2026 EDITION

THE NASHVILLE RELOCATION GUIDE

Moving to Nashville? Start Here.

How Brentwood, Franklin and Fairview really compare, what they cost, how taxes and schools work, and how to choose the right one from a thousand miles away.

For anyone relocating to the Nashville area from anywhere in the country.

BRENTWOOD

Established, estate-scale, closest to Nashville

FRANKLIN

Historic Main Street, Cool Springs, a mature market

FAIRVIEW

The strategic value alternative, still growing

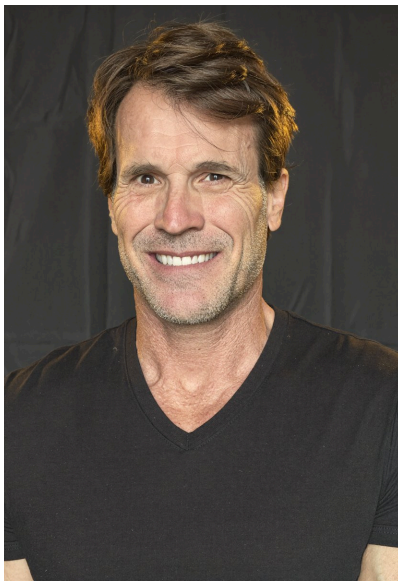
JL
JACK LEROND

EXP REALTY

NASHVILLE RELOCATION & NEW CONSTRUCTION AGENT
BRENTWOOD · FRANKLIN · FAIRVIEW | WILLIAMSON COUNTY, TN

CHAPTER 1

Moving to Nashville? Start Here



I made this move myself. My family left Austin for Nashville in 2011 with two toddlers and a third on the way. I'm your proof of concept.

This is your one big move. Let's get it right.

Most people start by searching "Nashville." Most of my relocation buyers end up living just south of it, in Brentwood, Franklin or Fairview, in Williamson County.

Nashville itself sits in Davidson County. Williamson County is its own place: its own school districts, its own property tax rates, and a tighter housing market. In Q2 2026 Williamson County had about 4 months of supply, compared with 6 months across metro Nashville.

4 months	6 months
of supply · Williamson County	of supply · metro Nashville

Greater Nashville Realtors, Q2 2026

THE QUESTION I GET EVERY SINGLE TIME

"Brentwood, Franklin or Fairview: which one is right for us?"

There's no wrong answer, but there is a RIGHT answer for you. This guide gives you what you need to start answering it.

How to use this guide

Chapters 2 & 3
Build a shortlist

Chapters 4 & 5
Avoid the expensive surprises

Chapter 6
Plan your timeline

CHAPTER 2

Moving to Nashville From Out of State: What Changes

No state income tax.

Tennessee taxes neither wages nor retirement income.

Property tax, worked out.

Tennessee assesses a home at 25% of its appraised value, then applies the local rate per $100 of that assessed value. A $1,000,000 home is assessed at $250,000.

YEARLY PROPERTY TAX ON A $1,000,000 HOME



Tax rate source: Williamson County Government, 2026 Property Tax Rates. Estimates only; your bill depends on the county's appraisal. Confirm with the Williamson County Trustee.

"When I left Austin in 2011, our property tax was around $12,000 a year on a $500,000 home. That house is worth over $1 million now — at today's Austin rates, that's about $20,000 a year. A $1 million home in Brentwood pays about $3,725."

Home insurance: buyers coming from Florida and California often find it more stable here. Get your own quote early in the process.

Space and green space: half-acre lots in Fairview, Bowie Nature Park's 700+ acres, and greenways across Brentwood and Franklin.

Mortgage rates: forecast to stay in the high-6% range through 2027 (Fannie Mae, Aug 2026). If you're bringing equity from a higher-priced market, that matters less for you than for most buyers.

WHAT THAT LOOKS LIKE IN REAL LIFE

$20,000 vs $3,725
property tax a year on a $1M home · Austin today vs. Brentwood

≈ $50,000
a year saved · a retired couple from the Northeast

In person
a family from Long Island toured Brentwood and Franklin before deciding where to move

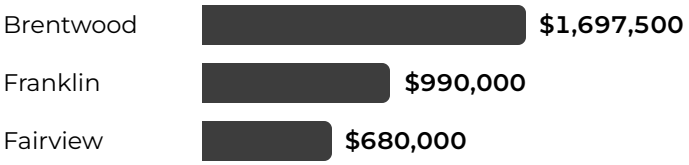
A retired couple from the Northeast is saving about $50,000 a year, largely because Tennessee doesn't tax retirement income. A family from Long Island hasn't moved yet: before deciding where to move, they did an in-person community tour with me to get a real sense of Brentwood and Franklin. None of this is a promise; I'll run the same numbers for your move.

CHAPTER 3

Where to Live Near Nashville: Brentwood, Franklin & Fairview

Three cities that border each other, built by many of the same builders, sharing Williamson County's tax advantages. They differ in size, price and amenities. Here's how I describe each one on my community tours. Figures are from my own MLS pulls unless another source is named.

MEDIAN SALE PRICE



MEDIAN PRICE PER SQ FT



MLS data: Brentwood and Franklin, Aug 2026; Fairview, June 2026.

BRENTWOOD

established, estate-scale, closest to Nashville

$1,697,500	$375	8 days
median sale	median per sq ft	median for homes to go under contract

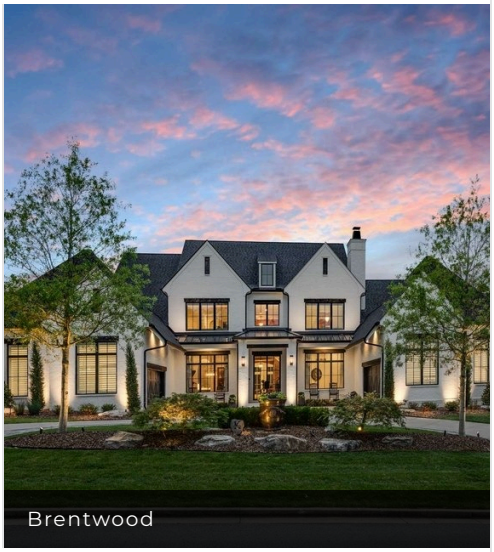
MLS data, Aug 2026

HOUSING Mature neighborhoods, large lots and estates; new construction comes in small phases (Arcadia, built by Drees Homes, CastleRock Communities and Partners in Building; Calistoga, built by Turnberry Homes) and custom infill.

NEAR Maryland Farms offices and quick I-65 access north to Nashville. Coming: the Brentwood Town Center redevelopment, Concord Rd widening and more greenway miles.

SCHOOLS Williamson County Schools, Brentwood High and Ravenwood High zones.

TAX $1.49 per $100 assessed, the lowest of the three.


Brentwood

The honest trade-off: it's largely built out, so choice is limited and the entry price is the highest in the county.



Main Street, downtown Franklin

FRANKLIN

historic Main Street, Cool Springs, a mature market

$990,000	$345	12 days
median sale · up 9.1% from a year earlier	median per sq ft	median on market

MLS data, Aug 2026

HOUSING Downtown and Westhaven, plus newer estate communities on the edges. Being built now: Reese Farms and Southvale.

NEAR A walkable historic downtown, Main Street events and the Cool Springs retail and office hub. About 20 to 35 minutes to downtown Nashville via I-65.

SCHOOLS Most of the city is Franklin Special School District for K–8, then Williamson County high schools (Franklin High or Independence High). Some addresses are WCS K–12.

TAX $2.2433 per $100 assessed (with FSSD).

The honest trade-off: traffic on I-65 and the Cool Springs corridors, and prices that have kept climbing.

FAIRVIEW

the strategic value alternative, still growing

$680,000	$243	11 days
median sale	median per sq ft	median on market

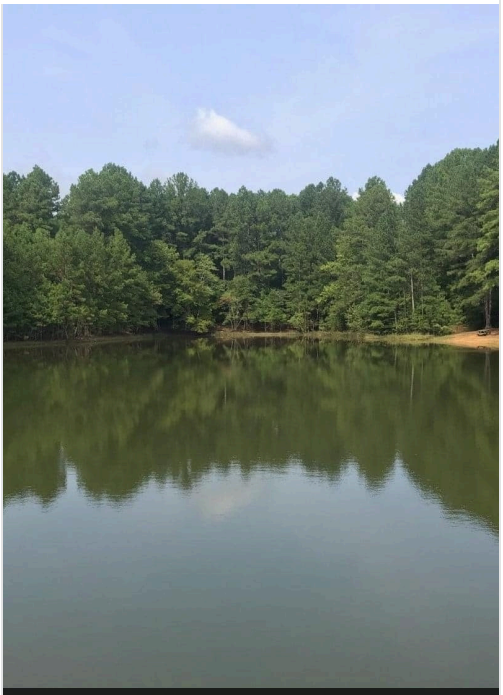
MLS data, June 2026

HOUSING New construction on bigger lots, often half an acre. Communities include Orrinshire, Otter Creek, Richvale, Brush Creek, Hatcher Heights and Aden Woods. On the Davidson–Williamson line, Stephen's Valley adds master-planned new construction from about $1.2M, served by Fairview-area schools.

NEAR Bowie Nature Park, with 700+ acres, 14+ miles of trails, five lakes and a nature center, free. About 20 to 27 minutes to Franklin and Cool Springs, 35 to 40 to downtown Nashville.

SCHOOLS Williamson County Schools, Fairview or Westwood Elementary, Fairview Middle, Fairview High.

TAX $2.1404 per $100 assessed.



Bowie Nature Park, Fairview

The honest trade-off: a longer drive into Nashville, and fewer restaurants and shops close by than Franklin.

"Fairview has been my home turf for years. It's what Franklin looked like 15 years ago."

JACK LEROND

CHAPTER 4

Moving to Nashville: What Everyone Gets Wrong

WHAT PEOPLE THINK

"The median dropped, so prices are falling."

WHAT'S TRUE

The headline median isn't the story. It moves with the mix of homes that sold that month. Price per square foot is. Brentwood's median slipped year over year in August, but its price per square foot rose. **Real MLS data, no Zillow guesses.**

MLS data, Aug 2026

WHAT PEOPLE THINK

"Williamson County is one school district."

WHAT'S TRUE

It isn't. Most of the City of Franklin is the Franklin Special School District for K–8. School zones follow streets, not city names or neighborhood signs. Check the exact address, every time. **I verify the zoned schools for every home we look at.**

WHAT PEOPLE THINK

"Fairview is too far."

WHAT'S TRUE

It's 20 to 27 minutes to Franklin and Cool Springs, in the same county, with the same tax advantages, at a much lower price per square foot.

WHAT PEOPLE THINK

"I don't need my own agent for new construction."

WHAT'S TRUE

The builder's sales agent works for the builder. On new construction, the builder typically pays the buyer's agent fee, so **having your own advocate usually costs you nothing extra.**

WHAT PEOPLE THINK

"Nashville's market is cooling, so I'll get a deal anywhere."

WHAT'S TRUE

Metro Nashville has shifted to a balanced market, about 6 months of supply. Williamson County is tighter, about 4 months, and well-priced Brentwood homes went under contract in a median of 8 days in August.

Greater Nashville Realtors, Q2 2026; MLS data, Aug 2026

CHAPTER 5

Mistakes People Make Relocating to Nashville

1

Choosing the city from photos.

A house is just a structure. What you're really buying is a life: whether Saturday morning means walking Main Street in Franklin or hiking the trails at Bowie Nature Park. See all three in person before you decide.

2

Buying sight-unseen without someone on the ground.

If you can't be here, someone you trust needs to walk the home, the street and the build site for you.

3

Signing with a builder before you've compared.

Many of the same builders work in all three cities. Compare what the same money buys in each before you commit to one community.

4

Leaving builder incentives on the table.

With rates expected to stay high, incentives can go toward a permanent rate buydown or closing costs. Ask before you sign, not after.

5

Skipping the build-quality check.

Out-of-state buyers can't watch the framing go up. Someone with a builder's eye should, at every key stage.

6

Assuming the school zone from the neighborhood name.

Verify the address with the WCS or FSSD zone tools.

7

Waiting for rates to fall.

Forecasts have them in the high-6% range through 2027 (Fannie Mae, Aug 2026). Strategy beats hope.

Strategy beats hope.

CHAPTER 6

Your Nashville Move Timeline: What to Do, and When

Your timeline depends on one choice: a resale home, a builder's inventory home, or building new. Count back from the day you want to move in.

RESALE HOME

1 to 3 months

Make your offer 1 to 3 months before you want to move.

BUILDER INVENTORY HOME

1 to 2 months

These come to market with 1 to 2 months left to completion, so you shop and sign close to your move.

BUILDING NEW

9 to 10 months

Pre-construction homes take 9 to 10 months to build after you sign the building contract.

6 to 12 MONTHS OUT
12+ IF BUILDING NEW

Watch my Nashville city-comparison and school-zone videos, shortlist two of the three cities, and run your numbers (taxes, insurance, utilities and monthly costs where you live now vs here). Talk to a lender about buying here while you sell back home, and plan one in-person visit.

9 to 10 MONTHS OUT

BUILDING NEW Get pre-approved, take your full community tour, choose your city, school zone and builder, and sign the building contract. Ask how the builder handles delays before you sign. Build-progress check-ins start when construction does.

3 to 6 MONTHS OUT

RESALE & INVENTORY Get pre-approved, set your real budget, line up the sale of your current home, and come in for a full community tour: a half day seeing resale and new construction in the cities you're considering.

BUILDING NEW Build-progress check-ins continue. Time the sale of your current home to the builder's finish date.

1 to 3 MONTHS OUT

RESALE Choose your city and school zone, make your offer, and schedule inspections.

INVENTORY HOME This is your window. Inventory homes come to market with 1 to 2 months left to completion, so you choose, sign and schedule inspections in one stretch.

BUILDING NEW Final build-progress check-ins and inspections before closing.

Moving MONTH

Closing, utilities, and your first-week list. Line up inspectors, pest control and other move-in services from a vetted list.

CHAPTER 7

What a Good Nashville Move Looks Like

> *"Jack was our eyes and ears while we were still out of town."*
>
> SAMWELL F. · GOOGLE REVIEW, MAY 2026

BRUSH CREEK, FAIRVIEW

A relocating family of seven built a new home with DRB in Brush Creek, Fairview, while they were still out of state.

I was their eyes and ears on site. When the builder tried to cut corners and sweep issues under the rug, I pushed back.

I connected them with inspectors and pest control, took them around town to get oriented, and helped them through an ice storm after they'd moved in.

AND MY OWN MOVE

~8% → low 6s

30-year fixed, permanent buydown

I bought new construction when rates were around 8% and negotiated the builder's incentive into a permanent buydown to the low 6s on a 30-year fixed.

Strategy > Hope. I've done this. Let me do it for you.

KEEP THIS PAGE

Your Nashville Relocation Checklist

Print it, stick it on the fridge, tick it off as you go. Every step comes from the chapters in this guide.

6 to 12 MONTHS OUT · 12+ IF BUILDING NEW

- [ ] Shortlist two of the three cities: Brentwood, Franklin or Fairview.
- [ ] Run your numbers: taxes, insurance, utilities and monthly costs where you live now vs here.
- [ ] Get your own home insurance quote early in the process.
- [ ] Talk to a lender about buying here while you sell back home.

Building new SIGN 9 TO 10 MONTHS OUT

- [ ] Compare what the same money buys with each builder before you commit to one community.
- [ ] Ask about builder incentives and how they handle delays before you sign.
- [ ] Start build-progress check-ins when construction begins.

3 to 6 MONTHS OUT

- [ ] Get pre-approved and set your real budget.
- [ ] Line up the sale of your current home.
- [ ] See all three cities in person before you decide.

1 to 3 MONTHS OUT

- [ ] Verify the zoned schools for the exact address with the WCS or FSSD zone tools.
- [ ] Make your offer or sign for an inventory home, and schedule inspections.

Moving MONTH

- [ ] Close, set up utilities and work through your first-week list.
- [ ] Line up inspectors, pest control and other move-in services from a vetted list.

WHAT HAPPENS NEXT

How Jack Helps Next

Wherever you're moving from, here's how I work with relocation buyers:

Watch	Download	Tour	Choose	Advocate	Close
DONE	DONE	NEXT			

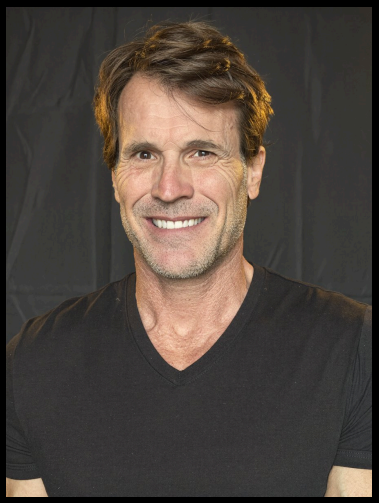
You've just done the first two.

Tour — A full community tour, resale and new construction in the same day, so you see in person what you saw on video.

Choose — I help you pick the right city and school zone for your life, with the trade-offs laid out plainly.

Advocate — I represent you on the ground while you finish your move, including builder meetings and video build-progress updates from a former builder.

Close — Inspections, vetted vendors, closing, then help getting oriented once you arrive.



You work with me directly, start to finish. No pressure. No script. Just real information.

WHERE TO FIND ME

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Tell me where you're moving from. I read every single one.

I'm Jack Lerond, and I'd be honored to help.

JL
JACK LEROND

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Equal Housing Opportunity

Information deemed reliable but not guaranteed. Market figures cite their source and date. Forecasts are not guarantees. Verify school zones and tax figures for any specific address.

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