, groups like the National Low Income Housing Coalition continue to advocate for expanded housing access and ... affordability.

At Greater Nashville REALTORS®, and through our partnership with the state and national REALTOR® associations, we are deeply engaged in advocating for policies and solutions that tackle the supply and affordability crisis head-on. From supporting local zoning reforms to promoting smart federal investments, our goal is simple: ... expand access to homeownership.

Whether it's through consumer education, financial literacy programs, or securing Housing Opportunity Grants, REALTORS® are committed to making the American Dream of homeownership a reality for more individuals and families. We understand that homeownership isn't just about buying a house—it's about building stronger, more stable communities.

If you're ready to take the next step toward homeownership, connect with ... a REALTOR®. They can guide you through the process and provide the tools, resources, and local expertise to help you succeed.

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.



[Nashville housing market shifts as sellers outnumber buyers by 90%](#)

52

Copyright 2025 American City Business Journal, Inc. All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 6, 2025 7:38 PM EDT

Est. Audience 15,152

Category Print

Est. Publicity Value USD \$340

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

Market United States

Author Ella Castronuovo

Language English

... report: "At no other point in records dating back to 2013 have sellers outnumbered buyers this much."

As of April, the city ranked tenth on Redfin's list of top buyers' markets, with 14,935 sellers and 7,859 buyers, for a seller-buyer difference of 90%, signaling a shift in the balance of power in Nashville's housing market toward buyers. This comes as a result of heightened economic uncertainty, the mortgage rate lock-in effect easing and home prices and mortgage rates continuing to price out buyers.

"More than two of every five (44%) home listings in April had been on the market for 60 days or ... longer – the highest April share since 2020," the report said.

In Nashville, the average number of days on the market for a single-family home in April was 50 days, according to Greater Nashville Realtors monthly home sales report.

What this means for buyers: a drop in home prices.

According to the report, Redfin earlier this month predicted that home prices will drop 1% year-over-year by the end of 2025, with the growing imbalance between buyers and sellers driving that prediction.

"When sellers ... options – and room to negotiate," said Tim Harper, a Redfin premier real estate agent in Daytona Beach, Florida, in the report. "It's not uncommon for a buyer to get a home for 5% less than the list price and \$10,000 in seller concessions."

Did you find this article useful? Why not subscribe to [Nashville Business Journal](#) for more articles?

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



[How much income do Tennesseans need to buy a home?](#)

53

Copyright 2025 The Tennessean All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 3, 2025 9:38 AM EDT

Est. Audience 21,559

Category Print

Est. Publicity Value USD \$226

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

Market Johnson City, TN

Author By, Hadley Hitson, Nashville Tennessean

Language English

High mortgage rates, low inventory and soaring prices are dampening the U.S. housing market. In Nashville's competitive landscape, experts warn that first-time homebuyers face a tough challenge.

"We are really seeing huge growth here, and this has happened throughout the pandemic, but it was happening before the pandemic," National Association of Realtors Deputy Chief Economist ... Jessica Lautz said. "On the flip side, though, the qualifying income for homebuyers only keeps increasing."

National Association of Realtors data shows that \$106,000 is the minimum household income to afford the median-priced Nashville home in 2025 with a 20% down payment. That is up from \$102,000 in 2024.

The current qualifying income threshold for the median-priced home in the U.S. is \$101,000.

"But we know that the typical consumer and the typical first-time homebuyer is not able to put down 20%," Lautz said. "That means the ... household income just has to be higher to qualify for the typical mortgage."

On May 15, Lautz joined fellow real estate experts and economists at Trevecca Nazarene University for Greater Nashville Realtors' annual Nashonomics summit. They discussed implications of the rising age of first-time buyers, debated the future of interest rates and explored other economic factors shaping the competitive housing market.

Who is buying homes in Nashville?

The median home price in the ... Nashville region in April 2025 was \$500,000. So who can afford that?

Often, it's baby boomers, who accounted for 42% of home purchases from July 2023 to June 2024. The median age of today's first-time homebuyer has risen to 38, compared to 28 forty years ago.

Of the first-time homebuyers in 2024, 50% were ... Federal Reserve held its key interest rate at a range of 4.25 to 4.5% in a decision announced May 7, still well above its 2% target.

Meanwhile, the national average of 30-year mortgage rates is at 6.89%, according to financial services company Bankrate.

Laurel Graefe, regional executive at the Nashville branch of the Federal Reserve Bank of Atlanta, said she wants to avoid high inflation eroding consumer spending power over time. On a personal note, she shared that her father is looking to buy a home in Tennessee, and she is shocked by the high payments he's being asked to make.

"The Fed began ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis



[How is Nashville real estate doing? Steady rates, rising prices make their mark](#)

54

Copyright 2025 Gannett Media Corp All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 2, 2025 12:35 AM EDT

Est. Audience 543

Category Digital News

Est. Publicity Value USD \$7

Source [The Tennessean Online](#)

Market Johnson City, TN

Author Collyn Wainwright

Language English

Last week, Greater Nashville Realtors hosted its annual economic summit, Nashonomics, bringing together business leaders, economists and real estate professionals to discuss the latest trends shaping our region's housing market and economic landscape.

[Link to Image](#)

Laurel Graefe, regional executive of the Federal Reserve Bank of ... Atlanta's Nashville Branch, provided a timely update on interest rates. As of this week, the national average for a 30-year mortgage has remained below 7% for the 17th consecutive week. While that stability is welcome, Graefe noted that elevated rates — combined with rising home prices — continue to pose affordability ... challenges, especially for first-time buyers and middle-income households.

Jessica Lautz, deputy chief economist and vice president of research at the National Association of Realtors, shared an in-depth look at housing affordability across the region. With the median sales price now hovering around \$500,000, she pointed out a growing generational gap in homeownership. Today, the median age of a first-time buyer is 38 — up from 28 just four decades ago — while baby boomers ... accounted for 42% of all home purchases between July 2023 and June 2024.

On the broader economic front, Jeff Hite, chief economic development officer at the Nashville Area Chamber of Commerce, emphasized that while Nashville's economy remains strong, it trails peer cities like Charlotte, North Carolina, Austin, and Atlanta in some key indicators. Hite focuses on four primary metrics to assess economic health: job growth, population growth, GDP growth, and cost of living. Nashville's cost-of-living ... index sits just below the national average at 98.7, but lags behind cities like Charlotte (91.2) and Tampa, Florida, (97.6), indicating some room for improvement in regional affordability and competitiveness.

Despite these challenges, the outlook for Greater Nashville remains optimistic. Job growth, population expansion, and sustained housing demand continue to position our region for long-term success. However, to meet that future head-on, ongoing collaboration is essential.

As realtors, we play a critical role in shaping the housing ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis

55



Online News

[Nashville's outlook: Rising prices and stable growth](#)

Copyright 2025 The Tennessean All Rights Reserved

Powered by



(Requires Critical Mention login)

Date Collected Jun 1, 2025 10:04 AM EDT

Category Print

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

Est. Audience 21,559

Est. Publicity Value USD \$295

Market Johnson City, TN

Language English

Greater Nashville Realtors recently hosted its annual economic summit, Nashconomics, bringing together business leaders, economists and real estate professionals to discuss the latest trends shaping our region's housing market and economic landscape.

Laurel Graefe, regional executive of the Federal Reserve Bank of Atlanta's ... Nashville Branch, provided a timely update on interest rates. As of last week, the national average for a 30-year mortgage remained below 7% for the 17th consecutive week. While that stability is welcome, Graefe noted that elevated rates – combined with rising home prices – continue to pose affordability ... challenges, especially for first-time buyers and middle-income households.

Jessica Lautz, deputy chief economist and vice president of research at the National Association of Realtors, shared an in-depth look at housing affordability across the region. With the median sales price now hovering around \$500,000, she pointed out a growing generational gap in homeownership. Today, the median age of a first-time buyer is 38 – up from 28 just four decades ago – while baby boomers ... accounted for 42% of all home purchases between July 2023 and June 2024.

On the broader economic front, Jeff Hite, chief economic development officer at the Nashville Area Chamber of Commerce, emphasized that while Nashville's economy remains strong, it trails peer cities like Charlotte, North Carolina, Austin, and Atlanta in some key indicators. Hite focuses on four primary metrics to assess economic health: job growth, population growth, GDP growth, and cost of living. Nashville's cost-of-living ... index sits just below the national average at 98.7, but lags behind cities like Charlotte (91.2) and Tampa, Florida, (97.6), indicating some room for improvement in regional affordability and competitiveness.

Despite these challenges, the outlook for Greater Nashville remains optimistic. Job growth, population expansion, and sustained housing demand continue to position our region for long-term success. However, to meet that future head-on, ongoing collaboration is essential.

As Realtors, we play a critical role in shaping the housing ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2025 LexisNexis

56



[Nashville's outlook: Interest rates, rising prices and...](#)

Date Collected Jun 1, 2025 6:11 AM EDT

Category Digital News

Source [Tennessean](#)

Est. Audience 108,687

Est. Publicity Value USD \$1,506

Market Johnson City, TN

Language English

AI-assisted summary

Nashville's housing market faces affordability challenges due to rising home prices and interest rates.

The median age of first-time homebuyers has increased significantly, while baby boomers represent a large portion of home purchases.

Nashville's economy shows strength but lags behind peer cities in key indicators like cost of living.

Greater Nashville Realtors are actively involved in policy discussions to address housing affordability and promote homeownership.

Last week, Greater Nashville Realtors ... hosted its annual economic summit, Nashconomics, bringing together business leaders, economists and real estate professionals to discuss the latest trends shaping our region's housing market and economic landscape.

Laurel Graefe, regional executive of the Federal Reserve Bank of Atlanta's Nashville Branch, provided a timely update on interest rates. As of this week, the national average for a 30-year mortgage has remained below 7% for the 17th consecutive week. While that stability is welcome, Graefe noted that elevated rates — combined with rising home prices — continue to pose affordability ... challenges, especially for first-time buyers and middle-income households.

Jessica Lautz, deputy chief economist and vice president of research at the National Association of Realtors, shared an in-depth look at housing affordability across

the region. With the median sales price now hovering around \$500,000, she pointed out a growing generational gap in homeownership. Today, the median age of a first-time buyer is 38 — up from 28 just four decades ago — while baby boomers ... accounted for 42% of all home purchases between July 2023 and June 2024.

On the broader economic front, Jeff Hite, chief economic development officer at the Nashville Area Chamber of Commerce, emphasized that while Nashville's economy remains strong, it trails peer cities like Charlotte, North Carolina, Austin, and Atlanta in some key indicators. Hite focuses on four primary metrics to assess economic health: job growth, population growth, GDP growth, and cost of living. Nashville's cost-of-living ... index sits just below the national average at 98.7, but lags behind cities like Charlotte (91.2) and Tampa, Florida, (97.6), indicating some room for improvement in regional affordability and competitiveness.

Despite these challenges, the outlook for Greater Nashville remains optimistic. Job growth, population expansion, and sustained housing demand continue to position our region for long-term success. However, to meet that future head-on, ongoing collaboration is essential.

As realtors, we play a critical role in shaping the housing ...

NOTE: This report contains copyrighted material and may be used for internal review, analysis or research only. Any editing, reproduction, or publication is prohibited. Please visit our website for full terms of use. For complete coverage, please login to your Critical Mention account. Estimated audience data provided by Nielsen. Estimated publicity value data provided by Nielsen and SQAD.

Visit us at

www.criticalmention.com