

BRENTWOOD

LIFESTYLE™



REAL ESTATE

*LEADING LADIES IN
WILLIAMSON COUNTY
REAL ESTATE*

SHOPPING

*MODERN STYLE
FOR BRIDESMAIDS*

ARTS + CULTURE

*THE TIME HONORED
TRADITION OF THE
IROQUOIS STEEPLECHASE*

EDUCATION

*A RAY OF SUNSHINE IN
NASHVILLE METEOROLOGY*

MAY 2022

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Lisa Culp Taylor

LisaCulpTaylor.com

The Nashville area continues to earn a top spot of places to relocate for a variety of reasons, asserts Realtor Lisa Culp Taylor. “Personally, I think it’s the best place in the world to live! The Middle Tennessee area offers incredible quality of life, and don’t forget no income tax -- for many, this is an immediate salary increase.”

In addition to a specialized marketing formula, Lisa says her team maintains and grows a huge real estate network, including a large number of home builders. “This really gives our clients an advantage when they’re seeking new construction. Many times, we’re able to secure a home before it even hits the market, which has been essential with low inventory.”

Lisa says it currently “feels” like 2022 will be similar to 2021. However, lack of inventory is greatly affecting the overall market, she’s quick to add. “Generally, homes are selling for higher prices than last year, which if this trend continues, may ultimately slow our market.”

She says homebuyers are desiring more outdoor living space and requests for homes with a pool or space to add one.

In addition, with so much work from home (WFH), homebuyers are looking for one to two areas for home offices with privacy and secure doors away from the main living areas to cut down on noise. “Homebuyers also want move-in ready with updated kitchens and bathrooms and prefer neutral interiors,” she adds.

The ‘spring market’ has become a thing of the past, Lisa states. “Our listings, under contracts and closings traffic are as active as ever. As supply chain issues and inflation impacts home remodeling and building, there will definitely be an adjustment made as interest rates are predicted to rise.”



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She says industry sources continue to share that as many as 80 to 90 people are moving to the area daily.

Lisa says the LCT team just launched the Parks' On-Site Sales Division, which means they now have team members serving as on-site sales representatives for Patterson Company homes.

In Old Hickory Crossing in Cane Ridge, Realtor Christy McAfee joined the LCT team to coordinate on-site sales. In Murfreesboro's Kimbro Woods community, Parks' Realtors Katherine Nixon and Molly Burns will coordinate marketing and sales of Patterson Company homes there.

"Our team is unique, with a diverse group of talent and experience that benefits our clients on many levels. At the heart of it all is our client commitment, professionalism and driving desire to offer the best service possible. It can really make a difference in a stress-free home buying or selling experience," concludes Lisa.

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